



STATE OF MISSOURI
OFFICE OF ADMINISTRATION
DIVISION OF PURCHASING

NOTIFICATION OF STATEWIDE CONTRACT

Date: 3/17/21

CONTRACT TITLE: Large Truck Chassis and Related Equipment

CURRENT CONTRACT PERIOD:	January 1, 2021 through August 1, 2024	
RENEWAL INFORMATION:	Original Contract Period:	January 1, 2021 through August 1, 2024
	Renewal Options Available:	0
	Potential Final Expiration:	August 1, 2024
BUYER INFORMATION:	Jason Kolks 573-522-1620 jason.kolks@oa.mo.gov	

ALL PURCHASES MADE UNDER THIS CONTRACT MUST BE FOR **PUBLIC USE ONLY**.
PURCHASES FOR PERSONAL USE BY PUBLIC EMPLOYEES OR OFFICIALS ARE PROHIBITED.

THE USE OF THIS CONTRACT IS **NOT MANDATORY**.

This contract has been established for the convenience of state agencies. Local Purchase Authority may be used to purchase supplies/services included in this contract from an alternative source at the discretion of the agency.

The entire contract document may be viewed and printed from the Division of Purchasing's **Awarded Bid & Contract Document Search** located on the Internet at

<http://oa.mo.gov/purchasing>.

~ Instructions for use of the contract, specifications, requirements, and pricing are attached ~.

CONTRACT NUMBER	SAM II VENDOR NUMBER/ MissouriBUYS SYSTEM ID	VENDOR INFORMATION	MBE/ WBE	COOP PROCURE -MENT
CC210545001	361264810 1 / MB00090548	Navistar, Inc. 900 S Highway Drive Suite 103 Fenton, MO 63026 Contact: Martin White 331-332-2370 Martin.white@navistar.com For Quotes: Contact your local Navistar Dealer https://www.internationaltrucks.com/dealer-locator?nearby=1	N	Y
CC210545002	4310427350 7 / MB00096163	MHC Kenworth – Columbia 8660 I-70 Drive SE Columbia, MO 65201 Contact: JL Watring 573-474-8400 James.watring@mhc.com	N	Y
CC210545007	9416833350 0 / MB00081900	West-Mark PO Box 100 Ceres, CA 95307 Contact: Steve Buckner Jr. 209-537-4747 sbucknerjr@west-mark.com	N	Y
CC210545008 State of Missouri Agencies: Use this contract to order Navistar/Internatio nal vehicles.	4405253370 2 / MB00091667	Scheppers International Truck Center 1722 Southridge Drive Jefferson City, MO 65110 Contact: Scott Kliethermes 573-636-2133 ext.1170 scottk@alscheppers.com	N	Y

STATEWIDE CONTRACT HISTORY

The following summarizes actions related to this Notification of Statewide Contract since its initial issuance. Any and all revisions have been incorporated into the attached document.

Contract Period	Issue Date	Summary of Changes
January 1, 2021 through August 1, 2024	3/17/21	Initial issuance of new statewide contract

Large Chassis

General: The contracts identified herein have been awarded to serve State of Missouri agencies, political subdivisions or governmental entities specified by the State of Missouri for various types of large chassis. The contracts are piggyback contracts off of current NJPA contracts

Agency Instructions: When an agency has a need for a large chassis, it is advised that the agency get multiple quotes (Kenworth and Navistar). For Navistar, you will want to contact the local dealer for your area.

<https://www.internationaltrucks.com/dealer-locator?nearby=1> When getting a quote from the dealer, you will have to mention this is the NJPA Large Truck Chassis contract.

State of Missouri agencies will have to issue the PO (request) and Payment to Scheppers International. When issuing the PO or Request, please include at the minimum the cover sheet of the quote. This allows the factory to know who the receiving dealer will be and the quote to build the truck.



