

February 13, 2024

To: Scott Simonton
City of Wilsonville

From: Rob Goolsby– Northwest Bus Sales

Re: New Bus Quote

Hi Scott,

Thank you for the opportunity to participate in your RFP for a Battery Electric Shuttle Bus. Northwest Bus Sales aims to be the most competitively priced provider of quality buses, but where we really shine is in our support- both during <u>and after</u> the sale. Attached you will find our quote for your custom-built bus. We appreciate your business and look forward to working with you on this purchase. If you have any questions regarding this quote, please do not hesitate to call me on my cell at 206-445-8591.

Best Regards,

Rob Goolsby Northwest Bus Sales rob@nwbus.com



February 13, 2024

To: Scott Simonton City of Wilsonville

From: Rob Goolsby- Northwest Bus Sales

Re: Project Approach

1. Describe overall approach to project management.

Northwest Bus Sales employs a team of employees- all with over 5 years of experience at Northwest Bus Sales- to facilitate and monitor the progress of projects.

2. Describe Proposer's approach to complete the tasks and activities of this RFP in a timely manner and control costs.

Northwest Bus Sales has developed systems and processes which have been used to order thousands of buses over the past decade +. The salesperson acts as the overseer of the project while individual tasks are managed by designated employees.

- 3. Describe Proposer's approach to unanticipated issues that may arise during the Project.

 Unfortunately, the industry has seen a multitude of unanticipated issues over the past few years. It has been Northwest Bus Sales' approach to address these issues as they arise and determine the best course of action to minimize impact to our customers.
- **4.** Describe Proposer's quality assurance and quality control procedures to be implemented on this Project.

Starting with the order of the bus, we will schedule a conference call to go over the specification of the bus as it is to be built. Endera has their quality control system in place to ensure accuracy of the actual build. Once completed, Northwest Bus Sales will inspect the bus to ensure compliance with specifications and to perform our own quality control review.

- 5. Identify and describe the deliverables that will result from each task and activity.

 Northwest Bus Sales will perform scheduled periodic reviews of progress during the production phase and will notify City of Wilsonville of any delays or production milestones, or as otherwise requested.
 - 6. Identify key points of input and review with City staff.

At the onset, we will review the build with the City to ensure the bus is built according to specification. If any questions arise during production, Northwest Bus staff will communicate with the City for input. Prior to final delivery, Northwest Bus Sales will coordinate with City staff to determine delivery details and requested training. Any other input is available upon request.

Best Regards,

Rob Goolsby



February 13, 2024

To: Scott Simonton City of Wilsonville

From: Rob Goolsby- Northwest Bus Sales

Re: Vendor Experience

Hi Scott,

Founded in Washington in 1987, Northwest Bus Sales has been a family-owned and locally-operated dealership for 35+ years. Our eight-person sales team has a combined 80+ years of experience, with a highly diverse skill set. Several members of our sales department have prior experience in the repair and operation of commercial vehicles, giving them a unique and beneficial insight into the day-to-day operational requirements of the buses we sell and an ability to troubleshoot and train on many technical issues. Northwest Bus Sales' parts and service department has direct lines of communication with each of our manufacturers. All calls will be answered or returned within 1 hour during business hours.

Endera Motors is the frontrunner in the Battery Electric shuttle bus industry. Following over a decade of experience building shuttle buses, Endera Motors pioneered the charge into Electric Vehicle production. In this developing industry, Endera is at the front of the pack being the only OEM solution for EV shuttle bus production and will be the first with a completed Altoona test.

The Battery Electric Shuttle Bus market is young and is a developing technology. Being at the forefront of technological advancement, unfortunately, does not leave a trail of previous customers. However, with Endera's dedication to research and development and financial backing, and awarded contracts such as the State of California's CALACT, Endera is committed to their and your success.

