

BID ITEM WORKBOOK**COSTARS-13 Emergency Responder Vehicles****BIDDER/CONTRACTOR DATA**

BIDDER/CONTRACTOR'S LEGAL NAME:	SPENCER MANUFACTURING, INC.	
D/B/A NAME, IF APPLICABLE:		
BIDDER ADDRESS:	165 VETERANS BLVD SOUTH HAVEN, MI 49090	
COUNTY LOCATED IN:	OUT OF STATE (MICHIGAN - VAN BUREN)	
PA Legislative House District Number _____	PA Legislative Senate District Number _____	
VENDOR NUMBER:	531690	
DGS Self-Certified Small Business (SB) <input type="checkbox"/>	Certification Number _____	
Primary POC regarding IFB/Contract:	BRENDAN BYFORD	
Secondary POC regarding IFB/Contract:	GRANT SPENCER	
PHONE NUMBER:	888-439-4884	
FAX NUMBER:	269-639-1697	
EMAIL ADDRESS:	BRENDANB@SPENCERMFGINC.COM	
COMPANY'S GENERAL WEBSITE ADDRESS	SPENCERFIRETRUCKS.COM	

SEND PURCHASE ORDER(S) TO NAME:	SPENCER MANUFACTURING, INC.	
D/B/A NAME, IF APPLICABLE:		
ADDRESS:	165 VETERANS BLVD SOUTH HAVEN, MI 49090	
COUNTY LOCATED IN:	OUT OF STATE (MICHIGAN - VAN BUREN)	
HOURS OF OPERATION:	MONDAY - FRIDAY 7:00 AM - 4:00 pm	
POC regarding PURCHASE ORDER(S):	QUINTIN SPENCER	
PHONE NUMBER:	888-439-4884	
FAX NUMBER:	269-639-1697	
EMAIL ADDRESS:	QUINTINS@SPENCERMFGINC.COM	

SEND PAYMENT(S) TO NAME:	SPENCER MANUFACTURING, INC.	
D/B/A NAME, IF APPLICABLE:		
ADDRESS:	165 VETERANS BLVD SOUTH HAVEN, MI 49090	
POC regarding PAYMENT(S):	BRENDAN BYFORD	
PHONE NUMBER:	888-439-4884	
FAX NUMBER:	269-639-1697	
EMAIL ADDRESS:	BRENDANB@SPENCERMFGINC.COM	

BID ITEM WORKBOOK
COSTARS-13 Emergency Responder Vehicles
QUESTIONS

BIDDERS/CONTRACTOR'S LEGAL NAME: Spencer Manufacturing, Inc.

PLEASE BE ADVISED - COMPLETE ALL QUESTIONS AND EXPLANATIONS FOR YOUR BID TO BE ACCEPTED AS A RESPONSIBLE AND RESPONSIVE BID

The bidder must answer the following questions:

QUESTION	YES	NO	EXPLANATION
1) Does the Bidder-Contractor have any minimum order requirements? If yes, please explain.		X	
2) In accordance with Section 14 of the <i>Standard Terms and Conditions</i> , the Contractor shall deliver all item(s) F.O.B. Destination. a.) Is the Bidder-Contractor quoting shipping costs as a separate line item?		X	
b.) If no, is the Bidder-Contractor including shipping costs in its pricing?	X		
3) Does the Bidder-Contractor offer any pricing incentive(s) such as for Internet ordering? If yes, please explain.		X	
4) Does the Bidder-Contractor offer any prompt payment discount(s)? If yes, please explain.	X		Terms are negotiable based on the amount of the prompt payment as a percentage of the total contract
5) a.) Does the Bidder-Contractor accept credit card(s) as a method of payment from any Purchaser? If yes, please specify the particular type(s) of card(s) accepted:		X	
b.) If yes, does the Bidder-Contractor charge any fee(s) to the Purchaser for payment(s) made by credit card? If yes, please explain.			
6) Does the Bidder-Contractor charge any late fee(s) to the Purchaser for payment not made in accordance with Section 11 of the <i>Standard Terms and Conditions</i> ? If yes, please explain.	X		1.5% per month (18% annually)
7) After notification of contract award, is the Bidder-Contractor willing to further negotiate pricing with COSTARS members?	X		Case by case basis
8) Does the Bidder-Contractor offer lease and installment purchases?		X	
9) If the Bidder is a manufacturer bidding directly, does the Bidder wish to offer contract items via its dealer network? If yes, please complete LIST OF AUTHORIZED DEALERS sheet of this workbook including supplier information and stating any dealer's territory breakdown (such as counties, municipalities, or regions). Also, indicate on the Bidder-Contractor Data Sheet a representative for Purchasers to contact regarding POs and payment.		X	
10) Is the Bidder-Contractor going to provide a dedicated COSTARS website for Purchasers (see Section 9 of the <i>Standard Terms and Conditions</i>)? If yes, how much time after notification of contract award will the Bidder-Contractor need to have the website up and running?		X	

BID ITEM WORKBOOK

COSTARS-13 Emergency Responder Vehicles

SERVICE AREA

BIDDERS/CONTRACTOR'S LEGAL NAME: SPENCER MANUFACTURING, INC.

