

December 15, 2023

Mr. Rod Delostrinos  
General Manager  
City of Key West  
5701 College Rd  
Key West, FL 33040

**RE: 35' LOW FLOOR PLUS BATTERY ELECTRIC BUS QUOTE**

Dear Rod,

Thank you for your interest in purchasing (1) 35' Low Floor Plus Battery Electric Buses using the PSTA State of Florida Battery Electric Bus Contract with GILLIG. The specifications are based on your previous order specifications and as per your direction. Please reference the price variance dated December 15, 2023 for complete details.

Gillig is pleased to quote the following price:

**35' LF PLUS BATTERY ELECTRIC BUS**

**\$1,180,520.00 each**

Prices are valid until December 31, 2023. Prices do not include taxes or license fees and is FOB Key West FL. Final Delivery will be determined upon receipt of purchase order.

Thank You for your continued partnership. 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 VARIANCE

11/8/2023

KEY WEST FL - OFF RFP 21-980369 STATE OF FLORIDA ELECTRIC  
(1) 35' LOW FLOOR PLUS ELECTRIC BUS, SN: TBD

ITEM	STATE OF FL - ELECTRIC BUS BASE	KEY WEST, FL - ELECTRIC BUS REQUIREMENT	VARIANCE
LOW FLOOR PLUS EXTERIOR STYLING PACKAGE	INCLUDED IN BASE	INCLUDED	-
CUMMINS EV TRACTION MOTOR, INVERTERS & POWER MANAGEMENT SYSTEMS	INCLUDED IN BASE	INCLUDED	-
ESS ENERGY STORAGE SYSTEM WITH 7 BATTERY PACKS (686 KWH)	INCLUDED IN BASE	INCLUDED	-
(1) CCS TYPE 1 PLUG-IN CHARGING PORT CURBSIDE REAR	INCLUDED IN BASE	INCLUDED	-
COOLANT FILTER FOR EBUS APPLICATION	INCLUDED IN BASE	INCLUDED	-
DISC BRAKES	INCLUDED IN BASE	INCLUDED	-
AXLE HUB SEALS (OIL)	INCLUDED IN BASE	REQUIRED	-
MERITOR FRONT & REAR AXLES	INCLUDED IN BASE	INCLUDED	-
SYNTHETIC REAR AXLE GEAR OIL	NOT INCLUDED IN BASE	REQUIRED	318.00
MAGNETIC AXLE DRAIN PLUGS	INCLUDED IN BASE	INCLUDED	-
