

NOTICE

Please note this bid from Transportation Equipment Sales Corp for the solicitation FLT2100000001 was received at the Purchasing Division office prior to the established bid-opening date and time on September 28, 2020, but did not load properly at the public bid opening. This response has since been loaded and is now posted.



Frank Whittaker

Assistant Purchasing Director



The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at wvOASIS.gov. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at WVPurchasing.gov with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

Header 10

General Information | Contact | Default Values | Discount | Document Information | Clarification Request

Procurement Folder: 758934

Procurement Type: Central Purchase Order

Vendor ID: 000000176437

Legal Name: TRANSPORTATION EQUIPMENT SALES CORP

Alias/DBA:

Total Bid: \$120,096.00

Response Date: 09/28/2020

Response Time: 10:16

Responded By User ID: TESCO

First Name: Jeffrey

Last Name: Pappas

Email: jpappas@tescobus.com

Phone: 800-227-3572

SO Doc Code: CRFQ

SO Dept: 0216

SO Doc ID: FLT2100000001

Published Date: 9/22/20

Close Date: 9/28/20

Close Time: 13:30

Status: Closed

Solicitation Description: Two (2) Large 2021 10 passenger wheelchair accessible van

Total of Header Attachments: 10

Total of All Attachments: 10

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	Busses	2.00000	EA	60048.000000	120096.00

Comm Code	Manufacturer	Specification	Model #
25101502			

Commodity Line Comments: Delivery is 45 days after receipt of chassis. Additional delays are possible due to COVID-19.

Extended Description:

Two (2) 2021 model, ten (10) passenger, with two (2) wheelchair spaces- wheelchair accessible vans.



Proven Quality.
Trusted Name.

Transportation Equipment Sales Corporation

September 27, 2020

Melissa Pettrey
Department of Administration
Purchasing Division
2019 Washington St., East
Charleston, WV 25305

RE: CRFQ 0216 FLT2100000001

Thank you for the invitation to submit a bid for Two Large 10 Passenger Wheelchair Accessible Vans. We are pleased to submit a bid for a Ford Transit U5X van with an Abilitrax upfit to meet or exceed your requested specifications.

We also provided an alternate vehicle as well. This is also a Ford Transit U5X van but with an Abilitrax AbilityBus upfit. This vehicle allows for more flexibility in the van.

Regarding the requested delivery time of 90 days, while all attempts will be made to meet the requested delivery time, due to manufacturing inconsistencies surrounding COVID-19 we cannot guarantee we will meet this timeframe.

We appreciate the opportunity to work with you on this contract. Please call me at 1-800-227-3572 with any questions regarding our bid.

Sincerely,

Jeffrey P. Pappas
Exec. Vice-President
jpappas@tescobus.com
419-720-7451

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**THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.
 AUTO DEALERS EXPANDED ENDORSEMENT**

This endorsement modifies insurance provided under the following:

AUTO DEALERS COVERAGE FORM

SCHEDULE

The coverage provided by this endorsement is summarized below and is intended to provide a general coverage description only. For the details affecting each coverage, please refer to the terms and conditions in this endorsement.

- A. Who Is An Insured broadened:**
 - Additional Insured by Contract, Agreement or Permit
 - Legally Incorporated Subsidiaries
 - Newly Acquired Organizations
- B. Supplementary Payments**
 - Bail Bonds - \$5000
 - Loss of Earnings - \$500
- C. Prior Damages Disclosure Statute Coverage**
- D. Fellow Employee Exclusion Amendment**
- E. Damage To Premises Rented To You**
 - Limit increased to \$500,000
- F. Additional Coverages**
 - Transportation Expenses
 - Personal Effects (Excess Basis)
 - Expenses paid for returning a stolen covered auto
 - Fire Department Service Charge
 - Economic Loss Coverage
 - Fraudulent, Forged or Counterfeit Title Coverage
 - Lemon Law Statute Coverage
- G. Airbag Coverage - Accidental Discharge**
- H. Amendment to Exclusion:**
 - Permanently Installed Cellular telephones and accessories used with such equipment
- I. Knowledge and Notice of an Accident, Claim or Suit**
- J. Unintentional Failure To Disclose Hazards**
- K. Worldwide Coverage**

In addition to the policy amendments contained in A. through J. listed above, the endorsements listed below will automatically be attached to your policy to complete the coverage provided by the Auto Dealers Expanded Endorsement:

- Audio, Visual and Data Electronic Equipment Coverage Added Limits - CA 99 60
- Auto Loan/Lease Gap Coverage - CA 20 71
- Drive Other Car Coverage - Broadened Coverage For Named Individuals - (Executive Officers/Spouses) - CA 99 10
- Employee Hired Autos - CA 20 54
- Hired Auto Physical Damage (Refer to Auto Declarations page)
- Rental Reimbursement Coverage - CA 99 23
- Waiver of Transfer of Rights of Recovery Against Others To Us (Waiver of Subrogation) - CA 04 44

A. WHO IS AN INSURED BROADENED

SECTION I - COVERED AUTOS COVERAGES,
 item **D. Covered Autos Liability Coverage, 2.**
Who Is An Insured is amended to include the following additional paragraphs:

- e. Any legally incorporated subsidiary of yours in which you own more than 50% of the voting stock on the effective date of this endorsement.

 However, "insured" does not include any subsidiary that is an "insured"

under any other liability policy or would be an "insured" under such a policy but for its termination or the exhaustion of its limit of insurance.

- f. Any organization you newly acquire or form, other than a partnership or joint venture, and over which you maintain ownership or a majority interest. However, coverage under this provision:

- (1) Does not apply if the organization you acquire or form is an "insured" under another auto liability policy or would be "insured" under such a policy but for its termination or the exhaustion of its limits of insurance;
 - (2) Does not apply to "bodily injury" or "property damage" that occurred before you acquired or formed the organization; and
 - (3) Is afforded only for the first 180 days after you acquire or form the organization or until the end of the policy period, whichever comes first.
- g. Any person or organization with whom you agreed in writing in a contract, agreement or permit, to provide insurance such as is afforded under this policy.

This provision only applies if the written contract or agreement has been executed or permit has been issued, prior to the "bodily injury" or "property damage".

B. SUPPLEMENTARY PAYMENTS

SECTION I - COVERED AUTOS COVERAGES, item D. Covered Autos Liability Coverage, 3. Coverage Extensions, a. Supplementary Payments, subparagraphs (2) and (4) are deleted and replaced with the following:

- (2) Up to \$5,000 for cost of bail bonds (including bonds for related traffic law violations) required because of an "accident" we cover. We do not have to furnish these bonds.
- (4) All reasonable expenses incurred by the "insured" at our request, including actual loss of earnings up to \$500 per day because of time off from work.

