

Northwest Bus Sales, Inc  
33207 Pacific Highway South  
Federal Way, WA 98003  
Phone (253) 841-9997  
Fax (253) 845-9384  
[www.nwbus.com](http://www.nwbus.com)

February 13, 2024

To: Scott Simonton  
City of Wilsonville

From: Rob Goolsby– Northwest Bus Sales

Re: New Bus Quote

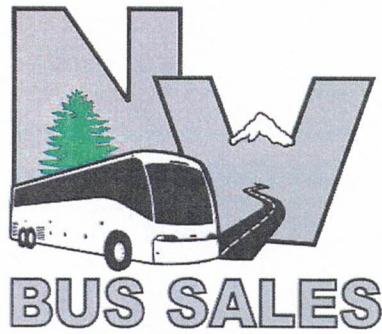
Hi Scott,

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 *and after* 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,

A handwritten signature in black ink, appearing to read 'Rob Goolsby', is written over a horizontal line.

Rob Goolsby  
Northwest Bus Sales  
[rob@nwbus.com](mailto:rob@nwbus.com)  
[www.nwbus.com](http://www.nwbus.com)



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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



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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.

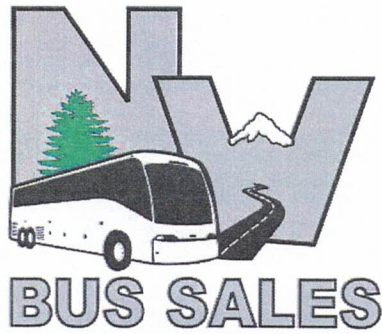
Endera Motors is the frontrunner in the Battery Electric shuttle bus industry. Following over a decade of experience building shuttle buses, Endera Motors pioneered the charge into Electric Vehicle production. In this developing industry, Endera is at the front of the pack being the only OEM solution 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,

A handwritten signature in black ink, appearing to read 'Rob Goolsby', is written over a horizontal line.

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February 13, 2024

To: Scott Simonton  
City of Wilsonville  
From: Rob Goolsby– Northwest Bus Sales  
Re: Altoona Testing

Hi Scott,

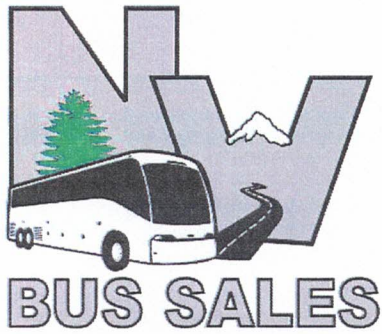
Thank you for the opportunity to participate in your RFP for a Battery Electric Shuttle Bus. We understand that, as part of this solicitation, Altoona Bus Testing is a requirement. At the time of submission, the Endera shuttle bus proposed has not been through Altoona testing. With various revisions 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,

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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: \$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,

A handwritten signature in black ink, appearing to read 'Rob Goolsby', is written over a large, stylized, hand-drawn oval shape.

Rob Goolsby  
Northwest Bus Sales  
[rob@nwbus.com](mailto:rob@nwbus.com)  
[www.nwbus.com](http://www.nwbus.com)



# ENDERA ORDER FORM

View All Lines  
View Selected Lines Only

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

Date: 2/13/2024  
Form revision date 01/12/22

Sales: 805-689-4430  
[jblack@enderacorp.com](mailto:jblack@enderacorp.com)  
Warranty / Parts: 419-523-3593

## CUSTOMER INFORMATION

Customer: Northwest Bus Sales, Inc.  
Address: 33207 Pacific Hwy S  
City, St. Zip: Federal Way, WA 98003  
Contact: Tyler Todhunter  
Phone: 253-841-9997  
Fax: 253-845-9384  
P.O. #:

## SHIPPING / PAYMENT INFORMATION

Customer Pick Up:  Ship Best Way to Location Below:

Ship To:  
Address:  
City, St. Zip:  
Contact:  
Phone:  
Payment:

Additional Shipping Instructions

ARE FTA FUNDS USED?		FTA INFO REQUIRED
YES or NO	YES	

Is this for a contract?	YES or NO	Model Number:	Number of units in this order:
	YES	Description:	1
<i>If YES please complete the fields to the right</i>		Seating Capacity:	

