

### Determination of Responsibility Form

Procurement Title: Standard Cutaway and Minibus Chassis Type Transit Vehicles

Solicitation No: TRIPS-22-CA-MB-LF-NBC

Vendor: Nations Bus Corp

#### Descriptions of Determination of Responsibility

Per requirement of the Federal Transit Administration (FTA) C 4220.1F, Ch. IV, Paragraph 2.a.(1), Determination of Responsibility for the awarded supplier, the following must be completed prior to the execution of the contract.

Yes No N/A Description of Determination

Supplier has the Staff/Resources for the project team, support staff and backup resources to do the work (attach supporting memorandum, organization charts, etc. if not already included in their submittal)

**Explanation for selection if documentation is not attached:**

Supplier has sufficient financial resources to complete the work (attach Dun & Bradstreet report, financial statements, supporting memorandum, bank references, etc.)

**Explanation for selection if documentation is not attached:**

Supplier has a proven track record of completing work on time and within budget (attach supporting memorandum, references, etc.)

**Explanation for selection if documentation is not attached:**

Supplier can provide the required bonds if applicable to the project (attach supporting memorandum, confirmation of bonding capacity, etc. if not already included in their submittal)

**Explanation for selection if documentation is not attached:**

Supplier is not debarred/suspended at federal or, if available, state level (attach SAM screenshot, supporting memorandum, etc.)

**Explanation for selection if documentation is not attached:**

Cost/Price Analysis has been submitted and verified that pricing is based on fair market value for goods and/or services provided.

**Explanation for selection if documentation is not attached:**

Signature

*Vin Deut*

Title: Procurement Director, Center for Urban Transportation Research

Date:

7/18/2023



# Memo

**To:** File No. TRIPS 22- CA-MB-LF-NBC

**From:** Tina Roberts

**Date:** July 18, 2023

**Re:** Determination of Responsibility Justifications

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**Staff/Resources** – Nations Bus Corp will be performing these services in partnership with Turtle Top with Chassis provided by Ford, Chevrolet and Freightliner. We feel based on previous work experience and the merits of the response from Nations Bus Corp that they will be able to adequately provide the vehicles as specified.

**Financial** – Nations Bus Corp was started in 1999 by Chip Osborne and David Meck. They are a Florida based company that has done business with the Florida Department of Transportation under the TRIPS program for many years. They have an annual revenue of \$5.8M and 21 employees. We feel based on their time in business and the partnerships they have established with Turtle Top and chassis provided by Ford, Chevrolet and Freightliner they have the financial stability to produce and deliver vehicles as specified.

**Proven Track Record** – Nations Bus Corp will be performing these services in partnership with Turtle Top and chassis provided by Ford, Chevrolet and Freightliner. Previously these manufacturers have provided these types of vehicles through Nations Bus Corp and we feel based on previous work experience with FDOT and the merits of the response from Nations Bus Corp that they will be able to adequately provide the vehicles as specified.



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## Detail by Entity Name

Foreign Profit Corporation  
NATIONS BUS CORP.

### Filing Information

**Document Number** F10000001722  
**FEI/EIN Number** 52-2238173  
**Date Filed** 04/09/2010  
**State** CA  
**Status** ACTIVE

### Principal Address

555 Outlet Mall Blvd  
St. Augustine, FL 32084

Changed: 01/10/2015

### Mailing Address

555 Outlet Mall Blvd  
St. Augustine, FL 32084

Changed: 01/14/2021

### Registered Agent Name & Address

MECK, DAVID  
555 Outlet Mall Blvd  
St. Augustine, FL 32084

Name Changed: 04/07/2011

Address Changed: 01/10/2015

### Officer/Director Detail

#### **Name & Address**

Title PTD

MECK, DAVID  
555 Outlet Mall Blvd  
St. Augustine, FL 32084

Title VP

MECK, DAVID  
113 Gaillardia Loop  
St. Augustine, FL 32080

Title PD

OSBORNE, CHARLES, Jr.  
465 Ocean Grove Cir  
Saint Augustine, FL 32080

#### **Annual Reports**

<b>Report Year</b>	<b>Filed Date</b>
2021	01/14/2021
2022	01/21/2022
2023	01/23/2023