C. PRIOR DAMAGE DISCLOSURE STATUTE COVERAGE

SECTION I - COVERED AUTOS COVERAGES, item D. Covered Autos Liability Coverage is amended to include the following coverage:

6. Prior Damage Disclosure Statute Coverage

We will pay those sums an "insured" legally must pay as damages because of an error or omission resulting in the failure to comply with any Federal or state statute which pertains to the disclosure of prior damage. However, we will pay no more than the difference between:

- (1) The market value of the "auto" as represented when sold to your customer; and
- (2) The market value of the "auto" in the actual condition which existed at the time of sale.

We have the right and duty to defend any "insured" against a "suit" asking for these damages. However, we have no duty to defend any "insured" against a "suit" seeking damages for which this insurance does not apply. We may investigate and settle any claim or "suit" as we consider appropriate. Our duty to defend or settle ends when the applicable limit of insurance has been exhausted by payment of judgments or settlements.

We will not pay for damages in any one occurrence until the amount of damages exceeds \$250. We will then pay the amount of damages in excess of \$250 up to the limit of insurance. The most we will pay for the sum of all damages during the policy period under this coverage is \$10,000. If the policy period is longer than one year, a separate limit of \$10,000 applies to each consecutive twelve month period, starting with the beginning of the policy period shown in the Declarations.

This insurance does not apply to any claim or "suit" arising out of any dishonest, fraudulent, criminal or intentional act or acts committed by the "insured", any partners, officers, employees or agents of the "insured" whether acting alone or in collusion with others.

D. FELLOW EMPLOYEE EXCLUSION AMENDMENT

SECTION I - COVERED AUTOS COVERAGES, item D. Covered Autos Liability Coverage item 4. Exclusions, e. Fellow Employee does not apply if the "bodily injury" results from the use of a covered "auto" you own or hire.

E. DAMAGE TO PREMISES RENTED TO YOU

Under **SECTION II - GENERAL LIABILITY COVERAGES, A. Bodily Injury And Property Damage Liability, item 2. Exclusions**, the last paragraph of item 2. Exclusions is replaced with the following:

Exclusions c. through o. do not apply to damage by fire or explosion to premises while rented to you or temporarily occupied by you with permission of the owner. A separate limit of insurance applies to this coverage described in **F. Limits Of Insurance - General Liability Coverages, paragraph 5.**

F. ADDITIONAL COVERAGES

SECTION I - COVERED AUTOS COVERAGES, item F. - **Physical Damage Coverage, 1. Coverage** is amended to include the following coverages:

c. Transportation Expenses

We will pay up to \$100 per day to a maximum of \$1,800 for transportation expense incurred by you because of the total theft of a covered "auto" of the private passenger type. We will pay only for those covered "autos" for which you carry either Comprehensive or Specified Causes of Loss Coverage. We will pay for transportation expenses incurred during the period beginning 48 hours after the theft and ending, regardless of the policy's expiration, when the covered "auto" is returned to use or we pay for its "loss."

d. Personal Effects

We will pay up to \$500 for the "loss" of your personal effects that are contained in a covered "auto" due to the total theft of the covered "auto." We will pay only for those personal effects that are contained in covered "autos" for which you carry either Comprehensive or Specified Causes Of Loss Coverage.

Our payment for "loss" of or damage to personal effects will apply only on an excess basis over other collectible insurance.

e. We will pay the expense of returning a stolen covered "auto" to you.

f. Fire Department Service Charge

When a fire department is called to save or protect a covered "auto", its equipment, its contents or occupants from a Covered Cause Of Loss, we will pay up to \$1,000 for your liability for Fire Department Service Charges:

- (a) Assumed by contract or agreement prior to loss; or
- (b) Required by local ordinance.

No deductible applies to this additional coverage.

g. Economic Loss Coverage

We will pay for "economic loss" caused by the collision or overturn of a covered "auto", including collision or overturn as a result of theft, provided that the cost to repair the "auto" exceeds 10% of the "actual dealer cost."

We will only pay for "economic loss" if the "auto":

- (1) Is a private passenger vehicle or truck type of 10,000 GVW or less;
- (2) Has not been previously titled and registered; and
- (3) Has an odometer reading of less than 6,000 miles.

The most we will pay for "economic loss" to any covered "auto" is \$1,000 or 10% of the "actual dealer cost", whichever is less. The "auto" must be of a type designated as a covered "auto" for Collision Coverage under Item Seven of the Garage Coverage Form - Auto Dealers' Supplementary Schedule.

The following words have special meaning for this coverage:

- (1) "Economic loss" means the difference between the "actual selling price" of a repaired covered "auto" and the "actual dealer cost", when the "actual selling price" is less than the "actual dealer cost."
- (2) "Actual selling price" means the final retail or wholesale selling price of the "auto", excluding charges for taxes, title, registration and tags. If the "auto" is not repaired prior to sale, "actual selling price" must include the appraised value of collision damages.
- (3) "Actual dealer cost" means the amount of the dealer invoice plus the cost of any dealer installed (including subcontractor installed) accessories and enhancements, exclusive of profit, factory hold back, advertising and overhead expense.

h. Fraudulent, Forged or Counterfeit Title Coverage

We will pay for "loss" due to the acceptance, in good faith, in exchange for merchandise, money or services, any "title" to an "auto", if the "title" is proven to be fraudulent, counterfeit or forged, and a criminal warrant is obtained for the arrest of the person or persons fraudulently executing the "title."

The most we will pay for "loss" under this coverage is the lesser of:

- (1) The amount the "insured" paid to acquire "title" to the "auto"; or

- (2) The Average Trade in value of the "auto" as shown in the most current NADA Used Car Guide.

This insurance does not apply to:

- (1) Any "loss" arising out of any dishonest, fraudulent, criminal or intentional act committed by the "insured", or any partners, officers, employees, stockholders, agents of the "insured."
- (2) Any "loss" where a "title" is fraudulent solely because a lien or security interest against the "auto" was not recorded.

The following words have special meaning for this coverage only:

- (1) "Title" means a written documentation of ownership issued by a governmental authority.
- (2) "Loss" means the required return of an "auto" to its rightful owner after the "insured" has acquired it by accepting a fraudulent, counterfeit or forged "title."

i. Lemon Law Statute Coverage

We will pay all sums an "insured" legally must pay as damages, or pay you for damages you incur, due solely to the application of any statute permitting the buyer of an automobile sold by you to return the automobile to you if the automobile fails to perform satisfactorily.

We have the right and duty to defend any "insured" against a "suit" asking for these damages. However, we have no duty to defend any "insured" against a "suit" seeking damages for which this insurance does not apply. We may investigate and settle any claim or "suit" as we consider appropriate. Our duty to defend or settle ends when the applicable limit of insurance has been exhausted by payment of judgments or settlements or when the manufacturer of the automobile assumes defense or settlement of the claim or "suit" made against you.

