



TO: NYS Authorized Vehicle Contract Bidders

FROM: David Goss  
Director of Purchasing *DG*

DATE: October 13, 2016

RE: **UPSTATE CEREBRAL PALSYS INC. UTICA NY  
NYS MINI BID VEHICLE PROCUREMENT  
26 FOOT BOX CARGO TRUCK W/LIFTGATE  
GVWR LESS THAN 26000 LBS  
REFERENCE UCP Bid IFB15-16**

The attached specification is to be used as a standard for developing a pricing proposal. Upstate cerebral Palsy will consider any brand, model of equipment that is equivalent in form fit and function.

As part of the requirement for this bid:

- The vehicle must class 6 and rated for a non CDL driver's license
- The vehicle must be bid with a 26 foot truck body
- The vehicle must be bid to include a liftgate

Customer: Upstate Cerbal Palsy      Quote Name: 268A  
 Dealership: Beam Mack Sales & Service      Quote Id: 69283  
 Prepared By: Michael Sutkus Jr.



## Quotation Details

Quote Information  
 Quote Name: 268A  
 Expiration Date: 09/18/2016  
 Model: 2017 Hino 268A  
 Transmission: Auto - Allison 2500RDS w/Syn Fluids (PTO). w/ FuelSense  
 Wheelbase: 271.0

Standard Options			
Qty	Order Code	Description	Price
1	ENGINE	Engine - HINO J08E-VB Turbo charged and intercooled with glow plugs, 6 cylinder, In-line water-cooled; Max Output 260hp @2500rpm; Max Torque 660lb.ft. @ 1500rpm; 7.68L displacement, EPA10 Emissions Certified.	\$0.00
1	INSIGHTSTD	INSIGHT hardware. 1 year telematics. 5 years remote diagnostics.	\$0.00
1	BLHZASTD	Engine block heater (1000W / 120ACV)	\$0.00
1	OIL	Oil Capacity - 16.15 quarts	\$0.00
1	EXHBRAKE	Exhaust Brake - Driver controlled w/steering column Stalk Switch	\$0.00
1	FUELFILT	Fuel Filter - Davco 243 Diesel Pro Heated fuel/water separator. (Diesel Pro 243)	\$0.00
1	BATTERY	Battery - Two 12 volt parallel connection, 600 CCA x 2. GR31	\$0.00
1	STARTER	Starter - Denso 12 volt 4.8 kW / 6.4 HP rating	\$0.00
1	RADIO	Radio - AM/FM with single CD, bluetooth, two speakers.	\$0.00
1	AIRCOND	Air Conditioning - Denso Cab AC System designed specifically for Hino - Refrigerant 134A	\$0.00
1	DISPLAY	Meter Cluster - Information display: Instant and trip fuel consumption, Diesel Particulate Reduction System performance/status, maintenance intervals, engine and vehicle diagnostics.	\$0.00
1	GAUGES	Gauges - Speedometer mph (km/h), odometer, fuel/DEF gauges, coolant temp gauge, engine tachometer, air pressure gauge.	\$0.00
1	FTGRILL	Grille - Chrome plated	\$0.00
1	HEAT/DEF	Heater/Defroster - 18,357 BTU/h	\$0.00
1	LAMPS	Lighting - Marker lamps, stop/tail lights, back-up lights, side-flasher lights.	\$0.00
1	MISC	Cab Features - Standard: Cruise control, power steering with tilt and telescopic steering column, cup holders, cigarette lighter, coat hook, bag hook, two overhead compartments, two door pockets, sun visors, side mirrors (1 flat, 1 convex) each side.	\$0.00
1	INDICATORS	Warning Indicators - Oil pressure, brake pressure, coolant level, battery charge, high beam, turn signal, parking	\$0.00

