

| SPECIFICATION #21  |   | TRADE-IN PRICE   |  | ESTIMATED  | ALTERNATE 21-A   |  | ALTERNATE 21-B |                               |
|--|---|--|--|--|--|--|----------------|-------------------------------|
| FULL SIZE 4-DOOR CAR   | UNIT PRICE  | (ITEM A)   | NET PRICE<br>w/TRADE-IN  | DELIVERY<br>IN DAYS  | Alternate Fuel   | ESTIMATED DELIVERY<br>IN DAYS                    | Hybrid Vehicle | ESTIMATED DELIVERY<br>IN DAYS |
| Byers Dodge  | \$22,858.00   | \$4,500.00   | \$18,358.00  | 90-120   | No Bid   |  | No Bid         |                               |
| Taylor Dealerships   | \$22,714.00   | \$5,850.00   | \$16,864.00  | 90-120   | No Bid   |  | No Bid         |                               |
| Walt Sweeney Ford*   | \$24,362.00   | \$5,500.00   | \$18,862.00  | 60-120   | No Bid   |  | No Bid         |                               |
|  |   |  |  |  |  |  |                |                               |
| Specification #27  |   | TRADE-IN PRICE   | NET PRICE  |  | ALTERNATE 27-A   | ESTIMATED DELIVERY                               | ALTERNATE 27-B | ESTIMATED DELIVERY            |
| FULL SIZE 4-DOOR CAR   | UNIT PRICE  | (ITEM B)   | w/TRADE-IN   | DELIVERY<br>IN DAYS  | Alternate Fuel   | IN DAYS  | Hybrid Vehicle | IN DAYS                       |
| Byers Dodge  | \$22,858.00   | \$4,000.00   | \$18,858.00  | 90-120   | No Bid   |  | No Bid         |                               |
| Taylor Dealerships   | \$22,714.00   | \$5,550.00   | \$17,164.00  | 90-120   | No Bid   |  | No Bid         |                               |
| Walt Sweeney Ford*   | \$24,362.00   | \$5,500.00   | \$18,862.00  | 60-120   | No Bid   |  | No Bid         |                               |
|  |   |  |  |  |  |  |                |                               |
|  |   |  |  |  |  |  |                |                               |
| SPECIFICATION #209   |   | TRADE-IN PRICE   |  | ESTIMATED  |  | ALTERNATE 209-1                                  |                |                               |
| SI LOII ICATION #203   |   | I RADE-IN PRICE  | NET PRICE  |  | ALTERNATE 209-1  | ALIERNATE 209-1                                  |                |                               |
| 4 X 4 PICK UP W/ REGULAR CAB   | UNIT PRICE  | (ITEM C)   | NET PRICE<br>w/TRADE-IN  | DELIVERY<br>IN DAYS  | ALTERNATE 209-1<br>Snow Plow Prep<br>Package           | Snow Plow  |                |                               |
|  | <b>UNIT PRICE</b><br>\$31,048.00  |  |  | DELIVERY   | Snow Plow Prep   |  |                |                               |
| 4 X 4 PICK UP W/ REGULAR CAB   |   | (ITEM C)   | w/TRADE-IN   | DELIVERY<br>IN DAYS  | Snow Plow Prep<br>Package                              | Snow Plow  |                |                               |
| 4 X 4 PICK UP W/ REGULAR CAB<br>Byers Chevrolet  | \$31,048.00   | (ITEM C)<br>\$5,800.00   | w/TRADE-IN<br>\$25,248.00  | DELIVERY<br>IN DAYS  | Snow Plow Prep<br>Package<br>\$0.00                    | <b>Snow Plow</b><br>\$4,594.00                   |                |                               |
| 4 X 4 PICK UP W/ REGULAR CAB<br>Byers Chevrolet<br>Taylor Dealerships  | \$31,048.00<br>\$29,698.00  | (ITEM C)<br>\$5,800.00<br>\$8,475.00   | w/TRADE-IN<br>\$25,248.00<br>\$21,223.00   | DELIVERY<br>IN DAYS   56-70   90-120   | Snow Plow Prep<br>Package<br>\$0.00<br>\$0.00          | <b>Snow Plow</b><br>\$4,594.00<br>\$4,939.00     |                |                               |
| 4 X 4 PICK UP W/ REGULAR CAB<br>Byers Chevrolet<br>Taylor Dealerships<br>Tri-County Dodge<br>Walt Sweeney Ford*  | \$31,048.00<br>\$29,698.00<br>\$35,219.00   | (ITEM C)<br>\$5,800.00<br>\$8,475.00<br>\$8,000.00   | w/TRADE-IN<br>\$25,248.00<br>\$21,223.00<br>\$27,219.00  | DELIVERY<br>IN DAYS   56-70   90-120   60-90   | Snow Plow Prep<br>Package   \$0.00   \$0.00   \$115.00 | Snow Plow   \$4,594.00   \$4,939.00   \$4,939.00 |                |                               |
| 4 X 4 PICK UP W/ REGULAR CAB<br>Byers Chevrolet<br>Taylor Dealerships<br>Tri-County Dodge  | \$31,048.00<br>\$29,698.00<br>\$35,219.00<br>\$26,773.00                              | (ITEM C)<br>\$5,800.00<br>\$8,475.00<br>\$8,000.00   | w/TRADE-IN<br>\$25,248.00<br>\$21,223.00<br>\$27,219.00  | DELIVERY<br>IN DAYS   56-70   90-120   60-90   60-120   ESTIMATED                                  | Snow Plow Prep<br>Package   \$0.00   \$0.00   \$115.00 | Snow Plow   \$4,594.00   \$4,939.00   \$4,939.00 |                |                               |
