

		Van Horn			Great Lakes Truck and Trailer			Tri-County International		
Description	Qty	Unit Cost	Extended Cost	Brand/ Part Number	Unit Cost	Extended Cost	Brand/ Part Number	Unit Cost	Extended Cost	Brand/ Part Number
Bendix AD-9 Air Dryer Cartridge (New) K107794S	10	\$27.90	\$ 279.00	5107794	\$ 26.27	\$ 262.70	Bendix	22.03 + core	220.30 + core (\$39)	Bendix reman
SafeWay Hydraulic Coupler S40-4 or FF49-4	20	\$24.30	\$ 486.00	4250-4&8010 4 Park		\$ -		\$ 29.37	\$ 328.50	Safeway
Midland Air Brake Governor D2A	25	\$14.27	\$ 356.75	KN18536	\$ 14.90	\$ 372.50	Midland	\$ 13.14	\$ 584.85	Bendix reman
Dypro Brake Chamber 3030	15	\$38.00	\$ 570.00	SBT3030	\$ 36.45	\$ 546.75	Dayton	\$ 38.99	\$ 47.00	Partsmart
5" U-Bolt Exhaust Clamp	10	\$ 4.78	\$ 47.80	FB-5ZN	\$ 5.46	\$ 54.60	Walker	\$ 4.70	\$ 16.60	Partsmart
4" U-Bolt Exhaust Clamp	5	\$ 4.30	\$ 21.50	FB-4ZN	\$ 5.38	\$ 26.90	Walker	\$ 3.32	\$ 701.00	Partsmart
4" OD S/S exhaust flex tube	50	\$ 9.90	\$ 495.00	50400	\$ 12.97	\$ 648.50	Walker	\$ 14.02	\$ 213.76	Nelson
24x36 Mud Flap	32	\$11.18	\$ 357.76	1190297	\$ 6.65	\$ 212.80		\$ 6.68	\$ 280.60	International
Gates Micro Belt K080780	10	\$38.94	\$ 389.40	K080780	\$ 34.26	\$ 342.60	Gates	\$ 28.06	\$ 493.80	International
Allison transmission filter kit #29548988	10	\$63.21	\$ 632.10	29548988	\$ 59.09	\$ 590.90	Baldwin	\$ 49.38	\$ 193.50	Allison
Gates V-belt 9341	25	\$11.78	\$ 294.50	9341	\$ 10.36	\$ 259.00	Gates	\$ 7.74	\$ 62.60	Goodyear
National wheel seal 2081	10	\$ 8.64	\$ 86.40	2081	\$ 7.22	\$ 72.20	National	\$ 6.26	\$ 280.05	International
National wheel seal 370048A	15	\$34.25	\$ 513.75	370048	\$ 31.96	\$ 479.40	National	\$ 18.67	\$ 352.20	SMASMR370048
Gunite AS1140 automatic slack adjuster	5	\$85.20	\$ 426.00	a1140	\$ 74.95	\$ 374.75	Gunite	\$ 70.44	\$ 157.10	Gunite
Stemco Hub Cap 340-4046	10	\$33.83	\$ 338.30	340-4066	\$ 35.80	\$ 358.00	Stemco	\$ 15.71	\$ 29.30	International
Stemco Window Kit 359-5995	5	\$ 6.35	\$ 31.75	359-5995	\$ 6.05	\$ 30.25	Stemco	\$ 5.86	\$ 22.80	International
Tectran gladhand coupling with chain 9411	5	\$ 4.62	\$ 23.10	9411	\$ 5.48	\$ 27.40	Tectran	\$ 4.56	#REF!	International
Discount used for pricing above		20% over cost						25% over cost		

	Van Horn			Great Lakes Truck and Trailer			Tri-County International		
Discounts following product lines									
Bendix			20% over cost						25% over cost
Safeway			20% over cost						25% over cost
Midland			20% over cost						25% over cost
Dypro			20% over cost						25% over cost
Buyers			20% over cost						25% over cost
Deutsch			20% over cost						25% over cost
Weather Pack			20% over cost						25% over cost
Weldon			20% over cost						25% over cost
Whelen			20% over cost						25% over cost
Class One			20% over cost						25% over cost
Wagner			20% over cost						25% over cost
Euclid			20% over cost						25% over cost
Stemco			20% over cost						25% over cost
National			20% over cost						25% over cost
Bosch			20% over cost						25% over cost
Rockwell			20% over cost						25% over cost
Meritor			20% over cost						25% over cost
Discount offered on additional product lines			20% over cost						Can offer special pricing on products which can be bought using special programs through the manufacturers. Depending on the product line these savings can be very substantial. It will require meeting with the Cities to determine their usage and coordinating purchases.
Comments:									The prices quoted are jobber prices, and up to 10% off national amd stemco. Many manufacturers do not print list prices any longer. We do not calculate off list. We calculate up from cost at this time.

