BATTS INC.

Sourcewell Pricing Proposal - RFP#030619

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| **Product Name** | **Manufacturer** | **Part Number** | **Commercial Price** | **Sourcewell Price** |
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| Triplex system FOD\*BOSS (22ft. wide) | Aerosweep | TFB-22GF | $25,239.27 | $23,649.90 |
| Duplex system FOD\*BOSS (16ft. wide) | Aerosweep | DFB-16GF | $16,283.41 | $15,258.01 |
| Single FOD\*BOSS (8ft. wide) | Aerosweep | FB-8GF | $7,215.89 | $6,761.49 |
| FOD\*BOSS Replacement Mat | Aerosweep | FB-0 | $6,615.14 | $6,198.57 |
| Bristle Set All-Wire | SIB | 4021593 | $7,413.04 | $7,020.91 |
| Bristle Set Combination-Poly | SIB | 4021594 | $6,802.16 | $6,442.35 |
| Bristle Set Combination-Poly/Wire | SIB | 4021595 | $7,109.74 | $6,805.25 |
| Cincinnati Flusher | Batts Inc. | CINFL | $12,132.23 | $11,123.76 |
| Hose Reel Attachment | Batts Inc. | HOSEREEL100 | $2,199.99 | $2,067.99 |
| Service/non-warranty repairs | Batts Inc. | SERVICE15 | $1650.00 per day + travel expenses | $1500.00 per day + travel expenses |
| Training | Batts Inc. | TRAINING15 | $1650.00 per day + travel expenses | $1500.00 per day + travel expenses |
| SI-500 De-icer | Batts Inc. | SI500 | $53,079.54 | $49,737.00 |
| SI-700 De-icer | Batts Inc. | SI700 | $53,373.86 | $50,550.56 |
| SI-1000 De-icer | Batts Inc. | SI1000 | $56,834.26 | $51,537.36 |
| SI-1600 De-icer | Batts Inc. | SI1600 | $56,104.39 | $53,701.94 |
| SI-2000 De-icer | Batts Inc. | SI2000 | $57,393.80 | $54,357.86 |
| SI-2600 De-icer | Batts Inc. | SI2600 | $59,312.00 | $55,576.99 |
| T-1100 De-icer | Batts Inc. | T1100 | $57,240.00 | $53,058.74 |
| T-1400 De-icer | Batts Inc. | T1400 | $59,067.44 | $55,942.97 |
| T-2600 De-icer | Batts Inc. | T2600 | $82,170.08 | $75,339.82 |
| Trailer Runway De-icer Refurb Package | Batts Inc. | TRDRP | $21,022.13 | $20,121.94 |
| TLV-300-SI | Batts Inc. | TLV300SI | $32,501.26 | $29,472.18 |
| TLV-1000-SI | Batts Inc. | TLV1000SI | $39,371.80 | $36,099.08 |
| TLV-1450-SP w/chassis (Freightliner or International) | Batts Inc. | TLV1450SPCH | $210,643.00 | $195,225.98 |
| TLV-1450-SP w/o chassis | Batts Inc. | TLV1450SPWO | $75,307.49 | $70,035.97 |
| TLV-2000-SP w/chassis (Freightliner or International) | Batts Inc. | TLV2000SPCH | $225,000.00 | $210,831.95 |
| TLV-2000-SP w/o chassis | Batts Inc. | TLV2000SPWO | $89,664.49 | $83,114.69 |
| TLV-3000-SP w/chassis (Freightliner or International) | Batts Inc. | TLV3000SPCH | $206,319.00 | $187,090.28 |
| TLV-3000-SP w/o chassis | Batts Inc. | TLV3000SPWO | $9 4,585.64 | $86,723.36 |
| TLV-4000-SP w/chassis (Freightliner or International) | Batts Inc. | TLV4000SPCH | $255,815.12 | $242,283.34 |
| TLV-4000-SP w/o chassis | Batts Inc. | TLV4000SPWO | $121,144.08 | $115,956.55 |
| SFL-1450 w/chassis (Freightliner or International) | Batts Inc. | SFL1450CH | $211,143.00 | $196,846.84 |
| SFL-1450 w/o chassis | Batts Inc. | SFL1450WO | $127,269.53 | $121,819.70 |
| SFL-2000 w/chassis (Freightliner or International) | Batts Inc. | SLF2000CH | $242,853.40 | $220,219.71 |
| SFL-2000 w/o chassis | Batts Inc. | SFL2000WO | $136,343.35 | $125,010.02 |
| DI-2000-50 w/chassis (Freightliner or International) | Batts Inc. | DI200050CH | $252,191.74 | $223,605.77 |
| DI-2000-50 w/o chassis | Batts Inc. | DI200050WO | $123,443.42 | $114,802.38 |
| DI-3000-50 w/chassis (Freightliner or International) | Batts Inc. | DI300050CH | $272,822.78 | $253,725.19 |
| DI-3000-50 w/o chassis | Batts Inc. | DI300050WO | $128,522.78 | $119,526.19 |
| DI-3000-75 w/chassis (Freightliner or International) | Batts Inc. | DI300075CH | $285,283.56 | $265,313.71 |
| DI-3000-75 w/o chassis | Batts Inc. | DI300075WO | $140,983.56 | $131,114.71 |
| DI-4000-50 w/chassis (Freightliner or International) | Batts Inc. | DI400050CH | $286,679.91 | $266,612.32 |
| DI-4000-50 w/o chassis | Batts Inc. | DI400050WO | $142,379.91 | $132,413.32 |
| DI-4000-75 w/chassis (Freightliner or International) | Batts Inc. | DI400075CH | $299,140.69 | $278,200.84 |
| DI-4000-75 w/o chassis | Batts Inc. | DI400075WO | $154,840.69 | $144,001.84 |
| DI-5000-50 w/chassis (Freightliner or International) | Batts Inc. | DI500050CH | $299,456.45 | $278,494.50 |
| DI-5000-50 w/o chassis | Batts Inc. | DI500050WO | $149,606.45 | $139,134.00 |
| DI-5000-75 w/chassis (Freightliner or International) | Batts Inc. | DI500075CH | $311,917.24 | $290,083.03 |
| DI-5000-75 w/o chassis | Batts Inc. | DI500075WO | $162,067.24 | $150,722.53 |