| 4 X 4 PICK UP W/ REGULAR CAB<br>Byers Chevrolet<br>Taylor Dealerships<br>Tri-County Dodge<br>Walt Sweeney Ford*  | \$31,048.00<br>\$29,698.00<br>\$35,219.00   | (ITEM C)<br>\$5,800.00<br>\$8,475.00<br>\$8,000.00<br>\$3,000.00   | w/TRADE-IN<br>\$25,248.00<br>\$21,223.00<br>\$27,219.00<br>\$23,773.00   | DELIVERY<br>IN DAYS   56-70   90-120   60-90   60-120  | Snow Plow Prep<br>Package   \$0.00   \$0.00   \$115.00 | Snow Plow   \$4,594.00   \$4,939.00   \$4,939.00 |                |                               |
| 4 X 4 PICK UP W/ REGULAR CAB<br>Byers Chevrolet<br>Taylor Dealerships<br>Tri-County Dodge<br>Walt Sweeney Ford*<br>SPECIFICATION #217  | \$31,048.00<br>\$29,698.00<br>\$35,219.00<br>\$26,773.00                              | (ITEM C)<br>\$5,800.00<br>\$8,475.00<br>\$8,000.00<br>\$3,000.00<br>TRADE-IN PRICE                           | w/TRADE-IN<br>\$25,248.00<br>\$21,223.00<br>\$27,219.00<br>\$23,773.00<br>NET PRICE                              | DELIVERY<br>IN DAYS   56-70   90-120   60-90   60-120   ESTIMATED<br>DELIVERY                      | Snow Plow Prep<br>Package   \$0.00   \$0.00   \$115.00 | Snow Plow   \$4,594.00   \$4,939.00   \$4,939.00 |                |                               |
| 4 X 4 PICK UP W/ REGULAR CAB<br>Byers Chevrolet<br>Taylor Dealerships<br>Tri-County Dodge<br>Walt Sweeney Ford*<br>SPECIFICATION #217<br>4 X 2 REGULAR CAB DUMP TRUCK                      | \$31,048.00<br>\$29,698.00<br>\$35,219.00<br>\$26,773.00<br>UNIT PRICE                | (ITEM C)<br>\$5,800.00<br>\$8,475.00<br>\$8,000.00<br>\$3,000.00<br>TRADE-IN PRICE<br>(ITEM D)               | w/TRADE-IN<br>\$25,248.00<br>\$21,223.00<br>\$27,219.00<br>\$23,773.00<br>NET PRICE<br>w/TRADE-IN                | DELIVERY<br>IN DAYS<br>56-70<br>90-120<br>60-90<br>60-120<br>ESTIMATED<br>DELIVERY<br>IN DAYS      | Snow Plow Prep<br>Package   \$0.00   \$0.00   \$115.00 | Snow Plow   \$4,594.00   \$4,939.00   \$4,939.00 |                |                               |
| 4 X 4 PICK UP W/ REGULAR CAB<br>Byers Chevrolet<br>Taylor Dealerships<br>Tri-County Dodge<br>Walt Sweeney Ford*<br>SPECIFICATION #217<br>4 X 2 REGULAR CAB DUMP TRUCK<br>Ricart Properties | \$31,048.00<br>\$29,698.00<br>\$35,219.00<br>\$26,773.00<br>UNIT PRICE<br>\$52,850.00 | (ITEM C)<br>\$5,800.00<br>\$8,475.00<br>\$8,000.00<br>\$3,000.00<br>TRADE-IN PRICE<br>(ITEM D)<br>\$6,000.00 | w/TRADE-IN<br>\$25,248.00<br>\$21,223.00<br>\$27,219.00<br>\$23,773.00<br>NET PRICE<br>w/TRADE-IN<br>\$46,850.00 | DELIVERY<br>IN DAYS   56-70   90-120   60-90   60-120   ESTIMATED<br>DELIVERY<br>IN DAYS   112-140 | Snow Plow Prep<br>Package   \$0.00   \$0.00   \$115.00 | Snow Plow   \$4,594.00   \$4,939.00   \$4,939.00 |                |                               |
| 4 X 4 PICK UP W/ REGULAR CAB<br>Byers Chevrolet<br>Taylor Dealerships<br>Tri-County Dodge<br>Walt Sweeney Ford*<br>SPECIFICATION #217<br>4 X 2 REGULAR CAB DUMP TRUCK<br>Ricart Properties | \$31,048.00<br>\$29,698.00<br>\$35,219.00<br>\$26,773.00<br>UNIT PRICE<br>\$52,850.00 | (ITEM C)<br>\$5,800.00<br>\$8,475.00<br>\$8,000.00<br>\$3,000.00<br>TRADE-IN PRICE<br>(ITEM D)<br>\$6,000.00 | w/TRADE-IN<br>\$25,248.00<br>\$21,223.00<br>\$27,219.00<br>\$23,773.00<br>NET PRICE<br>w/TRADE-IN<br>\$46,850.00 | DELIVERY<br>IN DAYS   56-70   90-120   60-90   60-120   ESTIMATED<br>DELIVERY<br>IN DAYS   112-140 | Snow Plow Prep<br>Package   \$0.00   \$0.00   \$115.00 | Snow Plow   \$4,594.00   \$4,939.00   \$4,939.00 |                |                               |



|                                     |              |                            |                         |                                  | ,               |                 |                             |                              |
|-------------------------------------|--------------|----------------------------|-------------------------|----------------------------------|-----------------|-----------------|-----------------------------|------------------------------|
| SPECIFICATION #219                  |              | TRADE-IN PRICE             | NET PRICE               | ESTIMATED<br>DELIVERY<br>IN DAYS | ALTERNATE 219-1 | ALTERNATE 219-2 | ALTERNATE 219-3             | ALTERNATE 219-4              |