ELECTRONIC STABILITY CONTROL	INCLUDED IN BASE	INCLUDED	-
AUTOMATIC TRACTION CONTROL	INCLUDED IN BASE	INCLUDED	-
HUBODOMETER	NOT INCLUDED IN BASE	NOT REQUIRED	-
HUBODOMETER GUARD	NOT INCLUDED IN BASE	NOT REQUIRED	-
HUB PILOTTED WHEEL MOUNTING	INCLUDED IN BASE	INCLUDED	-
WHEELS - (7) ALUM. HIGH POLISHED	INCLUDED IN BASE	INCLUDED	-
DURAFLLANGE WHEELS	NOT INCLUDED IN BASE	NOT REQUIRED	-
DURABRIGHT WHEELS	NOT INCLUDED IN BASE	REQUIRED	479.00
CUSTOMER SUPPLIED TIRES	INCLUDED IN BASE	GILLIG PROVIDED 315/85/22.5	5,565.00
ELECTRIC STEERING ASSIST	INCLUDED IN BASE (IF AVAILABLE)	INCLUDED	-
VIP TEXTURED STEERING WHEEL	INCLUDED IN BASE	INCLUDED	-
FUEL MANAGEMENT SYSTEM	NOT INCLUDED IN BASE	NOT REQUIRED	-
ELECTRIC HYDRAULIC PUMP	INCLUDED IN BASE	INCLUDED	-
SWAT SWITCH	NOT INCLUDED IN BASE	NOT REQUIRED	-
ELECTRICAL TOW CONNECTION	NOT INCLUDED IN BASE	REQUIRED	235.00
AD-IP AIR DRYER FOR EBUS APPLICATION	INCLUDED IN BASE	INCLUDED	-
ENGINE SKID PROTECTION	NOT INCLUDED IN BASE	NOT REQUIRED	-
A-POST SKID PLATES	NOT INCLUDED IN BASE	NOT REQUIRED	-
HORN SPLASH SHIELD	NOT INCLUDED IN BASE	NOT REQUIRED	-
LEVEL 2 INSULATION	INCLUDED IN BASE	LEVEL 3	2,338.00
(2) ODYSSEY AGM GROUP 31	INCLUDED IN BASE	INCLUDED	-
BATTERY JUMP START CONN (FRONT CONNECTION)	INCLUDED IN BASE	INCLUDED	-
ELECTRICAL TOW CONNECTION	NOT INCLUDED IN BASE	REQUIRED	235.00
LIFT-U LU 18 WHEELCHAIR RAMP	INCLUDED IN BASE	INCLUDED	-
FRONT KNEELING	INCLUDED IN BASE	INCLUDED	-
TK ELECTRIC HVAC SYSTEM TE18	INCLUDED IN BASE	INCLUDED	-
R407C REFRIGERANT	INCLUDED IN BASE	INCLUDED	-
REFRIGERANT PRESSURE DISPLAY	NOT INCLUDED IN BASE	REQUIRED	356.00
T/K AIR PURIFICATION SYSTEM	NOT INCLUDED IN BASE	REQUIRED	6,757.00
EBUS COLD WEATHER PACKAGE W/ DIESEL & ELECTRIC FIRED AUXILIARY COOLANT HEATER	NOT INCLUDED IN BASE	NOT REQUIRED	-