Best Regards,

Rob Goolsby Northwest Bus Sales rob@nwbus.com



February 13, 2024

To: Scott Simonton
City of Wilsonville

From: Rob Goolsby-Northwest Bus Sales

Re: Altoona Testing

Hi Scott,

Thank you for the opportunity to participate in your RFP for a Battery Electric Shuttle Bus. We understand that, as part of this solicitation, Altoona Bus Testing is a requirement. At the time of submission, the Endera shuttle bus proposed has not been through Altoona testing. With various revisions to the structure of the body and chassis, Endera has submitted for a new full test on their product. The full testing will be performed on a gasoline powered unit, and, upon completion of this testing, the Battery Electric powertrain will be submitted for partial testing. The partial testing performed will include all of the performance metrics of a full test as it pertains to the powerplant and propulsion system, and is an industry standard method for changes in powertrain.

As outlined in Section 8.2 of the sample contract, "...Supplier shall obtain a copy of the bus testing report(s) from the operator of the testing facility and is required to provide a copy of the corresponding full bus testing report and any applicable partial testing report(s) to the City prior to final acceptance of the first vehicle by the City." Please be advised that it is our intention to provide this completed Altoona test report and accompanying partial test report prior to delivery of the vehicle.

Best Regards,

Rob Goolsby Northwest Bus Sales rob@nwbus.com



February 13, 2024

To: Scott Simonton City of Wilsonville

From: Rob Goolsby- Northwest Bus Sales

Re: Proposed Price

Hi Scott,

Thank you for the opportunity to participate in your RFP for a Battery Electric Shuttle Bus. Northwest Bus Sale presents, for your consideration, the following:

Qty (1): Endera Battery Electric Shuttle Bus, per specifications outlined in the RFP dated Jan. 9, 2024

Total vehicle cost, FOB: Willsonville, OR: \$\frac{\$359,052}{}\$
Anticipated delivery date: Late Q1/Early Q2 2025

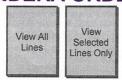
Should you have any questions regarding our proposal, please do not hesitate to reach out to us.

Best Regards,

Rob Goolsby Northwest Bus Sales rob@nwbus.com



ENDERA ORDER FORM



+1 419.523.3593 804 N. Pratt St. Ottawa, OH 45875

Sales: 805-689-4430 <u>jblack@enderacorp.com</u> Warranty / Parts: 419-523-3593

Date: 2/13/2024

Form revision date 01/12/22

CUSTOMER IN	IFORM	ATION		SHIPPING / PAYN	ENT IN	FORMATION	
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Customer		Northwest Bus Sa	ales Inc	Ship To:			
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		Federal Way, W		City, St. Zip:			
Contact		Tyler Todhui		Contact:			
Phone:		253-841-99		Phone:			
Fax:		253-845-93	84	Payment:			
P.O. #:							-
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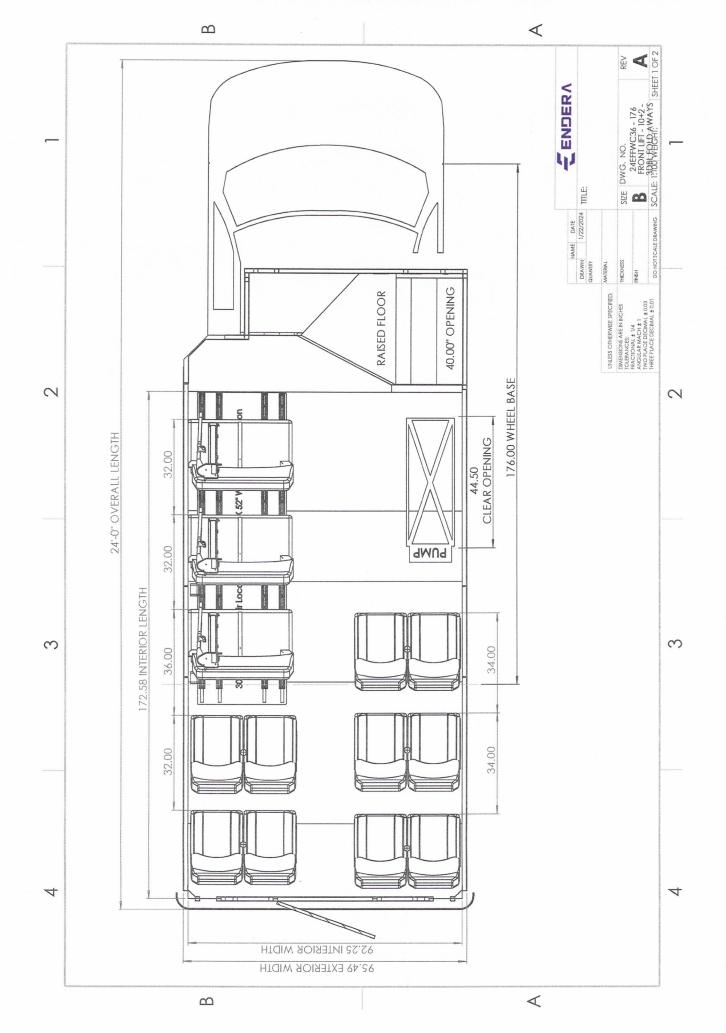
Confidential: None Page 1 of 3 Created 08/12/2021 Revision: 08/12/2021 - 0001 Endera Quality Control ID# 500001

