



COMMONWEALTH of VIRGINIA

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Acting Director

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Price Analysis

Grantee: Virginia Department of Rail & Public Transportation

VENDOR: New Flyer, Inc.

Requested Price Increase July 2024:

New Flyer is requesting a price increase for its 2024 Model Year buses from VA contract CTR010079-3

DRPT conducted a review of base model buses produced by New Flyer comparing 2024 Model Year buses from the state contracts of Washington and Wisconsin.

2024 MY	Peer State Comparison			% +/-
	Virginia	Wisconsin	Washington	
35' Diesel	\$ 509,609.00	\$ 534,990.00	\$ 592,260.00	-9.58%
40' Diesel	\$ 514,109.00	\$ 539,990.00	\$ 599,147.00	-9.74%
60' Diesel	\$ 830,595.00	N/A	\$ 922,831.00	-9.99%
35' Hybrid	\$ 755,529.00	\$ 774,990.00	\$ 811,263.00	-4.74%
40' Hybrid	\$ 760,529.00	\$ 779,990.00	\$ 818,150.00	-4.82%
60' Hybrid	N/A	N/A	N/A	N/A
35' CNG	\$ 566,524.00	N/A	\$ 668,016.00	-15.19%
40' CNG	\$ 571,849.00	N/A	\$ 674,902.00	-15.27%
60' CNG	\$ 988,535.00	N/A	\$ 1,118,420.00	-11.61%
40' Hydrogen	\$ 1,320,230.00	N/A	\$ 1,397,293.00	-5.52%
60' Hydrogen	\$ 1,815,733.00	N/A	\$ 2,066,057.00	-12.12%
35' Electric	\$ 980,270.00	\$ 989,990.00	\$ 1,021,935.00	-2.55%
40' Electric	\$ 985,270.00	\$ 994,990.00	\$ 1,034,790.00	-2.92%
60' Electric	\$ 1,505,153.00	N/A	\$ 1,687,278.00	-10.79%
			Average	-8.83%

Conclusion:

It is demonstrated that Virginia, by comparison, is receiving a fair and reasonable price for the same model year and type of bus produced by New Flyer, Inc., approximately 9% lower than peers reviewed.

Date: 7/9/2024

Print Name: Avery Daugherty

Signature:

A handwritten signature in black ink, appearing to read "Avery Daugherty", with a stylized flourish at the end.

