



**Ohio School Boards
Association**

July 11, 2013

Terri Day, Treasurer
Galion City School District
470 Portland Way North
Galion, OH 44833

Dear Terri

On July 1st we publicly opened bids for 5 new school buses on your behalf.

Two Ohio bus dealers submitted proposal to your request as follows:

Cardinal Bus Sales submitted a proposal for 5 new buses built to your bid specification, and also submitted an alternate proposal for buses already in inventory that could be delivered within 30 days. These alternate buses do not meet your requested specifications.

Myers Equipment submitted a proposal for new buses built to your bid specification.

The summary of cost, delivery time and exceptions is as follows:

	Cardinal Spec Bus	Cardinal Alternate bid	Myers Spec Bus
Model Year	2014	2014	2014
Capacity	77 passengers	84 passengers	77 passengers
Delivery Date	130 days	30 days	150-180 days
Base Cost	89315	90407	89657
Discount	200	200	0
Trade in (avg)	2120	2120	2000
Additional cost to meet spec	0	635	0
Additional safety options bid	2307	1725	2099
Net Cost	89302	90447	89756
Exceptions		Incorrect tires, smaller battery, spring suspension, electric door	No driver storage compartment

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OSBA leads the way to educational excellence by serving Ohio's public school board members and the diverse districts they represent through superior service, unwavering advocacy and creative solutions.

A detailed line-by-line evaluation has been prepared for you listing all specification items and cost breakdown, and is included in the final bus purchase report.

Financing Options

Cardinal Bus Sales has provided an opportunity for a tax-exempt lease-purchase plan to acquire these buses. The proposed rate for the plan is 2.29%. Documents provided by the vendor list an estimate of annual payment at 115,463.59 for 4 years. The cost of interest is shown as 15,279.36 for the term of the agreement. This equates to \$763 per bus per year.

Operational Cost impact

Based upon district T2 and T1 data (FY12 data), and commonly experienced costs in the industry, the district is likely to experience an annual operations cost saving by replacing older buses with these new buses.

We estimate an increase in fuel economy of 20%, resulting in an annual savings of approximately \$1535 based on district data.

The new buses will have a significantly lower cost of maintenance, based both on warranty coverage and the reduced age of the vehicle. The current district average cost of maintenance per bus is \$4268 per vehicle per year. We estimate the maximum cost of maintenance per new vehicle would be \$1500 per year, resulting in an annual savings of approximately \$2768 per year based on district data.

The net effect is that the district can save approximately \$4000 per year per bus in operational costs by operating newer buses. The offsetting interest cost per year per bus is \$763.

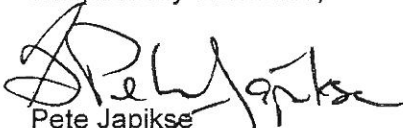
Recommendation

In accordance with Revised Code 3313.46, the district has advertised appropriately for bids and a public bid opening was held. Cardinal Bus Service submitted the lowest responsible bid for 5 new buses built to the district's specifications. A bid guaranty bond and assurance of current tax status of the vendor were submitted with the bid as required by Ohio law.

We recommend that the district award a purchase contract to Cardinal Bus Service, 6280 Harding Highway, Ada, Ohio 45801 for five (5) new 77 passenger buses built to district specifications, at a cost of \$78,321 (based upon the proposal submitted). This cost includes additional safety items that the district included in the request for proposal.

In accordance with language included in the instructions to bidders, the district has 90 days from July 1, 2013 to award this contract before the proposal expires.

Respectfully submitted,


Pete Japikse
Senior Transportation Consultant

Enclosure

School Bus Chassis and Body Bidder Information

Purchasing district: Gallon School District

Bid Opening Date: July 1, 2013

Dealer Corporate Name: Cardinal Bus Sales & Service, Inc.

Dealer Street address: 6280 Harding Highway City: Lima State: Ohio Zip: 45801

Dealer representative name: Bob Cronowirth

Phone Number: 800-743-4287 Email address: bcronowirth@cardinalbussales.com

Chassis Make: Blue Bird Chassis Model: T3FE 3800

Body Make: Blue Bird Body Model: T3FE 3800

Engine Make: Cummins Engine Model: ISB6.7 13 HP: 200

Rated Passenger Capacity 77/78

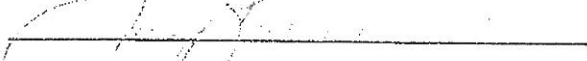
Maximum delivery time from date of approved purchase order: 180 (days)

Estimated delivery date: Approximately 130 days after receipt of P.O.

Primary Bid X Alternate Bid _____

Total price of Chassis and Body	\$	<u>89,315.00</u>	
Freight delivered to school		<u>Included</u>	
Discounts available	\$	<u>(200.00)</u>	Terms of discount: <u>Paid for on delivery</u>
Delivered price net of discount	\$	<u>89,115.00</u>	# 1 \$2600.00
Trade-in value	\$	<u>(2,120.00)</u> Average	# 3 \$1500.00
Delivered price net of trade-in	\$	<u>86,995.00</u>	# 9 \$1500.00
		<u>OPTIONS 2,307</u>	#11 \$2500.00
		<u>TOTAL 89,302</u>	#14 \$2500.00

I attest that the vehicle meets all FMVSS and Ohio School Bus Construction standards in effect at the time of this bid, and that the information provided on this bid proposal is true.

