

RFP #24-019 OEM Parts and Accessories Discount Tabulation

Vendor	Primary or Secondary	Percentage Discount	Cost Plus Percentage
<u>BLUEBIRD</u>			
National Bus Sales & Leasing, Inc.	Primary	0%	
Chalk's Truck Parts	Secondary	50%	
<u>FORD</u>			
* Tommy Vaughn Motors, Inc.	Primary		10%
Gullo Ford	Secondary	25%	
Gullo Ford			20%
<u>FREIGHTLINER</u>			
Chalk's Truck Parts	Primary	50%	
Thomas Bus Gulf Coast	Secondary	20%	
<u>NAVISTAR</u>			
Chalk's Truck Parts	Primary	5%	
International Trucks of Houston	Secondary	National Fleet	
<u>LONGHORN BUS</u>			
Longhorn Bus Sales	Primary	25%	
Thomas Bus Gulf Coast	Secondary	20%	
<u>THOMAS BUS</u>			
Chalk's Truck Parts	Primary	50%	
Thomas Bus Gulf Coast	Secondary	20%	
<u>GM/CHEVROLET</u>			
* John Wiesner, Inc.	Primary		10%
* Buckalew Chevrolet	Secondary		15%
Wiesner Huntsville		30%	

Discount Tabulation Award

OEM Brand	<i>Primary Vendors</i>	<i>Secondary Vendors</i>
Bluebird	National Bus Sales & Leasing, Inc.	Chalk's Truck Parts
Ford	Tommie Vaughn Motors, Inc.	Gullo Ford
Freightliner	Chalk's Truck Parts	Thomas Bus
Navistar	Chalk's Truck Parts	International Trucks of Houston
Longhorn Bus	Longhorn Bus Sales	Thomas Bus
Thomas Bus	Chalk's Truck Parts	Thomas Bus
GM/Chevrolet	Wiesner Conroe	Buckalew Chevrolet

* See market basket evaluation for difference in pricing with "cost-plus percentage" and "percentage discount"

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Market Basket Evaluation
(Based on the shelf or catalog discount offered)

Vendor	Unit Price
<u>BLUEBIRD</u>	
1558550 Washer Reservoir	
Chalk's Truck Parts	\$ 39.00
National Bus Sales & Leasing, Inc.	\$ 39.32
1061928 Locking Door Handle	
National Bus Sales & Leasing, Inc.	\$ 62.72
Chalk's Truck Parts	\$ 100.00
4315131 Packard Relay	
National Bus Sales & Leasing, Inc.	\$ 13.35
Chalk's Truck Parts	\$ 25.00
<u>FORD</u>	
3W7Z5427008AA	
Tommie Vaughn Motors, Inc.	\$ 42.00
Gullo Ford	\$ 47.73
F2AZ13007A-B	
Tommie Vaughn Motors, Inc.	\$ 53.23
Gullo Ford	\$ 60.49
F8AZ9424-AAA	
Tommie Vaughn Motors, Inc.	\$ 388.85
Gullo Ford	\$ 441.88
<u>FREIGHTLINER</u>	
A-206 Hood Latch Assy.	
Chalk's Truck Parts	\$ 62.95
4002066 Throttle Positioning Sensor	
Chalk's Truck Parts	\$ 55.80
Thomas Bus	\$ 66.27
680-542-02-08 Air Gauge	
Thomas Bus	\$ 59.10
Chalk's Truck Parts	\$ 89.80

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Vendor	Unit Price
<u>NAVISTAR</u>	
3937742-C1	
Chalk's Truck Parts	\$ 22.96
International Trucks of Houston	\$ 23.43
3566936-C91	
Chalk's Truck Parts	\$ 89.78
International Trucks of Houston	\$ 91.61
3566941-C91	
Chalk's Truck Parts	\$ 82.86
International Trucks of Houston	\$ 84.55
<u>LONGHORN BUS</u>	
19693 Braun Accumulator	
Longhorn Bus Sales	\$ 339.00
Thomas Bus	\$ 361.60
5200-2874 Back Up Light Switch	
Thomas Bus	\$ 10.86
Longhorn Bus Sales	\$ 14.04
<u>THOMAS BUS</u>	
480807 Turn Signal Switch	
Chalk's Truck Parts	\$ 138.10
680-540-04-45 Switch Assy.	
Thomas Bus	\$ 9.08
Chalk's Truck Parts	\$ 36.90
4002066-NX Portioning Sensor	
Chalk's Truck Parts	\$ 55.80
Thomas Bus	\$ 66.27

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Vendor	Unit Price
GM/CHEVROLET	
26100986 Turn Signal Switch	
John Wiesner, Inc.	\$ 165.41
Buckalew Chevrolet	\$ 172.93
Wiesner Huntsville	\$ 210.52
24203876 Transmission Sensor	
John Wiesner, Inc.	\$ 13.86
Buckalew Chevrolet	\$ 14.49
Wiesner Huntsville	\$ 15.48
7540097 Power Steering Pump	
John Wiesner, Inc.	\$ 261.71
Buckalew Chevrolet	\$ 273.61
Wiesner Huntsville	\$ 292.19