

BID ITEM WORKBOOK**COSTARS-8 Maintenance, Repair, & Operation Equipment & Supplies ("MRO") (03/29/2011)****BIDDER/CONTRACTOR DATA**

BIDDER/CONTRACTOR'S LEGAL NAME:	C.H. Reed, Inc.
D/B/A NAME, IF APPLICABLE:	
BIDDER ADDRESS:	301 Poplar St. Hanover, PA 17331
COUNTY LOCATED IN:	York
VENDOR NUMBER:	119072
Primary POC regarding IFB/Contract:	Brian Ginck
Secondary POC regarding IFB/Contract:	Dennis Reed
PHONE NUMBER:	717-495-1582
FAX NUMBER:	570-742-8580
EMAIL ADDRESS:	brianginck@chreed.com
COMPANY'S GENERAL WEBSITE ADDRESS	www.chreed.com

SEND PURCHASE ORDER(S) TO NAME:	C.H. Reed, Inc.
D/B/A NAME, IF APPLICABLE:	
ADDRESS:	5520 State Route 405 Milton, PA 17847
COUNTY LOCATED IN:	Northumberland
HOURS OF OPERATION:	7-5 Mon-Fri
POC regarding PURCHASE ORDER(S):	Brian Ginck
PHONE NUMBER:	717-495-1582 or 717-495-1582
FAX NUMBER:	570-742-8580
EMAIL ADDRESS:	brianginck@chreed.com

SEND PAYMENT(S) TO NAME:	C.H. Reed, Inc.
D/B/A NAME, IF APPLICABLE:	
ADDRESS:	301 Poplar Street Hanover, PA 17331
POC regarding PAYMENT(S):	Donna Dandy
PHONE NUMBER:	717-632-4261
FAX NUMBER:	717-632-6582
EMAIL ADDRESS:	ddandy@chreed.com

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QUESTIONS

BIDDERS/CONTRACTOR'S LEGAL NAME: C.H. Reed, Inc.

The bidder shall answer the following questions:

QUESTION	YES	NO	COMMENTS
1) Does the Bidder-Contractor have any minimum order requirements? If yes, please explain.		X	
2) In accordance with Section 14 of the <i>Standard Terms and Conditions</i> , the Contractor shall deliver all item(s) F.O.B. Destination.	X		
a.) Is the Bidder-Contractor quoting shipping costs as a separate line item?			
b.) If no, is the Bidder-Contractor including shipping costs in its pricing?			Not Applicable
3) Does the Bidder-Contractor offer any pricing incentive(s) such as for internet ordering? If yes, please explain.		X	
4) Does the Bidder-Contractor offer any prompt payment discount(s)? If yes, please explain.		X	
5) a.) Does the Bidder-Contractor accept credit card(s) as a method of payment from any Purchaser? If yes, please specify the particular type(s) of card(s) accepted:	X		VISA, Mastercard, American Express, Discover
b.) If yes, does the Bidder-Contractor charge any fee(s) to the Purchaser for payment(s) made by credit card? If yes, please explain.		X	
6) Does the Bidder-Contractor charge any late fee(s) to the Purchaser for payment not made in accordance with Section 11 of the <i>Standard Terms and Conditions</i> ? If yes, please explain.	X		1 1/2% Fee each month overdue
7) After notification of contract award, is the Bidder-Contractor willing to further negotiate pricing with COSTARS members?		X	
8) If the Bidder is a manufacturer bidding directly, does the Bidder wish to offer contract items via its dealer network? If yes, please attach (as an extra sheet(s) to this workbook) a list of authorized dealers including supplier information and stating any dealer's territory breakdown (such as counties, municipalities, or regions). Also, indicate on the Bidder-Contractor Data Sheet a representative for Purchasers to contact regarding POs and payment.			Not Applicable
9) Is the Bidder-Contractor going to provide a dedicated COSTARS website for Purchasers (see Section 9 of the <i>Standard Terms and Conditions</i>)? If yes, how much time after notification of contract award will the Bidder-Contractor need to have the website up and running?		X	

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SERVICE AREA

BIDDERS/CONTRACTOR'S LEGAL NAME: C.H. Reed, Inc.

Please refer to Section 5 of the COSTARS Contract Special Terms and Conditions for guidance.

SERVICE AREA

Statewide

OR

- 1 Adams
- 2 Allegheny
- 3 Armstrong
- 4 Beaver
- 5 Bedford
- 6 Berks
- 7 Blair
- 8 Bradford
- 9 Bucks
- 10 Butler
- 11 Cambria
- 12 Cameron
- 13 Carbon
- 14 Centre
- 15 Chester
- 16 Clarion
- 17 Clearfield
- 18 Clinton
- 19 Columbia
- 20 Crawford
- 21 Cumberland
- 22 Dauphin
- 23 Delaware

