



COMMONWEALTH of VIRGINIA

Jennifer B. DeBruhl
Director

DEPARTMENT OF RAIL AND PUBLIC TRANSPORTATION
600 EAST MAIN STREET, SUITE 2102
RICHMOND, VA 23219-2416

(804) 786-4440
FAX (804) 225-3752
Virginia Relay Center
800-828-1120 (TDD)

Price Analysis

Grantee: Virginia Department of Rail & Public Transportation

VENDOR: Braun/Sonny Merryman (Dealer)

Adequate Price Competition (Two responsive responsible offerors)*

Sonny Merryman* (Only vendor on this contract)

Purchasing Schedule and prices:

DRPT conducted a comparative review of pricing following a price increase with lowered floor ADA accessible body-on-chassis cutaways on State Contract #E194-94462 (CTR005734). This analysis reviews other state pricing of vehicles to determine reasonableness of the requested price increase by the dealer, Sonny Merryman.

Price increase proposal by Vendor:

	Current Price	New Price	Increase	Percentage Increase
Gas/Diesel/CNG 13 Passenger (FORD)	\$118,994	\$142,657	\$23,663	19.9%
Gas/Diesel/CNG 14-18 Passenger (FORD)	\$116,410 - \$117,559	\$146,023 - \$147,873	\$29,613 \$30,314	25.4% 25.8%
Gas/Diesel/CNG 19-21 Passenger (FORD)	\$117,807- \$118,381	\$148,254- \$149,182	\$30,447 \$30,801	25.8% 26%
Gas/Diesel/CNG 13-15 Passenger (CHEVY)	\$104,399 - \$104,974	\$135,205 - \$136,133	\$30,806 \$31,159	29.5% 29.7%
Gas/Diesel/CNG 16-19 Passenger (CHEVY)	\$107,559 – \$108,381	\$139,736 - \$141,039	\$32,177 \$32,658	30.1% 30.1%
Gas/Diesel/CNG 20-21 Passenger (CHEVY)	\$110,430 - \$110,677	\$143,885 - \$144,261	\$33,455 \$33,584	30.3% 30.3%
Battery Electric	\$314,417	\$349,346	\$34,929	11.1%

Peer State Review Summary as of 8.21.2023 (Refer to attachments below):

Michigan: Experienced a price increase for similar lowered floor ADA vehicles (Ford F-550) / Freightliner Chassis on July 18, 2023:

26' Bus: Ford 14A Passengers 2WC w/ ADA Lift: \$160,740

29' Bus: Ford 18A Passengers 2WC w/ ADA Lift: \$163,932

Florida: Experienced awarded a contract for similar lowered floor ADA vehicles (Ford E-450) ARBOC Spirit of Freedom:

24' Bus: Chevy ARBOC Spirit of Freedom: \$146,627

27' Bus: Ford ARBOC Spirit of Freedom: \$153,145

Louisiana:

24' Bus: Arboc Spirit of Freedom 12 Passenger (Chevy): \$139,084 (as of 9.9.2022)

Gas/Diesel/CNG 12 Passenger (FORD): \$151,054

Summary:

We reviewed pricing from Michigan, Florida, and Louisiana. Michigan recently had a price increase with similar vehicles and was found to be approximately 9% higher than that of vehicle offered by Sonny Merryman on this solicitation. Florida had similar vehicles on state contract from the same manufacturer, ARBOC. These vehicles for Florida were approximately 3% higher than that offered to Virginia by Sonny Merryman. Louisiana had pricing for similar vehicles from September 2022 which showed a smaller bus (12 Passenger) with similar pricing that was offered to Virginia for a slightly larger vehicle (13 Passenger) with a difference of only \$3,573. Updated pricing, once available to Louisiana will likely show and increased price for these vehicles.

Based off our original independent cost estimate for these vehicles at the prior to the start of the contract, we expected a 17 Passenger ARBOC to cost approximately \$139,000. The base price for for a similar vehicle offered in this solicitation cost approximately \$140,000.

Therefore, in conclusion, DRPT finds the proposed price increase of these vehicles to be fair and reasonable based on a review conducted by DRPT staff reviewing peer states current pricing for similar base model vehicles.

We will continue to monitor other state contracts for this type of vehicle as new pricing is made publicly available. The price increases and vehicle order delays experienced for these vehicles are unprecedented. As a result, Virginia, along with other state DOT's, are conducting due diligence to adequately compare and analyze pricing prior to making decisions on acceptance of these increases.

Date: 8/21/2023

Print Name: Avery Daugherty

Signature:



Title : Statewide Program Manager



NEW VEHICLE ORDER FORM - TESCO
Medium Class I & Class II Metal Cage Bus
7 Years/200,000 Miles



Instructions: (1) Complete sections I & II. (2) For sections III and IV, simply type in the quantity and the form will automatically calculate costs. (3) For section V (local options), type in the quantity, item descriptions, and unit prices as the form will automatically calculate costs. (4) Sign and date the form in section VII. (5) Submit completed and signed form to the vendor. (6) Once new bus is received and accepted, a copy of this completed form shall be submitted to MDOT with payment request (see *State Vehicle Purchasing Program Guidelines*).

I Contact Information							
Transit Agency Name:							
Contact Name:							
Phone Number:		E-mail:					
II Contract, Funding, and Vehicle Information							
Program:		State Vehicle Purchasing Program Contract No.		230000001331			
Agency Contract No.		Vendor Name		TESCO			
Chassis/ Manufacturer		Ford F-550 (Class I) or Freightliner (Class II) Diesel Engine		Vehicle/Body Manufacturer		Forest River - Glaval	
Body Material:		Metal Cage		Vehicle Color Base:			
Vehicle Color Top:		Striping Color:		Striping Width:			
Seating Color (Select One):		☐ Gray ☐ Blue		Flooring Color (Select One):		☐ Gray ☐ Tan	
III Base Vehicle Floor Plans							
	Qty	Description	Price Each	Total Price	Low Bidder Price	Federal/State Share	Local Share
B a s e V e h i c l e s	A.	Class I - 26 Foot Bus – Vinyl Seat Covers					
	1	24 passenger without lift	\$148,626.00	\$0.00	\$148,626.00	\$0.00	\$0.00
	2	14+2 passenger with Braun 1000# lift	\$160,740.00	\$0.00	\$160,740.00	\$0.00	\$0.00
	3	10+3 passenger with Braun 1000# lift	\$161,386.00	\$0.00	\$161,386.00	\$0.00	\$0.00
	B.	Class I - 26 Foot Bus – Fabric Seat Covers					
	1	24 passenger without lift	\$148,942.00	\$0.00	\$148,942.00	\$0.00	\$0.00
	2	14+2 passenger with Braun 1000# lift	\$161,002.00	\$0.00	\$161,002.00	\$0.00	\$0.00
	3	10+3 passenger with Braun 1000# lift	\$161,623.00	\$0.00	\$161,623.00	\$0.00	\$0.00
	C.	Class I – 29 Foot Bus – Vinyl Seat Covers					
	1	28 passenger without lift	\$152,735.00	\$0.00	\$152,735.00	\$0.00	\$0.00
	2	18+2 passenger with Braun 1000# lift	\$163,932.00	\$0.00	\$163,932.00	\$0.00	\$0.00
	3	14+3 passenger with Braun 1000# lift	\$165,495.00	\$0.00	\$165,495.00	\$0.00	\$0.00
	4	10+4 passenger with Braun 1000# lift	\$168,157.00	\$0.00	\$168,157.00	\$0.00	\$0.00
	D.	Class I - 29 Foot Bus – Fabric Seat Covers					
	1	28 passenger without lift	\$153,104.00	\$0.00	\$153,104.00	\$0.00	\$0.00
	2	18+2 passenger with Braun 1000# lift	\$164,248.00	\$0.00	\$164,248.00	\$0.00	\$0.00
	3	14+3 passenger with Braun 1000# lift	\$165,785.00	\$0.00	\$165,785.00	\$0.00	\$0.00
	4	10+4 passenger with Braun 1000# lift	\$168,446.00	\$0.00	\$168,446.00	\$0.00	\$0.00
	E.	Class I - 32 Foot Bus – Vinyl Seat Covers					
	1	32 passenger without lift	\$156,954.00	\$0.00	\$156,954.00	\$0.00	\$0.00
	2	22+2 passenger with Braun 1000# lift	\$168,152.00	\$0.00	\$168,152.00	\$0.00	\$0.00
	3	18+3 passenger with Braun 1000# lift	\$169,715.00	\$0.00	\$169,715.00	\$0.00	\$0.00
	4	14+4 passenger with Braun 1000# lift	\$172,377.00	\$0.00	\$172,377.00	\$0.00	\$0.00
	F.	Class One- 32 Foot Bus – Fabric Seat Covers					
	1	32 passenger without lift	\$157,375.00	\$0.00	\$157,375.00	\$0.00	\$0.00
	2	22+2 passenger with Braun 1000# lift	\$168,520.00	\$0.00	\$168,520.00	\$0.00	\$0.00
	3	18+3 passenger with Braun 1000# lift	\$170,057.00	\$0.00	\$170,057.00	\$0.00	\$0.00
	4	14+4 passenger with Braun 1000# lift	\$172,719.00	\$0.00	\$172,719.00	\$0.00	\$0.00
	G.	Class II - 26 Foot Bus – Vinyl Seat Covers					
	1	24 passenger without lift	\$173,261.00	\$0.00	\$173,261.00	\$0.00	\$0.00
	2	14+2 passenger with Braun 1000# lift	\$186,113.00	\$0.00	\$186,113.00	\$0.00	\$0.00
	3	10+3 passenger with Braun 1000# lift	\$186,877.00	\$0.00	\$186,877.00	\$0.00	\$0.00
	H.	Class II - 26 Foot Bus – Fabric Seat Covers					
	1	24 passenger without lift	\$173,577.00	\$0.00	\$173,577.00	\$0.00	\$0.00
	2	14+2 passenger with Braun 1000# lift	\$186,376.00	\$0.00	\$186,376.00	\$0.00	\$0.00
	3	10+3 passenger with Braun 1000# lift	\$187,114.00	\$0.00	\$187,114.00	\$0.00	\$0.00
	I.	Class II – 29 Foot Bus – Vinyl Seat Covers					
	1	28 passenger without lift	\$178,009.00	\$0.00	\$178,009.00	\$0.00	\$0.00
	2	18+2 passenger with Braun 1000# lift	\$190,862.00	\$0.00	\$190,862.00	\$0.00	\$0.00
	3	14+3 passenger with Braun 1000# lift	\$191,625.00	\$0.00	\$191,625.00	\$0.00	\$0.00
4	10+4 passenger with Braun 1000# lift	\$194,403.00	\$0.00	\$194,403.00	\$0.00	\$0.00	
J.	Class II - 29 Foot Bus – Fabric Seat Covers						
1	28 passenger without lift	\$178,378.00	\$0.00	\$178,378.00	\$0.00	\$0.00	
2	18+2 passenger with Braun 1000# lift	\$191,177.00	\$0.00	\$191,177.00	\$0.00	\$0.00	
3	14+3 passenger with Braun 1000# lift	\$191,915.00	\$0.00	\$191,915.00	\$0.00	\$0.00	
4	10+4 passenger with Braun 1000# lift	\$194,693.00	\$0.00	\$194,693.00	\$0.00	\$0.00	
K.	Class II - 32 Foot Bus – Vinyl Seat Covers						
1	32 passenger without lift	\$181,922.00	\$0.00	\$181,922.00	\$0.00	\$0.00	
2	22+2 passenger with Braun 1000# lift	\$194,775.00	\$0.00	\$194,775.00	\$0.00	\$0.00	
3	18+3 passenger with Braun 1000# lift	\$195,539.00	\$0.00	\$195,539.00	\$0.00	\$0.00	
4	14+4 passenger with Braun 1000# lift	\$198,316.00	\$0.00	\$198,316.00	\$0.00	\$0.00	
L.	Class II - 32 Foot Bus – Fabric Seat Covers						
1	32 passenger without lift	\$182,343.00	\$0.00	\$182,343.00	\$0.00	\$0.00	
2	22+2 passenger with Braun 1000# lift	\$195,143.00	\$0.00	\$195,143.00	\$0.00	\$0.00	
3	18+3 passenger with Braun 1000# lift	\$195,881.00	\$0.00	\$195,881.00	\$0.00	\$0.00	
4	14+4 passenger with Braun 1000# lift	\$198,659.00	\$0.00	\$198,659.00	\$0.00	\$0.00	
Total	0		Base Vehicle Totals	\$0.00		\$0.00	\$0.00
IV Contract Options							

