

**Lee County Board Of County Commissioners  
Agenda Item Summary**

**Blue Sheet No. 20051828**

**1. ACTION REQUESTED/PURPOSE:** Approve Project # PB060178, the utilization (piggyback) of the Florida Transit Association's (FTA) bid which was administered through the Hillsborough Area Regional Transit (HART) RFP # 2003-07-01, which has gone through their competitive bidding process, for the purchase of two buses (35 feet in length) from the Gillig Corporation at the unit price of \$305,098.00 each for a grand total price of \$610,196.00 for the two buses for the Lee County Transit Division. This purchase is 100% federally funded by the Federal Transit Administration.

**2. WHAT ACTION ACCOMPLISHES:** The purchase of these buses will replace current vehicles that have exceeded their useful life. Also by utilizing the Florida Transit Association bid, Lee County will be able to have the buses built and delivered in a timely fashion, which will allow Lee Tran to continue to provide high quality transit service.

**3. MANAGEMENT RECOMMENDATION:** Staff recommends approval.

<b>4. Departmental Category:</b> <u>6</u> <u>C6C</u>		<b>5. Meeting Date:</b> <u>01-17-2006</u>
<b>6. Agenda:</b> <input checked="" type="checkbox"/> Consent <input type="checkbox"/> Administrative <input type="checkbox"/> Appeals <input type="checkbox"/> Public <input type="checkbox"/> Walk-On	<b>7. Requirement/Purpose: (specify)</b>	
	<input type="checkbox"/> Statute	
	<input type="checkbox"/> Ordinance	
	<input checked="" type="checkbox"/> Admin. Code <u>AC-4-1</u>	
	<input type="checkbox"/> Other	
		<b>8. Request Initiated:</b> Commissioner _____ Department _____ Division <u>Lee Tran</u> By: <u>Steve Myers</u>

**9. Background:** On December 20, 2005 the Purchasing Division received from Lee Tran a request to piggyback the Florida Transit Association's bid for the purchase of buses from the Gillig Corporation. Funding will come from the individual department's budget and they will be responsible for monitoring their own expenditures.

Account String: KI5440148640.506430

**ATTACHMENTS:**

- (1) Department request to piggyback
- (2) Florida Transit Assoc./Hillsborough Transit's specifications
- (3) Gillig Corporation's submitted proposal
- (4) Price Quote from the Gillig Corporation
- (5) Hillsborough Transit's award notice to Gillig Corp.
- (6) Clause in the specifications that allow other transit agencies to piggyback proposal

**10. Review for Scheduling:**

Department Director	Purchasing or Contracts	Human Resources	Other	County Attorney	Budget Services				County Manager/P.W. Director
					Analyst	Risk	Grants	Mgn	
<i>[Signature]</i> 12/29/05	<i>[Signature]</i> E. Blawie			<i>[Signature]</i> 12/29/05	<i>[Signature]</i> 12/30/05	<i>[Signature]</i> 12/30/05	<i>[Signature]</i> 12/30/05	<i>[Signature]</i> 1/4/06	<i>[Signature]</i> 1/5/06

**11. Commission Action:**

- Approved
- Deferred
- Denied
- Other

RECEIVED BY  
COUNTY ADMIN: *[Signature]*

12-29-05  
4:37

COUNTY ADMIN  
FORWARDED TO: *[Signature]*

1-6-06  
4:20

Rec. by CoAtty

Date: 1/4/06

Time: 2:54pm

Forwarded To:  
Co. Mgr.  
1/2/06

# ATTACHMENT # 1

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**From:** Susan Riley [mailto:RILEYSP@leegov.com]  
**Sent:** Tuesday, December 20, 2005 11:08 AM  
**To:** Sheehan, Janet K.  
**Cc:** Myers, Steve L.  
**Subject:** Two 35' Gillig Low Floor Buses

LeeTran requests Board approval to purchase off the Florida State Consortium Contract for the purchase of two 35' Gillig Low Floor Buses to replace two buses beyond their useful life. The cost of the bus per the contract is \$305,098 each for a total amount of \$610,196. This procurement is funded at 100% by the Federal Transit Administration. Attached is the specifications and price for the procurement.

Funds are budgeted in K15440148640.506430 (Independent Division, Fixed Route, Transit Capital, Vehicle and Rolling Stock)

Thank you for your assistance.

Susan Riley, Fiscal Manager  
6035 Landing View Road  
Ft. Myers, FL 33907  
Office Phone #239-533-0331  
Office Fax # 239-277-5064

# **HARTline**

## ***Going places.***

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*Request for Proposal for:*

*Diesel Fueled Transit Coaches*

*RFP Number: 2003-07-01*

*Issue Date: August 22, 2003*

*Pre-Proposal Meeting: September 11, 2003*

*Due Date: October 9, 2003*

*Purchasing Agent: Richard T. Bannon*

Hillsborough Area Regional Transit Authority  
4305 E. 21<sup>st</sup> Ave  
Tampa, Florida 33605  
Phone: (813) 623-5835  
Fax: (813) 664-1119

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## PART I - SOLICITATION PROVISIONS

### 1.1 Contract Type

This is an Indefinite Delivery Indefinite Quantity (IDIQ) contract, with specific minimum and maximum quantities for each size of transit coach as shown in PART IV.

### 1.2 Award

HART reserves the right to award each major contract line item (CLIN) separately (i.e., CLIN 1 for various versions of 30 foot coaches and associated services may be awarded independently of CLIN's 2 and 3).

### 1.3 Executive Agent

HART is the Executive Agent acting as a contract agency authorized to award, modify, and terminate this contract. HART is not responsible for payments except when acting as a procuring agency.

### 1.4 Procuring Agency

Authorized only to issue individual purchase orders and responsible for inspection, acceptance and payment. Not responsible for other procuring agency orders.

### 1.5 Scope

The contract awarded hereunder shall be for the purchase of heavy duty diesel powered ADA compliant transit coaches meeting the minimum specifications contained in Part III herein.

*URGENT* *ADD 1*

### 1.6 Knowledge of Conditions

The Proposer is also required to examine the specifications carefully and to be informed thoroughly regarding any and all conditions and requirements that may in any manner affect the work to be performed under the contract. No allowances will be made because of lack of knowledge of these specifications, conditions or requirements.

Communications in connection with this contract shall be in writing and shall be delivered personally; or by fax, telegram, e-mail; or by regular, registered or certified mail addressed to the officer(s) or employee(s) of HART designated to receive such communications. Telephone calls may be used to expedite communications but shall not be official communication unless confirmed in writing. Communications shall be considered received at the time actually received in writing by the addressee or designated agent. HART is not responsible for delivery failures (e.g., e-mail that is not received by the addressee for any reason).

All inquiries pertaining to the proposal specifications, or any questions pertaining to the proposal documents, will be directed to Richard T. Bannon, Purchasing Agent III, at (813) 623-5835, Ext. 1148 email: [bannonr@hartline.org](mailto:bannonr@hartline.org), or faxed to (813) 664-1119. Mailing address: HART 4305 E. 21<sup>st</sup> Ave, Tampa, FL 33605. Contact with personnel other than Mr. Bannon or other HART procurement personnel regarding this request for proposal may be grounds for elimination from the selection process. All responses to inquiries shall be provided to all firms who have requested a copy of this RFP.

### 1.7 Proposal Preparation

Each offer shall be made only on this solicitation, offer and award and shall be enclosed in a sealed envelope with the name and address of the proposer clearly stated. The outside of the envelope shall state the RFP number, title and due date. All blank spaces in the offer must be filled in and no changes shall be made in the wording.

