



# **NEW FLYER**

New Flyer of America Inc.

Proposal for

City of Commerce

Option Price Quotation for  
Four (4) 40' Compressed Natural Gas Buses

ORIGINAL



August 30, 2017

Claude McFerguson  
Director of Transportation  
City of Commerce  
5555 Jillson Street  
Commerce, CA 90040

**Subject: Quotation for Four (4) 40' Compressed Natural Gas New Flyer Buses**

Dear Claude McFerguson,

New Flyer is pleased to submit an option price quotation for the production of four (4) 40' compressed natural gas buses based on New Flyer's contract with The City of Albuquerque.

The proposed buses will be technically configured same as the bus contract with the additional changes listed under Section 2 of our proposal submission.

The price for four (4) buses is \$ 548,331.80 per bus

**Delivery Proposal:** New Flyer is proposing a complete delivery by Q3 of 2018 based on receipt of a Purchase Order within 30 days of this submission.

**Payment Terms:** Following the terms and conditions of New Flyer's contract with The City of Albuquerque our proposed payment terms are as follows:

- Payment terms are Net 30 days after Acceptance
- Acceptance is within 15 days of delivery

The quotation is open for acceptance for thirty (30) days. Please indicate your acceptance by providing a purchase order to New Flyer, attention Ryan Childe, Technical Sales Manager via email or mail.

Sincerely,

Ryan Childe | Technical Sales Manager  
Sales and Marketing | New Flyer  
711 Kernaghan Ave. Winnipeg, MB R2C 3T4  
Direct 204.224.6482 | Cell 204.232.5176  
[ryan\\_childe@newflyer.com](mailto:ryan_childe@newflyer.com)

CC: A. Schreiner – Business Segment Director, M. Fisher – Regional Sales Manager



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**QUOTATION FOR HEAVY DUTY LOW-FLOOR COMPRESSED NATURAL GAS  
TRANSIT BUSES**

**SECTION 1**

Contents:

Title	Submission Requirements
Price Change Summary:	Attached is our price change summary.



## Price Change Summary

<b>Property:</b>	City of Commerce
<b>Option Origin:</b>	ABQ Contract
<b>Sales Release No.:</b>	TBD
<b>Quantity:</b>	4
<b>Type:</b>	XN40
<b>Price Change No.:</b>	1
<b>Revision:</b>	A
<b>Date:</b>	30-Aug-17

	Each	Total
<b>Original Contract Price Base Coach</b>	\$ 524,990.00	\$ 2,099,960.00
Base Bus Price Change Total	\$ 23,341.80	\$ 93,367.18
<b>Revised Price Base Bus (including ADA &amp; delivery)</b>	<b>\$ 548,331.80</b>	<b>\$ 2,193,327.18</b>
<b>Original Total Contract Price</b>	\$ 524,990.00	\$ 2,099,960.00
Total Contract Price Changes	\$ 23,341.80	\$ 93,367.18
<b>Revised Total Contract Price</b>		<b>\$ 2,193,327.18</b>



*Built to*  
**RELY ON.**

**QUOTATION FOR HEAVY DUTY LOW-FLOOR COMPRESSED NATURAL GAS  
TRANSIT BUSES**

## **SECTION 2**

Contents:

Title	Submission Requirements
Price Detail Sheet	Attached is our price change details sheet. This sheet includes all price changes that are required from the base bus price to the proposed configuration as requested.

<i>Price Change Number</i>	<i>Change Description</i>	<i>Sum of Final Sell Price (\$ USD)</i>
1	Change to New Flyer supplied Michelin X InCity Z tires with aluminum wheels (polished Durabright finish both sides)	\$5,862.25
2	Add Morse throttle	\$419.08
3	Add engine and transmisson oil sampling	\$44.30
4	Add Cummins water filter	\$85.88
5	Change air system to include 3 tanks and change to a Bendix AD9 Tandem air dryer	\$451.98
6	Change to two East Penn 8D Absorbed Glass Matt (AGM) maintenance free batteries	-\$250.20
7	Change from 80 amp to 100 amp Vanner voltage equalizer	\$86.64
8	Add entrance and exit door mechanism box lights	\$185.49
9	Add front stop request sign	\$195.33
10	Change to Teleflex brake/throttle pedals	\$1,205.65
11	Change from 20" to 18", 2-spoke steering wheel	-\$12.19
12	Change to screened engine door with latches	\$352.64
13	Add S1 Wheel Guard	\$1,962.06
14	Remove SDS box advertisement frames	-\$39.46
15	Change from flush to non-flush windows (blue/green, 68% light transmittance, tempered Azuria)	-\$3,345.70
16	Change from Hanover to Luminator destination signs (Color front and curbside, Amber rear route sign)	\$13,587.98
17	Remove Clever Device (AVA) system	-\$12,763.00
18	Add Tacholink AVM system	\$4,286.81
19	Change to pneumatic entrance and exit doors	-\$3,343.61
20	Change to 40 passenger 4One - Aries seating	-\$1,234.00
21	Change from USSC to Recaro driver's seat	-\$198.00
22	Remove hand hold straps	-\$45.71
23	Change to conventional HVAC system (TK T15 rear A/C with TK X430 compressor)	-\$12,562.14
24	Add hubodometer	\$65.27
25	Remove interior dash fan	-\$294.71
26	Add registration holder	\$6.40
27	Remove cup holder	-\$43.85
28	Add trash container	\$73.29