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ORDOT Base 1 Key Switch for Entrance Door 1 Hanover Front Destination Sign 1 Hanover Side Destination Side Side Side Side Side Side Side Side		1	2 additional internal speakers (Wire PA system to all 6 speakers)		
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1 Hanover Side Destination Sign ORDOT Base 5 Verted Windows with Flush Side Silder (Each) 1 40° Entry door (42° door, 39° clear opening) CHASSIS / EXTERIOR 1 Heavy Duty 12° Driver's Step ORDOT Base 1 MorRyde RS Rear Suspension ORDOT Base 1 Deterior Mirrors, Resco Remote Power - Heated, RH & LH, Black Arms (Exchange) 1 Romeo Rilm Rear Bumper, Black ORDOT Base 1 Valve Stem Extender Inner Dual Rear Wheel, pair ORDOT Base 1 Alignment Certification Post-Production 1 Front standoff mount for Sportworks Apex 3 bike rack, mount only (STD Bike rack hitch okay) 1 Endera High Range EV Conversion SIDEWALL / CEILING / HATCH ORDOT Base 1 Sidewall: White Paneling (Black is Standard) Interior Convex Mirror 6" x 9" LUGGAGE RACKS / STORAGE ORDOT Base 1 Key Locks for Driver Storage and Electrical Cabinet CLIMATE CONTROL MISCELLANEOUS - HEATER & AIC ACCESSORIES & FANS 1 TOK BTU Total - Valeo-R236516 - Dual Compressors, Sirk Cond., Ceiling Evap. W/ EV HEAT SAFETY OPTIONS ORDOT Base 1 SLD. ABC Fire Extinguisher w Bracket ORDOT Base 1 SLD Interior Canner String Strict Cond., Ceiling Evap. W/ EV HEAT SAFETY OPTIONS 1 SLD Interior Canner String Strict Cond., Ceiling Evap. W/ EV HEAT SAFETY OPTIONS 1 SLD Interior String Strict Cond., Ceiling Evap. W/ EV HEAT SAFETY OPTIONS 1 SLD Interior Stringlisher w Bracket ORDOT Base 1 SLD Interior Stringlisher w Bracket ORDOT Base 1 SLD Interior Stringlisher W Bracket ORDOT Base 1 Decal - "Please Fasten Your Seat Beit" GRAB RAIL / STANCHION / PANELS ORDOT Base 1 Ceiling Grab Rail Curbside (ADA requirement)	ORDOT Base	1	Key Switch for Entrance Door		
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ORDOT Base 1 Ceiling Grab Rail Streetside					
	ORDOT Base	1	Ceiling Grab Rail Streetside		

