



STAFF REPORT

Report To: Board of Supervisors **Meeting Date:** April 4, 2019

Staff Contact: Carol Akers and Zach Good

Agenda Title: For Possible Action: Discussion and possible action regarding the purchase of one Peterbilt Roll-Off truck for the Carson City Landfill utilizing joinder contract #081716-PMC through Sourcewell Cooperative Purchasing Agreement, for a not to exceed amount of \$103,036. (Carol Akers, Cakers@carson.org and Zach Good, Zgood@carson.org)

Staff Summary: The Carson City Landfill is looking to replace one Roll-Off truck. The current unit used by the City is a 2007 Peterbilt with 193,000 miles and 16,393 operation hours. This purchase was planned for and is funded as part of the current Fiscal Year 2019 Landfill equipment replacement budget.

Agenda Action: Formal Action / Motion **Time Requested:** Consent

Proposed Motion

I move to approve the purchase of one Peterbilt Roll-Off truck from Peterbilt utilizing joinder contract through Sourcewell Cooperative Purchasing Agreement for a not to exceed amount of \$103,036.

Board's Strategic Goal

Sustainable Infrastructure

Previous Action

None

Background/Issues & Analysis

Unit to be replaced is a 2007 Peterbilt 340 Roll-Off truck (Miles: 193,000/ Hours: 16,393).

Contract being utilized:

(Joinder) Sourcewell Cooperative Purchasing Agreement

Contract# 081716-PMC (expires 11/15/20)

<https://www.sourcewell-mn.gov/cooperative-purchasing/081716-pmc#tab-contract-documents>

Applicable Statute, Code, Policy, Rule or Regulation

NRS 332.195

Financial Information

Is there a fiscal impact? Yes

If yes, account name/number: Landfill Capital Equipment Account /210-0000-432.65-02

Is it currently budgeted? Yes

Explanation of Fiscal Impact: If approved, the Landfill Capital Equipment Account 210-0000-432.65-02 will be reduced by a total of \$103,036, the available budget is \$285,345.41.

Alternatives

Do not approve purchase and provide direction to staff.

Attachments:

[Peterbilt-back up.pdf](#)

[Peterbilt Contract 081716.pdf](#)

Board Action Taken:

Motion: _____

- 1) _____
- 2) _____

Aye/Nay

(Vote Recorded By)

Peterbilt Motors Company			
Peterbilt Truck Parts & Equipment		1/24/2019	Carson Cty Public Works
PETERBILT MODEL			CHASSIS #
CAB & CHASSIS LIST PRICE	\$152,736		
SOURCEWELL DISCOUNT %	32.54%		
SOURCEWELL DISCOUNT \$	\$49,700		
CAB & CHASSIS PRICE	\$103,036		
TOTAL PRICE FOR ALL SOURCED GOODS/SERVICES		\$0	
TOTAL PRICE FOR CAB & CHASSIS AND ALL SOURCED GOODS/SERVICES		\$103,036	
		PETERBILT MODEL	SOURCEWELL DISCOUNT
		220	22.33%
		325	27.29%
		337	29.59%
		348	32.54%
		365	40.76%
		367	41.04%
		567	41.06%
		579	39.92%
		389	40.75%
		320	41.24%
		520	41.32%
Notes: Attached Quote#Q50640106 Customer is Sales Tax and FET Exempt			



Peterbilt P400
2272 Larkin Circle

Carson City Public Works
3505 Butti Way

Sparks, Nevada United States 89431
Phone:
Fax:
Email: snelson

Carson City, Nevada United States 89701
Phone: (775) 283-7360
Fax: (775) 887-2258
Contact Email: zgood@carson.org
Prepared for: Zach Good

Customer Quote

Equipment

Quantity Ordered:	1
Truck Price:	\$152,736
Dealer Options:	\$0
Equipment List Price:	\$152,736
Surcharges Not Subject to Discount:	\$0
Options Not Subject to Discount:	\$1,350
Factory Freight Cost:	\$2,400

Total Equipment Price: \$156,486

NET Sale Price: \$103,036

Miscellaneous

FET Tire Credit:	\$0	
Net Chassis FET:		\$0
State Tax:		\$0
Body/Trailer/Accessories FET:		\$0
Fees:		\$0
Other:		\$0

Quotation Total: \$103,036

Unpublished options may require review/approval.
Dimensional and performance data for unpublished options may vary from that displayed in PROSPECTOR.

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Effective Date: Jan 1, 2019
Prepared by: Shane R Nelson

Complete

Model Number: Model 348
Quote/DTPO/CO: Q50640106
Version Number: 38.10



Peterbilt P400
2272 Larkin Circle

Carson City Public Works
3505 Butti Way

Sparks, Nevada United States 89431
Phone:
Fax:
Email: snelson

Carson City, Nevada United States 89701
Phone: (775) 283-7360
Fax: (775) 887-2258
Contact Email: zgood@carson.org
Prepared for: Zach Good