#### **Document Images**

<a href="#">01/23/2023 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/21/2022 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/14/2021 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/13/2020 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">02/09/2019 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/22/2018 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/10/2017 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/22/2016 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/10/2015 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/11/2014 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/02/2013 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">01/18/2012 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/07/2011 -- ANNUAL REPORT</a>	<a href="#">View image in PDF format</a>
<a href="#">04/09/2010 -- Foreign Profit</a>	<a href="#">View image in PDF format</a>



# NATIONS BUS CORP.

Unique Entity ID <b>TYDMWJ3UJ6B9</b>	CAGE / NCAGE <b>4DG08</b>	Purpose of Registration <b>All Awards</b>
Registration Status <b>Active Registration</b>	Expiration Date <b>Apr 14, 2023</b>	
Physical Address <b>10219 Hawthorne BLVD Inglewood, California 90304-1511 United States</b>	Mailing Address <b>555 Outlet Mall BLVD St Augustine, Florida 32084-1511 United States</b>	

## Business Information

Doing Business as <b>NATIONS BUS SALES</b>	Division Name <b>Nations Bus Corp</b>	Division Number <b>Nations Bu</b>
Congressional District <b>California 43</b>	State / Country of Incorporation <b>Florida / United States</b>	URL <b>http://nationsbus.com</b>

## Registration Dates

Activation Date <b>Mar 17, 2022</b>	Submission Date <b>Mar 15, 2022</b>	Initial Registration Date <b>Apr 18, 2006</b>
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## Entity Dates

Entity Start Date <b>Apr 24, 2000</b>	Fiscal Year End Close Date <b>Dec 31</b>
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## Immediate Owner

CAGE <b>(blank)</b>	Legal Business Name <b>(blank)</b>
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## Highest Level Owner

CAGE <b>(blank)</b>	Legal Business Name <b>(blank)</b>
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## Executive Compensation

Registrants in the System for Award Management (SAM) respond to the Executive Compensation questions in accordance with Section 6202 of P.L. 110-252, amending the Federal Funding Accountability and Transparency Act (P.L. 109-282). This information is not displayed in SAM. It is sent to USApending.gov for display in association with an eligible award. Maintaining an active registration in SAM demonstrates the registrant responded to the questions.

## Proceedings Questions

Registrants in the System for Award Management (SAM) respond to proceedings questions in accordance with FAR 52.209-7, FAR 52.209-9, or 2.C.F.R. 200 Appendix XII. Their responses are not displayed in SAM. They are sent to FAPIIS.gov for display as applicable. Maintaining an active registration in SAM demonstrates the registrant responded to the proceedings questions.

## Exclusion Summary

Active Exclusions Records?

**No**

## SAM Search Authorization

I authorize my entity's non-sensitive information to be displayed in SAM public search results:

**Yes**

## Entity Types

### Business Types

Entity Structure <b>Corporate Entity (Not Tax Exempt)</b>	Entity Type <b>Business or Organization</b>	Organization Factors <b>(blank)</b>
Profit Structure <b>For Profit Organization</b>		

## Exhibit 5

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#### Socio-Economic Types

Check the registrant's Reqs & Certs, if present, under FAR 52.212-3 or FAR 52.219-1 to determine if the entity is an SBA-certified HUBZone small business concern. Additional small business information may be found in the SBA's Dynamic Small Business Search if the entity completed the SBA supplemental pages during registration.

#### Financial Information

Accepts Credit Card Payments <b>No</b>	Debt Subject To Offset <b>No</b>
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EFT Indicator <b>0000</b>	CAGE Code <b>4DG08</b>
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#### Points of Contact

##### Electronic Business

 <b>David Morris, Transit Sales Manager</b>	<b>555 Outlet Mall BLVD</b> <b>St Augustine, Florida 32084</b> <b>United States</b>
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Chip Osborne	555 Outlet Mall BLVD St Augustine, Florida 32084 United States
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##### Government Business

 <b>David Morris, Transit Sales Manager</b>	<b>555 Outlet Mall BLVD</b> <b>St. Augustine, Florida 32084</b> <b>United States</b>
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Chip Osborne	555 Outlet Mall BLVD St Augustine, Florida 32084 United States
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##### Past Performance