We will not pay for damages in any one occurrence until the amount of damages exceeds \$250. We will then pay the amount of damages in excess of \$250 up to the limit of insurance. The most we will pay for the sum of all damages during the policy period under this coverage is \$10,000. If the policy period is longer than one year, a separate limit of

\$10,000 applies to each consecutive twelve month period, starting with the beginning of the policy period shown in the Declarations.

This coverage does not apply to damages because of (a) the recall of an automobile due to a known or suspected defect, (b) any dishonest, fraudulent, intentional or criminal act committed by any insured, or (c) an accident. This coverage is excess over any other valid and collectible insurance.

G. AIRBAG COVERAGE - ACCIDENTAL DISCHARGE

SECTION I - COVERED AUTOS COVERAGES, item F. - Physical Damage Coverage, 3. Exclusions, subparagraph f.(1) is deleted and replaced with the following:

- (1) Wear and tear, freezing, mechanical or electrical breakdown.

Mechanical breakdown does not apply to the accidental discharge of an airbag.

H. AMENDMENT TO EXCLUSION

SECTION I - COVERED AUTOS COVERAGES, item F. - Physical Damage Coverage, 3. Exclusions, the following paragraph is added:

Exclusions **b.(5)** and **b.(6)** do not apply to:

Cellular telephones and accessories used with such equipment, provided such equipment is permanently installed in the covered "auto" at the time of the "loss" or such equipment is designed to be solely operated by use of the power from the "auto's" electrical system, in or upon the covered "auto".

I. KNOWLEDGE AND NOTICE OF AN ACCIDENT, CLAIM OR SUIT

SECTION IV - CONDITIONS, Item A. Loss Conditions is amended as follows:

Subparagraph **a.** under Item **2. Duties In The Event Of Accident, Claim, Offense, Suit, Loss Or Acts, Errors Or Omissions,** is amended to include the following additional paragraph:

This requirement applies when the "accident," claim, "suit", offense, "loss" or "act, error or Omission" is first known to:

- (1) You, if you are an individual;
- (2) A partner, if you are a partnership; or
- (3) An executive officer or insurance manager, if you are a corporation.

Subparagraph **b.(2)** under **2. Duties In The Event Of Accident, Claim, Offense, Suit, Loss Or Acts, Errors Or Omissions** is amended as follows:

- (2) Immediately send us copies of any request, demand, order, notice, summons or legal paper received concerning the claim or "suit."

Your employees may know of documents received concerning a claim or "suit". This will not mean that you have such knowledge, unless receipt of such documents is known to you, any of your executive officers or partners or your insurance manager.

J. UNINTENTIONAL FAILURE TO DISCLOSE HAZARDS

SECTION IV - CONDITIONS, B. General Conditions, 2.Concealment, Misrepresentation Or

Fraud is amended to include the following additional paragraph:

If you unintentionally fail to disclose any hazards existing at the inception date of your policy, we will not deny coverage under this Coverage Part because of such failure.

K. WORLDWIDE COVERAGE

SECTION IV - CONDITIONS, B. General Conditions, 7. Policy Period, Coverage Territory, is amended to include the following:

- (6) For short-term (30 days or less) hired autos, the coverage territory is anywhere in the world, provided that if the insured's responsibility to pay damages is determined in a "suit" that "suit" is brought in the territory described in items **7.(1) - (4)**.

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Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Centralized Request for Quote
 Vehicles

Proc Folder: 758934			Reason for Modification:
Doc Description: Two (2) Large 2021 10 passenger wheelchair accessible vans			
Proc Type: Central Purchase Order			
Date Issued	Solicitation Closes	Solicitation No	Version
2020-09-14	2020-09-28 13:30	CRFQ 0216 FLT2100000001	1

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Customer Code:

Vendor Name : Transportation Equipment Sales Corporation

Address : 6401

Street : Seaman Rd.

City : Oregon


State : Ohio **Country :** USA **Zip :** 43616

Principal Contact : Jeff Pappas

Vendor Contact Phone: 419-720-7451 **Extension:** N/A

FOR INFORMATION CONTACT THE BUYER

Melissa Pettrey
 (304) 558-0094
 melissa.k.pettrey@wv.gov

Vendor Signature X  **FEIN#** 34-1029900 **DATE** 9/25/2020

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the Fleet Management Division (FMD) for the WV Department of Health and Human Resources to establish a contract for the one time purchase of two (2) 2021 model, ten (10) passenger, wheelchair accessible vans per the specifications and terms and conditions as attached hereto.

INVOICE TO

DEPARTMENT OF ADMINISTRATION
 FLEET MANAGEMENT OFFICE
 2101 WASHINGTON ST E
 CHARLESTON WV 25305
 US

SHIP TO

STATE OF WEST VIRGINIA
 IN CARE OF SURPLUS PROPERTY
 2700 CHARLES AVENUE
 DUNBAR WV 25064
 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Busses	2.00000	EA	\$60,048	\$120,096
		Alternate Vehicle		\$68,521	\$137,042

Comm Code	Manufacturer	Specification	Model #
25101502	Ford Transit U5X Van With Abilitrax Upfit	Alternate Vehicle is Ford Transit U5X Van With Abilitrax "AbilityBus" Upfit	

Extended Description:

Two (2) 2021 model, ten (10) passenger, with two (2) wheelchair spaces- wheelchair accessible vans.

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	<u>Event Date</u>
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Exhibit A Pricing Page

<u>Contract Item</u>	<u>Quantity</u>	<u>Unit Price</u>	<u>Extended Cost</u>
2021 Model, 10 passengers Van w/Wheelchair Lift	2	\$ 60,048	\$120,096
Alternate Vehicle (AbilityBus)	2	\$68,521	\$137,042

FOB:

2700 CHARLES AVENUE
Dunbar, WV 25064

\$ Delivery is included in pricing above.

*Note - The above delivery "option" is not evaluated as part of the award.

Manufacturer/Brand: AbiliTrax with a Ford Transit Chassis _____

Model Name & Number: __U5X Chassis with Abilitrax Upfit__


Alternate vehicle submitted is a Ford Transit U5X chassis with the AbilityBus upfit by Abilitrax

Vendor Name: _Transportation Equipment Sales Corp._____

Vendor

Email: jpappas@tescobus.com

Vendor Signature/Date:

 9/25/2020

Vendor should not alter pricing page and should fill out pricing page as it. The addition of alterations to the pricing page and/or addition of commodities other than those listed on the pricing page, online or as an attachment will result in disqualification of bid submittal.

DESIGNATED CONTACT: Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

 V.P.

(Name, Title)
Jeff Pappas - Vice President

(Printed Name and Title)
6401 Seaman Rd. Oregon, OH 43616

(Address)
419-720-7451 / 419-836-8460

(Phone Number) / (Fax Number)
jpappas@tescobus.com

(email address)

CERTIFICATION AND SIGNATURE: By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Transportation Equipment Sales Corporation

(Company)

 V.P.

