

February 18, 2011

Mr. Warren Blanchard  
State of Missouri DOT  
General Services Division  
930 MoDOT Drive  
Jefferson City, MO 65102


Subject: Contract #3-100107 Extension

Mr. Blanchard:

M-B Companies, Inc. would like to extend our contract #3-100107 with Missouri Department of Transportation through December 31, 2011. We agree to the terms of the original contract and have attached updated pricing for our equipment on the sheets you provided.

If you have any questions or need additional information, please feel free to contact us.

Sincerely,



Rose Shrimp  
Inside Sales Manager



## 2011 Pricing Sheets

**Item # 1 Truck-mounted striper**, meeting the MoDOT specification E1475b, **NET DELIVERED PRICE** to any District in the State of Missouri, in care of the District General Services Manager.

MAKE \_\_\_\_\_ M-B Companies, Inc. \_\_\_ MODEL\_\_ Maxi-800A \_\_\_\_\_

EACH \$ \_\_\_ 355,556.00 \_\_\_\_\_

### OPTIONS

OPTION	DESCRIPTION	PRICE
	<i>Please list any vendor-recommended options relevant to this operation. Use additional sheets if necessary.</i>	
<b>Option 1</b>	5-Year manufacturer's warranty	<b>\$17,000.00</b>
<b>Option 2</b>	Maximum width 102" in lieu of 96."	<b>No additional charge</b>
<b>Option 3</b>	Annual Factory Inspection and Maintenance Repair.	
	<b>Year 1 Price \$</b> ___ 12,400.00 _____	
	<b>Year 2 Price \$</b> ___ 12,400.00 _____	
	<b>Year 3 Price \$</b> ___ 12,400.00 _____	
	<b>Year 4 Price \$</b> ___ 12,400.00 _____	
	<b>Year 5 Price \$</b> ___ 12,400.00 _____	
	<b>Year 6 Price \$</b> ___ 12,400.00 _____	
	<b>Year 7 Price \$</b> ___ 12,400.00 _____	
<b>Year 8 Price \$</b> ___ 12,400.00 _____		

	<b>Year 9 Price \$</b> <u>12,400.00</u>	
	<b>Year 10 Price \$</b> <u>12,400.00</u>	
<b>Option 4</b>	Dual truck steering and all truck controls for either right hand or left hand driver.	<b>\$10,831.60</b>
<b>Option 5</b>	Cloth seats in lieu of vinyl seats	<b>\$ 55.00</b>
<b>Option 6</b>	Provisions to transport three employees, to include overnight expenses, to the factory for a pre-build conference and factory tour and an additional pre-delivery inspection when the unit is 75-85% complete shall be included as an option price. The purpose is to approve the general construction and layout of the striper.	<b>\$4,200.00</b>
<b>Option 7</b>	Additional training modules may be purchased by MoDOT after initial training at a cost of _\$450.00 per student with a 5 person minimum class size.	

Please submit a complete parts and options list with detailed pricing information for each make/model of striper your company would be willing to provide. Please indicate below the percent (%) discount off Manufacturers Suggested Retail Prices (MSRP) for all striper and striping equipment options available in your data book or pricing guides.

**% discount off MSRP for all Data Book or Pricing Guide Options: - % Discount** 10%

Delivery will be made 120-150 days after receipt of order.

<b>OPTIONAL EQUIPMENT:</b>	
Add'l tips – (7) #163-481 tips for higher striping speeds	<b>\$ 238.00</b>
Paint/Bead Monitoring System w/printer	<b>\$17,749.00</b>
Optical sight (inside cab)	<b>\$ 1,858.00</b>
GL3000P Laser Guidance	<b>\$ 6,673.00</b>
Certified ROPS Shelter ILO Uncertified ROPS Shelter	<b>\$ 2,038.00</b>

**Warranty Information**

**Standard Warranty:**

**Chassis:** Base: 1 year      Engine: 5 year / 150,000 miles  
                  Frame: 5 years      Transmission: 3 years  
  Rear Drive Axle: 5 years  
                  Striper Body: 1 year per warranty statement in req'd docs

Begin Date:                      At delivery unless otherwise agreed upon by M-B & MO DOT

Warranty coverage is as follows: (Example: Bumper to Bumper – what does it cover?)

Please see required documentation package for additional information on truck chassis and striper body warranties.

**Extended Warranty:**

Optional 5 year per bid documentation

\_\_\_\_\_  
\_\_\_\_\_

Begin Date:                      At delivery unless otherwise agreed upon by M-B and MO DOT

Warranty coverage is as follows: (Example: Bumper to Bumper - what does it cover?)

Extended warranty coverage will cover same items covered under standard warranty except will run for a total of 5 years, not 1.

3-100107

**NOTICE \* \* \* \* NOTICE \* \* \* \* NOTICE**

The department is interested in assisting Missouri counties, cities, special road districts, etc. in purchasing equipment that meets the Missouri Department of Transportation's specifications.

Each bidder is asked to indicate below whether they would be willing to offer equipment for sale to these local political entities at the same bid price offered to this department.

It is understood the department will not issue purchase orders, accept delivery nor make payment for equipment ordered by any of these agencies. It is further understood the price is based on the unit meeting the department's specifications. Any added options, deletions, or extra freight costs would be negotiated between the local agency and the successful vendor.

Indicate below whether your company is willing to offer such cooperative purchasing for Missouri counties, cities, or other political entities.

YES \_\_\_ XX \_\_\_ NO \_\_\_\_\_

If the price varies throughout the state on department bids, because of different delivery destinations please indicate the price f.o.b. your location that would be offered as described above.

\$ \_\_\_ Not Applicable \_\_\_\_\_  
(Price) (Location)

Company Name \_\_\_ M-B Companies, Inc. \_\_\_\_\_

Address \_\_\_ 1615 Wisconsin Ave, New Holstein, WI 53061-1339 \_\_\_

Phone Number \_\_\_ 570-547-1621 \_\_\_\_\_

Signature \_\_\_ *Rose Shrimp* \_\_\_ Rose Shrimp \_\_\_\_\_

Title \_\_\_ Assistant Secretary \_\_\_\_\_

Date \_\_\_ February 18, 2011 \_\_\_\_\_

(Each vendor should complete the appropriate sections of this form and submit with their bid.)