

EXECUTIVE SUMMARY

To: Jim Scholl, City Manager
From: Norman Whitaker, Director / KWDoT
Date: February 18, 2015
Subject: Procurement Price for the New Buses



Action Statement:

Commission approval for the purchase of two additional buses in an amount not to exceed \$900,000, pursuant to City of Key West Code of Ordinances Sections 2-797.3 (a)(b)(c), Purchases and Acquisitions Under Contracts of Federal Government and the State or its Political Subdivisions.

Subject buses would be procured through the Central Florida Regional Transportation Authority (LYNX), Contract No. 14-C09 for Heavy Duty Transit Coaches, in which the City of Key West is a named entity authorized to purchase pursuant to, and Gillig, LLC.

Transit Director requested bus purchase quotes from El Dorado and NABI. Quote information attached. Please note North American Bus Industry (NABI) was purchased by New Flyer. NABI buses are no longer manufactured. Like El Dorado, the New Flyer MiDi uses a carbon steel frame and aluminum body. They are both attractive buses, but not as durable as the Gillig, which uses a stainless steel frame. Key West Transit staff and Fleet Maintenance staff has had discussion on the different type of buses available for transit and it was decided that even though El Dorado and New Flyer were cheaper, Gillig buses would be a better transit bus due to the fact that our current fleet and new order is with Gillig and the quality of Gillig is a better choice for Key West and its weather / salt water conditions. Key West Transit Director finds the quotes for the heavier duty, more durable Gillig buses to be fair and reasonable.

Project History:

Key West Transit Staff has researched the purchase of alternative buses and/or other vehicles to be used for transportation services in Key West. Upon completion of the research, the Transit Staff, City Management, and Commissioners agreed to the continued purchase of Gillig buses, which are currently used for transportation services. Gillig buses are sole source and pursuant to section 2-797 (1), Key West Transit is exempt from formal competitive procurement.

The City Commissioners approved the purchase of four (4) new buses with Resolutions 14-060 and 14-150. The City is ready to purchase the next two (2) Gillig buses, using the same specifications and contract agreement. This order will consist of one (1) 30' Gillig Clean Diesel BRT Low Floor Bus and one (1) 35' Gillig Clean Diesel BRT Low Floor Bus. The City will purchase the buses using the State of Florida purchase contract authorized through Central Florida Regional Transportation Authority (LYNX), with Gillig. The contract is attached.

The State of Florida Department of Transportation (FDOT) and Central Florida Regional Transportation Authority (LYNX) have found the price for the purchase of Gillig Buses to be fair and competitive.

Advantage / Disadvantages

The advantages for approving this agreement are as follows:

- KWT will be able to continue providing an efficient public transit system
- New and improved models added to our fleet will alleviate the high maintenance costs of the current bus fleet which has outlived its useful life

- New buses will provide for an improved visual effect in the community
- New warranted vehicles with minimal initial support costs
- KWT will meet Strategic Goals - Environment # 4 & 5, Infrastructure # 1, 2, & 4
- KWT will meet or exceed the goal of reducing emissions by 15% as noted in the Climate Action Plan
- Purchases are completely funded by FDOT with no City match required, so no fiscal impact to the City

There are no disadvantages to approving this agreement.

The disadvantages for not approving this agreement are as follows:

- Extremely high cost of maintenance on current vehicles
- Lost revenue opportunity
- KWT will not fully meet the Strategic Goals and the Climate Action Plan
- Current bus fleet maintenance is at a critical point with no foreseeable relief
- City may have to cancel routes due to inadequate bus fleet
- Citizens and tourists may not be able to access public transportation
- Loss of opportunity for new vehicles that will support current services being offered

Financial Impact:

The City has received \$3,629,384 in City Commission – approved grant funding through FDOT for the purchase of new buses. The first four buses cost \$2,021,624, leaving over \$1.6 million for additional buses in the FY2015 budget, 411-4404-544.64.