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KEY WEST FL - OFF RFP 21-980369 STATE OF FLORIDA ELECTRIC  
(1) 35' LOW FLOOR PLUS ELECTRIC BUS, SN: TBD

ITEM	STATE OF FL - ELECTRIC BUS BASE	KEY WEST, FL - ELECTRIC BUS REQUIREMENT	VARIANCE
EBUS COLD WEATHER FRONT THRESHOLD HEATER AND REAR CURB SIDE HEATER	NOT INCLUDED IN BASE	NOT REQUIRED	-
FRONT THRESHOLD HEATER	NOT INCLUDED IN BASE	NOT REQUIRED	-
STREETSIDE HEATER	NOT INCLUDED IN BASE	NOT REQUIRED	-
EXIT DOOR HEATER	NOT INCLUDED IN BASE	NOT REQUIRED	-
UNDERSEAT HEATER	NOT INCLUDED IN BASE	NOT REQUIRED	-
DASH FAN(S)	NOT INCLUDED IN BASE	NOT REQUIRED	-
DRIVER'S OVERHEAD A/C VENTS	NOT INCLUDED IN BASE	REQUIRED	875.00
SENSITIVE EDGE	NOT INCLUDED IN BASE	NOT REQUIRED	-
34" AIR OPEN & CLOSE REAR DOOR	INCLUDED IN BASE	INCLUDED	-
FULL DRIVER DOOR CONTROLS	INCLUDED IN BASE	INCLUDED	-
VAPOR ELECTRONIC DIGITAL DOOR CONTROL	NOT INCLUDED IN BASE	NOT REQUIRED	-
ELECTRIC DOOR MOTORS (FRONT & REAR DOORS)	NOT INCLUDED IN BASE	NOT REQUIRED	-
EXTERIOR FRONT DOOR RELEASE	NOT INCLUDED IN BASE	NOT REQUIRED	-
44" ELE. EQUIPMENT CABINET W / 2 FANS	INCLUDED IN BASE	INCLUDED	-
ELECTRICAL EQUIPMENT STORAGE BOX LIGHTING	NOT INCLUDED IN BASE	NOT REQUIRED	-
CS WHEELWELL STORAGE BOX	NOT INCLUDED IN BASE	NOT REQUIRED	-
CURBSIDE PACKAGE RACK	NOT INCLUDED IN BASE	REQUIRED	450.00
FRONT WHEELWELL HORIZONTAL GRAB RAILS ON C/S & SS	NOT INCLUDED IN BASE	NOT REQUIRED	-
SSTL FRONT WHEELWELL VERTICAL STANCHIONS (CS & SS)	INCLUDED IN BASE	INCLUDED	-
PASSENGER INFO STATION	NOT INCLUDED IN BASE	NOT REQUIRED	-
SCHEDULE RACKS	NOT INCLUDED IN BASE	NOT REQUIRED	-
DISPLAY/SCHEDULE HOLDER	NOT INCLUDED IN BASE	NOT REQUIRED	-
INTERIOR AD FRAMES	NOT INCLUDED IN BASE	NOT REQUIRED	-
EXTERIOR AD FRAMES	NOT INCLUDED IN BASE	NOT REQUIRED	-
AMSECO INSIGHT PRIME W/ A.R.M, Q'STRAIT RESTRAINTS	INCLUDED IN BASE	AMSECO INSIGHT PRIME PLUS	803.00
USB CHARGING PORTS MOUNTED TO SEATS	NOT INCLUDED IN BASE	NOT REQUIRED	-
UPPER DECK SEAT RISERS FOR FORWARD FACING SEATS	NOT INCLUDED IN BASE	NOT REQUIRED	-
RECARO ERGO METRO AM80 W/ HEADREST & 3-PT BELT	INCLUDED IN BASE	REQUIRED	-
SEAT BELT ALARM	NOT INCLUDED IN BASE	NOT REQUIRED	-
ADJUSTABLE D-LOOP (RECARO ONLY)	INCLUDED IN BASE	NOT REQUIRED	(50.00)
SEAT CUSHION ALARM	NOT INCLUDED IN BASE	REQUIRED	120.00
SEAT ARMREST	NOT INCLUDED IN BASE	NOT REQUIRED	-
PULL CORD PASSENGER SIGNALS	INCLUDED IN BASE	INCLUDED (YELLOW)	-
STOP REQUEST AT REAR DOOR STANCHION	NOT INCLUDED IN BASE	NOT REQUIRED	-
STOP REQUEST LAMP AT DASH INCLUDED W/ MULTIFUNCTIONAL DASH DISPLAY II	INCLUDED IN BASE	INCLUDED	-
WRAPAROUND DRIVERS BARRIER W/OUT SCHEDULE HOLDERS	INCLUDED IN BASE	INCLUDED	-
DRIVERS PROTECTION BARRIER	NOT INCLUDED IN BASE	AROW GUARD W/ EXTENDED GLASS	5,475.00