Title: Statewide Program Manager

Heavy Pricing by Sub-Category note: does not include the software and diagnostic cables from specification 31.1 (diagnostic software is included in the option sheets)								Delivery Costs by Sub-Category			
Length	Propulsion	Base Price	6/1/22 Price Change	4/1/23 Price Change	4/1/24 Price Change	Initial Training	Prompt Payment Discount	w/n X days	Delivery/Freight Charge	One-Way delivery cost (per mile)	Example Cost to Olympia, WA
30 ft	Diesel	N/A		\$ -		N/A	N/A	N/A	N/A	N/A	N/A
30 ft	CNG	N/A		\$ -		N/A	N/A	N/A	N/A	N/A	N/A
30 ft	Hybrid	N/A		\$ -		N/A	N/A	N/A	N/A	N/A	N/A
30 ft	Electric	N/A		\$ -		N/A	N/A	N/A	N/A	N/A	N/A
30 ft	Fuel Cell	N/A		\$ -		N/A	N/A	N/A	N/A	N/A	N/A
35 ft	Diesel	\$ 429,990.00	\$ 480,642.82	\$ 552,739.25	\$ 592,260.10	Refer Training Pricing	\$ (1,728.00)	10	Included	Included	Included
35 ft	CNG	\$ 484,990.00	\$ 542,121.82	\$ 623,440.10	\$ 668,016.06	Refer Training Pricing	\$ (1,912.00)	10	Included	Included	Included
35 ft	Hybrid (Allison)	\$ 588,990.00	\$ 658,373.02	\$ 757,128.98	\$ 811,263.70	Refer Training Pricing	\$ (2,384.00)	10	Included	Included	Included
35 ft	Electric (430kWh)	\$ 794,990.00	\$ 888,639.82	\$ 1,021,935.80	\$ 1,021,935.80	Refer Training Pricing	\$ (3,219.00)	10	Included	Included	Included
35 ft	Fuel Cell	N/A		\$ -		N/A	N/A	N/A	N/A	N/A	N/A
35 ft	Hybrid (BAE)	\$ 591,990.00	\$ 661,726.42	\$ 760,985.39	\$ 815,395.84	Refer Training Pricing	\$ (2,384.00)	10	Included	Included	Included
40 ft	Diesel	\$ 434,990.00	\$ 486,231.82	\$ 559,166.60	\$ 599,147.01	Refer Training Pricing	\$ (1,749.00)	10	Included	Included	Included
40 ft	CNG	\$ 489,990.00	\$ 547,710.82	\$ 629,867.45	\$ 674,902.97	Refer Training Pricing	\$ (1,933.00)	10	Included	Included	Included
40 ft	Hybrid (Allison)	\$ 593,990.00	\$ 663,962.02	\$ 763,556.33	\$ 818,150.60	Refer Training Pricing	\$ (2,405.00)	10	Included	Included	Included
40 ft	Electric (430kWh)	\$ 804,990.00	\$ 899,817.82	\$ 1,034,790.50	\$ 1,034,790.50	Refer Training Pricing	\$ (3,260.00)	10	Included	Included	Included
40 ft	Fuel Cell	\$ 1,086,990.00	\$ 1,215,037.42	\$ 1,397,293.04	\$ 1,397,293.04	Refer Training Pricing	\$ (4,233.00)	10	Included	Included	Included
40 ft	Hybrid (BAE)	\$ 596,990.00	\$ 667,315.42	\$ 767,412.74	\$ 822,282.75	Refer Training Pricing	\$ (2,405.00)	10	Included	Included	Included
45 ft	Diesel	N/A		\$ -		N/A	N/A	N/A	N/A	N/A	N/A
45 ft	CNG	N/A		\$ -		N/A	N/A	N/A	N/A	N/A	N/A
45 ft	Hybrid	N/A		\$ -		N/A	N/A	N/A	N/A	N/A	N/A
45 ft	Electric	N/A		\$ -		N/A	N/A	N/A	N/A	N/A	N/A
45 ft	Fuel Cell	N/A		\$ -		N/A	N/A	N/A	N/A	N/A	N/A
60 ft	Diesel	\$ 669,990.00	\$ 748,914.82	\$ 861,252.05	\$ 922,831.57	Refer Training Pricing	\$ (2,719.00)	10	Included	Included	Included
60 ft	CNG	\$ 811,990.00	\$ 907,642.42	\$ 1,043,788.79	\$ 1,118,420	Refer Training Pricing	\$ (2,927.00)	10	Included	Included	Included
60 ft	Hybrid (Allison)	\$ 894,990.00	\$ 1,000,419.82	\$ 1,150,482.80	-	Refer Training Pricing	\$ (3,613.00)	10	Included	Included	Included
60 ft	Electric (520kWh)	\$ 1,224,990.00	\$ 1,369,293.82	\$ 1,574,687.90	\$ 1,687,278.08	Refer Training Pricing	\$ (4,969.00)	10	Included	Included	Included
60 ft	Fuel Cell	\$ 1,499,990.00	\$ 1,678,688.82	\$ 1,928,192.15	\$ 2,066,057.88	Refer Training Pricing	\$ (5,843.00)	10	Included	Included	Included
60 ft	Hybrid (BAE)	\$ 914,990.00	\$ 1,022,775.82	\$ 1,176,192.20	-	Refer Training Pricing	\$ (3,613.00)	10			
Parts								Volume Discount			
Category	Rate %							# of buses ordered	Discount offered		
General Parts List								1-4 each	0		
Engine								5-9 each	-1500		
Transmission								>10 each	-3000		
Electrical											
HVAC											
etc											
etc											
NFI Parts will provide a first-bus Recommended Stocking List (RSL) during customer's first-bus delivery.											
This RSL parts listing will include part number, item description, stocking status, lead time and 30-day pricing information which will assist the customer in stocking parts that will support both the customer's regular and preventive bus maintenance programs.											
This abbreviated list is compiled using the actual bus build information that is available in the customers bus production Bill of Material (BOM)											
NFI Parts will also provide the customer with a more inclusive Parts Provisioning List following last-bus delivery.											
This listing will be compiled using further part assembly breakdown information identified in the customers											
Parts manual and will assist in stocking additional parts that further support new bus operations and maintenance over the next 2-3 years.											