Vehicle Summary

	Unit		Chassis	
Model:		Model 348	Fr Axle Load (lbs):	20000
Type:		Full Truck	Rr Axle Load (lbs)	44000
Description:		Roll Off	G.C.W. (lbs):	65000
	Application		Road Conditions:	
Intended Serv.:		Refuse/Landfill	Class A (Highway)	100
Commodity:		Refuse, Scrap, Recycling	Class B (Hwy/Mtn)	0
	Body		Class C (Off-Hwy)	0
Type:		Roll-Off	Class D (Off-Road)	0
Length (ft):		24	Maximum Grade:	6
Height (ft):		8.5	Wheelbase (in):	256
Max Laden Weight (lbs):		1000	Overhang (in):	59
	Trailer		Fr Axle to BOC (in):	69.8
No. of Trailer Axles:		0	Cab to Axle (in):	186.2
Type:			Cab to EOF (in):	245.2
Length (ft):		0	Overall Comb. Length (in):	353
Height (ft):		0.0		
Kingpin Inset (in):		0	Special Req.	
Corner Radius (in):		0	California Registry	
	Restrictions			
Length (ft):		65		
Width (in):		102		
Height (ft):		13.5		

Approved by: _____

Date: _____

Note: All sales are F.O.B. designated plant of manufacture.

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Data	Code	Description	\$ List	Weight
Base Model				
0003481	O	Model 348 The Model 348 was designed to exceed the rigid demands of Class 7 and Class 8 specialty application markets that require rugged durability and a wide range of optional content. The Model 348 represents a multi-dimensional performer with a GVW from 33,000 to 66,000 lbs. and optional capacity ratings to suit almost any vocation. The 348 is also available in a specifically designed all-wheel-drive configuration. From construction and crane service to utility and delivery services in both Class 7 and Class 8 markets, the 348 is in a class by itself.	106,946	10,610
0091180	O	Refuse, Scrap, Recycling	0	0
0093040	O	Refuse/Landfill Truck which picks up refuse or recycled material from curbside containers in residential areas. Operation typically includes very frequent stops and starts. Unloading can be at transfer station or at landfill (may enter landfill).	0	0
0095090	O	Roll-Off	0	0
0098010	O	California Registry Required for all vehicles that will be registered in the State of California.	0	0
Configuration				
0200700	O	Not Applicable Secondary Manufacturer	0	0
Frame & Equipment				
0514000	O	10-3/4in Steel Rails To 354in 10.75x3.5x.375 Dimension, 2,136,000 RBM; Yield Strength: 120,000 psi. Section Modulus: 17.8 cubic inches. Weight: 1.74 lbs/inch pair	609	542
0601500	O	Full Steel Inner Liner	1,236	655
0612200	O	256in Wheelbase	0	0
0612230	O	Custom Wheelbase or Overhang Engineering approval may be required.	365	0
0613090	S	Three-Piece Crossmembers	0	58
0644090	S	EOF Square without Xmbr For use with body builder installed crossmember.	0	0
0651090	S	Omit Rear Mudflaps and Hangers	0	0

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Data	Code	Description	\$ List	Weight
Front Axle & Equipment				
1011360	O	Dana Spicer D2000F 20,000 lb, 3.5 in. Drop Factory front axle alignment to improve handling & reduce tire wear. Zerk fittings on tie rod ends, king pins, & draglink ball joints for ease of maintenance & help extend service life of components. Cognis EMGARD® FE 75W-90 synthetic axle lube provides over 1% fuel economy improvement. Reduces wear & extends maintenance intervals, resulting in increased uptime. Provides improved fluid flow to protect components in extreme cold conditions & withstand the stress from high temperatures, extending component life.	1,516	144
1114030	O	Taper Leaf Springs, Shocks 20,000 lb Standard with Heavy Resistance Shocks.	1,304	189
1233110	O	Power Steering TRW THP60 Dual For use with 16,000 to 20,000 lb. axle ratings. Glidekote splines on steering shaft extend service life of components.	932	54
1250250	O	Power Steering Reservoir Frame Mounted w/Cooler	154	2
1353545	O	PHP10 Aluminum PreSet Hubs	34	0
1380270	O	Bendix Air Cam Front Drum Brakes 16.5x6 Includes automatic slack adjusters & outboard mounted brake drums.	102	5
1391410	O	Gusseted Cam Brackets, Steer Axle	24	0
1392970	O	Heavy Duty Cam Bushings, Steer Axle	26	0
Rear Axle & Equipment				
1523440	O	Dana Spicer D46-172 46,000 lb	9,130	2,450
1616360	O	PHP10 Aluminum PreSet Hubs	92	-60
1632650	S	Long Stroke Parking Brakes, Drive Axle(s)	0	0
1680440	O	Refuse Service Brakes, Steer And Drive Axles	252	0
1680450	O	Rear Brake Camshaft Reinforcement	94	9
1680490	O	Gusseted Cam Brackets, Drive Axle(s)	24	2
1680500	S	SBM Valve Full trucks require a spring brake modulation (SBM) system for emergency braking application. This system requires an SBM valve and a relay valve with spring brakes on the rear axles. The SBM valve allows the foot valve to operate the rear axle spring brakes if a failure exists in the rear air system.	0	0
1680790	O	Diff Lock, Rear-Rear Axle With speed interlock. Automatically disengages wheel diff lock at speeds above 25 mph.	875	60
1680950	S	Stability System Not Selected or Not Available	0	0
1682430	S	Anti-Lock Braking System (ABS) 4S4M ABS-6. Includes air braking system.	0	0