(Authorized Signature) (Representative Name, Title)

Jeff Pappas - Vice President

(Printed Name and Title of Authorized Representative)

September 25, 2020

(Date)

419-720-7451 / 419-836-8460

(Phone Number) (Fax Number)

REQUEST FOR QUOTATION
Two 2021 Model, 10 Passenger Wheelchair Accessible Vans

12 VENDOR DEFAULT:

12.1 The following shall be considered a vendor default under this Contract.

12.2.1 Failure to provide Contract Items in accordance with the requirements contained herein.

12.2.2 Failure to comply with other specifications and requirements contained herein.

12.2.3 Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.

12.2.4 Failure to remedy deficient performance upon request.

12.3 The following remedies shall be available to Agency upon default.

12.3.1 Immediate cancellation of the Contract.

12.3.2 Immediate cancellation of one or more release orders issued under this Contract.

12.3.3 Any other remedies available in law or equity.

13 MISCELLANEOUS:

Contract Manager: Jeff Pappas

Telephone: 419-720-7451

Fax: 419-836-8460

Email: jpappas@tescobus.com

Exhibit A Pricing Page

Contract Item	Quantity	Unit Price	Extended Cost
2021 Model, 10 passengers Van w/Wheelchair Lift	2	\$ 60,048	\$120,096
Alternate Vehicle (AbilityBus)	2	\$68,521	\$137,042

FOB:

2700 CHARLES AVENUE
Dunbar, WV 25064

\$ Delivery is included in pricing above.

*Note - The above delivery "option" is not evaluated as part of the award.

Manufacturer/Brand: AbiliTrax with a Ford Transit Chassis _____

Model Name & Number: __U5X Chassis with Abilitrax Upfit__

Alternate vehicle submitted is a Ford Transit U5X chassis with the AbilityBus upfit by Abilitrax

Vendor Name: _Transportation Equipment Sales Corp._____

Vendor

Email: jpappas@tescobus.com

Vendor Signature/Date:  _____ 9/25/2020 _____

Vendor should not alter pricing page and should fill out pricing page as it. The addition of alterations to the pricing page and/or addition of commodities other than those listed on the pricing page, online or as an attachment will result in disqualification of bid submittal.

STATE OF WEST VIRGINIA
Purchasing Division

PURCHASING AFFIDAVIT

CONSTRUCTION CONTRACTS: Under W. Va. Code § 5-22-1(i), the contracting public entity shall not award a construction contract to any bidder that is known to be in default on any monetary obligation owed to the state or a political subdivision of the state, including, but not limited to, obligations related to payroll taxes, property taxes, sales and use taxes, fire service fees, or other fines or fees.

ALL CONTRACTS: Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

EXCEPTION: The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

DEFINITIONS:

"Debt" means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

"Employer default" means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

"Related party" means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceeds five percent of the total contract amount.

AFFIRMATION: By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that: (1) for construction contracts, the vendor is not in default on any monetary obligation owed to the state or a political subdivision of the state, and (2) for all other contracts, that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

WITNESS THE FOLLOWING SIGNATURE:

Vendor's Name: Transportation Equipment Sales Corporation

Authorized Signature: [Signature] Date: 9/25/2020

State of OHIO

County of WCS, to-wit:

Taken, subscribed, and sworn to before me this 25 day of Sept, 2020.

My Commission expires 2, 2021.

AFFIX SEAL HERE



SARA M. NEWTON
Notary Public, State of Ohio
My Commission Expires 12/12/2021
[Signature]

**ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.:**

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Transportation Equipment Sales Corporation

Company

Authorized Signature

9/25/2020

Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.



Department of Administration
 Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Centralized Request for Quote
 Vehicles

Proc Folder: 758934			Reason for Modification: Addendum No. 2 is issued to publish and distribute the attached information to the Vendor community.
Doc Description: Two (2) Large 2021 10 passenger wheelchair accessible van			
Proc Type: Central Purchase Order			Version 2
Date Issued	Solicitation Closes	Solicitation No	
2020-09-22	2020-09-28 13:30	CRFQ 0216 FLT2100000001	

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Customer Code:

Vendor Name : Transportation Equipment Sales Corporation

Address : 6401 Seaman Road
 PO Box 167230

Street :

City : Oregon

State : Ohio **Country :** USA **Zip :** 43616-7230

Principal Contact : Blair Taseff

Vendor Contact Phone: 440-653-0193 **Extension:** mobile phone number

FOR INFORMATION CONTACT THE BUYER
 Melissa Pettrey
 (304) 558-0094
 melissa.k.pettrey@wv.gov

Vendor Signature X  **FEIN#** 34-1029900 **DATE** 9/28/2020

All offers subject to all terms and conditions contained in this solicitation

ADDITIONAL INFORMATION

Addendum No. 1

Addendum No. 1 is issued to publish and distribute the attached information to the vendor community.

Request for Quotation

The West Virginia Purchasing Division is soliciting bids on behalf of the Fleet Management Division (FMD) for the WV Department of Health and Human Resources to establish a contract for the one time purchase of two (2) 2021 model, ten (10) passenger, wheelchair accessible vans per the specifications and terms and conditions as attached hereto.

INVOICE TO	SHIP TO
DEPARTMENT OF ADMINISTRATION FLEET MANAGEMENT OFFICE 2101 WASHINGTON ST E CHARLESTON WV 25305 US	STATE OF WEST VIRGINIA IN CARE OF SURPLUS PROPERTY 2700 CHARLES AVENUE DUNBAR WV 25064 US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	Busses	2.00000	EA	\$60,048	\$120,096
		Alternate Vehicle		\$68,521	\$137,042

Comm Code	Manufacturer	Specification	Model #
25101502	Ford Transit U5X Van With Abilitrax Upfit	Alternate Vehicle is Ford Transit U5X Van With Abilitrax "AbilityBus" Upfit	

Extended Description:

Two (2) 2021 model, ten (10) passenger, with two (2) wheelchair spaces- wheelchair accessible vans.

SCHEDULE OF EVENTS

Line	Event	Event Date
------	-------	------------

9/28/2020

Blair Taseff p 440.653.0193
btaseff@tescobus.com f 419.836.8460

6401 Seaman Rd. www.tescobus.com
P.O. Box 167230 419.836.2835
Oregon OH 43616-7230

State of West Virginia Dept. of Admin
Purchasing Division
2019 Washington St. E.
Charleston WV 25305

Qty: 2

2021 Ford Transit U5X-XL

10 pass. with 2 w/c positions & driver

Engine: 3.5L EcoBoost
Wheelbase: 148
GVWR: 10360



Picture is from a similar vehicle

Standard Chassis Equipment

- High roof
- 3.5L EcoBoost V6 engine
- Brakes - 4-wheel disc with ABS
- 220 amp alternator
- 25 gallon fuel tank capacity
- Cruise control
- AM/FM stereo with 6 speakers
- Windows all around
- Black grille
- Halogen headlamps
- All wheel drive

Standard Body Equipment

- 2-way manual driver and co-pilot seats with recline and armrest
- Pewter vinyl driver and co-pilot seats
- Power door locks
- Power windows
- Power adjustable mirrors
- Remote keyless entry system
- Tilt/telescoping steering column
- Rear view camera
- Cloth headliner
- Vinyl flooring in driver area
- Safety canopy side-curtain airbags
- Vinyl Rear Passenger Seating

Body and Chassis Standard Equipment is subject to change without notice and may be replaced

by Options Included on next page.



