



Kenworth

Class 6, 7 & 8 Vehicles & Chassis

#081716-KTC

Maturity Date: 11/15/2020

Contract Documents ▼

Contract Documents

Class 6, 7, and 8 Chassis With Related Equipment, Accessories, and Services

Contract #081716-KTC

Effective 11/15/2016 - 11/15/2020

Contract Documentation

 [Request for Proposal \(RFP\)](#) (628.37 KB)

 [Contract Forms](#) (4 MB)

 [Contract Acceptance & Award](#) (1.48 MB)

Competitive Solicitation Documentation

-  [Affidavit of Advertisement](#) (1.35 MB)
-  [Proposal Opening Witness Page](#) (779.89 KB)
-  [Proposal Evaluation](#) (401.49 KB)
-  [Evaluation Committee Comment & Review](#) (480.7 KB)

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FORM E
CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by NJPA if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

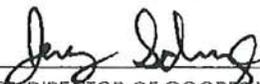
NJPA Contract #: 081716-KTC

Proposer's full legal name: Kenworth Truck Company, a Division of PACCAR Inc.

Based on NJPA's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by NJPA.

The effective date of the Contract will be November 15, 2016 and will expire on November 15, 2020 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the NJPA Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at NJPA's discretion.

NJPA Authorized Signatures:



NJPA DIRECTOR OF COOPERATIVE CONTRACTS
AND PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)



NJPA EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette
(NAME PRINTED OR TYPED)

Awarded on November 15, 2016

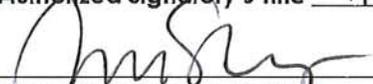
NJPA Contract # 081716-KTC

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name KENWORTH TRUCK COMPANY

Authorized Signatory's Title ASSISTANT GENERAL MANAGER



VENDOR AUTHORIZED SIGNATURE

JASON P. SKOOG

(NAME PRINTED OR TYPED)

Executed on 11/21, 2016

NJPA Contract # 081716-KTC



**NOTICE OF AWARD TO KENWORTH TRUCK COMPANY,
A DIVISION OF PACCAR INC.
Request for Proposal #081716
CLASS 6, 7, AND 8 CHASSIS WITH RELATED EQUIPMENT,
ACCESSORIES AND SERVICES**

November 15, 2016

Kenworth Truck Company, a Division of PACCAR Inc.
10630 N.E. 38th Place
Kirkland, WA 98033

Dear Mr. Kleespies:

Congratulations! You have been awarded an NJPA national contract for procurement of "Class 6, 7, and 8 Chassis with Related Equipment, Accessories and Services." Your proposal was accepted, deemed responsive, evaluated, and recommended for award by NJPA's Evaluation Committee as a solution to meet our members' needs. NJPA's Chief Procurement Officer and the Executive Director have approved a contract award to Kenworth Truck Company, a Division of PACCAR Inc., and this award will be effective on the date stated in the Acceptance and Award document.

This award means that you are now an "NJPA Awarded Contract Vendor" and are part of a select group of world-class vendors. We have attached the NJPA Acceptance and Award. Please check to make sure that your organization's authorized representative has signed this document and has provided a fully executed copy to NJPA.

Jed Klein is your NJPA Contract Administrator and will be contacting you soon to discuss plans to make this contract a success for you and our members. Here is Jed's contact information.

Office Phone: 218-895-4169
Cell Phone: 218-232-5643
Email: jed.klein@njpacoop.org

Sincerely,

Jonathan Yahn
Contracts and Compliance Manager

cc: Jed Klein

Form C

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**



Company Name: Kenworth Truck Company, Division of PACCAR Inc.

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by NJPA or included in the final contract. NJPA will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	NJPA ACCEPTS
3.35/10	Warranty	Kenworth Truck Company offers a limited basic vehicle warranty and extended warranties in lieu of implied warranties. The terms and conditions of these warranties generally meet or exceed the warranties offered by other truck manufacturers.	Accepted as clarification.
3.36/10	Additional Warrants	Kenworth Truck Company agrees to accept sole source responsibility for the vehicle and component parts warranted by Kenworth. Kenworth cannot accept responsibility for parts which are separately warranted (e.g. body installations, engines other than PACCAR branded engines). Typically, the Kenworth dealer will work with the responsible manufacturer or service supplier to rectify a defect or performance issue. Or, if desired, the Kenworth dealer will designate a point of contact for the NJPA member.	Accepted as clarification.
7.7/25	Awarded Vendors must report at least quarterly the total gross dollar volume of all products and services purchased by NJPA Members as it applies to this RFP and Contract. This report must include the name and address of the purchasing agency, Member number, amount of purchase, and description of the items purchased.	Kenworth dealers will report the total gross dollar, member name and address, member number, description of the items purchased, copy of member P.O. and final Kenworth dealer invoice to member monthly, or at least quarterly. In addition, Kenworth Truck Company will report quarterly the selling Kenworth dealer name, member name, and Kenworth vehicle number (last 6 of the VIN) and send with the NJPA fee.	Accepted as clarification.

Form C

Proposer's Signature: *Michael S. Kelly* Date: 8/26/2016

NJPA's clarification on exceptions listed above:



Sourcewell Member Discount for Kenworth Trucks Contract 081716-KTC - Rev. 10/2019

STEP 1. Any U.S. or Canadian authorized Kenworth Dealer generates a cab and chassis specification using the Kenworth PremierSpec system that meets the members need. A chassis summary report is generated and at the end of the specifications and a Total List Price is shown.