As consideration for the undersigned's proposal being considered by HART in its award of the contract, the undersigned proposer hereby agrees that (1) this proposal shall be on such form as HART provides and shall be sealed; and (2) any revocation or modification of his proposal shall only be on the same form(s) and submitted in the same manner as the original proposal was submitted prior to the date on which the proposals are to be opened. All the revocations and modifications shall be sealed.

### 1.8 Pre-proposal Meeting

A pre-proposal meeting is scheduled at 9:00 am on September 11, 2003. The meeting will be held at HART's facility located at 4305 E. 21<sup>st</sup> Ave, Tampa, FL. Attendance is not mandatory but is encouraged. If you plan on attending, please contact the Purchasing Agent and provide the number of people attending..

### 1.9 Receipt of Proposals *ADD 1*

The original proposal and 8 copies shall be received until 2:30 p.m. EST on October ~~9~~<sup>30</sup>, 2003

Proposals may be hand delivered, mailed or sent via a carrier such as UPS and Fed-Ex to the following address:

Hillsborough Area Regional Transit  
4305 E. 21<sup>st</sup> Ave  
Tampa, FL 33605

Each proposer who elects to hand deliver their proposal to the receptionist at the above address shall be responsible for immediately requesting a time-stamped verification receipt to be filled out by the proposer/delivery agent. This time-stamped verification receipt will be used to determine late proposals.

Proposals delivered to any other address or received after the specified date and time may be considered late and may be returned unopened.

### **1.10 Proposal Requirements**

The proposal package shall consist of:

1. Your proposal including any required forms contained in the RFP. Refer to Proposal Checklist in Appendix M.
2. Title Page showing the request for proposal subject; the firm's name, address, and telephone number of the contact person .
3. Acknowledgment of amendments. See Appendix A
4. Pricing Schedule on floppy disk or CD-ROM in a Microsoft Excel format.
5. Offerors must provide a copy of the proposed warranty.

### **1.11 Requests for Clarifications**

9-17-03  
PER  
JOE  
P.

All requests for clarifications must be submitted on the supplied form found in Appendix B, no later than ~~September 15, 2003~~. These requests should be directed to: Richard T. Bannon, Purchasing Agent III, at the Authority Office. HART will respond to all requests for clarifications in writing at least five (5) working days prior to proposal opening. Each request for clarifications shall be on a separate form, and an item number shall be assigned to each request. Answers will be provided to all firms who have requested a copy of this RFP.

### **1.12 Requests for Equals**

All requests for equals must be submitted on the supplied form in Appendix C, and shall be included with the proposal. These requests will be evaluated as part of the proposal

### **1.13 Qualifications for Award**

Award of this contract shall be made on a best value basis to responsible firm(s). HART may conduct written/oral negotiations and request offerors to make presentations. HART reserves the right to award based on the initial proposal. Awards may be made on individual contract line items.

- a) The proposer and its subcontractors must demonstrate the capability to assure performance of work within the time specified under this contract.
- b) The proposer and its subcontractors must have the capability of providing personnel to satisfy any technical or service problems that may arise during the term of the contract.

- c) The proposer must have the necessary facilities and financial resources to complete the contract in a satisfactory manner and within the required time.
- d) The proposer must certify that it has not divulged to, discussed or compared his proposal with other proposers and has not colluded with any proposer or parties to a proposal whatsoever.
- e) The proposer must certify that it and its subcontractors are not in arrears to HART and or any of the named Procuring Agencies upon debt or contract and are not a defaulter, as surety or otherwise, upon any obligation to HART and or any of the named Procuring Agencies
- f) The proposer must certify that no officer or employee or person whose salary or compensation for services is or has been payable in the past two (2) years in whole or in part from HART is or shall be or become interested directly or indirectly in this proposal or in the award or performance of the contract for the supplying of the aforesaid, and other related items, or in any portion of the profits or price therefore.
- g) The proposer must certify compliance with mandatory standards and polices relating to energy efficiency that are contained in the Florida energy conservation plan issued in compliance with the federal Energy Policy and Conservation Act (42 U.S.C. 6321 et seq).

#### **1.14 Proposal Postponement and Amendments**

HART reserves the right to revise or amend the specifications up to the time set for receipt of the proposals. Such revisions and amendments, if any, shall be announced by amendments to this solicitation. Copies of such amendments shall be furnished to all prospective proposers. If the revisions and amendments are likely to require proposal revision of prices proposed, the date set for opening proposals may be postponed by such number of days as in the opinion of HART shall enable proposers to revise their proposals. In any case, proposal opening shall be at least ten (10) working days after the last amendment, and the amendments shall include an announcement of the new date, if applicable, for opening proposals. All amendment(s) shall be acknowledged on the form found in Appendix A.

#### **1.15 Proposal Withdrawal**

Proposals must remain valid for not less than 45 days after the time/date set for proposal receipt. Prior to that time/date, proposals may be modified or withdrawn by the proposer's authorized representative in person or by written or telegraphic notices received in HART's office at 4305 East 21st Avenue, Tampa, Florida 33605. After that time/date, proposals may not be withdrawn for 45 calendar days. In the event of a protest, in no case will the running of this 45 calendar day period be tolled for more than 90 calendar days.



### 1.15 Proposal Evaluation

Proposals submitted will be evaluated by a review committee. During the evaluation process, the review committee and HART reserve the right to request clarifications, for the purpose of eliminating minor irregularities, informalities, or apparent clerical mistakes in the proposal.

### 1.16 Evaluation Criteria <sup>ADD</sup>

Proposals will be evaluated on the following criteria in descending order of importance, with the first criteria being the most important:

#### I. Product

1. Meets or Exceeds Performance Criteria.

~~2. Life Cycle Maintenance Costs~~

~~a. Axles~~

~~b. Brakes~~

~~c. Suspension~~

3. Structural Integrity (side impact protection)

4. Safety Features

5. Comfort Features

~~6. Fuel Efficiency~~

7. Corrosion Protection.

8. Quality of Training Program.

MAINT. ACCESS

## II. Performance

1. Quality Control/Quality Assurance.

2. Qualifications and Experience.

~~3. Warranty Service.~~

4. Parts Support

- a. *cost method*
- b. Delivery Time

*FINANCIAL CAPABILITIES*

5. Delivery History

~~6. Organization Structure.~~

## III Price

1. Bus.

2. Delivery

3. Training

4. Progress Payments

5. Prompt Payment Terms

### 1.17 Award Procedure

Award of the Contract shall be made, if at all, to the Proponent [or Offeror] whose proposal is determined to be most advantageous, price and other factors considered. However, HART reserves the right to reject any or all Proposals if it is determined to be in the best interest of HART to do so.

# ATTACHMENT #3

**GILLIG****GILLIG CORPORATION**

BOX 3008  
HAYWARD, CALIFORNIA  
94540-3008  
TELEPHONE 510/785-1500  
FAX # 510/785-6819

November 10, 2003X

Mr. Richard T. Bannon, Purchasing Agent  
HILLSBOROUGH AREA REGIONAL TRANSIT  
4305 E. 21st Avenue  
Tampa, Florida 33605-2300

**RE: PROPOSAL FOR DIESEL FUEL TRANSIT COACHES**  
**RFP NO. 2003-07-01**

**DATE DUE: November 13, 2003 at 2:30PM**

Dear Mr. Bannon:

In response to your Proposal Requirements, outlined on your specification page 3 of 147, item 4. **Pricing Schedule on floppy disc or CD-ROM in a Microsoft Excel format**, the Gillig Corporation has enclosed one (1) CD disc including the PRICE PAGE data only.