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1684200	S	Synthetic Axle Lubricant All Axles Peterbilt heavy duty models include Fuel Efficient Cognis EMGARD FE75W-90 which provides customers performance advantages over current synthetic lubricants with reduced gear wear and extended maintenance intervals, resulting in increased uptime. In addition, the lubricant provides improved fluid flow to protect gears in extreme cold conditions and withstand the stress from high temperatures, extending component life.	0	0
1687010	S	Bendix Air Cam Rear Drum Brakes 16.5x7 Includes Automatic Slack Adjusters & Outboard Mounted Brake Drums.	0	0
1687348	O	Tandem Drive Axle (Model 348)	0	0
1688110	O	Heavy Duty Cam Bushings, Drive Axle(s)	53	0
1705250	O	Ratio 5.25 Rear Axle	0	0
1821150	O	Peterbilt Air Trac 44,000 lbs, 52in Axle Spacing Light Weight	3,252	505
1920385	O	Air Springs, Internal Bumpers Air Trac / Air Leaf suspensions	52	0
1922260	O	Dash Mtd Dump Switch With Indicator Light For suspension	34	2

Engine & Equipment

2074506	O	PACCAR PX-9 350@2000 GOV@2200 1000@1400 Productivity (2017 Emissions) Includes alum flywheel housing, cruise control, and J1939 provisions (provides an interface point for the Electronic Service Analysis-ESA and other PACCAR approved diagnostic tools). Chevron Delo LE SAE 10W30 engine oil is specially formulated for new low emissions engines. Magnetic engine oil drain plug captures and holds any metal fragments in engine oil to extend service life. N21320 N205 68...Standard Maximum Speed Limit [LSL] N21330 N207 0...Expiration Distance N21350 P001 64...Maximum Accelerator Pedal Vehicle Speed N21370 P059 64...Maximum Cruise Speed N21400 N203 252..Reserve Speed Function Reset Distance N21410 N202 0...Maximum Cycle Distance N21420 N206 10...Maximum Active Distance N21430 N201 0...Reserve Speed Limit Offset N21440 P015 NO...Engine Protection Shutdown N21450 P026 NO...Gear Down Protection N21460 P046 1400.Max PTO Speed N21470 P062 NO...Cruise Control Auto Resume N21480 P068 NO...Auto Engine Brake in Cruise N21500 N209 0...Expiration Distance N21510 P520 YES..Enable Idle Shutdown Park Brake Set N21520 P030 5....Timer Setting N21530 P233 YES..Enable Impending Shutdown Warning N21540 P234 60...Timer For Impending Shutdown Warning N21550 P516 35...Engine Load Threshold N21570 P031 NO...Idle Shutdown Manual Overrule N21590 P230 YES..Enable Hot Ambient Automatic Overrule	3,426	0
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Data	Code	Description	\$ List	Weight
		N21610 P172 40...Low Ambient Temperature Threshold		
		N21620 P173 60...Intermediate Ambient Temperature Threshold		
		N21630 P171 80...High Ambient Temperature Threshold		
2091305	O	Engine Idle Shutdown Timer Enabled	0	0
2091315	O	Enable EIST Ambient Temp Ovrerule	0	0
2091320	O	Enable EIST in PTO Mode	0	0
2091372	O	Eff EIST NA Expiration Miles	0	0
2091640	O	Effective VSL Setting NA	0	0
2140200	S	CARB Engine Idling Compliance PACCAR PX-7, PX-9 and MX, Cummins ISL, ISM and ISX diesel engines will include the required factory installed serialized sticker on the drivers door to identify them as meeting the NOx idling standard.	0	0
2513060	S	PACCAR 160 Amp Alternator, Brushed	0	0
2521090	O	Immersion Type Block Heater 110-120V Standard location is center left hand under cab and includes a weather-proof cover that protects the receptacle. This pre-heater keeps the coolant in the engine block from freezing when the engine is not running.	82	2
2522110	S	PACCAR 12V Starter N/A PACCAR MX Engines	0	0
2538030	S	2 PACCAR Premium 12V Starting Batteries 2000 CCA Threaded stud type terminal. Stranded copper battery cables are double aught (00) or larger to reduce resistance.	0	0
2621000	O	2-Speed Fan Clutch For Frequent Start/Stops	373	0
2723210	S	18.7 CFM Air Compressor N/A X15. Furnished on engine. Teflon lined stainless steel braided compressor discharge line.	0	0
2812210	O	VGT Exhaust Brake (Variable Geometry Turbo). Provides approximately 90-100 HP of retardation and is part of the turbocharger.	316	0
2921160	S	Spin-On Fuel/Water Separator	0	0
2921210	S	No Fluid Heat Option for Fuel Filter	0	0
2921310	S	No Electric Heat Option for Fuel Filter	0	0
3114270	S	High Efficiency Cooling System Cooling module is a combination of steel and aluminum components, with aluminum connections to maximize performance and cooling capability. Silicone radiator & heater hoses enhance value, durability, & reliability. Constant tension band clamps reduce leaks. ClimaTech extended life coolant extends maintenance intervals which reduces maintenance costs. Anti-freeze effective to -30 degrees F helps protect the engine. Low coolant level sensor warns of low coolant condition to prevent engine damage. Radiator Size by Model: 587: 1330 sq in, 579/367 FEPTO 1325 sq in, 567/365/367: 1440 sq in, 384/386: 1301 sq in, 365 FEPTO: 1184 sq in, 389/367 HH: 1669 sq in, 348: 1000 sq in, 320: 1242 sq in.	0	0

