



REPORT TO CITY COUNCIL

DATE: APRIL 12, 2017
TO: HONORABLE MAYOR AND MEMBERS OF THE CITY COUNCIL
FROM: GREG RAMIREZ, CITY MANAGER 
BY: LOUIS CELAYA, DEPUTY CITY MANAGER 
SUBJECT: AUTHORIZATION TO PURCHASE ONE REPLACEMENT VEHICLE (SHUTTLE BUS) FOR THE CITY DIAL-A-RIDE FLEET

The City currently owns a twenty-five (25) passenger 2000 Ford Federal Coach shuttle bus that is utilized for various senior program excursions, the City's Dial-A-Ride Program, and other special event trips from time to time. The shuttle bus is seventeen (17) years old and has over 120,000 miles recorded.

While the vehicle is still operational, it has exceeded its functional life based on years and mileage, and it is time to replace this vehicle in the City fleet. The City's transportation operator (City of Thousand Oaks/MV Transportation) also recommended replacement to insure fleet reliability and control maintenance cost. The shuttle bus currently has 121,031 miles recorded on the odometer, based on the latest report.

After reviewing several types of buses available, and based on current usage and needs, staff has selected the following model for the replacement of the Ford shuttle. The new shuttle will be a 2017 Glaval Entourage, 26-passenger vehicle, consisting of twenty-four (24) regular passenger seating and two (2) wheel chair seating areas, a 40-inch electric entry door, a rear-wheel chair lift, high back seating, upper storage areas for personal effects, and an entertainment system, which includes a DVD player with 22-inch monitor. The shuttle bus will be white, and have a 63 gas gallon equivalent (gge) compress natural gas (CNG) fuel system.

Staff solicited the following companies who specialize in these types of vehicles for cost proposals:

- 1) A-Z Bus Sales, Colton CA - \$146,664.38
- 2) Creative Bus Sales - \$152,338.00

Staff is recommending the City utilize A-Z Bus Sales for this purchase, as the company reputation for well-built and durable vehicles is widely known. For Fiscal Year 2016-17, staff budgeted Proposition "A" Funding for the purchase of a shuttle vehicle and also received approval from MTA for this purchase. If approved, staff will submit a deposit in the amount of \$15,000 at the time the vehicle is ordered and will budget the remaining

balance of \$131,664.48 in FY 2017-18. The new shuttle bus will be housed with our current transportation operator at their facility in Thousand Oaks and is expected to be received in mid-summer.

The City's shuttle bus has served the City well for many years, and a new shuttle bus will insure fleet reliability and control maintenance cost in the coming years.

RECOMMENDATION

Staff respectfully recommends the City Council authorize the purchase of one (1) replacement vehicle (shuttle bus), from A-Z Bus Sales, for the City Dial-A-Ride Fleet.

Attachment: Vehicle Specifications/Sales Agreement – A-Z Bus Sales

2017 Glaval Entourage Bus

Entourage
by Glaval Bus

Up to 33 Passenger Seating
The Entourage delivers superior quality and versatility built on the rugged Ford F550 Super Duty chassis. The Entourage is both economical and flexible enough to suit any of your transportation solutions. If ADA equipment is required, a wide range of floor plan configurations with a wheelchair lift are available. This mid-size bus can be built to accommodate various types of floor plan arrangements, seating up to 33 passengers. With it's impressive sleek and aerodynamic styling, the Entourage is both brawn and beauty!



Unit shown with optional features

A2Z BUS SALES

SALES AGREEMENT

Customer: **City of Agoura Hills** Date: **3/15/2017**
 Address: **30001 Ladyface Court** County: **Los Angeles**
 City: **Agoura Hills** State: **CA** Zip Code: **91301**
 Contact: **Louis Celaya** Office: **818-597-7314** Fax: _____
 Email Address: **Louis Celaya** Cell: _____
 Sales Representative: **Kelly Mills** Transaction Type: **Cash**
 Trade Ins: **NONE**

