

Contact Information

Website:

Company Name	G.W. Van Keppel Co.
Doing Business as (if applicable)	
Contact Person for Solicitation Response	Marsha Moore
Phone	(405) 495-0606
Email	mmoore@vankeppel.com
Fax	(405) 495-9393
Address For Purchase Orders-Number & Street-Post Office Box (some companies have ordering addresses that are different than the payment address)	8233 W. Reno
City, State, Zip	Oklahoma City, OK 73127
Contact Person for Contract/Ordering/Price Information/Equipment Additions/Changes/Discontinuations	
Contact Name	Bud Earp
Phone	(479) 221-7236
Fax	(405) 495-9393
Email	bearp@vankeppel.com
Secondary Contact for Contract/Ordering	Rick Wood
Phone	(405) 495-0606
Fax	(405) 495-9393
Email	rwood@vankeppel.com
Address For Payment-Number & Street-Post Office Box (some companies have a different Payment/remittance address than the ordering address)	Lock Box # 879515
City, State, Zip	Kansas City, MO 64187
Contact Person/Department for payment	Carol Phelps
Phone	(913) 233-3852
Fax	(913) 281-4815
Email	cphelps@vankeppel.com
Counties You can provide products/warranty service/repair parts to	<u> X </u> All counties in Oklahoma OR just these counties: _____
(include any special conditions, such as territory or district maps on a separate sheet)	
Payment Discount (i.e. 15 days)	Net _____ days N/A
Supplier will be responsible for notifying the contracting officer when the contact information changes.	Notes: (Special ordering instructions-please attach any special instructions on a separate sheet)

H. PRICE AND COST

The State of Oklahoma is requesting pricing for construction equipment. The pricing matrix is a percentage off the Manufacturer's list price. Vendors can submit actual pricing schedules for their equipment though, with the percentage discount already figured.

The State of Oklahoma has been a leader in the push for State use of CNG-powered vehicles. If you have products that are fueled by means other than gas or diesel fuel, and that are considered environmentally friendly, please include them in your response.

Manufacturers responding please include a listing of Distributors/Dealers for the State of Oklahoma to include Name of business, Address, contact names, phone numbers, fax numbers, email addresses and websites.

Suppliers must submit specifications for all equipment bid, as well as options available. Please submit these specifications on a cd or dvd or flash drive. It is preferred that vendors have a website where customers can go and view the products. The Central Purchasing Statewide Contract website will be updated as necessary.

The manufacturer's price list date that you are being asked to provide is considered the "starting point" of the contract and is to be used as a measurement of price increases throughout the contract. (i.e. at the end of the contract year, the purchases will be compared to annotate any price changes that were made.) You will be expected to provide brochures and descriptive literature to those customers who request it and the contracting officer responsible for the maintenance of the contract. Although you will not be required to send actual pricing sheets as the prices are updated, you will be required to notify the contracting officer when there are price increases and a note will be made to the website where your contract will be located.

The Supplier will be expected to notify the Contracting Officer of any changes in the Company status, such as mergers, sell offs, discontinuation of equipment, addition of equipment lines and changes in the contact information for the contract. It is imperative that the Contracting Officer be able to contact someone at all times during business hours, especially when helping an entity make a decision on equipment they want to purchase.

With the age of technology, customers are more likely to use the internet to research the equipment they are interested in buying. We will put a link to your website on the contract website. Please provide a guide to the use of your website if you require a name and password to access current pricing, if listed, at no subscription cost to the State of Oklahoma. Also, please provide any additional enhancements such as any special ordering features available to users or a site with pricing specific to the Oklahoma contract even though we are not requiring you to offer a direct link to the Oklahoma-specific contract pricing or your current price lists.

Website: _____

Log-in required? ☐ Yes ☐ No

Government entities who will be buying from this contract will be expected to provide their accounting offices with a pricing sheet or pricing sheet reference date at the time they prepare their payment method. This pricing sheet will clearly state the Price Book/Catalog Number and Date. This sheet is to be attached to the quote provided by the Supplier. The quote will reference the Statewide contract number being used for the purchase. All set up charges, testing, and freight charges are to be included in the total price less discount offered.