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Data	Code	Description	\$ List	Weight
3211120	S	Radial Seal, Dry Type Air Cleaner, Frontal Air Intake. Molded rubber air intake connections with lined stainless steel clamps seal to prevent contaminants in air intake.	0	0
3365270	O	Exhaust Single RH Side Of Cab DPF/SCR RH Under Cab (2017).	392	29
3387870	O	24in Ht, 5in Dia Chrome, Clear Coat Standpipe(s)	496	0
3387880	O	7in Dia Chrome Plated Steel Standpipe(s) IPO 5in	157	0

Transmission & Equipment

4052110	O	Allison 3000 RDS-P Transmission, Gen 5 Rugged Duty Series. Includes Rear Transmission Support except on MX engines, TranSynd Automatic Transmission Fluid, and Water Oil Heat Exchange. Also includes features that monitor the transmission fluid, filter and clutch condition. Will display percent life remaining for the transmission fluid, filter and clutches on the shift selector. This information may be displayed using the Mode and Up and Down buttons. A wrench icon will also be included to indicate when the transmission fluid, filter or clutches need servicing. (Suited for vehicles operating on/off highway and/or requiring PTO operation) Forward Ratios: 1st-3.49, 2nd-1.86, 3rd-1.41, 4th-1.00, 5th-0.75, 6th-0.65 / Reverse Ratios: DR-(5.03)	10,433	195
4210000	O	SPL170 HD-XL Driveline, 2 Midship Bearings	1,079	125
4216330	O	SPL170 XL Driveline Interaxle For tandem rear axles	207	50
4233030	O	(1) Dash Mounted Single Acting Air PTO Control Standard with PTO engaged indicator light on Class 8 units. Occupies the space of one gauge. Specing PTO switch does not ensure the PTO will fit.	56	0
4250650	O	LH PTO Access Dipstick Tube Routing,Allison Trans	0	0
4252170	O	Auto Neutral Activates With Parking Brake	16	0
4252890	O	Allison FuelSense 2.0 Not Desired	0	0
4252950	O	Omit Allison Neutral At Stop	0	0
4256640	O	Allison 6-Speed Configuration, Close Ratio Gears 3000 Series Transmissions	0	0
4256920	O	Dash Mounted Push Button Shifter Available with Allison Transmissions.	628	0

Air & Trailer Equipment

4510320	S	Bendix AD-IS Air Dryer W/Heater And Coalescing Filter	0	0
4520420	O	Pull Cords All Air Tanks	6	0
4540420	S	Nylon Chassis Hose	0	0

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Data	Code	Description	\$ List	Weight
4543320	S	Steel Painted Air Tanks All air tanks are steel with painted finish except when Code 4543330 Polish Aluminum Air Tanks is also selected (then exposed air tanks outside the frame rails will be polished aluminum). Peterbilt will determine the optimal size and location of required air tanks. Narratives requesting a specific air tank size or location will not be accepted for factory installation. See ECAT to determine number or location of air tanks installed.	0	0

Tires & Wheels

5064030	O	FF: BR 20PLY 425/65R22.5 M864	984	148
5169310	O	RR: BR 16ply 11R22.5 M799 Diameter = 42.0 inches; SLR = 19.5 inches	1,184	72
5190008	O	Code-rear Tire Qty 08	0	0
5220090	O	FF: Alcoa 823627 22.5X12.25 Clean Buff Finish Aluminum	706	-10
5310610	O	RR: Accur Steel Armor 50344PK 22.5X8.25 Heavy Duty, 5 Hand Holes	332	112
5390008	O	Code-rear Rim Qty 08	0	0

Fuel Tanks

5554100	O	26in Aluminum 70 Gallon Fuel Tank LH U/C Includes steps for cab access. Paddle handle filler cap with threadless filler neck. Top draw fuel plumbing reduces chance of introducing air into the fuel system during low fuel level conditions due to the central placement of fuel pickup tube. Wire braid fuel lines increase durability & reduce potential for leaks.	165	11
5602070	O	Location LH U/C 70 Gallon	0	0
5652890	O	DEF Tank Mounted LH BOC Models 220 and 520 mounted LH cab fender	0	0
5652990	O	Standard DEF To Fuel Ratio 2:1 Or Greater	0	0
5653000	O	Polished Stainless Steel Cover For DEF Tank	201	0
5655019	S	DEF Tank Small	0	0

Battery Box & Bumper

6010780	O	Aluminum Space Saver Battery Box RH BOC Battery access from side N60100 Mount as Far Forward N60110 as possible	211	-84
6030150	O	Rubber Battery Pad In Bottom Of (1) Battery Box Mat in box that holds batteries only	9	2
6040550	S	Aftertreatment RH U/C ALUMINUM Non-Slip Cab Entry Step. DPF/SCR for diesel engines, catalyst for natural gas engines. On Models 579 specifying chassis fairings, the box will be aerodynamic.	0	0
6113050	O	Aluminum Channel Bumper Stainless Steel Clad 2 Tow pins	532	-4