<i><b>Price Change Number</b></i>	<i><b>Change Description</b></i>	<i><b>Sum of Final Sell Price (\$ USD)</b></i>
29	Add customer specific UTC (MobileView) Camera system	\$11,063.36
30	Change to customer specific Amerex fire detection system	\$605.64
31	Add Sportworks DL2-NP bike rack	\$1,342.21
32	Change to 2018 EPA Cummins Engine	\$7,822.50
33	Add PPI from ABQ Award Month July 2015 to July 2017 at 1.95%	\$10,237.31
34	Remove Performance Bond from base contract price	-\$490.00
35	Change to customer specific warranty	-\$7,126.76
36	Add customer specific publications	\$1,272.38
37	Add delivery	\$3,876.70
<i><b>Base Bus Price Change Total</b></i>		<b>\$23,341.80</b>





**QUOTATION FOR HEAVY DUTY LOW-FLOOR COMPRESSED NATURAL GAS  
TRANSIT BUSES**

**SECTION 3**

Contents:

Title	Submission Requirements
Warranty Proposal:	<p>Please refer to attached details regarding our warranty proposal.</p> <p>Warranty is included in the base bus price.</p>

CONTRACT DELIVERABLES LIST				Warranty	
CUSTOMER NAME		City of Commerce			
BUS MODEL		XN40			
QUANTITY		Four (4)			
MAJOR COMPONENT DESCRIPTION		BASE AND EXTENDED WARRANTY			COMMENTS
		PROVIDER	YEARS	MILEAGE	
Base Bus Warranty		New Flyer Industries Limited	1	100,000	Excluding scheduled maintenance items, acts of nature, or normal consumables
Basic Bus Structure		New Flyer Industries Limited	3	200,000	Body, and body structure shall consist of the components that are bolted or riveted to the structure, such as, exterior panels, interior panels, roof, ceiling, and driver's barrier.
Chassis Structure (Integrity)		New Flyer Industries Limited	12	500,000	Consists of all components that are welded together to form the main frame (skeleton) and body construction. The structural integrity guarantee covers against a significant loss of structural integrity of the assembly or its functional performance due to non corrosion related failures.
Chassis Structure (Corrosion)		New Flyer Industries Limited	12	500,000	Consists of all components that are welded together to form the main frame (skeleton) and body construction. The corrosion guarantee covers against a significant loss of structural integrity of the assembly or its functional performance, resulting from a pertinent loss of cross-section due to corrosion caused by normal environmental elements but excludes corrosion caused by aggressive road de-icers such as Magnesium Chloride or equivalents, unless New Flyer approved preventative measures are taken.
Engine		Cummins	2	Unlimited	All repairs/warranty claims need to be handled through the local authorized repair facility. When the 3 year extended warranty is purchased (5 years total) the following applies: Two Year Base (Full Coverage), years 3,4 & 5 covers components only as per manufacturer's warranty document.
Transmission		Allison	2	Unlimited	All repairs/warranty claims need to be handled through the local authorized repair facility. When the 3 year extended warranty is purchased (5 years total) the following applies: Two Year Base (Full Coverage), years 3,4 & 5 covers components only as per manufacturer's warranty document.
Axle (Front and Rear)		MAN	5	300,000	Excluding maintenance items & items that are not covered by the OEM's warranty. All friction materials are excluded from this limited warranty. Wear and third party items supplied with the axle (e.g. slack adjuster, seals and bearings, shocks, air bellows, radius rods, brake chambers) are not included in the 5 year warranty. Please see manufacturer's warranty document.
A/C		Thermo King	2	Unlimited	Some limitations and exclusions may apply - Please see manufacturer's warranty document. All repairs/warranty claims need to be handled through the local authorized repair facility.
Brake System		New Flyer Industries Limited	2	50,000	Friction Material Excluded
Destination Signs		Luminator	6	Unlimited	Some limitations and exclusions may apply - Please see manufacturer's warranty document. All repairs/warranty claims need to be handled through the local authorized repair facility.
Door Systems		Vapor	3	150,000	Excluding maintenance items & items that are not covered by the OEM's warranty
Air Compressor		Cummins	2	Unlimited	
Wheelchair Ramp		New Flyer Industries Limited	2	Unlimited	
Electrical System		Vansco	3	150,000	Excluding maintenance items & items that are not covered by the OEM's warranty
LED Headlights		J.W. Speaker	6	Unlimited	Warranty covers parts only
Paint		DuPont	5	Unlimited	
Starter		New Flyer Industries Limited	3	350,000	Warranty covers parts only
Towing		New Flyer Industries Limited	2	200,000	
Valves to Isolate Compressor, Dryer & Receiver		New Flyer Industries Limited	2	Unlimited	
Water Leaks		New Flyer Industries Limited	2	125,000	
Alternator		EMP	2	Unlimited	