Model	Proposal #	MSRP	Discount	Transaction
CV - Class 4	5312	\$ 49,368.00	\$ 6,000.00	\$ 43,368.00
CV - Class 5	5298	\$ 52,002.00	\$ 7,500.00	\$ 44,502.00
CV - Class 6	5299	\$ 55,200.00	\$ 8,000.00	\$ 47,200.00
MV	5300	\$ 115,520.00	34.50%	\$ 75,665.60
HV507 4X2	5301	\$ 115,183.00	34.50%	\$ 75,444.87
HV507 6X4	5302	\$ 131,405.00	35%	\$ 85,413.25
HV607 4X2	5303	\$ 115,183.00	34.50%	\$ 75,444.87
HV607 6X4	5304	\$ 131,405.00	35%	\$ 85,413.25
HV513 4X2	5305	\$ 185,289.00	49.30%	\$ 93,941.52
HV513 6X4	5306	\$ 203,705.00	49.30%	\$ 103,278.44
HV613 4X2	5307	\$ 185,289.00	49.30%	\$ 93,941.52
HV613 6X4	5308	\$ 203,705.00	49.30%	\$ 103,278.44
HX	5309	\$ 240,271.00	51.00%	\$ 117,732.79
RH	5310	\$ 212,076.00	54.00%	\$ 97,554.96
LT	5310	\$ 247,203.00	54.00%	\$ 113,713.38

Sample Pricing below and in attachment

MV 607 4x2	34.5% off list
HV 507/607 4x2/4x4	34 5% off list
MV 607 6x4	35% off list
HV 507/607 6x4/6x6	35% off list
HV 513/613 4x2/6x4/8x6/6x6	49 3% off list
HX Models (all)	51% off list
RH 4x2/6x4	54% off list
LT 4x2/6x4	54% off list
LoneStar	51% off list

Additional Navistar pricing information.

CV Crew Cab \$500 additional discount

CV 4X4 \$500 additional discount

Sourcewell Member Discount Matrix for Kenworth Trucks

STEP 1. Any U.S. or Canadian authorized Kenworth Dealer generates a cab and chassis specification using the Kenworth PremierSpec system that meets the members need. A chassis summary report is generated and at the end of the specifications a Total List Price is shown.

STEP 2. Sourcewell member chassis price will be determined by the Total List Price multiplied by the discount factor based on the model, plus any surcharge based on total list price compared to the minimums listed. This price includes cab and chassis only delivered to the first location after assembly.

STEP 3. Member price for all truck bodies, additional equipment or services, fuel, DOT or State inspections, extended warranties, etc. is no more than Kenworth dealer sales department cost plus 3%.

STEP 4. Member total price is STEP 2 plus STEP 3 plus all required federal, state and local taxes, fees, tag, title, permits, etc.

Example:

1. Kenworth Dealer using PremierSpec generates specifications for a T880 model daycab with a Total List Price of \$236,661 using 1/1/19 price period. Member discount factor for that model is .534 per matrix below, so the sale price is \$126,376.97 (\$236,661 x .534) not including any body or other items. The cab and chassis price is not subject to any surcharge since the list price is greater than the minimums listed for the model.

2. Dealer also quotes a locally installed dump body, transport from body company, DOT inspection, local cleaning and 10 gal of fuel for \$20,247.00 (Dealer cost plus no more than 3% markup)

3. Total member price for chassis plus body and other goods and services is \$146,623.97 (\$126,376.97 plus \$20,247.00) plus any applicable taxes, state fees, tag, title, etc. Final delivery and payment terms to be mutually agreed upon by the Kenworth dealer and member.

