

DATE: September 8, 2017

TO: Tracey Crawford, Executive Director

FROM: Trisha Breitlow, Superintendent of Administrative Services  
Barb Bassett, Operations Coordinator

RE: Vehicle Bid Summary, 14 Passenger Accessible Shuttle Bus

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The Capital Replacement Plan schedules the purchase of a 14 passenger accessible vehicle in 2017. This is also reflected in the 2017 budget. A notice of the request for bids was posted in the Daily Herald and made available online through the FOIA and Transparency site and at [www.nwsra.org/bid](http://www.nwsra.org/bid). Three companies responded with four bids.

Staff have attached a document including the following:

1. Listing of each company, type of vehicle, and price.
2. Comparison of warranties for each bid.
3. Detailed comparison chart of warranty, construction, rear cap, wheelchair lift, sidewalls and sidewall construction for the two lowest bidders.
4. Summary further explaining the comparisons and rationale for the final recommendation.

Motion: To accept the staff recommendation of the recommended bid from Best Bus Sales for the 2017 Glaval Universal Ford E 450 with the Q'Straint upgrade, not to exceed \$61,485.00.

Date: August 25, 2017  
 To: Tracey Crawford, Executive Director  
 From: Trisha Breitlow, Superintendent of Administrative Services  
 Barb Bassett, Operations Coordinator  
 Re: Vehicle Bid Summary – 14 Passenger - Accessible Shuttle Bus

Request for vehicle bids was published in the Daily Herald. Three vendors returned sealed bid specifications for an accessible shuttle bus which were opened on August 18, 2017. NWSRA staff attending the bid opening were Barb Bassett, Operations Coordinator and Michele Paradise, Registration Office Coordinator. A synopsis of the information is listed below:

Company	Vehicle	Price
Best Bus Sales	2017 Glaval Universal Ford E 450	\$61,305.00 \$61,485.00 with QRT360 Q' Straint Upgrade
Central States Bus Sales, Inc.	2018 Ford Eldorado	\$63,028.00
Midwest Transit Equipment, Inc.	2018 Ford Starcraft Allstar	\$61,674.00 (Basic Bid)
Midwest Transit Equipment, Inc.	2018 Ford Elkhart Coach EC2	\$60,178.00 (Optional Bid)

**Warranty Comparison Chart**

	Chassis	Exterior Body	Interior Modifications	Engine/Drive Train	Rust Proofing	Wheelchair Lift
Best Bus Sales	3 Year 36,000 Miles Ford	5 Year 100,000 Miles Glaval Bus	<b>5 Year 100,000 Miles Glaval Bus</b>	5 Year 60,000 Miles Ford	<b>5 Year 100,000 Miles Glaval Bus</b>	<b>Parts and Labor 3 Year Unlimited cycles Power Train - Parts and Labor 5 Years Unlimited cycles Braun Service Dealer or Best Bus Sales</b>
Central States Bus Sales	3 Year 36,000 Miles Ford	5 Year 75,000 Miles Eldorado	1 Year 12,000 Miles Eldorado	5 Year 60,000 Miles Ford	3 Year 75,000 Miles Eldorado	3 Year 10,000 cycles Braun Dealer
Midwest Transit Equipment	3 Year 36,000 Miles Ford	5 Year 100,000 Miles Starcraft	3 Year 36,000 Miles Starcraft	5 Year 60,000 Miles Ford	Ford Chassis - 5 Year Unlimited Miles Starcraft Body 3 Year 36,000 miles	Parts – 3 Year 10,000 cycles Labor - 3 Year 10,000 cycles Power Train – 5 Years 15,000 cycles Braunability

\*Preferred Warranty Specifications in bold.

	<b>BEST BUS SALES GLAVAL</b>	<b>MIDWEST STARCRAFT</b>	<b>CENTRAL STATES ELDORADO</b>
<b>Warranty (Interior Modifications and Rustproofing) (See Bid Summary for Specifics)</b>	5 year 100,000 mile warranty	3 Year 36, 000 mile limited warranty	This vehicle was not considered since it was the highest bidder.
<b>Construction</b>	1.5" galvanized tubular construction	1" bare steel tubing Many exceptions to bid noted on construction	
	Sidewall to ceiling and floor bolted	Sidewall to ceiling and floor welded (Welds crack)	
	Marine grade plywood	Regular plywood	
	Rubber isolators extend the full length of the frame rail (Allows even weight distribution reducing isolated stresses on structures)	Puck mounts	
<b>Entry Step Construction</b>	Galvanized steel 100%	Bare steel coated – Stainless Steel	
<b>Rear Cap</b>	5 piece rear cap for easy repair when damaged	One piece fiberglass rear cap which cracks easily and is harder to repair	
<b>Wheelchair Lift</b>	Mounted to steel with plates , No wood sub floor under the lift (Allows for constant torque and stability)	Mounted directly over sub floor (Flexes and puts more stress on lift)	
<b>Sidewalls</b>	Vacuum laminated with Sikaflex glue and FRP panels	Half thickness and put on steel with two sided tape (Delaminates)	
<b>Sidewall Construction</b>	20" on center	24" on center	

**Summary:**

Best Bus Sales bid a 2017 vehicle because Ford has not produced the 2018 chassis. A 2017 vehicle from Best Bus Sales is available now with delivery in 15-18 weeks from the order confirmation. This would make delivery in the end of December or early January. Midwest Transit delivery would be 120 days from the delivery of the chassis which could be a March delivery date.

The optional bid from Midwest Transit was not considered because the vehicle would have a back door and that is not conducive for our programs and the participants we serve. This vehicle would have a 150 day delivery from order date.

Analysis of the bid specifications from the vendors indicates little variance in floor plan, but a difference in price, warranty and construction. Each of the vehicles met industry safety standards. It is noted that Best Bus Sales provides a 5 year/100,000 mile warranty for the interior modifications. Midwest Transit provides a 3 year/36,000 mile for the interior modifications. Best Bus Sales warranty of rust proofing and the wheelchair lift is also greater. Midwest Transit also bid alternatives to the bid specifications that were desired.

The differences between the Best Bus Sales Glaval and the Midwest Transit Starcraft are the significant differences in the construction of the vehicle. The construction process of the Glaval is a higher grade and is the premium product. The Starcraft is known as the "Bid Bus" since its quality is not as good as the Glaval. The Glaval and the Starcraft are sister companies, but the Glaval ranks first and the Starcraft ranks third within Forest River, Inc.

Best Bus Sales also offers Gold Circle Service which includes free pick-up and delivery service.

The difference in price between the 2017 Best Bus Sales Glaval and the 2018 Midwest Starcraft Allstar Universal is \$189.00. The difference in delivery date, warranty and the superior quality and construction makes the Glaval the superior vehicle.

**Recommendation:**

Staff recommends accepting the bid from Best Bus Sales for the purchase of a 2017 Glaval Universal for the price of \$61,485.00 with the QRT360 Q'Straint Upgrade.