



QUOTE LETTER

August 1, 2022

Taylor Johnson
City of Norman
Transit and Parking Program Manager
Fleet Division
Public Works Department
1310 Da Vinci
Norman, OK 73069
405-217- 7761 (Office Direct)
taylor.johnson@NormanOK.gov

Dear Taylor:

Thank you for your interest to purchase three (3) 35 ft. Low Floor CNG bus off the State of Washington Contract # 06719.

Gillig is pleased to quote the following:

Three (3) 35 ft L/F CNG BUS@\$614,371 ea.

This price is valid for 30 days and is FOB Norman OK. Prices exclude tax and licenses. The production start date of your bus will be within 15 months from receipt of purchase order. To maintain this production schedule, we will require a firm purchase order within 30 days.

We thank you for this opportunity and appreciate your interest in Gillig and our products. Should you have any questions, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink that reads "Joe Saldana".

Joe Saldana
Regional Sales Manager
Gillig LLC
510-303-0202
jsaldana@gillig.com

PRICE VARIANCE

8/1/2022

NORMAN, OK (PIGGYBACK - STATE OF WASHINGTON RFP# 2020 06719-01)

(3) 35' CNG LOW FLOOR BUSES; SN: TBD

ITEM	STATE OF WASHINGTON, WA	NORMAN, OK	VARIANCE
BRT STYLING	NOT INCLUDED	NOT REQUIRED	-
CUMMINS ENGINE	L9N, 280 HP (CNG) W/ TYPE 4 20,000 SCF	L9N, 280 HP (CNG) W/ TYPE 4 20,000 SCF	-
AUXILIARY ENGINE OIL FILTER	NOT INCLUDED	NOT INCLUDED	-
COOLANT FILTER	STD FLEETGUARD	STD FLEETGUARD	-
ENGINE FUEL FILTER	STD FLEETGUARD	STD FLEETGUARD	-
STARTER	DELCO 42MT	DELCO 42MT	-
ALTERNATOR	NIEHOFF C803 (500 AMP)	NIEHOFF C803 (500 AMP)	-
CUMMINS COOLANT QUICK DISCONNECT PORTS	NOT INCLUDED	NOT REQUIRED	-
ENGINE BLOCK HEATER	NOT INCLUDED	NOT INCLUDED	-
AIR RESTRICTION INDICATOR	DONALDSON INFORMER	DONALDSON INFORMER	-
RADIATOR	MODINE E-FAN	MODINE E-FAN	-
E-COAT RAD/CAC	NOT INCLUDED	NOT REQUIRED	-
RADIATOR TANK GUARD	NOT INCLUDED	NOT REQUIRED	-
ENGINE OIL EXTRACTOR PORT	NOT INCLUDED	NOT REQUIRED	-
ENGINE OIL DRAIN	MAGNETIC DRAIN PLUG	MAGNETIC DRAIN PLUG	-
TRANSMISSION	ALLISON B400R	ALLISON B400R	-
FUELSENSE 2.0	INCLUDED	REQUIRED	-
TRANS OIL EXTRACTOR PORT	NOT INCLUDED	NOT REQUIRED	-
BRAKES	DISC BRAKES	DISC BRAKES	-
AXLE HUB SEALS	GREASE SEALS	OIL SEALS	-
MAGNETIC AXLE DRAIN PLUGS	NOT INCLUDED	NOT REQUIRED	-
AUTOMATIC TRACTION CONTROL	INCLUDED	REQUIRED	-
HILL HOLDER DASH SWITCH	NOT INCLUDED	NOT REQUIRED	-
HUBODOMETER	NOT INCLUDED	NOT REQUIRED	-
HUBODOMETER GUARD	NOT INCLUDED	NOT REQUIRED	-
WHEEL MOUNTING	HUB PILOTED	HUB PILOTED	-
WHEELS	(6) POWDER COATED STEEL WHEELS	(8) HIGH POLISHED ALUMINUM WHEELS	904.00
DURAFLANGE WHEELS	NOT INCLUDED	NOT REQUIRED	-
TIRES	CUSTOMER SUPPLIED	GILLIG SUPPLIED MICHELIN 305/70R22.5, X INCITY Z	5,000.00
WHEEL TORQUE INDICATORS (SHIPPED LOOSE)	NOT INCLUDED	(40) REQUIRED	35.00
TIRE PRESSURE MONITORING SYSTEM	NOT INCLUDED	REQUIRED	1,163.00
ELECTRIC STEERING ASSIST	NOT INCLUDED	NOT REQUIRED	-
VIP TEXTURED STEERING WHEEL	NOT INCLUDED	NOT REQUIRED	-
DROP DOWN AUTOMATIC CHAINS	NOT INCLUDED	NOT REQUIRED	-
CNG FUEL FILL	(1) FAST FILL	(1) FAST FILL	-
FUEL GAUGE	NOT INCLUDED	NOT REQUIRED	-
OIL PRESSURE & COOLANT TEMP GAUGES IN ENGINE COMP'T	ELECTRIC	ELECTRONIC PROGRAMMABLE GAUGE	150.00
SWAT SWITCH	NOT INCLUDED	NOT REQUIRED	-
ELECTRICAL TOW CONNECTION	NOT INCLUDED	REQUIRED	183.00
AD-IP AIR DRYER	NOT INCLUDED	NOT REQUIRED	-
ENGINE SKID PROTECTION	NOT INCLUDED	NOT REQUIRED	-
A-POST SKID PLATES	NOT INCLUDED	REQUIRED - CS & SS	172.00