QUOTATION SUMMARY

Description	Price
2017 Glaval Entourage ~ Ford F-550 ~ 26 / 24+2 WC ~ ADA Cutaway	\$ 135,887.25
INCLUDING: CNG ~ 63 gge package w/ Hardened Cylinder Head; TransAir TA734 125,000 BTU Air Conditioning; 65,000 BTU under seat Heater; Electric 40" Double Entry Door; Braun NCL 1,000# WC Lift; Q-Straint QRT Deluxe Tiedowns; Gehrflor Terebus Flooring ~ Graphite; Freedman High-back seats w/ Level 5Leatherette Vinyl ~ Black; Raised Floor; Jensen AM/FM/CD/DVD w/ Navigation and 22" Monitor per quotation 1/18/17.	
Quotation is Valid for 14 Days and subject to pricing changes and option availability until executed by the customer.	

SPECIFICATION SUMMARY

Model Year: 2017	Make: Glaval	Model: Entourage
Type: E	Chassis: Ford F-550	Wheelchair Lift Type: Braun 1,000#
Passenger Capacity: 26	Wheelbase: 252"	Number of Tie Downs: 2
Seat Fabric: Leathermate	Engine: 6.8L Triton V10	Alternator: OEM - 225 Amp
Air Conditioning System: TransAir TA734	GVWR: 19,500	Other: None
Exterior Color/Graphics: White	Body Length: 33'	Estimated Delivery: 8/30/2017

SALES ORDER

3/15/2017

PRICING SUMMARY

Vehicle as Specified	\$	135,887.25
Dealer Added Options	\$	-
Total Cash Price	\$	135,887.25
ADA Equipment Amount (non-taxable)	\$	12,720.00
	\$	-
Total Taxable Amount	\$	123,167.25
Sales Tax Agoura Hills	8.75%	10,777.13
Estimated DMV Fees		EXEMPT
Tire Recycle Fee (California only)	\$	-
Delivery to Customer	\$	-
Total Price Per Bus	\$	146,664.38
Quantity		1
Total Sales Order Amount	\$	146,664.38
Cash Deposit	\$	14,812.44
Trade In Allowance	\$	-
Balance Owed on Trade In		Net Trade In: -
Net of Deposits	\$	14,812.44
Balance Due on Delivery	\$	131,851.94

Delivery Address:

30001 Ladyface Court, Agoura Hills, CA 91301

DMV Registration Information

30001 Ladyface Court, Agoura Hills, CA 91301

Purchaser agrees that this Order is inclusive all information contained herein and Addendum attached; that this Order cancels and supersedes any prior agreement; and as of the date indicated herein comprises the complete and exclusive statement of the terms of the agreement relating to the subject matters covered hereby; and that this order shall not become binding until accepted by dealer; this sales order may be terminated by the seller at any time at its sole discretion. All pricing is inclusive of and net of manufacturer rebates and concessions, rebates or concessions shall be retained by dealer.

Offered by:

Agreed and Accepted by:

Representative

Date

Purchase

Date

Print Name

Title

A2Z BUS SALES

SALES AGREEMENT

Customer: City of Agoura Hills Date 3/15/2017
Address: 30001 Ladyface Court County: Los Angeles
City Agoura Hills State CA Zip Code: 91301
Contact: Louis Celaya Office: 818-597-7314 Fax: _____
Email Address: Louis.Celaya Cell _____
Sales Representative Kelly Mills Transaction Type: Cash
Trade Ins: NONE