## PRICE VARIANCE

11/8/2023

KEY WEST FL - OFF RFP 21-980369 STATE OF FLORIDA ELECTRIC  
(1) 35' LOW FLOOR PLUS ELECTRIC BUS, SN: TBD

ITEM	STATE OF FL - ELECTRIC BUS BASE	KEY WEST, FL - ELECTRIC BUS REQUIREMENT	VARIANCE
MODESTY PANEL FWD OF REAR DOOR	NOT INCLUDED IN BASE	NOT REQUIRED	-
OVERHEAD GRAB STRAPS	NOT INCLUDED IN BASE	NOT REQUIRED	-
SSTL STANCHIONS	INCLUDED IN BASE	INCLUDED	-
AROW PASSENGER WINDOWS (FRAMED FULL FIXED)	INCLUDED IN BASE	BONDED FRAME/ FULL FIXED	4,684.00
PASSENGER WINDOWS W/ THERMOGUARD	NOT INCLUDED IN BASE	NOT REQUIRED	-
GLAZING GUARDS - VS-12 SINGLE LAYER FILM	NOT INCLUDED IN BASE	REQUIRED	1,892.00
HALOGEN LOW & HIGH BEAM HEADLIGHTS	INCLUDED IN BASE	LED HIGH AND LOW BEAM	1,100.00
4" LED STOP/TAIL / TURN / BACK UP LAMPS	INCLUDED IN BASE	REQUIRED	-
AUX STOP LAMPS	NOT INCLUDED IN BASE	(5) 1 EA - LAMP ON UPPER HVAC DOOR, 3 - LOWER CENTER HVAC DOOR	325.00
YIELD SIGN	NOT INCLUDED IN BASE	NOT REQUIRED	-
EXTERIOR PORCH LAMPS	NOT INCLUDED IN BASE	NOT REQUIRED	-
BATTERY COMPARTMENT LAMPS	NOT INCLUDED IN BASE	NOT REQUIRED	-
I/O CONTROLS LED INTERIOR LAMPS	INCLUDED IN BASE	INCLUDED	-
PLEASURE RADIO	NOT INCLUDED	NOT REQUIRED	-
2-WAY RADIO PRE-WIRE ONLY	INCLUDED IN BASE	NOT REQUIRED	-
ANTENNA	NOT INCLUDED IN BASE	HAF 4018A @ 762-870 MHz	125.00
REI PA SYSTEM/VOICE ANNUCIATOR	INCLUDED IN BASE	INCLUDED	-
(6) INSIDE SPEAKERS	INCLUDED IN BASE	INCLUDED	-
APC/ITS SYSTEM	NOT INCLUDED IN BASE	PASICO ITS (KEY WEST SPECIFICATION)	36,426.00
AUTOMATIC PASSENGER COUNTER	NOT INCLUDED IN BASE	NOT REQUIRED	-
DRIVERS SPEAKER	INCLUDED IN BASE	INCLUDED	-
HAND HELD MIC	INCLUDED IN BASE	INCLUDED	-
BOOM MIC	NOT INCLUDED IN BASE	REQUIRED	100.00
HEATED FRONT GLAZING	NOT INCLUDED IN BASE	NOT REQUIRED	-
TWIN VISION WHITE DESTINATION SIGNS (FRONT & CURBSIDE)	INCLUDED IN BASE	REQUIRED	-
FRONT RUN SIGN	NOT INCLUDED IN BASE	NOT REQUIRED	-
FAREBOX - PRE-WIRE ONLY	INCLUDED IN BASE	FAST FARE (BUDGETARY *)	30,000.00
FAREBOX GUARD	INCLUDED IN BASE	INCLUDED	-
CEILING MTD FAREBOX LAMP	NOT INCLUDED IN BASE	NOT REQUIRED	-
TRANSFER CUTTER	NOT INCLUDED IN BASE	NOT REQUIRED	-
FARE VALADATOR	NOT INCLUDED IN BASE	NOT REQUIRED	-
MANUAL PASSENGER COUNTER	NOT INCLUDED IN BASE	NOT REQUIRED	-
FULL COMPOSITE FLOOR	INCLUDED IN BASE	INCLUDED	-
ALTRO FLOORING MATERIAL	INCLUDED IN BASE	INCLUDED	-
STAINLESS STEEL FLOOR TRIM	NOT INCLUDED IN BASE	REQUIRED	300.00
FRONT / REAR ROOF HATCHES	INCLUDED IN BASE	INCLUDED	-
EXTERIOR MIRRORS - 10" X 11" 2-PC, FLAT / CONVEX W/ REMOTE & HEAT	INCLUDED IN BASE	9X13 2-PIECE CLASS A HEATED REMOTE, BOTH SIDES	349.00
SUN SHADES ROLLER STYLE W/ PULL CORD RELEASE	INCLUDED	REQUIRED	-
FIRE SUPRESSION - AMEREX V-30 W/ 24HR BATTERY WITHOUT / ESS SUPRESSION	INCLUDED IN BASE	FOGMAKER WATER MIST	369.00

**PRICE VARIANCE**  
**11/8/2023**  
**KEY WEST FL - OFF RFP 21-980369 STATE OF FLORIDA ELECTRIC**  
**(1) 35' LOW FLOOR PLUS ELECTRIC BUS, SN: TBD**