| DUMP, CAB AND CHASSIS TRUCK         | UNIT PRICE   | (ITEM E)                   | w/TRADE-IN              |                                  | Aluminum Wheels | Spreader        | Central Hydraulic<br>System | Liquid Pre-Wetting<br>System |
| Buckeye Western Star                | \$124,167.00 | \$4,250.00                 | \$119,917.00            | 150-180                          | \$950.00        | \$3,696.00      | \$16,520.00                 | \$4,464.00                   |
| FYDA Freightliner                   | \$119,425.00 | \$12,000.00                | \$107,425.00            | 150-180                          | \$492.00        | \$3,696.00      | \$16,520.00                 | \$4,464.00                   |
|                                     |              |                            |                         |                                  |                 |                 |                             |                              |
|                                     |              |                            |                         |                                  |                 |                 |                             |                              |
| SPECIFICATION #284                  |              | TRADE-IN PRICE             |                         | ESTIMATED                        |                 |                 |                             | <u> </u>                     |
| 4 X 2 REGULAR CAB FLAT BED<br>TRUCK | UNIT PRICE   | No Trade-in                | w/TRADE-IN              | DELIVERY<br>IN DAYS              |                 |                 |                             |                              |
| Ricart Properties                   | \$38,750.00  | \$0.00                     | \$38,750.00             | 112-140                          |                 |                 |                             |                              |
| Walt Sweeney Ford*                  | \$36,887.00  | \$0.00                     | \$36,887.00             | 60-180                           |                 |                 |                             |                              |
|                                     |              |                            |                         |                                  |                 |                 |                             |                              |
|                                     |              |                            |                         |                                  |                 |                 |                             |                              |
| SPECIFICATION #400                  |              |                            |                         |                                  |                 |                 |                             |                              |
| MEDIUM SIZE 4-DOOR HYBRID CAR       | UNIT PRICE   | TRADE-IN PRICE<br>(ITEM F) | NET PRICE<br>w/TRADE-IN | ESTIMATED<br>DELIVERY<br>IN DAYS |                 |                 |                             |                              |
| Byers Ford                          | \$24,172.00  | \$4,500.00                 | \$19,672.00             | 90-120                           |                 |                 |                             |                              |
| Germain Toyota*                     | \$24,278.25  | \$4,500.00                 | \$19,778.25             | 7                                |                 |                 |                             |                              |
|                                     |              |                            |                         |                                  |                 |                 |                             |                              |
|                                     |              |                            |                         |                                  |                 |                 |                             |                              |
| SPECIFICATION #409                  |              | TRADE-IN PRICE             |                         |                                  |                 |                 |                             |                              |