TERMS AND CONDITIONS OF SALE

- TRADE-IN(S).** Purchaser shall deliver trade-in(s) in the same condition as at time of inspection and appraisal by Seller reasonable wear and tear excepted, except as disclosed in the Agreement. Purchaser represents that each bus shall be free and clear of all liens and encumbrances and warrants that the trade-in(s) are that type and condition described in this Agreement, including any attachments hereto.
- TERMS OF PAYMENT.** Unless otherwise agreed, net payment shall be due on delivery. Late payments shall bear interest at the rate of 18% per annum, or the maximum permitted under law, whichever is less. If acceptance of delivery is delayed by Purchaser, payment shall become due on the date when Seller is prepared to deliver. If the financial condition of Purchaser at any time does not, in the judgment of Seller, justify continuance of the work to be performed by Seller hereunder on the terms of payment as agreed upon, Seller may suspend such work, or postpone delivery, and require such assurances of Purchaser's performance as Seller deems adequate, including payment in advance, or Seller may cancel this order and shall receive reimbursement for its reasonable and proper cancellation charges. In the event of bankruptcy or insolvency of Purchaser, voluntary or involuntary, Seller shall be entitled to cancel any order then outstanding at any time and seek reimbursement for its reasonable and proper cancellation charges.
- CANCELLATION.** Purchaser may cancel this order only if Seller is able to cancel said order with the manufacturer, and only upon written notice. Upon any cancellation or failure to accept delivery, Purchaser shall pay Seller reasonable cancellation charges and expenses, not to be less than Seller's out-of-pocket expenses including carrying costs. (Purchaser's Initials)
- SALES AND OTHER TAXES.** Unless otherwise specified herein, Seller's price does not include federal excise, sales, use, or other taxes. Consequently, in addition to the price specified herein, the amount of any other excise, sales, use, or other tax applicable to the sale or use of the bus(es) purchased hereunder shall be paid by Purchaser, or in lieu thereof Purchaser shall provide Seller with a tax exemption certificate acceptable to the taxing authorities. Purchaser agrees that all taxes related to this transaction, whether arising at the time of the transaction or in the future, are Purchaser's responsibility and further agrees to promptly pay any such taxes.
- DELIVERY.** All buses furnished hereunder shall be delivered to Purchaser at the Seller's dealership location or other location as designated in this Agreement. Unless otherwise provided, delivery will be made via carriers and routes designated by manufacturer with freight charges to be included in the purchase price. Delivery dates are approximate and are based upon receipt of all necessary information from Purchaser. Seller shall not be liable for delays in delivery or manufacturing, or other causes beyond Seller's control.
- TECHNICAL CHANGES.** Purchaser acknowledges that the manufacturer and Seller reserve the right to change the specifications of the bus(es) at any time without obligation to make such changes in other buses previously delivered to Purchaser. In addition, manufacturer and Seller reserve the right to make design changes and substitution of materials subsequent to the receipt of the order which, in manufacturer's or Seller's opinion are necessary to improve the bus. Purchaser agrees to accept any such changes as fulfillment of Seller's obligations under this order.
- REQUIRED EQUIPMENT.** This order shall be deemed to include, whether or not specified herein, all equipment or accessories required by the National Highway Traffic Safety Act or other regulations in effect at the time of order receipt. It is agreed that any additional or different equipment not specified which is required at the time of delivery to meet the foregoing Act or other regulations will be added and the costs shall be paid by Purchaser.
- TITLE AND REMEDIES.** Until full payment by Purchaser of all amounts due hereunder, Seller reserves the title to all equipment furnished hereunder. If Purchaser defaults in payment or performance hereunder or becomes subject to insolvency, receivership, or bankruptcy proceedings, or makes an assignment for the benefit of creditors, or without the consent of Seller voluntarily or involuntarily sells, transfers, leases, or permits any lien or attachment on the equipment delivered hereunder, Seller may treat all amounts then or thereafter owing hereunder by Purchaser as immediately due and payable (subject only to credits required by law) and Seller may repossess said equipment by any means available by law and shall enjoy any and all other remedies of a secured creditor under the Uniform Commercial Code. Purchaser shall execute and deliver to Seller such financing statements and other documents, as Seller may deem appropriate to evidence, perfect, and protect the priority of its security interest in the bus(es) subject to this order.
- GENERAL.** Any assignment by Purchaser of this order or any rights hereunder, without written consent of Seller, shall be void. Clerical errors in this order may be automatically corrected by giving written notice thereof to Purchaser by a duly authorized representative of Seller. No waiver, alteration, or modification of any of the provisions hereof shall be binding unless and until in writing and signed by a duly authorized representative of Seller. To the extent not covered by other terms herein, including terms of warranty and limitation of liability, etc., the provisions of the Uniform Commercial Code shall govern this sale.

This Agreement (including by reference the provisions set out in manufacturer's standard warranty or warranties) shall constitute the entire agreement between Purchaser and Seller, and no understandings or obligations not expressly set forth herein or in manufacturer's standard warranty or warranties are binding upon Purchaser or Seller.