ITEM	STATE OF FL - ELECTRIC BUS BASE	KEY WEST, FL - ELECTRIC BUS REQUIREMENT	VARIANCE
TRAFFIC LIGHT PREEMPTION	NOT INCLUDED IN BASE	NOT REQUIRED	5,506.00
VIDEO SURVEILLANCE	NOT INCLUDED IN BASE	LUMINATOR VIDEO SURVEILLANCE W/ REAR MOUNT CAMERA VIEWED VIA MDF WHEN IN REVERSE	18,488.00
BACK UP CAMERA	NOT INCLUDED IN BASE	INCLUDED IN VIDEO SURVEILLANCE	-
BIKE RACK	NOT INCLUDED IN BASE	SPORTSWORKS DL2 (STTL)	1,438.00
BIKE RACK MIRROR	NOT INCLUDED IN BASE	NOT REQUIRED	-
BIKE RACK DEPLOYED LAMP	NOT INCLUDED IN BASE	REQUIRED	50.00
MEDICAL AID KIT	NOT INCLUDED IN BASE	NOT REQUIRED	-
BLOODBORN PATHOGEN KIT	NOT INCLUDED IN BASE	NOT REQUIRED	-
BIO-HAZARD KIT	NOT INCLUDED IN BASE	NOT REQUIRED	-
WHEEL CHOCKS (SET)	NOT INCLUDED IN BASE	REQUIRED	35.00
ELECTRONIC MFD MULTI FUNCTION DASH DISPLAY (MFD II)	INCLUDED IN BASE	INCLUDED	-
BIG GULP CUP HOLDER	NOT INCLUDED IN BASE	REQUIRED	25.00
MEDICAL AID KIT	NOT INCLUDED IN BASE	REQUIRED	75.00
REGISTRATION CARD HOLDER	NOT INCLUDED IN BASE	REQUIRED	35.00
BIO HAZARD KIT	NOT INCLUDED IN BASE	REQUIRED	35.00
WASTE CONTAINER	NOT INCLUDED IN BASE	NOT REQUIRED	-
I/O PROGRAM MODULE	NOT INCLUDED IN BASE	NOT REQUIRED	-
ADJUSTABLE PEDALS	NOT INCLUDED IN BASE	NOT REQUIRED	1,130.00
EXTERIOR PAINT - 1 COLOR	INCLUDED IN BASE	(1) ADDITION PAINT COLOR	2,150.00
CLEAR COAT	NOT INCLUDED IN BASE	INCLUDED	-
EXTERIOR GRAPHICS - BUS NUMBERS ONLY	INCLUDED IN BASE	CUSTOM GRAPHICS	3,914.00
ROOF NUMBERS	NOT INCLUDED IN BASE	NOT REQUIRED	
WARRANTY - ESS (BATTERIES) 72 MONTHS / 300,000 MILES	INCLUDED IN BASE	INCLUDED	-
WARRANTY - (TRACTION MOTOR) 36 MONTHS / 100,000 MILES	INCLUDED IN BASE	INCLUDED	-
WARRANTY (ALL OTHER COMPONENTS - BASE COVERAGES INCLUDED IN CONTRACT	INCLUDED IN BASE	INCLUDED	-
TRAINING	NOT INCLUDED IN BASE	1 24 HOUR TECH / OPERATOR TRAINING CLASS AT CUSTOMER LOCATION.	6,000.00

TOTAL KEY WEST, FL VARIANCES	138,507.00
CLEARWATER, FL - STATE OF FLORIDA 35' LOW FLOOR PLUS ELECTRIC BUS BASE UNIT PRICE	849,293.00
DELIVERY INCLUDED IN BASE	-
KEY WEST, FL 35' LOW FLOOR PLUS ELECTRIC BUS BASE UNIT PRICE	987,800.00
<b>PPI 1413 ADJUSTMENT 338.7 (SEPT'23) / 283.4 (OCT '21) = 19.51%</b>	<b>192,720.00</b>
<b>KEY WEST, FL 35' LOW FLOOR PLUS ELECTRIC BUS CURRENT PRICE</b>	<b><u>1,180,520.00</u></b>

\* BUDGETARY LINES ITEM PRICES WILL BE ADJUSTED AT PER-PRODUCTION MEETING

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