	Qty	Contract Options	Price Each	Total Price	Low Bidder Price	Federal/State Share	Local Share
1		Air Conditioning, Split unit 26 foot - ACT	\$19,898.00	\$0.00	\$19,898.00	\$0.00	\$0.00
2		Air Conditioning, Split unit 29 foot - ACT	\$24,656.00	\$0.00	\$24,656.00	\$0.00	\$0.00
3		Air Conditioning, Split unit 32 foot - ACT	\$25,159.00	\$0.00	\$25,159.00	\$0.00	\$0.00
4		Rooflop AC with heat 26 foot - ACT	\$25,021.00	\$0.00	\$25,021.00	\$0.00	\$0.00
5		Rooflop AC with heat 29 foot - ACT	\$39,136.00	\$0.00	\$39,136.00	\$0.00	\$0.00
6		Rooflop AC with heat 32 foot - ACT	\$39,640.00	\$0.00	\$39,640.00	\$0.00	\$0.00
7		Auxiliary Air Heater - ESPAR- 'Gasoline Engine Only'	\$5,328.00	\$0.00	\$5,328.00	\$0.00	\$0.00
8		Auxiliary Air Heater (ESPAR) & Block Heater (in lieu of Aux Coolant Heater)	\$5,328.00	\$0.00	\$5,328.00	\$0.00	\$0.00
9		Destination Sign - Roller/Curtain - Transign	\$3,845.00	\$0.00	\$3,845.00	\$0.00	\$0.00
10		Destination Sign - LED - Transign	\$6,357.00	\$0.00	\$6,357.00	\$0.00	\$0.00
11		Donation box (in lieu of standard farebox - deduct) - Diamond	-\$1,045.00	\$0.00	-\$1,045.00	\$0.00	\$0.00
12		Farebox Electrical Prep Only (less standard farebox- deduct)	-\$1,862.00	\$0.00	-\$1,862.00	\$0.00	\$0.00
13		Limited Slip Differential (Class I) - Ford OEM	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
14		Limited Slip Differential (Class II) - Freightliner OEM	\$1,083.00	\$0.00	\$1,083.00	\$0.00	\$0.00
15		Rear emergency exit window	-\$1,532.00	\$0.00	-\$1,532.00	\$0.00	\$0.00
16		Paint - One stripe	\$3,038.00	\$0.00	\$3,038.00	\$0.00	\$0.00
17		Paint - Roof second color	\$3,642.00	\$0.00	\$3,642.00	\$0.00	\$0.00
18		Paint - Different Full body	\$9,561.00	\$0.00	\$9,561.00	\$0.00	\$0.00
19		Reflective Vinyl Belt Stripe	\$781.00	\$0.00	\$781.00	\$0.00	\$0.00
20		Lift - Type I, 800# (in lieu of standard - deduct) - Braun	-\$404.00	\$0.00	-\$404.00	\$0.00	\$0.00
21		Lift - Type II, 800# - Powered outer barrier (in lieu of standard) - Braun	-\$74.00	\$0.00	-\$74.00	\$0.00	\$0.00
22		Lift- Folding Platform, 800# (in lieu of standard) - Braun	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
23		Alternate Standard Lift Manufacturer - Ricon	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
24		Slide 'N Click System (in lieu of standard L-track) - Q'Straint	\$186.00	\$0.00	\$186.00	\$0.00	\$0.00
25		Additional Wheelchair Position - L-Track System ¹	\$1,254.00	\$0.00	\$1,254.00	\$0.00	\$0.00
26		Wheelchair Platform Securement System	\$11,838.00	\$0.00	\$11,838.00	\$0.00	\$0.00
27		Additional Wheelchair Position - Q'Straint Slide 'N Click System ¹	\$1,441.00	\$0.00	\$1,441.00	\$0.00	\$0.00
28		Two-way radio prep package	\$202.00	\$0.00	\$202.00	\$0.00	\$0.00
29		Radio - AM/FM stereo system w/ four speakers - OEM	\$141.00	\$0.00	\$141.00	\$0.00	\$0.00
30		Radio - Public Address (PA) System Only w/ two speakers - REI	\$338.00	\$0.00	\$338.00	\$0.00	\$0.00
31		Radio - AM/FM/PA System w/ four speakers - REI	\$569.00	\$0.00	\$569.00	\$0.00	\$0.00
32		Radio - Speaker Only - OEM	\$20.00	\$0.00	\$20.00	\$0.00	\$0.00
33		Entrance Stepwell Heater - Lighthouse	\$111.00	\$0.00	\$111.00	\$0.00	\$0.00
34		Electric Driveline Brake (Retarder) - Thelma	\$12,653.00	\$0.00	\$12,653.00	\$0.00	\$0.00
35		Alternate Flooring Manufacturer	\$242.00	\$0.00	\$242.00	\$0.00	\$0.00
36		Rear Air Ride Suspension (Class I Only)	\$13,329.00	\$0.00	\$13,329.00	\$0.00	\$0.00
37		Freedman Seating - Rear five place passenger - Vinyl ²	\$1,688.00	\$0.00	\$1,688.00	\$0.00	\$0.00
38		Freedman Seating - Rear five place passenger - Fabric ²	\$1,738.00	\$0.00	\$1,738.00	\$0.00	\$0.00
39		Freedman Seating - Forward Facing Standard Double Seat - Vinyl ²	\$1,466.00	\$0.00	\$1,466.00	\$0.00	\$0.00
40		Freedman Seating - Forward Facing Standard Double Seat - Fabric ²	\$1,516.00	\$0.00	\$1,516.00	\$0.00	\$0.00
41		Seating - Forward Facing Standard Double Seat - Vinyl (Deduct) ²	-\$1,245.00	\$0.00	-\$1,245.00	\$0.00	\$0.00
42		Seating - Forward Facing Standard Double Seat - Fabric (Deduct) ²	-\$1,288.00	\$0.00	-\$1,288.00	\$0.00	\$0.00
43		Freedman Seating - Forward Facing Double Fold-A-Way - Vinyl ²	\$2,242.00	\$0.00	\$2,242.00	\$0.00	\$0.00
44		Freedman Seating - Forward Facing Double Fold-A-Way - Fabric ²	\$2,292.00	\$0.00	\$2,292.00	\$0.00	\$0.00
45		Seating - Forward Facing Double Fold-A-Way - Vinyl (Deduct) ²	-\$1,904.00	\$0.00	-\$1,904.00	\$0.00	\$0.00
46		Seating - Forward Facing Double Fold-A-Way -Fabric (Deduct) ²	-\$1,947.00	\$0.00	-\$1,947.00	\$0.00	\$0.00
47		Freedman Seating - Double Flip-up - Vinyl ²	\$1,899.00	\$0.00	\$1,899.00	\$0.00	\$0.00
48		Freedman Seating - Double Flip-up - Fabric ²	\$1,950.00	\$0.00	\$1,950.00	\$0.00	\$0.00
49		Seating - Double Flip-up - Vinyl (Deduct) ²	-\$1,613.00	\$0.00	-\$1,613.00	\$0.00	\$0.00
50		Seating - Double Flip-up - Fabric (Deduct) ²	-\$1,656.00	\$0.00	-\$1,656.00	\$0.00	\$0.00
51		Freedman Seating - Double w/Single Integrated Child Seat (ICS) - Vinyl ²	\$2,408.00	\$0.00	\$2,408.00	\$0.00	\$0.00
52		Freedman Seating - Double w/Single Integrated Child Seat (ICS) - Fabric ²	\$2,458.00	\$0.00	\$2,458.00	\$0.00	\$0.00
53		Seating - Double w/Single Integrated Child Seat (ICS) - Vinyl (Deduct) ²	-\$2,046.00	\$0.00	-\$2,046.00	\$0.00	\$0.00
54		Seating - Double w/Single Integrated Child Seat (ICS) - Fabric (Deduct) ²	-\$2,090.00	\$0.00	-\$2,090.00	\$0.00	\$0.00
55		Freedman Seating - Double w/Double Integrated Child Seat (ICS) - Vinyl ²	\$3,068.00	\$0.00	\$3,068.00	\$0.00	\$0.00
56		Freedman Seating - Double w/Double Integrated Child Seat (ICS) - Fabric ²	\$3,118.00	\$0.00	\$3,118.00	\$0.00	\$0.00
57		Driver's Power Seat Base (Class I Only)	\$3,423.00		\$3,423.00		
58		Alt. Engine - Gas (Class One Only) - Deduct - Ford V8	-\$7,231.00	\$0.00	-\$7,231.00	\$0.00	\$0.00
59		Alt. Engine - Bi-fuel Gas/Propane (Class I Only) Ford V8 w/A1 Conversion	\$15,889.00	\$0.00	\$15,889.00	\$0.00	\$0.00
60		Alt. Engine - Propane (Class I Only) Ford V8 w/ROUSH Conversion	\$29,188.00	\$0.00	\$29,188.00	\$0.00	\$0.00
61		Alt. Engine - CNG (Class I Only) Ford V8 w/A-1 Alternative Fuels Conversion	\$29,894.00	\$0.00	\$29,894.00	\$0.00	\$0.00

	62	Stop Request System	\$932.00	\$0.00	\$932.00	\$0.00	\$0.00
	63	Back-up Sensor System - Hawkeye	\$509.00	\$0.00	\$509.00	\$0.00	\$0.00
	64	Video Surveillance – Two Camera System - REI	\$3,449.00	\$0.00	\$3,449.00	\$0.00	\$0.00
	65	Video Surveillance - Four Camera System - REI	\$4,117.00	\$0.00	\$4,117.00	\$0.00	\$0.00
	66	Video Surveillance - Six Camera System - REI	\$4,886.00	\$0.00	\$4,886.00	\$0.00	\$0.00
	67	Video Surveillance - DVR System Upgrade - REI	\$1,335.00	\$0.00	\$1,335.00	\$0.00	\$0.00
	68	Video Surveillance – Extra Interior Cameras - REI	\$389.00	\$0.00	\$389.00	\$0.00	\$0.00
	69	Video Surveillance – Extra Exterior Cameras - REI	\$373.00	\$0.00	\$373.00	\$0.00	\$0.00
	70	Video Surveillance Preparation Package (for future setup of video system)	\$504.00	\$0.00	\$504.00	\$0.00	\$0.00
	71	Hydraulic Brakes (in lieu of Air Brakes)(Class II only)	-\$665.00	\$0.00	-\$665.00	\$0.00	\$0.00
	72	Spare Tire - Steer Axle - Only one spare tire per bus will be funded by MDOT	\$1,360.00	\$0.00	\$1,360.00	\$0.00	\$0.00
	73	Spare Tire - Drive Axle - Only one spare tire per bus will be funded by MDOT	\$1,360.00	\$0.00	\$1,360.00	\$0.00	\$0.00
	74	Entry Door Grab Handles	\$202.00	\$0.00	\$202.00	\$0.00	\$0.00
	75	Wheelchair Lift Plexiglass Barriers	\$131.00	\$0.00	\$131.00	\$0.00	\$0.00
	76	Back-up Camera System	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	77	Bike Rack	\$3,073.00	\$0.00	\$3,073.00	\$0.00	\$0.00
	78	24 Inch Seat Belt Extension	\$45.00	\$0.00	\$45.00	\$0.00	\$0.00
	79	Class I Driver's Side Running Board	\$475.00	\$0.00	\$475.00	\$0.00	\$0.00
		Contract Options Subtotal		\$0.00		\$0.00	\$0.00
		Base + Contract Option Subtotal		\$0.00		\$0.00	\$0.00
V	Non-Specified Alternate Options (Paid with Federal/State)						
Alt Options		Qty	Enter Item Description Below	Enter Unit Price Below	Total Price	Low Bidder Price	Federal/State Share
	1		Alt. Video Surveillance – Two Camera System		\$0.00	\$3,449.00	\$0.00
	2		Alt. Video Surveillance - Four Camera System		\$0.00	\$4,117.00	\$0.00
	3		Alt. Video Surveillance - Six Camera System		\$0.00	\$4,886.00	\$0.00
	4		Alt. Video Surveillance - DVR System Upgrade		\$0.00	\$1,335.00	\$0.00
	5		Alt. Video Surveillance – Extra Interior Cameras		\$0.00	\$389.00	\$0.00
	6		Alt. Video Surveillance – Extra Exterior Cameras		\$0.00	\$373.00	\$0.00
	7		Alt. Bike Rack (if different than brand above)		\$0.00	\$3,073.00	\$0.00
	8		Decals/Branding - Limit \$3,000		\$0.00	\$3,000.00	\$0.00
	9		Two-way Radio		\$0.00		\$0.00
			Reimbursable Options Subtotal	\$0.00		\$0.00	\$0.00
VI	Non-Specified Local Options (Paid 100% Locally)						
Local Options		Qty	Enter Item Description Below	Enter Unit Price Below	Total Price	Local Share	
	1				\$0.00	\$0.00	
	2				\$0.00	\$0.00	
	3				\$0.00	\$0.00	
	4				\$0.00	\$0.00	
	Non-specified Alternate and Local Options (Paid 100% Locally) subtotal				\$0.00	\$0.00	
	Total (Base + Contract Options + Alternate Options + Local Options)				\$0.00	\$0.00	
Optional: Administrative Fee			Not to exceed: \$0.00				
Grand Total				\$0.00	\$0.00		
VII	Comments/Special Instructions (Attach a separate sheet if more space is needed)						
VIII	Authorization						
	Authorized Signature:			Date:			
IX	Footnotes						
	1 Additional wheelchair positions can be added to existing base vehicle floor plans. Please consult with dealer for space and weight restrictions.						
	2 Seats are included with all base vehicle floor plans. Optional seating is available to customize the base vehicle floor plans. Please consult with dealer for space and weight restrictions.						

Socio-Economic Types

Check the registrant's Reps & Certs, if present, under FAR 52.212-3 or FAR 52.219-1 to determine if the entity is an SBA-certified HUBZone small business concern. Additional small business information may be found in the SBA's Dynamic Small Business Search if the entity completed the SBA supplemental pages during registration.

Financial Information

Accepts Credit Card Payments	Debt Subject To Offset
No	No

EFT Indicator	CAGE Code
0000	0ZWNO

Points of Contact**Electronic Business**

 Robert Frick, Comm. Sales Mang.	7703 Industrial Lane Tampa, Florida 33637 United States
ROBERT FRICK	7703 Industrial Lane Tampa, Florida 33637 United States

Government Business

 ROBERT FRICK	7703 Industrial Lane Tampa, Florida 33637 United States
ROBERT FRICK	7703 Industrial Lane Tampa, Florida 33637 United States

Past Performance

 ROBERT FRICK	7703 Industrial Lane Tampa, Florida 33637 United States
ROBERT FRICK	7703 Industrial Lane Tampa, Florida 33637 United States

Service Classifications**NAICS Codes**

Primary	NAICS Codes	NAICS Title
Yes	488999	All Other Support Activities For Transportation
	485999	All Other Transit And Ground Passenger Transportation
	488490	Other Support Activities For Road Transportation
	811198	All Other Automotive Repair And Maintenance

Product and Service Codes

PSC	PSC Name
2510	Vehicular Cab, Body, And Frame Structural Components

Disaster Response

This entity does not appear in the disaster response registry.