Cab & Equipment

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6510110	S	Alum Cab 108in BBC Metton Hood w/Bright Crown Includes view window RH door and convex mirror over RH door.	0	0
6540120	O	Severe Service Cab Package #1 Includes Aluminum side skins, aluminum rear skin, steel windshield mask, steel firewall, and steel front floor sheet on all cabs, and additional reinforcement structure on the back wall of the day cab.	134	39
6540160	O	Thermal Insulation Package in Cab Includes thick, closed-cell foam in floor, special mylar-faced foam in walls and roof structure.	19	2
6800360	O	Rubber Fender Lips 2 Inch Wide	97	8
6911700	S	Peterbilt UltraRide Driver Seat	0	0
6921700	S	Peterbilt UltraRide Passenger Seat	0	0
6930500	O	Drivers Armrest - RH Only	35	2
6930800	O	Black Seat Color ipo Standard Color	0	0
6939400	S	Air Ride Driver	0	0
6939420	S	High Back Driver	0	0
6939470	S	Vinyl Driver	0	0
6939510	S	Non-Air Ride Passenger	0	0
6939520	S	High Back Passenger	0	0
6939570	S	Vinyl Passenger	0	0
7000440	O	Manifest Pouch on Rear Cab Wall	34	0
7001520	O	Adjustable Steering Column - Tilt/Telescope	113	11
7001620	S	Steering Wheel with Peterbilt Logo Steering Wheel with embossed Peterbilt logo over horn button.	0	0
7036120	S	Interior Grey/Black Includes rugged charcoal instrument panels, glare-resistant gray dash, black bezels on gauges, (2) power ports, monochromatic molded door pads with durable in-mold color, gray molded back wall, 18 inch 4-spoke soft-touch steering wheel, soft-touch steering column cover, power lift passenger window, extruded rubber floor covering, header-mounted dome light, foot well lighting, integrated "dead pedal", (4) inside entry grab handles, (2) inside sunvisors, (2) coat hooks, (2) cup holders and map bin in dash.	0	0
7210420	O	Dark Window Tint ipo STD Tint - Day Cab	21	0
7210430	O	Extended Rear Window ipo Std Window-Day Cab The extended rear window protrudes two inches more than the standard conventional rear cab window. Take this into consideration when determining your loadspace.	67	18
7210540	S	Day Cab Rear Window	0	0
7230060	S	One Piece Curved Windshield	0	0

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7322010	S	Combo Fresh Air Heater/Air Conditioner With radiator mounted condenser, dedicated side window defrosters, Bi-Level Heater/Defroster Controls, 54,500 BTU/HR, and silicone heater hoses.	0	0
7322130	O	Cup Holder (Floor Mounted) Includes two standard-size drink holders and one extra-large jugholder, coin tray, and clipboard-size storage area.	81	4
7410040	O	Outside Sunvisor - Stainless Steel Not available with 2.1M high roof sleeper.	193	4
7560100	O	Mirrors SSTL Each Side Heated and Motorized with Switch on Door. Right Click on option to See Picture in Product Portfolio.	370	2
7560850	O	(2) Convex 8 Inch SS Mirrors Center mounted under mirror bracket. If rear view mirrors are heated, the convex mirrors will be heated. Option includes dual door stops.	240	4
7564110	O	Power Package Includes power door locks and power windows.	343	0
7565180	O	Polished Lower Mirror Bracket Covers	16	0
7620620	O	(2) Air Horns 24.5in Chrome - Round w/Horn Shield	466	16
7725710	O	Standard Speaker Package For Cab (2) Speakers	118	4
7725725	O	ConcertClass w/CD, Bluetooth Phone and Audio Includes AM/FM, WB, USB and MP3.	414	10
7850210	O	Plug-In Auto Reset Circuit Breaker in place of fuses in junction box.	40	0
7851480	S	Peterbilt Electric Windshield Wipers With Intermittent Feature.	0	0
7851780	O	CabMate Cab Air Suspension Mfg by Link. The class 8 conventionals (except Model 348) includes (2) airbags, (2) shock absorbers, (1) leveling valve, radius rod, and height limiter. The Models 330, 337, and 348 includes (1) airbag and (1) shock absorber.	766	15
7900090	O	Triangle Reflector Kit Shipped Loose	17	13
7900270	O	Fire Extinguisher; Cab Mounted Hazmat approved UL listed/rated ABC.	54	8
7901130	O	Backup Alarm (107dB)	53	3
8011400	O	Main Transmission Oil Temperature Gauge Located in Driver Information Display	13	0
8021015	O	Air Application Gauge Located in Driver Information Display	0	0
8021380	S	Air Restriction Indicator Mounted on air cleaner,intake piping, or firewall.	0	0
8032420	O	Buzzer On Air Suspension Dump Valve Requires dash mounted dump valve (1922260)	10	0

Unpublished options may require review/approval.
Dimensional and performance data for unpublished options may vary from that displayed in PROSPECTOR.

Printed:	1/24/2019 4:06:16 PM	Complete	Model Number:	Model 348
Effective Date:	Jan 1, 2019		Quote/DTPO/CO:	Q50640106
Prepared by:	Shane R Nelson		Version Number:	38.10