	All Type Truck & Trailer			Kirk's Automotive			Traction Heavy Duty		
Description	Unit Cost	Extended Cost	Brand/ Part Number	Unit Cost	Extended Cost	Brand/ Part Number	Unit Cost	Extended Cost	Brand/Part Number
Bendix AD-9 Air Dryer Cartridge (New) K107794S	\$ 22.79	\$ 227.90	Haldex	\$ 21.76	\$ 217.60	107794X	\$21.50	\$ 215.00	Bendix
SafeWay Hydraulic Coupler S40-4 or FF49-4	\$ 31.87	\$ 637.40	Safeway	\$ 48.50	\$ 970.00	FF494		\$ -	
Midland Air Brake Governor D2A	\$ 14.34	\$ 358.50	Midland	\$ 12.40	\$ 310.00	KN18530	\$12.50	\$ 312.50	Bendix
Dypro Brake Chamber 3030	\$ 35.94	\$ 539.10	Ranger	\$ 44.80	\$ 672.00	HD3030	\$38.50	\$ 577.50	HDP
5" U-Bolt Exhaust Clamp	\$ 5.96	\$ 59.60	Marwil	\$ 4.03	\$ 40.30	7335775	\$ 4.39	\$ 43.90	Truck-Ex
4" U-Bolt Exhaust Clamp	\$ 4.87	\$ 24.35	Marwil	\$ 4.18	\$ 20.90	7335752	\$ 3.39	\$ 16.95	Truck-Ex
4" OD S/S exhaust flex tube	\$ 18.02	\$ 901.00	Generic	\$ 12.97	\$ 648.50	40022	\$10.95	\$ 547.50	Truck-Ex
24x36 Mud Flap	\$ 5.94	\$ 190.08	Generic	\$ 8.77	\$ 280.64	8235090	\$ 6.55	\$ 209.60	Mud
Gates Micro Belt K080780	\$ 34.37	\$ 343.70	Maxi	\$ 30.23	\$ 302.30	25080780	\$31.73	\$ 317.30	Gates
Allison transmission filter kit #29548988	\$ 55.91	\$ 559.10	Hastings	\$ 39.12	\$ 391.20	7740XE	\$39.39	\$ 393.90	Baldwin
Gates V-belt 9341	\$ 10.75	\$ 268.75	Maxi	\$ 9.38	\$ 234.50	259341	\$ 9.59	\$ 239.75	Gates
National wheel seal 2081	\$ 8.15	\$ 81.50	National	\$ 7.72	\$ 77.20	28426	\$ 7.27	\$ 72.70	National
National wheel seal 370048A	\$ 32.38	\$ 485.70	National	\$ 24.03	\$ 360.45	370048A	\$26.01	\$ 390.15	National
Gunite AS1140 automatic slack adjuster	\$ 75.00	\$ 375.00	Gunite	\$ 86.84	\$ 434.20	CS56040	\$67.50	\$ 337.50	Gunite
Stemco Hub Cap 340-4046	\$ 32.98	\$ 329.80	Stemco	\$ 37.82	\$ 378.20	340-4046	\$30.94	\$ 309.40	Stemco
Stemco Window Kit 359-5995	\$ 6.10	\$ 30.50	Stemco	\$ 6.40	\$ 32.00	359-5995	\$ 6.07	\$ 30.35	Stemco
Tectran gladhand coupling with chain 9411	\$ 3.12	\$ 15.60	Tectran	\$ 4.23	\$ 21.15	11402	\$ 2.48	\$ 12.40	Velvac
Discount used for pricing above	20% over cost			60% from list			Many "A" items cost +10-20%, Minimum off list 55%		

	All Type Truck & Trailer			Kirk's Automotive			Traction Heavy Duty		
Discounts following product lines									
Bendix	20% over cost			60% from list			57%		
Safeway	20% over cost			60% from list			NA		
Midland	20% over cost			60% from list			57%		
Dypro	20% over cost			60% from list			NA		
Buyers	20% over cost			60% from list			55%		
Deutsch	20% over cost			30% from list			NA		
Weather Pack	20% over cost			30% from list			NA		
Weldon	20% over cost			30% from list			Na		
Whelen	20% over cost			30% from list			Na		
Class One	20% over cost			30% from list			NA		
Wagner	20% over cost			60% from list			58%		
Euclid	20% over cost			30% from list			57%		
Stemco	20% over cost			60% from list			57%		
National	20% over cost			60% from list			59%		
Bosch	20% over cost			60% from list			NA		
Rockwell	20% over cost			60% from list			57%		
Meritor	20% over cost			60% from list			57%		
Discount offered on additional product lines	All offered at 20% over cost			All products will be priced at MFG list price less 60% except, NAPA TWD H.D. Products List less 65% and H.D. Filters list less 75%			55% minimum		
Comments:				Kirk's automotive will setup, inventory change over to clean up old inventory dollars and replace with new merchandise. NAPA training, electronic cataloging and pricing will be made available if awarded contract					