Please refer to the original bid documents, Book 3 of 3, section III PRICE for additional information.

Please do not hesitate to call me at 510-264-5019 if you have any questions or require any additional information regarding the disc provided.

Very truly yours,



Ken Robinson  
Sales Engineering Manager

cc: Brian Macleod, Senior Vice President  
Joseph Policarpio, Director National Sales  
Gary Willms, Manager Transportation Marketing

**Minimum Number for CLIN 2: 20**

**Maximum Number for CLIN 2: 155**

CLIN 2	35 Foot Bus	Standard Payment	Progress Payment
CLIN 2A	96" Wide, Low Floor	\$ NO BID	\$
CLIN 2B	96" Wide, Standard Floor	\$ 255,104.00	\$
CLIN 2C	102" Wide, Low Floor	\$ 255,027.00	\$
CLIN 2D	102" Wide, Standard Floor	\$ 254,754.00	\$
CLIN 2E	Weighted Delivery Charge (For Florida Agencies)	\$ 3,900.00	
CLIN 2F	Delivery Charge to Procuring Agency (NO DELIVERY COST IN BUS PRICE)	\$ 1.30 PER MILE FROM HAYWARD (NON FLORIDA AGENCIES)	

**Major Component Equipment Items**

Each proposer shall furnish a detailed pricing sheet for each major CLIN. Please indicate the manufacturer and model number of the major components included in your base price and the available options on a per bus add/delete cost.

**Optional Equipment**

Each proposer shall also provide pricing on a per bus add/delete cost for the optional equipment available

EXTENDED COVERAGES

THE BASE BUS PRICES QUOTED ABOVE INCLUDE THE EXTENDED COVERAGES AS REQUESTED IN AMENDMENT #1.

THESE EXTENDED COVERAGES ARE PER THE TERMS AND CONDITIONS OF THE OEM COMPONENT MANUFACTURERS' AND GILLIG'S EXTENDED COVERAGE PROGRAMS.

**BASE BUS PRICING**  
**AND ALTERNATIVES**

Gillig has priced the base bus using our basic configuration with the most commonly requested configurations. This provides for a more easily read and user friendly option price list. Gillig will meet the specification as written, except as noted in our request for approved equals.

Attached are the lists that contain the base bus components that are included in the bus prices listed on the pricing schedules submitted.

Also included on the attached lists are ALTERNATIVES which can be selected to provide a variety of equipment options (if available at time of order placement). Gillig reserves the right to make component/configuration changes to the ALTERNATIVES proposed based on availabilities and in-service experiences.

All pricing submitted in the attached ALTERNATIVES price list will be subject to PPI price adjustments as per the contract.

**PART IV - REQUIRED PRICE PROPOSAL FORM**

**QUANTITIES AND PRICES**

HART and the Procuring Agencies reserve the right to order buses and equipment over the five (5) year period beginning upon the date of contract award. The prices of such buses and equipment shall be the prices quoted below. These prices shall remain fixed for any orders issued by the Procuring Agency within a period of ninety (90) days of contract award. The price(s) of any buses or equipment ordered by the Procuring Agency after the initial ninety (90) day firm/fixed price period shall be that quoted (Base Order Prices) plus any escalation which will be calculated based on the following formula which utilizes the U.S. Department of Labor/Bureau of Labor Statistics Producer Price Index ("PPI") Category 1413, "Trucks and Bus Bodies". The escalation in this index will be used to adjust the Base Order Prices. However, in no event will the prices for any purchase order release exceed, by more than 5%, the price(s) that would have been in effect twelve (12) months prior to the date of the release if the base price of the date of the purchase order release is less than twelve (12) months after the initial contract award.

**FORMULA:**

**Index Point Change**

PPI Index: Future Award Month  
Less PPI Index: Base Award Month  
Equals Index Point Change

**EXAMPLE**  
141.1  
137.6  
3.5

**Index Percent Change**

Index Point Change  
Divided by PPI Index: Base Award Month  
Equals  
Results Multiplied by 100  
Equals Percent Change

3.5  
137.6  
.0254  
.0254 x 100  
2.54%

Base Order Price  
Plus Percent Change (2.54% x \$1,000)  
Revised Price for Future Order

\$1,000.00  
25.40  
\$1,025.40

**EXAMPLE:**

CONSORTIUM agency awarded its contract in July 2003, and has received its initial order of buses. In August 2004, CONSORTIUM agency elects to purchase more buses for delivery in 2005. The published data for PPI-Category 1413 shows an index value of 141.1 in August 2004 (Future Award Month). The index for July 2003 (Base Award Month) was 137.6. The percentage change in the index values from July 2003 to August 2004 would be 2.54%. The buses ordered in August 2004 would be priced 2.54% higher than the base award price. This example assumes that the August 2004 order contained no significant equipment modification when compared with the original order.

Significant Equipment Modifications. If any significant equipment modifications are made, in compliance with Section 2.14 (entitled "Written Changes Orders"), under the Terms and Conditions of this contract, HART and Contractor will enter into negotiations to determine the price of the equipment modification(s) and the impact of the modification(s) on the Base Order Price(s).

The following calculations will be used to convert the then current price of the modification(s) to the value of the modification(s) on the date of the Base Order Price:

**FORMULA**

**Index Point Change**

**EXAMPLE**

PPI Index: Future Equipment Modification Month	141.1
Less PPI Index: Base Award Month	137.6
Equals Index Point Change	3.5

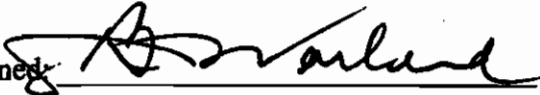
**Index Percent Change**

Index Point Change	3.5
Divided by PPI Index: Base Award Month	137.6
Equals	.0254
Results Multiplied by 100	.0254 x 100
Equals Percent Change	2.54%

Future Equipment Modification Price	\$200.00
Less Percentage Change (2.54% x 200.00)	\$ 5.08
Value of Equipment Modification During Base Award Month	\$194.92

Base Award Price	\$1,000.00
Plus Equipment Modification Cost	\$ 194.92
Equals Revised Base Order Price	\$1,194.92

All future releases, including the equipment modification(s) will be priced based upon the new revised Base Order Price.

Signed:  Date: OCTOBER 27, 2003  
Printed Name: BRIAN MACLEOD Title: SENIOR VICE PRESIDENT  
For (Company): GILLIG CORPORATION  
Address: 25800 CLAWITER ROAD, HAYWARD, CA 94545  
Telephone: 800-735-1500  
FAX: 510-785-6819

RETURN THIS PAGE WITH YOUR PROPOSAL



**BASE BUS PRICING**  
**AND ALTERNATIVES**

Gillig has priced the base bus using our basic configuration with the most commonly requested configurations. This provides for a more easily read and user friendly option price list. Gillig will meet the specification as written, except as noted in our request for approved equals.

Attached are the lists that contain the base bus components that are included in the bus prices listed on the pricing schedules submitted.

Also included on the attached lists are ALTERNATIVES which can be selected to provide a variety of equipment options (if available at time of order placement). Gillig reserves the right to make component/configuration changes to the ALTERNATIVES proposed based on availabilities and in-service experiences.

All pricing submitted in the attached ALTERNATIVES price list will be subject to PPI price adjustments as per the contract.

Printed Nm: Brian MacLeod  
Sr. V.P.