## End User Information

Name: State of Oregon - Agency Name  
Address:  
City, St. Zip:

Applicable FIN / FAN Code: QS045

## CHASSIS

QTY	CHASSIS ADDED		
1	Ford E450, 158" WB, 7.3L V-8 Gas Engine, 14,500 GVWR, Door Delete		
1	Less: Applicable Government Bid Assistance		
1	Less: Mobility Allowance		
1	Spare Tire & Wheel		
1	Additional chassis key		

## BASE CONVERSION

QTY	Endera - FORD E450 - Raised Floor		
1	2021 - 24', E450, 176" WB, 14,500 GVWR		

## BODY / CONVERSION OPTIONS

Option #	QTY	Option Description		
<b>PARATRANSIT OPTIONS</b>				
	1	Front Lift - ADA with Double Wheel Chair Doors, Windows, Shift Interlock & Lights		
ORDOT Base	1	Priority seating and wheelchair decals		
<b>BRAUN WHEELCHAIR LIFTS</b>				
	1	Braun Century - NCL-2 Lift, 34"x51", 800# with Rear Pump & Safety Belt		
<b>Q-STRAINT W.C. SECUREMENT KITS</b>				
ORDOT Base	2	Q-8300-A1-L - QRT MAX - Retractable Shoulder / Lap Belt Combo - L Track		
<b>MISCELLANEOUS PARATRANSIT ACCESSORIES</b>				

ORDOT Base	1	Q-Straint Lap Belt Extension, 20" (Q5-6340-20-INT)		
ORDOT Base	1	Q-Straint Belt Cutter (Ship Loose)		
	1	Full length L-Tracking in wheelchair area		
<b>FLOORING</b>				
	1	Gerflor Tarabus Sirius Griffon, 2.5 mm Thick		
	1	Yellow Step Nosing		
ORDOT Base	1	Standee Line Behind Driver at Entrance Stanchion w/ Decal	Yellow	
ORDOT Base	1	Cove Flooring on Sidewall to Bottom of Seat Track		
<b>ELECTRICAL</b>				
	1	Door / Window Ajar Alarm Package (on all Egress Windows & Rear Door or Window)		
ORDOT Base	1	Pre-wire +/- Ignition at Doghouse		
ORDOT Base	1	Back Up Alarm		
ORDOT Base	1	Engine Compartment Light		
	1	Pull Cord Passenger Stop Indicator (Dual chime in WC stations)		
	1	Stop Request Sign in Driver's Area		
ORDOT Base	1	Install 6 camera system - NWB to supply		
<b>EXTERIOR LIGHTS</b>				
ORDOT Base	1	Illuminated Flashing Yield Light wired to Turn Signal on Rear of Bus, momentary switch		
ORDOT Base	1	Midship Turning Lights		
<b>AUDIO / VISUAL</b>				
ORDOT Base	1	Rosco Rearview Monitor with display in rearview mirror		
	1	PA - 40 Watt Panel Mount System w/ 1 Internal Speaker & Handheld Microphone		
ORDOT Base	1	Internal Speakers w/wire - 2 rear with OEM AM/FM Radio		
	1	2 additional internal speakers (Wire PA system to all 6 speakers)		
<b>DOORS / WINDOWS</b>				
ORDOT Base	1	Key Switch for Entrance Door		
	1	Hanover Front Destination Sign		
	1	Hanover Side Destination Sign		
ORDOT Base	5	Vented Windows with Flush Side Slider (Each)		
	1	40" Entry door (42" door, 39" clear opening)		
<b>CHASSIS / EXTERIOR</b>				
	1	Heavy Duty 12" Driver's Step		
ORDOT Base	1	MorRyde RS Rear Suspension		
ORDOT Base	1	Exterior Mirrors, Rosco Remote Power - Heated, RH & LH, Black Arms (Exchange)		
	1	Romeo RIM 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		
<b>SIDEWALL / CEILING / HATCH</b>				
ORDOT Base	1	Sidewall: White Paneling (Black is Standard)		
	1	Roof Hatch - Transpec 1070 Series Dual Purpose Safety Vent II to Match Ceiling		
<b>INTERIOR</b>				
ORDOT Base	1	Interior Convex Mirror 6" x 9"		
<b>LUGGAGE RACKS / STORAGE</b>				
ORDOT Base	1	Key Locks for Driver Storage and Electrical Cabinet		
<b>CLIMATE CONTROL</b>				
<b>MISCELLANEOUS - HEATER &amp; A/C ACCESSORIES &amp; FANS</b>				
	1	70K BTU Total - Valeo-R236516 - Dual Compressors, Skirt Cond., Ceiling Evap. W/ EV HEAT		
<b>SAFETY OPTIONS</b>				
ORDOT Base	1	5 Lb. ABC Fire Extinguisher w/ Bracket		
ORDOT Base	1	Bi-Directional Reflective Triangles		
ORDOT Base	1	25 Unit First Aid Kit w/ Plastic Waterproof Case, ANSI 2009		
	1	Bloodborne Pathogen Kit / Body Fluid Kit		
ORDOT Base	1	Decal - "Please Fasten Your Seat Belt"		
<b>GRAB RAIL / STANCHION / PANELS</b>				
ORDOT Base	1	Ceiling Grab Rail Curbside (ADA requirement)		
ORDOT Base	1	Ceiling Grab Rail Streetside		

