

Grey County
Community Transportation

Award of NRFP EDTC-03-20
Bus Lease

February 27, 2020

- That the lease of six Elkhart Coach buses be awarded to Overland Custom Coach (2007) for \$15,234 monthly excluding taxes;
- That the monthly lease cost be funded from the Provincial funding contained in the 2020 budget from the Community Transportation Grant.
- That staff be authorized to proceed with this project prior to Council approval as per Section 25.6 of Procedural By-law 5003-18.

- Posted Negotiated Request for Proposal for the leasing of buses for community transportation January 28 – February 14, 2020
- Grey County sought six leased vehicles.
 - Two vehicles to operate along Highway 10 from Owen Sound to Orangeville
 - Two vehicles to operate along Highway 26 from Owen Sound to Blue Mountains
 - One vehicle to operate along Highway 6 from Owen Sound to Wiarton
 - One leased vehicle to operate as a spare when needed

Evaluation Criteria	Weighting
Company Profile/Facility Details	20
Vehicle Descriptions	20
Leasing Services References	20
Proposed Lease Agreement	20
Bid Price	20
Total	100

Evaluation Team:

Grey County - Mike Alguire, Stephanie Stewart, Steven Dollimer
First Student - Shop Manager, Paul Brown

- Submissions were received from the following companies:
 - Damera Bus Sales Canada Corp.,
 - Overland Custom Coach (2007) Inc.,
 - City View Bus Sales & Service LTD.

- After careful review of each proposal and scores accumulated against the stated criteria, the recommendation from staff is to award this project to Overland Custom Coach (2007) Inc.

- Overland's bid was the lowest lease cost/bus, provided new gas vehicles which will be more reliable and cheaper and easier to maintain.

- Overland Custom Coach has been in business for 38 years and has been awarded in excess of 10 top dealer awards.
- Overland Custom Coach has been vetted through the Metrolinx Transit Procurement Initiative and supplies six transit agencies with vehicles.

- Closed lease, 36-month term, through RBC
- The cost of each bus per bid is \$102,870
- Two options provided; staff recommend option 1, 20% residual value of \$20,754 + HST if we wish to purchase at end of term

Option	Term Length	Residual	Monthly Cost	Mileage
1	36 months	20%	\$2,539 + tax	Unlimited
2	36 months	\$1	\$3,068 + tax	Unlimited

- First Student will conduct preventative maintenance and repairs that are charged to the warranty.
- Overland Custom Coach provides a 5 year/160,000 km limited warranty on bus body. OEM Ford warranty on chassis is 5 year/100,000 km limited. Powertrain, 3 year/60,000 km

- Additional after market features:
 - bike racks \$3500/bus. Staff will seek sponsorship for bike racks
 - fare boxes \$2380/bus
 - two-way radios \$910/bus
 - cameras \$1500 /bus

- These items will be considered as part of the service and budget report coming forward for Council consideration in March 2020.





