

December 15, 2023

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

**RE: 30' LOW FLOOR BRT PLUS DIESEL BUS PURCHASE**

Dear Rod,

Thank you for your interest in purchasing (2) 30' LOW FLOOR BRT PLUS Diesel buses and using the JTA Heavy Duty Bus Contract P-18-005 with GILLIG. I have prepared a price variance based on your previous specifications and as per our discussions. Please reference the price variance dated December 15, 2023 for complete details.

Gillig is pleased to quote the following price:

**30' LOW FLOOR BRT PLUS DIESEL BUSES**

**\$695,248 .00 each**

This price is valid until December 31,2023 Price does NOT include taxes or license fees and is FOB Key West, FL. Delivery will be within 15 months after receipt of purchase order.

We thank you very much for this opportunity and appreciate your consideration to purchase Gillig buses. Should you have any questions, please do not hesitate to contact us.

Sincerely,

Butch Sibley  
Regional Sales Manager  
Gillig LLC  
510-589-9430  
[bsibley@gillig.com](mailto:bsibley@gillig.com)

**PRICE VARIANCE**  
**12-15-2023 REV1**  
**KEY WEST, FL OFF STATE OF FLORIDA JTA RFP P-18-005**  
**(2) 30' DIESEL LOW FLOOR BUSES, SN: TBD**