| MEDIUM SIZE 4-DOOR HYBRID CAR       | UNIT PRICE   | (ITEM G)                   | NET PRICE<br>w/TRADE-IN | ESTIMATED<br>DELIVERY            |                 |                 |                             |                              |
|                                     |              |                            |                         | IN DAYS                          |                 |                 |                             |                              |
| Byers Ford                          | \$24,172.00  | \$2,500.00                 | \$21,672.00             | 90-120                           |                 |                 |                             |                              |
| Germain Toyota*                     | \$24,278.25  | \$4,000.00                 | \$20,278.25             | 14                               |                 |                 |                             |                              |
|                                     |              |                            |                         |                                  |                 |                 |                             |                              |
|                                     |              |                            |                         |                                  |                 |                 |                             |                              |
|                                     |              |                            |                         |                                  |                 |                 |                             |                              |



| SPECIFICATION #512                            |             | TRADE-IN PRICE | NET PRICE   | ESTIMATED           | ALTERNATE 512-1           | ALTERNATE 512-1 | ALTERNATE 512-2           |
|---|-------------|----------------|-------------|---------------------|---------------------------|-----------------|---------------------------|
| 4 X 4 PICK UP W/ REGULAR CAB                  | UNIT PRICE  | (ITEM H)       | w/TRADE-IN  | DELIVERY<br>IN DAYS | Snow Plow Prep<br>Package | Snow Plow       | Weather Guard Tool<br>Box |
| Byers Chevrolet                               | \$27,629.00 | \$4,300.00     | \$23,329.00 | 56-70               | \$0.00                    | \$4,594.00      | \$737.00                  |
| Taylor Dealerships                            | \$25,855.00 | \$3,975.00     | \$21,880.00 | 90-120              | \$0.00                    | \$4,939.00      | \$852.00                  |
| Tri-County Dodge                              | \$31,427.00 | \$6,000.00     | \$25,427.00 | 60-90               | \$115.00                  | \$4,939.00      | \$852.00                  |
| Walt Sweeney Ford*                            | \$25,223.00 | \$2,500.00     | \$22,723.00 | 60-120              | \$140.00                  | \$4,600.00      | \$0.00                    |
|   |             |                |             |                     |                           |                 |                           |
| SPECIFICATION #513                            |             |                | ESTIMATED   | ALTERNATE 513-1     | ALTERNATE 513-1           | ALTERNATE 513-2 |                           |
| 4 X 4 PICK UP W/ REGULAR CAB                  | UNIT PRICE  | (ITEM I)       | w/TRADE-IN  | DELIVERY<br>IN DAYS | Snow Plow Prep<br>Package | Snow Plow       | Weather Guard Tool<br>Box |
| Byers Chevrolet                               | \$27,629.00 | \$4,300.00     | \$23,329.00 | 56-70               | \$0.00                    | \$4,594.00      | \$737.00                  |
| Taylor Dealerships                            | \$25,855.00 | \$3,775.00     | \$22,080.00 | 90-120              | \$0.00                    | \$4,939.00      | \$852.00                  |
| Tri-County Dodge                              | \$31,427.00 | \$6,000.00     | \$25,427.00 | 60-90               | \$115.00                  | \$4,939.00      | \$852.00                  |
| Walt Sweeney Ford*                            | \$25,223.00 | \$2,500.00     | \$22,723.00 | 60-120              | \$140.00                  | \$4,600.00      | \$0.00                    |
|   |             |                |             |                     |                           |                 |                           |