Proven Quality.
Trusted Name.

Quote #NQ50970	
9/28/2020	
Blair Taseff	p 440.653.0193
btaseff@tescobus.com	f 419.836.8460
6401 Seaman Rd.	www.tescobus.com
P.O. Box 167230	419.836.2835
Oregon OH 43616-7230	

State of West Virginia Dept. of Admin
Purchasing Division
2019 Washington St. E.
Charleston WV 25305

Options Included

Abilitrax Upfit

- Passenger Running Board
- (2) Storage Bag for QRT-360
- Transit 170 HT Driver Shoulder Bracket Assy
- InPower Interlock for WC Lift
- (2) CAMLock Seat Base Assembly Left
- AbiliTrax Rear Lift Kit for 1000# Lift
- (2) Freedman Single Passenger Seat w/3pt Belt
- (2) Q'Straint QRT-360 Wheelchair Tie Downs
- (2) CAMLock Seat Base Assembly Right
- Transit 10 Half Floor
- Braun Century 1000# Lift
- Entry Grab Assist Stanchion
- Transit 170 HT Passenger Shoulder Bracket Assy

TESCO Installed Options

- Seat Belt Cutter Sure Lok
- Exterior Decals Per Spec
- Exterior Reflective Striping Per Spec
- Driver Safety Vest
- Triangle Reflectors
- First Aid Kit - 24 Unit
- 5 Lb. Extinguisher 3A 40 BC

Terms: Net 30 Days
Valid For: 15 Days
Delivery: 8 to 10 Weeks ARC

Unit Price	\$67,048.00
Mobility Rebate	(\$1,000.00)
Rebate GPC # QS078	(\$6,000.00)
Delivery	Included

Unit Total \$60,048.00

Ext. Total	\$120,096.00
Trade-in(s)	\$0.00
Net Total	\$120,096.00

Sales Rep.

Purchaser

Fed Tax ID #

Date

9/28/2020

Blair Taseff

p 440.653.0193

btaseff@tescobus.com

f 419.836.8460

State of West Virginia Dept. of Admin

Purchasing Division

2019 Washington St. E.

Charleston WV 25305

6401 Seaman Rd.

www.tescobus.com


P.O. Box 167230

419.836.2835

Oregon OH 43616-7230

Trades


Floorplan



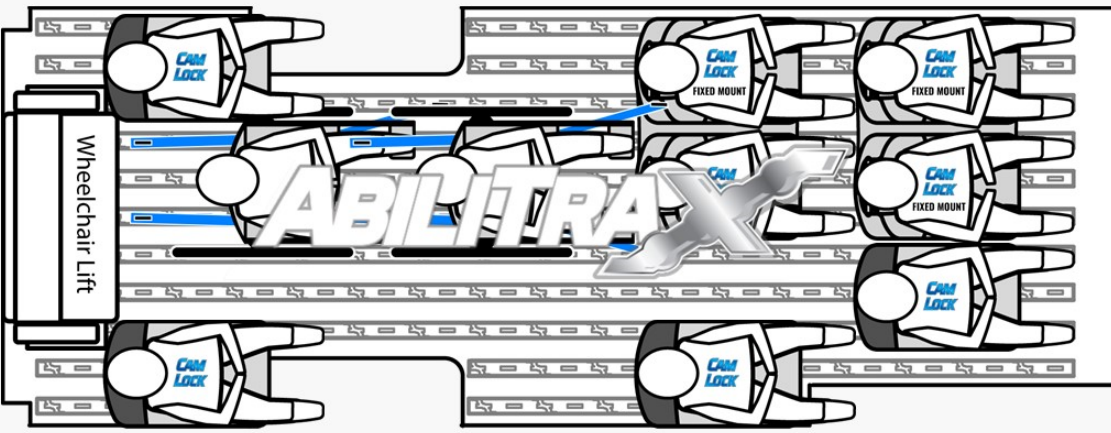
Design Your Layout & Find A Dealer At www.AbiliTrax.com


Ford Transit

AbiliTrax Class: 170
Wheelbase: 148"



TRANSIT





**Customizable
WITH EASE**

Who To Contact

AbiliTrax

📍 Jamestown, NY
🌐 www.abilitrax.com
☎ (716) 484-7014

Layout Prepared For: (Customer/Business)

blair

📍 410 South Missouri Street, Indianapolis, IN 46225
✉ btaseff@tescobus.com
☎ (716) 7016-4997016 Ext.

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STEP-N-LOCK CAM LOCK CREW VAN



Proven Quality.
Trusted Name.

Quote #NQ50970	
9/28/2020	
Blair Taseff	p 440.653.0193
btaseff@tescobus.com	f 419.836.8460
6401 Seaman Rd.	www.tescobus.com
P.O. Box 167230	419.836.2835
Oregon OH 43616-7230	

State of West Virginia Dept. of Admin
Purchasing Division
2019 Washington St. E.
Charleston WV 25305

Additional Suggested Options

Operator Entry Package	\$1,865.00
Overhead Grab Rail	\$393.00
Driver Barrier Assembly	\$345.00

9/28/2020

Blair Taseff p 440.653.0193
btaseff@tescobus.com f 419.836.8460

6401 Seaman Rd. www.tescobus.com
P.O. Box 167230 419.836.2835
Oregon OH 43616-7230

State of West Virginia Dept. of Admin
Purchasing Division
2019 Washington St. E.
Charleston WV 25305

Qty: 2



Picture is from a similar vehicle

2021 Ford Transit U5X-XL

10 pass. with 2 w/c positions & driver

Engine: 3.5L EcoBoost
Wheelbase: 148
GVWR: 10360

Standard Chassis Equipment

- High roof
- 3.5L EcoBoost V6 engine
- Brakes - 4-wheel disc with ABS
- 220 amp alternator
- 25 gallon fuel tank capacity
- Cruise control
- AM/FM stereo with 6 speakers
- Windows all around
- Black grille
- Halogen headlamps
- All wheel drive

Standard Body Equipment

- 2-way manual driver and co-pilot seats with recline and armrest
- Pewter vinyl driver and co-pilot seats
- Power door locks
- Power windows
- Power adjustable mirrors
- Remote keyless entry system
- Tilt/telescoping steering column
- Rear view camera
- Cloth headliner
- Vinyl flooring in driver area
- Safety canopy side-curtain airbags
- Vinyl Rear Passenger Seating

Body and Chassis Standard Equipment is subject to change without notice and may be replaced

by Options Included on next page.