| ITEM   | STATE OF FLORIDA  | KEY WEST, FL  | VARIANCE  |
|--|---|---|-----------|
| STYLING PACKAGE  | STANDARD LOW FLOOR  | BRT PLUS  | 18,950.00 |
| ENGINE (DIESEL)  | CUMMINS L9, 280 HP  | CUMMINS L9, 280 HP                                      | -         |
| 2021 EPA MANDATED EMISSIONS CHANGE   | NOT INCLUDED IN BASE  | REQUIRED  | 2,900.00  |
| COOLANT FILTER (FOR NON-HYBRIDS)   | STD FLEETGUARD  | STD FLEETGUARD  | -         |
| ENGINE FUEL FILTER   | STD FLEETGUARD  | STD FLEETGUARD  | -         |
| STARTER  | DELCO MT-42   | DELCO MT-42   | -         |
| AIR RESTRICTION INDICATOR  | DONALDSON INFORMER<br>RBX00-2277                                  | DONALDSON INFORMER<br>RBX00-2277                        | -         |
| RADIATOR   | EMP GEN IV MH4 (ELECTRIC)   | MODINE (ELECTRIC)                                       | (900.00)  |
| ALTERNATOR   | EMP P450 (450 AMP)  | NIEHOFF C803 (500 AMP)                                  | 250.00    |
| ENGINE OIL SYSTEM  | MAGNETIC INTERNAL<br>HEX HEAD                                     | MAGNETIC INTERNAL<br>HEX HEAD                           | -         |
| TRANSMISSION   | VOITH D864.6 (4 SPEED)  | ALLISON B400R   | 5,459.00  |
| BRAKES   | DRUM, W/S-CAM   | DISC BRAKES   | 3,915.00  |
| AXLE HUB SEALS   | C/R OIL SEALS   | REQUIRED  | -         |
| WHEEL MOUNTING   | HUB PILOTED   | HUB PILOTED   | -         |
| SYNTHETIC REAR AXLE GEAR OIL   | INCLUDED  | REQUIRED  | -         |
| HUBODOMETER  | VEEDER ROOT   | NOT REQUIRED  | (50.00)   |
| WHEELS   | (7) POLISHED ALUMINUM,<br>W/DURA-BRIGHT                           | REQUIRED  | -         |
| TIRES  | CUSTOMER FURNISHED  | GOODYEAR 275/70/22.5                                    | 5,565.00  |
| STEERING WHEEL   | 20" NON-PADDED  | 20" NON-PADDED  | -         |
| FUEL FILL  | EMCO WHEATON, POSI-LOCK FLIP<br>CAP                               | GRAVITY FILLFLIP CAP                                    | (475.00)  |
| FUEL GAUGE   | NOT INCLUDED IN BASE  | REQUIRED  | 50.00     |
| LOW DIESEL FUEL VISUAL INDICATOR   | INCLUDED  | REQUIRED  | -         |
| OIL PRESSURE & COOLANT TEMPERATURE<br>GAUGES LOCATED IN ENGINE COMPARTMENT | ELECTRICAL  | MURPHY OIL AND COOLANT<br>GAUGES, ELECTRICAL HOUR METER | 50.00     |
| ENGINE HOUR METER  | NOT INCLUDED IN BASE  | REQUIRED  | 50.00     |
| BODY INSULATION PACKAGE  | LEVEL 1   | LEVEL 3   | 2,338.00  |
| BATTERIES  | (2) DEKA 8D   | (2) DEKA 8D   | -         |
| FRONT JUMP START CONNECTOR   | ANDERSON 350  | ANDERSON 350  | -         |
| ELECTRICAL TOW CONNECTION  | NOT INCLUDED IN BASE  | REQUIRED  | 235.00    |
| WHEELCHAIR RAMP  | LIFT-U, LU-18 (6:1)   | LIFT-U, LU-18 (6:1)                                     | -         |
| HVAC MOTORS (THERMO KING T14)  | EBM BRUSHLESS   | EBM BRUSHLESS   | -         |
| HVAC COMPRESSOR (THERMO KING)  | X430  | 616   | 3,399.00  |
| REFRIGERANT  | R407C   | R134A   | -         |
| REFRIGERANT PRESSURE DISPLAY   | INCLUDED  | REQUIRED  | -         |
| DRIVERS HEATER MOTORS  | MCC BRUSHLESS   | MCC BRUSHLESS   | -         |
| DASH MOUNTED DRIVERS FAN   | NOT INCLUDED  | NOT REQUIRED  | -         |
| DRIVER'S OVERHEAD A/C VENTS  | NOT INCLUDED IN BASE  | REQUIRED  | 875.00    |
| T/K AIR PURIFICATION SYSTEM  | NOT INCLUDED IN BASE  | REQUIRED  | 5,913.00  |
| FRONT & REAR DOOR OPERATION  | AIR OPEN / SPRING CLOSE   | AIR OPEN / SPRING CLOSE                                 | -         |
| REAR DOOR  | 34" AIR OPEN AND CLOSE  | REQUIRED  | -         |
| REAR DOOR ACTIVATION   | V-TOUCH CONTROL   | FULL DRIVER CONTROLS                                    | (475.00)  |
| CURBSIDE PACKAGE RACK  | NOT INCLUDED IN BASE  | REQUIRED  | 450.00    |
| ELECTRICAL EQUIPMENT CABINET   | 44" TALL, W/2 COOLING FANS  | 44" TALL, W/2 COOLING FANS                              | -         |
| PASSENGER SEATS  | USSC GEMINI,<br>W/T2C INSERT & V-PRO<br>(STD FLORIDA BASE LAYOUT) | AMSECO INSIGHT PRIME PLUS<br>W/HARD PLASTIC INSERTS     | 4,210.00  |
| CURBSIDE WHEELCHAIR SECUREMENT   | Q'STRAIT BELTS  | Q'STRAIT BELTS  | -         |
| STREETSIDE WHEELCHAIR SECUREMENT   | Q'STRAIT BELTS  | Q'STRAIT BELTS  | -         |
| VERTICAL STANCHION RAIL<br>AT STREESIDE WHEEL HOUSING                      | INCLUDED  | REQUIRED  | -         |
| DRIVERS SEAT   | USSC G2A, W/ HEADREST &<br>3-POINT BLACK BELT                     | RECARO AM80 W/ 3-POINT BLACK<br>BELT                    | -         |

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12-15-2023 REV1  
KEY WEST, FL OFF STATE OF FLORIDA JTA RFP P-18-005  
(2) 30' DIESEL LOW FLOOR BUSES, SN: TBD**