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ORDOT Base	1	Angled Stanchion Poblad Driver with 4/41 Dissiple - C		
	<u> </u>	Angled Stanchion Behind Driver with 1/4" Plexiglass Panel		
ORDOT Base	1	Modesty Stanchion behind Front Lift		
		MISC OPTIONS		
		SEATING		
		DRIVER'S SEATING		
	1	SHIELD FC Recliner, RH Arm, 4 Position Lumbar, Mesh Pocket		
	1	Adnik Power Seat Base w/ Skirt - Required w/ USSC G2, Shield &	& Shield Sport Driver Seats	
		OEM DRIVER SEAT RE-COVERED TO MATO	H PASSENGER SEATS	
		FREEDMAN SHIELD & LO CAM DRIVE	R SEAT FABRICS	
		EUROPEAN OR AMERICAN WOOL QUOTED	AT TIME OF ORDER	
	1	Driver Seat Cover - Level 1	Oxen Gray Vinyl	
		PASSENGER SEAT FABR	RICS	
		EUROPEAN OR AMERICAN WOOL QUOTED	AT TIME OF ORDER	
	16	Seat Cover - Level 1	Oxen Gray Vinyl	
		SEAT OPTIONS		
ORDOT Base	8	AV Grab Handle, Black - Each on:	Aisle	
ORDOT Base	5	Flip-Up US Armrest, Black - Each on:	Aisle, not foldaway	
	10	Freedman CITI single seat		
	3	Freedman CITI double foldaway		
7.		OTHER OPTIONAL EQUIPMENT 8	FEATURES	
ORDOT Base	1	Minimum 27" Knee to Hip		
ORDOT Base	1	Weight Slip included with bus		
ORDOT Base	1	Alignment printout included with bus		
ORDOT Base	1	Redundant Ground between chassis and power unit		
ORDOT Base	1	Circuit panel legend on access door		
ORDOT Base	1	Water test; 2gpm@40psi for 15 minutes, report included with bus		
NWB ITEM	1	Moto APX 4500 and associated hardware, see ***note*** below		
NWB ITEM	1	REI HD5-600 6-cam hardware, NWB to supply		
NWB ITEM	1	GMV Syncromatics		
NWB ITEM	1	Delivery		
	-			have not been a second
		PRODUCTION NOTES /	INSTRUCTIONS	
Ensure radius panels	s can ac	commodate advertising, or install ad rails.		
		Motorola 2-way radio quoted with complete operab	lity package. Deduct \$6000 for radio only	
	AUTHO	DRIZED CUSTOMER SIGNATURE		DATE
AUTHO	ORIZE	D ENDERA AUTOMOTIVE SIGNATURE		DATE