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVMR	Length	Original Chassis Price	Original Second Stage Price	Original Vehicle Price	Final Chassis Price	Final Second Stage Price	Negotiated Vehicle Price	Competitive Range 7.5%	Pricing within competitive range?
FTS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	\$ 44,966.00	\$ 37,110.00	\$ 82,076.00	\$ 44,966.00	\$ 36,700.00	\$ 81,666.00		Yes
FTS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	\$ 47,058.00	\$ 44,747.00	\$ 91,805.00	\$ 47,058.00	\$ 37,891.00	\$ 84,949.00	\$ 87,790.95	N/A
FTS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	\$ 48,353.00	\$ 44,868.00	\$ 93,221.00	\$ 48,353.00	\$ 38,011.00	\$ 86,364.00		Yes
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	\$ 48,869.00	\$ 51,606.00	\$ 100,475.00	\$ 48,869.00	\$ 45,006.00	\$ 93,875.00	\$ 100,706.00	N/A
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	\$ 59,045.00	\$ 69,845.00	\$ 128,890.00	\$ 55,315.00	\$ 38,365.00	\$ 93,680.00		Yes
FTS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	\$ 49,999.00	\$ 63,130.00	\$ 113,129.00	\$ 49,999.00	\$ 61,240.00	\$ 111,239.00		N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix ML	5A/1WC- Cutaway	10,050	20	\$ 31,866.00	\$ 42,705.00	\$ 108,378.00	\$ 31,866.00	\$ 72,933.00	\$ 104,799.00		N/A
FTS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	\$ 48,829.00	\$ 47,317.00	\$ 91,534.00	\$ 48,829.00	\$ 42,145.00	\$ 90,974.00		Yes
FTS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	\$ 49,317.00	\$ 46,075.00	\$ 95,392.00	\$ 49,317.00	\$ 39,119.00	\$ 88,436.00	\$ 95,068.70	N/A
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	\$ 49,631.00	\$ 51,642.00	\$ 101,273.00	\$ 49,631.00	\$ 44,942.00	\$ 94,573.00		Yes
FTS	Ford Transit-350	Enderra	Cutaway	10,360	22	\$ 36,835.00	\$ 77,379.00	\$ 114,214.00	\$ 36,835.00	\$ 75,083.00	\$ 111,918.00		N/A
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	\$ 36,037.00	\$ 91,354.00	\$ 127,391.00	\$ 36,037.00	\$ 85,902.00	\$ 121,939.00	\$ 120,311.85	Yes
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	\$ 39,847.00	\$ 91,004.00	\$ 130,851.00	\$ 36,710.00	\$ 84,804.00	\$ 121,514.00		Yes
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	\$ 39,500.00	\$ 121,975.00	\$ 161,475.00	\$ 37,700.00	\$ 112,025.00	\$ 149,725.00		No
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	\$ 34,228.00	\$ 98,859.00	\$ 133,087.00	\$ 34,228.00	\$ 93,707.00	\$ 127,935.00	\$ 132,935.58	Yes
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	\$ 35,920.00	\$ 96,374.00	\$ 132,294.00	\$ 33,287.00	\$ 90,374.00	\$ 123,661.00		N/A
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	\$ 34,228.00	\$ 93,914.00	\$ 128,142.00	\$ 34,228.00	\$ 88,962.00	\$ 123,190.00	\$ 128,690.40	Yes
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	\$ 36,980.00	\$ 91,429.00	\$ 128,409.00	\$ 34,283.00	\$ 85,429.00	\$ 119,712.00		N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/1WC- Cutaway	11,500	21	\$ 32,282.00	\$ 79,329.00	\$ 111,611.00	\$ 32,282.00	\$ 75,328.00	\$ 107,610.00		N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/2WC- Cutaway	11,500	21	\$ 32,282.00	\$ 81,499.00	\$ 113,781.00	\$ 32,282.00	\$ 77,425.00	\$ 109,707.00		Yes
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	\$ 37,488.00	\$ 92,919.00	\$ 130,407.00	\$ 34,283.00	\$ 86,919.00	\$ 121,202.00	\$ 115,680.75	No
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	\$ 34,230.00	\$ 95,404.00	\$ 129,634.00	\$ 34,230.00	\$ 90,452.00	\$ 124,682.00		No
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	\$ 34,757.00	\$ 96,959.00	\$ 131,716.00	\$ 34,757.00	\$ 92,007.00	\$ 126,764.00	\$ 117,815.70	No
FTS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	\$ 34,225.00	\$ 79,009.00	\$ 113,234.00	\$ 34,225.00	\$ 76,513.00	\$ 110,738.00		Yes
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC- Cutaway	12,500	22	\$ 32,809.00	\$ 80,839.00	\$ 113,648.00	\$ 32,809.00	\$ 76,787.00	\$ 109,596.00		N/A
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 29,849.00	\$ 95,644.00	\$ 125,493.00	\$ 29,849.00	\$ 90,692.00	\$ 120,541.00		Yes
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 34,310.00	\$ 93,159.00	\$ 127,469.00	\$ 32,368.00	\$ 87,159.00	\$ 119,572.00	\$ 128,491.53	N/A
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	\$ 37,617.00	\$ 127,278.00	\$ 164,895.00	\$ 29,917.00	\$ 116,710.00	\$ 146,627.00		No
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 35,730.00	\$ 100,514.00	\$ 136,244.00	\$ 35,730.00	\$ 95,262.00	\$ 130,992.00		Yes
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 38,703.00	\$ 98,029.00	\$ 136,732.00	\$ 35,256.00	\$ 92,021.00	\$ 127,277.00		Yes
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 35,730.00	\$ 95,644.00	\$ 131,374.00	\$ 35,228.00	\$ 90,693.00	\$ 125,920.00		Yes
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 38,704.00	\$ 93,159.00	\$ 131,863.00	\$ 35,256.00	\$ 87,159.00	\$ 122,415.00	\$ 121,286.88	No
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	12A/2WC- Cutaway	14,500	23	\$ 34,553.00	\$ 82,788.00	\$ 117,341.00	\$ 34,553.00	\$ 78,318.00	\$ 112,871.00		Yes
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC- Cutaway	14,500	23	\$ 34,553.00	\$ 83,463.00	\$ 118,016.00	\$ 34,553.00	\$ 78,966.00	\$ 113,519.00		Yes

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Original Chassis Price	Original Second Stage Price	Original Vehicle Price	Final Chassis Price	Final Second Stage Price	Negotiated Vehicle Price	Competitive Range 7.5%	Pricing within competitive range?
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	16A/2WC- Cutaway	14,500	26	\$ 35,210.00	\$ 84,613.00	\$ 119,823.00	\$ 35,210.00	\$ 80,072.00	\$ 115,882.00		Yes
	Ford E450 7.3L	Coach & Equipment Phoenix DRW	14A/2WC- Cutaway	14,500	26	\$ 35,210.00	\$ 85,192.00	\$ 120,402.00	\$ 35,210.00	\$ 80,630.00	\$ 115,840.00		Yes
FTS	Ford E450	Enderra	Cutaway	14,500	24	\$ 34,867.00	\$ 80,755.00	\$ 115,622.00	\$ 35,667.00	\$ 77,158.00	\$ 112,825.00		N/A
	Ford E450 7.3L	Arboc Spirit of Freedom	Cutaway	14,500	27	\$ 36,145.00	\$ 128,750.00	\$ 164,895.00	\$ 34,345.00	\$ 118,800.00	\$ 153,145.00		No
ABC Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 49,034.00	\$ 115,954.00	\$ 164,988.00	\$ 49,034.00	\$ 113,954.00	\$ 162,988.00	\$ 169,826.35	Yes
Nations Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 52,119.00	\$ 116,544.00	\$ 168,663.00	\$ 49,034.00	\$ 108,944.00	\$ 157,978.00	\$ 159,646.10	N/A
ABC Bus	Ford F550 7.3L	TT Terra Transit	Cutaway	19,500	28	\$ 49,034.00	\$ 106,484.00	\$ 155,518.00	\$ 49,034.00	\$ 104,484.00	\$ 153,518.00		Yes
Nations Bus	Ford F550 7.3L	TT Terra Transit HD	Cutaway	19,500	28	\$ 52,119.00	\$ 107,074.00	\$ 159,193.00	\$ 49,034.00	\$ 99,474.00	\$ 148,508.00	\$ 208,510.23	N/A
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 78,109.00	\$ 124,400.00	\$ 202,509.00	\$ 78,109.00	\$ 122,400.00	\$ 200,509.00		Yes
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 79,104.00	\$ 122,459.00	\$ 201,563.00	\$ 79,104.00	\$ 114,859.00	\$ 193,963.00		N/A
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	\$ 76,976.00	\$ 126,150.00	\$ 203,126.00	\$ 76,976.00	\$ 125,150.00	\$ 202,126.00		Yes
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	\$ 77,971.00	\$ 144,209.00	\$ 222,180.00	\$ 77,971.00	\$ 116,609.00	\$ 194,400.00	\$ 208,980.00	N/A

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Difference (Cost Avoidance)	State of Georgia Cost 07/01/2023	Morehyde RSX Pricing	Fire Supression Pricing	Rear Door	Roof Hatch	Georgia Total Pricing	Difference between TRIPS & Georgia
FTS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	\$ 410.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (31,112.00)
FTS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	\$ 6,856.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (27,829.00)
FTS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	\$ 6,857.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (26,414.00)
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	\$ 6,600.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (18,903.00)
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	\$ 35,210.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (19,098.00)
FTS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	\$ 1,890.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (1,539.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix ML	5A/1WC- Cutaway	10,050	20	\$ 3,579.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (7,979.00)
FTS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	\$ 560.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (21,804.00)
FTS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	\$ 6,956.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (24,342.00)
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	\$ 6,700.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (18,205.00)
FTS	Ford Transit-350	Enderra	Cutaway	10,360	22	\$ 2,236.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ (3,895.00)
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	\$ 5,452.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 6,126.00
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	\$ 9,337.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 5,701.00
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	\$ 11,750.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 33,912.00
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	\$ 5,152.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 12,122.00
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	\$ 8,633.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 7,848.00
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 7,172.00
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	\$ 8,697.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 3,694.00
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/1WC- Cutaway	11,500	21	\$ 4,001.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (8,408.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	6A/2WC- Cutaway	11,500	21	\$ 4,074.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (6,311.00)
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	\$ 9,205.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 5,184.00
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 8,664.00
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 10,746.00
FTS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	\$ 2,496.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (5,280.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC- Cutaway	12,500	22	\$ 4,052.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (6,422.00)
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 4,952.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ (1,366.00)
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 7,942.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ (2,360.00)
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	\$ 18,268.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ 24,720.00
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 5,252.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 5,085.00
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 9,455.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 1,370.00
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 5,454.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 13.00
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 9,448.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (3,492.00)
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	12A/2WC- Cutaway	14,500	23	\$ 4,470.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (13,036.00)
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC- Cutaway	14,500	23	\$ 4,497.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (12,388.00)

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVMR	Length	Difference (Cost Avoidance)	State of Georgia Cost 07/01/2023	Morehyde RSX Pricing	Fire Suppression Pricing	Rear Door	Roof Hatch	Georgia Total Pricing	Difference between TRIPS & Georgia
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	16A/2WC- Cutaway	14,500	26	\$ 4,541.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (10,625.00)
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	14A/2WC- Cutaway	14,500	26	\$ 4,562.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (10,067.00)
FTS	Ford-E450	Enderra	Cutaway	14,500	24	\$ 2,797.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (13,082.00)
Creative Bus	Ford E450 7.3L	Arboc Spirit of Freedom	Cutaway	14,500	27	\$ 11,750.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 27,238.00
ABC Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 2,000.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (21,520.00)
Nations Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 10,685.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (26,530.00)
ABC Bus	Ford F550 7.3L	TT Terra Transit	Cutaway	19,500	28	\$ 2,000.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (30,990.00)
Nations Bus	Ford F550 7.3L	TT Terra Transit HD	Cutaway	19,500	28	\$ 10,685.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (36,000.00)
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 2,000.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 11,161.00
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 7,600.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 4,615.00
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	\$ 1,000.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 12,778.00
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	\$ 27,780.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 5,052.00

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Status	Comments
FTS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
FTS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	Low price & below Georgia Pricing	
FTS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	Low price & below Georgia Pricing	
FTS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	Below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix ML	5A/1WC- Cutaway	10,050	20	Below Georgia Pricing	
FTS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
FTS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
FTS	Ford Transit-350	Enderra	Cutaway	10,360	22	Below Georgia Pricing	
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	Within competitive range but above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	Low price, but above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	Within competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	Low price, but above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/1WC- Cutaway	11,500	21	low price and below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	5A/2WC- Cutaway	11,500	21	Within competitive range & below Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
FTS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	Within competitive range & below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC- Cutaway	12,500	22	Low price & below Georgia Pricing	
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	Within competitive range & below Georgia Pricing	
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	Low price & below Georgia Pricing	
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	Within competitive range & over Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	12A/2WC- Cutaway	14,500	23	Within competitive range & below Georgia Pricing	
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC- Cutaway	14,500	23	Within competitive range & below Georgia Pricing	

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Status	Comments
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	16A/ZWC- Cutaway	14,500	26	Within competitive range & below Georgia Pricing	
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	14A/ZWC- Cutaway	14,500	26	Within competitive range & below Georgia Pricing	
FTS	Ford E450	Enderra	Cutaway	14,500	24	Within competitive range & below Georgia Pricing	
Creative Bus	Ford E450 7.3L	Arboc Spirit of Freedom	Cutaway	14,500	27	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
ABC Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	Within competitive range & below Georgia Pricing	
Nations Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	28	Below Georgia Pricing	
ABC Bus	Ford F550 7.3L	TT Terra Transit	Cutaway	19,500	28	Within competitive range & below Georgia Pricing	
Nations Bus	Ford F550 7.3L	TT Terra Transit HD	Cutaway	19,500	28	Below Georgia Pricing	
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	Within competitive range but above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	Above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	Within competitive range but above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	Above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system

Mitigating Factors for pricing differences:

Supply & Demand, there is a low supply with a high demand. Supply chain issues (parts & labor) along with inflation. Raw material costs are the leading cause of inflation in automotive industry. Industry wide Chip shortages. Suppliers prepared pricing in September/October 2022 when there was still much uncertainty in the market. We began price negotiations in January 2023 and were able to obtain price decreases across the board. Final pricing was compared against the Independent Cost Estimate in which pricing was brought to current market value. There were still many differences so we requested pricing results from a recently executed contract with the State of Georgie. We found that in many cases, our pricing was lower than their current contract. There were some instances where our pricing was still higher and upon further review, we determined that our pricing was based on our base bus including additional items such as Fire Suppression Sytems, Event Data Recorders and more expansive interlock systems. Based on our analysis, we have determined that given the various factors analyzed, negotiated price is fair and reasonable and we should move forward with contract execution.

Based on the above analysis and statements, pricing has been determined to be fair and reasonable.

DocuSigned by:
Tony Brandin
tbrandin@nationsbus.com

Title: FOOT Public Transportation Office Operations Manager

Date: 7/19/2023 | 08:24 EDT

Determination of Responsibility Form

Procurement Title: Standard Cutaway and Minibus Chassis Type Transit Vehicles

Solicitation No: TRIPS-22-CA-MB-LF-MBA

Vendor: Matthews Bus Alliance

Descriptions of Determination of Responsibility

Per requirement of the Federal Transit Administration (FTA) C 4220.1F, Ch. IV, Paragraph 2.a.(1), Determination of Responsibility for the awarded supplier, the following must be completed prior to the execution of the contract.

Yes	No	N/A	Description of Determination
☒	☐	☐	Supplier has the Staff/Resources for the project team, support staff and backup resources to do the work (attach supporting memorandum, organization charts, etc. if not already included in their submittal) Explanation for selection if documentation is not attached:
☒	☐	☐	Supplier has sufficient financial resources to complete the work (attach Dun & Bradstreet report, financial statements, supporting memorandum, bank references, etc.) Explanation for selection if documentation is not attached:
☒	☐	☐	Supplier has a proven track record of completing work on time and within budget (attach supporting memorandum, references, etc.) Explanation for selection if documentation is not attached:
☐	☐	☒	Supplier can provide the required bonds if applicable to the project (attach supporting memorandum, confirmation of bonding capacity, etc. if not already included in their submittal) Explanation for selection if documentation is not attached:
☒	☐	☐	Supplier is not debarred/suspended at federal or, if available, state level (attach SAM screenshot, supporting memorandum, etc.) Explanation for selection if documentation is not attached:
☒	☐	☐	Cost/Price Analysis has been submitted and verified that pricing is based on fair market value for goods and/or services provided. Explanation for selection if documentation is not attached:

Signature: _____

Vin Robert

Title: Procurement Director, Center for Urban Transportation Research

Date: _____

7/18/2023



Memo

To: File No. TRIPS 22- CA-MB-LF-MBA

From: Tina Roberts

Date: July 18, 2023

Re: Determination of Responsibility Justifications

Staff/Resources – Matthews Bus Alliance will be performing these services in partnership with Coach and Equipment with chassis provided by Ford. We feel based on previous work experience with the State of Florida on the school bus contracts and the merits of the response from Matthews Bus Alliance that they will be able to adequately provide the vehicles as specified.

