



QUOTE LETTER

October 21, 2024

James Barela
505-661-7433
Email – james.barela@lacnm.us
Deputy Director Public Works
101 Camino Entrada
Building #1
Los Alamos NM 87544

Dear James:

Thank you for your interest in purchasing one (1) 35 ft. L/F Diesel Bus, off the State of Washington Contract #06719-01.
Attached you will find the variance list and price calculation sheet that would pertain to your order.

Gillig is pleased to quote the following:

One (1) 35 ft. L/F Diesel Bus @\$625,748 each

This price is valid for thirty days (30) days and is FOB Los Alamos NM. Prices exclude any taxes and license fees. The production of your buses will begin in 12 months from the date of P.O.

We thank you for this opportunity and appreciate your interest in Gillig and our products. Should you have any questions, please do not hesitate to contact us.

Sincerely,

Joe Saldana
Gillig LLC
Regional Sales Manager
510-303-0202
jsaldana@gillig.com

PRICE VARIANCE

10/17/2024

**LOS ALAMOS, NM (ATOMIC CITY) OFF OF STATE OF WASHINGTON RFP# 2020 06719-01
(1) 35' DIESEL LOW FLOOR PLUS BUS, SN: TBD**

ITEM	STATE OF WASHINGTON, WA	LOS ALAMOS, NM (ATOMIC CITY)	VARIANCE
EXTERIOR STYLING PACKAGE	STANDARD LOW FLOOR	STANDARD LOW FLOOR	-
CUMMINS ENGINE	L9, 280 HP (DIESEL)	L9, 280 HP (DIESEL)	-
AUXILIARY ENGINE OIL FILTER	NOT INCLUDED	NOT REQUIRED	-
COOLANT FILTER	STD FLEETGUARD	STD FLEETGUARD	-
ENGINE FUEL FILTER	STD FLEETGUARD	STD FLEETGUARD	-
STARTER	DELCO 42MT	DELCO 42MT	-
ALTERNATOR	NIEHOFF C803 (500 AMP)	NIEHOFF C803 (500 AMP)	-
ENGINE BLOCK HEATER	NOT INCLUDED	REQUIRED	193.00
AIR RESTRICTION INDICATOR	DONALDSON INFORMER	DONALDSON INFORMER	-
RADIATOR	MODINE E-FAN	MODINE E-FAN	-
E-COAT RAD/CAC	NOT INCLUDED	REQUIRED	1,245.00
RADIATOR TANK GUARD	NOT INCLUDED	REQUIRED	375.00
ENGINE OIL EXTRACTOR PORT	NOT INCLUDED	NOT REQUIRED	-
ENGINE OIL DRAIN	MAGNETIC DRAIN PLUG	INTERNAL SQUARE DRIVE	-
TRANSMISSION	ALLISON B400R	ALLISON B400R	-
TRANSMISSION FUEL ECONOMY PACKAGE (FUELSENSE)	NOT INCLUDED	NOT REQUIRED	-
TRANS OIL EXTRACTOR PORT	NOT INCLUDED	NOT REQUIRED	-
BRAKES	DISC BRAKES	DRUM BRAKES	(3,306.00)
AXLE HUB SEALS	GREASE SEALS	OIL SEALS	-
FRONT & REAR AXLE CENTER MTD MUD FLAP	NOT INCLUDED	REQUIRED	414.00
MERITOR FRONT & REAR AXLES	INCLUDED	REQUIRED	-
MAGNETIC AXLE DRAIN PLUGS	INCLUDED	REQUIRED	-
AUTOMATIC TRACTION CONTROL	INCLUDED	REQUIRED	-
HILL HOLDER SWITCH MOUNTED AT DASH	NOT INCLUDED	NOT REQUIRED	-
HUBODOMETER	NOT INCLUDED	ENGLER	109.00
WHEEL MOUNTING	HUB PILOTED	HUB PILOTED	-
WHEELS	(6) POWDER COATED STEEL WHEELS	(7) ALUMINUM FULL POLISHED WHEELS	2,509.00
DURAFLANGE WHEELS	NOT INCLUDED	NOT REQUIRED	-
TORQUE INDICATORS ON WHEELS	NOT INCLUDED	NOT REQUIRED	-
TIRES	CUSTOMER SUPPLIED	GILLIG SUPPLIED (7) MICHELIN 315/80R22.5	6,701.00
ELECTRIC STEERING ASSIST	NOT INCLUDED	NOT REQUIRED	-
VIP TEXTURED STEERING WHEEL	NOT INCLUDED	NOT REQUIRED	-
DROP DOWN AUTOMATIC CHAINS	NOT INCLUDED	NOT REQUIRED	-
DIESEL FILL	EMCO WHEATON	GRAVITY FILL	(365.00)
DASH FUEL GAUGE	NOT INCLUDED	REQUIRED	185.00
OIL PRESSURE & COOLANT TEMP GAUGES IN ENGINE COMP'T	ELECTRIC	ELECTRIC	-
SWAT SWITCH	NOT INCLUDED	NOT REQUIRED	-
ELECTRICAL TOW CONNECTION	NOT INCLUDED	REQUIRED	252.00
SKF DUAL TURBO 2000 AIR DRYER	INCLUDED	REQUIRED	-
ENGINE SKID PROTECTION	NOT INCLUDED	REQUIRED	519.00
A-POST SKID PLATES	NOT INCLUDED	REQUIRED - CS & SS	236.00
HORN SPLASH SHIELD	NOT INCLUDED	NOT REQUIRED	-
INSULATION	LEVEL 1	LEVEL 2	869.00
REAR HAND THROTTLE	NOT INCLUDED	REQUIRED	185.00
BATTERY TYPE	(2) DEKA 8D	(2) DEKA 8D	-