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HORN SPLASH SHIELD	NOT INCLUDED	NOT REQUIRED	-
REAR HAND THROTTLE	NOT INCLUDED	NOT REQUIRED	-
BATTERY TYPE	(2) DEKA 8D	(2) DEKA 8D	-
BATTERY JUMP START CONN	INCLUDED (REAR CONNECTION)	INCLUDED (FRONT CONNECTION)	(45.00)
WHEELCHAIR RAMP	LIFT-U LU18	LIFT-U LU18	-
KNEELING CONTROL	CS FRONT	CS FRONT	-
HVAC MOTORS (TK)	BRUSHLESS	BRUSHLESS	-
HVAC COMPRESSOR (TK)	S391	S391	-
REFRIGERANT	R134A	R134A	-
REFRIGERANT PRESSURE DISPLAY	NOT INCLUDED	NOT REQUIRED	-
DRIVERS HEATER MOTORS	BRUSHLESS	BRUSHLESS	-
FRESH AIR MAKE-UP	NOT INCLUDED	NOT REQUIRED	-
AUXILIARY COOLANT HEATER	NOT INCLUDED	NOT REQUIRED	-
FRONT STEP HEATER	NOT INCLUDED	NOT REQUIRED	-
EXIT DOOR HEATER	NOT INCLUDED	NOT REQUIRED	-
UNDERSEAT HEATER	NOT INCLUDED	NOT REQUIRED	-
WARM WALL HEATER	NOT INCLUDED	NOT REQUIRED	-
DASH FAN(S)	NOT INCLUDED	(1) REQUIRED	89.00
SENSITIVE EDGE	NOT INCLUDED	NOT REQUIRED	-
REAR DOOR	34" AIR OPEN/SPRING CLOSE	34" AIR OPEN/SPRING CLOSE	-
REAR DOOR CONTROLS	FULL DRIVER CONTROL	FULL DRIVER CONTROL	-
EXTERIOR FRONT DOOR RELEASE	NOT INCLUDED	NOT REQUIRED	-
ELECTRICAL EQUIPMENT CABINET	44" W/(2) FANS	44" W/(2) FANS	-
CS WHEELWELL STORAGE BOX	NOT INCLUDED	REQUIRED	525.00
FRONT CS WHEELWELL PACKAGE RACK	NOT INCLUDED	REQUIRED	125.00
PASSENGER INFO STATION	NOT INCLUDED	INNOCOM - IC 1921NORMANOK	549.00
SCHEDULE RACKS	NOT INCLUDED	NOT REQUIRED	-
INTERIOR AD FRAMES	NOT INCLUDED	NOT REQUIRED	-
EXTERIOR AD FRAMES	NOT INCLUDED	NOT REQUIRED	-
PASSENGER SEATS	AMSECO INSIGHT W/ A.R.M , Q'STRAIT RESTRAINTS	AMSECO INSIGHT PRIME+ / BC55-NU W/ (1) Q'POD & CLEARIDE ANTIMICROBIAL TREATMENT	8,049.00
DUAL USB PORTS MOUNTED ON SEATS	NOT INCLUDED	(14) REQUIRED	2,992.00
GEN II QUANTUM (CURBSIDE)	NOT INCLUDED	REQUIRED	14,428.00
FRONT WHEELWELL VERTICAL STANCHION	NOT INCLUDED	NOT REQUIRED	-
DRIVERS SEAT	RECARO ERGO METRO W/ HEADREST & 2-PT BLACK BELT	RECARO ERGO METRO W/ HEADREST & 2-PT BLACK BELT	-
SEAT BELT ALARM	NOT INCLUDED	REQUIRED	134.00
SEAT CUSHION ALARM	NOT INCLUDED	NOT REQUIRED	-
SEAT ARMREST	NOT INCLUDED	NOT REQUIRED	-
PASSENGER SIGNALS	PULL CORDS	PULL CORDS	-
STOP REQUEST AT REAR DOOR STANCHION	NOT INCLUDED	NOT REQUIRED	-
STOP REQUEST LAMP AT DASH	NOT INCLUDED	NOT REQUIRED	-