STEP 2. Sourcewell member chassis price will be determined by the Total List Price multiplied by the discount factor based on the model, plus any surcharge based on total list price compared to the minimums listed. This price includes cab and chassis only delivered to the first location after assembly, or as otherwise agreed upon with member.

STEP 3. Sourcewell member price for all truck bodies, additional equipment or services, fuel, DOT or State inspections, extended warranties, etc. is no more than Kenworth dealer sales department cost plus 5%.

STEP 4. Sourcewell 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 using PremierSpec generates a T880 model daycab with specifications with a Total List Price of \$236,661 using 1/1/19 price period. Member discount factor for that model is .534 per the chart below, so the sale price is \$126,376.97 (\$236,661 x .534) not including any body or other items. The cab and chassis price is not subject to any surcharge since the list price is greater than the minimums listed for the model.

2. Dealer also quotes a locally installed dump body, transport from body company, DOT Inspection, local cleaning and 10 gal of fuel for \$20,247.00 (Dealer cost plus no more than 5% markup)

3. Total member price for chassis plus body and other goods and services is \$146,623.97 (\$126,376.97 plus \$20,247.00) plus any applicable taxes, state fees, tag, title, etc. Final delivery and payment terms to be mutually agreed upon by the Kenworth dealer and member.

PROSPECTOR PRICE DATE TO USE: 1/1/2019

<u>Kenworth Model</u>	<u>Member % Discount off Total List Price</u>	<u>Equivalent Discount Factor</u>	<u>\$1000.00 upcharge if less than Minimum List Price:</u>	<u>\$2000.00 upcharge if less than Minimum List Price:</u>
K270 (Cabover)	23.50%	0.765	\$90,600	Does Not Apply
K370 (Cabover)	23.50%	0.765	\$90,600	Does Not Apply
K270/K370 with Vertical Exh. / Clear Rail Pkg	12.60%	0.874	\$93,700	Does Not Apply
T170	34.30%	0.657	\$94,000	Does Not Apply
T270	34.80%	0.652	\$101,100	Does Not Apply
T270 4x4	39.90%	0.601	\$149,400	Does Not Apply
T370 4x2 (Man/Automated Trans)	36.20%	0.638	\$111,000	Does Not Apply
T370 4x2 (Allison Trans)	37.00%	0.630	\$112,900	Does Not Apply
T370 4x4	39.60%	0.604	\$154,900	Does Not Apply
T370 6x4 (Man./Automated Trans)	35.50%	0.645	\$123,000	Does Not Apply
T370 6x4 (Allison Trans)	37.30%	0.627	\$138,200	Does Not Apply
T370 HFA 4x2 or 6x4 (18K or 20K Front Axle)	35.50%	0.645	\$143,700	Does Not Apply
T370 6x6	39.50%	0.605	\$154,900	Does Not Apply
T440 4x2	42.50%	0.575	\$153,000	Does Not Apply
T440 6x4	39.20%	0.608	\$172,800	\$157,100
T470 4x2	41.90%	0.581	\$151,000	Does Not Apply
T470 6x4	39.80%	0.602	\$174,500	\$161,700

T680 Daycab	45.20%	0.548	\$214,500	\$207,000
T680 Sleeper	46.50%	0.535	\$242,000	\$228,500
T880 Daycab	46.60%	0.534	\$228,500	\$221,800
T880S SFFA (Code 8090139)	46.70%	0.533	\$228,500	\$221,800
T880 Sleeper	47.30%	0.527	\$244,200	\$230,600
W990 Daycab	47.00%	0.530	\$244,000	\$231,000
W990 Sleeper	48.30%	0.517	\$261,000	\$245,000
T800 Daycab	47.30%	0.527	\$241,500	\$232,000
T800 Sleeper	47.60%	0.524	\$245,000	\$231,000
W900 Daycab	47.90%	0.521	\$243,000	\$230,000
W900 Sleeper	49.30%	0.507	\$260,000	\$243,800
T880 Tridem	46.60%	0.534	\$274,700	\$263,400
T990 Tridem	48.30%	0.517	\$292,000	\$277,000
T800 Tridem	47.80%	0.522	\$287,500	\$275,400
W900 Tridem	48.90%	0.511	\$295,700	\$280,500
T880 PX9 Engine	46.80%	0.532	\$221,600	\$208,300
W900 PX9 Engine	47.90%	0.521	\$215,700	\$203,500
T800 Twin Steer	40.80%	0.592	Does Not Apply	Does Not Apply
C500	39.10%	0.609	Does Not Apply	Does Not Apply

Natural Gas Models

T680 Daycab ISX 12N	46.80%	0.532	\$215,000	\$223,000
T680 Sleeper ISX 12N	48.00%	0.520	\$275,000	\$282,000
T880 Daycab ISX 12N	47.30%	0.527	\$239,000	\$248,000
T880 Sleeper ISX 12N	48.40%	0.516	\$268,000	\$275,000
T880 Daycab L9N	46.90%	0.531	\$223,000	\$230,000
T440 L9N	40.50%	0.595	\$188,000	\$197,000