

Please fill out table and questions below

[illegible]

Required Questions

PLEASE CHECK YOUR ANSWERS OR FILL IN

- X YES or NO
 X YES or NO
 X % OFF or AMOUNT OFF
 AMOUNT or X QUANTITY
 1%
 cost plus 45% margin
 cost plus 45 % margin

1%

cost plus 45% margin

cost plus 45 % margin

EXHIBIT 2 (Revised) - Pricing Sheet
Please fill out table and questions below

[illegible]

Required Questions

PLEASE CHECK YOUR ANSWERS OR FILL IN

5. How much is the discount? (\$ or %)
6. OEM Repair Parts discount is?
7. After Market Parts discount is?

How much is the discount? (\$ or %)

After Market Parts discount is?

_____ X _____ % OFF or _____ AMOUNT OFF
 _____ AMOUNT or _____ X _____ QUANTITY

cost plus 45% margin

cost plus 45 % margin

EXHIBIT 2 (Revised) - Pricing Sheet
Please fill out table and questions below

Type of Equipment (Indicate Type of Truck)	Fuel Type (Indicate: CNG, Diesel, Electric, Gasoline, or Hybrid)	Truck Size	Manufacturer	Model	Manufacturer's Catalog Date	Truck			Chassis (if separate)			Truck and Chassis Net Total	Truck Shipping	Chassis Shipping	Total shipping	Total Oklahoma Price
						Manufacturer's Current Catalog Price For Garbage Truck (\$)	Percentage Off Manufacturer's Catalog Price (%)	Net Oklahoma Price: Manufacturer Catalog Price Minus Percentage Off Discount (\$)	Chassis Manufacturer Price (if separate) (\$)	Chassis Discount (if applicable) (%)	Net Oklahoma Price: Chassis Price Minus Percentage Off Discount (\$)	Total Oklahoma Price for Truck and Chassis (\$)	Estimated Shipping for Garbage Truck from Manufacturer (\$)	Estimated Shipping for Chassis from Manufacturer (if applicable) (\$)	Total Truck and Chassis Shipping (\$)	Total Oklahoma Price with Estimated Shipping and Delivery (\$)
Side Loader	Diesel	All	Labrie	All	2023	\$300,000.00	Plus 5%	\$345,000.00	\$230,000.00	Plus 10%	\$253,000.00	\$553,000.00	\$10,000.00	\$7,500.00	\$17,500.00	\$570,500.00
Side Loader	Diesel	10	Labrie	ASL	2023	\$225,000	Plus 5%	\$236,250	\$230,000.00	Plus 10%	\$253,000.00	\$478,000.00	10,000	\$7,500.00	\$17,500.00	\$495,500
Side Loader	Diesel	12	Labrie	ASL	2023	227,000	Plus 5%	\$238,350	\$230,000.00	Plus 10%	\$253,000.00	\$491,350	10,000	\$7,500.00	\$17,500.00	\$508,850
Side Loader	Diesel	14	Labrie	ASL	2023	229,700.00	Plus 5%	\$241,185	\$230,000.00	Plus 10%	\$253,000.00	\$494,185	10,000	\$7,500.00	\$17,500.00	\$511,685
Side Loader	Diesel	15	Labrie	ASL	2023	232,000	Plus 5%	\$243,600	\$230,000.00	Plus 10%	\$253,000.00	\$496,600	10,000	\$7,500.00	\$17,500.00	\$514,100
Side Loader	Diesel	17	Labrie	ASL	2023	235,000	Plus 5%	\$246,750	\$230,000.00	Plus 10%	\$253,000.00	\$499,750	10,000	\$7,500.00	\$17,500.00	\$517,250
Side Loader	Diesel	20	Labrie	ASL	2023	237,400	Plus 5%	\$249,270	\$230,000.00	Plus 10%	\$253,000.00	\$502,270	10,000	\$7,500.00	\$17,500.00	\$519,770
Side Loader	Diesel	22	Labrie	ASL	2023	239,700	Plus 5%	\$251,685	\$230,000.00	Plus 10%	\$253,000.00	\$504,685	10,000	\$7,500.00	\$17,500.00	\$522,185
Side Loader	Diesel	24	Labrie	ASL	2023	247,000	Plus 5%	\$259,350	\$230,000.00	Plus 10%	\$253,000.00	\$512,350	10,000	\$7,500.00	\$17,500.00	\$529,850
Side Loader	Diesel	26	Labrie	ASL	2023	251,000	Plus 5%	\$263,550	\$230,000.00	Plus 10%	\$253,000.00	\$516,550	10,000	\$7,500.00	\$17,500.00	\$534,050
Side Loader	Diesel	28	Labrie	ASL	2023	254,000	Plus 5%	\$266,700	\$230,000.00	Plus 10%	\$253,000.00	\$519,700	10,000	\$7,500.00	\$17,500.00	\$537,200
Side Loader	Diesel	30	Labrie	ASL	2023	260,200	Plus 5%	\$273,210	\$230,000.00	Plus 10%	\$253,000.00	\$526,210	10,000	\$7,500.00	\$17,500.00	\$543,710
Side Loader	Diesel	32	Labrie	ASL	2023	264,300	Plus 5%	\$277,515	\$230,000.00	Plus 10%	\$253,000.00	\$530,515	10,000	\$7,500.00	\$17,500.00	\$548,015
Side Loader	Diesel	34	Labrie	ASL	2023	268,600	Plus 5%	\$282,030	\$230,000.00	Plus 10%	\$253,000.00	\$535,030	10,000	\$7,500.00	\$17,500.00	\$552,530
Side Loader	Diesel	36	Labrie	ASL	2023	273,200	Plus 5%	\$286,860	\$230,000.00	Plus 10%	\$253,000.00	\$539,860	10,000	\$7,500.00	\$17,500.00	\$557,360
Side Loader	Diesel	38	Labrie	ASL	2023	277,000	Plus 5%	\$290,850	\$230,000.00	Plus 10%	\$253,000.00	\$543,850	10,000	\$7,500.00	\$17,500.00	\$561,350
Side Loader	Diesel	36	Labrie	ASL Co Mangle	2023	\$320,000	Plus 5%	\$336,000	\$230,000	Plus 10%	\$253,000.00	\$589,000	10,000	\$7,500	\$17,500	\$606,500
SURCHARGES IF APPLICABLE WILL BE ADDED AS A SEPARATE LINE ITEM	CNG/ Electric or Hybrid pricing additional as an option	Different Arms and Models options														

