

GLASSBORO PUBLIC SCHOOLS
GLASSBORO, NEW JERSEY

TO: Mark Silverstein
FROM: Henry Bermann
DATE: June 14, 2019
RE: Agenda Item for June 19, 2019

Recommend that the Board approve the purchase of four (4) buses from Hoover Truck & Bus Centers as per the Educational Services Commission of New Jersey Cooperative Bid #ESCNJ 18-19/31. Bid to replace buses that are aging out of our fleet. The total cost is \$349,871. Financing is being acquired through the Educational Services Commission of New Jersey.

ESCNJ LEASE PURCHASE APPLICATION

ESCNJ Member Contact Information

Full Legal Organization Name
Street Address
City
Zip Code County

Full Name
Title
Phone Number E-Mail Address

Lease Information

Type of Lease
Dollar Value of Lease (no commas please) Requested Term 1 2 3 4 5 10
Your web address

Down Payment Yes No Dollar Value of Down Payment (no commas please)

First Payment Date When do you need the funds?
ie. 10/30/2014

Notes (350 characters or less)

Brief Description of
Purchase

Please attach quotes

Did your organization enter into any other tax exempt leases, bonds or notes in excess of \$10 million dollars in this calendar year (the 12 month period from January to December) or does it intend to enter into other tax exempt leases, bonds or notes this calendar year, besides the lease, that is now being requested with the ESCNJ?

Yes No

If yes, please enter the combined amount of the principal amount of these leases, bonds or notes (excluding the ESCNJ lease now being requested) - namely, the leases that have been signed and anticipated for this calendar year.

What is your quote threshold?



Flanders
 149 Gold Mine Rd.
 Flanders, NJ 07836
 973-347-4210
 F 973-347-0170

Toms River
 1784 Route 9
 Toms River, NJ 08755
 732-341-2128
 F 732 341 8854

Cinnaminson
 1504 Mainline Rd
 Cinnaminson, NJ 08077
 856-773-4600
 F 856-773-4610

Mailing Address
 PO Box 719
 Flanders, NJ 07836

<http://www.hoovertruckcenters.com>

**PROPOSAL TO GLASSBORO
 PUBLIC SCHOOLS**

**2020 Model Year 54 Passenger Blue Bird "Vision" School Bus
 with Gasoline Engine and Hydraulic Brakes as per Bid Item #8A in
 the Educational Services Commission of New Jersey
 Cooperative Bid #ESCNJ 18/19-31 Opened on 10/3/2018**

Unit Base Price.....\$76,383.00

Optional Equipment Additions:

<u>Blue Bird Feature</u>	<u>Description</u>	<u>MSRP Less 20% Discount As Bid</u>
<u>Chassis</u>		
07814-00	Loom Protection for Battery Cables, Complete	\$18.64
40049-01	Brake Dust Shields Front and Rear	\$68.00
40049-03	Right Hand Mounted Parking Brake Safety Lever	\$77.40
40073-02	Performance Friction Brake Rotors	\$1,086.40
40097-04	Tilt/Telescope Steering Column	Standard
40111-12	Premium Transmission Fluid	Standard
40111-04	-34 F Anti-Freeze	Included
40142-01	Battery Disconnect Switch	\$200.00
40166-01	Ford 6.8L Gasoline Engine, 320 HP/460 Ft-Lb	Standard
40216-12	409 Stainless Steel Tailpipe	\$400.00
40241-01	60 Gallon Fuel Tank Mounted BFR in ROH	Standard
40280-01	Transmission Temperature Gauge	Standard
40280-02	Ammeter	\$102.80
40350-93	Goodyear Mud & Snow Tires, 10R x 22.5	\$816.00
40411-01	Front Tow Hooks	Included
40433-02	Ford 6R140 6-Speed Transmission	Standard
<u>Body</u>		
	3-Point Passenger Seat Belts	Included
	Abigail's Law Camera System, Front and Rear	Included
	Colorado Racking Test	Standard
	Driver Heater/Defrost System, 90,000 BTU	Standard
00989-05	5/8" Marine Grade Plywood Floor, Screwed Down	Included
01485-07	Body Insulation	Standard