The new vehicles will be delivered with extended coverage warranties for issues that might arise during the warranty period as the vehicles age. This will also alleviate the high maintenance costs of the current bus fleet which has outlived its useful life.

Recommendation:

Key West Transit staff recommends to approve the procurement amount and move forward with purchasing the new bus fleet.

Norman Whitaker

From: Info Folder <info@eldorado-ca.com>
Sent: Monday, March 09, 2015 12:53 PM
To: Norman Whitaker
Subject: RE: Purchase Qoutes

Thank you for your interest in our product line. Following is the budgetary pricing you requested:

Thirty Foot: \$350,000 - \$380,000

Thirty-Five Foot: \$400,000 - \$440,000

Forty Foot: \$405,000 - \$445,000

From: Norman Whitaker [mailto:nwhitaker@cityofkeywest-fl.gov]
Sent: Monday, March 09, 2015 5:53 AM
To: info@eldorado-ca.com
Subject: Purchase Qoutes

Good Morning,

My name is Norman Whitaker the Transportation Director for the City Of Key West Florida.

We are getting ready to purchase two to four new heavy duty public transit buses.

I realize prices will vary depending on bus specs, but I need a standard approximate purchase quote for an ADA Accessible Low Floor BRT Style thirty foot, thirty five foot, and forty foot bus this morning if at all possible.

Thanks,

Norman Whitaker
Transportation Director
Key West Transit
627 Palm Ave.
Key West, Fl. 33040
305-809-3918
nwhitaker@cityofkeywest-fl.gov

Norman Whitaker

From: Robert Frick <rfrick@fts4buses.com>
Sent: Monday, March 09, 2015 11:29 AM
To: Norman Whitaker
Cc: Crustman@fts4buses.com
Subject: Re: Bus Purchase Quote

Norman

Good morning. I hope all is well with you. Our 30' bus is going to be priced around \$310-325, 35' \$325-350, and 40' \$390-\$430

Estimates can vary, depending on options and and can vary further depending on cameras, annunciators, fareboxes etc.

Please let me know if you need any additional information.

Thanks

Robert Frick
Florida Transportation Systems, Inc.
(800) 282-8617 ext. 330
(813) 347-9822 fax
rfrick@fts4buses.com
www.fts4buses.com

On Mar 9, 2015, at 7:08 AM, Norman Whitaker <nwhitaker@cityofkeywest-fl.gov> wrote:

Good Morning Chris, Robert,

We are getting ready to purchase two to four new heavy duty public transit buses.

I realize prices will vary depending on bus specs, but I need a standard approximate purchase quote for an ADA Accessible Low Floor BRT Style thirty foot, thirty five foot, and forty foot bus this morning if at all possible.

Thanks,

Norman Whitaker
Transportation Director
Key West Transit
627 Palm Ave.
Key West, Fl. 33040
305-809-3918
nwhitaker@cityofkeywest-fl.gov



PHOTO GALLERY | FLOORPLANS/ELEVATIONS | **OVERVIEW**

INFORMATION

STANDARD FEATURES

POPULAR OPTIONS

E-Z Rider II

Standard Features

BODY:

- Altoona tested for a 12 year / 500,000 mile life cycle
- Side impact crash tested
- Roof crush tested
- Integrally welded, monocoque body construction
- Welded steel gussets at all window posts
- Fully welded, 11 gauge, electro-galvanized steel wheelwells
- Grit blasted cage preparation
- Entire body structure is coated with PPG - CRE904 primer/sealer
- An additional coating of PPG - Corashield is applied to the exterior of all exposed structural steel surfaces
- The interior of all tubular structures are coated with Ziebart
 - Type A rust proofing
- Solid steel rear engine firewall
- .080 inch aluminum exterior sidewalls
- .063 inch aluminum exterior roof panel

