

|   |                                      |                        |                                  |                 |                     |  |
|---|--------------------------------------|------------------------|----------------------------------|-----------------|---------------------|--|
|   | <b>DOMINION OF BEDFORD</b>           |                        |                                  |                 |                     |  |
|   | <b>SPEC #</b>                        | <b>68</b>              |                                  |                 |                     |  |
|   | <b>MODEL</b>                         | <b>DP9L93</b>          | <b>4500 CREW CAB CHASSIS 4X4</b> |                 |                     |  |
|   |                                      |                        |                                  |                 |                     |  |
|   | <b>UPGRADE/DOWNGRADE MODELS</b>      |                        |                                  |                 |                     |  |
|   |                                      |                        |                                  |                 |                     |  |
|   | <b>MODEL</b>                         | <b>DESCRIPTION</b>     |                                  |                 | <b>PRICE</b>        |  |
|   |                                      |                        |                                  |                 | <b>DIFFERENTIAL</b> |  |
|   |                                      |                        |                                  |                 |                     |  |
|   | DP9L94                               | 84" CAB/AXLE           |                                  |                 | \$ 300.00           |  |
|   |                                      |                        |                                  |                 |                     |  |
|   |                                      |                        |                                  |                 |                     |  |
|   |                                      |                        |                                  |                 |                     |  |
|   | <b>OPTION</b>                        | <b>OPTION CODE</b>     | <b>MSRP</b>                      | <b>6% VSA</b>   | <b>VSA</b>          |  |
|   | <b>CODE</b>                          | <b>DESCRIPTION</b>     |                                  | <b>DISCOUNT</b> | <b>PRICE</b>        |  |
|   |                                      |                        |                                  |                 |                     |  |
|   |                                      |                        |                                  |                 |                     |  |
| 1 | 2YA                                  | CUMMINS DIESEL         | \$ 9,745.00                      | 6%              | \$ 9,160.30         |  |
| 2 | DK3                                  | ELECT SHIFT ON THE FLY | \$ 295.00                        | 6%              | \$ 277.30           |  |
| 3 | GXM                                  | REMOTE KEYLESS ENTRY   | \$ 395.00                        | 6%              | \$ 371.30           |  |
| 4 | LBN                                  | PTO PREP PACKAGE       | \$ 345.00                        | 6%              | \$ 324.30           |  |
| 5 | MRU                                  | BLACK TUBE STEPS       | \$ 495.00                        | 6%              | \$ 465.30           |  |
| 6 | XAC                                  | REAR BACKUP CAMERA     | \$ 495.00                        | 6%              | \$ 465.30           |  |
| 7 | XHC                                  | TRAILER BRAKE CONTROL  | \$ 370.00                        | 6%              | \$ 347.80           |  |
| 8 | CONVENIENCE FEE IF DEALER HAS        |                        | \$ 250.00                        | 6%              | \$ 235.00           |  |
|   | ACCEPTABLE UNIT IN STOCK FOR         |                        |                                  |                 |                     |  |
|   | IMMEDIATE DELIVERY vs. FACTORY ORDER |                        |                                  |                 |                     |  |