



QUOTE LETTER

July 27, 2021

Taylor Johnson
Public Transit Coordinator
City of Norman
201 A West Gray Street
Norman, OK 73069
405-217-7761 (Office)
taylor.johnson@normanok.gov

Dear Taylor:

Thank you for your interest to purchase one (1) Gillig 35 ft. EBus using the FTA LoNo 2021 as funding source and having named Gillig LLC as your EBus partner. Attached you will find the price summary that will pertain to your order.

Gillig is pleased to quote the following:

One (1) 35 ft. EBus @ \$914,242 each

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 12 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 us.

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 SUMMARY
07/27/2021
NORMAN, OK 2021 FTA 2021 LoNo Grant
1 - 35' L/F PLUS BATTERY ELECTRIC BUS
SERIAL NUMBER: TBD

<u>ACTION</u>	<u>DESCRIPTION</u>	<u>COST</u>
	STATE OF VIRGINIA 35' LOW FLOOR PLUS BATTERY ELECTRIC BASE BUS (2020)	797,280.00
BASE	LOW FLOOR PLUS STYLING PACKAGE	INCL
BASE	CUMMINS EV TRACTION MOTOR, INVERTERS & POWER MANAGEMENT SYSTEMS	INCL
BASE	CUMMINS ESS WITH 6 BATTERY ENCLOSURES TOTALING 444 kWh CAPACITY	INCL
BASE	(1) DEPOT PLUG-IN CHARGING PORT PER SAE J1772 DC CCS TYPE 1 (CURB SIDE)	INCL
BASE	(2) DEKA GROUP 31 BATTERIES	INCL
ADD	REAR BATTERY JUMP START CONNECTION	161.00
BASE	I/O MFD II ELECTRONIC DASH DISPLAY	INCL
CHANGE	AXLE SEALS FROM GREASE TO CHICAGO RAWHIDE OIL	-
BASE	MERITOR FRONT AND REAR AXLES	INCL
CHANGE	(7) FULL POLISHED ALUMINUM WHEELS	461.00
ADD	WHEEL TORQUE INDICATORS (SHIPPED LOOSE)	-
CHANGE	GILLIG SUPPLIED TIRES (7) MICHELIN 305/70R22.5 X INCITY Z, (L)	613.00
ADD	BENDIX TIRE PRESSURE MONITORING SYSTEM	1,000.00
BASE	LIFT-U LU18 WHEELCHAIR RAMP	INCL
ADD	ENGINE SKID PROTECTION W/ EXTENDED TOW EYES & 2" X 2" WIDE WEAR PLATES	408.00
ADD	A-POST SKID PLATES - CURBSIDE & STREETSIDE	144.00
BASE	DOUGLAS STEERING COLUMN W/ 20" VIP 3-SPOKE STEERING WHEEL	INCL
BASE	AIR OPERATED DISC BRAKES	INCL
BASE	STABILITY CONTROL WITH AUTOMATIC TRACTION CONTROL	INCL
BASE	THERMO KING TE14 ALL-ELECTRIC HVAC WITH SCROLL COMPRESSORS & R407C	INCL
CHANGE	DRIVERS HEATER FROM BRUSH MOTORS TO BRUSHLESS MOTORS	407.00
ADD	(1) DASH MOUNTED DRIVERS FAN	97.00
BASE	LEVEL 2 INSULATION PACKAGE (BASE ON E-BUS)	INCL
ADD	EBUS COLD WEATHER PACKAGE W/ FUEL/ELECTRIC FIRED HEATER	5,125.00
BASE	ELECTRIC HYDRAULIC PUMP	INCL
BASE	BENDIX AD-IP AIR DRYER FOR E-BUS APPLICATION	INCL
ADD	FRONT DOOR OVERRIDE SWITCH	177.00
BASE	FRONT AND REAR DOORS AIR OPERATED	INCL
BASE	REAR DOOR 34" FULL DRIVERS CONTROL	INCL
BASE	SSTL STANCHIONS & GRAB RAILS	INCL
ADD	INTERIOR SCHEDULE RACKS (OBIC 19/21 4P 2L)	280.00
CHANGE	PASSENGER SEATS GEMINI W/ STD ADA TO AMSECO INSIGHT W/ VR-50 ONSORTS, DRAIN HOLES & (1) Q'POD AT STREETSIDE	4,943.00
ADD	13 DUAL USB PORTS MOUNTED TO PASSENGER SEATS	2,028.00
ADD	QUANTUM GEN II AT CURBSIDE	11,244.00
BASE	DRIVER SEAT RECARO ERGO METRO W/OUT HEADREST & 2PT BELT	-
ADD	HEADREST TO RECARO DRIVERS SEAT	-
ADD	DRIVERS SEAT BELT ALARM	48.00
BASE	DRIVERS BARRIER W/O SCHEDULE HOLDERS	INCL
BASE	PULL CORD ADA CHIME SYSTEM	INCL
CHANGE	PASSENGER WINDOWS FROM AROW FRAMED FULL FIXED TO AROW BONDED W/ TRANSOM	7,310.00
ADD	GLAZING GUARDS (6 MIL)	1,095.00
CHANGE	HEADLAMPS TO DIALIGHT LED LOW BEAM AND LED HIGH BEAM	1,192.00
ADD	UPPER REAR CAP GRILLE AUX LAMPS - (2) STOP 7" LAMPS	160.00
ADD	REAR GRILLE LOWER CENTER MAOUNTED STOP LAMPS - (2) 18" RED STRIP LED LAMPS	150.00
CHANGE	FROM I/O CONTROLS INTERIOR LED LAMP TO PRETORIA LED LAMPS	-
BASE	STD REI PA SYSTEM	-
CHANGE	DESTINATION SIGNS FROM TWIN VISION (F,S,) TO LUMINATOR (F, CS)	-
ADD	12-CAMERA VIDEO SURVEILLANCE SYSTEM W/ BACK-UP CAMERA - SUPPLIER TBD (BUDGETARY)	12,500.00
ADD	SPORTWORKS DL2 BIKE RACK	1,839.00
BASE	FAREBOX - PRE WIRE ONLY	INCL
ADD	FAREBOX GUARD	203.00
ADD	CEILING MOUNTED FAREBOX LAMP	87.00
ADD	MANUAL PASSENGER COUNTER (1 ROW X 6 TALLY)	192.00
BASE	(1) REAR ROOF HATCH (MANUAL OPEN / CLOSE)	INCL
CHANGE	2-PC REMOTE SAFE FLEET MIRRORS W/ CONVEX, HEATED	238.00
CHANGE	(1) PAINT COLOR & CUSTOM GRAPHICS (PER CITY OF NORMAN, OK SPEC) BUDGETARY	5,000.00