CALIFORNIA

- AXE55
- ESCORT RE-A
- E-Z RIDER II
- PASSPORT-HD
- TRANSMARK RE
- XHF



PHOTO GALLERY | FLOORPLANS/ELEVATIONS | **OVERVIEW**

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Axess

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- Grit blasted cage preparation
- Entire body structure is coated with PPG - CRE904 primer/sealer
- An additional coating of PPG - Corashield is applied to the exterior of all exposed structural steel surfaces
- The interior of all tubular structures are coated with Ziebart
 - Type A rust proofing
- Solid steel rear engine firewall
- .080 inch aluminum exterior sidewalls with .125" removable panels below window line
- .063 inch aluminum exterior roof panel

CALIFORNIA

- AXESS
- ESCORT RE-A
- E-Z RIDER II
- PASSPORT-HD
- TRANSMARK RE
- XHF



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3/9/2015 1:40 PM

I Received A Return Call From Chris Dabbs Regional Sales Manager (229) 291-3067

Mr. Dabbs Informed Me That North American Bus Industries (NABI) Was Purchased By New Flyer And That NABI Buses Were No Longer Being Manufactured. They Have Been Replaced By The Bus Pictured Below. Mr Dabbs Provided The Following Approximate Base Price

30 FOOT BUS \$ 325,000.00

35 FOOT BUS \$ 425,000.00

40 FOOT BUS \$ 435,000.00

These Prices Are Subject To Increase Depending On Specifications. All Buses Have A 12 Year 500,000 Warranty. BUT ARE BUILT USING CARBON STEEL AND ALUMINUM INSTEAD OF STAINLESS STEEL



MiDi®

New Flyer MiDi®

Good things come in small packages.

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30' and 35' transit buses, our newest addition to New Flyer's world-class line-up of transit vehicles.

*Me
Mount
Went
Trans Portation
Director
3/9/2015*



Accessibility and Durability

The New Flyer MIDI® is a medium-sized, low-floor bus that is ideal for use in transit, community shuttle services and for connecting passengers to high-frequency transit routes. The streamlined design of the MIDI® offers passengers excellent accessibility with one or two doors, a 1:6 slope wheelchair ramp and greater maneuverability.

Don't let the size of the New Flyer MIDI® fool you. As a robust medium-sized bus, the MIDI® keeps up with its rigorous duty-cycle counterparts. Its purpose-built, weight-optimized steel chassis and aluminum body structure provide a durable, more fuel-efficient bus designed for a 12-year, 500,000-mile life.

Passenger Friendly

Your passengers will enjoy a comfortable ride with user-friendly features including low, step-free entries; a wide vestibule; large windows providing more natural light; dual rows of roof-mounted LED lighting and fresh contemporary styling.


Proven Reliability

The New Flyer MIDI® is designed by Alexander Dennis, the largest manufacturer of buses in the United Kingdom with over 18,000 buses of this type delivered worldwide. It is manufactured in North America by New Flyer Industries using North American components.

Lifetime Customer Care

Like all New Flyer vehicles, the New Flyer MIDI® is supported by the industry's most comprehensive service and support network. With aftermarket parts, field services and technical support, training, publications and comprehensive product warranties, New Flyer is committed to providing you with the Best Bus Value and Support for the life of your bus.

Built in the USA

 The New Flyer MIDI® is manufactured in New Flyer's world-class St. Cloud, MN facility. It meets or exceeds all US regulations including FMVSS, ADA and Buy America regulations and is supported by New Flyer's 1,800 US-based employees.



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NEW FLYER SINCE 1930

Norman Whitaker

From: Andres, Ivonne (MDT) <IVA@miamidade.gov>
Sent: Monday, March 09, 2015 2:01 PM
To: Norman Whitaker
Cc: Valderrama, Jesus (MDT); Dickens, Tammy S. (MDT)
Subject: Approximate Bus Price - NABI'S

Good afternoon Mr. Whitaker,

As requested, below please find the information regarding the pricing of NABI buses.

- The approximate price for NABI 40ft and 35ft buses is \$500,000. This includes full electronics including CAD/AVL, radio, CCTV, etc.

Please contact us should you require further assistance.

Regards,