



Greater Cleveland Regional Transit Authority

SUMMARY OF PROPOSED AWARD

**Furnishing up to Two Hundred Forty (240)
Low Floor 40-ft. Coaches, Training,
Special Tools and Spare Parts over a
Five (5) Year Contract**

**Presented to: Operations Committee
November 19, 2013**



PROJECT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

- RTA operates 415 fixed route buses that serve 82% of our customers.
- To provide safe, reliable and cost effective service, buses must be replaced on a regular cycle.
- FTA allows replacement at 12 years, or 500,000 miles of service.



PROJECT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

- In 2014 and 2015, RTA will have 224 buses that will be at least 12 years of age & have exceeded 500,000 miles.
- Currently financing has been identified for the purchase of 170 buses.



PROJECT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

RTA is committed to improving air quality

- Staff promised that when it was technologically and financially feasible to revisit CNG, we would.
- Based on a comprehensive review we recommend our next bus buy be CNG powered due to improvements in:
 - CNG Reliability
 - Maintenance History
 - Life Cycle Costs



PROJECT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

Capital Cost of First 60 Coaches:

■ CNG

- \$472,911 per coach
- \$28,374,660 (per 60 coaches)

■ Diesel

- \$426,592 per coach
- \$25,595,520 (per 60 coaches)

■ Capital cost differential for CNG

- \$46,320 per coach
- \$2,779,200 (per 60 coaches)



PROJECT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

CNG VS Diesel Cost Benefit Analysis:

- Estimated Cost for Fuel (based on today's prices)
 - Diesel - \$3.05 per gallon
 - CNG - \$1.29 per equivalent gallon.
- Fuel cost savings with CNG is calculated at:
 - \$16,650 per coach per year
 - \$199,800 lifetime fuel cost savings per coach
- Financial payback is in 23 months
- Lifetime fuel savings for 240 buses is \$48 million
- Savings off-sets needed investment of \$7 - \$10 million in CNG fueling station upgrades at Hayden, Triskett and CBM.



PROJECT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

Environmental Benefits:

- Reduce Greenhouse gas emissions by 30%
- Reduce Nitrous Oxide emissions by 85%
- Over 200 year supply of Natural Gas in U.S.
- Long term forecast suggest stability in CNG pricing based on new supplies being introduced.



PROJECT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

The Authority's request for proposal included the purchase of:

- Two hundred forty (240) 40 ft. coaches with training, special tools and spare parts to be delivered over a five (5) year period.



PROCUREMENT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

- RFP issued on March 11, 2013
- RFP downloaded by nine (9) potential vendors
- Five (5) potential providers responded
- Four (4) firms shortlisted



PROCUREMENT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

Evaluation Panel Members:

- Fleet Management
- Service Quality
- Procurement



PROCUREMENT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

Evaluation Criteria:

- Product Design and Performance
- Manufacturer's Reputation and Performance
- Delivery
- Cost



PROCUREMENT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

Recommended Vendor:

- Gillig, LLC
- Haywood, CA



GCRTA (BRT PLUS)





Cincinnati, OH (BRT PLUS)





Long Beach, CA (BRT PLUS)





Aspen, CO (BRT PLUS)





PROCUREMENT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

- **Strengths and Experience:**

- Gillig's chassis are 2,000 lbs. lighter than conventional coaches due to the aluminum body structure.
- Stainless steel chassis are corrosion resistant and have side impact barriers for improved customer safety.
- The CNG powered Gillig coach recorded the highest MPG ever tested at Altoona.



PROCUREMENT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

- **Strengths and Experience cont:**
 - Gillig's bolt-together construction contributes to the vehicle's efficient repair cost.
 - Stable ownership offers organizational stability, reliability, quality and customer support.
 - Use of standard versus low profile tires extends tire life and reduces replacement costs.



PROCUREMENT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

■ **Current Customers:**

- Central Ohio Transit Authority (COTA) - 125 Coaches
- Charlotte Area Transit—170 Coaches
- DART, Dallas-105 Coaches
- Minneapolis-St. Paul-170 Coaches



PROCUREMENT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

- **Delivery Schedule:**
 - Up to 60 in March 2015
 - Up to 30 in March 2016
 - Up to 30 in March 2017
 - Up to 45 in March 2018
- **CNG Fueling Station Requirements**
 - Hayden - March 2015
 - CBM - (monitors) March 2015
 - Triskett - March 2017



PROCUREMENT OVERVIEW

40-FT. LOW FLOOR COACHES, TRAINING & PARTS

- **Staff requests that Operations Committee recommend:**
 - Award to Gillig, LLC for the purchase of up to Two Hundred Forty (240) 40-Ft. CNG Coaches, Training, Special Tools & Spare Parts over the Five (5) Year Term of Contract in an amount NTE \$28,951,898.00 for the first Sixty (60) Coaches to be delivered in 2015.