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Standard Options			
Qty	Order Code	Description	Price
		brake, engine control system and ABS.	
1	FREIGHT	Equalized Freight Charge	
1	COOLSYS	Cooling Capacity - 7.075 gallon cooling system capacity	\$0.00
1	WARRANTY_05	Warranty - Basic Vehicle-24 months unlimited mileage; Engine-36 months unlimited mileage; Engine-60 month Extended Coverage, 250,000 miles (includes injectors, fuel supply pump and turbo); Emission-60 months 100,000 miles; Frame Rails & Cross Members-48 months unlimited mileage; Cab-48 months unlimited mileage; ABS-24-36 months 300,000 miles.	\$0.00
1	HWATCH_05	Hino Watch Roadside Assistance - 3-year unlimited roadside assistance including lockout, *out of fuel/DEF, battery jumpstart, information, and warranty towing (2 year coverage). *Fluids are customer pay responsibility. Tire Service - assist customer in arranging for roadside tire service if requested	\$0.00
1	GVWR	GVWR - Gross Vehicle Weight Rating - 25,950 lbs.	\$0.00
1	AIRTANK	Air Tank - Two 34 liter tanks (68L total), (15cfm@1250rpm)	\$0.00
1	BRAKES	Brakes - Full air dual circuit "S" cam type, leading and trailing shoes with automatic adjustment and Antilock Brake System (ABS). Front Brakes: 15.0" diameter x 4.0" x 0.73" thickness. Rear Brakes: 16.5" x 7.0" x 0.85".	\$0.00
1	AIRDRYER	Air Dryer - Bendix -AD-IS (Air Dryer Integrated Solution) heated air dryer.	\$0.00
1	FRAME	Frame - Straight C Channel frame, ladder type, powder coated, 34" wide, yield strength 80,000 PSI, resistance bending moment (RBM) 1,031,900 in./lbs. (one side no reinforcement).	\$0.00
1	TIRES	Front tires - Bridgestone 11R 22.5 R268 Rib pattern; Rear tires - Bridgestone 11R 22.5 M726EL Lug pattern.	\$0.00
1	AXLES	Front Axle - Meritor MFS10, 10,000 lb. capacity, Reverse Elliot "I" beam oil lubricated hubs. Rear Axle - Meritor RS19-145, 19,000 lb. capacity, full-floating single reduction single speed hypoid gearing.	\$0.00
1	SPRINGS	Front Spring: Tapered leaf springs with shock absorbers, 12,000 lb. rating; Rear Spring: Semi-elliptical main, 21,000 lb. rating.	\$0.00
1	AXLESTD	Rear Axle Ratio - Standard 5.57	\$0.00
Premium/Upgrade Options			
Qty	Order Code	Description	Price
1	268A-17V	271" WB / 203.6" CA	\$0.00
1	KBERDS25	Auto - Allison 2500RDS w/Syn Fluids (PTO). w/ FuelSense	
1	260HP	260HP Engine	
1	ALT135A	Alternator - Delco 12 volt 135 amp Brushless Type	

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Premium/Upgrade Options			
Qty	Order Code	Description	Price
1	SEAT3F	Fabric, w/two man passenger bench seat.	
1	PWDL	Power Windows & Power Door Locks.	
1	MRRH	Side mirrors - power heated mirrors.	
1	HORZA	Air horn.	
1	BBUZZ	Backup Alarm.	
1	FNDMIR-LO	Fender mounted mirrors - chrome (both sides).	
1	SAFETY	Fire Extinguisher ABC 2.5MP, Triangle Kit (17 1/4" wide x 16 1/2" high).	
1	STD90X1	Single 90 gallon aluminum fuel tank	
1	D68AR	Air Suspension - Hendrickson	
1	Z05XD	Alcoa polished aluminum wheels (inner rear steel)	
1	ASDZA1	Air Suspension Valve - Single Leveling	
1	BMPC	Bumper - Chrome. 1 tow hook	
1	No_SalesTax	No Sales Tax	
Price			
Sales Tax			
Unit Quantity			1
Total Quoted Price			



**DN-0327942-1**

Quoted By: Lowell Taylor  
 Created: 8/17/2016  
 Revised: 8/17/2016

25 ALICE STREET • BINGHAMTON, NY 13904 • Phone: 607-723-8993 • Fax: 607-771-0157 •

**Configuration:** Up state CP  
**Reference:**

**Sales Representative:**

**Customer**

Beam Mack Sales and Service, Inc  
 3050 Lake Road

Elmira, NY 14845

Customer Number:  
 Terms: N-30

**Contacts**

Michael Sutkus Jr.  
 p. 607-733-4606  
 f. 607-733-4824

**Ship to:**  
 p.

**Ship To**

CUSTOMER PICKUP

Shipping Method: **Customer Pickup**

**Model**

GVSD09726102FT

**Description**

MORGAN DRY FREIGHT "FAST TRACK" VAN BODY 26 FTP A  
 NOMINAL

**Plant**

Morgantown

**Body Dimensional Information**

Inside Height: 97.12  
 Inside Length: 310.13  
 Inside Width: 96.63  
 Rear Door Opening (W x H): 94W X 91.25H

**Chassis Information**

Make: HINO  
 Model: 268A (2011 and Newer Model)  
 Expected Date:  
 Color: WHITE  
 Rear Axle: Single (1)  
 Air Horns on Cab Roof: No

Year: 2017  
 WB: 271  
 FW: 34  
 FOB: 200  
 Vert. Exh.: No

Note: Body dimensional information above for reference only. These dimensions may change based on any special pricing items included in this quotation.