 <b>David Meck, CFO</b>	<b>10219 Hawthorne BLVD</b> <b>Inglewood, California 90304</b> <b>United States</b>
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Chip Osborne	555 Outlet Mall BLVD St Augustine, Florida 32084 United States
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#### Service Classifications

##### NAICS Codes

Primary	NAICS Codes	NAICS Title
<b>Yes</b>	<b>336211</b>	<b>Motor Vehicle Body Manufacturing</b>
	<b>423110</b>	<b>Automobile And Other Motor Vehicle Merchant Wholesalers</b>
	<b>441228</b>	<b>Motorcycle, Atv, And All Other Motor Vehicle Dealers</b>
	<b>485113</b>	<b>Bus And Other Motor Vehicle Transit Systems</b>

#### Disaster Response

This entity does not appear in the disaster response registry.

**TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles**  
**Price Analysis**

Dealer	Chassis Make	Model	Style	GVWR	Length	Original Chassis Price	Original Second Stage Price	Original Vehicle Price	Final Chassis Price	Final Second Stage Price	Negotiated Vehicle Price	Competitive Range 7.5%	Pricing within competitive range?
FTS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	\$ 44,966.00	\$ 37,110.00	\$ 82,076.00	\$ 44,966.00	\$ 36,700.00	\$ 81,666.00	\$ 87,790.95	Yes
FTS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	\$ 47,058.00	\$ 44,747.00	\$ 91,805.00	\$ 47,058.00	\$ 37,891.00	\$ 84,949.00	\$	N/A
FTS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	\$ 48,353.00	\$ 44,868.00	\$ 93,221.00	\$ 48,353.00	\$ 38,011.00	\$ 86,364.00	\$	Yes
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	\$ 48,869.00	\$ 51,606.00	\$ 100,475.00	\$ 48,869.00	\$ 45,006.00	\$ 93,875.00	\$ 100,706.00	Yes
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	\$ 59,045.00	\$ 69,845.00	\$ 128,890.00	\$ 55,315.00	\$ 38,365.00	\$ 93,680.00	\$	N/A
FTS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	\$ 49,999.00	\$ 63,130.00	\$ 113,129.00	\$ 49,999.00	\$ 61,240.00	\$ 111,239.00	\$	N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix ML	5A/1WC- Cutaway	10,050	20	\$ 31,866.00	\$ 76,512.00	\$ 108,378.00	\$ 31,866.00	\$ 72,933.00	\$ 104,799.00	\$	N/A
FTS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	\$ 48,829.00	\$ 42,705.00	\$ 91,534.00	\$ 48,829.00	\$ 42,145.00	\$ 90,974.00	\$	Yes
FTS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	\$ 49,317.00	\$ 46,075.00	\$ 95,392.00	\$ 49,317.00	\$ 39,119.00	\$ 88,436.00	\$ 95,068.70	N/A
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	\$ 49,631.00	\$ 51,642.00	\$ 101,273.00	\$ 49,631.00	\$ 44,942.00	\$ 94,573.00	\$	Yes
FTS	Ford Transit-350	Enderra	Cutaway	10,360	22	\$ 36,835.00	\$ 77,379.00	\$ 114,214.00	\$ 36,835.00	\$ 75,083.00	\$ 111,918.00	\$	N/A
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	\$ 36,037.00	\$ 91,354.00	\$ 127,391.00	\$ 36,037.00	\$ 85,902.00	\$ 121,999.00	\$ 120,311.85	Yes
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	\$ 39,847.00	\$ 91,004.00	\$ 130,851.00	\$ 36,710.00	\$ 84,804.00	\$ 121,514.00	\$	Yes
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	\$ 39,500.00	\$ 121,975.00	\$ 161,475.00	\$ 37,700.00	\$ 112,025.00	\$ 149,725.00	\$	No
