



**State of West Virginia  
Department of Administration  
Purchasing Division**

**NOTICE**

Due to the size of this bid, it was impractical to scan every page for online viewing. We have made an attempt to scan and publish all pertinent bid information. However, it is important to note that some pages were necessarily omitted.

If you would like to review the bid in its entirety, please contact the buyer. Thank you.

\*\*\*



Mr. Frank Whittaker  
Division of Public Transit  
Building 5 Room 906  
1900 Kanawha Blvd.  
Charleston, WV 25305-0432

**Re: Solicitation #PTR12007**

**Dear Mr. Whittaker:**

**COMPANY HISTORY**

Coach & Equipment Bus Sales (CBS) located at 1109 Frankfurst Avenue, Baltimore MD, 21226 and 1 Keuka Business Park, Penn Yan, New York 14527 is pleased to submit our proposal for the above mentioned project. Our company was incorporated in the State of Maryland in 2005. Prior to 2005 our personnel worked directly as employees with Coach & Equipment Manufacturing Corporation so we have expertise and experience dating back much further then 2005. I am the President as well as the contact person for this contract proposal. My contact information is as follows:

Coach & Equipment Bus Sales, Inc.  
1109 Frankfurst Avenue  
Baltimore, MD 21226

Telephone # 410 350 – 0412  
Cell # 585 455 – 9591  
Email Address: [sreston@coachbussales.com](mailto:sreston@coachbussales.com)  
Fax # 315 536 - 0460

Our two largest contracts are currently with the City of Baltimore and the State of Maryland. We have held these current contracts for the past four years. We also sold to both of these entities prior to our existing contracts. The value of these two contracts for 2011 is worth over \$13.5 million. Recently we were awarded a portion of the statewide contract for similar vehicles in South Carolina. So we obviously have had success in working with clients with the same requirements as the State of West Virginia.

RECEIVED

2012 MAR 22 AM 10:14

WV PURCHASING  
DIVISION

We are actively involved with multiple State contracts and work to process the small bus orders on behalf of Coach & Equipment Manufacturing. We believe with our experiences with both Coach & Equipment Mfg and Coach & Equipment Bus Sales we are in a position to offer the State of West Virginia unmatched customer service and support.

The primary manufacturer that we represent is Coach & Equipment and their Ford product line which we are bidding for West Virginia.

#### **NOTICES**

All notices should be sent to my attention at:

Coach & Equipment Bus Sales  
Attn.: Mr. Scott Reston, President  
130 Horizon Park Drive, PO Box 36  
Penn Yan, New York 14527

Direct Phone #: 315 – 694 – 7154  
Fax Number: 315 – 536 – 0460

#### **PREPARER(S)**

Scott Reston, President Coach & Equipment Bus Sales

With input and support by:

Sue Buongiorno, Administrative Assistant (Coach Bus Sales)  
Dorothy Hersey, Regional Sales Manager (Coach Bus Sales)  
James McMullen, CEO, Coach & Equipment Mfg. Corp. (Coach Mfg. Corp.)  
Cheryl Perez, Manager, Dealer Support, (Coach Mfg. Corp.)

#### **ACCEPTANCE OF TERMS**

Coach & Equipment Bus Sales, Inc. accepts all the terms and conditions as outlined in the above reference Request for Proposal (RFP), including those requirements outlined in Sections 4.1 to 4.1.12. As well, we understand the training requirements outlined in Addendum 3, to provide on-site training in two locations for one day each and to provide all necessary materials.

#### **SIGNER(S)**

I, Scott Reston, as President of Coach & Equipment Bus Sales, Inc. am authorized to sign any and all contract documents on behalf of the company.

We are actively involved with multiple State contracts and work to process the small bus orders on behalf of Coach & Equipment Manufacturing. We believe with our experiences with both Coach & Equipment Mfg and Coach & Equipment Bus Sales we are in a position to offer the State of West Virginia unmatched customer service and support.

The primary manufacturer that we represent is Coach & Equipment and their Ford product line which we are bidding for West Virginia.