OPTION	DESCRIPTION	QTY	Weight**
SUBFRAME	3" I-BEAM CROSSMEMBERS ON 12" CENTERS WITH 4" LONGRAIL	1	799.3
	MYLAR TAPE IS APPLIED BETWEEN ALL STEEL SUBFRAME COMPONENTS AND EXTRUDED ALUMINUM LOWER BOTTOM RAILS TO PREVENT CORROSION	1	0.26
	EXTRA CROSSMEMBERS	4	88.04
	LOCATE (4) EXTRA CROSSMEMBERS AT REAR ON 6 IN. CENTERS	1	0
MOUNTING	FULL MOUNT-U BOLT	1	166.85
	WOODEN CRUSHER BLOCKS IN THE CHASSIS FRAME AT EACH U-BOLT	14	24.22
	MUDFLAPS-MORGAN 24" X 36" BLACK	1	17.62
FLOOR	1 1/8 IN. LAMINATED HARDWOOD FASTENED TO SUBFRAME WITH 2 COUNTERSUNK SCREWS PER FLOOR BOARD PER CROSS MEMBER IN A STAGGERED PATTERN. FLOOR BOARDS ARE SHIP LAPPED AND PRE-UNDERCOATED FOR PROTECTION FROM ELEMENTS.	1	880.25
THRESHOLD	STEEL DIAMOND FLUSH TO REAR 1/8"X 24" ROUTED EDGE INTO FLOOR	1	99.42
REAR DOOR	MORGAN STANDARD REAR OVERHEAD DOOR	1	178.78
REAR FRAME	HEADER SUB-COMPONENT GALVANNEALED WITH 35 OR S36 LIGHTS	1	60.19
	POST SUB-COMPONENT GALVANNEALED FOR OVERHEAD DOOR WITH RECESSED LIGHTS	1	85.97
	ENDPLATE SUB-COMPONENT FOR OVERHEAD DOOR FOR 4.12" ENDPLATE	1	81.01
	GALVANNEALED HEADER POST GUSSET	1	2.78
	ENDPLATE REINFORCEMENT GALV	1	10.28



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SKINS-SIDES	.040 ALUMINUM PREPAINTED WHITE	1	221.16
	RIVETS FOR FRONT AND SIDEWALLS-26 BODY	1	5.04
SIDE WALL	EXTRUDED ALUMINUM TOP AND BOTTOM RAILS WITH 1 3/8 IN. DEEP GALVANIZED STEEL Z-SHAPED VERTICAL POSTS INSTALLED ON 16 IN. CENTERS CURBSIDE.	1	181.38
	EXTRUDED ALUMINUM TOP AND BOTTOM RAILS WITH 1 3/8 IN. DEEP GALVANIZED STEEL Z-SHAPED VERTICAL POSTS INSTALLED ON 16 IN. CENTERS ROADSIDE.	1	181.38
LINER-SIDE	LINER-SIDES 3/8" PLYWOOD FULL	2	428.32
SCUFF	SCUFF-SIDE SOLID HARDWOOD 3/4" X 11" HIGH	2	109.32
INTERIOR TIES	SERIES E-TRACK RECESSED SIDE WALL	4	186.2
	LOCATE RECESSED ROW AT 26.50 IN. FROM TOP OF FLOOR TO CENTER OF TRACK	1	0
	LOCATE RECESSED ROW AT 55.50 IN. FROM TOP OF FLOOR TO CENTER OF TRACK	1	0
	SERIES E TRACK RECESSED FRONT WALL	2	33.7
	LOCATE RECESSED ROW AT 26.50 IN. FROM TOP OF FLOOR TO CENTER OF TRACK	1	0
	LOCATE RECESSED ROW AT 55.50 IN. FROM TOP OF FLOOR TO CENTER OF TRACK	1	0
FRONT END	AERODYNAMIC ALUMINUM RADIUS WITH STEEL Z POST	1	58.96
SKINS-FRONT	.040 ALUMINUM PREPAINTED WHITE	1	29.6
LINER-FRONT	MORGAN REINFORCED-3/4" FULL HEIGHT PLYWOOD-20"H STEEL	1	182.83
SCUFF	SCUFF FRONT - SOLID HARDWOOD 3/4in X 11in HIGH	1	18.18
ROOF	.062 TRANSLUCENT GLASSBOARD SHEET ALLOWS 10% LIGHT TRANSMISSION	1	170.86
	AERODYNAMIC ALUMINUM RADIUS AND POLY-TUFF CORNER CAPS	1	31.32
INTERIOR LIGHTS	ONE INTERIOR LED DOME LAMP	1	2.58
	TOTAL DOME LIGHT(S) = 2;	1	0
	EXTRA INTERIOR LED DOME LAMP ON SAME CIRCUIT	1	2.27
	SWITCH WITH INDICATOR MOUNTED IN CAB DASH	1	6.45
	NOTE: MORGAN SWITCH CHOSEN. MORGAN WILL NOT USE CHASSIS OEM SWITCH.	1	0
UNDERRIDE	4" SQUARE ANTI-SKID TUBE WITH 20" UPRIGHTS/30.5" SPREAD	1	80
EXTERIOR LIGHTS	TECNIQ S36 LED SEALED CLEARANCE LIGHT, PER FMVSS-108 INSTALLED IN FRONT CORNER CAPS, SIDE TOP RAILS AND FIVE ACROSS REAR HEADER.	1	5.35
	REAR MAIN HARNESS FOR LED LIGHTS	1	2.51
	LED REAR LIGHTS RECESSED IN REAR POST/DOMESTIC WITH LICENSE PLATE LIGHT MOUNTED IN THE REAR CORNER POST WITH GALVANNEALED PROTECTOR	1	3.69
PAINT	REAR FRAME STEEL WHITE IMRON	1	0.0



