



June 11, 2018

Mr. Kyle Outland
Fleet Commercial Director
Champion Chevrolet
Reno NV

Dear Kyle,

Congratulations on winning the Nevada state bid again, and thank you for considering us one of the suppliers for state bid bodies.

We are sending you this letter in response to your inquiry requesting pricing updates for the Harbor service bodies offered to you in previous years. You will notice the part numbers have changed a bit as we have updated our Trademaster bodies to the Harbor "NeXtGen" Service Bodies. We hope that this letter will assist you in capturing more state-bid business this year.

We are pleased to offer the following pricing for the bodies and options you have indicated in previous years. They are 8ft SRW, 9ft SRW, 9ft DRW and 11' DRW Trademaster bodies with standard 41" height and Stainless Steel open top lids (on the flip top version) or non-flip tops (closed tops). The Single Rear Wheel models have 15" deep compartments and the Dual Rear Wheel model has 23.5" deep compartments. We are also including a 9-ft and 12-ft Flatbed with the options you requested.

The racks for these bodies are also listed below under "Trademaster/Flatbed Options" as well as the 1300lb Tommy Gate. These measurements are Harbor standards for Chevrolet Trucks. This includes any configuration of vertical and/or horizontal compartments and our standard mount.

The prices shown are FOB Harbor Truck Bodies, shipping charges delivered to Champion Chevrolet and the Net Price. Standard freight charges apply to bodies delivered to other Nevada state locations. This pricing will also incorporate a "Steel and Aluminum" Surcharge that is subject to change with economic climate. The surcharge rate shown is the most current rate to date, but may fluctuate down the line.

These are your current prices as of June 11th, 2018. However, prices are subject to change without notice and could be reflected on any new quote requested. As soon as the steel and aluminum markets settle down, Harbor plans to revert to more standardized pricing without surcharges.

For accessories and options, individually delivered, (if not mounted on the body) charges may incur an additional cost.

Harbors' payment terms are 2%-10; net 30 days. This means if payment is received within 10 days of the date of arrival at your Dealership you may take a 2% discount off your net dealer invoice (**not MSRP**). All balances are due no later than 30 days after your invoice date.

At your convenience, Harbor Truck Bodies would like to request that you provide us with evidence or support of your award, under the Nevada State bid, for our records. It would be greatly appreciated. Thank you!

We look forward to working with you as partners this coming year.

With all best wishes,

Warren Mason

Director of Sales & Marketing

Specific Body and Option Pricing Requested

| <u>Trademaster Bodies</u> | <u>Equip. Price + Freight + Surcharge</u> | <u>Net 1/Price</u> |
|---|---|--------------------|
| HT098-1541A 8-FT. SRW TradeMaster w/ Stainless Steel Top | \$5053 + \$495 + 375 | \$5923 |
| HT098-1540A 8-FT. SRW TradeMaster w/ Closed Top | \$4979 + \$495 + 375 | \$5849 |
| HT108-1541A 9-FT. SRW TradeMaster w/ Stainless Steel Top | SPECIAL PRICING FOR 56" CA | |
| HT108-1540A 9-FT. SRW TradeMaster w/ Closed Top | SPECIAL PRICING FOR 56" CA | |
| HT108-2341A 9-FT. DRW TradeMaster w/ Stainless Steel Top | \$5649 + \$495 + 375 | \$6519 |
| HT108-2340A 9-FT. DRW TradeMaster w/ Closed Top | \$5493 + \$495 + 375 | \$6363 |
| HT132-2341A 11-FT. DRW TradeMaster w/ Stainless Steel Top | \$6976 + \$495 + 375 | \$7846 |
| HT132-2340A 11-FT. DRW TradeMaster w/ Closed Top | \$6902 + \$495 + 375 | \$7772 |

TradeMaster Options

| | |
|---|-------------------------------|
| Tommy Gate Model #G-54-1342TP42 (includes Bumperette & light kit) | CALL- FLUCTUATES |
| RKTFL098-1541 Forklift Rack for 8' SRW TradeMaster | \$1072 |
| RKTFL108-1541 Forklift Rack for 9' SRW TradeMaster | \$1112 |
| RKTFL108-2341 Forklift Rack for 9' DRW TradeMaster | \$1112 |
| RKTFL132-2341 Forklift Rack for 11' DRW TradeMaster | \$1394 |
| MASTER LOCK SYSTEM | 8' \$900, 9' \$907, 11' \$921 |
| BACK UP ALARM- \$259 | |
| CAMERA RELO WITH 5F9 \$216 | |
| HITCH & PLUGS- Same as FB Option Pricing Below when applicable | |

| <u>Flatbeds</u> | <u>Equip. Price + Freight + Surcharge</u> | <u>Net 1/Price</u> |
|--|---|--------------------|
| 12-ft. Black Boss Flatbeds | | |
| HTFB14496 Apitong Hardwood Floors | \$3229 + \$495 + 375 | \$4099 |
| HTFB14496D Diamond Plate Floor (no wood underneath) 2/ | \$3338 + \$495 + 375 | \$4208 |
| HTFB14496S Smooth Plate Floor (no wood underneath) 2/ | \$3323 + \$495 + 375 | \$4193 |
| HTFB14496A Aluminum Isolation-Mounted on Steel Frame | \$3888 + \$495 + 375 | \$4758 |
| 9-ft. OR 10-ft Black Boss Flatbeds | | |
| HTFB10896 Apitong Hardwood Floors | \$3099 + \$495 + 375 | \$3969 |
| HTFB10896D Diamond Plate Floor (no wood underneath) 2/ | \$3226 + \$495 + 375 | \$4096 |
| HTFB10896S Smooth Plate Floor (no wood underneath) 2/ | \$3218 + \$495 + 375 | \$4088 |
| HTFB10896A Aluminum Isolation-Mounted on Steel Frame | \$3806 + \$495 + 375 | \$4676 |

Flatbed Options

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|--|--------|
| M7PRONG 7-Prong Trailer Connector | \$149 |
| MREC-LAND Class 4 Receiver Hitch | \$375 |
| MRECLAND-V Class 5 Receiver Hitch (2.53" Tube with 2" Insert) | \$497 |
| MRECLAND-VI Class 6 Receiver Hitch with 2" insert | \$555 |
| RKFBFLT144-96-PL Tapered Leg Over Cab Work Rack (HTFB14496 only) | \$1480 |
| RKFBFLT108-96-PL Tapered Leg Over Cab Work Rack (HTFB10896 only) | \$1322 |
| RKFBFLT120-96-PL Tapered Leg Over Cab Work Rack (HTFB12096 only) | \$1475 |
| UB601818 Under Bed Tool Box 60"x18"x18" (HTFB14496 only) | \$514 |
| UB481818 Under Bed Tool box 48" x 18" x 18" (HTFB14496 only) | \$494 |
| UB361818 Under Bed Tool Box 36"x18"x18" | \$437 |

1/ Delivered to Champion Chevrolet Reno NV.

2/ Plate or smooth steel overlaid on wood deck is extra charge