Data	Code	Description	\$ List	Weight
8071340	O	Bright Bezel Gauges	50	0
8071870	S	Main Instrumentation Panel, Graphics Display Includes speedometer with tripodometer, tachometer with hourmeter and outside air temperature display, voltmeter, engine oil pressure, engine coolant temperature, fuel level, primary and secondary air pressure gauges. Includes standard warning light package: high water temperature, low oil pressure, and low air pressure warning lights w/audible alarms, high beam, turn signal, low fuel, parking brake, and ice warning indicators; seat belt reminder; rocker switches with long-life LED indicators; multi-function turn stalk with flash-to-pass feature (night mode flashes headlights and marker lights; day mode flashes headlights only), intermittent windshield wiper and headlamp beam control. Hydraulic braked trucks do not include air pressure gauges.	0	0
8111110	S	Headlights Composite Fender Mounted Integral park, turn, and side marker	0	0
8120980	S	(5) Marker Lights, Aero LED Light Emitting Diodes	0	0
8133470	O	Switch & Wiring For F/O Beacon/Strobe 10 ft coiled wire BOC/BOS at rear sill	56	2
8140120	S	Incandescent Square Stop/Turn/Tail/Backup LH/RH Square EOF or Dropped A-Brace	0	0
8153100	O	(1) F/O Load Light, Switch & 10ft Wire Coil Under / in cab / sleeper	19	2

Paint

8500710	O	Standard Paint Color Selection	-200	0
8530770	S	(1) Color Axalta Two Stage - Cab/Hood Base Coat/Clear Coat N85020 A - L0006EY WHITE N85400 HOOD TOP L0006EY WHITE N85500 CAB ROOF L0006EY WHITE N85200 FRAME L0001EA BLACK N85300 FENDER L0006EY WHITE	0	0

Shipping Destination

8999990	O	Shipping Destination Other Than Dealer (Specify by narrative) N89900 Roll Offs USA N89910 727 N89920 Durant , OK 74702 N89930 Kendell Phillips 580-924-6355	0	0
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Options Not Subject To Discount

9400091	S	Peterbilt Class 7 Standard Coverage 1 year/Unlimited Miles/km	0	0
9400094	S	PACCAR PX-9 Standard Coverage 2 yrs/250,000 mi (402,336 km)/6,250 hrs	0	0

Unpublished options may require review/approval.
Dimensional and performance data for unpublished options may vary from that displayed in PROSPECTOR.

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Data	Code	Description	\$ List	Weight
9408982	O	Vehicle Layout Option is not subject to discount. Fleets will be split prior to build so that the charge is applied to only one unit. Quotes will not reflect this. N94000 Shane Nelson N94010 snelson@peterbiltpe.com	1,350	0
Miscellaneous				
9409800	O	2017 EPA Emissions Engine Warranty Only	0	0
9409843	O	Peterbilt Sourcewell Program Code	0	0
9409960	O	Presentation Created Using Featured Spec For Model	0	0
Total Weight				16042

Prices and Specifications Subject to Change Without Notice.

Unpublished options may require review/approval.
Dimensional and performance data for unpublished options may vary from that displayed in PROSPECTOR.

Printed:	1/24/2019 4:06:16 PM	Complete	Model Number:	Model 348
Effective Date:	Jan 1, 2019		Quote/DTPO/CO:	Q50640106
Prepared by:	Shane R Nelson		Version Number:	38.10

Form C

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**



Company Name: Peterbilt Motors Company

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
3.11.1/5	...fifth-year contract option...	Peterbilt reserves the right to accept or reject fifth year contract option.	Accepted as clarification.
3.14/6	Any such dealer will be considered a sub-contractor of proposer/vendor.	Dealers as independently businesses.	Accepted as clarification.
3.23/8	Vendor will take sole responsibility for the performance of delivered equipment/products/services.	Peterbilt Motors Company is responsible for condition of equipment as delivered to dealer. Pre-delivery inspection will be performed by dealer and issues will be addressed through warranty procedures.	Accepted as clarification.
3.23.2/8	Vendor assumes all responsibility for the equipment/products/services/and actions of any such sub-contractor.	Peterbilt Motors Company is responsible for condition of equipment as delivered to dealer. Pre-delivery inspection will be performed by dealer and issues will be addressed through warranty procedures.	Accepted as clarification.
3.26.1/9	...additional one-year renewal/extenstion.	Peterbilt reserves the right to accept or reject fifth year contract option.	Accepted as clarification.
5.54/16	Proposer agrees to pay for and return shipment on products that arrive in a defective or inoperable condition. Proposer must arrange for the return shipment of the damaged products.	Pre-delivery inspection will be performed by dealer and issues will be addressed through warranty procedures. Any vehicle not meeting specified standards of form, fit, or function will be corrected by authorized dealer.	Accepted as clarification.
6.13/19	NJPA reserves the right to request and test equipment/products and related services and seek clarification from Proposers.	NJPA may request factory visit to view manufacturing processes and operate available products.	Accepted as clarification.
7.5/24	Performance bond.	Not industry applicable.	Accepted.

Proposer's Signature: _____

Jameson Lyffe

Date: 8/30/16

Form C



**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**



Company Name: Peterbilt Motors Company

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
7.7/25	Vendors must report at least quarterly the total gross dollar volume of all products and services purchased by NJPA members as it applies to this RFP and contract.	Peterbilt Motors Company will report quantity of units purchased under the program to reflect proposed rebate on per unit basis.	Not accepted. See below.
7.12/6	Under no circumstances may the vendor make unauthorized substitutions.	Dealers will be notified of any product substitution in the event of supplier constraints. Substitutions will be of equal standard.	See below.
8.23/29	Vendor must supply the names and addresses of sourcing suppliers and sub-contractors as part of the purchase order when requested by NJPA or an NJPA member.	Requests will be limited to specific parts/assemblies as they relate to the product being ordered.	Accepted as clarification.

