



Comprehensive Retrofit Bid

COMPBD2010

The undersigned hereby affirms that (1) he/she is a duly authorized agent of the Vendor, (2) he/she has read all terms and conditions and technical specifications which were made available in conjunction with this Solicitation and fully understands and accepts them unless specific variations have been expressly listed in his/her offer, (3) that the Offer is being submitted on behalf of the Vendor in accordance with any terms and conditions set forth in this document, and (4) that the Vendor will accept any awards made to it as a result of the Offer submitted herein for a minimum of ninety calendar days following the date of submission.

TYPE YOUR INFORMATION

Submitting Firm: [Rush Truck Centers of Colorado, Inc. dba Rush Truck Centers - Denver](#)

Address: [5165 Vasquez Boulevard, Denver, CO 80216](#)

Telephone Number: [303-292-3170 or 888-895-7383](#)

Name of Agent (print/type): [Michael Russell](#)

Title: [Regional General Manager](#)

E-mail Address: russellm@rush-enterprises.com

Authorized Signature: _____

Date: [June 22nd 2010](#)

Attest: _____

My Commission Expires: _____

CORPORATE SEAL [\(No Seal Available\)](#)



Vendor Clarifications and Proposal Checklist

General

Vendors must include this checklist and the signature page with their returned Offer. Failure to do so will eliminate Vendor Offers from consideration.

The Council recommends that the Vendor include required data and information where the Council has requested it in the Offer. The appendix is for documentation to support this data and information. Include requested data in the Offer and only cite the documentation in the appendix to support Vendor Offer data. The Program Advisory Team will not go looking for required data if it's not where the Council has asked for it. The Vendor will be eliminated from this competition if the Council determines the Vendor has concealed or confused data. Ensure that:

- YES Vendor has signed and notarized this submission sheet and included this entire clarifications and checklist sheet with Vendor Offer.
- N / A Vendor has described why any information beyond your company financials is included in the confidential packet.
- YES Vendor Offer is no longer than 15 pages with a 25 40 page appendix (all beyond the page limit will be eliminated from consideration).
- N / A Vendor understands the use of subcontractors with no retrofit experience will give the Vendor a lower score.
- Page 2 Vendor understands the payment process is net 60 with the possibility of net 90. Net 90 payment terms are only eligible if the payment problem is based on the Council's payment process.

Section III – Technical Specifications

- Page 8-12 Vendor has described all the equipment capabilities and how they conform or do not conform to the specification.
- Page 12 & Appendix Vendor has described the equipment warranty and provided documentation on warranty.



Section IV - Proposal Preparation and Submission Requirements

- YES Vendor has developed their proposal based on the outline beginning at page 28.
- Page 1 A. Vendor included an executive summary and the authorized contract personnel's contact information and signature.
- Page 2-3 B. Vendor has included company profile, organizational structure and accompanying chart, resumes for each staff on this project.
- Page 2 Vendor has discussed the firm's experience and qualifications in the State of Colorado, Vendor's experience handling a project of this size, Vendor's quality control program and any challenges or risks associated with this project and how the Vendor can address them.
- Page 6 Vendor has included an estimated timeline and the resources involved with each step of the retrofit process.
- Page 2 Vendor has included a minimum of five major account references.
- Page 3 Vendor has provided details regarding company installation crew's experience and if they are subcontractors.
- Page 7 Vendor has explained company drug and alcohol policy.
- Page 2 Vendor has explained net 60 and net 90 finance charges.
- YES Vendor has provided company's legal actions and financial statement in an envelope marked **CONFIDENTIAL**.
- Page 8-12 C. Vendor has described how all equipment meets and exceeds the equipment specifications as listed in the Solicitation.
- Page 5 Vendor has described facility location.
- Page 4 E. The Vendor has described their sales plan, sales resources and any process improvements the Vendor can offer the Council and participating fleets to reduce costs and downtime.
- Page 13-15 F. Cost Requirements – Vendor has kept cost information simple and clearly explained with no hidden costs
- Page 13-15 Vendor has included all data as requested in all tables regarding cost. Cost data has been included in tables provided. Back up descriptions/scenarios describing issues with Vendor cost estimates can be included in Vendor Offer.
- Page 13-15 Vendor has included a detailed price sheet for all maintenance parts for any option offered.
- Page 15 Vendor has answered the five questions from the last page of the Offer.



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Appendix

- **Additional Options – Price Tables**
- **DOC & CCF Literature & Verification Letters**
 - **Cummins Literature**
 - **Fleet Guard Literature**
 - **Econix DPF Literature**
 - **ECS Literature**
 - **Raycor Literature**
- **Idle Reduction Technology**
 - **Webasto Heaters & Coolers Literature**
 - **Webasto School Bus Literature**
 - **Webasto Off Road Literature**
 - **Webasto Locomotive Literature**
 - **Arctic Fox Literature – Hydra Liner**
 - **Diamond Power APU Literature**



Management Summary

This letter will confirm our deep understanding of this project that is named RFP# COMPBD2010. This letter will also explain the total scope of this project that Rush Truck Centers is proposing. Rush Truck Centers is bidding RFP# COMPBD2010 for the purpose of helping the RAQC recruit Colorado fleets to retrofit on-road and off-road equipment with Diesel Oxidation Catalysts (DOC), Closed Crankcase Filtration (CCF) and Engine Idling Reduction Systems.

It is our understanding that, if awarded, Rush Truck Centers will retrofit approximately \$400,000 or more, worth of DOC and CCF technology on Colorado fleets with on-road and off-road equipment. All DOC and CCF technology that will be presented will be EPA SmartWay and/or CARB approved. Rush Truck Centers will also retrofit \$400,000 or more, worth of engine Idling Reduction Technology Systems, that will include but not limited to engine pre-heaters, in-cab heating and hydraulic heating for vehicles.

The solution presented in this proposal is best suited to meet the needs of the council and participating fleets because of the massive network of dealerships that include Rush Truck Centers-Denver. Rush-Denver is part of a network of 65 dealerships across the United States and along with this size comes an extensive knowledge and experience base to handle retrofit projects of this size and caliber. Rush Truck Centers has a great relationship with Colorado based fleets due to the customer service and willingness to meet the customer needs, no matter the size and scope of work. The adaptability and resources of Rush Truck Centers will be a key aspect to the success of this RFP.

Rush Truck Centers takes RFP# COMPBD2010 very seriously for the fact that Rush strives for the image of a company that takes care of our environment. This contract would be a very large step in the direction of our corporate vision. This contract is very important to our Colorado locations, because if this contract is awarded to Rush Truck Centers, Rush would be able to bring on more technicians to maintain our long term relationship with the RAQC, as well as other opportunities with companies interested in a lower emission fleet in the state of Colorado. In addition to technicians Rush would be able to employ more support staff to help coordinate projects. Josh Joerns will be the dedicated project coordinator for this RFP. Mike Russell or his designees Jay Millburn and Josh Joerns are authorized to negotiate this contract and make decisions concerning the negotiations.