ALL WARRANTIES, IF ANY, BY A MANUFACTURER OR SUPPLIER OTHER THAN SELLER ARE THEIRS, NOT SELLER'S, AND ONLY SUCH MANUFACTURER OR OTHER SUPPLIER SHALL BE LIABLE FOR PERFORMANCE UNDER SUCH WARRANTIES. SELLER HEREBY DISCLAIMS ALL WARRANTIES, EXPRESSED OR IMPLIED, INCLUDING ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.

Signer represents, on behalf of Purchaser, that he/she is duly authorized by Purchaser to bind Purchaser in this agreement.

Accepted and Agreed by: _____

Signature

(Date)

Signor's Name and Title: _____

(Must be an officer of the company authorized to approve capital purchases.)

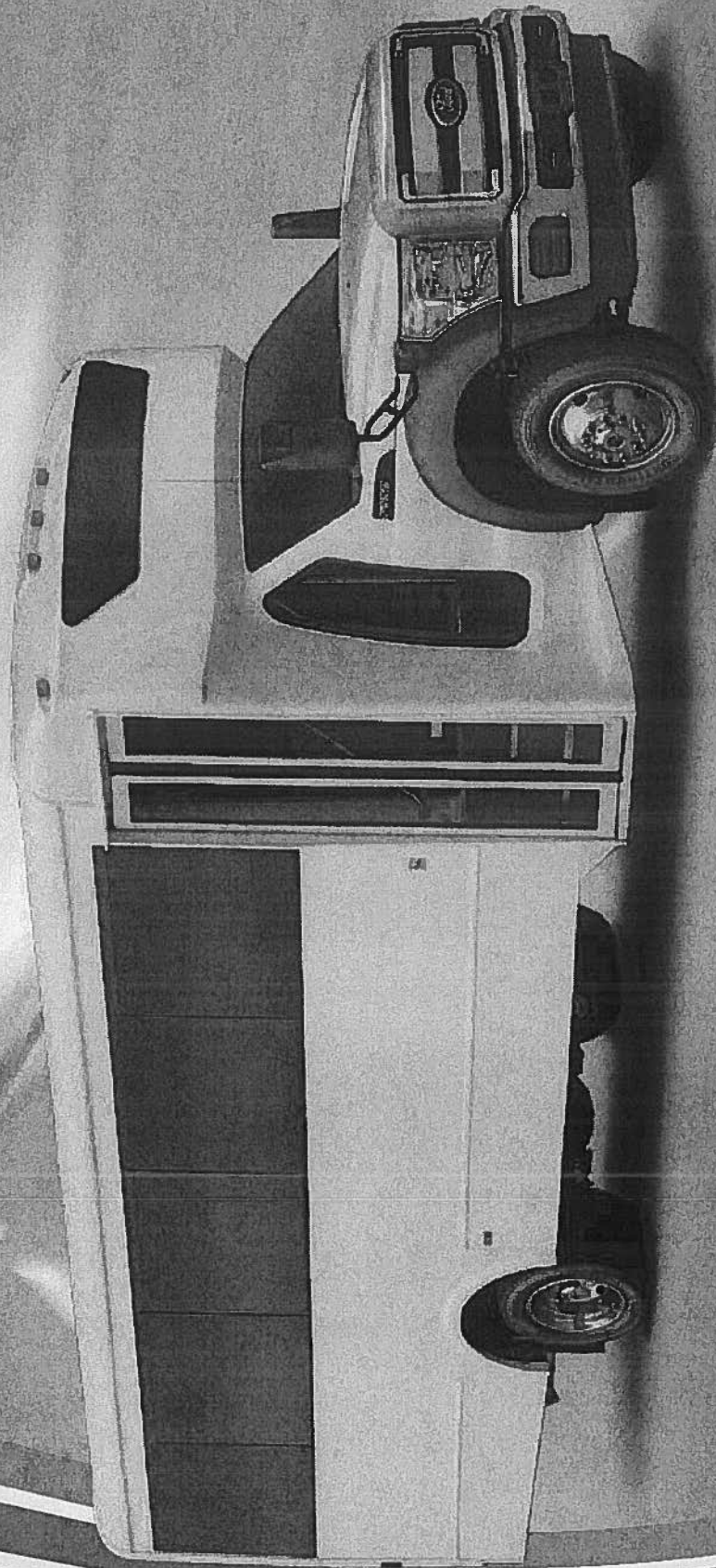
Company

Entourage

by Glaval Bus

Up to 33 Passenger Seating

The Entourage delivers superior quality and versatility built on the rugged Ford F-550 Super Duty chassis. The Entourage is both economical and flexible enough to suit any of your transportation solutions. If ADA equipment is required, a wide range of floor plan configurations with a wheelchair lift are available. This mid-size bus can be built to accommodate various types of floor plan arrangements, seating up to 33 passengers. With its impressive sleek and aerodynamic styling, the Entourage is both brawn and beauty!



Unit shown with optional features

OUR STANDARDS

INTERIOR OPTIONS

- Ceiling Feature Panel and Modesty Panel Treatment
- Carpeted Walls
- RCA Rubber Flooring
- ALTRO Flooring
- Seating: Freedman, Feather Weight,
- Amaya, Various Fabric Choices Available