PremierSpec Price Date to use: 1/1/2019

<u>Kenworth Model</u>	<u>Member % Discount off</u>	<u>Equivalent Discount</u>	<u>\$1000.00 upcharge if less</u>	<u>\$2000.00 upcharge if less</u>
<u>Total List Price</u>	<u>Factor</u>	<u>than Minimum List Price.</u>	<u>than Minimum List Price.</u>	
Kenworth Electric and Natural Gas Models				
K Series Electric Vehicle 100 mile Range	41.00%	0.590	\$373,000	Does Not Apply
K Series Electric Vehicle 200 mile Range	43.80%	0.562	\$519,000	Does Not Apply
TBD	0.00%	0.000	\$0	\$0
T680 Daycab ISX 12N	46.80%	0.532	\$215,000	\$223,000
T680 Sleeper ISX 12N	48.00%	0.520	\$275,000	\$282,000
T880 Daycab ISX 12N	47.30%	0.527	\$239,000	\$248,000
T880 Sleeper ISX 12N	48.40%	0.516	\$268,000	\$275,000
T880 Daycab L9N	46.90%	0.531	\$223,000	\$230,000
T440 L9N	40.50%	0.595	\$188,000	\$197,000
TBD	0.00%	0.000	\$0	\$0
Kenworth Medium Duty Models				
K270 (Cabover)	23.50%	0.765	\$90,600	Does Not Apply
K370 (Cabover)	23.50%	0.765	\$90,600	Does Not Apply
K270/K370 with Vertical Exh. / Clear Rail Pig	12.60%	0.874	\$93,700	Does Not Apply
T170	34.30%	0.657	\$94,000	Does Not Apply
T270	34.80%	0.652	\$101,100	Does Not Apply
T270 4x4	39.90%	0.601	\$149,400	Does Not Apply
T370 4x2 (Man./Automated Trans)	36.20%	0.638	\$111,000	Does Not Apply
T370 4x2 (Allison Trans)	37.00%	0.630	\$112,900	Does Not Apply
T370 4x4	39.60%	0.604	\$134,900	Does Not Apply
T370 6x4 (Man./Automated Trans)	35.50%	0.645	\$123,000	Does Not Apply
T370 6x4 (Allison Trans)	37.30%	0.627	\$138,200	Does Not Apply
T370 HFA 4x2 or 6x4 (18K or 20K Front Axle)	35.50%	0.645	\$143,700	Does Not Apply
T370 6x6	39.50%	0.605	\$154,900	Does Not Apply
T440 4x2	42.50%	0.575	\$153,000	Does Not Apply
T440 6x4	39.20%	0.608	\$172,800	\$157,100
T470 4x2	41.90%	0.581	\$151,000	Does Not Apply
T470 6x4	39.80%	0.602	\$174,500	\$161,700
Kenworth Heavy Duty Models				
T680 Daycab	45.20%	0.548	\$214,500	\$207,000
T680 Sleeper	46.50%	0.535	\$242,000	\$228,500
T880 Daycab	46.60%	0.534	\$228,500	\$221,800
T880S SFFA (Code 8090139)	46.70%	0.533	\$228,500	\$221,800
T880 Sleeper	47.30%	0.527	\$244,200	\$230,600
W990 Daycab	47.00%	0.530	\$244,000	\$231,000
W990 Sleeper	48.30%	0.517	\$261,000	\$245,000
T800 Daycab	47.30%	0.527	\$241,500	\$232,000
T800 Sleeper	47.60%	0.524	\$245,000	\$231,000
W900 Daycab	47.90%	0.521	\$243,000	\$230,000
W900 Sleeper	49.30%	0.507	\$260,000	\$243,800
T880 Tridem	46.60%	0.534	\$274,700	\$263,400
T990 Tridem	48.30%	0.517	\$292,000	\$277,000
T800 Tridem	47.80%	0.522	\$287,500	\$275,400
W900 Tridem	48.90%	0.511	\$295,700	\$280,500
T880 PXS Engine	46.80%	0.532	\$221,600	\$208,300
W900 PXS Engine	47.90%	0.521	\$215,700	\$203,500
T800 Twin Steer	40.80%	0.592	Does Not Apply	Does Not Apply
C300	39.10%	0.609	Does Not Apply	Does Not Apply

West-Mark is a dealer and reseller of products outside of our manufacturing portfolio. West-Mark currently has relationships/supplier agreements and is in negotiations with various other OEM's to be able to offer their products on the Sourcewell contract:

- These OEM's include but are not limited to:
 - Freightliner Trucks - Class 6 - 8 Chassis & Related Equipment
 - Kenworth Trucks - Class 6 - 8 Chassis & Related Equipment
 - Western Star Trucks - Class 7 - 8 Chassis & Related Equipment
 - Interstate Truck Bodes - Class 4 - 8 Chassis (Dodge & Ford Models) & Related Equipment

West-Mark offers competitive pricing on all of our products. Special discounts will be provided exclusively to Sourcewell participating entities. Each Sourcewell participating entity will receive a 24% line- item discount from list price on all product models and options we offer. Additionally, West-Mark will give Sourcewell participating entities an additional 1% volume discount for bulk orders: single orders placed that include an excess of 9 units on one order.

Please see the attached Price List for more detailed information.