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December 19, 2016

Mr. Norman Whitaker
General Manager
City of Key West
5701 College Rd
Key West, FL 33040

Dear Norman,

I prepared the following price quote for the 29' LF BRT Allison Hybrid bus off the LYNX (FL Consortium) contract 14-C09. The specifications are based on your previous specifications and changes as per your request. Prices include applicable PPI 1413 price adjustment per contract, the 2017 Cummins ISB engine emissions changes, the 2016 Cummins Engine extended coverage upcharge which includes towing and /or travel and the 2017 Allison Extended Coverage. Please reference the attached price summary dated December 19, 2016 for complete details.

Gillig is pleased to quote the following:

29' LF BRT ALLISON HYBRID

\$681,224.00 ea.

Pricing is valid for 30 days and is FOB Key West, FL. Prices exclude any taxes and license fees. Final production schedule will be determined upon receipt of purchase order.

We thank you very much for this opportunity and appreciate the further commitment to Gillig and our products. Should you have any questions, please do not hesitate to contact me.

Sincerely,

Butch Sibley
Regional Sales Manager
Gillig LLC
510-589-9430
bsibley@gillig.com

Thank You for Supporting American Jobs!



PRICE SUMMARY, 12-19-2016
KEY WEST, FL
(1) 29' LF BRT ALLISON HYBRID, S/N: TBD

<u>ITEM</u>		<u>COST</u>
LYNX (FLORIDA CONSORTIUM) CONTRACT 14-C-09 29' LF DIESEL BASE PRICE 12-8-2013		\$377,849.00
<u>ACTION</u>	<u>OPTIONS</u>	<u>COST</u>
ADD	2017 Cummins ISB 280 HP W/ Allison HP40EP Parallel Electric Drive System w/ Vanner HBA	\$197,823.00
ADD	BRT Front Cap, Rear Cap and Engine Door Styling	\$13,250.00
ADD	BRT Roof Faring (Front)	\$1,250.00
BASE	Donaldson (RBX00-2277) Air Intake Restriction Indicator	INCL
BASE	Cummins Computest Fitting	INCL
BASE	Spin On Filter Supplied by Engine Manufacturer	INCL
CHANGE	Delete Femco	(\$35.00)
CHANGE	Magnetic Engine Oil Drain Plug	\$0.00
BASE	Delco 42MT Electric	INCL
BASE	Modine E-Fan Cooling Fan System	INCL
ADD	E-Coat on Radiator Assembly (Modine E Cool) Diesel	\$750.00
BASE	Oetiker Constant Tension Clamps	INCL
BASE	Titan Probalizer II OD-1014 Extraction Port	INCL
CHANGE	S-Cam Drum Brakes with Wabco ABS System	(\$3,650.00)
BASE	Hub Piloted Axles with Grease Seals	INCL
CHANGE	(7) ALCOA Full Polished Aluminum Wheels	\$1,955.00
CHANGE	(7) Goodyear G152 (275/70/ 22.5) (524 ea x 7)	\$3,668.00
BASE	Douglas Steering Column (Standard Steering Column)	INCL
BASE	Ross TS65 Steering Box	INCL
BASE	Protective Sleeves (High Pressure Steering Lines)	INCL
BASE	Standard 75 gal (30' LF) Net Useable Fuel Tank	INCL
CHANGE	Standard Gravity Fuel Fill	(\$263.00)
BASE	Spin-on Primary and Secondary Fuel Filters	INCL
BASE	Engine Run Control and Start Switch, Compartment Light Switch	INCL
ADD	Engine Hour Meter (Rear Run Box)	\$50.00
CHANGE	Mechanical Gauges - Oil Pressure and Coolant Temperature	\$120.00
BASE	Cummins 37.4 CFM Air Compressor	INCL
CHANGE	Haldex Consep Moisture Ejector, Heated, at Air Dryer	\$150.00
BASE	Shop Air Connection Milton S790	INCL
BASE	(2) DEKA 8D Side Lug or Top Post Connections	INCL
ADD	Vanner 80-Series Smart Battery Equalizer W/ CAN	\$157.00
BASE	(2) Anderson 350 Jump Start Connector	INCL
ADD	Marine Cabling for Charging System	\$893.00
BASE	Cole Hersee #12063 Electrical Tow Connector	INCL
BASE	Lift-U Ramp (LU-18), Front Door	INCL
BASE	TK T-14, 616 Screw Compressor, Brushless Evap. & Cond. Motors	INCL
BASE	Modified Houston Pulldown Package	INCL
CHANGE	MCC Drivers Heater - w/ Brush Motor, Left Foot Vent, 1/4 Turn Valves	(\$387.00)
BASE	34" Rear Door - Air Open / Spring Close (Full Driver's Control)	INCL
ADD	33H X 20D X 22.5W, Electrical Comp. W/ Key Lock and (2) 5/16' Square Key Locks	INCL
ADD	(1) Innocom Schedule Racks 3.75" X 7" X 1.5"	\$14.00
CHANGE	USSC 9100ALX w/ Fabric w/ 2-Point Belts (Lap & Shoulder)	(\$155.00)
BASE	AMSECO 6468 w/ VR 50 Padded Fabric Inserts and Energy Absorbing Grab Handles	INCL
CHANGE	AMSECO - A.R.M. System w/ QRT Belts and Retractors	\$380.00
BASE	Pull Cords (Neutral or Yellow) with Touch Pad at Wheelchair Location	INCL
BASE	Flat Melamine, Two Piece w/ Stanchion Pole (30' Only)	INCL
BASE	SSTL Vertical Stanchions, Grabrails and Modesty Panel Tubes	INCL
CHANGE	Delete Farebox Guardrail	(\$50.00)
BASE	Horizontal Grabrail on C/S and S/S Wheelhousing	INCL
CHANGE	Delete All Grab Straps	(\$200.00)
BASE	Standard Melamine Panel Lower Section (Aft Rear Door)	INCL