510475 - WisDOT Heavy Duty Bus Price Sheet

BASE PRICE INCLUDED DESTINATION SIGN COSTS

Prices for Oct. 2023 to Sept. 2025		Gillig Dan Rudiger dan.rudiger@gillig.com 510-785-1500			New Flyer Adrian Graca Adrian_Graca@newflyer.com	
		Cost 30' Bus	Cost 35' Bus	Cost 40' Bus	Cost 35' Bus	Cost 40' Bus
ENGINE TYPE						
1	Diesel	\$524,360	\$530,410	\$534,610	\$534,990	\$539,990
2	Hybrid	N/A	\$830,024	\$834,224	\$774,990	\$779,990
3	Electric	N/A	\$952,065	\$956,265	\$989,990	\$994,990
DELIVERY COSTS						
4	Deliver to Stevens Point Transit – 2700 Week Street Stevens Point WI 54482	\$4,869.00 Diesel/Hybrid \$12,172.00 Battery Electric	\$4,869.00 Diesel/Hybrid \$12,172.00 Battery Electric	\$4,869.00 Diesel/Hybrid \$12,172.00 Battery Electric	Included in Base bus	Included in Base bus
5	Deliver to Shoreline Metro – 608 S Commerce Street Sheboygan WI 53081	\$4,869.00 Diesel/Hybrid \$12,172.00 Battery Electric	\$4,869.00 Diesel/Hybrid \$12,172.00 Battery Electric	\$4,869.00 Diesel/Hybrid \$12,172.00 Battery Electric	Included in Base bus	Included in Base bus
6	Deliver to Merrill Go Round – 1004 E. 1st Street Merrill WI 54452	\$4,869.00 Diesel/Hybrid \$12,172.00 Battery Electric	\$4,869.00 Diesel/Hybrid \$12,172.00 Battery Electric	\$4,869.00 Diesel/Hybrid \$12,172.00 Battery Electric	Included in Base bus	Included in Base bus
7	Deliver to Waukesha Metro Transit – 2311 Badger Drive Waukesha WI 53188	\$4,869.00 Diesel/Hybrid \$12,172.00 Battery Electric	\$4,869.00 Diesel/Hybrid \$12,172.00 Battery Electric	\$4,869.00 Diesel/Hybrid \$12,172.00 Battery Electric	Included in Base bus	Included in Base bus

