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January 10, 2014

Mr. Norman Whitaker  
General Manager  
Transportation Services  
627 Palm Ave  
Key West, FL 33040

Dear Norman,

I prepared the following price quote for your next bus order off the LYNX (FL Consortium) contract 14-C09. The specifications are based on the information you provided and our discussions. Please reference the attached price summary dated January 10, 2014 for complete details.

Gillig is pleased to quote the following:

**Three (3) 29' LF BRT DIESEL**

**\$ 421,650.00 ea.**

**One (1) 29' LF BRT HYBRID**

**\$ 638,210.00 ea.**

Pricing is valid until March 31, 2014 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](mailto:bsibley@gillig.com)

**PRICE SUMMARY, 1-10-2014**  
**KEY WEST, FL**  
**(3) 29' LF BRT DIESEL, S/N: TBD**

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<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	2013 Cummins ISL 280 HP Diesel Engine	INCL
ADD	BRT Front Cap, Rear Cap and Engine Door Styling	\$13,250.00
ADD	BRT Roof Fariings ( Front and Rear)	\$2,500.00
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
CHANGE	Modine Hydraulic Cooling Fan System	(\$2,450.00)
ADD	E-Coat on Radiator Assembly (Modine Hydraulic)	\$750.00
BASE	Oetiker Constant Tension Clamps	INCL
CHANGE	Niehoff C703 (330 AMP Option for Hydraulic Cooling System)	\$768.00
BASE	Allison B400R, GEN IV	INCL
BASE	Transynd (Synthetic Fluid)	INCL
BASE	Titan Probalizer II OD-1014 Extraction Port	INCL
CHANGE	Hub Piloted Wheels, Axles with Grease Seals	INCL
CHANGE	S-Cam Drum Brakes with Wabco ABS System	(\$3,650.00)
CHANGE	(7) Goodyear G152 (275/70/ 22.5) (524 ea x 7)	\$3,668.00
BASE	Agency Supplied Tires	INCL
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)

**PRICE SUMMARY, 1-10-2014**  
**KEY WEST, FL**  
**(3) 29' LF BRT DIESEL S/N: TBD**

<b><u>ACTION</u></b>	<b><u>OPTIONS</u></b>	<b><u>COST</u></b>
BASE	AMSECO 6468 w/ VR 50 Padded Fabric Inserts and Energy Absorbing Grab Handles	INCL
CHANGE	AMSECO - A.R.M. System w/ ORT 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
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	(3) 4" Red LED Brake Lights Mounted on Bottom Center of HVAC Grill	\$150.00
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	(\$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 Position	INCL
BASE	B&R 8 X 8, Remote Control (both sides), Stainless Steel Arms	INCL
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
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
<b>KEY WEST CHANGES</b>		<b>\$36,354.00</b>
<b>LYNX (FL CONSORTIUM) 29' LF DIESEL BASE PRICE</b>		<b>\$377,849.00</b>
<b>DELIVERY</b>		<b>\$7,447.00</b>
<b>KEY WEST 29' LF DIESEL BASE PRICE 1-10-2014</b>		<b>\$421,650.00</b>

**PRICE SUMMARY, 1-10-2014**  
**KEY WEST, FL**  
**(3) 29' LF BRT DIESEL S/N: TBD**

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**TRAINING AND SPARE PARTS**

ADD	Technical Training - 157 Hours at Customer Property	\$57,100.00
ADD	(1) Laptop Computer - Dell Pentium Processor	\$4,685.00
ADD	(1) Printer (J-38480-A)	\$1,022.00
ADD	Mertior Software (Tool Box), Serial Link / Interface Kit	\$441.00
	<b>TOTAL TRAINING AND SPARE PARTS</b>	<b>\$63,248.00</b>

**PRICE SUMMARY, 1-10-2014**  
**KEY WEST, FL**  
**(1) 29' LF BRT HYBRID, S/N: TBD**

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<u>ITEM</u>	<u>COST</u>
LYNX (FLORIDA CONSORTIUM) CONTRACT 14-C-09 29' LF BASE DIESEL PRICE 12-8-2013	\$377,849.00

<u>ACTION</u>	<u>OPTIONS</u>	<u>COST</u>
ADD	2013 Cummins ISB 260 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 Fariings ( Front and Rear)	\$2,500.00
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
CHANGE	EMP Cooling Fan System	INCL
BASE	Oetiker Constant Tension Clamps	INCL
CHANGE	Neihoff C803 Alternator (500 amp for Electric Cooling System)	(\$100.00)
BASE	Titan Probalizer II OD-1014 Extraction Port	INCL
CHANGE	Hub Piloted Wheels, Axles with Grease Seals	INCL
CHANGE	S-Cam Drum Brakes with Wabco ABS System	(\$3,650.00)
CHANGE	(7) Alcoa Full Polish 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 75gal (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/ ORT Belts and Retractors	\$380.00
BASE	Pull Cords (Neutral or Yellow) with Touch Pad at Wheelchair Location	INCL

**PRICE SUMMARY, 1-10-2014**  
**KEY WEST, FL**  
**(1) 29' LF BRT HYBRID S/N: TBD**

<b><u>ACTION</u></b>	<b><u>OPTIONS</u></b>	<b><u>COST</u></b>
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
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	(3) 4" Red LED Brake Lights Mounted on Bottom Center of HVAC Grill	\$150.00
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	(\$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 Position	INCL
BASE	B&R 8 X 8, Remote Control (both sides), Stainless Steel Arms	INCL
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
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
ADD	Hybrid Drive Extended Coverages	\$15,950.00
	<b>KEY WEST CHANGES</b>	<b>\$252,914.00</b>
	<b>LYNX (FL CONSORTIUM) 29' LF DIESEL BASE PRICE</b>	<b>\$377,849.00</b>
	<b>DELIVERY</b>	<b>\$7,447.00</b>
	<b>KEY WEST 29' LF BRT HYBRID BASE PRICE 1-10-2014</b>	<b>\$638,210.00</b>

**PRICE SUMMARY, 1-10-2014**  
**KEY WEST, FL**  
**(1) 29' LF BRT HYBRID, S/N: TBD**

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**TRAINING AND SPARE PARTS**

ADD	Operator Orientation Training	\$1,250.00
ADD	Hybrid Training - (16 hour class at Customer Property)	\$5,300.00
ADD	Special Purpose Hybrid Tool Kit	\$15,435.00
	<b>TOTAL TRAINING AND SPARE PARTS</b>	<b>\$21,985.00</b>