Mike Russell
Regional General Manager

5165 Vasquez Blvd.
Denver, CO 80216
Cell 303-257-5042
Office 303-292-3170
Fax 303-292-5377

russellm@rush-enterprises.com

Jay Millburn
Regional Sales Manager

5165 Vasquez Blvd.
Denver, CO 80216
Cell 303-916-7371
Office 303-292-3170
Fax 303-292-5377

millburnj@rush-enterprises.com

Josh Joerns
Parts & Service Sales

5165 Vasquez Blvd.
Denver, CO 80216
Cell 303-994-1386
Office 303-292-3170
Fax 303-292-5377

joernsj@rush-enterprises.com

Thank You for this Opportunity, Rush Truck Centers



Vendor Profile / Installer Experience

Rush Truck Centers is extremely qualified to meet and exceed all requirements of RFP# COMPBD2010. Rush has been in business since 1965 and has been selling and servicing light, medium and heavy duty trucks and equipment for more than 44 years. During this time Rush has installed thousands of APU's, BAC's, Aerodynamic Technologies, Diesel Oxidation Catalyst, Closed Crank Case Ventilation and Diesel Particulate Filtering units on trucks to meet the EPA standards. Rush has been on the forefront of the new and ever-changing EPA guidelines that keep diesel and gasoline engines running clean, more efficient and without harmful waste.

Rush Truck Centers of Colorado, Inc. is a wholly-owned subsidiary of Rush Enterprises, Inc., a publicly traded company whose stock trades on the NASDAQ stock market under the symbols RUSHA and RUSHB. Rush is held to a level of integrity that no other company can match. Financial information, including Rush Enterprises quarterly reports on form 10Q and annual report on form 10K, can be obtained from the Company's website, www.rushenterprises.com. Those reports include information on the Company's financing arrangements, liquidity and financial performance among other financial statistics."

An organizational chart for the company and resumes for each employee that will be assigned to this account is included on the next page of this proposal.

Rush Truck Centers in Colorado has installed several of these units on all makes and models. Rush has handled a project of this size with the Colorado Department of Public Health & Environment by installing APU's/BAC's on approximately 300 over the road trucks. Rush had to sell the program and coordinate the implementation of the program. Our technicians have been trained from factory engineers to ensure that the installation is done right the first time. Every technician working on this RFP will be ASE certified and will have at least 5 years of experience with the installation on any particular unit. This can all be accomplished from our massive pool of quality technicians. Rush Truck Centers has technicians that work several different shifts to cover all hour of the day and 7 days a week. Rush will dedicate a team of technicians to this RFP to insure minimal down time and ownership to the project. After installs are complete a Rush representative will seek a sign off from the fleet to ensure all work is done to the highest expectations.

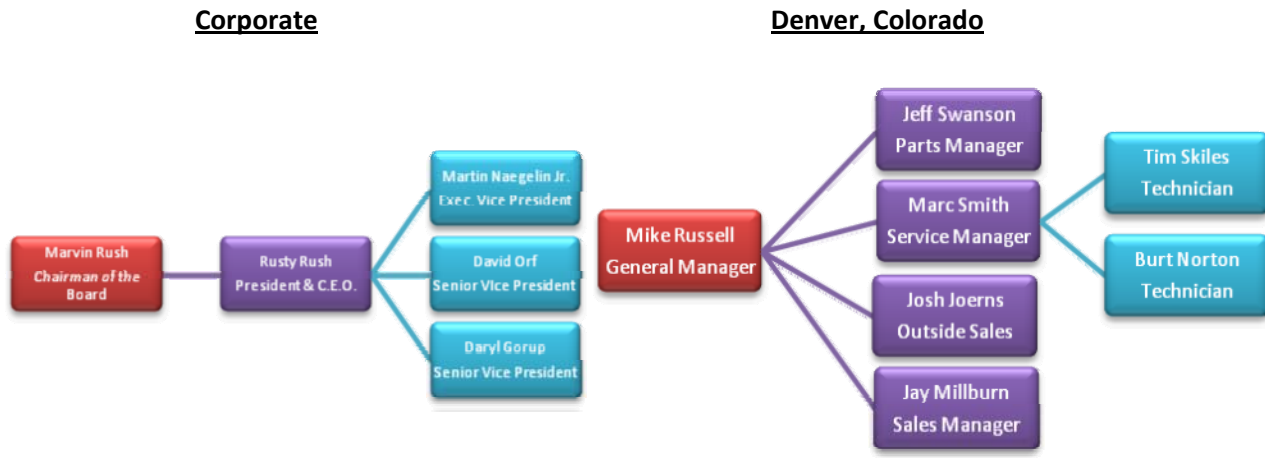
Here are some account references from customers that utilize our facilities.

1. Westco Express – Mike Riley, President, 303-292-6222 – 5320 Forest St., Commerce City, CO 80022
2. Brannan Sand & Gravel – Chuck Irsik, Fleet Manager, 303-534-1231 – 4045 Fox St., Denver, CO 80216
3. Mile-Hi Frozen Foods – Mike Blanton, Ops Manager, 303-399-6066 – 4501 E 50th Ave, Denver, CO 80216
4. Brighton School Dist. – Ted Chavez, Fleet Manager, 303-655-2922 – 11701 Potomac, Brighton, CO 80601
5. Tran Service – Paul Romero, Operations Manager, 303-365-6916 – 1861 Tower Rd, Aurora, CO 80011
6. City of Thornton – Steve Paterson, Supervisor, 720-977-6301 – 12450 N Washington, Thornton, CO 80241
7. Western Disposal – Mike Seader, Fleet Manager, 303-444-2037 – 5880 Butte Mill Rd, Boulder, CO 80301

Rush-Denver will issue all invoices to the RAQC, with net-90 days without any fees or finance charges. All invoices will be submitted on the RAQC invoice template.



Organizational Charts



Key Contact Resumes

Mike Russell, General Manager: 14+ years of progressive management experience in a variety of operational and sales roles. A degree in Management and Economics from Baylor University help my background in superior customer service. Rush named me as a Green Champion to identify and implement new green technologies in the transportation industry.

Jay Millburn, Sales Manager: 15+ years of sales experience growing sales; monitoring and maximizing salesman account base; develop strategic plans to increase sales and grow market share; monthly parts & service flyers; hold weekly sales meetings with outside sales force and service managers; coordinate all trade organization meetings & events, coordinate all sales training for inside & outside sales team.

Josh Joerns, Parts & Service Sales: 8+ years of fleet customer service and operational coordinating experience. Degrees in Process Engineering and Business. Dedicated and driven to make sure all aspects of projects of this caliber are carried out successfully.

Marc Smith, Service Manager: 18 years of shop management experience. Awarded service manager of the year for all of Rush Truck Centers in 2009. I strive at building the right team and making sure the job is right the first time. My focus is on customer service and the customer is number one.

Burt Norton, Technician: 15 years as an ASE certified technician. AMSE certified welder along with an engineering degree. My past 14 years of experience as a shop foreman helped me understand fleets needs.