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(3) 35' CNG LOW FLOOR BUSES; SN: TBD

ITEM	STATE OF WASHINGTON, WA	NORMAN, OK	VARIANCE
DRIVERS BARRIER	WRAPAROUND W/OUT SCHEDULE HOLDERS	WRAPAROUND W/OUT SCHEDULE HOLDERS	-
DRIVERS PROTECTION BARRIER	NOT INCLUDED	GILLIG EXTENDED POLYCARBONATE BARRIER	1,615.00
MODESTY PANEL FWD OF REAR DOOR	NOT INCLUDED	NOT REQUIRED	-
OVERHEAD GRAB STRAPS	NOT INCLUDED	NOT REQUIRED	-
STANCHIONS	YELLOW POWDER COATED	SSTL	-
PASSENGER WINDOWS	AROW STD FRAME / UPPER TRANSOM	RICON BONDED FRAME / FIXED	716.00
GLAZING GUARDS	NOT INCLUDED	NOT REQUIRED	-
HEAD LAMPS	LED LOW & HIGH BEAMS	LED LOW & HIGH BEAMS	-
STOP/TAIL/TURN/BACK UP LAMPS	4" ROUND DIALIGHT LED	4" ROUND DIALIGHT LED	-
UPPER REAR CAP GRILLE AUX LAMPS	NOT INCLUDED	TURN SIGNALS (2) 7" AMBER LED LAMPS	160.00
REAR CAP GRILLE LOWER CENTER STOP LAMPS	(2) 4" RED LED LAMPS	(4) RED STRIP LED LAMPS	300.00
YIELD SIGN	NOT INCLUDED	NOT REQUIRED	-
EXTERIOR PORCH LAMPS	NOT INCLUDED	NOT REQUIRED	-
BATTERY COMPARTMENT LAMPS	NOT INCLUDED	NOT REQUIRED	-
INTERIOR LAMPS	LED I/O CONTROLS	LED PRETORIA	-
PLEASURE RADIO	NOT INCLUDED	NOT REQUIRED	-
2-WAY RADIO & ANTENNA	PRE-WIRE W/ANTENNA	PRE-WIRE W/ANTENNA	-
PA SYSTEM/VOICE ANNUNCIATOR	STD REI	STD REI	-
INSIDE SPEAKERS	(6) SIX	(6) SIX	-
CAD / AVL ITS SYSTEM	NOT INCLUDED	SYNCHROMATICS SYSTEM (BUDGETARY)	30,000.00
DRIVERS SPEAKER	NOT INCLUDED	REQUIRED	80.00
HAND HELD MIC	INCLUDED	REQUIRED	-
BOOM MIC	NOT INCLUDED	NOT REQUIRED	-
HEATED FRONT GLAZING	NOT INCLUDED	NOT REQUIRED	-
DESTINATION SIGNS	TWIN VISION AMBER (FRONT, CURBSIDE, REAR)	LUMINATOR AMBER (FRONT & CURBSIDE)	(700.00)
STREET SIDE DESTINATION SIGN	NOT INCLUDED	NOT REQUIRED	-
FRONT RUN SIGN	NOT INCLUDED	NOT REQUIRED	-
FAREBOX	NOT INCLUDED	NOT REQUIRED	-
FAREBOX GUARD	INCLUDED	REQUIRED	-
CEILING MTD FAREBOX LAMP	NOT INCLUDED	NOT REQUIRED	-
TRANSFER CUTTER	NOT INCLUDED	NOT REQUIRED	-
PASSENGER COUNTER	NOT INCLUDED	REQUIRED (1 ROW X 6 TALLY)	192.00
FULL COMPOSITE FLOOR	NOT INCLUDED	NOT REQUIRED	-
FLOORING MATERIAL	ALTRO	ALTRO	-
ROOF HATCHES	(1) REAR MANUAL	(1) REAR MANUAL	-
EXTERIOR MIRRORS	8" X 8" 1-PC, NON-HEATED W/ REMOTE	8" X 15" 2-PC, CONVEX HEATED W/ REMOTE	110.00
FIRE SUPPRESSION	AMEREX V-25	AMEREX V-25	-
METHANE DETECTION	INCLUDED	REQUIRED	-
TRAFFIC LIGHT PREEMPTION	NOT INCLUDED	NOT REQUIRED	-