- Fabric Insert on Overhead Luggage Racks
- Overhead Luggage with Ducted Air and Reading Lights

CLIMATE CONTROL

- 68,000-118,000 BTU Air conditioning
- 35,000-65,000 BTU Heaters

PARATRANSIT OPTIONS

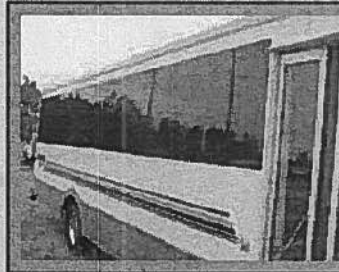
- ADA Lighting (Lift and Door)
- ADA Signs
- Double Doors (Lift)
- Belt Storage Box
- Interlock System
- Paddling Kit
- Surelok/Ostraint Tiedowns
- Lift Package, Braun
- Lift Package, Maxon
- Lift Package, Ricon

Lift Package Includes: Single Door, Lift; Park Interlock; ADA Signs; Door Activated Lift and Entrance Lighting; Rear Exhaust) Rear of Road side Exhaust Required on Rear Lift Models.)

SAFETY OPTIONS

- Escape Hatch
- Exit Window Alarm
- Hand Rail, Entrance (Right Hand)
- Hand Rails, Overhead
- Mirror, Cross View
- Mirror, Interior
- Additional Emergency Egress Window
- Fresnal Lens
- Safety Package: Extinguisher; FA Kit; Triangles; Backup Alarm
- Seat Belts

NOTE: These are just a few of the options available. Please request further information if not listed.



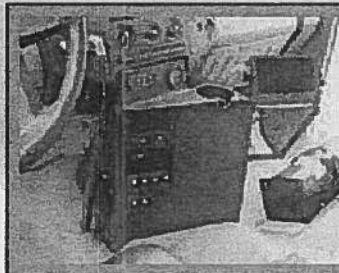
Optional Bonded Windows

- Gives the unit a more stream lined appearance.
- Combined with black out paint gives a more coach look.



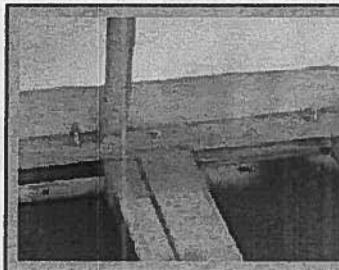
Full View Curb Side Window

For improved visibility and safety



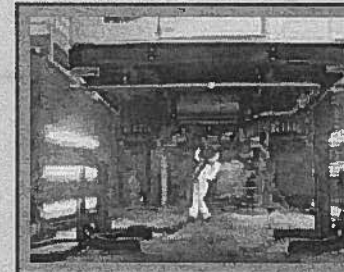
Custom Driver Console

- Ergonomically designed for ease of use
- Allows the driver to have better access to the passenger area.