Tim Skiles, Technician: 25 years as a technician has allowed me to understand most every piece of equipment on or off the road. I am CAT, Cummins, Detroit, A/C, Hydraulic, Welding and ASE Certified. My years of experience will be a key role in completing this project according to the needs of our customers.



Sales Plan

Rush Truck Centers will have no problem filling the requirements of this RFP in the relationship to the sales plan. Rush has 13 dedicated outside parts and service salesman and 8 truck salesman that cover the entire state and work with all of the major fleets in Colorado. The 13 outside parts and service salesman will be required to solicit this program with their customers and try to cultivate new fleets to be in the program. In addition, the vendor relationship Rush has with its vendors will help by getting representation from the manufacturer to help sell this retrofit project to all the local fleets. Rush Truck Centers are members of the Colorado Motor Carriers Association, Rocky Mountain Fleet Managers Association, Colorado Asphalt Pavement Association, Colorado Ready Mix Concrete Association and the Colorado Maintenance Council just to name a few through which we have built strong relationships with some Colorado fleets. Through these organizations we are able to communicate with fleets on programs that are available to them. Rush Truck Center will host an annual meeting to educate and train RAQC customers on the program and equipment.

Below is a list of some of the major Fleets we currently work with that may be interested in this program:

Scott Contracting	Walmart	JBS
AMES Construction	City of Thornton	City of Lafayette
SEMA Construction	Western Disposal	Pro Disposal
Jefferson County	WL Contractors	United Power
Freeport-McMoRan / Climax Mine	Nobel Energy	Reynolds - Tierdale Construction
BJ Services	Brannan Sand & Gravel	Republic Waste
Fiore and Sons	Sysco Foods	US Foods
CAST	United Airlines	D.I.A.
Asphalt Specialties	Gallegoes Sanitation	Poudre Valley Schools
Sturgeon Electric	First Transit	APEX Transport
Waste Management	Schmidt Redimix	Enterprise Rental Car
Prime Inc	AVIS Rental Car	Budget Rental Car
Safeway	Qwest Fleet Ops	Bestway Concrete
Firebaugh Precast	Metro Mix	Rocky Mtn. Materials
BNSF Railroad	Union Pacific Railroad	Rocky Mtn. Structures (Cranes)



Vendor Location

Rush Truck Centers has a permanent business location located in north Denver at 5165 Vasquez Blvd. Denver, CO 80216. This location is very convenient for servicing our customers. Rush is located in the center of most large fleets in the Denver area. This location makes deliveries or service calls accessible within 15-20 minutes in most cases.

Servicing Capabilities

Rush Truck Centers have a very extensive and diverse shop throughout the state of Colorado and throughout the country. Rush Truck Center — Denver is part of North America's largest network of heavy and medium duty truck dealerships representing industry leading brands including Peterbilt, International, Autocar, Mitsubishi Fuso, Blue Bird Buses, IC Buses, Workhorse Chassis, Kalmar, GMC, Hino, Isuzu, UD and Ford. All service facilities throughout the country are staffed by ASE-certified professionals who provide skilled maintenance and repair for all makes and models of heavy and medium duty trucks and equipment. With over 65 locations and 650 service bays backed by a \$70 million parts inventory and 24 body shop operations working to keep trucks on the road.

In Denver alone, Rush Truck Center has 36 full time technicians and 47 bays available for any size project. The Rush service capabilities in Denver cover 7 days a week at 24 hours a day during all 365 days in a year. For RFP # COMPBD2010 Rush will stand behind this proposal for all of our Colorado locations to make servicing all of the trucks and trailers that need to be retrofitted. If a problem should arise while an owner is in another state, any one of our locations can warranty the labor/installation as well as the hardware installed on the trucks. With over 65 dealerships makes Rush Truck Centers the largest network across the country from California to Florida.

After every unit gets installed a Rush Truck Center Directory will be supplied to the owner with all the warranty information and owner's manuals. Along with the packet of materials will be contact names and numbers for the RFP contacts that Rush has dedicated to this project in Colorado.

Mobile Service

Rush Truck Centers has a mobile service network to cover any fleet from coast to coast. This service is 24/7 and specializes in emergency road side repairs. Along with the exceptional service, parts pricing will stay the same for all customers associated with this RFP. Rush has mobile technicians on call at almost every branch in our massive network of dealerships. A list of phone numbers and locations is provided on the Directory and on the next pages. In Colorado Rush Truck Centers have 8 mobile fully equipped service trucks that are on call 24/7/365. All technicians that operate these trucks are the most dependable and equipped for the unique job that is required by road side repairs. Rush will mobilize these trucks to make sure this RFP gets the attention it needs. Above the 8 that are in Colorado, Rush-Denver can bring in service trucks from several of our other dealerships from outside of Colorado. Rush Enterprises operates 128 mobile service trucks corporate wide and all can be accessible to the RAQC in order to facilitate the needs of our customers and RAQC. The Houston location alone has 38 service trucks currently in operation. This will allow Rush to complete any project before any deadline.



Scope of Services

Rush Truck Centers will carry out this RFP with quality and customer service. It is Rush Enterprises founding principle as a corporation to treat the CUSTOMER as THE BOSS. Rush will work with the RAQC and the participating fleets to develop a plan and a schedule to make this project a fast, efficient and quality experience for everyone involved. Rush may provide a spare tank for the hydraulic heaters to limit the amount of down time for the fleet. In order to carry out this RFP with the highest quality Rush Truck Centers will do the following:

- Installation will take place during hours agreed upon by participating fleets. These hours include first or second shift and on weekends. The goal is to limit downtime during operational hours for the fleet.
- Rush will bring their own tools to the work site unless previously agreed upon with the fleet.
- Installation of equipment will typically be performed at the fleet facility unless otherwise agreed upon.
- All associated plumbing will meet any and all applicable State and Federal codes.
- All associated plumbing and electrical routing will be securely fastened to minimize abrasion damage.
- All associated brackets that are altered, drilled or fabricated will be free of sharp edges and will be sanded and painted to match the vehicle.
- System installation and operating functions will not void any manufacturer's warranty.
- Idle technology will be routed to eliminate any noxious fumes from entering cab area.
- All plumbing and fuel lines will be routed to minimize exposure to heat or ignition source.
- Electrical connections will use insulated connectors designed to eliminate moisture thus minimizing exposure to road liquids such as magnesium chloride.
- Any modifications to fluid tanks will be tested to ensure that the integrity of the tanks original purpose and design is met as it pertains to any and all applicable State and Federal codes. The modifications shall not void the original manufacturer's warranty.
- Prior to placing idle reduction systems into service, Rush will verify that any incorporated fluid (i.e. supply fuel or hydraulic system) is free of contamination and all the tanks are secure and intact.
- Idle reduction system will have a fuel shut off installed designed to eliminate downtime of equipment if unit has to be removed for a period of time.
- Idle reduction system installation will include the ability to bypass, shut off, or reroute any or all portions of the system function individually. For example, if the cab heat portion of the system is experiencing a problem that part of the system should be able to be bypassed without having an impact on the other functions.
- Upon idle reduction system installation completion, parameter adjustments and operating verification, the preheat fuel filters will be visually inspected to ensure that no debris has accumulated within the initial test period. Should the filter contain visible contamination the filter will be changed as part of the project.