| SPECIFICATION #708                            |             | TRADE-IN PRICE | NET PRICE   | ESTIMATED           |                           |                 |                           |
| 1/2 TON PICK UP TRUCK<br>4 X 2 W/ REGULAR CAB | UNIT PRICE  | (ITEM J)       | w/TRADE-IN  | DELIVERY<br>IN DAYS |                           |                 |                           |
| Byers Chevrolet                               | \$22,930.00 | \$1,400.00     | \$21,530.00 | 56-70               |                           |                 |                           |
| Taylor Dealerships                            | \$22,065.00 | \$1,875.00     | \$20,190.00 | 90-120              |                           |                 |                           |
| Tri-County Dodge                              | \$24,520.00 | \$2,000.00     | \$22,520.00 | 60-90               |                           |                 |                           |
| Walt Sweeney Ford*                            | \$21,497.00 | \$1,200.00     | \$20,297.00 | 60-120              |                           |                 |                           |
|   |             |                |             |                     |                           |                 |                           |
| SPECIFICATION #714                            |             | TRADE-IN PRICE | NET PRICE   | ESTIMATED           | ALTERNATE 714-1           | ALTERNATE 714-1 | ALTERNATE 714-2           |
| 4 X 4 PICK UP W/ REGULAR CAB                  | UNIT PRICE  | (ITEM K)       | w/TRADE-IN  | DELIVERY<br>IN DAYS | Snow Plow Prep<br>Package | Snow Plow       | Weather Guard Tool<br>Box |
| Byers Chevrolet                               | \$27,629.00 | \$5,300.00     | \$22,329.00 | 56-70               | \$0.00                    | \$4,594.00      | \$737.00                  |
| Taylor Dealerships                            | \$25,843.00 | \$8,150.00     | \$17,693.00 | 90-120              | \$0.00                    | \$4,939.00      | \$852.00                  |
| Tri-County Dodge                              | \$31,427.00 | \$10,000.00    | \$21,427.00 | 60-90               | \$115.00                  | \$4,939.00      | \$852.00                  |
| Walt Sweeney Ford*                            | \$25,223.00 | \$3,100.00     | \$22,123.00 | 60-120              | \$140.00                  | \$4,600.00      | \$0.00                    |
|   |             |                |             |                     |                           |                 |                           |



| SPECIFICATION #716           |              | TRADE-IN PRICE |                         | ESTIMATED           | ALTERNATE 716-1              | ALTERNATE 716-2    | ALTERNATE 716-3             | ALTERNATE 716-4              |                 |
|------------------------------|--------------|----------------|-------------------------|---------------------|------------------------------|--------------------|-----------------------------|------------------------------|-----------------|
| DUMP, CAB AND CHASSIS TRUCK  | UNIT PRICE   | (ITEM L)       | NET PRICE<br>w/TRADE-IN | DELIVERY<br>IN DAYS | Aluminum Wheels              | Spreader           | Central Hydraulic<br>System | Liquid Pre-Wetting<br>System |                 |
| Buckeye Western Star         | \$124,167.00 | \$14,250.00    | \$109,917.00            | 150-180             | \$950.00                     | \$3,696.00         | \$16,520.00                 | \$4,464.00                   |                 |
| FYDA Freightliner            | \$119,425.00 | \$23,000.00    | \$96,425.00             | 150-180             | \$492.00                     | \$3,696.00         | \$16,520.00                 | \$4,464.00                   |                 |
|                              |              |                |                         |                     |                              |                    |                             |                              |                 |
| SPECIFICATION #793           |              | TRADE-IN PRICE |                         | ESTIMATED           | ALTERNATE 793-1              | ALTERNATE 793-1    | ALTERNATE 793-2             |                              |                 |
| 4 X 4 PICK UP W/ REGULAR CAB | UNIT PRICE   | (ITEM M)       | NET PRICE<br>w/TRADE-IN | DELIVERY<br>IN DAYS | Snow Plow Prep<br>Package    | Snow Plow          | Weather Guard Tool<br>Box   |                              |                 |