**QUOTATION FOR HEAVY DUTY LOW-FLOOR COMPRESSED NATURAL GAS  
TRANSIT BUSES**

**SECTION 4**

Contents:

Title	Submission Requirements
Publications:	<p>Please refer to attached details regarding our publications package.</p> <p>Publications is included in the base bus price.</p>

CONTRACT DELIVERABLES PROPOSAL		PUBLICATIONS	
PRIMARY CUSTOMER NAME		City of Commerce	
BUS MODEL		XN40	
QUANTITY		Four (4)	
New Flyer Standard Bus Publications			This is for one XN40 Base Build of approx 4 Buses Only
DESCRIPTION	QTY	CUSTOMER DELIVERY	COMMENTS
Emergency Responder Guide (8.5x11 laminated)	4	With FIRST Bus Delivery	Emergency info to be onboard each bus
Operator's Guide (8.5x11 3-hole)	20	With FIRST Bus Delivery	
Parts Manual	2	Within 10 Business Days AFTER Last Bus Delivery	
Service Manual	2	Within 10 Business Days AFTER Last Bus Delivery	
Bus Systems Drawings Manual (incl electrical, air, hyd, cooling schematics and layouts on 11x17 regular Paper)	2	Within 10 Business Days AFTER Last Bus Delivery	
TIV DVD	1	Within 10 Business Days AFTER Last Bus Delivery	DVD Includes only NF Manuals plus *
Sub Total			
OEM Supplier Publications			This is for one XN40 Base Build of approx 4 Buses Only
DESCRIPTION	QTY	CUSTOMER DELIVERY	COMMENTS
Cummins ISL G (CM2180) Engine OEM Vendor Manual Set (includes only the following)		10 Business Days After Last Bus Delivery or Soon After Receiving From OEM Supplier	
Custom Parts Manual	1	"	
Custom Parts Manual PDF file	1	"	*
Fault Code Troubleshooting Manual (Vol 1 - 3)	1	"	
Service Manual (Vol 1 - 2)	1	"	
Operation & Maintenance Manual	1	"	
Owners Manual	1	"	
ALLISON TRANSMISSION B400 OEM Manual Set (includes only the following)		10 Business Days After Last Bus Delivery or Soon After Receiving From OEM Supplier	
Service Manual - Gen 4/5	1	"	*
Parts Manual - Gen 4/5	1	"	*
Quick Tech Troubleshooting Guide - Gen 4/5	1	"	*
Troubleshooting Manual - Gen 5	1	"	*
Principle of Operations - Gen 5	1	"	*
Mechanics Tips - Gen 5	1	"	*
Operator's Manuals - Gen 5	1	"	*
Thermo King HVAC OEM Manual Set (includes only the following)		10 Business Days After Last Bus Delivery or Soon After Receiving From OEM Supplier	
Unit Operation & Maintenance Manual	1	"	
Intelligaire III Controls Diagnostic Manual	1	"	
EMP Cooling System OEM Manual Set (includes only the following)		10 Business Days After Last Bus Delivery or Soon After Receiving From OEM Supplier	
MH4 Cooling System Service Manual	1	"	*
MH4 Cooling System Troubleshooting Manual	1	"	*
WABCO ABS System OEM Manual (includes only the following)		10 Business Days After Last Bus Delivery or Soon After Receiving From OEM Supplier	
ABS Maintenance Manual	1	"	*
Destination Sign OEM Manual Set (includes only the following)		10 Business Days After Last Bus Delivery or Soon After Receiving From OEM Supplier	
Operation and Maintenance Manual	1	"	*
Video Surveillance System OEM Manual Set (includes only the following)		10 Business Days After Last Bus Delivery or Soon After Receiving From OEM Supplier	
MobileView System User Manual	1	"	*
Amerex FSS & GD System OEM Manual (includes only the following)		10 Business Days After Last Bus Delivery or Soon After Receiving From OEM Supplier	
System Operation and Maintenance Manual	1	"	*
SafetyNet Controller Operation and Maintenance Manual	1	"	*

MGM E-Stroke OEM Manual (includes only the following)		10 business Days After Last Bus Delivery Bus Delivery or Soon After Receiving From OEM Supplier	
Diagnostics Codes and Program Guide	1	"	*
Vansco Multiplexing System OEM Manual (includes only the following)		10 Business Days After Last Bus Delivery or Soon After Receiving From OEM Supplier	
Hardware User Guides	1	"	*
Software User Guides	1	"	*



## QUOTATION FOR HEAVY DUTY LOW-FLOOR COMPRESSED NATURAL GAS TRANSIT BUSES

### SECTION 5

Contents:

Title	Submission Requirements
Delivery:	Our delivery proposal is based on delivering all units by Q3, 2018.

Contracts are scheduled based on purchase order dates, customer-need dates, and material lead times. The delivery proposal is based on New Flyer's current production and delivery information and is New Flyer's best estimated schedule for the production and the delivery of 40' compressed natural gas bus. The final schedule will be determined when a valid purchase order is received from City of Commerce, by New Flyer, for the purchase of these buses.