Retrofit Timeline





Drug & Alcohol Policy

200 Corporate Resources

D-3: Alcohol and Controlled Substance

Purpose

It is the policy of Rush Enterprises, Inc. and its affiliates, hereinafter collectively referred to as "the Company", to prevent and eliminate drug and alcohol use in the workplace. The Company has an obligation to ensure a safe work environment for all employees, to protect its property and equipment from unnecessary damage, to assure that all Company business is conducted with efficiency and quality, and to protect the public against endangerment due to the impairment of our employee's physical or mental capabilities.

Policy

Rush Enterprises, Inc. and its affiliate companies and subsidiaries (together, the "Company") are committed to protecting the safety, health and well being of its employees and all people who come into contact with its workplace(s), property, and/or use its products and services. Recognizing that drug and alcohol abuse pose a direct and significant threat to this goal, the Company is committed to assuring a drug-free working environment for its employees. The Company strictly prohibits:

1. The use, without a valid prescription, of prescription drugs;
2. The abuse of alcohol; and
3. The use, possession, sale, attempted sale, purchase, attempted purchase, conveyance, distribution, cultivation, or manufacture of illicit substances, intoxicants, or controlled substances in any amount or manner (including new designer drugs and other drugs not yet classified by the Federal government as illegal under the Controlled Substances Act).

Employees who are under the influence of prescribed drugs that can affect the employee's judgment, behavior, mood or reactions should inform their immediate supervisor. An employee who tests non-negative for illicit substances or who uses, sells or purchases illicit substances while on Company premises or performing services on behalf of the Company are subject to immediate termination of employment. Any violation of this policy will result in termination of employment and possible referral for criminal prosecution.

All Company employees are strictly prohibited from possessing alcoholic beverages or being under the influence of alcohol in any quantity while on Company premises or performing services on behalf of the Company except in connection with Company sponsored events where alcoholic beverages are served.

An employee is regarded as "under the influence" when the employee has (i) a detectable level of illicit substances resulting in a "non-negative" test result certified by a testing laboratory, or (ii) an alcohol concentration greater than or equal to 0.02 % in their body according to a breath test conducted by a certified laboratory.. An employee has a detectable level of an illicit substance in their body when the employee tests non-negative for use of an illicit substance with a concentration level equal to or greater than cutoff levels established for such drug by applicable state or federal statutes.

Any attempt to subvert a drug test or failure to cooperate with any part of the process is considered non-negative test result and subjects the employee to termination of employment.



DOC/CCF Equipment Specifications

Rush Truck Centers will be presenting several options to best meet our customers' needs and RAQC specifications. The primary products that are most cost effective will be drawn out in detail for ease of understanding. The additional options will be located in the Appendix section of this proposal.

Rush has chosen to supply Cummins DOC and Fleet Guard CCF as the primary brand for this RFP# COMPBD2010. Additional options are available and will be priced in the appendix section of this proposal. They will include Engine Control Systems (ECS) and Econix DPF vendor. These additional options may meet the need better in some situations.

Diesel Oxidation Catalysts

- Must meet or exceed EPA or CARB Level 1 verified;
 - **Cummins Emission Solutions Diesel Oxidation Catalyst is an EPA verified level 1 emission reduction device. The DOC has a verification of 20% PM reduction. The verification is held by our technology partner Johnson Matthey. Verification letter from EPA is in the appendix.**
- Shall be proper technology for the application;
 - **The Cummins Emission Solutions DOC product is verified for highway, heavy-duty, medium-duty, light-heavy duty, non-urban bus, 4-cycle, non-EGR, turbocharged or naturally aspirated diesel engines.**
- The catalyst should be approved for use on the application by the engine manufacturer;
 - **Johnson Matthey products are approved for all applications, however some manufactures do not call out the Cummins brand due to the private label.**
- Unit is required to operate with on-road engines ;
 - **Verification is for on-road engines.**
 - Higher scores are given if the equipment is verified or has been demonstrated in U.S. on non-road engines (Vendor shall provide EPA/CARB verified/independent testing/or demonstration studies on off-road use to qualify for extra points);
 - **The Cummins Emission Solutions DOC products is NOT verified for off-highway use. However, Rush will quote ECS products for off-road applications in order to provide RAQC and fleets will EPA/CARB verified products.**
- At a minimum must operate on 1991 and newer engines;



- **The Cummins Emission Solutions DOC products is verified for engines, originally manufactured from 1991 through 2003 model years and which were originally produced without diesel oxidation catalyst or diesel particulate filters.**
- Shall be manufactured & welded with 16 gauge 409 stainless steel or better;
 - **Cummins Emission Solutions DOC are manufactured & welded with 16 gauge 409 Stainless steel**
- Applicant shall demonstrate verifiable experience with installation of device in the USA;
 - **Rush has installed devices in California with years of experience.**
- Vendor must be available to provide installation and maintenance training;
 - **Rush Truck Centers will provide all installation and maintenance training.**

Diesel Oxidation Catalysts/Closed Crankcase Filtration Combination

- DOC/CCF must meet or exceed EPA or CARB Level 1 verified;
 - **The DOC/CCV combination is verified by the EPA for a 30% reduction in particulate Matter. This verification is held by Cummins Emission Solutions. The CCV is only verified when used with the DOC. Verification letter is attached.**
- DOC/CCF shall be proper technology for the application;
 - **The Cummins Emission Solutions DOC/CCV product is verified for highway, heavy-duty, medium-duty, light-heavy duty, non-urban bus, 4-cycle, non-EGR, turbocharged or naturally aspirated diesel engines. Rush will verify all application to ensure it is proper technology.**
- The catalyst should be approved for use on the application by the engine manufacturer;
- Unit is required to operate with on-road engines
 - **The Cummins Emission Solutions DOC/CCV product is verified for highway, heavy-duty, medium-duty, light-heavy duty, non-urban bus, 4-cycle, non-EGR, turbocharged or naturally aspirated diesel engines.**
 - Higher scores are given if the equipment is verified or has been demonstrated in the U.S. on non-road engines (Vendor shall provide EPA/CARB verified/independent testing/or demonstration studies on off-road use to qualify for extra points);



- **The Cummins Emission Solutions DOC and DOC/CCV products are NOT verified for off-highway use. Rush will offer ECS products to supply OFF road applications.**
- At a minimum must operate on 1991 and newer engines;
 - **The Cummins Emission Solutions DOC and DOC/CCV products are verified for diesel engines, originally manufactured from 1991 through 2003 models.**
- DOC shall be manufactured & welded with 16 gauge 409 stainless steel or better;
 - **Cummins Emission Solutions DOC are manufactured & welded with 16 gauge 409 Stainless steel**
- CCF must eliminate crankcase blow-by emissions from crankcase through a closed loop system;
 - **The Cummins Emission Solutions Closed Crankcase Ventilation Combination is EPA verified as a closed loop system.**
- CCF minimum 400 hour filter life;
 - **The Cummins Emission Solutions Closed Crankcase Ventilation Combination is EPA verified with a filter cartridge that needs replacement every year or 1000 hours.**
- Since the blow-by flow rate of a worn engine is generally double the flow rate when an engine is new, flow testing, pressure testing or other procedures must be provided to ensure retrofitted engines are good candidates for CCF;
 - **Rush will test each unit to ensure engines are good candidate for CCF.**