Proposer's Signature: *Janice Light*

Date: 8/31/14

NJPA's clarification on exceptions listed above:

7.7: The required information must be reported to NJPA to assure compliance with Contract terms. Additionally, this information is crucial to NJPA maintaining accurate membership records.

7.12: The following clarification is Accepted by NJPA: Depending on supplier constraints, Peterbilt Motors Company may substitute specified items with materially equivalent offerings from other suppliers. Offerings that are materially different will be communicated through the dealer network to the end-user.



FORM D



Formal Offering of Proposal
(To be completed only by the Proposer)

CLASS 6, 7, AND 8 CHASSIS WITH RELATED EQUIPMENT, ACCESSORIES, AND SERVICES

In compliance with the Request for Proposal (RFP) for CLASS 6, 7, AND 8 CHASSIS WITH RELATED EQUIPMENT, ACCESSORIES, AND SERVICES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the ~~Proposer accepts responsibility for any subcontractors used to fulfill this proposal.~~

Company Name: Peterbilt Motors Company Date: 8/3/14

Company Address: 1700 Woodbrook Street

City: Denton State: TX Zip: 76205

Contact Person: Jameson Griffin Title: National Fleet Sales Mgr

Authorized Signature: 
(Name printed or typed)

FORM E
CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

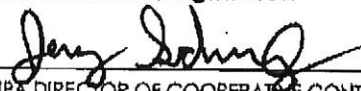
NJPA Contract #: 081716-PMC

Proposer's full legal name: Peterbilt Motors Company

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.

The effective date of the Contract will be November 15, 2016 and will expire on November 15, 2020 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

NJPA Authorized Signatures:



NJPA DIRECTOR OF COOPERATIVE CONTRACTS
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)



NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette
(NAME PRINTED OR TYPED)

Awarded on November 15, 2016

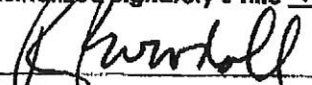
NJPA Contract # 081716-PMC

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Robert P Woodall - Peterbilt Motors Company

Authorized Signatory's Title Asst General Mgr - Sales & Marketing



VENDOR AUTHORIZED SIGNATURE

Robert P. Woodall

(NAME PRINTED OR TYPED)

Executed on _____, 20__

NJPA Contract # 081716-PMC

PROPOSER ASSURANCE OF COMPLIANCE



Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to NJPA members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of NJPA, or any person, firm, or corporation under contract with NJPA, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to NJPA Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to NJPA Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to NJPA Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that NJPA will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify NJPA for reasonable measures that NJPA takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: Peterbilt Motors Company

Address: 1700 Woodbrook Street

City/State/Zip: Denton, TX 76205

Telephone Number: 615-707-5801

E-mail Address: jameson.griffis@pacor.com

Authorized Signature: [Handwritten Signature]

Authorized Name (printed): Jameson Griffis

Title: National Fleet Sales Manager

Date: 08/31/16

Notarized



Subscribed and sworn to before me this 31st day of August, 2016

Notary Public in and for the County of Hennepin State of MN

My commission expires: January 31, 2021

Signature: C. Jude

PROPOSER QUESTIONNAIRE
Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions

Proposer Name: Peterbilt Motors Company

Questionnaire completed by: Jameson Griffis

Payment Terms and Financing Options

- 1) What are your payment terms (e.g., net 10, net 30)? **Negotiated by Dealer.**
- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions? **Finance and leasing options are available through PACCAR Financial Corporation.**
- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to NJPA. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the NJPA Members' purchase orders. **All equipment specifications will be generated by the selling dealer. The order for the equipment will be placed by the selling dealer to Peterbilt Motors Company along with an identifying sales code. This sales code is searchable in the Peterbilt orders database and will allow the unit(s) to be identified as NJPA Member order.**
- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to NJPA Members for using this process? **Payments terms are negotiated between directly between customer and dealer.**

Warranty

- 5) Describe in detail your manufacture warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.
 - Do your warranties cover all products, parts, and labor? **See warranty quick reference attachments.**
 - Do your warranties impose usage restrictions or other limitations that adversely affect coverage? **Warranty limitation are based on time and/or mileage for the vehicle and time/mileage/engine hours for the engine and aftertreatment system that start from the original Date-In-Service of the vehicle.**
 - Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs? **Towing or Road Call to the vehicle location is allowed under the Standard Engine Warranty. The Standard On-Highway Vehicle Warranty does not include towing or road call provisions. An extended towing coverage plan is offered separately for the vehicle.**
 - Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will NJPA Members in these regions be provided service for warranty repair? **All warrantable repairs can be performed by any authorized Peterbilt service location in North America.**
 - Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer? **OEM parts must be used in all warrantable repairs.**
 - What are your proposed exchange and return programs and policies? **Exchanges and returns are addressed by dealer policy.**
- 6) Describe any service contract options for the items included in your proposal. **Full and modified ervice contract options are available through PacLease.**

