

TRUCKS - 26,000 LBS. GROSS VEHICLE WEIGHT (GVW) OR GREATER BID #ESCNJ 17/18-30

MANUFACTURER: KENWORTH CHASSIS

Gabrielli Kenworth of NJ, LLC, 2306 Route 130 N, Dayton, NJ 08110

ALL NEW JERSEY COUNTIES SERVED

<u>MODEL NUMBER</u>	<u>DESCRIPTION</u>	<u>BASE UNIT PRICE DISCOUNT %</u>	<u>OPTIONS PRICE DISCOUNT %</u>	<u>PARTS PRICE DISCOUNT %</u>	<u>UNLISTED OPTIONAL EQUIPMENT MARK UP %</u>
Kenworth K270	26,000 GVWR cabover chassis	14.0%	14.0%	N/A	12.0%
Kenworth T270	26,000 GVWR cab and chassis	29.0%	29.0%	N/A	12.0%
Kenworth K370	33,000 GVWR cabover chassis	14.0%	14.0%	N/A	12.0%
Kenworth T370	26,001-to-66,000 GVWR cab and chassis	30.0%	30.0%	N/A	12.0%
Kenworth T440/470	33,000-to-68,000 GVWR cab and chassis	31.0%	31.0%	N/A	12.0%
Kenworth T680	33,000-to-64,000 GVWR day cab tractor or sleeper	35.0%	35.0%	N/A	12.0%
Kenworth T800	33,000-to-140,000 GVWR cab and chassis	35.0%	35.0%	N/A	12.0%
Kenworth T880	33,000-to-100,000 GVWR cab and chassis	35.0%	35.0%	N/A	12.0%
Kenworth W900	33,000-to-140,000 GVWR cab and chassis	35.0%	35.0%	N/A	12.0%

DELIVERY CHARGES BY COUNTY

\$350.00	Atlantic	\$200.00	Mercer
\$200.00	Bergen	\$200.00	Middlesex
\$275.00	Burlington	\$200.00	Monmouth
\$350.00	Camden	\$275.00	Morris
\$450.00	Cape May	\$275.00	Ocean
\$450.00	Cumberland	\$200.00	Passaic
\$200.00	Essex	\$450.00	Salem
\$350.00	Gloucester	\$200.00	Somerset
\$200.00	Hudson	\$350.00	Sussex
\$275.00	Hunterdon	\$275.00	Union
		\$350.00	Warren

FINANCE CHARGE TO THE BUYER FOR THE DELAY OF PAYMENT FOR A CHASSIS PRIOR TO THE COMPLETION OF BODY WORK: \$0.00 PER MONTH.

BUILD OUT TIME ESTIMATE: 180 DAYS

CUT OFF DATE FOR 2018 PRODUCTION: DECEMBER 2018

ADDITIONAL DISCOUNT ON LEFT OVER MODELS: 5%