Financial – Matthews Bus Alliance was founded in 1967 and has an annual revenue of \$32.1M with 141 employees. The company has had contracts with the State of Florida for school buses. We feel based on their time in business and the partnerships they have established with Coach and Equipment with chassis provided by Ford, they have the financial stability to produce and deliver vehicles as specified.

Proven Track Record – Matthews Bus Alliance will be performing these services in partnership with Coach and Equipment with chassis provided by Ford. We feel based on work experience with the State of Florida for school buses and the merits of the response from Matthews Bus Alliance that they will be able to adequately provide the vehicles as specified.



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Search by Entity Name](#) /

Detail by Entity Name

Florida Profit Corporation
MATTHEWS BUS ALLIANCE, INC.

Filing Information

Document Number	P16000094666
FEI/EIN Number	81-4572887
Date Filed	11/29/2016
Effective Date	11/29/2016
State	FL
Status	ACTIVE

Principal Address

4802 WEST COLONIAL DRIVE
ORLANDO, FL 32808

Mailing Address

4802 WEST COLONIAL DRIVE
ORLANDO, FL 32808

Registered Agent Name & Address

MATTHEWS, GLENN J
4802 WEST COLONIAL DRIVE
ORLANDO, FL 32808

Officer/Director Detail

Name & Address

Title P

MATTHEWS, GLENN J
16887 Broadwater Ave.
Winter Garden, FL 34787

Title CFO

O'Gorman, Kevin P.
12403 Rockledge Cir
Boca Raton, FL 33428

Title COO

Lori, Matthews
16887 Broadwater Ave.
Winter Garden, FL 34787

Annual Reports

Report Year	Filed Date
2021	01/22/2021
2022	01/04/2022
2023	01/30/2023

Document Images

01/30/2023 -- ANNUAL REPORT	View image in PDF format
01/04/2022 -- ANNUAL REPORT	View image in PDF format
01/22/2021 -- ANNUAL REPORT	View image in PDF format
03/24/2020 -- ANNUAL REPORT	View image in PDF format
05/21/2019 -- ANNUAL REPORT	View image in PDF format
03/29/2018 -- ANNUAL REPORT	View image in PDF format
04/06/2017 -- Off/Dir Resignation	View image in PDF format
04/06/2017 -- Off/Dir Resignation	View image in PDF format
04/06/2017 -- Off/Dir Resignation	View image in PDF format
01/12/2017 -- ANNUAL REPORT	View image in PDF format
11/29/2016 -- Domestic Profit	View image in PDF format



MATTHEWS BUS ALLIANCE, INC.

Unique Entity ID LZ4UFN9WSJ78	CAGE / NCAGE 7V0C4	Purpose of Registration All Awards
Registration Status Active Registration	Expiration Date Mar 25, 2023	
Physical Address 4802 West Colonial DR Orlando, Florida 32808-7702 United States	Mailing Address 4802 West Colonial DR Orlando, Florida 32808-7702 United States	

Business Information

Doing Business as (blank)	Division Name (blank)	Division Number (blank)
Congressional District Florida 10	State / Country of Incorporation Florida / United States	URL http://www.matthewsbusesflorida.com/

Registration Dates

Activation Date Feb 25, 2022	Submission Date Feb 23, 2022	Initial Registration Date May 1, 2017
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Entity Dates

Entity Start Date Apr 1, 2017	Fiscal Year End Close Date Dec 31
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Immediate Owner

CAGE (blank)	Legal Business Name (blank)
------------------------	---------------------------------------

Highest Level Owner

CAGE (blank)	Legal Business Name (blank)
------------------------	---------------------------------------

Executive Compensation

Registrants in the System for Award Management (SAM) respond to the Executive Compensation questions in accordance with Section 6202 of P.L. 110-252, amending the Federal Funding Accountability and Transparency Act (P.L. 109-282). This information is not displayed in SAM. It is sent to USAspending.gov for display in association with an eligible award. Maintaining an active registration in SAM demonstrates the registrant responded to the questions.

Proceedings Questions

Registrants in the System for Award Management (SAM) respond to proceedings questions in accordance with FAR 52.209-7, FAR 52.209-9, or 2.C.F.R. 200 Appendix XII. Their responses are not displayed in SAM. They are sent to FAPIIS.gov for display as applicable. Maintaining an active registration in SAM demonstrates the registrant responded to the proceedings questions.

Exclusion Summary

Active Exclusions Records?

No

SAM Search Authorization

I authorize my entity's non-sensitive information to be displayed in SAM public search results:

Yes

Entity Types

Business Types

Entity Structure Corporate Entity (Not Tax Exempt)	Entity Type Business or Organization	Organization Factors (blank)
Profit Structure For Profit Organization		

Socio-Economic Types

Check the registrant's Reps & Certs, if present, under FAR 52.212-3 or FAR 52.219-1 to determine if the entity is an SBA-certified HUBZone small business concern. Additional small business information may be found in the SBA's Dynamic Small Business Search if the entity completed the SBA supplemental pages during registration.

Financial Information

Accepts Credit Card Payments Yes	Debt Subject To Offset No
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EFT Indicator 0000	CAGE Code 7V0C4
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Points of Contact**Electronic Business**

🔗 Kevin O'Gorman, CFO	4802 W. Colonial DR Orlando, Florida 32808 United States
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Government Business

🔗 Kevin O'Gorman, CFO	4802 W. Colonial DR Orlando, Florida 32808 United States
--------------------------	--

Service Classifications**NAICS Codes**

Primary	NAICS Codes	NAICS Title
Yes	423110	Automobile And Other Motor Vehicle Merchant Wholesalers
	441228	Motorcycle, Atv, And All Other Motor Vehicle Dealers
	441310	Automotive Parts And Accessories Stores
	532120	Truck, Utility Trailer, And Rv (Recreational Vehicle) Rental And Leasing

Product and Service Codes

PSC	PSC Name
2305	Ground Effect Vehicles
2310	Passenger Motor Vehicles
2510	Vehicular Cab, Body, And Frame Structural Components
2520	Vehicular Power Transmission Components
2530	Vehicular Brake, Steering, Axle, Wheel, And Track Components
2540	Vehicular Furniture And Accessories
2590	Miscellaneous Vehicular Components
2895	Miscellaneous Engines And Components
4910	Motor Vehicle Maintenance And Repair Shop Specialized Equipment
J025	Maintenance, Repair, And Rebuilding Of Equipment- Vehicular Equipment Components
R499	Support- Professional: Other
V002	Transportation/Travel/Relocation- Motor Pool And Packing/Crating: Motor Pool Operations
W023	Lease Or Rental Of Equipment- Ground Effect Vehicles, Motor Vehicles, Trailers, And Cycles

Disaster Response

Yes, this entity appears in the disaster response registry.

Bonding Levels	Dollars
(blank)	(blank)

States
Any

Counties
(blank)

Metropolitan Statistical Areas
(blank)

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVMR	Length	Original Chassis Price	Original Second Stage Price	Original Vehicle Price	Final Chassis Price	Final Second Stage Price	Negotiated Vehicle Price	Competitive Range 7.5%	Pricing within competitive range?
FTS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	\$ 44,966.00	\$ 37,110.00	\$ 82,076.00	\$ 44,966.00	\$ 36,700.00	\$ 81,666.00		Yes
FTS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	\$ 47,058.00	\$ 44,747.00	\$ 91,805.00	\$ 47,058.00	\$ 37,891.00	\$ 84,949.00	\$ 87,790.95	N/A
FTS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	\$ 48,353.00	\$ 44,868.00	\$ 93,221.00	\$ 48,353.00	\$ 38,011.00	\$ 86,364.00		Yes
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	\$ 48,869.00	\$ 51,606.00	\$ 100,475.00	\$ 48,869.00	\$ 45,006.00	\$ 93,875.00	\$ 100,706.00	N/A
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	\$ 59,045.00	\$ 69,845.00	\$ 128,890.00	\$ 55,315.00	\$ 38,365.00	\$ 93,680.00		Yes
FTS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	\$ 49,999.00	\$ 63,130.00	\$ 113,129.00	\$ 49,999.00	\$ 61,240.00	\$ 111,239.00		N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix ML	5A/1WC- Cutaway	10,050	20	\$ 31,866.00	\$ 42,705.00	\$ 108,378.00	\$ 31,866.00	\$ 72,933.00	\$ 104,799.00		N/A
FTS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	\$ 48,829.00	\$ 47,317.00	\$ 91,534.00	\$ 48,829.00	\$ 42,145.00	\$ 90,974.00		Yes
FTS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	\$ 49,317.00	\$ 46,075.00	\$ 95,392.00	\$ 49,317.00	\$ 39,119.00	\$ 88,436.00	\$ 95,068.70	N/A
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	\$ 49,631.00	\$ 51,642.00	\$ 101,273.00	\$ 49,631.00	\$ 44,942.00	\$ 94,573.00		Yes
FTS	Ford Transit-350	Enderra	Cutaway	10,360	22	\$ 36,835.00	\$ 77,379.00	\$ 114,214.00	\$ 36,835.00	\$ 75,083.00	\$ 111,918.00		N/A
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	\$ 36,037.00	\$ 91,354.00	\$ 127,391.00	\$ 36,037.00	\$ 85,902.00	\$ 121,939.00	\$ 120,311.85	Yes
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	\$ 39,847.00	\$ 91,004.00	\$ 130,851.00	\$ 36,710.00	\$ 84,804.00	\$ 121,514.00		Yes
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	\$ 39,500.00	\$ 121,975.00	\$ 161,475.00	\$ 37,700.00	\$ 112,025.00	\$ 149,725.00		No
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	\$ 34,228.00	\$ 98,859.00	\$ 133,087.00	\$ 34,228.00	\$ 93,707.00	\$ 127,935.00	\$ 132,935.58	Yes
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	\$ 35,920.00	\$ 96,374.00	\$ 132,294.00	\$ 33,287.00	\$ 90,374.00	\$ 123,661.00		N/A
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	\$ 34,228.00	\$ 93,914.00	\$ 128,142.00	\$ 34,228.00	\$ 88,962.00	\$ 123,190.00	\$ 128,690.40	Yes
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	\$ 36,980.00	\$ 91,429.00	\$ 128,409.00	\$ 34,283.00	\$ 85,429.00	\$ 119,712.00		N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/1WC- Cutaway	11,500	21	\$ 32,282.00	\$ 79,329.00	\$ 111,611.00	\$ 32,282.00	\$ 75,328.00	\$ 107,610.00		N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	6A/2WC- Cutaway	11,500	21	\$ 32,282.00	\$ 81,499.00	\$ 113,781.00	\$ 32,282.00	\$ 77,425.00	\$ 109,707.00		Yes
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	\$ 37,488.00	\$ 92,919.00	\$ 130,407.00	\$ 34,283.00	\$ 86,919.00	\$ 121,202.00	\$ 115,680.75	No
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	\$ 34,230.00	\$ 95,404.00	\$ 129,634.00	\$ 34,230.00	\$ 90,452.00	\$ 124,682.00		No
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	\$ 34,757.00	\$ 96,959.00	\$ 131,716.00	\$ 34,757.00	\$ 92,007.00	\$ 126,764.00	\$ 117,815.70	No
FTS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	\$ 34,225.00	\$ 79,009.00	\$ 113,234.00	\$ 34,225.00	\$ 76,513.00	\$ 110,738.00		Yes
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC- Cutaway	12,500	22	\$ 32,809.00	\$ 80,839.00	\$ 113,648.00	\$ 32,809.00	\$ 76,787.00	\$ 109,596.00		N/A
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 29,849.00	\$ 95,644.00	\$ 125,493.00	\$ 29,849.00	\$ 90,692.00	\$ 120,541.00		Yes
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 34,310.00	\$ 93,159.00	\$ 127,469.00	\$ 32,368.00	\$ 87,159.00	\$ 119,527.00	\$ 128,491.53	N/A
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	\$ 37,617.00	\$ 127,278.00	\$ 164,895.00	\$ 29,917.00	\$ 116,710.00	\$ 146,627.00		No
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 35,730.00	\$ 100,514.00	\$ 136,244.00	\$ 35,730.00	\$ 95,262.00	\$ 130,992.00		Yes
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 38,703.00	\$ 98,029.00	\$ 136,732.00	\$ 35,256.00	\$ 92,021.00	\$ 127,277.00		Yes
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 35,730.00	\$ 95,644.00	\$ 131,374.00	\$ 35,228.00	\$ 90,693.00	\$ 125,920.00		Yes
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 38,704.00	\$ 93,159.00	\$ 131,863.00	\$ 35,256.00	\$ 87,159.00	\$ 122,415.00	\$ 121,286.88	No
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	12A/2WC- Cutaway	14,500	23	\$ 34,553.00	\$ 82,788.00	\$ 117,341.00	\$ 34,553.00	\$ 78,318.00	\$ 112,871.00		Yes
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC- Cutaway	14,500	23	\$ 34,553.00	\$ 83,463.00	\$ 118,016.00	\$ 34,553.00	\$ 78,966.00	\$ 113,519.00		Yes

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles

Dealer	Chassis Make	Model	Style	GWR	Length	Original Chassis Price	Original Second Stage Price	Original Vehicle Price	Final Chassis Price	Final Second Stage Price	Negotiated Vehicle Price	Competitive Range 7.5%	Pricing within competitive range?
Matthews Bus	Ford F4507 3L	Coach & Equipment Phoenix DRW	16A/2WC-Cutaway	14,500	26	\$ 35,210.00	\$ 84,613.00	\$ 119,823.00	\$ 35,210.00	\$ 80,072.00	\$ 115,282.00		Yes
Matthews Bus	Ford F4507 3L	Coach & Equipment Phoenix DRW	14A/2WC-Cutaway	14,500	24	\$ 35,210.00	\$ 85,192.00	\$ 120,402.00	\$ 35,210.00	\$ 80,630.00	\$ 115,840.00		Yes
FTS	Ford F450	Enderra	Cutaway	14,500	24	\$ 34,867.00	\$ 80,755.00	\$ 115,622.00	\$ 35,667.00	\$ 77,158.00	\$ 112,825.00		N/A
Greative Bus	Ford F4507 3L	Arboc Spirit of Freedom	Cutaway	14,500	27	\$ 36,145.00	\$ 128,750.00	\$ 164,895.00	\$ 34,345.00	\$ 118,800.00	\$ 153,145.00		No
ABC Bus	Ford F5507 3L	TT Odyssey XL	Cutaway	19,500	29	\$ 49,034.00	\$ 115,954.00	\$ 164,988.00	\$ 49,034.00	\$ 113,954.00	\$ 162,988.00	\$ 169,826.35	Yes
Nations Bus	Ford F5507 3L	TT Odyssey XL	Cutaway	19,500	29	\$ 52,119.00	\$ 116,544.00	\$ 168,663.00	\$ 49,034.00	\$ 109,944.00	\$ 157,978.00	N/A	N/A
ABC Bus	Ford F5507 3L	TT Terra Transit	Cutaway	19,500	28	\$ 49,034.00	\$ 106,484.00	\$ 155,518.00	\$ 49,034.00	\$ 104,484.00	\$ 153,518.00	\$ 159,646.10	Yes
Nations Bus	Ford F5507 3L	TT Terra Transit HD	Cutaway	19,500	28	\$ 52,119.00	\$ 107,074.00	\$ 159,193.00	\$ 49,034.00	\$ 99,474.00	\$ 148,508.00		N/A
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 78,109.00	\$ 124,400.00	\$ 202,509.00	\$ 78,109.00	\$ 122,400.00	\$ 200,509.00	\$ 208,510.23	Yes
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 79,104.00	\$ 122,459.00	\$ 201,563.00	\$ 79,104.00	\$ 114,899.00	\$ 193,963.00		N/A
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	\$ 76,976.00	\$ 126,150.00	\$ 203,126.00	\$ 76,976.00	\$ 125,150.00	\$ 202,126.00	\$ 208,980.00	Yes
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	\$ 77,971.00	\$ 144,209.00	\$ 222,180.00	\$ 77,991.00	\$ 116,609.00	\$ 194,400.00		N/A