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ITEM	STATE OF WASHINGTON, WA	NORMAN, OK	VARIANCE
VIDEO SURVEILLANCE	NOT INCLUDED	ANGELTRAX 9-CAMERA SYSTEM W/ VULCAN HCNVR V12, 1TB HDD, 64GB SD, IBR600LP4 MODEM WITH WIFI	7,701.00
BACK UP CAMERA W/ DASH MOUNTED MONITOR	NOT INCLUDED	NOT REQUIRED	-
BIKE RACK	SPORTWORKS MOUNTING BRACKETS ONLY	SPORTWORKS DL2 - SSTL	1,578.00
BIKE RACK MIRROR	NOT INCLUDED	NOT REQUIRED	-
BIKE RACK DEPLOYED LAMP	NOT INCLUDED	NOT REQUIRED	-
MEDICAL AID KIT	NOT INCLUDED	24 UNIT KIT	69.00
BLOODBORN PATHOGEN KIT	NOT INCLUDED	REQUIRED	35.00
BIO-HAZARD KIT	NOT INCLUDED	NOT REQUIRED	-
WHEEL CHOCKS (SET)	NOT INCLUDED	NOT REQUIRED	-
FIBEROPTIC BACKLIGHTING	NOT INCLUDED	REQUIRED	850.00
DASH MTD MULTI FUNCTION DISPLAY (MFD)	NOT INCLUDED	REQUIRED	3,258.00
DRIVERS DASH GAUGES	AIR PRESSURE & SPEEDOMETER	AIR PRESSURE & SPEEDOMETER	-
12V POWER PORT AT DASH	NOT INCLUDED	NOT REQUIRED	-
CUP HOLDER	NOT INCLUDED	NOT REQUIRED	-
WASTE CONTAINER	NOT INCLUDED	REQUIRED	170.00
I/O PROGRAM MODULE	NOT INCLUDED	NOT REQUIRED	-
ADJUSTABLE PEDALS	NOT INCLUDED	REQUIRED	1,130.00
EXTERIOR PAINT	1-COLOR	2-COLORS	2,150.00
CLEAR COAT	NOT INCLUDED	NOT REQUIRED	-
EXTERIOR GRAPHICS	BUS NUMBERS ONLY	NORMAN, OK CUSTOM CNG BUS GRAPHICS (BUDGETARY ONLY)	5,000.00
ROOF NUMBERS	INCLUDED	REQUIRED	-
EXT WARRANTY (BASIC BUS)	24 MONTHS / 100,000 MILES	24 MONTHS / 100,000 MILES	-
EXT WARRANTY (STRUCTURAL INTEGRITY CORROSION)	144 MONTHS / 500,000 MILES	144 MONTHS / 500,000 MILES	-
EXT WARRANTY (CNG ENGINE L9N)	24 MONTHS / UNL MILES	24 MONTHS / UNL MILES	-
EXT WARRANTY (TRANSMISSION - ALLISON)	60 MONTHS / 300,000 MILES	60 MONTHS / 300,000 MILES	INCL
WARRANTY (ALL OTHERS)	BASE COVERAGE PER CONTRACT	BASE COVERAGE PER CONTRACT	-
TRAINING	NOT INCLUDED	NOT REQUIRED	-

TOTAL NORMAN, OK VARIANCES

88,867.00

STATE OF WASHINGTON, WA 35' CNG LOW FLOOR BASE UNIT PRICE (APRIL 2021)

455,915.00

DELIVERY

4,843.00

NORMAN, OK 35' CNG LOW FLOOR BASE UNIT PRICE

549,625.00

PPI 1413 ADJUSTMENT PER WA CONTRACT AMENDMENT #1 (6/1/2022) = 11.78%

64,746.00

SPARE / TOOLING BUDGET

NORMAN, OK 35' CNG LOW FLOOR CURRENT PRICE (8/1/2022)

614,371.00

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