Closed Crankcase Filtration (Demonstration)

- Must be a component in an EPA or CARB verified combination (use for demonstration projects);
 - **The DOC/CCV combination is verified by the EPA for a 30% reduction in particulate Matter. This verification is held by Cummins Emission Solutions. The CCV is only verified when used with the DOC.**
- Eliminate crankcase blow-by emissions from crankcase through a closed loop system;
 - **The Cummins Emission Solutions Closed Crankcase Ventilation Combination is EPA verified as a closed loop system.**
- Minimum 400 hour filter life;



- **The Cummins Emission Solutions Closed Crankcase Ventilation Combination is EPA verified with a filter cartridge that needs replacement every year or 1000 hours.**
- Since the blow-by flow rate of a worn engine is generally double the flow rate when an engine is new, flow testing, pressure testing or other procedures must be provided to ensure retrofitted engines are good candidates for CCF;
 - **Pressure testing will be provided before installing the CCV unit on any engine. We must confirm that the engine blow-by flow rate does not exceed 12 CFM. A representative set of engines will be tested to confirm that the blow-by flow rate is acceptable for CCV system installation.**

Other Potential Technologies

- If not DOC/CCF then explain how it meets project goals;
 - **Rush will be offering DPF options that will reduce emissions.**
- Must be low maintenance or maintenance free and demonstrate extensive field use in the U.S.;
 - **Econix DPF has regeneration of 10 minutes or less and is an active DPF unit. Rush has installed several units in California on the City of Los Angeles fleet vehicles.**
- Must be EPA or CARB verified;
 - **Econix DPF filters are CARB Verified Level 3+**
- Must be proper technology for the application;
 - **Rush will ensure proper technology for each application.**
- Any tailpipe equipment must be manufactured & welded with 16 gauge 409 stainless steel or better;
 - **Econix is manufactured & welded with 16 gauge 409 stainless steel.**
- Must be warranted to the end user for a minimum of 5 years/150,000 miles including installation related issues;
 - **Econix warranty is for 5 years/Unlimited miles.**
- Vendor must be available to provide installation and maintenance training;
 - **Rush will provide all installation and maintenance training.**
- Must have replacement components readily available;
 - **Rush will stock all common replacement components to serve our customers.**
- Must respond to service requests at fleet facility within 48 hours.
 - **Rush has a dedicated mobile service or emergencies and all requests will be handled within 48 hrs.**

Idle Reduction Systems

This proposal will contain four major components for idle reduction systems. The four components are:

- Equipment to preheat the engines of school buses, public works vehicles and other equipment.
 - **Rush has chosen to offer the Webasto TSL 17 coolant heater to meet this goal.**
- Equipment to preheat the engines and cabins of school buses, public works vehicles and other equipment



- **Rush has chosen to offer the Webasto Tandem 717 (AirTop2000 & TSL 17) and the Webasto Scholastic unit to meet this requirement of the RFP.**
- Equipment to preheat the engines, cabins and hydraulics of public works vehicles and other vehicles.
 - **Rush has chosen to offer the Webasto Thermo 90 in conjunction with a Arctic Fox Hydraliner and the Webasto AirTop 2000 to meet the requirements of the RFP.**
- Other options are eligible but must meet the program goals.
 - **Rush as included several additional options that will meet the program goals. Examples will include Locomotive idle reduction technology, heavy equipment pre-heaters, Auxiliary Power Units (APU's) and Thermo Storage Air Conditioning for on-road fleets. Pricing for these additional options will be included in the Appendix section of this proposal.**

Pre-Heaters Specifications

- *The preheat system shall address the basic idle reduction needs of the vehicle type. This should include bringing the engine and/or cab and/or hydraulics, and possibly other components, to operating temperature. This Solicitation is designed to allow for Vendor to provide multiple options.*
 - **All products offered will bring engine and/or cab and/or hydraulics, and possibly other components, to operating temperature. Multiple options are in the Appendix section.**
- *The system shall use engine fuel as a source of combustion. Fuel sources could include; #1 Diesel, #2 Diesel, ULSD, B20 (bio-diesel at a 20% blend), E85 (ethanol blended at 85% ethanol and 15% gasoline) and gasoline. Vendor must explain all fuels their equipment works with.*
 - **The Webasto product line has heater options that will work with ALL fuel sources.**
- *Pre-heater shall come installed with a 7 day programmable timer;*
 - **Rush will install a 7 day programmable timer on all pre-heaters that call for it.**
- *The amount of time needed to obtain operating temperatures should be minimal.*
 - **The pre-heaters will be able to bring equipment up to operating temperature with-in a few hours. Rush will offer several options to meet this need with different size heaters to fit the application and BTU's required.**
- *Amount of alternative fluid heated shall be based on two ranges – lower range is 20 to 35 gallons and upper range is 35 to 55+ maximum gallons.*
 - **Arctic Fox provides several options to heat different ranges of fluid. Rush will select the appropriate model of Arctic Fox after determining the tank volume on the piece of equipment.**

- *The system should have an adjustable temperature management system. If not the Vendor must explain why a temperature management system is not included. The system should be:*
 - **Rush will designed the system to operate only if ambient temperature is below desired level with a +/- 7 degree temperature range and only during operational need with a low voltage shut off.**
- *System operating parameters should be adjustable preferably via USB link to a laptop computer. Computer program should have monitoring and troubleshooting capability. Please describe software*



capabilities and the maintenance package, which should include at a minimum technical supports and upgrades.

- Most Webasto products can be adjusted with a computer program and USB link. Rush will provide a Diagnostic kit if needed to each fleet and include routine training and technical support for all fleet personnel that needs it.
- Specify Heat Output in BTU/hr(KW): Minimum 4,000 Btu/H & Fuel Consumption (l/hr) full/partial & Rated Voltage:

Product	Heat Output (Btu/hr)	Fuel Consumption (gal/hr)	Rated Voltage
TSL 17	17,200	.16/.08	12 or 24
Thermo 90 ST	31,000	.28/.05	12 or 24
Scholastic /DBW 2010	45,000	.4	12 or 24
DBW 2030	104,000	.95/.79	12 or 24
Air Top 2000	7,000	.06/.03	12 or 24
EVO 3900	13,300	.13/.05	12 or 24
EVO 5500	18,700	.13/.05	12 or 24

Warranty

Rush Truck Centers will meet all warranty requirements of this RFP. All Tailpipe and crankcase equipment will have a 5 year/150,000 mile warranty for all parts and labor. All idle reduction equipment will have a minimum 2 year/2,000 hour warranty for all parts and labor. Rush Truck Centers will adjust the warranty on heating units installed between March 1st and September 1st to begin on September 1st. Rush will also adjust the warranty on cooling units installed between September 1st and March 1st to begin on March 1st. This adjustment will cover all installs that have taken place and never used due to the climate.