Required Questions

PLEASE CHECK YOUR ANSWERS OR FILL IN

- Do you allow any trade-ins?
- Do you give any multiple unit discounts?
- What is the multiple unit discount given in?
- How much has to be purchased to get the discount?

PURCHASED

- How much is the discount? (\$ or %)
- OEM Repair Parts discount is?
- After Market Parts discount is?

☐ YES or ☐ NO
☐ YES or ☐ NO
☐ % OFF or ☐ AMOUNT OFF
☐ AMOUNT or ☐ X QUANTITY

☐ 1%
cost plus 45 % margin
cost plus 45% margin

EXHIBIT 2 (Revised) - Pricing Sheet
Please fill out table and questions below

[illegible]

Required Questions

PLEASE CHECK YOUR ANSWERS OR FILL IN

- | | <u> X </u> YES | or | <u> </u> NO |
|----------------------------------|------------------|-------------------------------------|------------------|
| | <u> X </u> YES | or | <u> </u> NO |
| <u> </u> <u> X </u> % OFF | or | <u> </u> AMOUNT OFF | |
| <u> </u> AMOUNT | or | <u> </u> <u> X </u> QUANTITY | |
| <u> </u> 1% | | | |
| cost plus 45% margin | | | |
| cost plus 45% margin | | | |

1%

cost plus 45% margin

cost plus 45% margin

EXHIBIT 2 (Revised) - Pricing Sheet
Please fill out table and questions below

[illegible]

Required Questions

PLEASE CHECK YOUR ANSWERS OR FILL IN

- PLEASE CHECK YOUR ANSWERS OR FILL IN**
1. Do you allow any trade-ins? _____ X YES or _____ NO
 2. Do you give any multiple unit discounts? _____ X YES or _____ NO
 3. What is the multiple unit discount given in? _____ X % OFF or _____ AMOUNT OFF
 4. How much has to be purchased to get the discount?
PURCHASED _____ AMOUNT or _____ X _____ QUANTITY
 5. How much is the discount? (\$ or %)
_____ 1% _____
 6. OEM Repair Parts discount is? _____ cost plus 45% margin
 7. After Market Parts discount is? _____ cost plus 45 % margin