02330-03	White Roof	Included
02836-15	3-Point Driver Seat Belt, Orange	Included
30030-26	Safe Fleet Roof Hatches	Included
30060-07	Stepwell Heater, 50,000BTU	Included
30060-21	Rear Heater, 80,000 BTU	Included
30155-01	Driver Dome Light	Included
30331-01	Fused Circuit Protection	Included
31202-29	Tinted Windows	Included
00219-01	Vandal Lock on R.E.D. w/ Starter Interlock	\$253.20
00505-05	Fuel Tank Door; Spring Loaded with Key Lock	\$26.64
02679-00	Extend Window Rub Rail	\$34.64
03470-10	77" Interior Headroom	Standard
30109-01	Pre-Trip Exterior Light Test	Standard
30120-04	Fender Mounted Front Directional Lights	\$37.36
30195-12	16 Lamp "Universal" Exterior Light Monitor	Included
30209-01	Outside Key Switch for Entrance Door	\$133.20
30328-02	Full Loom on Body Harness	\$266.80
30482-13	Remote Controlled/Heated Rearview Mirrors w/Timer	\$606.40
30484-11	Bell Mount Crossover Mirror Mounting System	Standard
30683-01	Body Fluid Clean Up Kit	\$34.64
30756-02	4" x 6" Certificate Holder	\$26.64
30758-01	4 Wheel Alignment Certification from Blue Bird	No Charge
30797-01	Right Hand Driver's Seat Armrest	\$42.60
30905-05	Console Mounted Compartment with Arm Rest	\$41.40
30960-05	304 Stainless Steel Entrance Door Stepwell	\$706.40
30978-09	Electrically Operated Entrance Door	\$813.60
30981-03	Entrance Door Locking System	\$82.80
31011-07	Auxiliary Handle on Exterior of Entrance Door	\$17.36
31160-21	Rubber Studded Entrance Door Step Treads	No Charge
31161-05	Metal Backed Studded Step Treads	\$300.00
31193-27	(2) Additional Pushout Windows, Total of (4)	\$186.50
30366-03	(4) Additional Emergency Exit Signs	\$26.72
30102-15	LED Clearance & Marker Lights	Standard
30103-10	LED ID Lights	Standard
30105-10	LED Intermediate Lights	Standard
30116-05	LED Rear Directionals	\$37.36
30117-32	LED Side / Front Directionals, with Shields	\$146.80
30117-34	LED Side / Rear Directionals, with Shields	\$146.80
30158-03	2 Rows of Dome Lights, Switched Front / Rear	\$86.80
30173-06	LED 4" Stop/Tail Lights	\$50.60
30175-03	LED 7" Stop/Tail Lights	\$36.00
30176-09	LED 7" Backup Lights	\$200.00
30185-02	Sleeping Child Check System by Doran	\$166.80
30222-04	Emergency Override Switch for Warning Lights	\$20.00
30242-01	Entrance Door Boarding Light	\$50.60
30245-10	Roof Mounted White LED Strobe Light, (4' from rear)	\$160.00
30246-03	Strobe Light Control for New Jersey	\$25.36
30249-01	Strobe Activation with Warning Lights, NJ	\$69.40
30260-21	Radio with AM / FM / USB / MP3 / PA	\$580.00
30269-06	Eight (8) Interior Ceiling Speakers	\$173.20
30269-12	Outside Public Address Horn Speaker	\$52.00
40097-03	All Buses Keyed Alike	\$12.00

06266-01	Premium Undercoating	\$440.00
30384-03	Undercoat Fuel Tank, All Sides	\$253.20
30385-05	Paint All Rubrails Full Width - Black	\$246.80
30386-02	Painted Silver Grille for Bus Chassis	\$88.00
30430-07	3M "Diamond Grade" 2.0" Side Reflective Vinyl	\$200.00
30430-08	3M "Diamond Grade" 1.75" Rear Reflective Vinyl	\$109.20
30784-43	Left Hand 45" Modesty Panel	\$30.64
00575-00	Front Mud Flaps	\$68.00
00586-00	Rear Mud Flaps	\$80.00
00951-00	Rear Mud Flap Extensions	\$20.00
00163-01	Access Panels for Rear Bulkhead, Right and Left	\$46.60
30906-02	Overhead Driver's Storage Compartment w/ Lock	\$160.00
00600-00	Heavy Duty Rubber Fenders at Rear Wheelhouse	\$180.00
30225-05	Foot Switch for Amber Warning Light Activation	<u>\$26.64</u>
	Total MSRP Less 20% of Additions	\$10,368.94