Cost Requirements

TAILPIPE AND CRANKCASE EQUIPMENT

Pricing Form I – Tailpipe Equipment Cost Per Unit (Prices for 1 to 20 Units)

	Equipment Brand Name	Equipment Cost	Install Cost	Installation Training per Equipment Type	Misc. Costs*	Ongoing Annual Costs**	Total Cost
Option 1	9.5" DOC-School Bus	\$889.47	\$97.50	\$97.50	\$0	\$0	\$986.97



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Option 2	9.5" DOC/FG CCF – School Bus	\$1132.59	\$292.50	\$195.00	\$0	\$44.40	\$1425.09
Option 3	CCF – School Bus	\$243.12	\$195.00	\$195.00	\$0	\$44.40	\$438.12
Option 4	DOC (<276 HP) Public Works	\$889.47	\$97.50	\$97.50	\$0	\$0	\$986.97
Option 5	DOC (276-350 HP) Public Works	\$1151.58	\$97.50	\$97.50	\$0	\$0	\$1249.08
Option 6	DOC (351-500 HP) Public Works	\$1713.68	\$130.00	\$130.00	\$0	\$0	\$1843.68
Option 7	DOC (501-600 HP) Public Works	\$1960.00	\$130.00	\$130.00	\$0	\$0	\$2090.00
Option 8	DOC/CCF (<276 HP) Public Works	\$1132.59	\$292.50	\$292.50	\$0	\$44.40	\$1425.09
Option 9	DOC/CCF (276-350 HP) Public Works	\$1394.70	\$292.50	\$292.50	\$0	\$44.40	\$1687.20
Option 10	DOC/CCF (351-500 HP) Public Works	\$1956.80	\$325.00	\$325.00	\$0	\$44.40	\$2281.80
Option 11	DOC/CCF (501-600 HP) Public Works	\$2203.12	\$325.00	\$325.00	\$0	\$44.40	\$2528.12
Option 12	Fleet Guard CCF - Public Works	\$243.12	\$195.00	\$195.00	\$0	\$44.40	\$438.12
Option 13	ECS DOC –OFF Road AZ25 Purimuffler OR	\$853.73	\$195.00	\$195.00	\$0	\$0	\$1048.73
Option 14	ECS DOC – OFF Road AZ26 Purimuffler OR	\$953.46	\$195.00	\$195.00	\$0	\$0	\$1148.46
Option 15	ECS DOC – OFF Road AZ27 Purimuffler OR	\$1000.37	\$195.00	\$195.00	\$0	\$0	\$1195.37
Option 16	ECS DOC – OFF Road AZ28 Purimuffler OR	\$1121.21	\$195.00	\$195.00	\$0	\$0	\$1316.21
Option 17	ECS DOC – OFF Road AZ29 Purimuffler OR	\$1236.17	\$195.00	\$195.00	\$0	\$0	\$1431.17
Option 18	ECS DOC – OFF Road AZ30 Purimuffler OR	\$1486.05	\$195.00	\$195.00	\$0	\$0	\$1681.05
Option 19	ECS DOC – OFF Road AZ31 Purimuffler OR	\$2189.93	\$195.00	\$195.00	\$0	\$0	\$2384.93
Option 20	ECS DOC – OFF Road AZ33 Purimuffler OR	\$2925.48	\$195.00	\$195.00	\$0	\$0	\$3120.48
Option 21	CAT-0 DPF Econix Active DPF	\$13400.00	\$1425.00	\$0	\$0	\$300.00	\$14825.00
Option 22	CAT-1 DPF Econix Active DPF	\$15900.00	\$1425.00	\$0	\$0	\$300.00	\$17325.00
Option 23	CAT-3 DPF Econix Active DPF	\$18200.00	\$1425.00	\$0	\$0	\$300.00	\$19625.00

Option 1 – DOC School Bus: This option includes all school buses within the project area.

Option 2 – DOC/CCF School Bus: This option includes all school buses within the project area. Ongoing annual costs of \$44.40 is for filters. CCF unit may not fit on all buses depending on area available for mounting. See additional options in Appendix for Raycor CCF’s that may fit in specific applications better.

Option 3 – CCF School Bus: Same as Option 2.

Option 4-7 – DOC Public Works: All DOC’s are determined by engine horse power. See Additional Options section in the Appendix for ECS options. ECS models are determined by engine displacement.

Option 8-11 – DOC/CCF Public Works: Same as Option 2 and 4.

Option 12 –CCF Public Works: Same as Option 2.

Option 13-20 – DOC OFF Road: This includes all off road applications within project area.

Option 21-23 – DPF Econix: This option has an ongoing annual cost of \$300.00 for filter cleaning depending on use. This option meets the goals of the program to reduce air emissions. There is no installation training due to warranty concerns and the complexity of the installation.

IDLING REDUCTION TECHNOLOGIES

Pricing Form II – Idle Reduction Cost Per Unit (Prices for 1 to 20 Units)

	Equipment Brand Name WEBASTO Products	Equipment Cost	Install Cost	Installation Training per Equipment Type	Misc. Costs*	Ongoing Annual Costs**	Total Cost
Option 1	Eng. Only Heater – School Bus TSL 17	\$982.61	\$227.50	\$227.50	\$0	\$20.00	\$1210.11
Option 2	Eng. & Cab Heater–Scholastic w/tray kit	\$1830.30	\$325.00	\$325.00	\$0	\$30.00	\$2155.30
Option 3	Eng. & Cab Heater–Scholastic w/enclosure	\$1943.00	\$325.00	\$325.00	\$0	\$30.00	\$2268.00
Option 4	Small Eng. Heater – Public Works TSL 17	\$1012.43	\$195.00	\$195.00	\$0	\$20.00	\$1207.43



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Option 5	Large Eng. Heater –Public Works Thermo 90	\$1589.83	\$325.00	\$325.00	\$0	\$20.00	\$1914.83
Option 6	Small Hydraulic & Eng Heater- Public Works	\$2039.78	\$475.00	\$475.00	\$0	\$20.00	\$2514.78
Option 7	Large Hydraulic & Eng Heater- Public Works	\$2039.78	\$475.00	\$475.00	\$0	\$20.00	\$2514.78
Option 8	Cab Heater – Standard AT2000	\$834.75	\$75.00	\$75.00	\$0	\$20.00	\$909.75
Option 9	Cab Heater – Large EVO 3900	\$1312.26	\$130.00	\$130.00	\$0	\$20.00	\$1442.26
Option 10	Cab Cooler – Blue Cool	\$3284.30	\$825.00	\$0	\$0	\$0	\$4109.30
Option 11	Cab Cooler – Blue Cool w/shore power	\$4137.51	\$975.00	\$0	\$0	\$0	\$5112.51
Option 12	Off Road Eng Preheater – DBW2010	\$2132.41	\$375.00	\$375.00	\$0	\$40.00	\$2507.41
Option 13	Off Road Eng Preheater – DBW2020	\$2737.55	\$375.00	\$375.00	\$0	\$40.00	\$3112.55
Option 14	Off Road Eng Preheater – DBW300	\$2863.30	\$375.00	\$375.00	\$0	\$40.00	\$3238.30
Option 15	Aux. Power Unit (APU) – 6500W	\$5300.00	\$1050.00	\$0	\$0	\$100.00	\$6350.00
Option 16	Aux. Power Unit (APU) –6500W w/shore pwr	\$6223.75	\$1125.00	\$0	\$0	\$100.00	\$7348.75
Option 17	Locomotive Pre-heater w/shore power	\$20207.85	\$792.15	\$0	\$0	\$100.00	\$21000.00
Option 18	Locomotive Pre-heater w/APU	\$37084.60	\$915.40	\$0	\$0	\$100.00	\$38000.00