Type of Equipment (Indicate Type of Truck)	Fuel Type (Indicate: CNG, Diesel, Electric, Gasoline, or Hybrid)	Truck Size	Manufacturer	Model	Manufacturer's Catalog Date	Truck				Chassis (If separate)			Truck and Chassis Net Total	Truck Shipping	Chassis Shipping	Total Shipping	Total Oklahoma Price
						Manufacturer's Current Catalog Price For Garbage Truck (\$)	Percentage Off Current Catalog Price (%)	Net Oklahoma Price: Manufacturer Catalog Price Minus Percentage Off Discount (\$)	Chassis Manufacturer Price (If separate) (\$)	Chassis Discount (If applicable) (%)	Net Oklahoma Price: Chassis Price Minus Percentage Off Discount (\$)	Total Oklahoma Price for Truck and Chassis (\$)					
Grapple	Diesel		Peterson	T1.2	2023	\$130,000.00	Plus 5%	\$136,500.00	\$220,000.00	Plus 10%	\$242,000.00	\$378,500.00	\$10,000.00	\$7,500.00	\$17,500.00	\$396,000.00	
Grapple	Diesel		Peterson	T1.3	2023	\$162,000	Plus 5%	\$170,100	\$220,000.00	Plus 10%	\$242,000.00	\$412,100	\$10,000.00	\$7,500.00	\$17,500.00	\$429,600	
Grapple	Diesel		Peterson	T1.3	2023	\$180,000	Plus 5%	\$189,000	\$220,000.00	Plus 10%	\$242,000.00	\$431,000	\$10,000.00	\$7,500.00	\$17,500.00	\$448,500	
Grapple	Diesel		Peterson	RL3	2023	\$190,000	Plus 5%	\$199,500	\$220,000.00	Plus 10%	\$242,000.00	\$441,500	\$10,000.00	\$7,500.00	\$17,500.00	\$459,000	
Grapple	Diesel		Peterson	RL3	2023	\$186,000	Plus 5%	\$195,300	\$220,000.00	Plus 10%	\$242,000.00	\$437,300	\$10,000.00	\$7,500.00	\$17,500.00	\$454,800	
Grapple	Diesel		Peterson	HL3	2023	\$196,000	Plus 5%	\$204,750	\$220,000.00	Plus 10%	\$242,000.00	\$446,750	\$10,000.00	\$7,500.00	\$17,500.00	\$464,250	
Grapple	Diesel		Peterson	BL3	2023	\$140,000	Plus 5%	\$147,000	\$220,000.00	Plus 10%	\$242,000.00	\$389,000	\$10,000.00	\$7,500.00	\$17,500.00	\$406,500	
Grapple	Diesel		Peterson	RS3	2023	\$240,000	Plus 5%	\$252,000	\$220,000.00	Plus 10%	\$242,000.00	\$494,000	\$10,000.00	\$7,500.00	\$17,500.00	\$511,500	
Grapple	Diesel		Peterson	SL3	2023	\$147,000	Plus 5%	\$154,350	\$220,000.00	Plus 10%	\$242,000.00	\$396,350	\$10,000.00	\$7,500.00	\$17,500.00	\$413,850	
Grapple	Diesel		Peterson	DL3	2023	\$186,000	Plus 5%	\$191,400	\$220,000.00	Plus 10%	\$242,000.00	\$439,400	\$10,000.00	\$7,500.00	\$17,500.00	\$456,900	
Grapple	Diesel		Peterson	CP3	2023	\$164,000	Plus 5%	\$171,200	\$220,000.00	Plus 10%	\$242,000.00	\$414,200	\$10,000.00	\$7,500.00	\$17,500.00	\$431,700	
Grapple	Diesel		Peterson	AL1	2023	\$210,000	Plus 5%	\$220,500	\$220,000.00	Plus 10%	\$242,000.00	\$462,500	\$10,000.00	\$7,500.00	\$17,500.00	\$480,000	
Grapple	Diesel		Peterson	AL2	2023	\$254,000	Plus 5%	\$266,700	\$220,000.00	Plus 10%	\$242,000.00	\$508,700	\$10,000.00	\$7,500.00	\$17,500.00	\$526,200	
Surcharges if applicable will be listed as a separate line item	CNG/ Electric or Hybrid pricing additional as an option																
Required Questions																	
PLEASE CHECK YOUR ANSWERS OR FILL IN																	
1. Do you allow any trade-ins? <input type="checkbox"/> YES or <input type="checkbox"/> NO																	
2. Do you give any multiple unit discounts? <input type="checkbox"/> YES or <input type="checkbox"/> NO																	
3. What is the multiple unit discount given in? <input type="checkbox"/> X % OFF or <input type="checkbox"/> AMOUNT OFF																	
4. How much has to be purchased to get the discount? <input type="checkbox"/> AMOUNT or <input type="checkbox"/> X QUANTITY																	
PURCHASED																	
5. How much is the discount? (\$ or %) <input type="text"/> 1%																	
6. OEM Repair Parts discount is? <input type="text"/> cost plus 45% margin																	
7. After Market Parts discount is? <input type="text"/> cost plus 45 % margin																	