- 24 Elk
- 25 Erie
- 26 Fayette
- 27 Forest
- 28 Franklin
- 29 Fulton
- 30 Greene
- 31 Huntingdon
- 32 Indiana
- 33 Jefferson
- 34 Juniata
- 35 Lackawanna
- 36 Lancaster
- 37 Lawrence
- 38 Lebanon
- 39 Lehigh
- 40 Luzerne
- 41 Lycoming
- 42 McKean
- 43 Mercer
- 44 Mifflin
- 45 Monroe
- 46 Montgomery

- 47 Montour
- 48 Northampton
- 49 Northumberland
- 50 Perry
- 51 Philadelphia
- 52 Pike
- 53 Potter
- 54 Schuylkill
- 55 Snyder
- 56 Somerset
- 57 Sullivan
- 58 Susquehanna
- 59 Tioga
- 60 Union
- 61 Venango
- 62 Warren
- 63 Washington
- 64 Wayne
- 65 Westmoreland
- 66 Wyoming
- 67 York

BID ITEM WORKBOOK

COSTARS-8 Maintenance, Repair, & Operation Equipment & Supplies ("MRO") (03/29/2011)

PRODUCT CATEGORY/MANUFACTURER LIST

BIDDERS/CONTRACTOR'S LEGAL NAME:

C.H. Reed, Inc.

The bidder must identify the product category(ies) and manufacturer line(s) for the items that the bidder is offering. If the Bidder is not a manufacturer, it must submit written proof from each manufacturer of the Bidder's authorization to sell the manufacturer's goods and materials, as required by this Contract (the proof need not be specific to this procurement). Refer to Paragraph 7.b. of the *Instructions to Bidders for COSTARS Contracts* for further guidance.

	PRODUCT CATEGORY <i>(Identify all that are applicable with a checkmark.)</i>	MANUFACTURERS <i>(State ALL that are applicable. Attach additional sheet(s) to this workbook if necessary.)</i>
<input type="checkbox"/>	Electrical Supplies	
<input type="checkbox"/>	Flooring	
<input type="checkbox"/>	General Hardware	
<input checked="" type="checkbox"/>	Hand & Power Tools	ARO, Graco, Ingersoll Rand, Aimco, Bosch, Chicago Pneumatic, Cooper Tools, Desouter, Dewalt, Dynabrade, Eagle Industries, Kolver, Makita, Simonds,
<input type="checkbox"/>	HVAC	
<input checked="" type="checkbox"/>	HVAC Filters	Clarcor, Columbus, ATI, Precisionair,
<input type="checkbox"/>	Industrial Plumbing	
<input type="checkbox"/>	Lamps and Ballasts	
<input type="checkbox"/>	LED lighting	
<input type="checkbox"/>	Material Handling	
<input type="checkbox"/>	Metalworking	
<input type="checkbox"/>	Motors and Power Transmission	
<input type="checkbox"/>	Outdoor Tools	
<input type="checkbox"/>	Paint	
<input checked="" type="checkbox"/>	Pneumatics	Airtak, Air Tech, Air Tek, Alup, Bauer, Beach, Becker, Bel Air, CCI, Champion, Chicago Pneumatic, Chinook, Coilhose, Comp Air, Cox Reels, Curtis, Deltech, Dixson, Elliott, Emglo, Farr, FS Elliott, General Air, Global Air, Hankison, Ingersoll-Rand, Jenny, Jorc, Keltec, Kunkle, Manchester, Master Pneumatic, Mattei, Midwest, Motivair, Norgren, Palatek, Partek, PDC, Powerex, Quincy, Reelcraft, Silvan, SKF, Solberg, SPX, Steel Fab, Sullivan Palatek, Summit, Transair, Unisorb, Zeks
<input checked="" type="checkbox"/>	Pumps and Plumbing	Airtak, Air Tech, Air Tek, Alup, Bauer, Beach, Becker, Bel Air, CCI, Champion, Chicago Pneumatic, Chinook, Coilhose, Comp Air, Cox Reels, Curtis, Deltech, Dixson, Elliott, Emglo, Farr, FS Elliott, General Air, Global Air, Hankison, Ingersoll-Rand, Jenny, Jorc, Keltec, Kunkle, Manchester, Master Pneumatic, Mattei, Midwest, Motivair, Norgren, Palatek, Partek, PDC, Powerex, Quincy, Reelcraft, Silvan, SKF, Solberg, SPX, Steel Fab, Sullivan Palatek, Summit, Transair, Unisorb, Zeks
<input type="checkbox"/>		
<input type="checkbox"/>	Safety	
<input type="checkbox"/>	Security	
<input type="checkbox"/>	Test Equipment	

BID ITEM WORKBOOK**COSTARS-8 Maintenance, Repair, & Operation Equipment & Supplies ("MRO") (03/29/2011)****ANCILLARY SERVICES****BIDDERS/CONTRACTOR'S LEGAL NAME:**C.H. Reed, Inc.

A Contractor may choose to offer ancillary services in conjunction with the products it provides to the Purchaser. However, any ancillary services offered must be: (1) expressly authorized in the original IFB/Contract, (2) directly related to the delivery, installation or normal use of the product or component parts purchased, (3) limited to the actual product or component parts purchased, and (4) initiated/ordered at the time of product purchase. Stand-alone services and services for products not purchased from this supply Contract, including existing equipment for which component parts from this contract are purchased, are not within the scope of this supply Contract. The Department of General Services reserves the right to determine which ancillary services shall be included in any contract.

