



**Metro**

Metropolitan Transportation Authority

One Gateway Plaza  
Los Angeles, CA 90012-2952

213.922.2000 Tel  
metro.net

**43**

**OPERATIONS COMMITTEE  
APRIL 19, 2007**

**SUBJECT: ARTICULATED BUS OPTIONS**

**ACTION: ESTABLISH LIFE-OF-PROJECT BUDGET FOR FY08 CAPITAL PROGRAM  
BUS PROCUREMENT**

**RECOMMENDATION**

Authorize the Chief Executive Officer to:

- A. Establish a life-of-project budget for the purchase of up to one-hundred sixty-foot Compressed Natural Gas (CNG) high capacity articulated buses for the FY08 capital program including project contingency in the amount of \$86,428,426. (See Attachment B Funding Plan).
- B. Negotiate and execute Contract Option No. 2 to Contract No. OP33200646 with North American Bus Industries (NABI), to purchase up to one-hundred additional sixty-foot CNG high capacity articulated buses including the cost of fareboxes and Advanced Transportation Management System (ATMS) radio system, increasing the Total Contract Value from \$221,734,831 to \$306,163,257, inclusive of sales tax.
- C. Authorize staff to negotiate and execute modifications for this procurement in an amount not to exceed \$2,000,000, increasing the Total Contract Value from \$306,163,257 to \$308,163,257.

**RATIONALE**

This action establishes the budget authority necessary to proceed with scheduled vehicle replacement plans in FY08. As required in Metro's financial policies, this project exceeds \$5 million, and this action is necessary to program funds required for this procurement. These funds are currently included in both Metro's Long Range Transportation Plan, and in Metro's five year capital plan. These buses are also included in Metro's Fleet Management Plan.

Contract OP33200646 is a fixed-unit rate contract for the purchase of 200 sixty-foot low-floor CNG high capacity articulated transit buses that was awarded on February 27, 2003. The first option for 94 additional buses was authorized in September 2005, and these buses are currently being delivered to Metro. To date, these vehicles have proven to be reliable and a cost effective option for Metro's highest ridership lines. Metro's current fleet replacement

plans and Consent Decree commitments are built around adding these high capacity buses in FY08.

Since the original contract award in 2003, the indexed option pricing has risen over 21%, and the base vehicle price has risen from \$634,000 to almost \$770,000. The total contract option price now exceeds budgetary assumptions, so staff will be responsible for re-negotiating the quantity and/or pricing of these vehicles to ensure that this project does not exceed the amount of funding programmed.

### **IMPACTS TO OTHER CONTRACTS**

Staff will exercise a contract option in contract OP33201516 with First Transit Inc. for an amount not to exceed \$250,000 to provide on-site bus inspection services for these new articulated vehicles. This cost is included as part of the Life of Project Budget.

### **FINANCIAL IMPACT**

Funding for the buses will be included in the FY08 capital program budget under project number, 201044, FY08 Bus Procurement, cost center #3320, Vehicle Technology. The identified funding is a combination of federal, state and local funds. The attached funding plan is provided as a management guide, however, the Chief Executive Officer retains the authority to substitute funding and modify the cash flow as required to meet project needs.

### **ALTERNATIVES CONSIDERED**

Staff considered not purchasing buses. This action is not recommended because cancelling or deferring this procurement will necessitate extending the life of over 130 of Metro's oldest diesel fueled vehicles that are scheduled for retirement in FY08.

Staff considered initiating a new procurement solely for 45' buses. This option is not recommended for FY08 because it is not expected that a vendor could provide enough 45' vehicles in time to guarantee buses were here before the beginning of FY09. Staff is currently evaluating the option of procuring 45' composite buses for FY09.

Staff considered initiating a new procurement for 40' buses. This action is not recommended as Metro's budgets are built on operating efficiencies that are realized by adding higher capacity buses to the fleet.

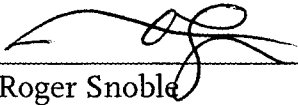
### **ATTACHMENTS**

- A. Procurement Summary
- A-1 Procurement History
- A-2 List of Subcontractors
- B. Life of Project Budget for Articulated Buses

Prepared by: Richard Hunt, General Manager, San Fernando Valley Service Sector  
John Drayton, Manager of Vehicle Technology



Carolyn Flowers  
Interim Chief Operations Officer



Roger Snoble  
Chief Executive Officer

**BOARD REPORT ATTACHMENT A  
PROCUREMENT SUMMARY**

**EXERCISE OPTION FOR UP TO 100 LOW-FLOOR SIXTY-FOOT CNG HIGH CAPACITY  
ARTICULATED TRANSIT BUSES**

1.	Contract Number: OP33200646		
2.	Recommended Vendor: North American Bus Industries		
3.	Cost/Price Analysis Information:		
	A. Bid/Proposed Price: NA	Recommended Price: Not to Exceed \$86,428,426 (Including fareboxes or ATMS radios)	
	B. Details of Significant Variances are in Attachment: NA		
4.	Contract Type: Fixed Unit Rate		
5.	Procurement Dates:		
	A. Issued: NA		
	B. Advertised: NA		
	C. Pre-proposal Conference: NA		
	D. Proposals Due: NA		
	E. Pre-Qualification Completed: NA		
	F. Conflict of Interest Form Submitted to Ethics: March 17, 2007		
6.	Small Business Participation:		
	A. Bid/Proposal Goal: 0%	Date Small Business Evaluation Completed: Not applicable	
7.	Invitation for Bid/Request for Proposal Data:		
	Notifications Sent: NA	Bids/Proposals Picked up: NA	Bids/Proposals Received: NA
8.	Evaluation Information:		
	A. Bidders/Proposers Names: NA	<u>Bid/Proposal Amount:</u> NA	<u>Best and Final Offer Amount:</u> NA
	B. Evaluation Methodology: Describe Methodology Details that are in Attachment A-1		
9.	Protest Information:		
	A. Protest Period End Date: NA		
	B. Protest Receipt Date: NA		
	C. Disposition of Protest Date: NA		
10.	Contract Administration Mgr: Margaret E. Merhoff	Telephone Number: 922-1073	
11.	Project Manager: John Drayton	Telephone Number: 922-5882	