Cost x 1.2

Aftermarket Additions

Markup As Bid

Seon TH4H500 Video System with Two Cameras and Live GPS, Installed	\$2,913.60
Motorola CM200D Radio by Wireless Communications	<u>\$928.80</u>
Total of Aftermarket Additions	\$3,842.40

Base Bid	\$76,383.00
Total MSRP Less 20% of Additions	\$10,368.94
Total of Aftermarket Additions	<u>\$3,842.40</u>

Total Cost of Bus **\$90,594.34**

Lettered, Prepared, Inspected, and Delivered

Respectfully Submitted,

Ken Koenig
Hoover Truck Centers



Flanders
 149 Gold Mine Rd.
 Flanders, NJ 07836
 973-347-4210
 F 973-347-0170

Cinnaminson
 1504 Mainline Rd
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**PROPOSAL TO GLASSBORO
 PUBLIC SCHOOLS**

**2020 Model Year, 11 Row, Wheelchair Accessible, Blue Bird "Vision" School
 Bus with Gasoline Engine and Hydraulic Brakes as per Bid Item #8A in
 the Educational Services Commission of New Jersey
 Cooperative Bid #ESCNJ 18/19-31 Opened on 10/3/2018
 Capacity: 45+0, 41+1, 37+2, 33+3**

Unit Base Price.....\$76,383.00

Optional Equipment Additions:

<u>Blue Bird Feature</u>	<u>Description</u>	<u>MSRP Less 20% Discount As Bid</u>
<u>Chassis</u>		
07814-00	Loom Protection for Battery Cables, Complete	\$18.64
31300-24	Blue Bird Extended Warranty 5 Year/Unlimited Miles	\$3,446.40
40005-17	21,000# Rear Air Suspension	\$2,313.60
40049-01	Brake Dust Shields Front and Rear	\$68.00
40049-03	Right Hand Mounted Parking Brake Safety Lever	\$77.40
40051-01	Brake Interlock, Hydraulic Brakes	\$2,386.40
40051-05	Brake Interlock, Control, Lift Door	\$0.00
40073-02	Performance Friction Brake Rotors	\$1,086.40
40097-04	Tilt/Telescope Steering Column	Standard
40111-12	Premium Transmission Fluid	Standard
40111-04	-34 F Anti-Freeze	Included
30008-10	Air Conditioning Prep Package	\$2,032.81
40134-09	325 amp Alternator, Upgrade Required for A/C	\$746.40
40142-01	Battery Disconnect Switch	\$200.00
40166-01	Ford 6.8L Gasoline Engine, 320 HP/460 Ft-Lb	Standard
40216-12	409 Stainless Steel Tailpipe	\$400.00
40241-01	60 Gallon Fuel Tank Mounted BFR in ROH	Standard
40280-01	Transmission Temperature Gauge	Standard
40280-02	Ammeter	\$102.80
40291-95	Michelin Mud & Snow Tires 255/70R22.5	\$1,004.00
40411-01	Front Tow Hooks	Included
40433-02	Ford 6R140 6-Speed Transmission	Standard