ORDOT Base	1	Angled Stanchion Behind Driver with 1/4" Plexiglass Panel		
ORDOT Base	1	Modesty Stanchion behind Front Lift		
<b>MISC OPTIONS</b>				
<b>SEATING</b>				
<b>DRIVER'S SEATING</b>				
	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		
<b>OEM DRIVER SEAT RE-COVERED TO MATCH PASSENGER SEATS</b>				
<b>FREEDMAN SHIELD &amp; LO CAM DRIVER SEAT FABRICS</b>				
<b>**EUROPEAN OR AMERICAN WOOL QUOTED AT TIME OF ORDER**</b>				
	1	Driver Seat Cover - Level 1	Oxen Gray Vinyl	
<b>PASSENGER SEAT FABRICS</b>				
<b>**EUROPEAN OR AMERICAN WOOL QUOTED AT TIME OF ORDER**</b>				
	16	Seat Cover - Level 1	Oxen Gray Vinyl	
<b>SEAT OPTIONS</b>				
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 C/IT single seat		
	3	Freedman C/IT double foldaway		

<b>OTHER OPTIONAL EQUIPMENT &amp; FEATURES</b>				
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		

<b>PRODUCTION NOTES / INSTRUCTIONS</b>				
Ensure radius panels can accommodate advertising, or install ad rails.				
***Motorola 2-way radio quoted with complete operability package. Deduct \$6000 for radio only***				