PRICE SUMMARY, 12-19-2016
KEY WEST, FL
(1) 29' LF BRT ALLISON HYBRID, S/N: TBD

<u>ACTION</u>	<u>OPTIONS</u>	<u>COST</u>
BASE	Ricon Bonded Fixed Windows	\$557.00
BASE	I/O Controls LED Interior Lights	INCL
BASE	(4) Dialite LED Headlights (High & Low Beam)	INCL
BASE	4" DIAMETER - Turn, Tail , Brake, Reverse	INCL
BASE	(4) 4" Red LED Brake Lamps 2 @ Bottom of HVAC Door, 2 @ Top of HVAC Door	INCL
ADD	(1) 4" Red LED Brake Lights Mounted on Bottom Center of HVAC Grill	\$50.00
BASE	Power Circuit (Route to RH Dash & Ele. Equip. Box), Roof Mount RF/GPS/Cellular Antenna.	INCL
BASE	REI Model 750040 PA System w/ Handheld Mic w/ (6) Speakers 30'	INCL
BASE	Twin Vision 100% Amber LED Front, Curbside	INCL
CHANGE	Delete Twin Vision Amber Rear Run Sign	(\$700.00)
CHANGE	Delete Transign Mechanical with Four Characters (3 number, 1 letter) Display, Metal Housing 24V	(\$258.00)
ADD	GFI 41" Tall Odyssey	\$15,881.00
CHANGE	Full Composite Subfloor W/ RCA Rubber flooring	\$2,500.00
ADD	Stainless Steel Trim on Risers and Wheelhousings	\$387.00
BASE	Manual Front and Rear Roof Hatch	INCL
BASE	B&R Class A Mirrors, Remote Control (both sides), Stainless Steel Arms	\$660.00
BASE	8.5 X 16" Interior Mirror	INCL
BASE	I/O Controls, Dinex G3 System	INCL
CHANGE	Fog Maker Water Mist Fire Suppression	\$529.00
BASE	Protective Sleeves on High Pressure Lines	INCL
ADD	Sportworks DL2, 2-Position, Stainless Steel	\$1,471.00
ADD	Bike Rack Spot Mirror	\$20.00
BASE	Fire Extinguisher and Safety Triangle Kit	INCL
ADD	Twenty Four Unit First Aid Kit	\$69.00
ADD	Blood Born Pathogen Kit	\$35.00
ADD	Bio Hazard Disposal Kit	\$37.00
ADD	Wheel Chocks (per set)	\$35.00
BASE	Speedometer, Air Pressure Gauge, 12 /24 Volt Gauges (Dash Mounted)	INCL
ADD	Add Fuel Gauge on Dash - Diesel	\$171.00
ADD	Registration Card Holder	\$25.00
BASE	Roller Style with Pull String Release	INCL
BASE	Williams Controls 41 Degree Throttle Pedal (non adjustable)	INCL
BASE	One Color w/ Black Mask at Windows	INCL
ADD	Graphics	\$7,713.00
CHANGE	Delete Roof Numbers	(\$65.00)
BASE	Driver's, Service, Parts, Electrical, (1) per 3 bus order & (1) CD, Vendor (1) per 3 bus order	INCL
BASE	Extended Warranties as Per Contract	INCL
	KEY WEST CHANGES	\$244,837.00
	LYNX (FL CONSORTIUM) 29' LF DIESEL BASE PRICE	\$377,849.00
	DELIVERY	\$7,447.00
	KEY WEST 29' LF ALLISON HYBRID BASE PRICE	\$630,133.00
	PPI 1413 CONTRACT PRICE ADJUSTMENT: 238.3 (NOV '16) / 227.7 (DEC'13) = 4.65 %	\$29,301.00
ADD	2017 ALLISON HYBRID EXTENDED COVERAGES	\$18,937.00
ADD	2017 CUMMINS ISB 280 HP EMISSIONS ENGINE	\$1,703.00
ADD	2016 CUMMINS EXTENDED COVERAGE (TOWING AND/OR TRAVEL INCLUDED)	\$1,150.00
	KEY WEST 29' LF ALLISON HYBRID TOTAL PRICE 12-19-2016	\$681,224.00