BASE BUS/ALT (1)	DESCRIPTION	UNIT PRICE (2)
	<b>ENGINE</b>	
Base	ISL 280 (B&T)	Included
Alternative	ISM 280 EGR (Phantom only @ bid date, LF Pending)	\$ 4,870.00
Alternative	ISM330 EGR (Phantom only @ bid date, LF Pending)	\$ 5,620.00
Alternative	CAT C-9 285HP (Upon Certification)	\$ 10,973.00
Alternative	DDC S-50 EGR	\$ 13,710.00
	<b>AIR INTAKE RESTRICTION INDICATOR</b>	
Base	Donaldson RBX00-225	Included
Alternative	Ashcraft 25-1490A021	\$ 16.00
Alternative	Donaldson RBX-2278 Informer	\$ 23.00
	<b>OIL SYSTEM</b>	
Base	Spin On Filter Supplied by Engine Manufacturer	Included
Alternative	Spinner II Model 976	\$ 591.00
Alternative	Titan Probalizer OD-1014	\$ 35.00
Base	Magnetic Engine Oil Drain Plug	Included
Alternative	Femco Auto Drain	\$ 72.00
	<b>STARTER</b>	
Base	Delco MT 42 Electric	Included
Alternative	IR 150 Air Starter (Phantom only)	\$ 2,805.00
	<b>FUEL SYSTEM</b>	
Base	Standard Gravity Fill	Included
Alternative	Emco Wheaton Posi Lock / Flip Cap or Twist Cap	\$ 570.00
Alternative	Davco Fuel Pro 382 Filter	\$ 320.00
Alternative	Racor 490R30 Filter w/ Thumbpump	\$ 238.00
Alternative	150 gal fuel tank (Phantom only)	\$ 269.00
	<b>COOLING SYSTEM</b>	
Base	Modine Radiator	Included
Alternative	Modine Plate Fin Radiator	\$ 788.00
Alternative	E-Coat Radiator ,CAC & Hydraulic Cooler	\$ 660.00
	<b>EXHAUST SYSTEM</b>	
Base	Catalytic Converter w/ Flex Pipes	Included
Alternative	Vibol Balancer (Stainless Steel version not avail)	Not Available
Alternative	Diesel Particulate Soot Filter if Required	\$ 8,750.00
Alternative	Cummins Compuccheck Fitting	\$ 34.00

- (1) Availability of base/alternative configuration subject to conditions described elsewhere in the contract.
- (2) Pricing subject to PPI Adjustment as described elsewhere in the contract.

Signed:

Nov. 6, 2003

Printed by: Brian [unclear]  
Sr. V.P.

BASE BUS/ALT (1)	DESCRIPTION	UNIT PRICE (2)
<b>FIRE SUPPRESSION</b>		
Base	Ansul Linear wire Detection Only w/ Alarm	Included
Alternative	Amerex V25	\$ 2,334.00
Alternative	Ansul	Not Available
Alternative	Kidde - Dual Spectrum	\$ 1,480.00
Alternative	Jomar (if available at build date)	\$ 1,646.00
<b>AIR SYSTEM - Air Dryers</b>		
Base	Bendix AD-9 Transit Model (300 ci purge)	Included
Alternative	Bendix ADIP Spin On Cartridge	\$ 45.00
Alternative	Rockwell Wabco System Saver Twin Cartridge	\$ 121.00
Alternative	Haldex Single Dryer w/ Consep Condensor/Separator	\$ 42.00
Alternative	Graham White QBA-15 Sludge Breaker	\$ 742.00
<b>TRANSMISSION</b>		
Base	Allison B-400R	Included
Alternative	Voith D864.3	No Cost Change
Alternative	ZF5HP592	\$ 400.00
Alternative	Davco Electronic Fluid level Gage	\$ 544.00
<b>HUBS</b>		
Base	Hub Piloted Wheels & Axles	Included
Alternative	Stud Piloted Wheels & Axles	\$ 135.00
Alternative	Chicago Rawhide Oil seals ( Front & Rear Axles)	\$ 60.00
<b>BRAKES</b>		
Base	S-cam Drum w/ WABCO ABS System	Included
Alternative	4 Wheel Disc Brakes	Not Available @ Bld Date
Alternative	WABCO Automatic Traction Control	\$ 130.00
<b>WHEELS</b>		
Base	(7) Steel Powder Coat 8.25 X 22.5	Included
Alternative	(7) Alcoa Aluminum Machine Finished Wheels	\$ 1,531.00
Alternative	(7) Alcoa Aluminum Polished Both Sides	\$ 1,855.00
Alternative	Durabright Finish ( additional cost on 7 alum wheels)	\$ 604.00
<b>TIRES</b>		
Base	Procuring Agency Supplies Tires	Included
Alternative	Bus Builder supplies tires	\$ 2,404.00
<b>HUB ODOMETER</b>		
Base	None	Included
Alternative	Veeder Root w/o Tenths w/o Guard	\$ 72.00
Alternative	Stemco w/o Tenths w/o Guard	\$ 64.00
Alternative	S & A Fleetwatch 392 Electronic	\$ 403.00

Signed:

Nov. 6, 2003

\_\_\_\_\_  
Sr. V.P.

BASE BUS/ALT (1)	DESCRIPTION	UNIT PRICE (2)
	<b>ELECTRICAL</b>	
Base	Multiplex I/O Controls Dinex System	Included
Alternative	I/O Controls - Wireless RF Module	\$ 813.00
Alternative	Cole Hersee #12063 Electrical Tow Connector	\$ 94.00
	<b>ALTERNATOR</b>	
Base	Delco DN 50 (270 Amp)	Included
Alternative	Neihoff C701 (300 Amp)	\$ 850.00
Alternative	Neihoff C703 (330 Amp)	\$ 1,028.00
	<b>BATTERIES</b>	
Base	(2) DEKA 8D Side Post or Top Post Connections	Included
Alternative	(4) DEKA Group 31 Top Post	\$ 245.00
Alternative	Anderson 350 Jump Start Connector	\$ 85.00
	<b>PASSENGER SIGNALS</b>	
Base	Pull Cords ( Neutral or Yellow) w/ Touch Pads @ W/C	Included
Alternative	Touch Tape ( Ceiling and Window Mullions on Phantom)	\$ 630.00
Alternative	Touch Tape (Window Mullions only Low Floor)	\$ 414.00
	<b>PUBLIC ANNOUNCEMENT SYSTEM</b>	
Base	REI P.A. System	Included
Alternative	Clever Devices Speak Easy II	\$ 1,087.00
Alternative	Digital Recorder DR600 w/GPS capability w/LED sign (w/o mapping)	\$ 5,225.00
Alternative	Stealth Mic	\$ 375.00
Alternative	Luminator Voice Annunciator w/ GPS capability w/LED sign (w/o mapping)	\$ 5,151.00
Alternative	Mapping for GPS per Customer Requirement	Quote
	<b>COMMUNICATION RADIO SYSTEM</b>	
Base	Customer Provide & Install after Delivery Includes Gillig Provided Power Circuit or Power Port	Included
Alternative	Gillig Provides & Install Radio Antenna Only	\$ 105.00
Alternative	Ericsson 350A 1977 Radio	\$ 5,744.00
Alternative	Motorola MCS 2000 Radio	\$ 4,762.00
Alternative	Motorola Radius M1225 Radio	\$ 1,475.00
Alternative	Special Customer Specified Model Radio	Quote
	<b>SURVEILLANCE CAMERA SYSTEMS</b>	
Base	None	Included
Alternative	Prewire Bus for upto 4 Camera Digital System	\$ 931.00
Alternative	REI (2) B&W Camera Video Cassette Recorder	\$ 1,294.00
Alternative	Safety Vision Road Rec 6000 w/4 Digital Color Cameras	\$ 7,469.00
Alternative	TVSS Claim Safe II w/ 4 Digital Color Cameras	\$ 6,064.00
Alternative	Kalatel Mobile view 3 w/5 Digital Color Cameras	\$ 8,523.00
Alternative	REI Digital w/3 Color Cameras	\$ 3,850.00

Printed Nm: Brian MacLeod  
Sr. V.P.