Pricing Form III – Idle Reduction Equipment Parameters

	Equipment Brand Name WEBASTO Products	Fuel Consumption gal/Hr	Alternative Fluid Heating Time (low range/high range)	Ambient Temp. Yes/No	Computer Diagnostics/setup via USB
Option 1	Eng. Only Heater – School Bus TSL 17	.08/.16	90 min	Yes	Yes
Option 2	Eng. & Cab Heater–Scholastic w/tray kit	.40	35 min	Yes	Yes
Option 3	Eng. & Cab Heater–Scholastic w/enclosure	.40	35 min	Yes	Yes
Option 4	Small Eng. Heater – Public Works TSL 17	.03	90 min	Yes	Yes
Option 5	Large Eng. Heater –Public Works Thermo 90	.05/.28	45 min	Yes	Yes
Option 6	Small Hydraulic & Eng Heater- Public Works	.08/.16	45 min	Yes	Yes
Option 7	Large Hydraulic & Eng Heater- Public Works	.08/.16	45 min	Yes	Yes
Option 8	Cab Heater – Standard AT2000	.03/.06	N/A	No	No
Option 9	Cab Heater – Large EVO 3900	.05/.13	N/A	No	No
Option 10	Cab Cooler – Blue Cool	0	N/A	No	No
Option 11	Cab Cooler – Blue Cool w/shore power	0	N/A	No	No
Option 12	Off Road Eng Preheater – DBW2010	.4	35 min	No	No
Option 13	Off Road Eng Preheater – DBW2020	.79	30 min	No	No
Option 14	Off Road Eng Preheater – DBW300	.85	25 min	No	No
Option 15	Aux. Power Unit (APU) – 6500W	.28	N/A	Yes	No
Option 16	Aux. Power Unit (APU) –6500W w/shore pwr	.28	N/A	Yes	No
Option 17	Locomotive Pre-heater w/shore power	1.16	N/A	No	Yes
Option 18	Locomotive Pre-heater w/APU	.5	N/A	No	Yes

Option 1 – School Buses: This option includes all school buses within the project area for engine only heating with an ongoing annual filter cost of \$20.00

Option 2-3 – School Buses: This option has an ongoing annual filter cost of \$30.00

Option 4-9 – Public Works: This option has an ongoing annual filter cost of \$20.00 and includes all public works equipment within the project area.

Option 10-11 – Cab Coolers: This unit was not specified but can reduce idling by cooling the cab with engine off. Install cost does not include frame rail preparation or cleaning out personal belongings. Training is not available due to warranty coverage.



Option 12-14 – Off Road Heaters: This option has an ongoing annual filter cost of \$40.00. This unit was not specified but can reduce idling by preheating engines on off-road applications.

Option 15-16 – APU Technology: This unit was not specified but can reduce idling per the specifications. This option has an ongoing annual filter cost of \$100.00. Training is not available due to warranty coverage.

Option 17-18 – Locomotive Heaters: This unit was not specified but can reduce idling per the specifications. This option has an ongoing annual filter cost of \$100.00. Training is not available due to warranty coverage.

Pricing Form IV – Volume Discounts***

Pieces of Equipment	Tailpipe/CCF Percentage Reduced	Idle Technologies Percentage Reduced
21- 40 Units	0%	0%
41- 60 Units	0%	0%
61-80 Units	0%	0%
81-100 Units	0%	0%
101+ Units	0%	0%

***Volume discounts will be enforced on a per order basis

The questions below must be included and answered in Vendor responses in this format.

Does your offer comply with all the terms and conditions? If no, indicate exceptions.

Yes X
No _____

Does your offer meet or exceed all specifications? If no, indicate exceptions.

Yes X
No _____

May any governmental agency, district, political subdivision or private company in the State of Colorado avail itself of this contract and purchase any and all items specified?

Yes X
No _____

State percentage of prompt payment discount, if offered.

 0 %

State net 90 day finance charge

 0 %



Additional Options

TAILPIPE AND CRANKCASE EQUIPMENT

	Equipment Brand Name Engine Control System & Raycor CCF's	Equipment Cost	Install Cost	Installation Training per Equipment Type	Misc. Costs*	Ongoing Annual Costs**	Total Cost
Option 1	<2.4L DOC AZ25 Purifier	\$432.05	\$195.00	\$195.00	\$0	\$0	\$627.05
Option 2	<2.4L DOC AZ25 Purimuffler	\$755.41	\$97.50	\$97.50	\$0	\$0	\$852.91
Option 3	2.4L to 3.3L DOC AZ26 Purifier	\$507.53	\$195.00	\$195.00	\$0	\$0	\$702.53
Option 4	2.4L to 3.3L DOC AZ26 Purimuffler	\$842.13	\$97.50	\$97.50	\$0	\$0	\$939.63
Option 5	3.3L to 4.8L DOC AZ27 Purifier	\$704.41	\$195.00	\$195.00	\$0	\$0	\$899.41
Option 6	3.3L to 4.8L DOC AZ27 Purimuffler	\$882.93	\$97.50	\$97.50	\$0	\$0	\$980.43
Option 7	4.8L to 6.6L DOC AZ28 Purifier	\$801.33	\$195.00	\$195.00	\$0	\$0	\$996.33
Option 8	4.8L to 6.6L DOC AZ28 Purimuffler	\$988.00	\$97.50	\$97.50	\$0	\$0	\$1085.50
Option 9	6.7L to 8.7L DOC AZ29 Purifier	\$941.60	\$195.00	\$195.00	\$0	\$0	\$1136.60
Option 10	6.7L to 8.7L DOC AZ29 Purimuffler	\$1087.98	\$97.50	\$97.50	\$0	\$0	\$1185.48
Option 11	8.8L to 11.1L DOC AZ30 Purifier	\$1117.57	\$195.00	\$195.00	\$0	\$0	\$1312.57
Option 12	8.8L to 11.1L DOC AZ30 Purimuffler	\$1305.26	\$97.50	\$97.50	\$0	\$0	\$1402.76
Option 13	10L to 14L DOC AZ31 Purifier	\$1642.92	\$195.00	\$195.00	\$0	\$0	\$1837.92
Option 14	10L to 14L DOC AZ31 Purimuffler	\$1917.34	\$97.50	\$97.50	\$0	\$0	\$2014.84
Option 15	12.5L to 16L DOC AZ33 Purifier	\$2426.37	\$195.00	\$195.00	\$0	\$0	\$2621.37
Option 16	12.5L to 16L DOC AZ33 Purimuffler	\$2556.95	\$97.50	\$97.50	\$0	\$0	\$2654.45
Option 17	Raycor CCV – CCV4500	\$312.48	\$195.00	\$195.00	\$0	\$0	\$507.48
Option 18	Raycor CCV – CCV6000	\$420.81	\$195.00	\$195.00	\$0	\$0	\$615.81
Option 19	Raycor CCV – CCV8000	\$546.18	\$300.00	\$300.00	\$0	\$0	\$846.18
Option 20	Raycor CCV – CCV12000	\$665.52	\$475.00	\$475.00	\$0	\$0	\$1140.52

Option 1-16: Engine Control Systems product, meets specifications of this RFP and are available through Rush Truck Centers within the project area.