Proven Quality.
Trusted Name.

Quote #NQ50972	
9/28/2020	
Blair Taseff	p 440.653.0193
btaseff@tescobus.com	f 419.836.8460
6401 Seaman Rd.	www.tescobus.com
P.O. Box 167230	419.836.2835
Oregon OH 43616-7230	

State of West Virginia Dept. of Admin
Purchasing Division
2019 Washington St. E.
Charleston WV 25305

Options Included

Abilitrax Upfit

- Ford Transit Interlock for WC Lift
- Shift-N-Step Floor Assembly
- Storage Bag for QRT-360
- Entry Grab Assist Stanchion
- Photo Electric Eye Kit
- Transit High Top Air Bag Kit
- Braun Century 1000# Lift
- Passenger Running Board
- (2) Transit Shoulder Belt Rear Mount Kit
- (2) Q'Straint QRT-360 Wheelchair Tie Downs
- (2) CL 2 to Trans Dbl Fixed Seat Base for Dbl Wide
- Shift-N-Step Dual Access Lift Kit
- (2) CL 2 to Trans Dbl Fixed Seat Base for Dbl Narrow Centered
- OEM Color Match for Bus Step
- Transit 140 HT Driver Shoulder Bracket Assy
- Ambulatory Entrance Bus Step 30" Wide
- Right Hand Ambulatory Grab Bar

TESCO Installed Options


- 5 Lb. Extinguisher 3A 40 BC
- Exterior Reflective Striping Per Spec
- Exterior Decals Per Spec
- First Aid Kit - 24 Unit
- Seat Belt Cutter Sure Lok
- Driver Safety Vest
- Triangle Reflectors

Terms: Net 30 Days
Valid For: 15 Days
Delivery: 8 to 10 Weeks ARC

Unit Price	\$75,396.00
Mobility Rebate	(\$1,000.00)
Rebate GPC # QS078	(\$6,000.00)
Delivery	Included

Unit Total \$68,396.00

Ext. Total	\$136,792.00
Trade-in(s)	\$0.00
Net Total	\$136,792.00

			
Sales Rep.	Purchaser	Fed Tax ID #	Date

9/28/2020

Blair Taseff

p 440.653.0193

btaseff@tescobus.com

f 419.836.8460

State of West Virginia Dept. of Admin

Purchasing Division

2019 Washington St. E.

Charleston WV 25305

6401 Seaman Rd.

www.tescobus.com

P.O. Box 167230

419.836.2835

Oregon OH 43616-7230


Trades

Floorplan

ABILITYBUS EL

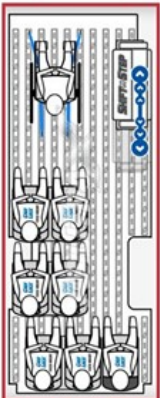
Equipped with:

- AbiliTrax Flooring System
- Shift-N-Step Dual Access Lift System
- CamLock2 Quick Disconnect Seats

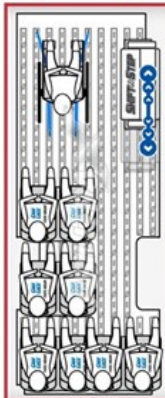


Create a Variety of Seating & Wheelchair Combinations In Minutes

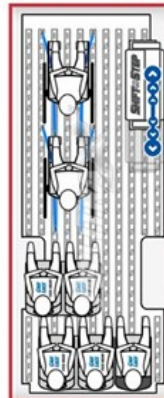
8+1



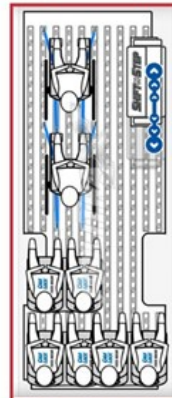
9+1



6+2





7+2



Fits Max 4 Wheelchair Positions. Fits Max 12 Ambulatory Seating
(Plus Driver)

visit: <http://www.abilitrax.com/van-seating-layout-designer>

**We Thank You For Visiting
& Hope You Enjoy The Expo!**



Proven Quality.
Trusted Name.

Quote #NQ50972	
9/28/2020	
Blair Taseff	p 440.653.0193
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State of West Virginia Dept. of Admin
Purchasing Division
2019 Washington St. E.
Charleston WV 25305

Additional Suggested Options

Operator Entry Package	\$1,865.00
Overhead Grab Rail	\$393.00
Driver Barrier Assembly	\$345.00

AbiliTrax Products Limited Warranty

AbiliTrax Warranties all products manufactured by AbiliTrax to the original purchaser (non-transferrable) to be free of all defects in material and workmanship for a period of 3 years or 36,000 miles (whichever comes first) from the date that the vehicle (in which the AbiliTrax products were originally installed) is placed into service (written in service date verification will be required). Any defect affecting safe operation and intended function will be repaired, replaced or refunded (at the discretion of AbiliTrax) free of charge. If the failure or malfunction of a warranted item leads to a subsequent failure or defect of a non-warranted item, then both items shall be covered provided AbiliTrax was immediately notified of failure (refer to buyer / user responsibility below). All warranty work must be performed at a facility that has been approved and/or certified by AbiliTrax to perform such work. All arrangements for warranty service must be approved prior to and made through AbiliTrax by contacting AbiliTrax. Warranty covers only failures which occur through normal use and does not apply to failures incurred through misuse, abuse, neglect, alterations or accidents. Also, any damage incurred through normal wear and tear which does not affect intended function and/or safe operation is not covered. AbiliTrax warranty covers only direct material and labor costs to repair or replace warranted items and is not responsible for any incidental costs such as transport, lost service or time.

To file a warranty claim or obtain warranty service, contact AbiliTrax by going to AbiliTrax.com and locating your nearest AbiliTrax Dealer. It is the responsibility of the buyer / user to contact AbiliTrax immediately upon the discovery of any covered defect or malfunction. AbiliTrax is not liable for further damages incurred or compounded by delays in filing warranty claim(s).

This warranty gives you specific legal rights, and you may also have other rights which vary from state to state.

Some states do not allow the exclusion or limitation of incidental or consequential damages, so the above limitations or exclusions may not apply.

AbiliTrax Corporate Office
1209 E. 2nd Street
Jamestown, NY 14701
800-500-6181
FAX 716-484-7018

 **FentonMobility**
— — — — —
P R O D U C T S
26 Center Street
Randolph, NY 14722
800-500-6181

The Ford Transit is the most popular commercial passenger vehicle in North America. The Ford Transit van has been manufactured in Europe since the mid 1960's making its legacy and longevity comparable to the Ford Mustang. This van is packed with safety features and has proven to be the lowest cost most reliable vehicle choice in the industry.