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ITEM	STATE OF WASHINGTON, WA	LOS ALAMOS, NM (ATOMIC CITY)	VARIANCE
BATTERY JUMP START CONN	INCLUDED (REAR CONNECTION)	REQUIRED (REAR CONNECTION)	-
WHEELCHAIR RAMP	LIFT-U LU18	LIFT-U LU18	-
HVAC MOTORS (TK)	BRUSHLESS	BRUSHLESS	-
HVAC COMPRESSOR (TK)	S391	X430	(1,240.00)
REFRIGERANT	R134A	R134A	-
REFRIGERANT PRESSURE DISPLAY	NOT INCLUDED	REQUIRED	490.00
DRIVERS HEATER MOTORS	BRUSHLESS	BRUSHLESS	-
FRESH AIR MAKE-UP	NOT INCLUDED	NOT REQUIRED	-
AUXILIARY COOLANT HEATER	NOT INCLUDED	PROHEAT MODEL X30	3,576.00
FRONT THRESHOLD HEATER	NOT INCLUDED	NOT REQUIRED	-
REAR STREETSIDE HEATER	NOT INCLUDED	REQUIRED	631.00
REAR CURBSIDE HEATER	NOT INCLUDED	REQUIRED	1,169.00
DASH FAN(S)	NOT INCLUDED	(2) REQUIRED	246.00
SENSITIVE EDGE	REAR DOOR ONLY	REAR DOOR ONLY	-
REAR DOOR	34" AIR OPEN/SPRING CLOSE	34" AIR OPEN/SPRING CLOSE	-
DOOR CONTROLS (FRONT & REAR)	AIR-FULL DRIVER CONTROL	AIR-FULL DRIVER CONTROL	-
VAPOR ELECTRONIC DOOR CONTROL W/ BUTTONS	NOT INCLUDED	NOT REQUIRED	-
EXTERIOR FRONT DOOR RELEASE	NOT INCLUDED	NOT REQUIRED	-
ELECTRICAL EQUIPMENT CABINET	44" H W/ (2) FANS	44" H W/ (2) FANS	-
SS WHEELWELL STORAGE BOX (AFT ELECTRICAL BOX)	INCLUDED	REQUIRED	450.00
CS WHEELWELL STORAGE BOX	NOT INCLUDED	REQUIRED	550.00
FRONT SS WHEELWELL PACKAGE RACK	NOT INCLUDED	NOT REQUIRED	-
PASSENGER INFO STATION	NOT INCLUDED	INNOCOM 14" X 20" TOP LOAD HOLDER (BUDGETARY ONLY)	750.00
SCHEDULE RACKS	NOT INCLUDED	NOT REQUIRED	-
INTERIOR AD FRAMES	NOT INCLUDED	NOT REQUIRED	-
EXTERIOR AD FRAMES	NOT INCLUDED	NOT REQUIRED	-
PASSENGER SEATS	AMSECO INSIGHT W/ A.R.M, Q'STRAIT RESTRAINTS	AMSECO INSIGHT CLASSIC W/ (1) Q'POD ON CS & (1) A.R.M ON SS & CLEARRIIDE ANTIMICROBIAL SYSTEM	10,758.00
REAR SEAT RISERS FOR FWD FACING SEATS	NOT INCLUDED	REQUIRED	2,500.00
FRONT CS & SS WHEELWELL VERTICAL STANCHION	NOT INCLUDED	REQUIRED	250.00
DRIVERS SEAT	RECARO ERGO METRO AM80 W/ HEADREST & 2-PT BLACK BELT	RECARO ERGO METRO AM80 W/ HEADREST & 2-PT BLACK BELT	-
SEAT BELT ALARM	NOT INCLUDED	NOT REQUIRED	-
SEAT CUSHION ALARM	NOT INCLUDED	NOT REQUIRED	-
SEAT ARMREST	NOT INCLUDED	REQUIRED - CS & SS	466.00
PASSENGER SIGNALS	PULL CORDS	PULL CORDS -YELLOW	-
STOP REQUEST AT REAR DOOR STANCHION	NOT INCLUDED	REQUIRED	94.00
STOP REQUEST LAMP AT DASH	NOT INCLUDED	REQUIRED	52.00
DRIVERS BARRIER	WRAPAROUND W/ OUT SCHEDULE HOLDERS	WRAPAROUND W/ OUT SCHEDULE HOLDERS	-
DRIVERS PROTECTION BARRIER	NOT INCLUDED	NOT REQUIRED	-
MODESTY PANEL FWD OF REAR DOOR	NOT INCLUDED	REQUIRED	303.00