Bolted Structures

Mechanically fastened walls to floor; roof to walls – reduced stress points



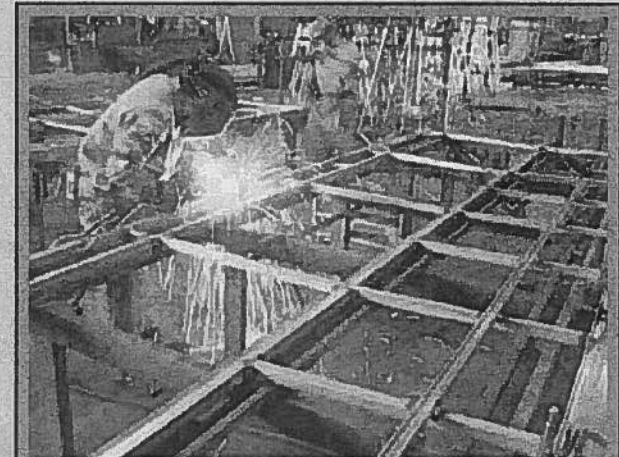
In-House Undercoating

- Units are sealed with expanding spray foam.
- Then fully undercoating
- Toe-In Toe-Out Alignment Standard – ready for service upon delivery



Side Mounted Rear View Mirrors

For improved visibility and safety

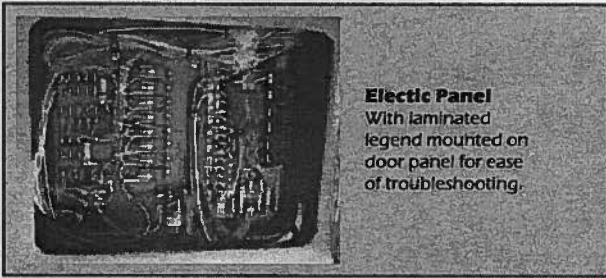


"Steel-Safe" Frame featuring Flo-Coat® 1-1/2" square galvanized steel tube

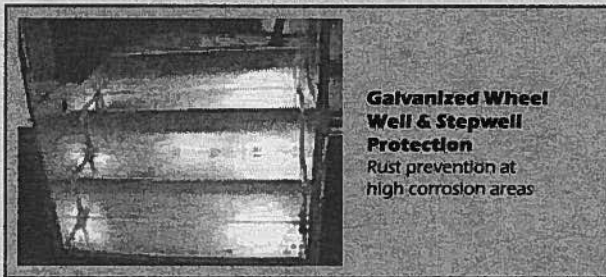
- "Steel-safe" Construction – superior structural integrity for greater safety and durability
- "Steel-safe" Unibody Floor Construction – protection and strength to withstand impact
- 24" Centers on Steel Structure – efficiency, integrity and simplicity
- Fully Galvanized Structure – Flo-Coat® square tube for ultimate rust protection

SPECIFICATIONS AND OPTIONS ARE SUBJECT TO CHANGE WITHOUT NOTICE.

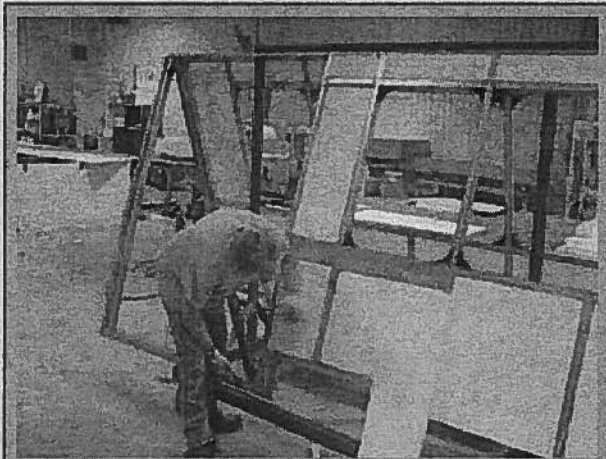
SET US APART



Electric Panel
With laminated legend mounted on door panel for ease of troubleshooting.