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NORMAN, OK 2021 FTA LoNo Grant
1 - 35' L/F PLUS BATTERY ELECTRIC BUS
SERIAL NUMBER: TBD

<u>ACTION</u>	<u>DESCRIPTION</u>	<u>COST</u>
BASE	ALTRO FLOORING W/ FULL COMPOSITE SUB-FLOOR	INCL
ADD	SYNCHROMATICS SYSTEM (BUDGETARY)	19,836.00
ADD	AMEREX FIRE SUPPRESSION W/O ESS (BATTERY) SUPPRESSION (BUDGETARY)	\$5,000.00
BASE	24 UNIT FIRST AID KIT	INCL
BASE	BLOODBORNE PATHOGENS KIT	INCL
ADD	CLIMATE COMFORT TECHNOLOGIES CCT 24V-1 ELECTRONIC AIR CLEANER	2,250.00
ADD	PRE DELIVERY INSPECTION, TRAVEL & LODGING (UP TO \$5,000 ONLY. IF \$5,000 BUDGET IS EXHAUSTED, BALANCE OF REMAINING EXPENSES WILL BE RESPONSIBILITY OF CITY OF NORMAN)	5,000.00
ADD	PANASONIC TOUGHBOOK 33 LAPTOP	4,560.00
BASE	WARRANTY (BASIC BUS) - 1 YEAR / 50,000 MILES (WHICHEVER COMES FIRST)	INCL
BASE	WARRANTY (BODY STRUCTURE) - 3 YEARS / 150,000 MILES (WHICHEVER COMES FIRST)	INCL
BASE	WARRANTY (STRUCTURE CORROSION) - 7 YEARS / 350,000 MILES (WHICHEVER COMES FIRST)	INCL
BASE	WARRANTY (TRACTION MOTOR) - 3 YEARS / 100,000 MILES (WHICHEVER COMES FIRST)	INCL
BASE	WARRANTY (ESS) - 6 YEARS / 300,000 MILES (WHICHEVER COMES FIRST)	INCL
BASE	WARRANTY (FRONT AXLE) - 5 YEARS / 300,000 MILES (WHICHEVER COMES FIRST)	INCL
BASE	WARRANTY (REAR AXLE) - 5 YEARS / 300,000 MILES (WHICHEVER COMES FIRST)	INCL
BASE	WARRANTY (HVAC) - 2 YEARS / UNLIMITED MILES (WHICHEVER COMES FIRST)	INCL
BASE	WARRANTY (DOOR SYSTEMS) - 1 YEARS / UNLIMITED MILES (WHICHEVER COMES FIRST)	INCL
BASE	WARRANTY (COMPOSITE FLOOR) - 12 YEARS / 500,000 MILES (WHICHEVER COMES FIRST)	INCL
ADD	TRAINING (EBUS MAINTENANCE 24 HOURS)	\$5,000.00
ADD	TRAINING (EBUS ELECTRICAL SYSTEMS 24 HOURS)	\$5,000.00
ADD	TRAINING (ELECTRIC HVAC 8 HOURS)	\$3,000.00
	NORMAN, OK CHANGES	106,748.00
	STATE OF VIRGINIA 35' LOW FLOOR PLUS BATTERY ELECTRIC BASE BUS	797,280.00
ADD	DELIVERY TO NORMAN, OK (BUDGETARY)	10,214.00
	NORMAN, OK 35' LOW FLOOR PLUS BATTERY ELECTRIC CURRENT PRICE (5/13/2021)	914,242.00

CONFIDENTIAL

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