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ITEM	STATE OF WASHINGTON, WA	LOS ALAMOS, NM (ATOMIC CITY)	VARIANCE
OVERHEAD GRAB STRAPS	NOT INCLUDED	(8) BLACK NYLON	272.00
STANCHIONS	YELLOW POWDER COATED	SSTL	-
PASSENGER WINDOWS	AROW STD FRAME / UPPER TRANSOM	AROW STD FRAME / UPPER TRANSOM W/ 3/4 EGRESS, RAPID REPL	2,130.00
GLAZING GUARDS	NOT INCLUDED	NOT REQUIRED	-
HEAD LAMPS	LED LOW & HIGH BEAMS	LED LOW & HIGH BEAMS	-
STOP/TAIL/TURN/BACK UP LAMPS	4" ROUND DIALIGHT LED	4" ROUND DIALIGHT LED	-
REAR CAP GRILLE LOWER CENTER STOP LAMPS	(2) 4" RED LED LAMPS	(2) 4" RED LED LAMPS	-
AUX TURN SIGNALS	NOT INCLUDED	NOT REQUIRED	-
YIELD SIGN	NOT INCLUDED	NOT REQUIRED	-
BATTERY COMPARTMENT LAMPS	NOT INCLUDED	NOT REQUIRED	-
INTERIOR LAMPS	LED I/O CONTROLS	LED I/O CONTROLS	-
PLEASURE RADIO	NOT INCLUDED	NOT REQUIRED	-
2-WAY RADIO & ANTENNA	PRE-WIRE W/ ANTENNA	PRE-WIRE W/ ANTENNA	-
PA SYSTEM/VOICE ANNUCIATOR	STD REI	STD REI	-
CAD / AVL ITS SYSTEM	NOT INCLUDED	NOT REQUIRED	-
5G ROUTER	NOT INCLUDED	NOT REQUIRED	-
DRIVERS SPEAKER	NOT INCLUDED	REQUIRED	110.00
HAND HELD MIC	INCLUDED	REQUIRED	-
BOOM MIC	INCLUDED	REQUIRED	-
HEATED FRONT GLAZING	NOT INCLUDED	REQUIRED	295.00
DESTINATION SIGNS - FRONT, CURBSIDE & REAR	TWIN VISION AMBER	HANOVER AMBER W/ EG4 WIRELESS READY CONTROLLER	1,079.00
FRONT RUN SIGN	NOT INCLUDED	NOT REQUIRED	-
FAREBOX	PRE-WIRE ONLY	PRE-WIRE ONLY	-
FAREBOX GUARD	INCLUDED	REQUIRED	-
CEILING MTD FAREBOX LAMP	NOT INCLUDED	NOT REQUIRED	-
TRANSFER CUTTER	NOT INCLUDED	NOT REQUIRED	-
PASSENGER COUNTER	NOT INCLUDED	NOT REQUIRED	-
FULL COMPOSITE FLOOR	NOT INCLUDED	NOT REQUIRED	-
FLOORING MATERIAL	ALTRO	ALTRO	-
ROOF HATCHES	(1) REAR - MANUAL	(1) REAR - MANUAL	-
EXTERIOR MIRRORS	8" X 8" 1-PC, NON-HEATED W/ REMOTE	8" X 15" W/ CONVEX, HEATED W/ REMOTE	394.00
TURN SIGNAL INDICATOR ON MIRROR	NOT INCLUDED	NOT REQUIRED	-
FIRE SUPPRESSION	AMEREX V-25	NOT REQUIRED	(2,891.00)
TRAFFIC LIGHT PREEMPTION	NOT INCLUDED	NOT REQUIRED	-
VIDEO SURVEILLANCE	NOT INCLUDED	TSI (8) - CAMERA SYSTEM, NEXUS-NVR, 4TB SSD & 7" MONITOR	14,125.00
BACK UP CAMERA	NOT INCLUDED	INCLUDED W/ TSI VIDEO SYSTEM	-
BIKE RACK	SPORTWORKS MOUNTING BRACKETS ONLY	SPORTWORKS MOUNTING BRACKETS ONLY	-
BIKE RACK MIRROR	NOT INCLUDED	NOT REQUIRED	-
BIKE RACK DEPLOYED LAMP	NOT INCLUDED	NOT REQUIRED	-
MEDICAL AID KIT	NOT INCLUDED	REQUIRED	95.00
BLOODBORN PATHOGEN KIT	NOT INCLUDED	REQUIRED	48.00
WHEEL CHOCKS (SET)	NOT INCLUDED	NOT REQUIRED	-
ELECTRONIC MFD MULTI FUNCTION DASH DISPLAY (MFD II)	NOT INCLUDED	NOT REQUIRED	-

