

Bruckner’s Truck & Equipment
Cooperative / Contract Pricing Workbook - Replacement Parts and Service
H-GAC Contract #HT07-26A

Please complete every tab that applies to your company's product and service lines.

- 1. All pricing must be quoted as a Not-to-Exceed price and must state a specific unit of measure (e.g. Per Hour, Per Mile, Per Person, Per Unit, Per Trainer/Hour).
- 2. Any discount percentage must be a specific number (no ranges)
- 3. If a category does not apply, type 'N/A' in the column rather than leaving the row blank.
- 4. Add additional rows within any tab as needed

Category	Service Name	Service Description	Unit of Measure	Vendor Standard Rate (Not-to-Exceed)	% Discount Offered	Contract Price (Not-to-Exceed)
Example	Tech Level 1 Installation	Standard installation labor, Technician Level 1	Hourly / Tech	\$100.00	5.0%	\$95.00
Shop Labor	In-Shop Labor Rate	Standard shop/bay repair and service labor rate	Hourly	\$231.00	12.0%	\$203.28
Field Labor	On-Site / Field Labor Rate	Labor rate for repair or service performed at customer location	Hourly	\$241.00	12.0%	\$212.08
Emergency Labor	Emergency / After-Hours Labor Rate	Labor rate for emergency service including after hours, holidays, and weekends	Hourly	NA		\$0.00
Diagnostics	Diagnostic Labor Rate	Labor rate for equipment/unit diagnostics	Hourly	\$231.00	12.0%	\$203.28
Body & Paint	Body and Paint Repair Labor Rate	Labor rate for body and paint repair	Hourly	NA		\$0.00
Installation/Repair	General Installation/Repair Labor Rate	Not-to-exceed hourly labor rate for installation or repair service on equipment/products	Hourly	\$231.00	12.0%	\$203.28
Preventative Maintenance	PM Service	Preventative maintenance labor rate	Hourly	\$231.00	12.0%	\$203.28
Inspections	State Safety Inspection	State-mandated Inspection	Per Unit	\$231.00	12.0%	\$203.28
Discount Category	Description	Unit of Measure, if applicable	% Discount/Markup from list price			
Materials/Parts	Discount/Markup off Materials/Parts		20%			
OEM Parts	Discount/Markup off all Original Equipment Manufacturer (OEM) parts		20%			
Equipment	Discount/Markup off Equipment		20%			
Shop Supplies	Discount/Markup off Shop Supplies		20%			
Mileage	Per-mile delivery fee for unit delivery	Per Mile	NA			
Freight/Shipping	Per-mile delivery fee for parts orders	Per Mile	NA			