BASE BUS/ALT (1)	DESCRIPTION	UNIT PRICE (2)
<b>INTELLIGENT VEHICLE NETWORK</b>		
Base	None	Included
Alternative	Clever Devices IVN	\$ 16,619.00
Alternative	TMS Orbital System	Quote per cust req
Alternative	Siemens ITS	Quote per cust req
<b>INTERIOR LIGHTING</b>		
Base	Transmatic L-20	Included
Alternative	Pretoria - Deduct	\$ (320.00)
Alternative	Colored tube covers	\$ 42.00
Alternative	Individual Reading lights	\$ 1,400.00
Alternative	LED Stepwell lights	\$ 130.00
<b>FARE COLLECTION</b>		
Base	Provide 12 voltPower Circuit for Farebox	Included
Alternative	GFI Cents-a-Bill w/TRIM	\$ 13,000.00
Alternative	GFI Odyssey	\$ 13,781.00
Alternative	Cubic	Quote per Cust Req's
Alternative	Diamond Model H w/ Spare Vault	\$ 1,388.00
Alternative	Main Treasury 1 Farebox w/One Spare Vault	\$ 813.00
Alternative	Main M4 Farebox w/One Spare Vault	\$ 713.00
Alternative	Main SL-5 Farebox w/One Spare Vault	\$ 2,056.00
<b>AUXILIARY EXTERIOR LIGHTS</b>		
Base	None	Included
Alternative	LED "STOP" light manufactured by JKA Ent.	\$ 406.00
Alternative	Two 7" Weldon flashing amber lights, brake activated with hoods center mounted in the rear of Bus	\$ 273.00
Alternative	Two Red LED Auxilary Brake Lights	\$ 110.00
Alternative	Triangle Style Amber LED Yield Sign	\$ 406.00
Alternative	Transfer Beacon	\$ 256.00
<b>MARKER LIGHTS</b>		
Base	Dial Lite ALL LED	Included
<b>BICYCLE RACKS</b>		
Base	No Bike Rack	Included
Alternative	SportWorks 2 bike Stainless Steel Rack	\$ 930.00
Alternative	SportWorks 3 bike Stainless Steel Rack	\$ 1,023.00
Alternative	SportWorks 2 Bike Black Powder Coated Rack	\$ 713.00
Alternative	SportWorks 3 Bike Black Powder Coated Rack	\$ 806.00
Alternative	Bike Rack Deployed Indicator Light on Driver's Dash	\$ 78.00
Alternative	Bike Rack Mirror for Driver	\$ 22.00

Printed Nm: Brian MacLeod  
Sr. V.P.

BASE BUS/ALT (1)	DESCRIPTION	UNIT PRICE (2)
<b>REAR DOOR</b>		
Base	Passenger open (Push Out/ Spring Close)	Included
Alternative	Full Driver Control ( Air Open / Spring Close)	\$ 598.00
Alternative	Touch Bar (Air Open/ Spring Close)	\$ 943.00
Alternative	Touch Bar w/ driver override	\$ 992.00
Alternative	Touch Tape on Doors inplace of Touch Bars- Deduct	\$ (230.00)
Alternative	Vapor CLASS Accoustic (Photo Sensor)	\$ 2,788.00
Alternative	56' Wide Full Driver Control (AirOpen Air Close)	\$ 2,960.00
Alternative	Delete Rear Door, add two seats Deduct	\$ (460.00)
<b>FLOORING</b>		
Base	Marine Grade Plywood w/ RCA Flooring	Included
Alternative	Altro Flooring	\$ 400.00
Alternative	Composite Flooring inplace of Plywood	\$ 3,750.00
<b>WINDOWS</b>		
Base	Atwood/ Excel Transom, 1/4' glass 28% tint	Included
Alternative	Atwood/ Excel Full Slider	\$ 294.00
Alternative	Atwood /Excel Fixed Glazing Deduct	\$ (508.00)
Alternative	Transit Care 3 minute w/ Vandal Guards	\$ 5,438.00
<b>WIPERS</b>		
Base	Sprague Electric (All Models)	Included
<b>PASSENGER SEATING</b>		
Base	AMSECO 6468	Included
Alternative	AMSECO Metropolitan Deduct	\$ (841.00)
Alternative	AMSECO 6466	\$ 866.00
Alternative	FREEDMAN CITI SEAT Deduct	\$ (2,062.00)
Alternative	FREEDMAN CITI PRO Deduct	\$ 1,382.00
Alternative	FREEDMAN ANGEL Deduct	\$ (2,274.00)
Alternative	FREEDMAN DIABLO Deduct	\$ (2,292.00)
Alternative	USSC ARIES	\$ 468.00
Alternative	USSC MARIELLA Deduct	\$ (2,162.00)
Alternative	Anti Graffiti Coating (if available)	\$ 400.00
<b>DRIVERS SEATING</b>		
Base	Recaro Ergo Metro	Included
Alternative	USSC 9100ALX	\$ 174.00
Alternative	USSC ALX-3 ( Includes Shoulder Belt)	\$ 375.00
Alternative	Holdsworth upholstery	\$ 232.00

Signed:  
Printed By: Brian MacLeod  
Sr. V.P.

Nov. 6, 2003

BASE BUS/ALT (1)	DESCRIPTION	UNIT PRICE (2)
	<b>STANCHIONS &amp; GRAB RAILS</b>	
Base	No Auxiliary Grab Straps or Handles	Included
Alternative	Nylon Grab Straps ( cost per Strap)	\$ 19.00
Alternative	SSTL Spring loaded Grab Handle (cost per Handle)	\$ 132.00
	<b>WHEELCHAIR LIFT/RAMP</b>	
Base	Lift-U Lift/Ramp Front Door	Included
Alternative	Stainless Steel Lift Grab Handles (Phantom only)	\$ 250.00
Alternative	Stainless Steel Lift Platform (Phantom only)	\$ 250.00
Alternative	Stainless Steel Splash Pan (Phantom only)	\$ 143.00
Alternative	LIFT-U II Rear Door Lift (Phantom Only)	\$ 1,100.00
Alternative	Ricon ramp (Low Floor only) Deduct	\$ (874.00)
	<b>WHEELCHAIR LIFT SECUREMENT</b>	
Base	American Seating includes A.R.M.-telescope;	Included
Alternative	Freedman & USSC include belts/S hooks	Incl on spec'd seat
Alternative	Delete American ARM-Telescope, Provide S hooks/ pocket Deduct	\$ (511.00)
Alternative	Q-Straint QRT 2 per bus @ \$190	\$ 380.00
Alternative	Sure Lok RTT Electric - 2 per bus @ \$2,396 each	\$ 4,792.00
Alternative	Sure Lok RTT Manual - 2 per bus @ \$1,250 each	\$ 2,500.00
	<b>EXTERIOR MIRRORS</b>	
Base	Manual	Included
Alternative	Remote One Side	\$ 160.00
Alternative	Remote Both Sides	\$ 320.00
Alternative	Heated Option	\$ 73.00
	<b>DESTINATION SIGNS</b>	
Base	Twin Vision Amber 100% LED Front ,Side & Rear	Included
Alternative	Luminator Horizon Amber 100% LED Front ,Side & Rear	\$ 644.00
Alternative	Vultron Amber 100% LED Front Side & Rear	\$ 225.00
Alternative	Delete Rear Sign Deduct	\$ (775.00)
Alternative	Second Side Sign	\$ 1,688.00
Alternative	Transign Curtain Front & Side Signs Only Deduct	\$ (3,010.00)
	<b>DASH MOUNTED FRONT RUN SIGN</b>	
Base	None	Included
Alternative	ElectronicFront Run Sign	\$ 700.00
Alternative	Transign Mechanical 4 Curtain Sign	\$ 220.00

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Sr. V.P.