Pricing, Delivery, Audits, and Administrative Fee

- 7) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the NJPA discounted price) on all of the items that you want NJPA to consider as part of your RFP response. Provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.) **See Attachment**
- 8) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list. **See Attachment.**
- 9) The pricing offered in this proposal is
- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
 - b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
 - c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
 - d. other than what the Proposer typically offers (please describe).
- 10) Describe any quantity or volume discounts or rebate programs that you offer. **Pricing offered assumes volume discount.**
- 11) Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request. **Sourced goods may be supplied at cost plus 10% at participating dealers.**
- 12) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to the Proposer. **Pricing will not include federal excise tax or any other state, local, or other use taxes. Pricing includes shipment of chassis from the point of manufacture to a single destination in the contiguous United States and Canada.**
- 13) If delivery or shipping is an additional cost to the NJPA Member, describe in detail the complete shipping and delivery program. **Peterbilt Motors Co. standard freight rate will include shipping to one destination in the contiguous United States and Canada.**
- 14) Specifically describe those shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery. **Peterbilt Motors Co. will provide chassis delivery from manufacture at standard freight rate (\$2,125) will include shipping to one destination in the contiguous United States and Canada. Shipping outside of contiguous United States can be arranged at additional costs based on time requirements and shipping methods.**
- 15) Describe any unique distribution and/or delivery methods or options offered in your proposal. **Peterbilt Motors Company has relationships with select tractor upfitting/body vendors located near its production facilities. These vendors are able to pick up the chassis to perform upfitting and return the chassis to Peterbilt after the modifications are complete. Peterbilt will then ship the chassis to its final destination without additional shipping charges.**
- 16) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with NJPA. This process includes ensuring that NJPA Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to NJPA. **All Peterbilt orders are entered into the production schedule using sales codes that identify required parts, options, and special pricing requirements. NJPA will be provided a unique sales code that will identify NJPA member orders. A self audit will be performed quarterly by searching the Peterbilt internal database for orders with the NJPA sales code that identifies the order as originating from a NJPA member. It will be the NJPA member’s responsibility to ensure that the sales code is applied to the order. This can be accomplished by reviewing the specification provided by the dealer. The specifications will list all sales codes associated with the order. This ensures that the NJPA member**

to ensure that the sales code is applied to the order. This can be accomplished by reviewing the specification provided by the dealer. The specifications will list all sales codes associated with the order. This ensures that the NJPA member receives correct pricing and that NJPA is awarded the administrative fee. If the code is not placed on the order, the order will be considered as a standard order and pricing or administrative fee will not be guaranteed. Disputes regarding order credit will be limited to the prior quarter's reporting period.

- 17) Identify a proposed administrative fee that you will pay to NJPA for facilitating, managing, and promoting the NJPA Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.) Peterbilt Motors Company will issue a \$500 credit per chassis ordered to NJPA. The credit will be issued quarterly. All credits will be dependant upon and identified by the required NJPA sales code being attached to the order. Credit disputes will be limited to previous quarter.

Industry-Specific Questions

- 18) Describe any manufacturing processes or material specification-related attributes that contribute to **chassis** strength, durability, and reliability, and that differentiate your offering in the marketplace.

Standard 120,000 psi frame rails custom drilled per specification with Huck Bolt fasteners. Huck Bolts offer 5x fatigue strength of standard nut/bolt assemblies. Peterbilt frames use industry leading air & electrical routings to minimize service issues and extend truck life.

- 19) Describe any manufacturing processes or material specification-related attributes that contribute to **cab** strength, durability, and driver safety/usability, and that differentiate your offering in the marketplace.

Peterbilt trucks are standard with an all aluminum a lightweight, corrosion resistant cab. Piano-style door hinges maintain door alignment and bulkhead-style doors increase cab strength. Stainless steel grill offers additional protection to engine and cooling system components from road debris and impacts. The Metton hood on Peterbilt conventional medium duty conventional and vocational modeals offer superior flexibility and resistance to cracking. The advantage of Metton over fiberglass hoods increases at extreme temperatures. Two stage paint (base coat + clear coat) robotic paint process that ensures even application and maintains the longest lasting color brightness and shade resulting in less paint/corrosion related maintenance items.

- 20) Describe any serviceability attributes (such as remote diagnostics) that your proposal contains. Please indicate which of these attributes are considered "industry-expected attributes" and which you believe are "vendor differentiators."

Peterbilt is an industry leader in technology and innovation. Although remote diagnostics have been available in the market for some time, Peterbilt's SmartLinq, is an improvement over other offerings in the marketplace. SmartLinq addresses feedback from customers regarding remote diagnostic issues and functionality limitations. SmartLinq provides instant data to fleet managers regarding the health status and location of the unit. SmartLinq enables the fleet manager to provide instruction to the driver of how to proceed during a maintenance event. Peterbilt also offers and dash mounted infotainment system. This system can be used to control audio/visual, view cameras, navigation, truck data, and integrated EOBR systems. Peterbilt's Driver Performance Assistant can provide efficiency feedback to drivers. This system monitors the driver's braking, accelerating, etc. to suggest ways to increase fuel economy.

- 21) Provide any market data supporting the longevity and reliability of your proposed solutions.

According to R.L. Polk data 1985-2013, 94% of all Peterbilt class 6/7 trucks and tractors were still in operation. 97% of all Peterbilt class 6/7 trucks and tractors were still in operation from 1998-2013. Peterbilt class 6/7 trucks and tractors achieved the highest percentage of units in operation with the lowest ranked competitor at 68% and 83% respectively.

- 22) As a percentage of your total units sold over the past three years, what portion are day cabs? ~50%

- 23) What is your parts order fill rate? ~99%

- 24) What is your US market share? Canadian share (if any)? Medium Duty 7.5% and Heavy Duty 13.1%]

Signature: _____



Date: _____

8/3/14