Shift-N-Step technology was created three years ago by Fenton Mobility to make the Ford Transit available in markets where curb side access is the only viable option. The success of the Shift-N-Step is quite simply due to the market's desire to move away from older more costly body designs and move into the future. The ride quality and comfort are far superior to any other market offerings.

We have put together a sampling of the current success stories in the next several pages. Although this is not all of the markets served by Shift-N-Step and the Ford Transit, they are some of the most relevant to the Pace procurement. Hopefully these will assist in making the Shift-N-Step equipped Ford Transit the perfect choice for Chicago's Para-Transit services.

Scott Fenton
President
Fenton Mobility
Inventor of the Shift-N-Step



“OCTA's Micro Transit fills customer need to help boost ridership”

<https://www.metro-magazine.com/mobility/article/shiftnstep>

(Please click the link to see the national press on a Shift-N-Step equipped success story)



Travel easily from curb to curb with OC Flex.

Ride all day for \$4.50.

Unlimited local rides all day are only \$4.50 when paid on the OC Flex Mobile App or \$5 cash onboard.

Share your ride.

OC Flex is a shared-ride service. Great for group rides! Other customers may be picked up or dropped off while you are onboard.



Orange County Transportation Authority is the 27th largest transit system in North America in terms of bus fleet size according to Metro Magazine’s “Top 100 Fleets”. OCTA has been accumulating Shift-n-Step equipped Ford Transit vans through the CALACT contract for the past two years. In fact, the CALACT contract (a five-year award) was stopped after one year in order to require the awardees to add a dual access system (i.e. Shift-N-Step) to the procurement.

Members of the AbiliTrax Product Support Department of Fenton Mobility Products, Inc. have visited and trained the OCTA Fleet Support Team and has scheduled annual visits for future support and trainings.



“COTA launches new Micro Transit Service”

<https://www.metro-magazine.com/mobility/news/shiftnstep>

(Please click the link to see the national press on a Shift-N-Step equipped success story)



Central Ohio Transit Authority is the 46th largest transit system in the North America in terms of bus fleet size according to Metro Magazine’s “Top 100 Fleets”. COTA operates nearly 50 Shift-N-Step equipped Ford Transits.

Members of the AbiliTrax Product Support Department of Fenton Mobility Products, Inc. have visited and trained the COTA Fleet Support Team and has annual visits scheduled for future support and trainings. Product support has performed, at no-charge, updates to Shift-N-Steps purchased through the COTA Contract.



TRI MET



Metro magazine's "Top 100 Fleets" lists Tri Met Transit is the 22nd largest transit system in North America in terms of bus fleet size. Tri Met is an early adopter of Shift-N-Step with an original order of 30 units, a subsequent order of 47 units and a pending order of 47 additional units.

Here is what Margo Moore, Director of Accessible Transportation for Tri Met, had to say regarding their experience with Shift-N-Step equipped Ford Transits.

"Our drivers really like the Shift-N-Step and we've had no concerns regarding the lift or width. We've had no complaints whereas a driver was unable to accommodate a customer due to the size of their chair. I think it's a great product. One more tidbit of info - our vehicle has been shown up/down the west coast. It appears many agencies want the same type of vehicle for their fleet so you may see an increase in interest soon."

"Only 18% of our customer base uses a wheelchair. Wheelbase is great for those tight streets and cul de sacs. Great vehicle!"

Margo D. Moore
Director, Accessible Transportation Programs
Tri Met Transportation





New York City Transit “Access-A-Ride”



“Our experience with the Ford Transit itself has been positive, with the exception that the up-fitted version we currently have does not have a suitable ambulatory passenger entrance. Although we don’t have any AbiliTrax vehicles yet we’re hoping the AbiliTrax design will make ambulatory entry into the Ford Transit easier.”

Chris Messina
NYCT

Access-A-Ride’s vehicles equipped with Shift-N-Step are currently in the final stages of first article approvals for delivery to Access-A-Ride subcontractors. This has been a two-year process in which Access-A-Ride is currently very pleased with the durability, and drivability of the Ford Transit vans however, accessibility was an issue in the early attempt to integrate the Ford Transit van into the fleet.

In 2018 we performed a Demonstration Day for the Access-A-Ride community program with great success. This also included a drivability demonstration in the narrower city streets for curb-side access.





Rochester Transit Service is the 49th largest transit system in the North America in terms of bus fleet size according to Metro Magazine’s “Top 100 Fleets”. RGRТА currently operates one Shift-N-Step equipped Ford Transit and has ordered a follow up of 19 units of a 50-unit contract over 3 years.





“These vans have worked well for us. We are a very small operation and the flexibility the Shift-N-Step provides will allow us to keep these in regular use as the academic year progresses and needs change from the school year to the break period (aka “conference season”) and back again.

We have found that larger wheelchairs need more maneuvering space than we originally thought but we can still keep seating for 3 passengers across the back as well as one passenger next to the driver and still have plenty of space for a passenger using a very large wheelchair.”

Diana Noble
*Assistant Manager of Transportation Services
University of Massachusetts Amherst*



 **FentonMobility**
— PRODUCTS —
26 Center Street
Randolph, NY 14722
800-500-6181


RHODE ISLAND PUBLIC TRANSIT AUTHORITY



Rhode Island Public Transit Authority is the 63rd largest Transit Agency according to Metro Magazine's "Top 100 Fleets". RIPTA specified Shift-n-Step as the exclusive way to have a dual access system in the Ford Transit. RIPTA is currently taking delivery of the first 25 units with additional orders pending.

 **SHIFT-N-STEP**



Proven Quality.
Trusted Name.

Transportation Equipment Sales Corporation



DEALER PROFILE

2019



Proven Quality. Trusted Name.

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Operations Profile.....	5
Key Personnel.....	6-7
Marketing Efforts.....	8
Keys To Success.....	9



Proven Quality. Trusted Name.

MISSION STATEMENT

“To build relationships with our customers by providing quality products and superior service using streamlined processes”

VALUE STATEMENTS

Honesty and integrity

Provide safe, affordable products

Responsibility for our products

Respect for the customer

Constant improvement



Proven Quality. Trusted Name.

COMPANY HISTORY

When one looks at the national success that Transportation Equipment Sales Corporation (TESCO) has become, it may be difficult to imagine its more humble beginnings. Original company was started back in 1937, selling hearses, ambulances, and school buses in northwest Ohio.

By 1940, school bus sales became a primary focus. Success followed success, and the company thrived during the next three decades. When Noel Graham Sr., TESCO's current CEO, joined the team back in 1968, he saw the tremendous potential that lay before him.

Noel helped TESCO in its early ventures into the commercial bus market, and by 1974 he had become the company's sole owner. That same year, TESCO's operations expanded into Northeast Ohio, covering nearly 60% more territory than before. 1992 saw the development of commercial and school bus sales in Michigan.