BASE BUS/ALT (1)	DESCRIPTION	UNIT PRICE (2)
<b>HEATING/AIRCONDITIONING</b>		
Base	TK Intelligaire II w/ X426 Comp., R-22, Ohio Motors	Included
Alternative	Same System w/R134A	\$ 234.00
Alternative	TK with General Electric Field Wound Motors	\$ 1,250.00
Alternative	TK with Reliance Brushless Motors	\$ 3,375.00
Alternative	w/Screw Compressor & R407c Refrigerant	\$ 825.00
Alternative	Carrier Mircomax w/Brushless Mtrs,05G Comp. w/R22	\$ 224.00
Alternative	Same System w/ R134A	\$ 234.00
Alternative	Houston Pull Down Requirements	\$ 2,480.00
Alternative	Webasto Model Thermo 300(104,000btu) Coolant Heater	\$ 2,576.00
Alternative	Proheat Model X45 (45,000btu) Coolant Heater	\$ 2,156.00
Alternative	Underseat Heater - Red Dot w/Brush Motor	\$ 246.00
Alternative	Front Stepwell/Threshold Heater	\$ 285.00
Base	Drivers Heater - Red Dot w/ Brush Motor	Included
Alternative	Driver's Heater w/ Brushless Motor	\$ 708.00
<b>ROOF HATCHES</b>		
Base	One Transpec Manual Hatch @ Rear Door or Axle	Included
Alternative	Second Transpec Manual Hatch @ Front Axle	\$ 250.00
Alternative	Electric Front Roof Hatch @ Front Axle ( Low Floor Only)	\$ 487.00
<b>PAINT/DECALS</b>		
Base	Basic White ( No Black Mask @ Windows)	Included
Alternative	3 Colors Black Mask @ Windows plus 2 Color Stripes	\$ 1,200.00
Alternative	More than three colors or custom decals	Quote per Cust.Req's
Alternative	Roof Numbers ( 24' High Decals)	\$ 78.00
Alternative	Clear coat Complete Bus	\$ 650.00

<b>MISCELLANEOUS ALTERNATIVES</b>		
Base	None	Included
Alternative	Transmatic Parcel Rack w/individual reading lights	\$ 19,750.00
Alternative	Transfer Cutter w/mounting bracket	\$ 62.00
Alternative	10 Unit First Aid Kit	\$ 45.00
Alternative	Auxiliary Drivers Fan(s)	\$ 68.00
Alternative	Ad Frame- Front 21" x 40"	\$ 92.00
Alternative	Ad Frame- Curbside 30" x 88"	\$ 132.00
Alternative	Ad Frame-Streetside 30" x 144"	\$ 140.00
Alternative	Ad Frame Rear 21" x 72" (102") 21" x 70" (96")	\$ 98.00
Alternative	Rear Engine Throttle Control	\$ 140.00
Alternative	RADIO AM/FM/CD	\$ 260.00
Alternative	Padded Steering Wheel	\$ 68.00
Alternative	Pretoria Parcel Rack w/individual reading lights	\$ 14,650.00



Client:

Nov. 6, 2003

Printed Nm: Brian MacLeod  
Sr. V.P.

BASE BUS/ALT (1)	DESCRIPTION	UNIT PRICE (2)
	<b>TRAINING</b>	
Base	None	Included
Alternative	Complete program per spec outline (1 of ea module)	\$ 43,960.00
Alternative	General Orientation Module Only (per module)	\$ 3,000.00
Alternative	Technical Orientation Module Only (per module)	\$ 14,560.00
Alternative	Vendor/Supplier Training Only (per component module)	\$ 5,000.00
1	<b>SPARE PARTS</b>	
1	Differential center section (drop-in unit only)	\$ 3,115.00
1	A/C compressor, complete w/clutch assembly	\$ 3,625.00
1	Heater core	\$ 840.00
1	Set of wiper motors	\$ 520.00
1	Set of windshields	\$ 240.00
1	Set of type window glazing	\$ 8,910.00
1	Set of type skirt panels	\$ 2,835.00
1	Spare Power Pack (ISL Engine & Transmission)	\$ 53,730.00
1	Spare Power Pack (ISM Engine & Transmission)	\$ 58,600.00
1	Spare Power Pack (C9 Engine & Transmission)	\$ 64,703.00
1	Spare Power Pack (S50 Engine & Transmission)	\$ 67,440.00
1	Spare Engine - ISL	\$ 23,650.00
1	Spare Engine - ISM	\$ 28,520.00
1	Spare Engine - C9	\$ 34,623.00
1	Spare Engine - S50	\$ 37,360.00
1	Spare Transmission	\$ 21,185.00
1	Destination Sign package (including: front, side(s), and rear (Twin Vision)	\$ 7,106.00
1	Set of Entrance Doors	\$ 1,985.00
1	Door Motor	\$ 646.00
1	Set of Brakes Drums & Linings (Front)	\$ 490.00
	Set of Brakes Drums & Linings (Rear)	\$ 560.00
	<b>WARRANTY</b>	
Basic Bus	1 yr/50,000 mile warranty only Deduct	\$ (2,000.00)
Transmission	2 yr/100,00 mile warranty only Deduct	\$ (2,600.00)
HVAC System	2 yr warranty only Deduct (applies to TK only)	\$ (1,081.00)
Structural Integrity, Corrosion	7 yr/350,000 miles only Deduct	\$ (500.00)
DDC S50	2 yr/200,00 mile warranty only Deduct	\$ (7,000.00)
CAT C9	2 yr/200,00 mile warranty only Deduct	\$ (1,050.00)
Cummins ISL/ISM	Charge for extended coverage (total 5 yr/300,000 to non Florida properties)	\$ 2,800.00

Signed:

Nov. 6, 2003

Sr. V.P.