Confidential: None Page 3 of 3 Created 08/12/2021 Revision: 08/12/2021 - 0001



							FUEL LOAD AL	FUEL LOAD ADJ. DATA (F.L.A.)			
	VEHICLE DESCRIPTION	RIPTION		FRONT AXLE	REAR AXLE	Щ	FUEL CAP.	FUEL WGT PER GAL	R GAL.		
	24EFFWC	24EFFWC36176 - 10 +2 3dbl Fold Away	Fold Away	3890	6560		55	9			
	Raised F	Raised Floor Front Lift EV Series B	Series B								
	WB	PER IN. VALUE CALC.		AXLE W	AXLE WEIGHTS		FUEL AMT.	WGT OF FUEL	FUEL ADJ. AMT	AMT.	
	176	0.57		LEFT FRONT	LEFT FRONT RIGHT FRONT	L	1.00	330	1		
		AXLE CAPACITIES	0	2079	2118		FUEL TANK CENTER				
	FRONT	REAR	TOTAL	LEFT REAR	LEFT REAR RIGHT REAR		0				
	2000	0096	14500	3071	3462						
		STRE	STREETSIDE				กว	CURBSIDE			
DESC.	DISTANCE (IN.)	WEIGHT (LBS.)	% REAR AXLE	FRONT	REAR	DISTANCE (IN.)	WEIGHT (LBS.)	WEIGHT (LBS.) % REAR AXLE	FRONT	RFAR	DESC
DRIVER	44	150	25.00%	112.50	37.50			%00.0	L	000	
			0.00%	0.00	0.00			0.00%	0.00	0.00	
BV Dbl Fold	99.64	385	56.61%	167.04	217.96			0.00%	0.00	0.00	
BV Dbl Fold		385	74.80%	97.04	287.96	164.06	352.5	93.22%	23.91	328.59	FW Mid-Hi
BV Dbl Fold	163.64	385	92.98%	27.04	357.96	198.06	352.5	112.53%	-44.18	396.68	FW Mid-Hi
FW Mid-Hi	198.81	352.5	112.96%	-45.68	398.18	232.06	352.5	131.85%	-112.28	464.78	FW Mid-Hi
FW Mid-Hi	230.81	352.5	131.14%	-109.78	462.28			0.00%	0.00	0.00	
			%00.0	0.00	0.00			0.00%	00.00	0.00	
			%00.0	00.00	00.00			%00.0	0.00	0.00	
			%00.0	0.00	0.00			0.00%	00.00	0.00	
			%00.0	0.00	00.00			0.00%	0.00	0.00	
			%00.0	0.00	00.00			0.00%	0.00	0.00	
			0.00%	0.00	00.00			%00.0	0.00	0.00	
			0.00%	0.00	00.00			%00.0	0.00	0.00	
			%00.0	0.00	00.00			%00.0	0.00	0.00	
			%00.0	0.00	0.00			0.00%	00.00	0.00	
			%00.0	0.00	00.00			%00.0	0.00	0.00	
			%00.0	0.00	00.00			%00.0	0.00	0.00	
			0.00%	0.00	00.00			%00.0	0.00	0.00	
			0.00%	0.00	0.00			%00.0	0.00	0.00	
TOT	TOTAL PASSENGER LOAD	LOAD		248.15	1761.85				-132.55	1190.05	3067.50
	AXLE WEIGHTS			2079.00	3071.00				2118.00	3462.00	10730.00
	800lb Braun Fron	800lb Braun Front Lift; Valeo 70k Rooftop Condenser, Raised Floor	oftop Condenser	Raised Flo	or .						
				FRONT	REAR	LEFT/RIGHT TOTALS	LEFT/RIGHT %'S				
			LEFT	2327.15	4832.85	7160.00	0.519				
			RIGHT	1985.45	4652.05	6637.50	0.481		STIGLIS		i
		FRT /	FRT / REAR TOTALS	4312.60	9484.90	13797.50			SERIES	SERIES B EV Kalsed Floor	ed Floor
		AXL	AXLE CAPACITIES	2000	0096	14500				0	
		AVAII ABI	E CAPACITIES	687 40	115.10	702 50				ESTIMATION	21

BUY AMERICA CERTIFICATION

Certification Requirement for the Procurement of Steel, Iron, or Manufactured Products

SMART Bus Purchase

CERTIFICATE OF COMPLIANCE WITH BUY AMERICA REQUIREMENTS:

February 13, 2024

Date:

Title:

The bidder or offeror hereby certifies that it will comply with the requirements of 49 USC 5323(j), and the applicable regulations in 49 CFR Part 661.

Signature:		
Company:	Northwest Bus Sales, Inc.	
Name:	Rob Goolsby	
Title:	Sales Manager	
CERTIFIC	CATE OF NON-COMPLIANCE WITH BUY AMERICA REQ	UIREMENTS:
49 USC 5	er or offeror hereby certifies that it cannot comply with the re 323(j), but it may qualify for an exception to the requirement 323(j)(2), as amended, and the applicable regulations in 49	nt pursuant to
Date:		
Signature:		
Company:		
Name:		