Signed: 

Printed Name: Tony Rumer

Date: 6/27/2013

Title: Vice President

All items listed here shall be included in the proposal. Indicate YES or NO and explain any exceptions.

Item	Item	Description	Included	Exception - explanation
C-1	Air Compressor	meet or exceed state standard	YES	
C-2	Alternator	meet or exceed state standard	YES	
C-3	Axle - Front	GAWR to match maximum GVWR, oil bath hub bearings	YES	
C-4	Axle - Rear	GAWR to match maximum GVWR	YES	
C-5	Battery	3 Group 31, min 2800 CCA total	YES	
C-6	Brakes	Air brake system, automatic slack adjusters, dust shields	YES	
C-7	Bumpers	heavy duty, designed for lifting vehicle with bumper jack as per state standard	YES	
C-8	Controls	electronic cruise control, adjustable high idle switch	YES	
C-9	Engine	diesel, inline 6 cylinder, Meet current EPA requirements	YES	
C-10	Engine Hood	easy tilt	YES	Dog house
C-11	Fuel Tank	100 gallon minimum, mounted between frame rails, locking fuel door	YES	
C-12	Instruments	In addition to state standard: Ammeter, resettable trip odometer	YES	
C-13	Lighting	Daytime running lights	YES	
C-14	Steering wheel	adjustable position	YES	
C-15	Suspension	Air ride suspension	YES	Rear
C-16	Tires	Steering tires front and rear, 11R22.5 14 ply minimum, Hankook tires not accepted	YES	
C-17	Tow Hooks	front and rear	YES	
C-18	Transmission	automatic	YES	
C-19	Documentation	maintenance manual and parts to be provided (electronic preferred)	YES	
C-20	Warranty - engine	5 year 100,000 miles	YES	
C-21	Warranty- chassis	2 year unlimited miles	YES	
C-22	Warranty - transmission	5 year unlimited miles	YES	

All items listed here shall be included in the proposal. Indicate YES or NO and explain any exceptions.

Item	Item	Description	Included	Exception - explanation
B-1	Battery compartment	Batteries mounted on sliding tray with positive latch	YES	
B-2	Dome light	6 lights in passenger compartment, switched separate from driver's dome light	YES	
B-3	Door - entrance	Air operated	YES	
B-4	Driver storage compartment	Locking storage compartment over driver's window (separate from the glove box)	YES	
B-5	Electrical	Circuit protection required	YES	
B-6	Emergency exits	2 roof hatches, 2 emergency windows	YES	
B-7	Fenderettes	supplied at rear wheels	YES	
B-8	Glove box	provided with cover	YES	
B-9	Headroom	Extra high headroom - 77 or 78" minimum	YES	
B-10	Heaters	LF, RF, and Rear, all with cleanable filters	YES	
B-11	Interior color	manufacturer's standard	YES	
B-12	Lights - LED	All lights to be Weldon, must use LED where applicable, (with LED's warranted for 7 years).	YES	
B-13	Lights - monitor	Light monitor mounted over windshield	YES	
B-14	Lights - Strobe	Roof top mounted strobe	YES	
B-15	Mirrors - exterior	stainless steel arms, power operated	YES	
B-16	Radio	am/fm/pa with interior speaker	YES	
B-17	Rub rails	fourth rub rail to be installed	YES	
B-18	Rust proofing	complete underneath	YES	
B-19	Safety Equipment	Mounted above windshield in compartment	YES	
B-20	Seat - driver	Air ride deluxe seat with cloth upholstery panels	YES	
B-21	Sound abatement	full length interior sound abatement	YES	
B-22	Warning lights	Weldon LED Lighting	YES	
B-23	Windows	12 inch opening	YES	
B-24	Windshield	Tinted	YES	
B-25	Warranty	5 years 100,000 miles	YES	
B-24	Lettering	Name rail: GALION LOCAL SCHOOL DISTRICT County Name: none required Vehicle Numbers: 1, 3, 9, 14, 11	YES	

Bidder to provide pricing on all of the following options that are available.
Buyer may or may not include these items in the final purchase order.

Item	Item	Description	Cost	Exception - explanation
O-1	Driver storage compartment	Locking storage compartment over driver's window (separate from the glove box)	Included	
O-2	Driver Seat	Right side arm rest	\$ 26.00	
O-3	Electric Power outlet	12 volt power outlet in driver's compartment	Included	
O-4	Electrical	power distribution block with 4 battery powered and 4 accessory positions for use by district in connecting aftermarket equipment	\$ 180.00	
O-5	Engine brake	Engine braking system	\$ 90.00	
O-6	Auxiliary lighting	Weldon supplemental warning light kit PN 3200-0000-13	\$ 500.00	
O-7	Roof & windows	White roof and tinted windows	\$ 596.00	
O-8	Service brake interlock	interlock between service door, brake, and warning lights	\$ 750.00	
O-9	Stop sign strobe	Strobing LED stop arm	\$ 165.00	
O-10	Seat - passenger	Front 2 seats to be exchangeable back seats, with capability to be converted to integrated child seats, lap/shoulder belt seats, etc at a later time by exchanging the seat back.	Not Available	