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ITEM	STATE OF WASHINGTON, WA	LOS ALAMOS, NM (ATOMIC CITY)	VARIANCE
DRIVERS DASH GAUGES	AIR PRESSURE & SPEEDOMETER	AIR PRESSURE & SPEEDOMETER	-
12V POWER PORT AT DASH	NOT INCLUDED	NOT REQUIRED	-
CUP HOLDER	NOT INCLUDED	REQUIRED	35.00
WASTE CONTAINER	NOT INCLUDED	REQUIRED	234.00
I/O PROGRAM MODULE	NOT INCLUDED	NOT REQUIRED	
ADJUSTABLE PEDALS	NOT INCLUDED	NOT REQUIRED	-
EXTERIOR PAINT	1-COLOR	4-COLORS	8,884.00
CLEAR COAT BUS	NOT INCLUDED	NOT REQUIRED	-
EXTERIOR GRAPHICS	BUS NUMBERS ONLY	LOS ALAMOS, NM (ATOMIC CITY) CUSTOM GRAPHICS (BUDGETARY ONLY)	3,500.00
ROOF NUMBERS	NOT INCLUDED	NOT REQUIRED	-
WARRANTY (BASIC BUS)	24 MONTHS / 100,000 MILES	12 MONTHS / 50,000 MILES	(500.00)
WARRANTY (STRUCTURAL INTEGRITY CORROSION)	144 MONTHS / 500,000 MILES	144 MONTHS / 500,000 MILES	-
WARRANTY (ENGINE L9)	24 MONTHS / UNL MILES	24 MONTHS / UNL MILES	-
WARRANTY (TRANSMISSION - ALLISON)	60 MONTHS / 300,000 MILES	60 MONTHS / 300,000 MILES	-
WARRANTY (ALL OTHERS)	BASE COVERAGE PER WASHINGTON CONTRACT	BASE COVERAGE PER WASHINGTON CONTRACT	-
TRAINING	NOT INCLUDED	GILLIG TRAINING (24 HOURS X 3 CLASSES = 72 HOURS X 400 PER HOUR = 28,800 / 3 BUSES = 9,600 PER BUS)	9,600.00

TOTAL LOS ALAMOS, NM (ATOMIC CITY) VARIANCES	68,576.00
STATE OF WASHINGTON, WA 35' DIESEL LOW FLOOR BASE UNIT PRICE (FEB 2021)	410,601.00
DELIVERY	2,965.00
LOS ALAMOS, NM (ATOMIC CITY) 35' DIESEL LOW FLOOR PLUS NON-ADJUSTED BASE UNIT PRICE	482,142.00
PPI 1413 ADJUSTMENT PER WA STATE CONTRACT AMENDMENT #1 = (11.78%)	48,369.00
PPI 1413 ADJUSTMENT PER WA STATE CONTRACT AMENDMENT #3 = (15%)	68,846.00
PPI 1413 ADJUSTMENT PER WA STATE CONTRACT AMENDMENT #4 = 7.15% (ONE TIME REDUCTION TO 5%)	26,391.00
SPARE / TOOLING BUDGET (1%)	-
LOS ALAMOS, NM (ATOMIC CITY) 35' DIESEL LOW FLOOR PLUS CURRENT ADJ PRICE (10/17/2024)	625,748.00

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