



**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.

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# **RFQ PTR12031**

**STATE OF WEST VIRGINIA  
DEPARTMENT OF ADMINISTRATION  
PURCHASING DIVISION**

**WEST VIRGINIA DIVISION OF PUBLIC  
TRANSPORTATION  
(ORIGINAL COPY)**

**SUBMITTED BY:**

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

**Buyer: Paul Reynolds**

**Bid Opening:  
June 28, 2012**

**1:30 PM**

RECEIVED  
2012 JUN 28 AM 10:06  
WV PURCHASING  
DIVISION



June 27, 2012

State of West Virginia  
Department of Administration  
Purchasing Division  
2019 Washington Street East  
Charleston, WV 25305-0130

ATTN: Paul Reynolds

RE: RFQ PTR12031

**Dear Mr. Reynolds:**

**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 than 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 was worth over \$13.5 million. So we obviously have had success in working with clients with the same requirements as the State of West Virginia.

We are actively involved with the State contract in Mississippi and work to process all of the State's 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.

We propose to supply 138" WB Narrow Body Cutaways built on a Ford E-350 DRW chassis, according to your specifications. These vehicles will be manufactured at Coach & Equipment's manufacturing facility in Penn Yan, NY. Delivery will be made within 150 days of receipt of a completed purchase order from the purchasing agency or unit.

#### **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 Quotation (RFQ).

#### **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 RFP are Scott Reston and Dorothy Hersey. Scott will work as the Project Manager and Dorothy as a contact.

## **CONSENT**

If Coach & Equipment Bus Sales, Inc. is awarded the contract they will NOT assign any part of the agreement without prior written consent of the State of West Virginia.

## **SUBCONTRACTS**

None of the services provided by Coach & Equipment Bus Sales, Inc. will be sub-contracted or delegated without prior written authorization of the State of West Virginia.

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

Sincerely,  
COACH & EQUIPMENT BUS SALES, INC.

A handwritten signature in black ink, appearing to read "D. Hersey / Scott Reston". The signature is written in a cursive style with a large initial "D" and a slash separating the two names.

Scott Reston  
President

Price for each complete van with 2 wheelchair spaces	\$ 47,972	each	20	\$ 959,440
Price for each complete van with 1 wheelchair space	\$ 47,442	each	20	\$ 948,840

OPTION PAGE

OPTION A:	NON ACCESSIBLE (credit)	\$ (2,500)	each	20	\$ (50,000)
OPTION B:	FIXED ROUTE PACKAGE	\$ 9,205	each	20	\$ 184,100
OPTION C:	PARATRANSIT PACKAGE	\$ 386	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	\$ 4,100	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	\$ 3,570	each	20	\$ 71,400
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	\$ 1,331	each	20	\$ 26,620
	Diamond MFG: Model #E-5	\$ 2,142	each	20	\$ 42,840
	Main Fare Box: Model# M-4	\$ 1,499	each	20	\$ 29,930
OPTION O:	TALKING BUS	\$ 10,250	each	20	\$ 205,000
OPTION P:	VISTA LIFT	\$ 0	each	20	\$ 0
OPTION Q:	ONLINE INSPECTION SERVICES	\$ 459	each	20	\$ 9,180
OPTION R:	SHOULDER BELTS	\$ 1,522	each	20	\$ 34,400

TOTAL FOR BID EVALUATION:

\$ 959,440