The Bidder may submit the list of ancillary services and prices it proposes to offer. If it is not possible to submit pricing, as may be the case with certain installation services, the Bidder shall simply note that it is offering the service and that the actual price will be negotiated between it and the COSTARS participant and annotated on the purchase order at time of order.

	ANCILLARY SERVICES <i>(Identify all that are applicable with a checkmark.)</i>	PRICING <i>(If applicable. Please attach additional sheet(s) with detailed pricing if necessary.)</i>
<input checked="" type="checkbox"/>	Installation	Actual Pricing to be negotiated per job requirements
<input checked="" type="checkbox"/>	Post Warranty Support Maintenance Service	Actual Pricing to be negotiated per job requirements
<input checked="" type="checkbox"/>	Special Delivery Arrangements	Actual Pricing to be negotiated per job requirements
<input checked="" type="checkbox"/>	Training	Actual Pricing to be negotiated per job requirements
<input checked="" type="checkbox"/>	Customization	Actual Pricing to be negotiated per job requirements
<input checked="" type="checkbox"/>	Extended Warranty	Actual Pricing to be negotiated per job requirements

BID ITEM WORKBOOK
COSTARS-8 Maintenance, Repair, & Operation Equipment & Supplies ("MRO") (03/29/2011)
BID ITEM SHEET
BIDDERS/CONTRACTORS LEGAL NAME C.H. Reed, Inc.

PRICING

The Bidder may offer any type of discount, mark-up, or other pricing structure such as multiple discounts for different lines of products, or different price lists, or different classes of Purchasers, or different prices for different quantities of products. Please reference Subsection 6.b. of the Special Terms and Conditions for further guidance.

After Contract award, a Contractor may offer, either on its own initiative or at a Purchaser's request, additional discounts, reduced mark-ups, customized lists, or discounted prices for any purchase within the scope of the Contract, even if such discounts, mark-ups, or discounted prices were not included in the bid prices.

The Bid Item Workbook should contain a separate Bid Item Sheet for each manufacturer's price list or cost sheet.

MANUFACTURER: See Product Category/Manufacturer List

PRICING STANDARD: (Check that which is applicable.) Catalog or Manufacturer's/Distributor's Most Recently Published Price List Less % of Discount
 Suppliers Cost Plus % of Mark-up
 Custom List including Net Prices

PRICE LIST IDENTIFICATION:
 CATALOG OR PRICE LIST NAME: _____
 IDENTIFICATION NO. (IF APPLICABLE): (i.e. Volume 5, Spring 2006) _____
 EFFECTIVE DATE: _____
 CLASS OF PURCHASER: All Purchasers
 (i.e. All Purchasers or separate lines for specific classes, such as Educational Purchasers and Non-educational Purchasers.)

<p align="center">SAMPLE PRICING TEMPLATE <i>It is suggested, but not required, that the Bidder submit pricing using the template. The Bidder shall attach and submit any different format with its Bid Item Workbook.</i></p>	<p align="center">EXAMPLE - VOLUME PRICING</p>		
<p align="center">ITEM CATEGORY</p>	<p align="center">VOLUME BAND I [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE</p>	<p align="center">VOLUME BAND II [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE</p>	<p align="center">VOLUME BAND III [SPECIFY QUANTITY] % DISCOUNT FROM LIST PRICE</p>
<p><i>Sample 1 - Percent Discount(s) from identified Catalog or Manufacturer/Distributor's Price List. Discounts shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i></p>	_____%	_____%	_____%
<p align="center">% Discount Available per Manufacturer</p>	<p align="center">VOLUME BAND I [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET</p>	<p align="center">VOLUME BAND II [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET</p>	<p align="center">VOLUME BAND III [SPECIFY QUANTITY] % MARK-UP ABOVE COST SHEET</p>
<p><i>Sample 2 - Percent Mark-up above the Suppliers Specified Cost. Mark-ups shall remain firm for the entire contract period. (Reference Special Terms and Conditions, Subsection 6.c.)</i></p>	_____%	_____%	_____%
<p><i>Sample 3 - Customized List. A Contractor may update its Contract pricing information. (Reference Special Terms and Conditions, Subsection 6.c.)</i></p>	<p align="center">VOLUME BAND I [SPECIFY QUANTITY] NET PRICE</p>	<p align="center">VOLUME BAND II [SPECIFY QUANTITY] NET PRICE</p>	<p align="center">VOLUME BAND III [SPECIFY QUANTITY] NET PRICE</p>
<p>_____</p>	\$ _____	\$ _____	\$ _____



September 29, 2011

To whom it may concern,

Please be advised that CH Reed is a full line authorized industrial distributor for Quincy Compressor in the State of Pennsylvania and as such is able to provide Quincy Compressor equipment, genuine parts and authorized service.

Regards,

Russ Jones
Area Manager
Quincy Compressor