BASE BUS/ALT (1)	DESCRIPTION	UNIT PRICE (2)
	<b>TOOLS</b>	
	<b>DIAGNOSTIC HARDWARE</b>	
(1) Laptop PC	Dell Pentium M	\$ 2,403.00
(1)	Printer (J-38480-A)	\$ 573.00
	<b>ELECTRICAL DIAGNOSTICS</b>	
(1)	Set Multiplexing Diagnostics (includes the following)	\$ 8,177.00
(1)	Circuit Tester T2-MK-808-R2	
(1)	Program Loader T2-MK-Charger	
(1)	Program T2-MK-Program	
(1)	ID Writer/verification T2-MK-IDWT	
(1)	RS232/RS485 Converter T2-MK-232	
(1)	Software, Real Time Ladder Logic RL-XXXX-XXX	
(1)	Hand-Held Computer IOC-0001-PPC0SD-R2	
	<b>ENGINE DIAGNOSTICS</b>	
(1)	Cummins Datalink Adapter Kit (3165142)	\$ 493.00
(1)	Set DDEC Software/Hardware (J-42384-HCD)	\$ 1,475.00
	<b>ENGINE TUNE-UP KIT</b>	
(1)	Cummins Tune-Up Kit (includes the following)	\$ 4,232.00
(1)	Pressure Gauge ST-1273	
(1)	Torque Wrench 3398033	
(1)	Oil Filter Wrench 3397929	
(1)	Engine Coolant & Fuel Wrench 3376807	
(1)	Belt Tension Gauge 3822524	
(1)	Belt Tension Gauge 3822525	
(1)	Charge-A/C CAC Pressure Kit 3824556	
(1)	Engine Barring Gear 3824591	
(1)	Torque Wrench 3398032	
(1)	Roller Follower Rem. & Installation Tool 3163468	
(1)	Compucheck Fitting 3824842	
(1)	Detroit Diesel Tune-Up Kit (included the following)	\$ 2,017.00
(1)	Belt Tension Gauge J-41251-B	
(1)	Rear Seal Remover J-41329	
(1)	Front/Rear Seal Installer J-35686-B	
(1)	Injector Timing Gauge J-39697	
(1)	Valve Lash Exhaust J-9708-20	
(1)	Valve Lash Intake J-9708-21	
(1)	Crank Position Tool J-43028	
	<b>TRANSMISSION DIAGNOSTICS</b>	
(1)	Allison Cable & Software (J-44950)	\$ 927.00
(1)	Voith Cable & Software (56.4219.10)	\$ 650.00
(1)	Set ZF Diagnostics (includes the following)	\$ 3,569.00
(1)	Testman Diagnostic System (6008-208-0040)	
(1)	SAE Cable (0501-211-104)	
(1)	Ecomat Testman Software (6008-308-114)	

Printed Nm: Brian MacLeod  
Sr. V.P.

BASE BUS/ALT (1)	DESCRIPTION	UNIT PRICE (2)
	<b>DESTINATION SIGN PROGRAMMING</b>	
(1)	Luminator Flash Card & Software (800702-TBD)	\$ 471.00
(1)	Twin Vision Flash Card (576-6061-600)	\$ 200.00
(1)	Twin Vision Software Package (576-0000-001)	\$ 667.00
(1)	Vultron Flash Card & Programming	\$ 1,200.00
(1)		
	<b>HVAC SPECIAL PURPOSE</b>	
(1)	TK Intelligaire II Diagnostics	\$ 487.00
(1)	Carrier Microm ATE Diagnostics	\$ 262.00
(1)	Webasto Diagnostic Tool (92542F)	\$ 344.00
(1)	Webasto Adapter (97034A)	\$ 74.00
(1)	Van Steenburgh Regional Recovery System (JV90-1)	\$ 8,107.00
	<b>TOWING &amp; HOISTING</b>	
(1)	Set Towing Adapters (82-90178)	\$ 460.00
(1)	Tow Bar - Low Floor (06-042218)	\$ 3,300.00
(1)	Tow Bar - Std Floor (55-35815)	\$ 1,270.00
(1)	Set of Hoist Adapters (includes the following)	\$ 2,547.00
(1)	Front Saddle FD 2316	
(1)	Front Adapters FD 2200	
(1)	Rear Saddle FD 2315	
(1)	Rear Adapters FD 2151	
	<b>BRAKE SYSTEM DIAGNOSTICS</b>	
(1)	Meritor Software (Tool Box)	\$ 247.00
(1)	Serial Link/Interface Kit (J-38351-D)	\$ 464.00
	<b>MISCELLANEOUS</b>	
(1)	Engine Dolly (55-28308)	\$ 4,530.00
(1)	I/O Control Training Board	\$ 15,300.00
(1)	Air Brake Training Board	\$ 15,300.00
(1)	EMCO-Wheaton Post-Lock Nozzle	\$ 617.00
(1)	Mobile Receiver for S&A 392 Hubodometer	\$ 1,150.00
(1)	Maintenance Controller W/C Lift (371-0224)	\$ 1,179.00
(1)	Video Test Kit Mobileview III-Kalatel (MSS-4005-0000)	\$ 1,327.00
(1)	Central Station Mobileview III (Kalatel) includes PC, Keyboard, Mouse, Windows W/CD Burner (MSS-5100-02-00)	\$ 4,059.00
(1)	HP Color Desk Jet Printer (MSS-Printer)	
(1)	Mobileview I11 Docking Station (MSS-4004-00-00)	
(1)	Color SVGA Display 17" (KTD-3200M-17)	
(1)	REI Desk Top Viewing Station	\$ 1,357.00

OCT. 11. 2005 6:47AM GILLIG CORP

NO. 230 P. 2/6

# Bus ORDER

## Gillig 2005

October 11, 2005

Larry Ralston  
Maintenance Manager  
Lee County Transit  
6035 Landing View Road  
Ft. Myers, FL 33907

DELIVERED VIA FAX (239) 278-7801

Dear Larry:

I would like to thank you for your continued interest in Gillig buses. Lee Tran has requested the purchase of two (2) thirty-five foot (35') Low Floor buses using options available on the existing Florida State Consortium contract. I have enclosed a Price Summary that details the technical specifications of your requested order. Gillig is pleased to quote the following:

35' X 102" Low Floor Transit Bus	\$305,098.00 each
<del>35' X 102" Low Floor Trolley Bus</del>	<del>\$206,951.00 each</del>

These prices are valid through November 30, 2005 and do not include any taxes or license fees. The Transit Bus is FOB Ft. Myers, FL and the Trolley Bus is FOB Healdsburg, CA. Any additional changes to the bus specifications can be made at the pre-production meeting that will be conducted a minimum of six (6) months prior to production start. If a Purchase Order for the total purchase amount is received by the end of November 2005, the two (2) buses will be scheduled for September 2006 production.

~~If Lee Tran elects to purchase the Trolley Bus configuration from Gillig the following conditions will apply:~~


- Lee Tran will need to issue two separate purchase orders: one to Gillig for the Trolley Buses and one to Cable Car Classics (CCC) for the Trolley Conversion. The Trolley Conversion can be purchased using contract options available from the Erie Metropolitan Transit Authority in Erie, PA
- Gillig will build and complete the Trolley Buses per the agreed upon Lee Tran bus specification (as quoted) and will then ship the buses, at Gillig's expense, to CCC to be completed per Lee Tran's Trolley Conversion specification and agreement with CCC. Gillig will invoice Lee Tran for the Trolley Bus price at time of shipment from the Gillig factory. The payment terms will apply per Gillig's contract with the State of Florida. CCC will bill Lee Tran separately per the agreement between Lee Tran and CCC. Shipment from CCC to Ft. Myers, FL will be handled by CCC

3. The Trolley Conversion specification will be determined between CCC and Lee Tran. It will be CCC's responsibility to complete the work required under their agreement with Lee Tran. Payment to Gillig by Lee Tran will not be delayed due to any fault in or delay of the work contracted through CCC

If you decide to purchase the Trolley Buses a more favorable production date may be available so that Gillig can help CCC keep their work flow at a steady rate. Please let me know which direction you decide to go so that I may quote you an actual production date.

Thank you in advance for your business and support.

