



STATE OF MISSOURI
OFFICE OF ADMINISTRATION
DIVISION OF PURCHASING

NOTIFICATION OF STATEWIDE CONTRACT

Date: 10/4/18

CONTRACT TITLE: **Large Truck Chassis and Related Equipment**

CURRENT CONTRACT PERIOD:	September 4, 2018 through November 15, 2020	
RENEWAL INFORMATION:	Original Contract Period:	September 4, 2018 through November 15, 2020
	Renewal Options Available:	1
	Potential Final Expiration:	November 15, 2021
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
CC82174002	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
CC182174003	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

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
September 4, 2018 through November 15, 2020	10/5/18	Updated agency instructions.
September 4, 2018 through November 15, 2020	9/4/18	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 Navistar and NOT the dealer. When issuing the PO or Request to Navistar, 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.

NJPA Member Discount for Kenworth Brand Truck Chassis

STEP 1. Any U. S or Canadian authorized Kenworth Dealer establishes compatible chassis specifications that meets members need using the Kenworth PROSPECTOR system. A report 1s generated showing the Total Adjusted Price, also known as Total List Price, of the proposed chassis

STEP 2. NJPA member chassis price will be determined by the Total List Price multiplied by the appropriate discount factor based on the model Net 5 days after delivery to first location after chassis assembly plant, or as otherwise agreed upon between member and Kenworth dealer

STEP 3. NJPA member price for all extended warranties. sourced goods, and sourced services is no more than Kenworth dealer sales department cost plus 5%

STEP4. NJPA 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 generates a PROSPECTOR report with the T800Daycab specifications that meets members need with a total list price of \$212,280 on 7/1/16 prices.
2. Discount Factor for T800Daycab is 540, so members chassis price net 5 days after delivery to first location after assembly plant is \$114,631
3. Sourced goods and services for dump body, transport from body mounting location, requested tra,mng, extra and custom manuals and diagnostic software is \$23,247 (No higher than Kenworth dealer sales department cost plus 5%)
4. Total member price for chassis plus sourced goods and services, s \$137,878 plus applicable federal, state and local taxes, fees, tag, title, etc.
5. Final conditions and payment terms to be mutually agreed upon by the Kenworth dealer and member

PROSPECTOR PRICEDATE TO USE 7/1/2016

Member% Discount off

Kenworth Model	Total List Price	Total list Price	Equivalent Discount Factor
K270 (Cabover)	<u>TBDDlr/Mbr</u>	<u>21.80%</u>	0.782
K370 (Cabover)	TBDDlr/Mbr	22.50%	0.775
<u>T170</u>	TBDDlr/Mbr	36.00%	0.640
T270	TBDDlr/Mbr	35.60%	0.644
<u>T270 4x4</u>	TBDDlr/Mbr	37.30%	0.627
T370 4x2 (Man/Automated Trans)	TBDDlr/Mbr	35.50%	0.645
<u>T370 4x2 (Allison Trans)</u>	TBDDlr/Mbr	36.50%	0.635
T370 4x4	<u>TBDDlr/Mbr</u>	38.70%	0.613
<u>T370 6x4</u> (Man./Automated Trans)	TBDDlr/Mbr	35.50%	0.645
T370 6x4 (Allison Trans)	TBDD1r/Mbr	37.10%	0.629
T370 HFA 4x2 or 6x4 (18K or 20K Front Axle)	TBDDlr/Mbr	36.10%	0.639
T370 6x6	TBDDlr/Mbr	39.00%	0.610
T440 4x2	TBDDlr/Mbr	41.20%	0.588
T440 6x4	TBDDlr/Mbr	46.60%	0.534
T470 4x2	<u>TBDDlr/Mbr</u>	41.20%	0.588
T470 6x4	<u>TBDDlr/Mbr</u>	46.70%	0.533
<u>TBD</u>	TBDDlr/Mbr	0.00%	0.000

TBD	TBDDlr/Mbr	0.00%	0.000
T680Daycab	<u>TBDDl/Mbr</u>	44.90%	0.551
T680 Sleeper	<u>T8DD1r/Mbr</u>	46.20%	0.538
T800Daycab	TBDDlr/Mbr	<u>46.00%</u>	0.540
T800 Sleeper	TBDDlr/Mbr	46.00%	0.540
T800Tridem	TBDDlr/Mbr	46.40%	0.536
T880Daycab	TBDDlr/Mbr	45.00%	0.550
T880 Sleeper	TBDDlr/Mbr	46.00%	0.540
T880 Tridem	TBDDlr/Mbr	46 30%	0.537
W900Daycab	TBDDlr/Mbr	45.40%	0.546
W900Sleeper	TBDDlr/Mbr	45.90%	0.541
W900Trodem	TBDDlr/Mbr	46.80%	0.532
C500	TBDDlr/Mbr	36.00%	0.640
TBD	TBDDlr/Mbr	0.00%	0.000
TBD	TBDDlr/Mbr	0.00%	0.000
TBD	TBDD1r/Mbr	0.00%	0.000

Kenworth Model	Total List Price	Total list Price	Equivalent Discount Factor
T440 4x2 or 6x4 ISL G	TBD Dlr/Mbr	43.00%	0.570
T680 Daycab ISX 12 G	TBD Dlr/Mbr	50.60%	0.494
T680 Sleeper ISX 12 -G	TBD Dlr/Mbr	49.90%	0.501
T880 Daycab ISX 12 -G	TBD Dlr/Mbr	49.90%	0.501
T880 Sleeper ISX 12 G	TBD Dlr/Mbr	50.50%	0.495
W9001SL G	TBD Dlr/Mbr	49.90%	0.501
TBD	TBD Dlr/Mbr	0.00%	0.000

Shipping included to the first delivery location.

NJPA Member Discount for International Brand Truck Chassis

Model	2019 Model	Discount from list
4300 4X2	4300 4X2	31%
4400 4x2	4400 4x2	31%
7300 4x2	HV507	31%
7400 4x2	HV607	31%
7400 4x2	HV507	31%
7400 6x4 SBA	HV607	32%
7400 6X4 SFA	HV507	32%
7500 6X4 SBA		33%
7500 6X4 SFA		33%
7600 SFA	HV513 6X4	47%
7600 SFA	HV613 6X4	47%
RH	RH	50%
LT	LT	50%
HX620 6X4	HX	47%

1. 5% markup for items purchased outside of the assembly line process. (truck bodies, etc.)
2. Shipping included to the first location,
3. 5 or more vehicles in one transaction will get an additional \$1200 per vehicle discount. If purchasing 20 or more vehicles in one transaction will get an additional \$1500 per vehicle discount on top of the 5 or more \$1200 for a total of \$2700.