Discounts offered will remain the same or can be increased throughout the contract period. Multiple Unit discounts are encouraged.

OEM Repair Parts: 10 % After Market Parts: 5 %

Extra manuals, warranties and tools:

Electronic (cd, dvd) Repair Parts manual: 15 %

"Hard Copy" Repair parts manual: 15 %

Electronic (cd, dvd) Operator Manual: 15 %

"Hard Copy" Operator's manual: 15 %

Electronic (cd, dvd) Service Manual: 15 %

"Hard Copy" Service Manual: 15 %

Extended Warranty offered? ☒ Yes ☐ No If yes, please attach information for the extended warranty purchase. Discount offered _____ % (no discount on Extended Warranty)

Scan tools (for diagnostics) offered? ☒ Yes ☐ No 0 %

Diagnostic software and hardware included with equipment? ☐ Yes ☒ No If yes, please attach information.



THE G. W. VAN KEPPEL COMPANY

8233 west Reno Ave
Oklahoma City, OK 73127
Office 405-495-0606
Fax 405-495-9393

SW192
Special conditions
Attachments B,C,E,F,G,H &I

page 1 of 2

1. **Trade-in's:** G.W. Van Keppel will accept trade-in equipment, Trade Values will be determined by Van Keppel at time of sale, and deducted from the discounted purchase price per C.9.4 Example
2. **Extended Warranty:** Extended warranties will be offered through EPG and will not be offered at any discount. Current EPG pricing at time of sale will apply. Extended warranty may be purchased per EPG guidelines regarding machine type and coverage's offered by EPG
3. **Leases:** Equipment Leases will be offered through state and third party acceptable lending intuitions using the State B120 leasing form.
4. **Leases with Buy Back:** Lease with buy backs will be offered based on new equipment and terms of lease. Buy backs will vary based on equipment requested and projected residual values to be determined by G.W. Van Keppel.
5. **Multiple Unit Discounts:** Multiple unit discounts will be offered as follows; 1% in addition to equipment discount based on 2 to 5 units; 2% in addition to equipment discounts based on 6 or more units.
6. **Attachments/Accessories:**
 - A. Options and accessories ordered off of the Volvo published list price at the same time of unit orders will have the same discounts as unit offered. If authorized using department request pricing on an equipment option / attachment / accessories separate from a unit order the discount will change to 20% off of Volvo List price.
 - B. **Non Volvo Attachments:** G.W. Van Keppel represents several manufactures i.e.; Esco, Geith, Werk-Brau, Topcon, Jag , CP , Allied Breakers and several others that manufacture attachments for the Volvo Product Line, these attachments will be offered at 10% discount from the Manufacture published list price .

ATTACHMENT B WHEEL LOADERS

If you have different discounts for different sizes of equipment or options, you WILL have to list the items. If you need more space, attach sheets in the same format as this one.

Type of Equipment	Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	Percentage off discount %
Wheel Loader	Volvo		
	L60G, L70G, L90G, L110G,	1-1-2014	38%
	L120G & H, L150G & H,		38%
	L180G & H, L220G & H, ,		32%
	L250G & H, L350F		32%
Note: Option & Attachments Pricing from the Volvo Published Price list and ordered with the unit will have the same discount. Options & Attachments ordered separate from unit orders will have a 20% discount off of list			
Compact Equipment	Volvo		
	L20F, L30GS, L35GS,	1-1-2014	32%
	L45GS		
Note: See attached SW192 Special Conditions, Trade Ins, Extended Warranty, Lease, Lease with buyback, Multiple Unit Discount, Attachments/Accessories, Non Volvo Attachments Discounts			

Attachments/Accessories: _____ %

Options: _____ % Trade-ins: ☒ Available _____ Not Available (Include any special conditions on a separate sheet)

Multiple Unit discount: 1 % (In addition to the equipment discount) based on 2-5 Units purchased
 _____ Dollar amount 2% in addition to the equipment discount based on 6 units or more

If Units, how many? _____ If dollar amount, how much? _____

ATTACHMENT C **MOTOR GRADERS**

If you have different discounts for different sizes of equipment or options, you WILL have to list the items. If you need more space, attach sheets in the same format as this one.