Body

	3-Point Passenger Seat Belts	Included
	Abigail's Law Camera System, Front and Rear	Included
	Colorado Racking Test	Standard
	Driver Heater/Defrost System, 90,000 BTU	Standard
00989-05	5/8" Marine Grade Plywood Floor, Screwed Down	Included
01485-07	Body Insulation	Standard
02330-03	White Roof	Included
02836-15	3-Point Driver Seat Belt, Orange	Included
30030-26	Safe Fleet Roof Hatches	Included
30060-07	Stepwell Heater, 50,000BTU	Included
30060-21	Rear Heater, 80,000 BTU	Included
30155-01	Driver Dome Light	Included
30331-01	Fused Circuit Protection	Included
31202-29	Tinted Windows	Included
00455-10	Side Lift Door, 47", Rear Overhang	\$1,726.40
00505-05	Fuel Tank Door; Spring Loaded with Key Lock	\$26.64
02679-00	Extend Window Rub Rail	\$34.64
03470-10	77" Interior Headroom	Standard
30050-02	Hose, Heater, Underfloor Routing	\$473.60
30056-01	Silicone Heater Hose w/Constant Tension Clamps	\$226.80
30060-21	DELETE 80K BTU Rear Heater	-\$540.00
30060-06	Heater, 80K BTU RH, Rear Wall	\$913.60
30060-30	Heater Grille	\$17.36
30109-01	Pre-Trip Exterior Light Test	Standard
30120-05	LED Fender Mounted Front Directional Lights	\$116.00
30195-12	16 Lamp "Universal" Exterior Light Monitor	Included
30209-01	Outside Key Switch for Entrance Door	\$133.20
30192-22	Braun "Century 2" Wheelchair Lift, 1,000# Capacity	\$6,706.40
30328-02	Full Loom on Body Harness	\$266.80
30482-13	Remote Controlled/Heated Rearview Mirrors w/Timer	\$606.40
30484-11	Bell Mount Crossover Mirror Mounting System	Standard
30539-02	Blanket, Evac-Aide	\$180.00
30756-02	4" x 6" Certificate Holder	\$26.64
30758-01	4 Wheel Alignment Certification from Blue Bird	No Charge
30797-01	Right Hand Driver's Seat Armrest	\$42.60
30905-05	Console Mounted Compartment with Arm Rest	\$41.40
30940-01	Flat Floor Without Wheelhouses	\$58.60
30960-05	304 Stainless Steel Entrance Door Stepwell	\$706.40
30978-09	Electrically Operated Entrance Door	\$813.60
31011-07	Auxiliary Handle on Exterior of Entrance Door	\$17.36
31021-68	30" Ribbed Aisle	\$700.00
31053-08	(3) QRT-MAX Tie Down Kit @ \$506.40 ea.	\$1,519.20
31116-06	Rub Rails, Lift Door	\$61.40
31160-21	Rubber Studded Entrance Door Step Treads	No Charge
31161-06	Non-Metal Backed Studded Step Treads	\$393.20
30102-15	LED Clearance & Marker Lights	Standard
30103-10	LED ID Lights	Standard
30105-10	LED Intermediate Lights	Standard
30116-05	LED Rear Directionals	\$37.36

30117-32	LED Side / Front Directionals, with Shields	\$146.80
30117-34	LED Side / Rear Directionals, with Shields	\$146.80
30151-05	LED Dome Lights (Requires 30158-03)	\$506.40
30155-04	LED Dual Driver Dome Lights	\$129.20
30158-03	2 Rows of Dome Lights, Switched Front / Rear	\$86.80
30173-06	LED 4" Stop/Tail Lights	\$50.60
30175-03	LED 7" Stop/Tail Lights	\$36.00
30176-09	LED 7" Backup Lights	\$200.00
31156-04	LED Stepwell Lights (3 Lights)	\$226.80
30185-02	Sleeping Child Check System by Doran	\$166.80
30222-04	Emergency Override Switch for Warning Lights	\$20.00
30242-04	LED Entrance Door Boarding Light	\$93.20
30245-10	Roof Mounted White LED Strobe Light, (4' from rear)	\$160.00
30246-03	Strobe Light Control for New Jersey	\$25.36
30249-01	Strobe Activation with Warning Lights, NJ	\$69.40
30260-21	Radio with AM / FM / USB / MP3 / PA	\$580.00
30269-06	Eight (8) Interior Ceiling Speakers	\$173.20
30269-12	Outside Public Address Horn Speaker	\$52.00
40097-03	All Buses Keyed Alike	\$12.00
30319-05	Light, Pilot, Flash Amber, Lift Door Open	\$29.36
31044-02	Switch, Lift Door, Light, Auto	\$0.00
31047-01	Switch, Pendant Enable	\$58.60
31048-04	Wiring, Interlock, Lift, Pendant Control	\$25.36
06266-01	Premium Undercoating	\$440.00
30384-03	Undercoat Fuel Tank, All Sides	\$253.20
30385-05	Paint All Rubrails Full Width - Black	\$246.80
30386-02	Painted Silver Grille for Bus Chassis	\$88.00
30430-07	3M "Diamond Grade" 2.0" Side Reflective Vinyl	\$200.00
30430-08	3M "Diamond Grade" 1.75" Rear Reflective Vinyl	\$109.20
30865-02	DELETE (3) 30" 3-Point Seats @ \$484.80 ea.	-\$1,454.40
30865-06	DELETE (5) 45" 3-Point Seats @ \$649.80 ea.	-\$3,249.00
30865-09	(1) 30" 3-Point Seat, Track Mount @ \$713.60 ea.	\$713.60
30865-10	(5) 45" 3-Point Seats, Track Mount @ \$760.00 ea.	\$3,800.00
02841-02	"L"-Track, Left Rear, For (6) Seats	\$2,640.00
30784-43	Left Hand 45" Modesty Panel	\$30.64
00575-00	Front Mud Flaps	\$68.00
00586-00	Rear Mud Flaps	\$80.00
00951-00	Rear Mud Flap Extensions	\$20.00
00163-01	Access Panels for Rear Bulkhead, Right and Left	\$46.60
03074-00	Handicap Accessibility Decal	\$16.00
30906-02	Overhead Driver's Storage Compartment w/ Lock	\$160.00
00600-00	Heavy Duty Rubber Fenders at Rear Wheelhouse	<u>\$180.00</u>
	Total MSRP Less 20% of Additions	\$36,571.77