Please refer to Section 5 of the COSTARS Contract Special Terms and Conditions for guidance.

SERVICE AREA

Statewide

OR

- 1 Adams
- 2 Allegheny
- 3 Armstrong
- 4 Beaver
- 5 Bedford
- 6 Berks
- 7 Blair
- 8 Bradford
- 9 Bucks
- 10 Butler
- 11 Cambria
- 12 Cameron
- 13 Carbon
- 14 Centre
- 15 Chester
- 16 Clarion
- 17 Clearfield
- 18 Clinton
- 19 Columbia
- 20 Crawford
- 21 Cumberland
- 22 Dauphin
- 23 Delaware

- 24 Elk
- 25 Erie
- 26 Fayette
- 27 Forest
- 28 Franklin
- 29 Fulton
- 30 Greene
- 31 Huntingdon
- 32 Indiana
- 33 Jefferson
- 34 Juniata
- 35 Lackawanna
- 36 Lancaster
- 37 Lawrence
- 38 Lebanon
- 39 Lehigh
- 40 Luzerne
- 41 Lycoming
- 42 McKean
- 43 Mercer
- 44 Mifflin
- 45 Monroe
- 46 Montgomery

- 47 Montour
- 48 Northampton
- 49 Northumberland
- 50 Perry
- 51 Philadelphia
- 52 Pike
- 53 Potter
- 54 Schuylkill
- 55 Snyder
- 56 Somerset
- 57 Sullivan
- 58 Susquehanna
- 59 Tioga
- 60 Union
- 61 Venango
- 62 Warren
- 63 Washington
- 64 Wayne
- 65 Westmoreland
- 66 Wyoming
- 67 York

BID ITEM WORKBOOK**COSTARS-13 Emergency Responder Vehicles****PRODUCT CATEGORY/MANUFACTURER LIST****BIDDERS/CONTRACTOR'S LEGAL NAME:** SPENCER MANUFACTURING, INC.

The bidder must identify the product category(ies) and manufacturer line(s) for the items that the bidder is offering. If the Bidder is not a manufacturer, it must submit written proof from each manufacturer of the Bidder's authorization to sell the manufacturer's goods and materials, as required by this Contract (the proof need not be specific to this procurement). Refer to Paragraph 7.b. of the *Instructions to Bidders for COSTARS Contracts* for further guidance.

	PRODUCT CATEGORY <i>(Identify all that are applicable with a checkmark.)</i>	MANUFACTURERS <i>(State ALL that are applicable. Attach additional sheet(s) to this workbook if necessary.)</i>
	Ambulances	
X	Fire trucks, including aeriels, rescues, engine-rescues, trucks, engines, quads, quints, tankers, pumper-tankers and brush trucks.	Spencer Manufacturing, Inc.
	Police Bicycles	
	Pursuit certified police vehicles.	
	Segways	
	Specialty response vehicles, to include, command posts, SWAT/tactical response, mobile command and control, disaster response and recovery, urban search and rescue, mobile processing and booking, crime scene investigation, arson investigation, surveillance, mobile laboratory, mobile 911 and K-9 units, and water rescue boats and apparatus. <input type="checkbox"/>	

BID ITEM WORKBOOK
COSTARS-13 Emergency Responder Vehicles
ANCILLARY SERVICES, IF APPLICABLE

BIDDERS/CONTRACTOR'S LEGAL NAME: Spencer Manufacturing, Inc.

A Contractor may choose to offer ancillary services in conjunction with the products it provides to the Purchaser. However, any ancillary services offered must be: (1) expressly authorized in the original IFB/Contract, (2) directly related to the delivery, installation or normal use of the product or component parts purchased, (3) limited to the actual product or component parts purchased, and (4) initiated/ordered at the time of product purchase. Stand-alone services and services for products not purchased from this supply Contract, including existing equipment for which component parts from this contract are purchased, are not within the scope of this supply Contract. The Department of General Services reserves the right to determine which ancillary services shall be included in any contract.