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DECALS	MORGAN-BLACK-FULL MOUNT	1	0.07
SAFETY ITEMS	ALUMINUM 12" GRAB HANDLE-BOLTED	2	1.02
	GRAB HANDLE MOUNTED ON CURBSIDE AND ROADSIDE REAR	1	0
	CONSPICUITY TAPE INSTALLATION	1	0.57
	BOTH SIDES OF BODY, ACROSS BOTTOM OF REAR DOOR, UNDERRIDE PROTECTOR, AND TWO INVERTED L's ON THE UPPER OUTBOARD CORNERS. PER DRAWING CONSP00	1	0
DECALS	OVERALL HEIGHT WARNING REVERSE IMAGE	1	0.03

Total Body Weight 4437.76

**NOTES TO CUSTOMER:**

**DIMENSIONAL DATA:** All dimensions, weights, and measurements specified herein are estimates and are subject to Morgan's manufacturing tolerances, may change without notice, and may vary depending on options selected. Please contact Morgan for dimension, weights, and measurements for your particular truck body and chassis.

**NOTICE:** Morgan Corporation manufactures all vehicles to conform to applicable U.S. Federal Motor Vehicle Safety Standards (FMVSS) in effect at time of manufacture. Buyer/end-user is responsible for ensuring this vehicle, when operated, meets all applicable federal, state and local rules, regulations and statutes, including, but not limited to, those governing safety equipment, cargo securement, and accessories.

Morgan will give Customer a notice of release ("Release Notice") of their completed truck body units ("Vehicles") and Customer will remove, or authorize Morgan to remove, the Vehicles from Morgan's lot within five (5) days of the date thereof. After which time, and pursuant to Morgan's Standard Sales Agreement, Morgan shall not be responsible for any loss or damage thereto, for any reason, including, but not limited to, such loss or damage caused by fire, flood, storm, act of God, vandalism, accident, explosion, war, strike, civil or military authority, or any other similar causes.

In addition, Customer agrees to reimburse Morgan's then current lot lease expenses for every month past fourteen (14) days of the date of the Release Notice that the Vehicles remain on Morgan's lot. Customer also agrees to pay Morgan for all costs incurred, after fourteen (14) days of the date of the Release Notice, to maintain the Vehicles in satisfactory (road-worthy) working order.

Morgan shall not be responsible nor otherwise be held liable for cargo loss, loss of use, property damage, commercial (economic) loss, or other direct, indirect, incidental, consequential, or special damages alleged to have been caused by any Morgan product, or any delay in delivery of such product.

Morgan and BINGHAMTON TRUCK BODY reserves the right to withdraw this proposal if not accepted within 30 days. Morgan and BINGHAMTON TRUCK BODY's Standard Sales Agreement Terms and Conditions apply to this quotation. Copies available upon request. Any additional or different terms proposed by Buyer are objected to and hereby rejected.

Acceptance of Proposal - The pricing, specifications, and conditions of this quotation document are satisfactory and are hereby accepted. You are authorized to do the work as specified. Payment will be made as outlined above.

Subtotal: [REDACTED]

Estimated Tax: \$0.00

Sell Price Each: [REDACTED]

x Qty: 1

Pricing may or may not include an estimation of applicable sales tax.

**Total Quote Price:** [REDACTED]

Customer Signature:	Date of Acceptance:	Customer PO Number:
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<b>PO and Chassis Details:</b>	* Chassis Expected Date:
# * PO # * Chassis VIN	Customer Unit # Chassis Factory #
1	

\* PO #, Chassis VIN #, and Chassis Expected Date are required when placing order with Morgan Corporation. Please provide if not listed above.



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**Options available at additional cost per body:**

- 1.) PROVIDE AND INSTALL ONE ANTHONY ATU-2500 WITH ALUMINUM PLATFORM

\$ Included