Cost x 1.2
Markup As Bid

Aftermarket Additions

Seon TH4H500 Video System with Two Cameras and Live GPS, Installed	\$2,913.60
Motorola CM200D Radio by Wireless Communications	\$928.80
Amerex Fire Suppression System	\$2,695.00
120,000 BTU Air Conditioning, Dual System	<u>\$9,500.00</u>
Total of Aftermarket Additions	\$16,037.40

Base Bid	\$76,383.00
Total MSRP Less 20% of Additions	\$36,571.77
Total of Aftermarket Additions	<u>\$16,037.40</u>
Total Cost of Bus	\$128,992.17
Lettered, Prepared, Inspected, and Delivered	

Respectfully Submitted,

**Ken Koenig
Hoover Truck Centers**



Flanders
 149 Gold Mine Rd.
 Florides, NJ 07836
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**PROPOSAL TO GLASSBORO
 PUBLIC SCHOOLS**

**2020 Model Year 24 Passenger Micro Bird School Bus per Bid
 Item #4 in the Educational Services Commission of New Jersey
 Cooperative Bid #ESCNJ 18/19-31 Opened on 10/3/2018**

Unit Base Price.....\$58,371.00

Selected Optional Equipment:

<u>Chassis Feature</u>	<u>Description</u>	<u>Option Cost x 1.2 Markup As Bid</u>
ZQ3	General Motors Tilt Steering Wheel & Speed Control	\$417.12
C60	General Motors Dash Air Conditioning	Included
C71	14,200# Chassis GVWR	\$207.50
V10	Cold Climate Package	\$105.60
9L7	Accessory Power Outlet	<u>\$84.48</u>
	Total Of Chassis Additions	\$814.70

<u>Body</u>		<u>MSRP Less 15% Discount As Bid</u>
	3-Point Seat Belts	Included
BUC-5	Front and Rear Cameras for Abigail's Law	Included
AA-35TC-FC	Bulkhead Mounted Auxiliary Air Conditioning	Included
RF6	Driver Step Running Board	\$180.20
MRSR-26	Mirror System Heated and Remote Controlled	\$736.95
RJE	AM/FM/CD	\$242.25
LI1-8	Roof Mounted Strobe Light	\$230.35
BUS-6	Child Detection System	\$172.55
I30	Rear Emergency Door Vandal Lock System	\$115.60
GLC	Front Glove Compartment	\$68.00
KP45	Modesty Panel Left Side	\$101.15
F2A-1	Windshield Fan 2-Speed	\$101.15
HDA	Heater Upgrade to 42,000 BTU	\$70.55
RRP	Driver Door Rubrail	\$32.30
FAK	First Aid Kit	<u>\$62.90</u>
	Total MSRP Less 15% of Additions	\$2,113.95

Aftermarket Additions

Seon TH4H500 Video System with Two Cameras and Live GPS, Installed
Motorola CM200D Radio by Wireless Communications
Total of Aftermarket Additions

Cost x 1.2
Markup As Bid

\$2,913.60
\$928.80
\$3,842.40

Base Bid
Total Of Chassis Additions
Total MSRP Less 15% of Additions
Total of Aftermarket Additions

\$58,371.00
\$814.70
\$2,113.95
\$3,842.40

Total Cost of Bus

\$65,142.05

Lettered, Prepared, Inspected, and Delivered

Respectfully Submitted,

Ken Koenig
Hoover Truck Centers