| ITEM  | STATE OF FLORIDA                               | KEY WEST, FL   | VARIANCE  |
|---|--|--|-----------|
| DRIVERS SEAT CUSHION ALARM                        | NOT INCLUDED IN BASE                           | REQUIRED   | 120.00    |
| PASSENGER SIGNALS                                 | PULL CORDS                                     | YELLOW PULL CORDS  | -         |
| STANCHIONS AND GRAB RAILS                         | SSTL   | SSTL   | -         |
| STOP REQUEST LAMP (DASH MOUNTED)                  | NOT INCLUDED IN BASE                           | NOT REQUIRED   | -         |
| NYLON GRAB STRAPS                                 | NOT INCLUDED IN BASE                           | NOT REQUIRED   | -         |
| DRIVERS BARRIER                                   | WRAPAROUND BARRIER                             | REQUIRED   | -         |
| DRIVERS PROTECTION BARRIER                        | NOT INCLUDED IN BASE                           | AROW GUARD W/ EXTENDED GLASS   | 5,475.00  |
| PASSENGER WINDOWS                                 | FULL-FIXED,<br>W/BONDED FRAME                  | REQUIRED   | -         |
| GLAZING GUARDS - VS-12 SINGLE LAYER FILM          | NOT INCLUDED IN BASE                           | REQUIRED   | 1,892.00  |
| HEADLIGHTS  | LED LOW & HIGH BEAM                            | REQUIRED   | -         |
| STOP/TAIL/TURN LAMPS                              | 4" LED   | REQUIRED   | -         |
| AUX STOP LAMPS                                    | NOT INCLUDED IN BASE                           | (5) 1 EA - LAMP ON UPPER HVAC DOOR, 3 - LOWER CENTER HVAC DOOR                   | 325.00    |
| AMBER TRIANGLE SYTLE LED YIELD SIGN               | NOT INCLUDED IN BASE                           | NOT REQUIRED   | -         |
| INTERIOR LIGHTS                                   | PRETORIA (LED)                                 | I/O CONTROLS (LED)   | -         |
| 2 WAY RADIO                                       | NOT INCLUDED IN BASE                           | PRE-WIRE ELE EQUIP BOX TO RIGHT SIDE OF DASH W/ DASH BRACKET                     | -         |
| 2 WAY RADIO ANTENNA                               | NOT INCLUDED IN BASE                           | HAF 4018A @ 762-870 MHz  | 125.00    |
| DRIVERS SPEAKER                                   | INCLUDED                                       | REQUIRED   | -         |
| BOOM MIC  | NOT INCLUDED IN BASE                           | REQUIRED   | 100.00    |
| DESTINATION SIGNS<br>(FRONT, CURBSIDE & REAR RUN) | HANOVER WHITE LED                              | TWIN VISION AMBER LED FRONT AND SIDE   | (700.00)  |
| VIDEO SURVEILLANCE SYSTEM                         | APOLLO<br>(STATE OF FLORIDA BASE SPEC)         | LUMINATOR VIDEO SURVEILLANCE W/ REAR MOUNT CAMERA VIEWED VIA MDF WHEN IN REVERSE | 10,416.00 |
| APC/ITS SYSTEM                                    | CLEVER DEVICES<br>(STATE OF FLORIDA BASE SPEC) | PASICO ITS (KEY WEST SPECIFICATION)  | 11,899.00 |
| TRAFFIC LIGHT PREEMPTION (OPTICOM)                | NOT INCLUDED IN BASE                           | REQUIRED   | 5,244.00  |
| FAREBOX   | NOT INCLUDED IN BASE                           | FAST FARE (BUDGETARY *)  | 30,000.00 |
| FAREBOX GUARD                                     | INCLUDED                                       | REQUIRED   | -         |
| PASSENGER COUNTER                                 | NOT INCLUDED IN BASE                           | NOT REQUIRED   | -         |
| COMPOSITE SUB FLOOR                               | NOT INCLUDED IN BASE                           | REQUIRED   | 2,500.00  |
| FLOORING MATERIAL                                 | TRANSITFLOR RUBBER (RCA)                       | ALTRO  | 400.00    |
| STAINLESS STEEL FLOOR TRIM                        | NOT INCLUDED IN BASE                           | REQUIRED   | 300.00    |
| ROOF HATCHES                                      | (2) MANUAL OPEN/CLOSE                          | REQUIRED   | -         |
| EXTERIOR MIRRORS                                  | SAFE FLEET, 10X11, 2-PC,<br>W/MANUAL CONTROL   | 9X13 2-PIECE CLASS A HEATED REMOTE, BOTH SIDES                                   | 349.00    |
| SUN SHADES ROLLER STYLE W/ PULL CORD RELEASE      | INCLUDED                                       | REQUIRED   | -         |
| FIRE SUPPRESSION SYSTEM                           | FOGMAKER WATER MIST                            | REQUIRED   | -         |
| BIKE RACK   | BYK-RAK 2-POSITION,<br>(BLACK POWDER COATED)   | SPORTSWORKS DL2<br>(STTL)  | 204.00    |
| BIKE RACK MIRROR                                  | NOT INCLUDED IN BASE                           | REQUIRED   | 30.00     |
| BIKE RACK DEPLOYED LAMP                           | INCLUDED                                       | REQUIRED   | -         |
| MEDICAL AID KIT                                   | NOT INCLUDED IN BASE                           | REQUIRED   | 75.00     |
| REGISTRATION CARD HOLDER                          | NOT INCLUDED IN BASE                           | REQUIRED   | 35.00     |
| CUP HOLDER  | NOT INCLUDED IN BASE                           | REQUIRED   | 25.00     |
| WHEEL CHOCKS                                      | NOT INCLUDED IN BASE                           | REQUIRED   | 35.00     |
| BIO HAZARD KIT                                    | NOT INCLUDED IN BASE                           | REQUIRED   | 35.00     |
| ADJUSTABLE PEDALS                                 | NOT INCLUDED IN BASE                           | REQUIRED   | 925.00    |