	ANCILLARY SERVICES <i>(Identify all that are applicable with a checkmark.)</i>	PRICING <i>(If applicable. Please attach additional sheet(s) with detailed pricing if necessary.)</i>
<input checked="" type="checkbox"/>	Customization	Spencer Manufacturing will provide a detailed quote based on provided specifications
<input checked="" type="checkbox"/>	Extended Warranty	Spencer Manufacturing will provide a detailed quote based on provided specifications
<input checked="" type="checkbox"/>	Hand Controls/Redundant Controls	Spencer Manufacturing will provide a detailed quote based on provided specifications
<input checked="" type="checkbox"/>	Installation Service	Spencer Manufacturing will provide a detailed quote based on provided specifications
<input checked="" type="checkbox"/>	Preventive Maintenance	Spencer Manufacturing will provide a detailed quote based on provided specifications
<input checked="" type="checkbox"/>	Special Delivery Arangments per Special Terms and Conditions	Spencer Manufacturing will provide a detailed quote based on provided specifications
<input checked="" type="checkbox"/>	Special Lettering	Spencer Manufacturing will provide a detailed quote based on provided specifications
<input checked="" type="checkbox"/>	Training	Spencer Manufacturing will provide a detailed quote based on provided specifications

The Bidder may submit the list of ancillary services and prices it proposes to offer. If it is not possible to submit pricing, as may be the case with certain installation services, the Bidder shall simply note that it is offering the service and that the actual price will be negotiated between it and the COSTARS participant and annotated on the purchase order at time of order.

BID ITEM WORKBOOK
COSTARS-13 Emergency Responder Vehicles
BID ITEM SHEET

BIDDERS/CONTRACTORS LEGAL NAME: Spencer Manufacturing, Inc.

PRICING
 The Bidder may offer any type of discount, mark-up, or other pricing structure such as multiple discounts for different lines of products, or different price lists, or different classes of Purchasers, or different prices for different quantities of products. Please reference Subsection 6.b. of the Special Terms and Conditions for further guidance.
 After Contract award, a Contractor may offer, either on its own initiative or at a Purchaser's request, additional discounts, reduced mark-ups, customized lists, or discounted prices for any purchase within the scope of the Contract, even if such discounts, mark-ups, or discounted prices were not included in the bid prices.

The Bid Item Workbook should contain a separate Bid Item Sheet for each manufacturer's price list or cost sheet.

MANUFACTURER: Spencer Manufacturing, Inc.
PRICING STANDARD: (Check that which is applicable.) XXXX Catalog or Manufacturer's/Distributor's Most Recently Published Price List Less % of Discount
 Suppliers Cost Plus % of Mark-up or Fixed \$ Mark-up
 Custom List including Net Prices
PRICE LIST IDENTIFICATION:
CATALOG OR PRICE LIST NAME: Spencer Manufacturing, Inc.
IDENTIFICATION NO. (IF APPLICABLE): _____
EFFECTIVE DATE: 25-May-21
CLASS OF PURCHASER: All
 (i.e. All Purchasers or separate lines for specific classes, such as Educational Purchasers and Non-educational Purchasers.)

ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET		
<i>Custom 2000 GPM 500 Gallon Pumper</i>	8%		
<i>Custom 2000 GPM 750 Gallon Pumper</i>	8%		
<i>Custom 1500 GPM 1000 Gallon Pumper</i>	8%		
<i>Custom 2000 Gallon Tanker</i>	8%		
<i>Quick Response Vehicle (QRV)</i>	8%		
<i>Aerial Stick</i>	8%		
<i>Aerial Platform</i>	8%		
<i>Aerial Squirt</i>	8%		
<i>Wildland Truck</i>	8%		
<i>Medical Truck</i>	8%		
<i>Mini Pumper</i>	8%		
<i>Wet Rescue</i>	8%		
<i>Mini Walk Around Rescue</i>	8%		
<i>Mini Walk In Rescue</i>	8%		
<i>Commercial Walk Around Rescue</i>	8%		
<i>Commercial Walk In Rescue</i>	8%		
<i>Custom Walk Around Rescue</i>	8%		
<i>Custom Walk In Rescue</i>	8%		
<i>Commercial Tanker</i>	8%		
<i>Custom Tanker</i>	8%		

ITEM CATEGORY	VOLUME BAND I [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET		
<i>Commercial Pumper Tanker</i>	8%		
<i>Custom Pumper Tanker</i>	8%		
<i>Commercial Pumper</i>	8%		
<i>Custom Pumper</i>	8%		
<i>Commercial Rescue Pumper</i>	8%		
<i>Custom Rescue Pumper</i>	8%		