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Difference (Cost Avoidance)	State of Georgia Cost 07/01/2023	Morehyde RSX Pricing	Fire Supression Pricing	Rear Door	Roof Hatch	Georgia Total Pricing	Difference between TRIPS & Georgia
FTS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	\$ 410.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (31,112.00)
FTS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	\$ 6,856.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (27,829.00)
FTS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	\$ 6,857.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (26,414.00)
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	\$ 6,600.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (18,903.00)
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	\$ 35,210.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (19,098.00)
FTS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	\$ 1,890.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (1,539.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix ML	5A/1WC- Cutaway	10,050	20	\$ 3,579.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (7,979.00)
FTS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	\$ 560.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (21,804.00)
FTS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	\$ 6,956.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (24,342.00)
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	\$ 6,700.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (18,205.00)
FTS	Ford Transit-350	Enderra	Cutaway	10,360	22	\$ 2,236.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ (3,895.00)
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	\$ 5,452.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 6,126.00
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	\$ 9,337.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 5,701.00
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	\$ 11,750.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 33,912.00
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	\$ 5,152.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 12,122.00
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	\$ 8,633.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 7,848.00
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 7,172.00
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	\$ 8,697.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 3,694.00
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/1WC- Cutaway	11,500	21	\$ 4,001.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (8,408.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	6A/2WC- Cutaway	11,500	21	\$ 4,074.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (6,311.00)
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	\$ 9,205.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 5,184.00
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 8,664.00
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 10,746.00
FTS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	\$ 2,496.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (5,280.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC- Cutaway	12,500	22	\$ 4,052.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (6,422.00)
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 4,952.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ (1,366.00)
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 7,942.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ (2,360.00)
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	\$ 18,268.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ 24,720.00
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 5,252.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 5,085.00
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 9,455.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 1,370.00
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 5,454.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 13.00
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 9,448.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (3,492.00)
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	12A/2WC- Cutaway	14,500	23	\$ 4,470.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (13,036.00)
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC- Cutaway	14,500	23	\$ 4,497.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (12,388.00)

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVMR	Length	Difference (Cost Avoidance)	State of Georgia Cost 07/01/2023	Morehyde RSX Pricing	Fire Suppression Pricing	Rear Door	Roof Hatch	Georgia Total Pricing	Difference between TRIPS & Georgia
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	16A/2WC- Cutaway	14,500	26	\$ 4,541.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (10,625.00)
	Ford E450 7.3L	Coach & Equipment Phoenix DRW	14A/2WC- Cutaway	14,500	26	\$ 4,562.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (10,067.00)
FTS	Ford-E450	Enderra	Cutaway	14,500	24	\$ 2,797.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (13,082.00)
Creative Bus	Ford E450 7.3L	Arboc Spirit of Freedom	Cutaway	14,500	27	\$ 11,750.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 27,238.00
ABC Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 2,000.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (21,520.00)
Nations Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 10,685.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (26,530.00)
ABC Bus	Ford F550 7.3L	TT Terra Transit	Cutaway	19,500	28	\$ 2,000.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (30,990.00)
Nations Bus	Ford F550 7.3L	TT Terra Transit HD	Cutaway	19,500	28	\$ 10,685.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (36,000.00)
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 2,000.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 11,161.00
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 7,600.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 4,615.00
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	\$ 1,000.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 12,778.00
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	\$ 27,780.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 5,052.00

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Status	Comments
FTS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
FTS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	Low price & below Georgia Pricing	
FTS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	Low price & below Georgia Pricing	
FTS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	Below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix ML	5A/1WC- Cutaway	10,050	20	Below Georgia Pricing	
FTS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
FTS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
FTS	Ford Transit-350	Enderra	Cutaway	10,360	22	Below Georgia Pricing	
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	Within competitive range but above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	Low price, but above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	Within competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	Low price, but above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/1WC- Cutaway	11,500	21	low price and below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	5A/2WC- Cutaway	11,500	21	Within competitive range & below Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
FTS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	Within competitive range & below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC- Cutaway	12,500	22	Low price & below Georgia Pricing	
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	Within competitive range & below Georgia Pricing	
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	Low price & below Georgia Pricing	
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	Within competitive range & over Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	12A/2WC- Cutaway	14,500	23	Within competitive range & below Georgia Pricing	
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC- Cutaway	14,500	23	Within competitive range & below Georgia Pricing	

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Status	Comments
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	16A/ZWC- Cutaway	14,500	26	Within competitive range & below Georgia Pricing	
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	14A/ZWC- Cutaway	14,500	26	Within competitive range & below Georgia Pricing	
FTS	Ford E450	Enderra	Cutaway	14,500	24	Within competitive range & below Georgia Pricing	
Creative Bus	Ford E450 7.3L	Arboc Spirit of Freedom	Cutaway	14,500	27	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
ABC Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	Within competitive range & below Georgia Pricing	
Nations Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	28	Below Georgia Pricing	
ABC Bus	Ford F550 7.3L	TT Terra Transit	Cutaway	19,500	28	Within competitive range & below Georgia Pricing	
Nations Bus	Ford F550 7.3L	TT Terra Transit HD	Cutaway	19,500	28	Below Georgia Pricing	
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	Within competitive range but above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	Above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	Within competitive range but above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	Above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system

Mitigating Factors for pricing differences:

Supply & Demand, there is a low supply with a high demand. Supply chain issues (parts & labor) along with inflation. Raw material costs are the leading cause of inflation in automotive industry. Industry wide Chip shortages. Suppliers prepared pricing in September/October 2022 when there was still much uncertainty in the market. We began price negotiations in January 2023 and were able to obtain price decreases across the board. Final pricing was compared against the Independent Cost Estimate in which pricing was brought to current market value. There were still many differences so we requested pricing results from a recently executed contract with the State of Georgie. We found that in many cases, our pricing was lower than their current contract. There were some instances where our pricing was still higher and upon further review, we determined that our pricing was based on our base bus including additional items such as Fire Suppression Sytems, Event Data Recorders and more expansive interlock systems. Based on our analysis, we have determined that given the various factors analyzed, negotiated price is fair and reasonable and we should move forward with contract execution.

Based on the above analysis and statements, pricing has been determined to be fair and reasonable.

DocuSigned by:
Tony Brandin
tbrandin@nationsbus.com

Title: FOOT Public Transportation Office Operations Manager

Date: 7/19/2023 | 08:24 EDT

Determination of Responsibility Form

Procurement Title: Standard Cutaway and Minibus Chassis Type Transit Vehicles

Solicitation No: TRIPS-22-CA-MB-LF-Model1

Vendor: Model 1, Inc. (formerly Creative Bus Sales)

Descriptions of Determination of Responsibility

Per requirement of the Federal Transit Administration (FTA) C 4220.1F, Ch. IV, Paragraph 2.a.(1), Determination of Responsibility for the awarded supplier, the following must be completed prior to the execution of the contract.

Yes	No	N/A	Description of Determination
☒	☐	☐	Supplier has the Staff/Resources for the project team, support staff and backup resources to do the work (attach supporting memorandum, organization charts, etc. if not already included in their submittal) Explanation for selection if documentation is not attached:
☒	☐	☐	Supplier has sufficient financial resources to complete the work (attach Dun & Bradstreet report, financial statements, supporting memorandum, bank references, etc.) Explanation for selection if documentation is not attached:
☒	☐	☐	Supplier has a proven track record of completing work on time and within budget (attach supporting memorandum, references, etc.) Explanation for selection if documentation is not attached:
☐	☐	☒	Supplier can provide the required bonds if applicable to the project (attach supporting memorandum, confirmation of bonding capacity, etc. if not already included in their submittal) Explanation for selection if documentation is not attached:
☒	☐	☐	Supplier is not debarred/suspended at federal or, if available, state level (attach SAM screenshot, supporting memorandum, etc.) Explanation for selection if documentation is not attached:
☒	☐	☐	Cost/Price Analysis has been submitted and verified that pricing is based on fair market value for goods and/or services provided. Explanation for selection if documentation is not attached:

Signature: _____

Jim But

Title: Procurement Director, Center for Urban Transportation Research

Date: _____

7/18/2023



Memo

To: File No. TRIPS 22- CA-MB-LF-Model 1 (formerly Creative Bus Sales)

From: Tina Roberts

Date: July 18, 2023

Re: Determination of Responsibility Justifications

Staff/Resources – Model 1 (formerly Creative Bus Sales) will be performing these services in partnership with Forest River and ARBOC with chassis provided by Ford and Chevrolet. We feel based on previous work experience with FDOT/TRIPS and the merits of the response from Model 1 that they will be able to adequately provide the vehicles as specified.

Financial – Model 1 (formerly Creative Bus Sales) was founded in 1980 and has annual revenue of \$67.9M with 339 employees. We feel based on their time in business and the partnerships they have established with Forest River, ARBOC and chassis provided by Ford, and Chevrolet, they have the financial stability to produce and deliver vehicles as specified.

Proven Track Record – Model 1 will be performing these services in partnership with Forest River and ARBOC with chassis provided by Ford, and Chevrolet. Previously these manufacturers have provided these types of vehicles through a different dealership. We feel based on previous work experience with FDOT and the merits of the response from Model 1 that they will be able to adequately provide the vehicles as specified.



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Detail by Entity Name

Foreign Profit Corporation

MODEL 1 COMMERCIAL VEHICLES, INC.

Filing Information

Document Number	F22000007489
FEI/EIN Number	33-0388707
Date Filed	12/08/2022
State	IN
Status	ACTIVE
Last Event	NAME CHANGE AMENDMENT
Event Date Filed	06/12/2023
Event Effective Date	NONE

Principal Address

9365 COUNSELORS ROW, STE. 112
INDIANAPOLIS, IN 46240

Mailing Address

9365 COUNSELORS ROW, STE. 112
INDIANAPOLIS, IN 46240

Registered Agent Name & Address

CORPORATION SERVICE COMPANY
1201 HAYS STREET
TALLAHASSEE, FL 32301-2525

Officer/Director Detail

Name & Address

Title PCEO

MATJEVICH, ANTHONY, JR.
4310 RIVER GARDEN TRAIL
AUSTIN, TX 78746

Title SHRD

MATJEVICH, VICTORIA E
4310 RIVER GARDEN TRAIL
AUSTIN, TX 78746

Title VPGM

MATIJEVICH, ANTHONY, III
3104 BRIGHTWOOD DR.
AUSTIN, TX 78746

Annual Reports

Report Year	Filed Date
2023	04/25/2023

Document Images

06/12/2023 -- Name Change	View image in PDF format
04/25/2023 -- ANNUAL REPORT	View image in PDF format
12/08/2022 -- Foreign Profit	View image in PDF format



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Detail by Entity Name

Foreign Profit Corporation

CREATIVE BUS SALES, INC.

Filing Information

Document Number F22000007489

FEI/EIN Number 33-0388707

Date Filed 12/08/2022

State IN

Status ACTIVE

Principal Address

9365 COUNSELORS ROW, STE. 112
INDIANAPOLIS, IN 46240

Mailing Address

9365 COUNSELORS ROW, STE. 112
INDIANAPOLIS, IN 46240

Registered Agent Name & Address

CORPORATION SERVICE COMPANY
1201 HAYS STREET
TALLAHASSEE, FL 32301-2525

Officer/Director Detail

Name & Address

Title PCEO

MATJEVICH, ANTHONY, JR.
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AUSTIN, TX 78746

Title SHRD

MATJEVICH, VICTORIA E
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Title VPGM

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Annual Reports

Report Year	Filed Date
2023	04/25/2023

Document Images

04/25/2023 -- ANNUAL REPORT	View image in PDF format
12/08/2022 -- Foreign Profit	View image in PDF format

19. DEBARRED BIDDERS / INTEGRITY CERTIFICATION

Certification Regarding Debarment, Suspension, Ineligibility, and Voluntary Exclusion

1. Lower tier participant certifies, by submission of this bid proposal, that neither it nor its "principals" (as defined at 49 CFR Part 29) is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participating in this transaction by any Federal department or agency.
2. When the prospective lower tier participant is unable to certify to the statements in this certification, such prospective participant shall attach an explanation to this proposal.

DEALER

Date 7/5/23

Signature Nick Corley

Company Name Model 1 Commercial Vehicles, Inc.
dba Creative Bus Sales, Inc.

Title Transit Bid Manager

MANUFACTURER

Date _____

Signature _____

Company Name _____

Title _____



CREATIVE BUS SALES, INC.

Unique Entity ID GFE1VN1UH2W4	CAGE / NCAGE 3BKE3	Purpose of Registration All Awards
Registration Status Active Registration	Expiration Date Feb 19, 2023	
Physical Address 14740 Ramona AVE Chino, California 91710-5747 United States	Mailing Address 14740 Ramona Avenue Chino, California 91710-5747 United States	

Business Information

Doing Business as GETAWAY BUS	Division Name Creative Bus Sales, Inc.	Division Number (blank)
Congressional District California 35	State / Country of Incorporation California / United States	URL www.creativebussales.com

Registration Dates

Activation Date Jan 24, 2022	Submission Date Jan 20, 2022	Initial Registration Date Sep 16, 2002
--	--	--

Entity Dates

Entity Start Date Jan 1, 1990	Fiscal Year End Close Date Dec 31
---	---

Immediate Owner

CAGE (blank)	Legal Business Name (blank)
------------------------	---------------------------------------

Highest Level Owner

CAGE (blank)	Legal Business Name (blank)
------------------------	---------------------------------------

Executive Compensation

Registrants in the System for Award Management (SAM) respond to the Executive Compensation questions in accordance with Section 6202 of P.L. 110-252, amending the Federal Funding Accountability and Transparency Act (P.L. 109-282). This information is not displayed in SAM. It is sent to USAspending.gov for display in association with an eligible award. Maintaining an active registration in SAM demonstrates the registrant responded to the questions.