| Byers Chevrolet              | \$27,629.00  | \$5,300.00     | \$22,329.00             | 56-70               | \$0.00                       | \$4,594.00         | \$737.00                    |                              |                 |
| Taylor Dealerships           | \$25,843.00  | \$7,150.00     | \$18,693.00             | 90-120              | \$0.00                       | \$4,939.00         | \$852.00                    |                              |                 |
| Tri-County Dodge             | \$31,427.00  | \$10,000.00    | \$21,427.00             | 60-90               | \$115.00                     | \$4,939.00         | \$852.00                    |                              |                 |
| Walt Sweeney Ford*           | \$25,223.00  | \$3,800.00     | \$21,423.00             | 60-120              | \$140.00                     | \$4,600.00         | \$0.00                      |                              |                 |
| SPECIFICATION #806           |              | TRADE-IN PRICE |                         | ESTIMATED           | ALTERNATE 806-A              | ESTIMATED DELIVERY | ALTERNATE 806-B             | ESTIMATED DELIVERY           | ALTERNATE 806-1 |
| 4 X 2 SUV COMPACT 4-DOOR     | UNIT PRICE   | (ITEM N)       | w/TRADE-IN              | DELIVERY<br>IN DAYS | Alternate Fuel               | IN DAYS            | Hybrid Vehicle              | IN DAYS                      | Corner Strobes  |
| Byers Ford                   | \$19,108.00  | \$3,500.00     | \$15,608.00             | 30-60               | No Bid                       |                    | No Bid                      |                              | \$475.00        |
| Germain Toyota*              | \$22,720.25  | \$6,000.00     | \$16,720.25             | 14                  | No Bid                       |                    | No Bid                      |                              | \$500.00        |
| Taylor Dealerships           | \$21,927.00  | \$2,250.00     | \$19,677.00             | 90-120              | No Bid                       |                    | No Bid                      |                              | \$618.00        |
|                              |              |                |                         |                     |                              |                    |                             |                              |                 |
| Key Chrysler, Jeep, Dodge    | \$18,424.00  | \$3,500.00     | \$14,924.00             |                     | State of Ohio Contract       |                    |                             |                              | \$550.00        |
| SPECIFICATION #811           |              | TRADE-IN PRICE | NET PRICE               | ESTIMATED           | ALTERNATE 811-1              | ALTERNATE 811-2    | ALTERNATE 811-3             |                              |                 |
| 2WD MID SIZE 4-DOOR SUV      |              | (ITEM O)       | w/TRADE-IN              | DELIVERY<br>IN DAYS | 4WD w/ All Season<br>Radials | Corner Strobes     | Lightbar                    |                              |                 |
| Byers Chevrolet              | \$26,348.00  | \$2,200.00     | \$24,148.00             | 56-70               | \$1,839.00                   | \$520.00           | \$2,178.00                  |                              |                 |
| Byers Ford                   | \$23,700.00  | \$5,000.00     | \$18,700.00             | 60-90               | \$2,200.00                   | \$475.00           | \$1,750.00                  |                              |                 |
| Germain Toyota*              | \$27,727.25  | \$4,500.00     | \$23,227.25             | 14                  | \$1,213.00                   | \$500.00           | \$1,800.00                  | Ţ                            |                 |
| Taylor Dealerships           | \$25,208.00  | \$2,150.00     | \$23,058.00             | 90-120              | \$1,610.00                   | \$618.00           | \$2,178.00                  |                              |                 |
|                              |              |                |                         |                     |                              |                    |                             | ]                            |                 |