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	\$ 34,228.00	\$ 98,859.00	\$ 133,087.00	\$ 34,228.00	\$ 93,707.00	\$ 127,935.00	\$ 132,935.58	Yes
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	\$ 35,920.00	\$ 96,374.00	\$ 132,294.00	\$ 33,287.00	\$ 90,374.00	\$ 123,661.00	\$	N/A
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	\$ 34,228.00	\$ 93,914.00	\$ 128,142.00	\$ 34,228.00	\$ 88,962.00	\$ 123,190.00	\$ 128,690.40	Yes
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	\$ 36,980.00	\$ 91,429.00	\$ 128,409.00	\$ 34,283.00	\$ 85,429.00	\$ 119,712.00	\$	N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/1WC- Cutaway	11,500	21	\$ 32,282.00	\$ 79,329.00	\$ 111,611.00	\$ 32,282.00	\$ 75,328.00	\$ 107,610.00	\$	N/A
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	6A/2WC- Cutaway	11,500	21	\$ 32,282.00	\$ 81,499.00	\$ 113,781.00	\$ 32,282.00	\$ 77,425.00	\$ 109,707.00	\$	Yes
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	\$ 37,488.00	\$ 92,919.00	\$ 130,407.00	\$ 34,283.00	\$ 86,919.00	\$ 121,202.00	\$ 115,680.75	No
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	\$ 34,230.00	\$ 95,404.00	\$ 129,634.00	\$ 34,230.00	\$ 90,452.00	\$ 124,682.00	\$	No
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	\$ 34,757.00	\$ 96,959.00	\$ 131,716.00	\$ 34,757.00	\$ 92,007.00	\$ 126,764.00	\$ 117,815.70	No
FTS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	\$ 34,225.00	\$ 79,009.00	\$ 113,234.00	\$ 34,225.00	\$ 76,513.00	\$ 110,738.00	\$	Yes
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC- Cutaway	12,500	22	\$ 32,809.00	\$ 80,839.00	\$ 113,648.00	\$ 32,809.00	\$ 76,787.00	\$ 109,596.00	\$	N/A
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 29,849.00	\$ 95,644.00	\$ 125,493.00	\$ 29,849.00	\$ 90,692.00	\$ 120,541.00	\$	Yes
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 34,310.00	\$ 93,159.00	\$ 127,469.00	\$ 32,368.00	\$ 87,159.00	\$ 119,527.00	\$ 128,491.53	N/A
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	\$ 37,617.00	\$ 127,278.00	\$ 164,895.00	\$ 29,917.00	\$ 116,710.00	\$ 146,627.00	\$	No
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 35,730.00	\$ 100,514.00	\$ 136,244.00	\$ 35,730.00	\$ 95,262.00	\$ 130,992.00	\$	Yes
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 38,703.00	\$ 98,029.00	\$ 136,732.00	\$ 35,256.00	\$ 92,021.00	\$ 127,277.00	\$	Yes
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 35,730.00	\$ 95,644.00	\$ 131,374.00	\$ 35,228.00	\$ 90,692.00	\$ 125,920.00	\$	Yes
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 38,704.00	\$ 93,159.00	\$ 131,863.00	\$ 35,256.00	\$ 87,159.00	\$ 122,415.00	\$ 121,286.88	No
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	12A/2WC- Cutaway	14,500	23	\$ 34,553.00	\$ 82,788.00	\$ 117,341.00	\$ 34,553.00	\$ 78,318.00	\$ 112,871.00	\$	Yes
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC- Cutaway	14,500	23	\$ 34,553.00	\$ 83,463.00	\$ 118,016.00	\$ 34,553.00	\$ 78,966.00	\$ 113,519.00	\$	Yes

**TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles  
Price Analysis**

Dealer	Chassis Make	Model	Style	GVWR	Length	Original Chassis Price	Original Second Stage Price	Original Vehicle Price	Final Chassis Price	Final Second Stage Price	Negotiated Vehicle Price	Competitive Range 7.5%	Pricing within competitive range?
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	16A/2WC- Cutaway	14,500	26	\$ 35,210.00	\$ 84,613.00	\$ 119,823.00	\$ 35,210.00	\$ 80,072.00	\$ 115,282.00		Yes
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	14A/2WC- Cutaway	14,500	26	\$ 35,210.00	\$ 85,192.00	\$ 120,402.00	\$ 35,210.00	\$ 80,630.00	\$ 115,840.00		Yes
FTS	Ford-E450	Enderra	Cutaway	14,500	24	\$ 34,867.00	\$ 80,755.00	\$ 115,622.00	\$ 35,667.00	\$ 77,158.00	\$ 112,825.00		N/A
Creative Bus	Ford E450 7.3L	Arboc Spirit of Freedom	Cutaway	14,500	27	\$ 36,145.00	\$ 128,750.00	\$ 164,895.00	\$ 34,345.00	\$ 118,800.00	\$ 153,145.00		No
ABC Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 49,034.00	\$ 115,954.00	\$ 164,988.00	\$ 49,034.00	\$ 113,954.00	\$ 162,988.00	\$ 169,826.35	Yes
Nations Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 52,119.00	\$ 116,544.00	\$ 168,663.00	\$ 49,034.00	\$ 108,944.00	\$ 157,978.00		N/A
ABC Bus	Ford F550 7.3L	TT Terra Transit	Cutaway	19,500	28	\$ 49,034.00	\$ 106,484.00	\$ 155,518.00	\$ 49,034.00	\$ 104,484.00	\$ 153,518.00	\$ 159,646.10	Yes
Nations Bus	Ford F550 7.3L	TT Terra Transit HD	Cutaway	19,500	28	\$ 52,119.00	\$ 107,074.00	\$ 159,193.00	\$ 49,034.00	\$ 99,474.00	\$ 148,508.00		N/A
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 78,109.00	\$ 124,400.00	\$ 202,509.00	\$ 78,109.00	\$ 122,400.00	\$ 200,509.00		Yes
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 79,104.00	\$ 122,459.00	\$ 201,563.00	\$ 79,104.00	\$ 114,859.00	\$ 193,963.00		N/A
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	\$ 76,976.00	\$ 126,150.00	\$ 203,126.00	\$ 76,976.00	\$ 125,150.00	\$ 202,126.00		Yes
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	\$ 77,971.00	\$ 144,209.00	\$ 222,180.00	\$ 77,971.00	\$ 116,609.00	\$ 194,400.00	\$ 208,980.00	N/A



**TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles**  
**Price Analysis**

Dealer	Chassis Make	Model	Style	GVWR	Length	Difference (Cost Avoidance)	State of Georgia Cost 07/01/2023	MoreRyde RSX Pricing	Fire Suppression Pricing	Rear Door	Roof Hatch	Georgia Total Pricing	Difference between TRIPS & Georgia
ETS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	\$ 410.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (31,112.00)
ETS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	\$ 6,856.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (27,829.00)
ETS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	\$ 6,857.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (26,414.00)
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	\$ 6,600.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (18,903.00)
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	\$ 35,210.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (19,098.00)
ETS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	\$ 1,890.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (1,539.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix MI	SA/1WC-Cutaway	10,050	20	\$ 3,579.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (7,979.00)
ETS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	\$ 560.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (21,804.00)
ETS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	\$ 6,956.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (24,342.00)
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	\$ 6,700.00	\$ 102,396.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 112,778.00	\$ (18,205.00)
ETS	Ford Transit-350	Enderra	Cutaway	10,360	22	\$ 2,296.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ (3,895.00)
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	\$ 5,452.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 6,126.00
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	\$ 9,337.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 5,701.00
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	\$ 11,750.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 33,912.00
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	\$ 5,152.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 12,122.00
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	\$ 8,633.00	\$ 105,431.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 115,813.00	\$ 7,848.00
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 7,172.00
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	\$ 8,697.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 3,694.00
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	SA/1WC-Cutaway	11,500	21	\$ 4,001.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (8,408.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	SA/2WC-Cutaway	11,500	21	\$ 4,074.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (6,311.00)
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	\$ 9,205.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 5,184.00
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 8,664.00
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	\$ 4,952.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ 10,746.00
ETS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	\$ 2,496.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (5,280.00)
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC-Cutaway	12,500	22	\$ 4,052.00	\$ 105,636.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 116,018.00	\$ (6,422.00)
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 4,952.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ (1,366.00)
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	\$ 7,942.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ (2,380.00)
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	\$ 18,268.00	\$ 111,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 121,907.00	\$ 24,720.00
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 5,252.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 5,085.00
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	\$ 9,455.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 1,370.00
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 5,454.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 13.00
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	\$ 9,448.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (3,492.00)
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	2A/2WC-Cutaway	14,500	23	\$ 4,470.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (13,036.00)
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC-Cutaway	14,500	23	\$ 4,497.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (12,388.00)

**TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles  
Price Analysis**

Dealer	Chassis Make	Model	Style	GVWR	Length	Difference (Cost Avoidance)	State of Georgia Cost 07/01/2023	MoreRyde RSX Pricing	Fire Suppression Pricing	Rear Door	Roof Hatch	Georgia Total Pricing	Difference between TRIPS & Georgia
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	16A/2WC- Cutaway	14,500	26	\$ 4,541.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (10,625.00)
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	14A/2WC- Cutaway	14,500	26	\$ 4,562.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (10,067.00)
FTS	Ford-E450	Enderra	Cutaway	14,500	24	\$ 2,797.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ (13,082.00)
Creative Bus	Ford E450 7.3L	Arboc Spirit of Freedom	Cutaway	14,500	27	\$ 11,750.00	\$ 115,525.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 125,907.00	\$ 27,238.00
ABC Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 2,000.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (21,520.00)
Nations Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	\$ 10,685.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (26,530.00)
ABC Bus	Ford F550 7.3L	TT Terra Transit	Cutaway	19,500	28	\$ 2,000.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (30,990.00)
Nations Bus	Ford F550 7.3L	TT Terra Transit HD	Cutaway	19,500	28	\$ 10,685.00	\$ 174,126.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 184,508.00	\$ (36,000.00)
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 2,000.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 11,161.00
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	\$ 7,600.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 4,615.00
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	\$ 1,000.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 12,778.00
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	\$ 27,780.00	\$ 178,966.00	\$ 3,414.00	\$ 5,968.00	\$ 600.00	\$ 400.00	\$ 189,348.00	\$ 5,052.00

**TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles  
Price Analysis**

Dealer	Chassis Make	Model	Style	GVWR	Length	Status	Comments
FIS	Ford Transit	PrimeTime	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
FIS	Ford Transit X2C	Abilitrax	Transit Minibus	9,250	20	Low price & below Georgia Pricing	
FIS	Ford Transit X2X	Abilitrax	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
Nations Bus	Ford Transit X2X	Mobility Transit	Transit Minibus	9,250	20	Within competitive range & below Georgia Pricing	
Creative Bus	Ford E-Transit	Forest River	Transit Minibus	9,500	20	Low price & below Georgia Pricing	
FIS	Dodge	Prime-Time ProMaster MT-1	Transit Minibus	9,350	21	Below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix ML	5A/1WC- Cutaway	10,050	20	Below Georgia Pricing	
FIS	Ford Transit	PrimeTime	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
FIS	Ford Transit U4X	Abilitrax	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
Nations Bus	Ford Transit U4X	Mobility Transit	Transit Minibus	10,360	22	Within competitive range & below Georgia Pricing	
FIS	Ford Transit-350	Enderra	Cutaway	10,360	22	Below Georgia Pricing	
ABC Bus	Ford Transit 3.5L	TT Terra Transit	Cutaway	11,000	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
Nations Bus	Ford Transit CA	TT Terra Transit LD	Cutaway	11,000	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
Creative Bus	Ford Transit 3.5L	Arboc Spirit of Independence	Cutaway	11,000	24	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
ABC Bus	Ford E350 3.5L	TT Odyssey LD	Cutaway	11,500	21	Within competitive range but above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
Nations Bus	Ford E350 7.3L	TT Odyssey	Cutaway	11,500	21	Low price, but above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
ABC Bus	Ford E350 3.5L	TT Terra Transit MD	Cutaway	11,500	20	Within competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
Nations Bus	Ford E350 7.3L	TT Terra Transit MD	Cutaway	11,500	20	Low price, but above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	8A/1WC- Cutaway	11,500	21	low price and below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	6A/2WC- Cutaway	11,500	21	Within competitive range & below Georgia Pricing	
Nations Bus	Ford E350 7.3L	TT VanTerra XL/XLT	Cutaway	11,500	20	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
ABC Bus	Ford Transit 350	TT Van Terra	Cutaway	11,500	21	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
ABC Bus	Ford 176	TT Van Terra	Cutaway	12,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
FIS	Ford E350 7.3L	Enderra B23	Cutaway	12,500	23	Within competitive range & below Georgia Pricing	
Matthews Bus	Ford E350 7.3L	Coach & Equipment Phoenix DRW	10A/1WC- Cutaway	12,500	22	Low price & below Georgia Pricing	
ABC Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	Within competitive range & below Georgia Pricing	
Nations Bus	Chevrolet	TT Terra Transit MD	Cutaway	14,200	23	Low price & below Georgia Pricing	
Creative Bus	Chevrolet	Arboc Spirit of Freedom	Cutaway	14,200	24	Within competitive range & over Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
ABC Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
Nations Bus	Ford E450 7.3L	TT Odyssey	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
ABC Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
Nations Bus	Ford E450 7.3L	TT Terra Transit MD	Cutaway	14,500	23	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	12A/2WC- Cutaway	14,500	23	Above competitive range & below Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system
Matthews Bus	Ford E450 7.3L	Coach & Equipment Phoenix DRW	10A/2WC- Cutaway	14,500	23	Within competitive range & below Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder. More expansive interlock system