Since the turn of the century, a management team led by Noel's son Bud has continued to expand territory and product lines. With Noel's guidance, Bud and his team have driven TESCO to be one of the nation's largest and most successful bus distributors.

For over eighty years, TESCO has provided quality products backed by exceptional service and support. We take pride in our employees' commitment to assisting our customers in making the best choice for their transportation needs. We look forward to the next seventy years with as much hope and determination as we showed in the first.



Proven Quality. Trusted Name.

OPERATIONS PROFILE

Employees TESCO's team consists of over 30 full time and numerous part time employees in a variety of management, sales, parts, service, and office positions.

Market Area TESCO has historically maintained an aggressive marketing approach in Ohio. This decade, TESCO has expanded its targeted territories to many of the great lakes states. We now hold a significant market share in Ohio, Michigan, Indiana, Kentucky and West Virginia. In addition, recent emphasis on national accounts has resulted in continuous vehicle sales across the country.

Products & Services Offered TESCO sells a variety of new and used small to midsized commercial and school buses. We are a new vehicle OEM distributor for Battisti Sprinter, Braun, Champion, Collins, Elkhart Coach, Elkhart Custom Designs, ENC, Federal Coach, Ford Transit, Glaval Bus, Goshen Coach, Krystal Bus, McSweeney, Metro Link, Midway, Mobility Ventures, New England Wheels, Starcraft, Turtle Top and WorldTrans. TESCO offers OEM and aftermarket parts and service for the current manufacturers we represent as well as other manufacturers. TESCO also offers in-house leasing to qualified customers through our subsidiary leasing entity.

Facility TESCO's operates from two facilities in the heart of the bus manufacturing region in the USA. Our primary facility includes 8,000 square feet of modern office space and about 20,000 square feet of service garages, which can simultaneously service up to twelve large buses. Parking areas can efficiently store over 200 buses awaiting sale or service. TESCO's secondary location, just two miles from the home office, is utilized for used vehicle sales and warehousing of parts located on a sprawling 15 acres with over 22,000 square feet of operating space.

TESCO's third facility is located in Clayton, North Carolina. This location has been added to the TESCO family for the convenience of our southern customers. With this facility being centrally located in the state, it allows for an easier purchasing experience that is close to home. Two service bays are located at this facility along with grounds that store vehicles ready for purchase!

Centrally located in Georgia, TESCO's newest location makes purchasing easier than ever before for our southern customers. Enjoy the comfort of having a TESCO rep nearby to help you with all your bus purchasing needs!



Noel Graham, Sr.
CEO

Having served four years in the Marine Corps, Noel began his professional career after graduating from the University of Toledo. Subsequently gaining valuable experience at L.O.F. Glass Co., Noel directed his energy towards making TESCO the success it is today. He has owned the company since 1974, and together with Bud Graham, he has helped turn the once small, family owned local bus dealership into a major national distributor.



Noel Graham Jr.
President

Noel Jr., better known to his colleagues and friends as "Bud", is an accomplished Business & Marketing graduate of Owens College. A long-standing part of the TESCO leadership team, Bud has been a driving force for the growth of TESCO over the past twenty years. Overseeing all company vehicle sales operations, Bud continues to guide the company's expansion today.



Jeff Pappas
Executive Vice President

Jeff started working for TESCO part-time while completing his Bachelor of Science degree in Engineering at the University of Toledo. After receiving his degree, Jeff left TESCO to work at Wright Patterson Air Force Base, and later at NASA Glenn Research Center. In 2002, Jeff returned to TESCO and became the changing force behind the company's information technology infrastructure. Today, Jeff's efforts focus on new business development and process improvements through the use of innovative marketing and the adaptation of new technologies.



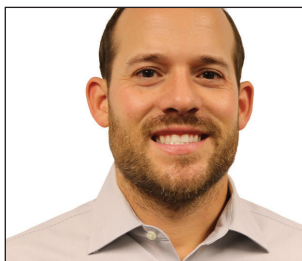
Jim Zsigray
Vice President, Finance

Jim joined the TESCO team in 2002. He has a Bachelor of Business Administration degree from the University of Toledo and manages all financial aspects of the business, including those of our wholly owned subsidiary leasing company.



Noel Graham, III
Vice President, Operations & Sales

Noel III began his career at TESCO in 2001. He graduated from the University of Toledo, cum laude, with a degree in business management. Noel leads multiple divisions within the company, including bus leasing, renting, parts, and sales operations. He guides these divisions with a long-term strategy, to continue TESCO's success for many years to come.



Ross Graham
Vice President, Sales

Ross began his sales career at TESCO in 2004. Upon graduating with a business degree from Bowling Green State University in 2009, Ross became National Sales Manager. He is instrumental in working with our sales team driving growth in TESCO's New Bus Sales division. Ross is focused on building strategic partnerships with key customers, increasing our national presence in all markets. Ross's relationship building sales skills and years of experience with all aspects of the commercial bus industry have elevated him to his success at TESCO.



Brent Graham
Vice President, Sales

Brent joined the TESCO team in 2005. In 2009, after playing baseball at Owens College, he joined the sales team at TESCO and quickly showed leadership qualities within the company. Brent's responsibilities include expanding TESCO's nationwide relationships with our network of customers and is one of the top sales volume leaders within the company.



Proven Quality. Trusted Name.

MARKETING EFFORTS

TESCO has heavily invested in a broad spectrum of marketing efforts that are designed to strengthen our market share in each individual vertical market that we solicit. Our marketing strategy has three objectives: **maintain brand awareness, generate leads for sales personnel, and build relationships.**

- Our target vertical markets include:
- Assisted Living and Short/Long Term Care Facilities
 - Child Care/Youth Organizations
 - Churches
 - Head Start Agencies
 - Leasing Companies
 - Limousine Services
 - Private/Parochial Schools
 - Public Schools
 - Shuttle Services
 - Transit Agencies
 - Universities

- The TESCO marketing strategy is customized for each vertical market. Some of the marketing efforts currently used include:
- Advertisements in Regional and National Trade Magazines
 - Bidding Services
 - Onsite Product Demonstrations
 - Public Relations
 - Recurring Mailers
 - Regional and National Tradeshows
 - Specialty Mailers
 - Website Search Engine Marketing

In addition to customized marketing strategies, TESCO uses a combination of vertical market knowledge and territory to segregate our sales personnel, thereby, ensuring the customer always interacts with a responsive, knowledgeable representative.

TESCO is a thriving bus dealership. This success comes from the many facets with which our business is run including:

- Goal driven compensation packages
- Dedicated and knowledgeable staff
- Outstanding relationships with key customers and quality manufacturers
- Expansive marketing effort
- Extensive inventory stocking program
- First-rate facilities
- Ongoing investment in information technology
- Continuous improvement program