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(2) 30' DIESEL LOW FLOOR BUSES, SN: TBD**

| ITEM                            | STATE OF FLORIDA  | KEY WEST, FL                           | VARIANCE |
|---------------------------------|---|--|----------|
| DRIVERS DASH GAUGES             | AIR GAUGE, SPEEDOMETER, OIL PRESSURE, COOLANT TEMPERATURE, 12 & 24 VOLT GAUGE & DEF GAUGE | MFD REQUIRED (GAUGES DISPLAYED ON MFD) | 2,706.00 |
| EXTERIOR PAINT                  | 1-COLOR, W/BLACK MASK AT WINDOWS  | ADD (1) ADDITIONAL COLOR               | 2,150.00 |
| EXTERIOR GRAPHICS               | BUS #'S ONLY  | KEY WEST, FL SPECIFICATION             | 2,811.00 |
| WHEELCHAIR SECUREMENT DECALS    | NOT INCLUDED IN BASE  | NOT REQUIRED                           | -        |
| WARRANTY (DIESEL ENGINE)        | 24 MONTHS / UNL MILES   | 60 MONTHS / 300,000 MILES              | 6,215.00 |
| WARRANTY (TRANSMISSION) ALLISON | 24 MONTHS / UNL MILES   | 60 MONTHS / 300,000 MILES              | 3,045.00 |
| WARRANTY (WHEELCHAIR RAMP)      | 36 MONTHS / UNL MILES   | REQUIRED                               | -        |
| WARRANTY (HVAC UNIT)            | 24 MONTHS / UNL MILES   | 36 MONTHS / UNLIMITED MILES            | 2,000.00 |
| WARRANTY (HVAC COMPRESSOR)      | 36 MONTHS / UNL MILES   | REQUIRED                               | -        |
| WARRANTY (ALL OTHERS)           | BASE COVERAGE PER CONTRACT  | BASE COVERAGE PER CONTRACT             | -        |
| GILLIG MANUAL (CD)              | (1) ONE   | (1) ONE PER ORDER                      | -        |
| DRIVER MANUAL (PAPER)           | (1) ONE   | (1) ONE PER ORDER                      | -        |
| SERVICE MANUAL (PAPER)          | (1) ONE   | (1) ONE PER ORDER                      | -        |
| ELECTRICAL MANUAL (PAPER)       | (1) ONE   | (1) ONE PER ORDER                      | -        |

|  |                   |
|--|-------------------|
| KEY WEST , FL VARIANCES  | 141,445.00        |
| STATE OF FLORIDA 30' DIESEL LOW FLOOR BASE PRICE   | 429,600.00        |
| DELIVERY   | INCL              |
| KEY WEST, FL 30' DIESEL LOW FLOOR BASE UNIT PRICE  | <u>571,045.00</u> |
| PPI 1413 ADJUSTMENT 259.3 (APR '20) / 255.9 (MAY '19) = 1.32%  | 7,538.00          |
| PPI 1413 ADJUSTMENT 269.5 (MAY '21) / 259.3 (APR '20) = 3.93%  | 22,442.00         |
| PPI 1413 ADJUSTMENT 303.6 (APR '22) / 269.5 (MAY '21) = 12.65% (CONTRACT NEGOTIATED ADJUSTMENT 7.9%) | 45,113.00         |
| PPI 1413 ADJUSTMENT 337.3 (APR '23) / 303.6 (APR '22) = 11.10% (CONTRACT CAP @ 8.2%)                 | 46,826.00         |
| PPI 1413 ADJUSTMENT 338.7 (SEPT '23) / 337.3 (APR '23) = 0.4% (CONTRACT CAP 7%)                      | <u>2,284.00</u>   |
| <b>CURRENT KEY WEST, FL 30' DIESEL UNIT PRICE</b>  | <b>695,248.00</b> |

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

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