### **NOTICES**

All notices should be sent to my attention at:

Coach & Equipment Bus Sales  
Attn.: Mr. Scott Reston, President  
130 Horizon Park Drive, PO Box 36  
Penn Yan, New York 14527

Direct Phone #: 315 – 694 – 7154  
Fax Number: 315 – 536 – 0460

### **PREPARER(S)**

Scott Reston, President Coach & Equipment Bus Sales

With input and support by:

Sue Buongiorno, Administrative Assistant (Coach Bus Sales)  
Dorothy Hersey, Regional Sales Manager (Coach Bus Sales)  
James McMullen, CEO, Coach & Equipment Mfg. Corp. (Coach Mfg. Corp.)  
Cheryl Perez, Manager, Dealer Support, (Coach Mfg. Corp.)

### **ACCEPTANCE OF TERMS**

Coach & Equipment Bus Sales, Inc. accepts all the terms and conditions as outlined in the above reference Request for Proposal (RFP), including those requirements outlined in Sections 4.1 to 4.1.12. As well, we understand the training requirements outlined in Addendum 3, to provide on-site training in two locations for one day each and to provide all necessary materials.

### **SIGNER(S)**

I, Scott Reston, as President of Coach & Equipment Bus Sales, Inc. am authorized to sign any and all contract documents on behalf of the company.

## **KEY PERSONNEL**

The two key employees that will be dedicated to this project are Scott Reston and Dorothy Hersey. Scott will work as the Project Manager and Dorothy as a contact.

As mentioned earlier we will be bidding the Coach & Equipment Manufacturing's Phoenix (Ford chassis) on this procurement.

We look forward to the opportunity of working with West Virginia on this project.

Sincerely,  
COACH & EQUIPMENT BUS SALES, INC.

Handwritten signatures of Scott Reston and Dorothy Hersey. The signature for Scott Reston is written in cursive and includes a large 'S' and 'R'. The signature for Dorothy Hersey is written in cursive and includes a large 'D' and 'H'.

Scott Reston  
President

Spending Unit: Division of Public Transit  
Department of Transportation

Price for each complete van with 2 wheelchair spaces \$ 56,895 each 20 1,137,900  
 Price for each complete van with 1 wheelchair space \$ 55,695 each 20 1,113,900

OPTION PAGE

OPTION A:	NON ACCESSIBLE	\$ (3,500) each	20	\$ (70,000)
OPTION B:	FIXED ROUTE PACKAGE	\$ 9,205 each	20	\$ 184,100
OPTION C:	PARATRANSIT PACKAGE	\$ 450 each	20	\$ 7,720
OPTION D:	CLOTH SEATS	\$ 532 each	20	\$ 10,640
OPTION E:	FLIP UP ARMREST FOR PASS. SEATS	\$ 238 each	20	\$ 4,760
OPTION F:	EXTENDED BODY W/ FRONT LIFT OPTION	\$ 4,195 each	20	\$ 82,000
OPTION G:	CHILD RESTRAINT SEAT	\$ 661 each	20	\$ 13,220
OPTION H:	TRAFFIC ALERT	\$ 525 each	20	\$ 10,500
OPTION I:	SECURITY CAMERA	\$ 3,017 each	20	\$ 60,340
OPTION J:	SECURITY CAMERA PLAYBACK SYSTEM	\$ 2,292 each	20	\$ 45,840
OPTION K:	FULL BUS BODY PAINT	\$ 3,301 each	20	\$ 66,020
OPTION L:	3/4 BODY PAINT w/ EXPANDED GRAPHICS	\$ 2,476 each	20	\$ 49,515
OPTION M:	VEHICLE SKIRT PAINTING	\$ 990 each	20	\$ 19,806
OPTION N:	FARE BOXES FOR VEHICLES Diamond MFG: Model #XV Diamond MFG: Model #E-5 Main Fare Box: Model# M-4	\$ 1,331 each \$ 2,142 each \$ 1,499 each	20 20 20	\$ 26,620 \$ 42,840 \$ 29,880
OPTION O:	TALKING BUS	\$ 7,200 each	20	\$ 144,000
OPTION P:	VISTA LIFT	\$ 0 each	20	\$ 0
OPTION Q:	ONLINE INSPECTION SERVICES	\$ 459 each	20	\$ 9,180

NOTE: Unit pricing above must be firm and will be used for when awarding the contract for these items.

