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WV PURCHASING  
DIVISION

Kevin Knorr  
The Hertz Corporation  
Director of Government Sales

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**December 20, 2019**

State of West Virginia  
Purchasing Division  
2019 Washington St.  
East Charleston, WV 25305

Attention: Mark Atkins

To State of West Virginia Purchasing Division,

Hertz greatly appreciated the opportunity to participate in the CRENTAL20 BAFO offer for Nationwide Vehicle Rental Services. After further consideration Hertz has made a business decision to offer the current NASPO program for West Virginia State business. We feel the NASPO program offers tremendous value, competitive pricing and amazing benefits for West Virginia state travelers.

Hertz looks forward to working closely with the State of West Virginia for years to come.

Best Regards,

Kevin Knorr – Director of Government Sales

12-20-19

Date

CONTRACT ITEMS	ENTERPRISE CRENTAL20A			ENTERPRISE CRENTAL20A			HERTZ CRENTAL20B			HERTZ CRENTAL20B		
	CURRENT CONTRACT PRICING			BAFO CONTRACT PRICING			CURRENT CONTRACT PRICING			BAFO CONTRACT PRICING		
	Daily Rates	Weekly Rates	Monthly Rates	Daily Rates	Weekly Rates	Monthly Rates	Daily Rates	Weekly Rates	Monthly Rates	Daily Rates	Weekly Rates	Monthly Rates
Economy	\$30.95	\$154.75	\$619.00				\$31.00	\$155.00	\$620.00	\$31.00	\$155.00	\$620.00
Compact	\$30.95	\$154.75	\$619.00				\$31.00	\$155.00	\$620.00	\$31.00	\$155.00	\$620.00
Intermediate	\$32.95	\$164.75	\$659.00				\$33.00	\$165.00	\$660.00	\$33.00	\$165.00	\$660.00
Standard	\$32.95	\$164.75	\$659.00				\$33.00	\$165.00	\$660.00	\$33.00	\$165.00	\$660.00
Full Size	\$35.95	\$179.75	\$719.00				\$36.00	\$180.00	\$720.00	\$36.00	\$180.00	\$720.00
Premium	\$59.95	\$299.75	\$1,199.00				\$60.00	\$300.00	\$1,200.00	\$60.00	\$300.00	\$1,200.00
Minivan	\$53.95	\$269.75	\$1,079.00				\$54.00	\$270.00	\$1,080.00	\$54.00	\$270.00	\$1,080.00
Midsize SUV	\$54.70	\$273.50	\$1,094.00				\$54.75	\$273.75	\$1,095.00	\$54.75	\$273.75	\$1,095.00
Standard SUV	\$54.70	\$273.50	\$1,094.00				\$54.75	\$273.75	\$1,095.00	\$54.75	\$273.75	\$1,095.00
Full Size SUV	\$84.45	\$422.25	\$1,689.00				\$84.50	\$422.50	\$1,690.00	\$84.50	\$422.50	\$1,690.00
Premium SUV	\$84.45	\$422.25	\$1,689.00				\$84.50	\$422.50	\$1,690.00	\$84.50	\$422.50	\$1,690.00
Small Pick Up Truck	\$57.45	\$287.25	\$1,149.00				\$57.50	\$287.50	\$1,150.00	\$57.50	\$287.50	\$1,150.00
Large Pick Up Truck	\$58.95	\$294.75	\$1,179.00				\$59.00	\$295.00	\$1,180.00	\$59.00	\$295.00	\$1,180.00
Compact Hybrid	\$49.00	\$245.00	\$980.00				N/A	N/A	N/A	N/A	N/A	N/A
Intermediate Hybrid	\$44.95	\$224.75	\$899.00				\$45.00	\$225.00	\$900.00	\$45.00	\$225.00	\$900.00
Full Size Hybrid	\$54.00	\$270.00	\$1,080.00				N/A	N/A	N/A	N/A	N/A	N/A
Jeep/Crossover	\$65.00	\$325.00	\$1,300.00				N/A	N/A	N/A	N/A	N/A	N/A
Convertible	\$82.00	\$410.00	\$1,640.00	Removed From Contract			N/A	N/A	N/A	Removed From Contract		
12 Passenger Van	\$94.95	\$474.75	\$1,899.00				\$95.00	\$475.00	\$1,900.00	\$95.00	\$475.00	\$1,900.00
15 Passenger Van	\$140.00	\$700.00	\$2,800.00				N/A	N/A	N/A	N/A	N/A	N/A
Mileage Charges	Unlimited Mileage						Unlimited Mileage					
One-Way Rentals (In-State) Vehicle rental originates and terminates within WV										\$125.00 greater than 500 miles		
One-Way Rentals (Out of State) Vehicle rental originating and/or terminating outside WV										\$125.00 greater than 500 miles		
WV State Rental Tax (Per Day)										\$1.00		
Airport Concession Fee	Indicate either waived or at cost						indicate either waived or at cost			at cost		
Facility Charge Fee										at cost		
Vehicle Recover Fee: (Vehicle not returned to designated return location)	Per NASPO Master Agreement						Per NASPO Master Agreement					
Late Payment Fees	N/A per WV-96						N/A per WV-96					
Early Return Fee	Removed From Contract						Removed From Contract					
Late Return Fee										per day period; 1/3 daily rate per hour up to		
Fuel Charges (not returned at same level as pickup)	Average Retail cost of fuel per market region						Average Retail cost of fuel per market region					
Personal Effects Coverage (PEC)	Removed From Contract						Removed From Contract					
Standard Roadside Assistance	No Charge						No Charge					
Additional Roadside Assistance	Removed From Contract						Removed From Contract					
Traveler No-Charge Pick up: With 24-hour notice, vendor will pick up traveler at home or business at no-charge from rental location. 5-mile minimum (Vendor shall enter "No-Charge" distance in miles in the BAFO box).				_____ Miles						_____ 15 _____ Miles		
Cleaning Fee for excessive interior soilage										\$400 max smoking fee		

NOTE: All BAFO boxes must have a response entered. If the item will be provided at "No Charge" to the State, then enter "N/C" or "No Charge" in the BAFO box.

<b>Company Name:</b>	The Hertz Corporation	<b>Signature:</b>	_____	<b>Date:</b>	_____
<b>Vendor Contact:</b>	CMA 0212 Crenal20B	<b>Title:</b>	Director of Government Sales		