Sincerely,



Sam Enochian  
Manager, Transit Bus Sales

10/11/2005

**PRICE SUMMARY, OCTOBER 10, 2005  
LEE TRAN, FT. MYERS, FL  
(2) 35' LOW FLOORS, S/N: TBD**

<u>ITEM</u>	<u>COST</u>
FLORIDA CONSORTIUM 35FT LOW FLOOR BASE PRICE	\$255,027.00
<u>ITEM</u>	<u>COST</u>
CUMMINS ISL 280HP ENGINE (INCLUDED)	\$0.00
ALLISON B400R TRANSMISSION (INCLUDED)	\$0.00
VEEDER ROOT HUBODOMETER	\$72.00
EMCO WHEATON FAST FILL FUEL FILLER	\$570.00
TK HVAC W/ OHIO PM MOTORS, R22, X426 (INCLUDED)	\$0.00
(1) DRIVERS AUXILIARY DASH FAN	\$68.00
REAR DOOR CONTROL - FULL DRIVER CONTROL	\$698.00
WHEELS - ALUMINUM ALCOA, MACHINE FINISHED	\$1,531.00
TIRES - GILLIG PURCHASED (7) GOODYEAR	\$2,404.00
DRIVERS SEAT - U.S.S.C. 9100ALX	\$174.00
PASSENGER SEATS - AMSECO 8468 (INCLUDED)	\$0.00
WHEEL CHAIR SECUREMENT - Q'STRAIT QRT 2	\$380.00
PASSENGER SIGNALS - MULLION MOUNTED TOUCH TAPE	\$414.00
SCHEDULE RACKS - (6) INNOCOM	\$101.00
PASSENGER WINDOWS - UPPER TRANSOM (INCLUDED)	\$0.00
INTERIOR LAMP / HVAC DUCTS - TRANSMATIC (INCLUDED)	\$0.00
<del>TWO-WAY RADIO - MOTOROLA MCS2000</del>	<del>\$4,762.00</del>
<del>FAREBOX - GFI CENTS-A-BILL</del>	<del>\$13,000.00</del>
FULL COMPOSITE FLOORING	\$3,800.00
EXTERIOR MIRRORS - CURBSIDE REMOTE	\$160.00
BIKE RACK - SPORTWORKS DL2, STAINLESS STEEL	\$930.00
VIDEO SURVEILLANCE SYSTEM - PRE WIRE ONLY	\$931.00
FIRST AID KIT	\$45.00
DELETE EXTENDED WARRANTIES	(\$6,181.00)
TOTAL LEE TRAN CHANGES	\$23,859.00
FLORIDA CONSORTIUM 35FT LOW FLOOR BASE PRICE	\$255,027.00
DELIVERY	\$3,900.00
LEE TRAN 35FT BASE PRICE	\$282,786.00
PPI 1413 ADJUSTMENT: TRAILING 12 MONTHS (JUL) = 5% CAP	\$14,139.00
PPI 1413 ADJUSTMENT: FEB'04 (171.5) / JUN'04 (176.4) = 2.89%	\$6,173.00
(PPI 1413, ACTUAL: FEB'04 (171.5) / JUL'05 (191.7) = 11.79%)	
LEE TRAN 35FT LOW FLOOR PRICE	\$305,098.00

REC'D FEB 03 2004



Hillsborough Area Regional Transit Authority

Sharon Dent, Executive Director

4305 East 21st Avenue, Tampa, Florida 33605-2300  
Phone: (813) 623-5835 • Fax: (813) 664-1119

February 2, 2004

Gary Willms  
The Gillig Corporation  
P.O. Box 3008  
Haywood, CA 94540-3008


Subject: Award of HART RFP 2003-07-01.

Dear Mr. Willms,

On February 2, 2004, the Board of Directors approved Resolution R2004-02-07 to award a five year contract to your firm for supplying heavy duty diesel fueled transit coaches. Your firm has been awarded contract line item numbers 001, 002 and 003. I have enclosed the executed proposal award document sign by HART's Executive Director and the Resolution.

I look forward to working with your firm over the next five years. I will be the main point of contact pertaining to contractual issues, assignability and orders placed with other agencies. If you have any questions, please contact me at (813) 623-5835 ext. 1148.

Regards,

  
Richard T. Bannon  
Purchasing Agent III

Attachment: PART VI Proposal Award  
Resolution 2004-02-07

File: 2004-ven

**ROUTING**

- D. HOWARD
- B. MACLEOD
- J. POLICARPIO
- K. ROBINSON
- G. WILLMS
- J. ANDERSON
- D. DICKERSON
- K. MALLARD
- D. FENELON
- N. ANDERSON
- C. HUTCHINSON
- D. TROYE
- C. AHRENS

**PART VI - PROPOSAL AWARD**

By execution below HART accepts the best and final offer, dated January 13, 2004 from the Gillig Corporation.

Proposal on: Heavy Duty Diesel Fueled Transit Coaches

Proposal Number: 2003-07-01

Contract Line Items Awarded:      001 – 30' Transit Coaches  
   002 – 35' Transit Coaches  
   003 – 40' Transit Coaches

Contract Period: February 2, 2004 through February 1, 2009

Awarded to: The Gillig Corporation  
                 25800 Clawiter Road  
                 Hayward, CA 94540

Passed and adopted by Resolution R2004-02-07 by the HART Board of Directors.

Attest: Mary F. Staples  
   (SEAL)

Sharon Hunt  
Executive Director

Date of Award: February 2, 2004

FDOT concurrence to award:

\_\_\_\_\_  
FDOT Representative

\_\_\_\_\_  
Date



without a major change in configuration or components), the manufacturer shall provide the name and address of the recipient of such a vehicle and the details of that vehicle's configuration and major components.

## 2.47 Assignability

Assignability of rights to others for purchases under this contract may be unilaterally assigned by HART. HART will not assign rights without the prior concurrence of the FPTA subject to their then existing policies, rules and procedures. Any assignee under this contract will act solely as a Procuring Agency and only as specifically authorized by HART.

## 2.48 Bonds

Upon receipt of an order under this contract, the contractor shall provide the Procuring Agency a performance bond or irrevocable letter of credit in the amount of 100% of the order price. The performance bond or irrevocable letter of credit shall be delivered to the Procuring Agency within ten (10) calendar days after the receipt of purchase order

## 2.49 Bid Protest Procedure (Authority: HART Resolution 99-08-47)

(1) These rules provide procedures for speedy resolution of protests arising from the procurement process. Contracts not subject to competitive bidding or contracts awarded pursuant to an emergency declaration or other emergency procedure are not subject to these bid protest rules. The Authority reserves the right to waive any minor bid informalities or irregularities which do not go to the heart of the bid or prejudice other bidders, or to reject any and all bids submitted. Conditional bids or those which take exception to the specifications may be considered non-responsive and may be rejected.

### (2) *PROTESTS.*

(a) Any person adversely affected by a bid solicitation shall file a notice of protest, in writing, prior to the date on which bids are to be received and shall file a formal written protest within ten days after filing the notice of protest. The formal written protest shall state with particularity the facts and law upon which the protest is based.

(b) Any person adversely affected by the decision of the Authority or its management to award a contract or to reject all bids shall file a notice of protest, in writing, within 72 hours after the posting of the bid tabulations or within 72 hours after receipt of the notice of award is made to the participating bidders, whichever occurs first, and shall file a formal written protest within ten days after filing the notice of protest. The formal written protest shall state with particularity the facts and the law upon which the protest is based.

(c) All notices of protest and formal protest shall be filed with the Executive Director for the Hillsborough Area Regional Transit Authority at the Authority's office located at 4305 East 21<sup>st</sup> Avenue, Tampa, FL 33605. Filing is completed upon receipt by the Executive Director.

(d) A protest is not timely filed unless both the notice of protest and the formal protest are received by the Executive Director of the Authority within the required time limits.