Proceedings Questions

Registrants in the System for Award Management (SAM) respond to proceedings questions in accordance with FAR 52.209-7, FAR 52.209-9, or 2.C.F.R. 200 Appendix XII. Their responses are not displayed in SAM. They are sent to FAPIIS.gov for display as applicable. Maintaining an active registration in SAM demonstrates the registrant responded to the proceedings questions.

Exclusion Summary

Active Exclusions Records?

No

SAM Search Authorization

I authorize my entity's non-sensitive information to be displayed in SAM public search results:

Yes

Entity Types

Business Types

Entity Structure Corporate Entity (Not Tax Exempt)	Entity Type Business or Organization	Organization Factors Subchapter S Corporation
Profit Structure For Profit Organization		

Socio-Economic Types

Check the registrant's Reps & Certs, if present, under FAR 52.212-3 or FAR 52.219-1 to determine if the entity is an SBA-certified HUBZone small business concern. Additional small business information may be found in the SBA's Dynamic Small Business Search if the entity completed the SBA supplemental pages during registration.

Financial Information

Accepts Credit Card Payments
No

Debt Subject To Offset
No

EFT Indicator
0000

CAGE Code
3BKE3

Points of Contact**Electronic Business**


LEANN BANWART, Ms.

**14740 Ramona Avenue
Chino, California 91710
United States**

MAURICIO PALACIOS, MR.

14740 Ramona AVE.
Chino, California 91710
United States

Government Business


STEWART PICKETT, MR.

**14740 Ramona Avenue
Chino, California 91710
United States**

Nick Corley, MR.

14740 Ramona AVE.
Chino, California 91710
United States

Past Performance


STEWART PICKETT, MR.

**14740 Ramona AVE
Chino, California 91710
United States**

STEWART PICKETT, MR.

14740 Ramona AVE.
Chino, California 91710
United States

Service Classifications**NAICS Codes**

Primary
Yes

NAICS Codes
441110
485113
811111
811198

NAICS Title
New Car Dealers
Bus And Other Motor Vehicle Transit Systems
General Automotive Repair
All Other Automotive Repair And Maintenance

Disaster Response

Yes, this entity appears in the disaster response registry.

Bonding Levels	Dollars
(blank)	(blank)

States
Any

Counties
(blank)

Metropolitan Statistical Areas
(blank)

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVMR	Length	Original Chassis Price	Original Second Stage Price	Original Vehicle Price	Final Chassis Price	Final Second Stage Price	Negotiated Vehicle Price	Competitive Range 7.5%	Pricing within competitive range?
FTS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	\$ 44,966.00	\$ 37,110.00	\$ 82,076.00	\$ 44,966.00	\$ 36,700.00	\$ 81,666.00		Yes
FTS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	\$ 47,058.00	\$ 44,747.00	\$ 91,805.00	\$ 47,058.00	\$ 37,891.00	\$ 84,949.00	\$ 87,790.95	N/A
FTS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	\$ 48,353.00	\$ 44,868.00	\$ 93,221.00	\$ 48,353.00	\$ 38,011.00	\$ 86,364.00		Yes
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	\$ 48,869.00	\$ 51,606.00	\$ 100,475.00	\$ 48,869.00	\$ 45,006.00	\$ 93,875.00	\$ 100,706.00	N/A
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	\$ 59,045.00	\$ 69,845.00	\$ 128,890.00	\$ 55,315.00	\$ 38,365.00	\$ 93,680.00		N/A
FTS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	\$ 49,999.00	\$ 63,130.00	\$ 113,129.00	\$ 49,999.00	\$ 61,240.00	\$ 111,239.00		N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix ML	5A/1WC- Cutaway	10,050	20	\$ 31,866.00	\$ 42,705.00	\$ 108,378.00	\$ 31,866.00	\$ 72,933.00	\$ 104,799.00		N/A
FTS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	\$ 48,829.00	\$ 47,317.00	\$ 91,534.00	\$ 48,829.00	\$ 42,145.00	\$ 90,974.00		Yes
FTS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	\$ 49,317.00	\$ 46,075.00	\$ 95,392.00	\$ 49,317.00	\$ 39,119.00	\$ 88,436.00	\$ 95,068.70	N/A
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	\$ 49,631.00	\$ 51,642.00	\$ 101,273.00	\$ 49,631.00	\$ 44,942.00	\$ 94,573.00		Yes
FTS	Ford Transit-350	Enderra	Cutaway	10,360	22	\$ 36,835.00	\$ 77,379.00	\$ 114,214.00	\$ 36,835.00	\$ 75,083.00	\$ 111,918.00		N/A
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	\$ 36,037.00	\$ 91,354.00	\$ 127,391.00	\$ 36,037.00	\$ 85,902.00	\$ 121,939.00	\$ 120,311.85	Yes
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	\$ 39,847.00	\$ 91,004.00	\$ 130,851.00	\$ 36,710.00	\$ 84,804.00	\$ 121,514.00		Yes
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	\$ 39,500.00	\$ 121,975.00	\$ 161,475.00	\$ 37,700.00	\$ 112,025.00	\$ 149,725.00		No
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	\$ 34,228.00	\$ 98,859.00	\$ 133,087.00	\$ 34,228.00	\$ 93,707.00	\$ 127,935.00	\$ 132,935.58	Yes
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	\$ 35,920.00	\$ 96,374.00	\$ 132,294.00	\$ 33,287.00	\$ 90,374.00	\$ 123,661.00		N/A
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	\$ 34,228.00	\$ 93,914.00	\$ 128,142.00	\$ 34,228.00	\$ 88,962.00	\$ 123,190.00	\$ 128,690.40	Yes
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	\$ 36,980.00	\$ 91,429.00	\$ 128,409.00	\$ 34,283.00	\$ 85,429.00	\$ 119,712.00		N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/1WC- Cutaway	11,500	21	\$ 32,282.00	\$ 79,329.00	\$ 111,611.00	\$ 32,282.00	\$ 75,328.00	\$ 107,610.00		N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/2WC- Cutaway	11,500	21	\$ 32,282.00	\$ 81,499.00	\$ 113,781.00	\$ 32,282.00	\$ 77,425.00	\$ 109,707.00		Yes
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	\$ 37,488.00	\$ 92,919.00	\$ 130,407.00	\$ 34,283.00	\$ 86,919.00	\$ 121,202.00	\$ 115,680.75	No
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	\$ 34,230.00	\$ 95,404.00	\$ 129,634.00	\$ 34,230.00	\$ 90,452.00	\$ 124,682.00		No
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	\$ 34,757.00	\$ 96,959.00	\$ 131,716.00	\$ 34,757.00	\$ 92,007.00	\$ 126,764.00	\$ 117,815.70	No
FTS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	\$ 34,225.00	\$ 79,009.00	\$ 113,234.00	\$ 34,225.00	\$ 76,513.00	\$ 110,738.00		Yes
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC- Cutaway	12,500	22	\$ 32,809.00	\$ 80,839.00	\$ 113,648.00	\$ 32,809.00	\$ 76,787.00	\$ 109,596.00		N/A
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 29,849.00	\$ 95,644.00	\$ 125,493.00	\$ 29,849.00	\$ 90,692.00	\$ 120,541.00		Yes
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 34,310.00	\$ 93,159.00	\$ 127,469.00	\$ 32,368.00	\$ 87,159.00	\$ 119,527.00	\$ 128,491.53	N/A
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	\$ 37,617.00	\$ 127,278.00	\$ 164,895.00	\$ 29,917.00	\$ 116,710.00	\$ 146,627.00		No
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 35,730.00	\$ 100,514.00	\$ 136,244.00	\$ 35,730.00	\$ 95,262.00	\$ 130,992.00		Yes
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 38,703.00	\$ 98,029.00	\$ 136,732.00	\$ 35,256.00	\$ 92,021.00	\$ 127,277.00		Yes
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 35,730.00	\$ 95,644.00	\$ 131,374.00	\$ 35,228.00	\$ 90,693.00	\$ 125,920.00		Yes
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 38,704.00	\$ 93,159.00	\$ 131,863.00	\$ 35,256.00	\$ 87,159.00	\$ 122,415.00	\$ 121,286.88	No
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	12A/2WC- Cutaway	14,500	23	\$ 34,553.00	\$ 82,788.00	\$ 117,341.00	\$ 34,553.00	\$ 78,318.00	\$ 112,871.00		Yes
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC- Cutaway	14,500	23	\$ 34,553.00	\$ 83,463.00	\$ 118,016.00	\$ 34,553.00	\$ 78,966.00	\$ 113,519.00		Yes

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Original Chassis Price	Original Second Stage Price	Original Vehicle Price	Final Chassis Price	Final Second Stage Price	Negotiated Vehicle Price	Competitive Range 7.5%	Pricing within competitive range?
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	16A/2WC- Cutaway	14,500	26	\$ 35,210.00	\$ 84,613.00	\$ 119,823.00	\$ 35,210.00	\$ 80,072.00	\$ 115,882.00		Yes
	Ford E450 7.3L	Coach & Equipment Phoenix DRW	14A/2WC- Cutaway	14,500	26	\$ 35,210.00	\$ 85,192.00	\$ 120,402.00	\$ 35,210.00	\$ 80,630.00	\$ 115,840.00		Yes
FTS	Ford-E450	Enderra	Cutaway	14,500	24	\$ 34,867.00	\$ 80,755.00	\$ 115,622.00	\$ 35,667.00	\$ 77,158.00	\$ 112,825.00		N/A
Creative Bus	Ford E450 7.3L	Arboc Spirit of Freedom	Cutaway	14,500	27	\$ 36,145.00	\$ 128,750.00	\$ 164,895.00	\$ 34,345.00	\$ 118,800.00	\$ 153,145.00		No
ABC Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 49,034.00	\$ 115,954.00	\$ 164,988.00	\$ 49,034.00	\$ 113,954.00	\$ 162,988.00	\$ 169,826.35	Yes
Nations Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 52,119.00	\$ 116,544.00	\$ 168,663.00	\$ 49,034.00	\$ 108,944.00	\$ 157,978.00		N/A
ABC Bus	Ford F550 7.3L	TT Terra Transit	Cutaway	19,500	28	\$ 49,034.00	\$ 106,484.00	\$ 155,518.00	\$ 49,034.00	\$ 104,484.00	\$ 153,518.00	\$ 159,646.10	Yes
Nations Bus	Ford F550 7.3L	TT Terra Transit HD	Cutaway	19,500	28	\$ 52,119.00	\$ 107,074.00	\$ 159,193.00	\$ 49,034.00	\$ 99,474.00	\$ 148,508.00		N/A
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 78,109.00	\$ 124,400.00	\$ 202,509.00	\$ 78,109.00	\$ 122,400.00	\$ 200,509.00	\$ 208,510.23	Yes
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 79,104.00	\$ 122,459.00	\$ 201,563.00	\$ 79,104.00	\$ 114,859.00	\$ 193,963.00		N/A
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	\$ 76,976.00	\$ 126,150.00	\$ 203,126.00	\$ 76,976.00	\$ 125,150.00	\$ 202,126.00	\$ 208,980.00	Yes
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	\$ 77,971.00	\$ 144,209.00	\$ 222,180.00	\$ 77,971.00	\$ 116,609.00	\$ 194,400.00		N/A

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVMR	Length	Difference (Cost Avoidance)	State of Georgia Cost 07/01/2023	Morehyde RSX Pricing	Fire Suppression Pricing	Rear Door	Roof Hatch	Georgia Total Pricing	Difference between TRIPS & Georgia
FTS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	\$ 410.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (31,112.00)
FTS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	\$ 6,856.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (27,829.00)
FTS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	\$ 6,857.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (26,414.00)
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	\$ 6,600.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (18,903.00)
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	\$ 35,210.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (19,098.00)
FTS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	\$ 1,890.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (1,539.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix ML	5A/1WC- Cutaway	10,050	20	\$ 3,579.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (7,979.00)
FTS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	\$ 560.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (21,804.00)
FTS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	\$ 6,956.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (24,342.00)
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	\$ 6,700.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (18,205.00)
FTS	Ford Transit-350	Enderra	Cutaway	10,360	22	\$ 2,236.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ (3,895.00)
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	\$ 5,452.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 6,126.00
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	\$ 9,337.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 5,701.00
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	\$ 11,750.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 33,912.00
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	\$ 5,152.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 12,122.00
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	\$ 8,633.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 7,848.00
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 7,172.00
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	\$ 8,697.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 3,694.00
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/1WC- Cutaway	11,500	21	\$ 4,001.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (8,408.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	6A/2WC- Cutaway	11,500	21	\$ 4,074.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (6,311.00)
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	\$ 9,205.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 5,184.00
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 8,664.00
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 10,746.00
FTS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	\$ 2,496.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (5,280.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC- Cutaway	12,500	22	\$ 4,052.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (6,422.00)
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 4,952.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ (1,366.00)
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 7,942.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ (2,380.00)
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	\$ 18,268.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ 24,720.00
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 5,252.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 5,085.00
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 9,455.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 1,370.00
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 5,454.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 13.00
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 9,448.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (3,492.00)
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	12A/2WC- Cutaway	14,500	23	\$ 4,470.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (13,036.00)
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC- Cutaway	14,500	23	\$ 4,497.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (12,388.00)

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVMR	Length	Difference (Cost Avoidance)	State of Georgia Cost 07/01/2023	Morehyde RSX Pricing	Fire Suppression Pricing	Rear Door	Roof Hatch	Georgia Total Pricing	Difference between TRIPS & Georgia
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	16A/2WC- Cutaway	14,500	26	\$ 4,541.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (10,625.00)
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	14A/2WC- Cutaway	14,500	26	\$ 4,562.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (10,067.00)
FTS	Ford-E450	Enderra	Cutaway	14,500	24	\$ 2,797.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (13,082.00)
Creative Bus	Ford E450 7.3L	Arboc Spirit of Freedom	Cutaway	14,500	27	\$ 11,750.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 27,238.00
ABC Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 2,000.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (21,520.00)
Nations Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 10,685.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (26,530.00)
ABC Bus	Ford F550 7.3L	TT Terra Transit	Cutaway	19,500	28	\$ 2,000.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (30,990.00)
Nations Bus	Ford F550 7.3L	TT Terra Transit HD	Cutaway	19,500	28	\$ 10,685.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (36,000.00)
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 2,000.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 11,161.00
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 7,600.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 4,615.00
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	\$ 1,000.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 12,778.00
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	\$ 27,780.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 5,052.00

