

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

MANUFACTURER: WESTERN STAR CHASSIS

Hudson County Motors, Inc., PO Box 2611, 614 New County Road, Secaucus, NJ 07096

Bergen, Essex, Hudson, Middlesex, Passaic and Union Counties Only.

<u>MODEL NUMBER</u>	<u>DESCRIPTION</u>	<u>BASE UNIT PRICE</u> <u>DISCOUNT %</u>	<u>OPTIONS PRICE</u> <u>DISCOUNT %</u>	<u>PARTS PRICE</u> <u>DISCOUNT %</u>	<u>UNLISTED OPTIONAL</u> <u>EQUIPMENT MARK UP %</u>
4700SB	4700SB w/ Cummins L9	41.0%	41.00%	26.00%	20.00%
4700SB	4700SB w/ Detroit DD13	40.0%	40.00%	26.00%	20.00%
4700SF	4700SF w/ Cummins L9	41.0%	41.00%	26.00%	20.00%
4700SF	4700SF w/ Detroit DD13	40.0%	40.00%	26.00%	20.00%
4800SB	4800SB w/ Detroit DD13	42.0%	42.00%	26.00%	20.00%
4800SF	4800SF w/ Detroit DD13	42.0%	42.00%	26.00%	20.00%
4900SB	4900SB w/ Cummins X15	41.0%	41.00%	26.00%	20.00%
4900SB	4900SB w/ Detroit DD13	40.0%	40.00%	26.00%	20.00%
4900SB	4900SB w/ Detroit DD15	40.0%	40.00%	26.00%	20.00%
4900SF	4900SF w/ Cummins X15	41.0%	41.00%	26.00%	20.00%
4900SF	4900SF w/ Detroit DD13	40.0%	40.00%	26.00%	20.00%
4900SF	4900SF w/ Detroit DD15	40.0%	40.00%	26.00%	20.00%

DELIVERY CHARGES BY COUNTY

\$300.00	Atlantic	\$0.00	Mercer
\$0.00	Bergen	\$0.00	Middlesex
\$0.00	Burlington	\$0.00	Monmouth
\$300.00	Camden	\$0.00	Morris
\$300.00	Cape May	\$0.00	Ocean
\$300.00	Cumberland	\$0.00	Passaic
\$0.00	Essex	\$300.00	Salem
\$300.00	Gloucester	\$0.00	Somerset
\$0.00	Hudson	\$0.00	Sussex
\$0.00	Hunterdon	\$0.00	Union
		\$0.00	Warren

FINANCE CHARGE TO THE BUYER FOR THE DELAY OF PAYMENT FOR A CHASSIS PRIOR TO THE COMPLETION OF BODY WORK: \$397.00 PER MONTH.

BUILD OUT TIME ESTIMATE: 110 DAYS

CUT OFF DATE FOR 2018 PRODUCTION: DECEMBER 10, 2018

ADDITIONAL DISCOUNT ON LEFT OVER MODELS: 1%