\_\_\_\_\_  
 AUTHORIZED CUSTOMER SIGNATURE

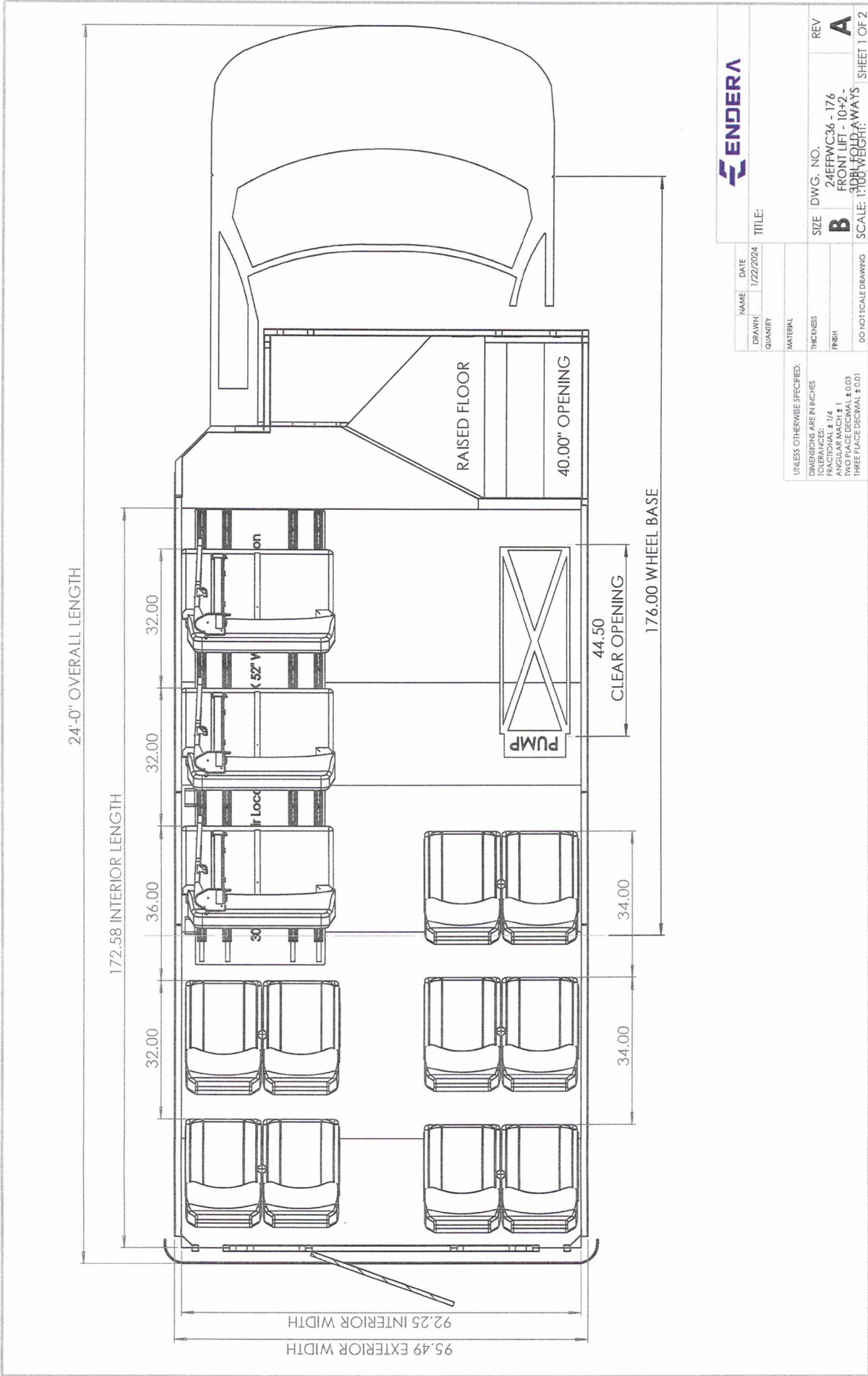
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 DATE

\_\_\_\_\_  
 AUTHORIZED ENDERA AUTOMOTIVE SIGNATURE

\_\_\_\_\_  
 DATE



4 3 2 1



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<b>ENDERA</b>	
NAME	DATE
DRAWN	1/22/2024
QUANTITY	TITLE:
MATERIAL	
THICKNESS	
FINISH	
DO NOT SCALE DRAWING	

UNLESS OTHERWISE SPECIFIED:  
 DIMENSIONS ARE IN INCHES  
 TOLERANCES:  
 FRACTIONAL ± 1/4  
 DECIMAL ± 0.01  
 THREE PLACE DECIMAL ± 0.03

SIZE DWG. NO. REV  
 24EFFWC36 - 176  
 FRONT LIFT - 10+2 -  
 3000 LBS - 4 WAYS  
 SCALE: 1:100 WEIGHT: SHEET 1 OF 2

1 2 3 4




# BUY AMERICA CERTIFICATION

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

SMART Bus Purchase

### *CERTIFICATE OF COMPLIANCE WITH BUY AMERICA REQUIREMENTS:*

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.

Date: February 13, 2024  
Signature:   
Company: Northwest Bus Sales, Inc.  
Name: Rob Goolsby  
Title: Sales Manager

### *CERTIFICATE OF NON-COMPLIANCE WITH BUY AMERICA REQUIREMENTS:*

The bidder or offeror hereby certifies that it cannot comply with the requirements of 49 USC 5323(j), but it may qualify for an exception to the requirement pursuant to 49 USC 5323(j)(2), as amended, and the applicable regulations in 49 CFR 661.7.

Date: \_\_\_\_\_  
Signature: \_\_\_\_\_  
Company: \_\_\_\_\_  
Name: \_\_\_\_\_  
Title: \_\_\_\_\_