Type of Equipment	Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	Percentage off discount %
Motor Graders			
Tandem Drive	Volvo G930C	1-1-2014	45%
Tandem Drive	Volvo G940C	1-1-2014	45%
6 Wheel Drive	Volvo G946C	1-1-2014	45%
Tandem Drive	Volvo G960C	1-1-2014	45%
Tandem Drive	Volvo G970	1-1-2014	45%
6 Wheel Drive	Volvo G976	1-1-2014	45%
Note: Options ordered from the Volvo Published Price List and ordered will have the same discount			
Options & Attachments ordered separate from unit orders will have a 20% discount from Volvo List price			
Note: See attached SW192 Special Conditions Trade Ins, Extended Warranty, Leases, Lease buybacks,			
Multiple unit discounts, Attachments/Accessories			

Attachments/Accessories: _____%

Options: _____% Trade-ins: ☒ Available _____ Not Available (Include any special conditions on a separate sheet)

Multiple Unit discount: 1 % (In addition to the equipment discount) based on 2-5 Units purchased
 _____ Dollar amount 2 % in addition to the equipment discount based on 6 or more units

If Units, how many? _____ If dollar amount, how much? _____

ATTACHMENT D
TELEHANDLER, MATERIAL HANDLERS

If you have different discounts for different sizes of equipment or options, you WILL have to list the items. If you need more space, attach sheets in the same format as this one.

[illegible]

Attachments/Accessories: 0 %

Options: _____% Trade-ins: X Available _____ Not Available (Include any special conditions on a separate sheet)

Multiple Unit discount: N/A % (In addition to the equipment discount) based on _____ Units purchased
Dollar amount _____

If Units, how many? _____ If dollar amount, how much? _____

ATTACHMENT E
SITE DUMPERS (Track and Wheeled)

If you have different discounts for different sizes of equipment or options, you WILL have to list the items. If you need more space, attach sheets in the same format as this one.

Type of Equipment	Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	Percentage off discount %
Articulated Haul Trucks	Volvo A25F	1-1-2014	35%
Articulated Haul Trucks	Volvo A30F & G	1-1-2014	35%
Articulated Haul Trucks	Volvo A35F & G	1-1-2014	35%
Articulated Haul Trucks	Volvo A40F & G	1-1-2014	35%
Note: Options & Attachments ordered from the Volvo Published Price list and ordered with the unit will have the same discount as the unit.			
Options & Accessories ordered separate from the unit order will have 20% discount from Volvo Published Price list.			
Note: See attached SW192 Special Conditions, Trade-ins, Extended Warranty, Leases, Leases with Buybacks, Multiple Unit Discounts, Attachments/Accessories, Non Volvo Attachments.			

Attachments/Accessories: _____ %

Options: _____ % Trade-ins: ☒ Available _____ Not Available (Include any special conditions on a separate sheet)

Multiple Unit discount: 1 % (In addition to the equipment discount) based on 2-5 Units purchased
Dollar amount 2 % in addition to the equipment discount based on 6 or more units.

If Units, how many? _____ If dollar amount, how much? _____

ATTACHMENT F
BACKHOES

If you have different discounts for different sizes of equipment or options, you **WILL** have to list the items. If you need more space, attach sheets in the same format as this one.

[illegible]

Attachments/Accessories: _____ %

Options: _____% Trade-ins: X Available _____ Not Available (Include any special conditions on a separate sheet)

Multiple Unit discount: 1 % (In addition to the equipment discount) based on 2-5 Units purchased
Dollar amount 2 % in addition to the equipment discount based on 6 units or more.

If Units, how many? _____ If dollar amount, how much? _____

ATTACHMENT G

SKID STEERS

If you have different discounts for different sizes of equipment or options, you WILL have to list the items. If you need more space, attach sheets in the same format as this one.