| SPECIFICATION #AC1   |             | TRADE-IN PRICE | NET PRICE   | ESTIMATED             | ALTERNATE AC1-A   | ESTIMATED DELIVERY | ALTERNATE AC1-B   | ESTIMATED DELIVERY<br>IN DAYS |
|----------------------|-------------|----------------|-------------|-----------------------|-------------------|--------------------|-------------------|-------------------------------|
| 3/4 TON CARGO VAN    | UNIT PRICE  | (ITEM P)       | w/TRADE-IN  | DELIVERY<br>IN DAYS   | Alternate Fuel    | IN DAYS            | Hybrid Vehicle    |                               |
| Taylor Dealerships   | \$22,848.00 | \$3,150.00     | \$19,698.00 | 90-120                | No Bid            |                    | No Bid            |                               |
|                      |             |                |             |                       |                   |                    |                   |                               |
|                      |             |                |             |                       |                   |                    |                   |                               |
|                      |             |                |             |                       |                   |                    |                   |                               |
|                      |             |                |             |                       |                   |                    |                   |                               |
| SPECIFICATION #CH113 | UNIT PRICE  |                |             | ESTIMATED<br>DELIVERY | ALTERNATE CH113-A | ESTIMATED DELIVERY | ALTERNATE CH113-B | ESTIMATED DELIVERY            |
| MID SIZE 4-DOOR CAR  |             | (ITEM Q)       | w/TRADE-IN  | IN DAYS               | Alternate Fuel    | IN DATS            | Hybrid Vehicle    |                               |
| Byers Ford           | \$22,994.00 | \$800.00       | \$22,194.00 | 90-120                | No Bid            |                    | No Bid            |                               |
| Taylor Dealerships   | \$20,845.00 | \$1,575.00     | \$19,270.00 | 90-120                | No Bid            |                    | No Bid            |                               |
| Walt Sweeney Ford*   | \$26,765.00 | \$800.00       | \$25,965.00 | 60-120                | No Bid            |                    | No Bid            |                               |
|                      |             |                |             |                       |                   |                    |                   |                               |
|                      |             |                |             |                       |                   |                    |                   |                               |
| SPECIFICATION #P116  | UNIT PRICE  | TRADE-IN PRICE | NET PRICE   | ESTIMATED<br>DELIVERY | ALTERNATE P116-A  | ESTIMATED DELIVERY | ALTERNATE P116-B  | ESTIMATED DELIVERY            |
| MID SIZE 4-DOOR CAR  |             | (ITEM R)       | w/TRADE-IN  | IN DAYS               | Alternate Fuel    | IN DAYS            | Hybrid Vehicle    | IN DAYS                       |
| Byers Ford           | \$22,994.00 | \$1,000.00     | \$21,994.00 | 90-120                | No Bid            |                    | No Bid            |                               |
| Taylor Dealerships   | \$20,845.00 | \$1,575.00     | \$19,270.00 | 90-120                | No Bid            |                    | No Bid            |                               |
| Walt Sweeney Ford*   | \$26,765.00 | \$1,800.00     | \$24,965.00 | 60-120                | No Bid            |                    | No Bid            |                               |
|                      |             |                |             |                       |                   |                    |                   |                               |
|                      |             |                |             |                       |                   |                    |                   |                               |

Notes: \* Germain Toyota and Walt Sweeney Ford failed to sign their bid; staff recommends rejecting all incomplete and improperly executed bids submitted by Germain Toyota and Walt Sweeney Ford.