Required Questions

PLEASE CHECK YOUR ANSWERS OR FILL IN

1. Do you allow any trade-ins?
_____ X YES or _____ NO
_____ X YES or _____ NO
2. Do you give any multiple unit discounts?
_____ X % OFF or _____ AMOUNT OFF
3. What is the multiple unit discount given in?
_____ AMOUNT or _____ X _____ QUANTITY
4. How much has to be purchased to get the discount?
PURCHASED
5. How much is the discount? (\$ or %)
_____ 1%
_____ cost plus 45% margin
6. OEM Repair Parts discount is?
_____ cost plus 45 % margin
7. After Market Parts discount is?

- ☐ X YES or ☐ NO
☐ X YES or ☐ NO
☐ X % OFF or ☐ AMOUNT OFF
☐ AMOUNT or ☐ X QUANTITY

☐ 1%
☐ cost plus 45% margin
☐ cost plus 45 % margin

Please fill out table and questions below

[illegible]

Required Questions

1. Do you allow any trade-ins?
2. Do you give any multiple unit discounts?
3. What is the multiple unit discount given in?
4. How much has to be purchased to get the discount?

PURCHASED

5. How much is the discount? (\$ or %)
6. OEM Repair Parts discount is?
7. After Market Parts discount is?

☐ YES or ☐ NO
☐ YES or ☐ NO
☐ % OFF or ☐ AMOUNT OFF
☐ AMOUNT or ☐ X ☐ QUANTITY
☐ 1%
☐ cost plus 45% margin
☐ cost plus 45 % margin

$$\frac{1\%}{\text{cost plus 45\% margin}}$$

[illegible]

Required Questions

PLEASE CHECK YOUR ANSWERS OR FILL IN

1. Do you allow any trade-ins?
_____ ☐ YES or _____ ☐ NO
2. Do you give any multiple unit discounts?
_____ ☐ YES or _____ ☐ NO
3. What is the multiple unit discount given in?
_____ ☐ X % OFF or _____ ☐ AMOUNT OFF
4. How much has to be purchased to get the discount?
_____ ☐ AMOUNT or _____ ☐ X _____ ☐ QUANTITY

PURCHASED

5. How much is the discount? (\$ or %)
_____ ☐ 1%
6. OEM Repair Parts discount is?
_____ ☐ cost plus 45% margin
7. After Market Parts discount is?
_____ ☐ cost plus 45 % margin

<u> </u> 1% <u> </u>	<u> </u> AMOUNT OF <u> </u> QUANTITY
cost plus 45% margin	<u> </u> X % OFF or <u> </u> NO
cost plus 45 % margin	<u> </u> X YES or <u> </u> NO
	<u> </u> X YES or <u> </u> NO

Please fill out table listing any Optional Value-Add Equipment or Service and answer the questions below.

[illegible]

PLEASE CHECK YOUR ANSWERS OR FILL IN

1. Do you allow any trade-ins?
_____ **X** **YES** or _____ **NO**
2. Do you give any multiple unit discounts?
_____ **X** **YES** or _____ **NO**
3. What is the multiple unit discount given in?
_____ **X** _____ % **OFF** or _____ **AMOUNT** **OFF**
4. How much has to be purchased to get the discount?
_____ **X** _____ **QUANTITY PURCHASED**
_____ 1%
_____ cost plus 45 % margin
5. How much is the discount? (\$ or %)
_____ % **OFF**
6. OEM Repair Parts discount is?
_____ % **OFF**
7. After Market Parts discount is?
_____ cost plus 45 % margin