Type of Equipment	Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	Percentage off discount %
Rubber Tire Skid Steer	Volvo		
	MC60C, MC70C, MC85C, MC95C	1-1-2014	35%
Rubber Tire Skid Steer	Volvo		
	MC110C, MC115C, MC135C	1-1-2014	40%
Track Skid Steer	Volvo		
	MCT85C, MCT110C, MCT125C, MCT135C	1-1-2014	35%
Note: Options and Accessories ordered from Volvo Published Price list and ordered with the unit will have the same discount as the unit discount			
Options & Accessories ordered separate from the unit order will have a 20% discount from Published Volvo List Price			
Note: See attached SW192 Special Conditions, Trade-ins, Extended Warranty, Leases, Leases with Buybacks, Multiple Unit discounts, Attachments/Accessories, Non Volvo Attachments.			

Attachments/Accessories: _____ %

Options: _____ % Trade-ins: ☒ Available _____ Not Available (Include any special conditions on a separate sheet)

Multiple Unit discount: 1 % (In addition to the equipment discount) based on 2-5 Units purchased
 Dollar amount 2 % in addition to the equipment discount based on 6 or more units

If Units, how many? _____ If dollar amount, how much? _____

ATTACHMENT H
TRACK EXCAVATORS

If you have different discounts for different sizes of equipment or options, you **WILL** have to list the items. If you need more space, attach sheets in the same format as this one.

Type of Equipment	Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	Percentage off discount %
Track Excavators	Volvo		
	EC140DL, EC160DL, EC220DL or DLR,	1-1-2014	35%
	EC250DL or DLR, EC300DL or DLR, EC340DL,		
	EC380DL or DHR, EC480DL or DHR, EC700CL or CHR		
Minimum Swing	Volvo		
	ECR145DL, ECR235DL, ECR305CL	1-1-2014	35%
Compact	Volvo		
	EC20C, EC35C, EC60E	1-1-2016	35%
Compact Minimum Swing	Volvo		
	ECR25D, ECR38, ECR58D, ECR88D	1-1-2014	35%
Note: Options and Accessories ordered from Volvo Published Price list and ordered with the unit will have the same discount as the unit discount.			
Note: Options/Accessories ordered separate from the unit will have a 20% discount.			
Note: See attached SW192 Special Conditions, Trade-ins, Extended Warranty, Leases, Leases with Buybacks, Multiple Unit Discounts, Attachments/Accessories, Non Volvo Attachments			

Attachments/Accessories: _____ %

Options: _____ % Trade-ins: ☒ Available _____ Not Available (Include any special conditions on a separate sheet)

Multiple Unit discount: 1 % (In addition to the equipment discount) based on 2-5 Units purchased
Dollar amount 2 % in addition to the equipment discount based on 6 units or more

If Units, how many? _____ If dollar amount, how much? _____

ATTACHMENT I **WHEELED EXCAVATORS**

If you have different discounts for different sizes of equipment or options, you WILL have to list the items. If you need more space, attach sheets in the same format as this one.

Type of Equipment	Brand Name	Price Book/Catalog Date of Manufacturer's Current Published Retail Price List	Percentage off discount %
Wheel Excavators	Volvo		
	EW160D, EW180D, EW120D	1-1-2014	40%
Note: Options and Accessories ordered from the Volvo Published Price List and ordered with the unit			
the same Unit discount will apply.			
Options and Accessories ordered separate from the unit will have a 20% discount.			
Note: See attached SW192 Special Conditions, Trade-ins, Extended Warranty, Leases, Leases with			
Buyback, Multiple Unit Discounts, Attachments/Accessories, Non Volvo Attachments			

Attachments/Accessories: _____ %

Options: _____ % Trade-ins: ☒ Available _____ Not Available (Include any special conditions on a separate sheet)

Multiple Unit discount: 1 % (In addition to the equipment discount) based on 2-5 Units purchased
 _____ Dollar amount 2 % in addition to the equipment discount based on 6 units or more.

If Units, how many? _____ If dollar amount, how much? _____