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Status	Comments
FTS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
FTS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	Low price & below Georgia Pricing	
FTS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	Low price & below Georgia Pricing	
FTS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	Below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix ML	5A/1WC- Cutaway	10,050	20	Below Georgia Pricing	
FTS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
FTS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
FTS	Ford Transit-350	Enderra	Cutaway	10,360	22	Below Georgia Pricing	
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	Within competitive range but above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	Low price, but above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	Within competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	Low price, but above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/1WC- Cutaway	11,500	21	low price and below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	6A/2WC- Cutaway	11,500	21	Within competitive range & below Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
FTS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	Within competitive range & below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC- Cutaway	12,500	22	Low price & below Georgia Pricing	
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	Within competitive range & below Georgia Pricing	
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	Low price & below Georgia Pricing	
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	Within competitive range & over Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	12A/2WC- Cutaway	14,500	23	Within competitive range & below Georgia Pricing	
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC- Cutaway	14,500	23	Within competitive range & below Georgia Pricing	

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Status	Comments
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	16A/2WC- Cutaway	14,500	26	Within competitive range & below Georgia Pricing	
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	14A/2WC- Cutaway	14,500	26	Within competitive range & below Georgia Pricing	
FTS	Ford E450	Enderra	Cutaway	14,500	24	Within competitive range & below Georgia Pricing	
Creative Bus	Ford E450 7.3L	Arboc Spirit of Freedom	Cutaway	14,500	27	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
ABC Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	Within competitive range & below Georgia Pricing	
Nations Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	28	Below Georgia Pricing	
ABC Bus	Ford F550 7.3L	TT Terra Transit	Cutaway	19,500	28	Within competitive range & below Georgia Pricing	
Nations Bus	Ford F550 7.3L	TT Terra Transit HD	Cutaway	19,500	28	Below Georgia Pricing	
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	Within competitive range but above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	Above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	Within competitive range but above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	Above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system

Mitigating Factors for pricing differences:

Supply & Demand, there is a low supply with a high demand. Supply chain issues (parts & labor) along with inflation. Raw material costs are the leading cause of inflation in automotive industry. Industry wide Chip shortages. Suppliers prepared pricing in September/October 2022 when there was still much uncertainty in the market. We began price negotiations in January 2023 and were able to obtain price decreases across the board. Final pricing was compared against the Independent Cost Estimate in which pricing was brought to current market value. There were still many differences so we requested pricing results from a recently executed contract with the State of Georgie. We found that in many cases, our pricing was lower than their current contract. There were some instances where our pricing was still higher and upon further review, we determined that our pricing was based on our base bus including additional items such as Fire Suppression Sytems, Event Data Recorders and more expansive interlock systems. Based on our analysis, we have determined that given the various factors analyzed, negotiated price is fair and reasonable and we should move forward with contract execution.

Based on the above analysis and statements, pricing has been determined to be fair and reasonable.

DocuSigned by:
Tony Brandin
tbrandin@nationsbus.com

Title: FOOT Public Transportation Office Operations Manager

Date: 7/19/2023 | 08:24 EDT

Determination of Responsibility Form

Procurement Title: Standard Cutaway and Minibus Chassis Type Transit Vehicles

Solicitation No: TRIPS-22-CA-MB-LF-NBC

Vendor: Nations Bus Corp

Descriptions of Determination of Responsibility

Per requirement of the Federal Transit Administration (FTA) C 4220.1F, Ch. IV, Paragraph 2.a.(1), Determination of Responsibility for the awarded supplier, the following must be completed prior to the execution of the contract.

Yes No N/A Description of Determination

☒ ☐ ☐ Supplier has the Staff/Resources for the project team, support staff and backup resources to do the work (attach supporting memorandum, organization charts, etc. if not already included in their submittal)

Explanation for selection if documentation is not attached:

☒ ☐ ☐ Supplier has sufficient financial resources to complete the work (attach Dun & Bradstreet report, financial statements, supporting memorandum, bank references, etc.)

Explanation for selection if documentation is not attached:

☒ ☐ ☐ Supplier has a proven track record of completing work on time and within budget (attach supporting memorandum, references, etc.)

Explanation for selection if documentation is not attached:

☐ ☐ ☒ Supplier can provide the required bonds if applicable to the project (attach supporting memorandum, confirmation of bonding capacity, etc. if not already included in their submittal)

Explanation for selection if documentation is not attached:

☒ ☐ ☐ Supplier is not debarred/suspended at federal or, if available, state level (attach SAM screenshot, supporting memorandum, etc.)

Explanation for selection if documentation is not attached:

☒ ☐ ☐ Cost/Price Analysis has been submitted and verified that pricing is based on fair market value for goods and/or services provided.

Explanation for selection if documentation is not attached:

Signature



Title: Procurement Director, Center for Urban Transportation Research

Date:

7/18/2023

Memo



To: File No. TRIPS 22- CA-MB-LF-NBC

From: Tina Roberts

Date: July 18, 2023

Re: Determination of Responsibility Justifications

Staff/Resources – Nations Bus Corp will be performing these services in partnership with Turtle Top with Chassis provided by Ford, Chevrolet and Freightliner. We feel based on previous work experience and the merits of the response from Nations Bus Corp that they will be able to adequately provide the vehicles as specified.

Financial – Nations Bus Corp was started in 1999 by Chip Osborne and David Meck. They are a Florida based company that has done business with the Florida Department of Transportation under the TRIPS program for many years. They have an annual revenue of \$5.8M and 21 employees. We feel based on their time in business and the partnerships they have established with Turtle Top and chassis provided by Ford, Chevrolet and Freightliner they have the financial stability to produce and deliver vehicles as specified.

Proven Track Record – Nations Bus Corp will be performing these services in partnership with Turtle Top and chassis provided by Ford, Chevrolet and Freightliner. Previously these manufacturers have provided these types of vehicles through Nations Bus Corp and we feel based on previous work experience with FDOT and the merits of the response from Nations Bus Corp that they will be able to adequately provide the vehicles as specified.



[Department of State](#) / [Division of Corporations](#) / [Search Records](#) / [Search by Entity Name](#) /

Detail by Entity Name

Foreign Profit Corporation
NATIONS BUS CORP.

Filing Information

Document Number F10000001722
FEI/EIN Number 52-2238173
Date Filed 04/09/2010
State CA
Status ACTIVE

Principal Address

555 Outlet Mall Blvd
St. Augustine, FL 32084

Changed: 01/10/2015

Mailing Address

555 Outlet Mall Blvd
St. Augustine, FL 32084

Changed: 01/14/2021

Registered Agent Name & Address

MECK, DAVID
555 Outlet Mall Blvd
St. Augustine, FL 32084

Name Changed: 04/07/2011

Address Changed: 01/10/2015

Officer/Director Detail

Name & Address

Title PTD

MECK, DAVID
555 Outlet Mall Blvd
St. Augustine, FL 32084

Title VP

MECK, DAVID
113 Gaillardia Loop
St. Augustine, FL 32080

Title PD

OSBORNE, CHARLES, Jr.
465 Ocean Grove Cir
Saint Augustine, FL 32080

Annual Reports

Report Year	Filed Date
2021	01/14/2021
2022	01/21/2022
2023	01/23/2023

Document Images

01/23/2023 -- ANNUAL REPORT	View image in PDF format
01/21/2022 -- ANNUAL REPORT	View image in PDF format
01/14/2021 -- ANNUAL REPORT	View image in PDF format
01/13/2020 -- ANNUAL REPORT	View image in PDF format
02/09/2019 -- ANNUAL REPORT	View image in PDF format
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01/10/2017 -- ANNUAL REPORT	View image in PDF format
01/22/2016 -- ANNUAL REPORT	View image in PDF format
01/10/2015 -- ANNUAL REPORT	View image in PDF format
01/11/2014 -- ANNUAL REPORT	View image in PDF format
04/02/2013 -- ANNUAL REPORT	View image in PDF format
01/18/2012 -- ANNUAL REPORT	View image in PDF format
04/07/2011 -- ANNUAL REPORT	View image in PDF format
04/09/2010 -- Foreign Profit	View image in PDF format



NATIONS BUS CORP.

Unique Entity ID TYDMWJ3UJ6B9	CAGE / NCAGE 4DG08	Purpose of Registration All Awards
Registration Status Active Registration	Expiration Date Apr 14, 2023	
Physical Address 10219 Hawthorne BLVD Inglewood, California 90304-1511 United States	Mailing Address 555 Outlet Mall BLVD St Augustine, Florida 32084-1511 United States	

Business Information

Doing Business as NATIONS BUS SALES	Division Name Nations Bus Corp	Division Number Nations Bu
Congressional District California 43	State / Country of Incorporation Florida / United States	URL http://nationsbus.com

Registration Dates

Activation Date Mar 17, 2022	Submission Date Mar 15, 2022	Initial Registration Date Apr 18, 2006
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Entity Dates

Entity Start Date Apr 24, 2000	Fiscal Year End Close Date Dec 31
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Immediate Owner

CAGE (blank)	Legal Business Name (blank)
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Highest Level Owner

CAGE (blank)	Legal Business Name (blank)
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Executive Compensation

Registrants in the System for Award Management (SAM) respond to the Executive Compensation questions in accordance with Section 6202 of P.L. 110-252, amending the Federal Funding Accountability and Transparency Act (P.L. 109-282). This information is not displayed in SAM. It is sent to USAspending.gov for display in association with an eligible award. Maintaining an active registration in SAM demonstrates the registrant responded to the questions.

Proceedings Questions

Registrants in the System for Award Management (SAM) respond to proceedings questions in accordance with FAR 52.209-7, FAR 52.209-9, or 2.C.F.R. 200 Appendix XII. Their responses are not displayed in SAM. They are sent to FAPIIS.gov for display as applicable. Maintaining an active registration in SAM demonstrates the registrant responded to the proceedings questions.

Exclusion Summary

Active Exclusions Records?

No

SAM Search Authorization

I authorize my entity's non-sensitive information to be displayed in SAM public search results:

Yes

Entity Types

Business Types

Entity Structure Corporate Entity (Not Tax Exempt)	Entity Type Business or Organization	Organization Factors (blank)
Profit Structure For Profit Organization		

Socio-Economic Types

Check the registrant's Reps & Certs, if present, under FAR 52.212-3 or FAR 52.219-1 to determine if the entity is an SBA-certified HUBZone small business concern. Additional small business information may be found in the SBA's Dynamic Small Business Search if the entity completed the SBA supplemental pages during registration.

Financial Information

Accepts Credit Card Payments No	Debt Subject To Offset No
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EFT Indicator 0000	CAGE Code 4DG08
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Points of Contact**Electronic Business**

 David Morris, Transit Sales Manager	555 Outlet Mall BLVD St Augustine, Florida 32084 United States
Chip Osborne	555 Outlet Mall BLVD St Augustine, Florida 32084 United States

Government Business

 David Morris, Transit Sales Manager	555 Outlet Mall BLVD St. Augustine, Florida 32084 United States
Chip Osborne	555 Outlet Mall BLVD St Augustine, Florida 32084 United States

Past Performance

 David Meck, CFO	10219 Hawthorne BLVD Inglewood, California 90304 United States
Chip Osborne	555 Outlet Mall BLVD St Augustine, Florida 32084 United States

Service Classifications**NAICS Codes**

Primary	NAICS Codes	NAICS Title
Yes	336211	Motor Vehicle Body Manufacturing
	423110	Automobile And Other Motor Vehicle Merchant Wholesalers
	441228	Motorcycle, Atv, And All Other Motor Vehicle Dealers
	485113	Bus And Other Motor Vehicle Transit Systems

Disaster Response

This entity does not appear in the disaster response registry.

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVMR	Length	Original Chassis Price	Original Second Stage Price	Original Vehicle Price	Final Chassis Price	Final Second Stage Price	Negotiated Vehicle Price	Competitive Range 7.5%	Pricing within competitive range?
FTS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	\$ 44,966.00	\$ 37,110.00	\$ 82,076.00	\$ 44,966.00	\$ 36,700.00	\$ 81,666.00		Yes
FTS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	\$ 47,058.00	\$ 44,747.00	\$ 91,805.00	\$ 47,058.00	\$ 37,891.00	\$ 84,949.00	\$ 87,790.95	N/A
FTS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	\$ 48,353.00	\$ 44,868.00	\$ 93,221.00	\$ 48,353.00	\$ 38,011.00	\$ 86,364.00		Yes
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	\$ 48,869.00	\$ 51,606.00	\$ 100,475.00	\$ 48,869.00	\$ 45,006.00	\$ 93,875.00		Yes
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	\$ 59,045.00	\$ 69,845.00	\$ 128,890.00	\$ 55,315.00	\$ 38,365.00	\$ 93,680.00	\$ 100,706.00	N/A
FTS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	\$ 49,999.00	\$ 63,130.00	\$ 113,129.00	\$ 49,999.00	\$ 61,240.00	\$ 111,239.00		N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix ML	5A/1WC- Cutaway	10,050	20	\$ 31,866.00	\$ 42,705.00	\$ 108,378.00	\$ 31,866.00	\$ 72,933.00	\$ 104,299.00		N/A
FTS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	\$ 48,829.00	\$ 47,317.00	\$ 91,534.00	\$ 48,829.00	\$ 42,145.00	\$ 90,974.00		Yes
FTS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	\$ 49,317.00	\$ 46,075.00	\$ 95,392.00	\$ 49,317.00	\$ 39,119.00	\$ 88,436.00	\$ 95,068.70	N/A
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	\$ 49,631.00	\$ 51,642.00	\$ 101,273.00	\$ 49,631.00	\$ 44,942.00	\$ 94,573.00		Yes
FTS	Ford Transit-350	Enderra	Cutaway	10,360	22	\$ 36,835.00	\$ 77,379.00	\$ 114,214.00	\$ 36,835.00	\$ 75,083.00	\$ 111,918.00		N/A
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	\$ 36,037.00	\$ 91,354.00	\$ 127,391.00	\$ 36,037.00	\$ 85,902.00	\$ 121,939.00		Yes
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	\$ 39,847.00	\$ 91,004.00	\$ 130,851.00	\$ 36,710.00	\$ 84,804.00	\$ 121,514.00	\$ 120,311.85	Yes
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	\$ 39,500.00	\$ 121,975.00	\$ 161,475.00	\$ 37,700.00	\$ 112,025.00	\$ 149,725.00		No
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	\$ 34,228.00	\$ 98,859.00	\$ 133,087.00	\$ 34,228.00	\$ 93,707.00	\$ 127,935.00	\$ 132,935.58	Yes
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	\$ 35,920.00	\$ 96,374.00	\$ 132,294.00	\$ 33,287.00	\$ 90,374.00	\$ 123,661.00		N/A
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	\$ 34,228.00	\$ 93,914.00	\$ 128,142.00	\$ 34,228.00	\$ 88,962.00	\$ 123,190.00		Yes
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	\$ 36,980.00	\$ 91,429.00	\$ 128,409.00	\$ 34,283.00	\$ 85,429.00	\$ 119,712.00	\$ 128,690.40	N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/1WC- Cutaway	11,500	21	\$ 32,282.00	\$ 79,329.00	\$ 111,611.00	\$ 32,282.00	\$ 75,328.00	\$ 107,610.00		N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/2WC- Cutaway	11,500	21	\$ 32,282.00	\$ 81,499.00	\$ 113,781.00	\$ 32,282.00	\$ 77,425.00	\$ 109,707.00		Yes
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	\$ 37,488.00	\$ 92,919.00	\$ 130,407.00	\$ 34,283.00	\$ 86,919.00	\$ 121,202.00	\$ 115,680.75	No
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	\$ 34,230.00	\$ 95,404.00	\$ 129,634.00	\$ 34,230.00	\$ 90,452.00	\$ 124,682.00		No
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	\$ 34,757.00	\$ 96,959.00	\$ 131,716.00	\$ 34,757.00	\$ 92,007.00	\$ 126,764.00		No
FTS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	\$ 34,225.00	\$ 79,009.00	\$ 113,234.00	\$ 34,225.00	\$ 76,513.00	\$ 110,738.00	\$ 117,815.70	Yes
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC- Cutaway	12,500	22	\$ 32,809.00	\$ 80,839.00	\$ 113,648.00	\$ 32,809.00	\$ 76,787.00	\$ 109,596.00		N/A
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 29,849.00	\$ 95,644.00	\$ 125,493.00	\$ 29,849.00	\$ 90,692.00	\$ 120,541.00		Yes
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 34,310.00	\$ 93,159.00	\$ 127,469.00	\$ 32,368.00	\$ 87,159.00	\$ 119,527.00	\$ 128,491.53	N/A
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	\$ 37,617.00	\$ 127,278.00	\$ 164,895.00	\$ 29,917.00	\$ 116,710.00	\$ 146,627.00		No
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 35,730.00	\$ 100,514.00	\$ 136,244.00	\$ 35,730.00	\$ 95,262.00	\$ 130,992.00		Yes
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 38,703.00	\$ 98,029.00	\$ 136,732.00	\$ 35,256.00	\$ 92,021.00	\$ 127,277.00		Yes
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 35,730.00	\$ 95,644.00	\$ 131,374.00	\$ 35,228.00	\$ 90,693.00	\$ 125,920.00		Yes
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 38,704.00	\$ 93,159.00	\$ 131,863.00	\$ 35,256.00	\$ 87,159.00	\$ 122,415.00		No
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	12A/2WC- Cutaway	14,500	23	\$ 34,553.00	\$ 82,788.00	\$ 117,341.00	\$ 34,553.00	\$ 78,318.00	\$ 112,871.00	\$ 121,286.88	Yes
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC- Cutaway	14,500	23	\$ 34,553.00	\$ 83,463.00	\$ 118,016.00	\$ 34,553.00	\$ 78,966.00	\$ 113,519.00		Yes