Option 17-20: Raycor Closed Crankcase Filters meet specifications of this RFP and are available through Rush Truck Centers within the project area.



IDLING REDUCTION TECHNOLOGIES

	Equipment Brand Name WEBASTO Products	Equipment Cost	Install Cost	Installation Training per Equipment Type	Misc. Costs*	Ongoing Annual Costs**	Total Cost
Option 1	AT2000 Cab Heater Gas	\$1,163.54	\$75.00	\$75.00	\$0	\$0	\$1238.54
Option 2	AT2000 Cab Heater 24V Diesel	\$1,175.87	\$75.00	\$75.00	\$0	\$0	\$1250.87
Option 3	EVO 3900 Cab Heater Cargo Kit Gas	\$1,970.54	\$112.50	\$112.50	\$0	\$0	\$2083.04
Option 4	EVO 3900 Cab Heater Base Kit Gas	\$1,304.48	\$112.50	\$112.50	\$0	\$0	\$1416.98
Option 5	EVO 3900 Cab Heater Int. Kit Diesel	\$1,970.54	\$112.50	\$112.50	\$0	\$0	\$2083.04
Option 6	EVO 3900 Cab Heater Ext. Kit Diesel	\$2,075.35	\$112.50	\$112.50	\$0	\$0	\$2187.85
Option 7	EVO 3900 Cab Heater Sleeper Kit 24V Dies.	\$ 1,560.54	\$112.50	\$112.50	\$0	\$0	\$1673.04
Option 8	EVO 3900 Cab Heater Int. Kit Diesel 24V	\$1,970.54	\$112.50	\$112.50	\$0	\$0	\$2083.04
Option 9	EVO 3900 Cab Heater Ext. Kit Diesel 24V	\$2,075.35	\$112.50	\$112.50	\$0	\$0	\$2187.85
Option 10	EVO 5500 Cab Heater Int. Kit Gas	\$2,069.19	\$150.00	\$150.00	\$0	\$0	\$2219.19
Option 11	EVO 5500 Cab Heater Base Kit Gas	\$1,760.92	\$150.00	\$150.00	\$0	\$0	\$1910.92
Option 12	EVO 5500 Cab Heater Base Kit Diesel	\$1,826.00	\$150.00	\$150.00	\$0	\$0	\$1976.00
Option 13	EVO 5500 Cab Heater Interior Kit Diesel	\$2,169.19	\$150.00	\$150.00	\$0	\$0	\$2319.19
Option 14	EVO 5500 Cab Heater Exterior Kit Diesel	\$2,270.92	\$150.00	\$150.00	\$0	\$0	\$2420.92
Option 15	EVO 5500 Cab Heater Base Kit Diesel 24V	\$1,860.92	\$150.00	\$150.00	\$0	\$0	\$2010.92
Option 16	DBW 2010 Arctic Kit w/enclosure	\$2,138.36	\$375.00	\$375.00	\$0	\$0	\$2513.36
Option 17	DBW 2010 24V Tray Kit	\$2,193.85	\$375.00	\$375.00	\$0	\$0	\$2568.85
Option 18	DBW 2010 24V w/enclosure	\$2,193.85	\$375.00	\$375.00	\$0	\$0	\$2568.85
Option 19	DBW2020 12V Enclosure w/nozzle preheat	\$3,232.73	\$375.00	\$375.00	\$0	\$0	\$3607.73
Option 20	DBW2020 24V Base Kit	\$2,847.39	\$375.00	\$375.00	\$0	\$0	\$3222.39
Option 21	DBW2020 24V w/enclosure	\$3,118.67	\$375.00	\$375.00	\$0	\$0	\$3493.67
Option 22	DBW2020 24V w/enclosure w/nozzle preheat	\$3,186.49	\$375.00	\$375.00	\$0	\$0	\$3561.49
Option 23	DBW300 24V w/enclosure	\$3,155.66	\$375.00	\$375.00	\$0	\$0	\$3530.66
Option 24	DBW300 24V w/enclosure w/nozzle preheat	\$3,232.73	\$375.00	\$375.00	\$0	\$0	\$3607.73
Option 25	Thermo230 Vertical (MCI Kit)	\$2,076.71	\$375.00	\$375.00	\$0	\$0	\$2451.71
Option 26	Thermo 300 24V Base Kit	\$2,384.98	\$375.00	\$375.00	\$0	\$0	\$2759.98
Option 27	Thermo 300 24V w/enclosure w/U4855 kit	\$3,618.07	\$375.00	\$375.00	\$0	\$0	\$3993.07
Option 28	Thermo 300 24V w/enclosure w/U4814 kit	\$4,197.62	\$375.00	\$375.00	\$0	\$0	\$4572.62
Option 29	Thermo 350 24V w/enclosure w/U4814 kit	\$4,003.41	\$375.00	\$375.00	\$0	\$0	\$4378.41
Option 30	Thermo 50 24V Base Kit	\$1,219.04	\$375.00	\$375.00	\$0	\$0	\$1594.04
Option 31	Thermo 90ST Base Kit 12V	\$1,578.45	\$375.00	\$375.00	\$0	\$0	\$1953.45
Option 32	Thermo 90ST w/enclosure 24V	\$1,826.33	\$375.00	\$375.00	\$0	\$0	\$2201.33
Option 33	Thermo 90ST Base Kit 24V	\$1,749.26	\$375.00	\$375.00	\$0	\$0	\$2124.26
Option 34	Tandem 717 AT2000 w/TSL 17 12V	\$1,765.08	\$375.00	\$375.00	\$0	\$0	\$2140.08
Option 35	TTC 12V Generic w/Timer	\$824.45	\$375.00	\$375.00	\$0	\$0	\$1199.45
Option 36	TSL 17 w/enclosure School Bus Kit	\$1,107.86	\$375.00	\$375.00	\$0	\$0	\$1482.86
Option 37	TSL 17 w/enclosure Truck Kit	\$1,065.08	\$375.00	\$375.00	\$0	\$0	\$1440.08

Options 1-37: These options meet the specs of this RFP and are in addition to the proposal.