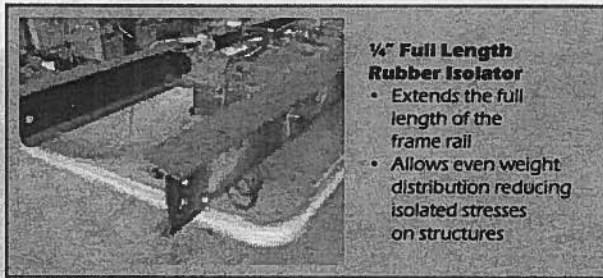


Galvanized Wheel Well & Stepwell Protection
Rust prevention at high corrosion areas



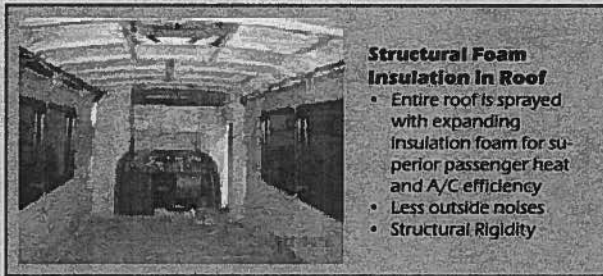
"Steel-Safe" Frame featuring Flo-Coat® 1-½" square galvanized steel tube

- "Steel-safe" Construction – superior structural integrity for greater safety and durability
- "Steel-safe" Unibody Floor Construction – protection and strength to withstand impact
- 24" Centers on Steel Structure – efficiency, integrity and simplicity
- Fully Galvanized Structure – Flo-Coat® square tube for ultimate rust protection



¼" Full Length Rubber Isolator

- Extends the full length of the frame rail
- Allows even weight distribution reducing isolated stresses on structures



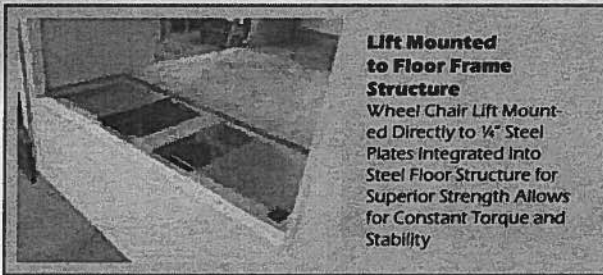
Structural Foam Insulation in Roof

- Entire roof is sprayed with expanding insulation foam for superior passenger heat and A/C efficiency
- Less outside noises
- Structural Rigidity



Standard Cove Molding

Cove Molding – Radius edges for easier cleaning and maintenance



Lift Mounted to Floor Frame Structure

Wheel Chair Lift Mounted Directly to ¼" Steel Plates Integrated into Steel Floor Structure for Superior Strength Allows for Constant Torque and Stability

ELECTRICAL OPTIONS

- Defrost Fan
- Destination Sign
- Dome Lights, Door Activated
- Door Ajar Buzzer and Light
- 8D Battery w/Slide-Out Tray
- PA System
- Two-Way Radio Prep

EXTERIOR OPTIONS

- Electric Door, 40" w/Ext. Key Switch
- Door, Rear Exit
- Painted, Galvanneal Steel Skin Roof
- Stepwell, Stainless Steel
- Underbelly Steel
- Bonded Windows w/Full Blackout Paint

EXTERIOR PAINT OPTIONS

- Custom Paint/Custom Graphic
- Painted Wheel Rims
- Various Graphic Packages
- Blackout Windows
- Painted Skirt

LUGGAGE/STORAGE OPTIONS

- Interior Luggage Racks (Various Sizes)
- Overhead Luggage Racks w/Lights
- Rear Luggage Compartment
- Sliding Luggage Wall Package
- Under Floor Storage Boxes
- Cargo Netting

CHASSIS OPTIONS

- Hour Meter
- Hubometer
- Jack and Lug Wrench
- Kelderman Rear Air Suspension
- MOR/ryde Rear Suspension
- Rear Step Bumper
- Spare Tire
- Stainless Steel Wheel Inserts
- Telma Retarder
- Rear Tow Hooks
- Exhaust, Rear
- Anti-Ride Bumper
- Chrome-Exhaust Deflector-Gas only
- Exhaust, Rear: Gas
- Exhaust, Roadside: Diesel