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Original Chassis Price	Original Second Stage Price	Original Vehicle Price	Final Chassis Price	Final Second Stage Price	Negotiated Vehicle Price	Competitive Range 7.5%	Pricing within competitive range?
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	16A/2WC- Cutaway	14,500	26	\$ 35,210.00	\$ 84,613.00	\$ 119,823.00	\$ 35,210.00	\$ 80,072.00	\$ 115,882.00		Yes
	Ford E450 7.3L	Coach & Equipment Phoenix DRW	14A/2WC- Cutaway	14,500	26	\$ 35,210.00	\$ 85,192.00	\$ 120,402.00	\$ 35,210.00	\$ 80,630.00	\$ 115,840.00		Yes
FTS	Ford E450	Enderra	Cutaway	14,500	24	\$ 34,867.00	\$ 80,755.00	\$ 115,622.00	\$ 35,667.00	\$ 77,158.00	\$ 112,825.00		N/A
Creative Bus	Ford E450 7.3L	Arboc Spirit of Freedom	Cutaway	14,500	27	\$ 36,145.00	\$ 128,750.00	\$ 164,895.00	\$ 34,345.00	\$ 118,800.00	\$ 153,145.00		No
ABC Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 49,034.00	\$ 115,954.00	\$ 164,988.00	\$ 49,034.00	\$ 113,954.00	\$ 162,988.00	\$ 169,826.35	Yes
Nations Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 52,119.00	\$ 116,544.00	\$ 168,663.00	\$ 49,034.00	\$ 108,944.00	\$ 157,978.00		N/A
ABC Bus	Ford F550 7.3L	TT Terra Transit	Cutaway	19,500	28	\$ 49,034.00	\$ 106,484.00	\$ 155,518.00	\$ 49,034.00	\$ 104,484.00	\$ 153,518.00	\$ 159,646.10	Yes
Nations Bus	Ford F550 7.3L	TT Terra Transit HD	Cutaway	19,500	28	\$ 52,119.00	\$ 107,074.00	\$ 159,193.00	\$ 49,034.00	\$ 99,474.00	\$ 148,508.00		N/A
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 78,109.00	\$ 124,400.00	\$ 202,509.00	\$ 78,109.00	\$ 122,400.00	\$ 200,509.00	\$ 208,510.23	Yes
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 79,104.00	\$ 122,459.00	\$ 201,563.00	\$ 79,104.00	\$ 114,859.00	\$ 193,963.00		N/A
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	\$ 76,976.00	\$ 126,150.00	\$ 203,126.00	\$ 76,976.00	\$ 125,150.00	\$ 202,126.00	\$ 208,980.00	Yes
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	\$ 77,971.00	\$ 144,209.00	\$ 222,180.00	\$ 77,971.00	\$ 116,609.00	\$ 194,400.00		N/A

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVMR	Length	Difference (Cost Avoidance)	State of Georgia Cost 07/01/2023	Morehyde RSX Pricing	Fire Supression Pricing	Rear Door	Roof Hatch	Georgia Total Pricing	Difference between TRIPS & Georgia
FTS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	\$ 410.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (31,112.00)
FTS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	\$ 6,856.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (27,829.00)
FTS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	\$ 6,857.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (26,414.00)
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	\$ 6,600.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (18,903.00)
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	\$ 35,210.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (19,098.00)
FTS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	\$ 1,890.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (1,539.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix ML	5A/1WC- Cutaway	10,050	20	\$ 3,579.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (7,979.00)
FTS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	\$ 560.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (21,804.00)
FTS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	\$ 6,956.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (24,342.00)
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	\$ 6,700.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (18,205.00)
FTS	Ford Transit-350	Enderra	Cutaway	10,360	22	\$ 2,236.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ (3,895.00)
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	\$ 5,452.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 6,126.00
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	\$ 9,337.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 5,701.00
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	\$ 11,750.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 33,912.00
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	\$ 5,152.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 12,122.00
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	\$ 8,633.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 7,848.00
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 7,172.00
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	\$ 8,697.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 3,694.00
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/1WC- Cutaway	11,500	21	\$ 4,001.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (8,408.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	6A/2WC- Cutaway	11,500	21	\$ 4,074.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (6,311.00)
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	\$ 9,205.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 5,184.00
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 8,664.00
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 10,746.00
FTS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	\$ 2,496.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (5,280.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC- Cutaway	12,500	22	\$ 4,052.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (6,422.00)
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 4,952.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ (1,366.00)
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 7,942.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ (2,360.00)
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	\$ 18,268.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ 24,720.00
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 5,252.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 5,085.00
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 9,455.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 1,370.00
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 5,454.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 13.00
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 9,448.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (3,492.00)
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	12A/2WC- Cutaway	14,500	23	\$ 4,470.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (13,036.00)
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC- Cutaway	14,500	23	\$ 4,497.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (12,388.00)

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Difference (Cost Avoidance)	State of Georgia Cost 07/01/2023	Morehyde RSX Pricing	Fire Supression Pricing	Rear Door	Roof Hatch	Georgia Total Pricing	Difference between TRIPS & Georgia
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	16A/2WC- Cutaway	14,500	26	\$ 4,541.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (10,625.00)
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	14A/2WC- Cutaway	14,500	26	\$ 4,562.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (10,067.00)
FTS	Ford-E450	Enderra	Cutaway	14,500	24	\$ 2,797.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (13,082.00)
Creative Bus	Ford E450 7.3L	Arboc Spirit of Freedom	Cutaway	14,500	27	\$ 11,750.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 27,238.00
ABC Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 2,000.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (21,520.00)
Nations Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 10,685.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (26,530.00)
ABC Bus	Ford F550 7.3L	TT Terra Transit	Cutaway	19,500	28	\$ 2,000.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (30,990.00)
Nations Bus	Ford F550 7.3L	TT Terra Transit HD	Cutaway	19,500	28	\$ 10,685.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (36,000.00)
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 2,000.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 11,161.00
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 7,600.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 4,615.00
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	\$ 1,000.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 12,778.00
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	\$ 27,780.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 5,052.00

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Status	Comments
FTS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
FTS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	Low price & below Georgia Pricing	
FTS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	Low price & below Georgia Pricing	
FTS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	Below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix ML	5A/1WC- Cutaway	10,050	20	Below Georgia Pricing	
FTS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
FTS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
FTS	Ford Transit-350	Enderra	Cutaway	10,360	22	Below Georgia Pricing	
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	Within competitive range but above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	Low price, but above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	Within competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	Low price, but above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/1WC- Cutaway	11,500	21	low price and below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	5A/2WC- Cutaway	11,500	21	Within competitive range & below Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
FTS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	Within competitive range & below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC- Cutaway	12,500	22	Low price & below Georgia Pricing	
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	Within competitive range & below Georgia Pricing	
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	Low price & below Georgia Pricing	
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	Within competitive range & over Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items: Fire Suppression Sytem, Event Data Recorder, More expansive interlock system
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	12A/2WC- Cutaway	14,500	23	Within competitive range & below Georgia Pricing	
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC- Cutaway	14,500	23	Within competitive range & below Georgia Pricing	

TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles
Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Status	Comments
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	16A/ZWC- Cutaway	14,500	26	Within competitive range & below Georgia Pricing	
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	14A/ZWC- Cutaway	14,500	26	Within competitive range & below Georgia Pricing	
FTS	Ford-E450	Enderra	Cutaway	14,500	24	Within competitive range & below Georgia Pricing	
Creative Bus	Ford E450 7.3L	Arboc Spirit of Freedom	Cutaway	14,500	27	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
ABC Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	Within competitive range & below Georgia Pricing	
Nations Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	28	Below Georgia Pricing	
ABC Bus	Ford F550 7.3L	TT Terra Transit	Cutaway	19,500	28	Within competitive range & below Georgia Pricing	
Nations Bus	Ford F550 7.3L	TT Terra Transit HD	Cutaway	19,500	28	Below Georgia Pricing	
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	Within competitive range but above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	Above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	Within competitive range but above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	Above Georgia Pricing	Our base bus includes additional items. Fire Suppression Sytem, Event Data Recorder, More expansive Interlock system

Mitigating Factors for pricing differences:

Supply & Demand, there is a low supply with a high demand. Supply chain issues (parts & labor) along with inflation. Raw material costs are the leading cause of inflation in automotive industry. Industry wide Chip shortages. Suppliers prepared pricing in September/October 2022 when there was still much uncertainty in the market. We began price negotiations in January 2023 and were able to obtain price decreases across the board. Final pricing was compared against the Independent Cost Estimate in which pricing was brought to current market value. There were still many differences so we requested pricing results from a recently executed contract with the State of Georgie. We found that in many cases, our pricing was lower than their current contract. There were some instances where our pricing was still higher and upon further review, we determined that our pricing was based on our base bus including additional items such as Fire Suppression Sytems, Event Data Recorders and more expansive interlock systems. Based on our analysis, we have determined that given the various factors analyzed, negotiated price is fair and reasonable and we should move forward with contract execution.

Based on the above analysis and statements, pricing has been determined to be fair and reasonable.

DocuSigned by:
Tony Brandin
tbrandin@nationsbus.com

Title: FOOT Public Transportation Office Operations Manager

Date: 7/19/2023 | 08:24 EDT

School Buses ☐FTA Modified Vans and Buses ☐

****Note:** Delays in delivery may occur due to manufacturing constraints.

Line Number	Description	Make and Model	Base Vehicle Price	Vendo
1	5-2MV Mini-Van	Braun Entervan, 5 Passenger	\$72,215.00	Creativ Inc.
2	8-2B Small Cutaway	Elkhart Coach EC II, 8 Passenger	\$136,347.00	Creativ Inc.
3	12B Small Cutaway	Elkhart Coach EC II, 12 Passenger	\$127,053.00	Creativ Inc.
4	12-2B Small Cutaway	Elkhart Coach EC II, 12 Passenger	\$140,426.00	Creativ Inc.
5	Low Floor 12-2B	Arboc Freedom	\$139,084.00	Creativ Inc.
6	Low Floor 12-2B Alt	Arboc Freedom, 12 Passenger	\$151,054.00	Creativ Inc.
7	12-6B Small Cutaway	Elkhart Coach II, 12 Passenger	\$148,847.00	Creativ Inc.
8	16-2B Small Cutaway	Elkhart Coach II, 12 Passenger	\$147,990.00	Creativ Inc.
9	24-B Small Cutaway	Starcraft Allstar, 12 Passenger	\$70,546.75	Transp Inc.

Equipment Truck Rentals ☐

LaMAS Vehicle Contracts

LaMAS Fire Trucks ☐Specialty Vehicles for Homeland Defense ☐

225.342.7000
800.354.9548

1201 N. Third St. Suite 7-210
Baton Rouge, LA 70802

REPORT FRAUD, WASTE
& ABUSE

Low Floor 12-2B**Twelve (12) passenger, one (1) driver, small cutaway vehicle with two (2) wheelchair spaces with entry ramp, low floor, and angled entry door.**

Contract Number	4400020163	Make	Arboc	Floor Plan	12PS-2WC165WB-SDF
Line Number	5	Model	Spirit of Freedom	Part Number	
Passengers	12	GVWR	14,200 Lbs.	Overall Length	24'
Wheelchair Spaces	2	Wheelbase	165"	Delivery	150 Days

Vendor Information

Vendor Contact	Micah Bailey	Vendor Name	Creative Bus Sales, Inc.
Vendor Phone	469-333-8909	Vendor Address	4955 W. Northgate
Vendor Fax	469-333-8918	City, State, Zip Code	Irving, TX 75062
Vendor Email	Mbailey@CreativeBusSales.com	Vendor Number	310128664

Vehicle Information

Chassis	GM	HVAC Information	Wheelchair Ramp	Braun Century
Engine:	6.0L V-8 Gas	Air Conditioner Brand	Wheelchair Restraints	Q'Straint
Transmission:	Automatic 6 Speed	Heater Brand	Digital Video System	4-Camera REI HD5 Series
Headroom				

For complete specifications, click on the contract number above and then "Show Additional Attachments".

Options Available, See Published Option Sheet

Base Vehicle Price (F.O.B. Baton Rouge)**\$139,084.00**

Price includes Louisiana Transit Decals, DEQ waste tire fees, and Contract Administrative Fee (0.35% of the vehicle price including options).

Warranties: 3 years/36,000 mile limited 5 year/60,000 mile powertrain