**BOARD REPORT ATTACHMENT A-1  
PROCUREMENT HISTORY**

**EXERCISE OPTION FOR UP TO 100 LOW-FLOOR SIXTY-FOOT CNG HIGH CAPACITY  
ARTICULATED TRANSIT BUSES**

**A. Background on Contractor**

North American Bus Industries (NABI) was established in 1992. It has manufacturing facilities in Budapest and Kaposvar, Hungary; and Anniston, Alabama. NABI currently produces approximately 500 buses per year, and has the production capacity to produce approximately 1000 buses per year. Its production capabilities include 30 – 60-foot steel-frame buses, and 30 – 45 foot composite buses.

NABI has previously delivered 875 40-foot CNG buses for Metro. The firm also produced 100 composite 45-foot CNG buses and 200 sixty-foot articulated CNG buses for Metro. They are now completing the first option order of 96 additional sixty-foot articulated buses for Metro. Bus quality and reliability have been very good. In addition, the company has produced buses for many other major transit agencies. NABI has a local support-services facility in Ontario, CA. In early 2006, NABI was acquired by Cerberus Capital Management, L.P., a U.S.-based private equity fund. Subsequently, NABI purchased Optima Bus Corporation and Cerberus most recently purchased Blue Bird Corporation, another transit bus manufacturer. The company is well capitalized and there is a low financial or performance risk with this company.

**B. Procurement Background**

On June 14, 2002, IFB No. OP33200646 was issued and advertised. Three proposals were received. As a result of the technical and price evaluation, the resulting contract was awarded to NABI. The contract contains options for up to 400 additional CNG vehicles. The options are valid until May 27, 2008. To be able to exercise the option without it being considered a sole source, Metro must consider option pricing when an award is made. In this case, the pricing for option buses is based on the increase or decrease in the Producer Price Index for Bus and Truck Bodies (PPI) that occurred since the contract award. The use of the PPI complies with the option pricing requirement as all submitted pricing would be treated in the same manner.

As required by Metro's Procurement Policy, staff must also determine that the option pricing is reasonable. It was determined that only a few additional orders have been placed for similar 60-foot CNG buses since the award of this contract. The original pricing of \$632,914 per vehicle was determined to be reasonable based on a price analysis. During the period since the contract award, the PPI has increased 21.54% or \$136,349 per bus. Based on the PPI increase, the base price for each option bus will total \$769,263 not including approved modifications, delivery and sales tax. This pricing was compared to a recent pricing paid by Foothill Transit for thirty-two CNG in articulated vehicles in early 2006. At that time, the base bus price not including modifications was \$741,741.

Along with normal parts prices increases, a 10% increase was issued in 2005 for all steel products. Thus, the proposed PPI pricing of \$769,263 appears reasonable. This figure does not include the cost for the provision and installation of the fareboxes and ATMS radio system, delivery, sales tax, or other previously approved contract modifications. When those figures are included, the price of each bus could total \$901,307 per vehicle or \$90,130,679 for 100 vehicles. As this figure exceeds the available funding, staff will either adjust the number of vehicles being ordered or will negotiate a reduction in pricing to insure that the final total price does not exceed budgeted funding.

The Diversity & Economic Opportunity Department did not recommend a Disadvantaged Business Enterprise (DBE) participation goal for this bus procurement. The Federal Transit Administration (FTA) requires that each Transit Vehicle Manufacturer (TVM) submit for approval an annual percentage overall goal. The TVM goal is based on the amount of federal funding to be received by the TVM for transit vehicle contracts during the fiscal year. In compliance with 49 CFR Part 26.49, TVMs report directly to FTA. Therefore, compliance with the DBE requirements is monitored at the federal level.

**C. Evaluation of Proposals**

Not applicable.

**D. Cost/Price Analysis Explanation of Variances**

The recommended increase of not to exceed \$901,307 per vehicle has been determined to be fair and reasonable based upon price analysis derived from comparable historical pricing for similar buses and equipment.

**BOARD REPORT ATTACHMENT A-2  
PROCUREMENT SUMMARY  
LIST OF SUBCONTRACTORS**

**Prime Contractor:** North American Bus Industries

**Small Business Commitment**  
NA

**Other Subcontractors**  
FAB Industries

**Total Commitment**  
0%

**ATTACHMENT B**  
**FUNDING PLAN FOR ARTICULATED BUSES**

**Articulated Bus Purchase CP 201030**

Sources of funds (\$millions)	FY07	FY08	FY09	Total
CMAQ		32,681,426		32,681,426
Clean Fuel 5309		4,000,000		4,000,000
PC 40%		43,786,000		43,786,000
TDA4		5,960,000		5,960,000
<b>Total</b>		<b>86,427,426</b>		<b>86,427,426</b>

Uses of funds (\$millions)	FY07	FY08	FY09	Total
Acquisition		83,427,426		83,427,426
Pro Services		350,000		300,000
Labor		450,000		500,000
Travel		200,000		200,000
Spare Parts				
Contingency		2,000,000		2,000,000
<b>Total</b>		<b>86,427, 426</b>		<b>86,291, 426</b>