## TRIPS- CA-MB-LF Standard Cutaway and Minibus Chassis Type Transit Vehicles Price Analysis

Dealer	Chassis Make	Model	Style	GVWR	Length	Status	Comments
Matthews Bus	Ford E450 7.3L	Coach & Equipment: Phoenix DRW	16A/2WC- Cutaway	14,500	26	Within competitive range & below Georgia Pricing	
Matthews Bus	Ford E450 7.3L	Coach & Equipment: Phoenix DRW	14A/2WC- Cutaway	14,500	26	Within competitive range & below Georgia Pricing	
FTS	Ford-E450	Enderra	Cutaway	14,500	24	Within competitive range & below Georgia Pricing	
Creative Bus	Ford E450 7.3L	Arboc Spirit of Freedom	Cutaway	14,500	27	Above competitive range & above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder, More expansive interlock system
ABC Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	Within competitive range & below Georgia Pricing	
Nations Bus	Ford F550 7.3L	TT Odyssey XL	Cutaway	19,500	29	Below Georgia Pricing	
ABC Bus	Ford F550 7.3L	TT Terra Transit	Cutaway	19,500	28	Within competitive range & below Georgia Pricing	
Nations Bus	Ford F550 7.3L	TT Terra Transit HD	Cutaway	19,500	28	Below Georgia Pricing	
ABC Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	Within competitive range but above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder, More expansive interlock system
Nations Bus	Freightliner S2C	TT Odyssey XL	Cutaway	26,000	31	Above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder, More expansive interlock system
ABC Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	32	Within competitive range but above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder, More expansive interlock system
Nations Bus	Freightliner S2C	TT Terra Transit HD	Cutaway	26,000	31	Above Georgia Pricing	Our base bus includes additional items. Fire Suppression System, Event Data Recorder, More expansive interlock system

**Mitigating Factors for pricing differences:**

Supply & Demand, there is a low supply with a high demand. Supply chain issues (parts & labor) along with inflation. Raw material costs are the leading cause of inflation in automotive industry. Industry wide Chip shortages. Suppliers prepared pricing in September/October 2022 when there was still much uncertainty in the market. We began price negotiations in January 2023 and were able to obtain price decreases across the board. Final pricing was compared against the Independent Cost Estimate in which pricing was brought to current market value. There were still many differences so we requested pricing results from a recently executed contract with the State of Georgia. We found that in many cases, our pricing was lower than their current contract. There were some instances where our pricing was still higher and upon further review, we determined that our pricing was based on our base bus including additional items such as Fire Suppression Systems, Event Data Recorders and more expansive interlock systems. Based on our analysis, we have determined that given the various factors analyzed, negotiated price is fair and reasonable and we should move forward with contract execution.

**Based on the above analysis and statements, pricing has been determined to be fair and reasonable.**

DocuSigned by:  
*Tony Blandin*  
00-220709-10154

**Signature:** \_\_\_\_\_  
**Title:** FDOT Public Transportation Office Operations Manager

**Date:** 7/19/2023 | 08:24 EDT