IFB 6447 Vehicle: Low Floor Transit Buses and Commuter Coach Buses	Order Volume/Quantity (MY 2023) Original Contract Pricing (01/11/2023)				Order Volume/Quantity (MY 2024)				Percentage of Price Increase MY24				Order Volume/Quantity (MY 2025)				Percentage of Price Increase MY25				Order Volume/Quantity (MY 2026)				Percentage of Price Increase MY26					
	1-5 / each	6-10 / each	11+ / each	11+ / each	1-5 / each	6-10 / each	11+ / each	11+ / each	1-5 / each	6-10 / each	11+ / each	11+ / each	1-5 / each	6-10 / each	11+ / each	11+ / each	1-5 / each	6-10 / each	11+ / each	11+ / each	1-5 / each	6-10 / each	11+ / each	11+ / each	1-5 / each	6-10 / each	11+ / each	11+ / each		
Manufacturer/Dealer	480,690.00	479,130.00	477,690.00	509,609.40	508,109.40	511,009.40	506,609.40	540,263.96	538,763.96	543,263.96	547,763.96	552,263.96	587,763.96	586,263.96	591,263.96	595,763.96	600,263.96	604,763.96	609,263.96	613,763.96	618,263.96	622,763.96	627,263.96	631,763.96	636,263.96	640,763.96	645,263.96	649,763.96	654,263.96	
Base Bus	480,690.00	479,130.00	477,690.00	509,609.40	508,109.40	511,009.40	506,609.40	540,263.96	538,763.96	543,263.96	547,763.96	552,263.96	587,763.96	586,263.96	591,263.96	595,763.96	600,263.96	604,763.96	609,263.96	613,763.96	618,263.96	622,763.96	627,263.96	631,763.96	636,263.96	640,763.96	645,263.96	649,763.96	654,263.96	
MD 35 Diesel	480,690.00	479,130.00	477,690.00	509,609.40	508,109.40	511,009.40	506,609.40	540,263.96	538,763.96	543,263.96	547,763.96	552,263.96	587,763.96	586,263.96	591,263.96	595,763.96	600,263.96	604,763.96	609,263.96	613,763.96	618,263.96	622,763.96	627,263.96	631,763.96	636,263.96	640,763.96	645,263.96	649,763.96	654,263.96	
MD 40 Diesel	485,690.00	484,130.00	482,690.00	514,609.40	513,109.40	516,009.40	511,609.40	545,263.96	543,763.96	548,263.96	552,763.96	557,263.96	592,763.96	591,263.96	596,263.96	600,763.96	605,263.96	609,763.96	614,263.96	618,763.96	623,263.96	627,763.96	632,263.96	636,763.96	641,263.96	645,763.96	650,263.96	654,763.96	659,263.96	
MD 60 Diesel	783,796.25	782,296.25	780,796.25	830,596.65	829,096.65	832,096.65	827,596.65	880,203.01	878,703.01	882,203.01	886,703.01	891,203.01	926,809.46	925,309.46	930,809.46	935,309.46	940,809.46	945,309.46	950,809.46	955,309.46	960,809.46	965,309.46	970,809.46	975,309.46	980,809.46	985,309.46	990,809.46	995,309.46	1,000,809.46	
KDE 35 Diesel	712,690.00	711,190.00	709,690.00	755,529.40	754,029.40	757,529.40	752,029.40	800,939.16	799,439.16	803,939.16	807,939.16	812,439.16	847,973.51	846,473.51	851,473.51	855,973.51	860,473.51	864,973.51	869,473.51	873,973.51	878,473.51	882,973.51	887,473.51	891,973.51	896,473.51	900,973.51	905,473.51	909,973.51	914,473.51	
KDE 40 Diesel	717,690.00	716,190.00	714,690.00	760,529.40	759,029.40	762,529.40	757,029.40	805,939.16	804,439.16	808,939.16	812,939.16	817,439.16	852,973.51	851,473.51	856,473.51	860,973.51	865,473.51	869,973.51	874,473.51	878,973.51	883,473.51	887,973.51	892,473.51	896,973.51	901,473.51	905,973.51	910,473.51	914,973.51	919,473.51	
KDE 60 Diesel	1,075,990.00	1,074,490.00	1,072,990.00	1,120,839.80	1,119,339.80	1,122,839.80	1,117,339.80	1,167,283.01	1,165,783.01	1,169,283.01	1,173,783.01	1,178,283.01	1,213,817.46	1,212,317.46	1,216,817.46	1,221,317.46	1,225,817.46	1,230,317.46	1,234,817.46	1,239,317.46	1,243,817.46	1,248,317.46	1,252,817.46	1,257,317.46	1,261,817.46	1,266,317.46	1,270,817.46	1,275,317.46	1,279,817.46	1,284,317.46
XE 35 (440 kWh)	920,071.25	918,571.25	917,071.25	980,270.65	978,770.65	982,270.65	977,270.65	1,036,782.01	1,035,282.01	1,039,782.01	1,044,282.01	1,048,782.01	1,084,316.46	1,082,816.46	1,087,316.46	1,091,816.46	1,096,316.46	1,100,816.46	1,105,316.46	1,109,816.46	1,114,316.46	1,118,816.46	1,123,316.46	1,127,816.46	1,132,316.46	1,136,816.46	1,141,316.46	1,145,816.46	1,150,316.46	
XE 40 (440 kWh)	930,071.25	928,571.25	927,071.25	985,270.65	983,770.65	987,270.65	982,270.65	1,045,782.01	1,044,282.01	1,048,782.01	1,053,282.01	1,057,782.01	1,093,316.46	1,091,816.46	1,096,316.46	1,100,816.46	1,105,316.46	1,109,816.46	1,114,316.46	1,118,816.46	1,123,316.46	1,127,816.46	1,132,316.46	1,136,816.46	1,141,316.46	1,145,816.46	1,150,316.46	1,154,816.46	1,159,316.46	
XE 60 (520 kWh)	1,421,157.75	1,419,657.75	1,418,157.75	1,505,159.15	1,503,659.15	1,507,159.15	1,502,159.15	1,592,192.51	1,590,692.51	1,594,192.51	1,598,692.51	1,603,192.51	1,638,726.96	1,637,226.96	1,641,726.96	1,646,226.96	1,650,726.96	1,655,226.96	1,659,726.96	1,664,226.96	1,668,726.96	1,673,226.96	1,677,726.96	1,682,226.96	1,686,726.96	1,691,226.96	1,695,726.96	1,700,226.96	1,704,726.96	1,709,226.96
MHE 40	1,246,071.25	1,244,571.25	1,243,071.25	1,320,330.65	1,318,830.65	1,322,330.65	1,317,330.65	1,398,839.01	1,397,339.01	1,401,839.01	1,406,339.01	1,410,839.01	1,446,373.46	1,444,873.46	1,449,373.46	1,453,873.46	1,458,373.46	1,462,873.46	1,467,373.46	1,471,873.46	1,476,373.46	1,480,873.46	1,485,373.46	1,489,873.46	1,494,373.46	1,498,873.46	1,503,373.46	1,507,873.46	1,512,373.46	
MHE 60	1,714,157.75	1,712,657.75	1,711,157.75	1,815,739.15	1,814,239.15	1,817,739.15	1,812,739.15	1,923,407.51	1,921,907.51	1,925,407.51	1,929,907.51	1,934,407.51	1,970,941.96	1,969,441.96	1,973,941.96	1,978,441.96	1,982,941.96	1,987,441.96	1,991,941.96	1,996,441.96	2,000,941.96	2,005,441.96	2,009,941.96	2,014,441.96	2,018,941.96	2,023,441.96	2,027,941.96	2,032,441.96	2,036,941.96	
NN 35	534,365.00	532,865.00	531,365.00	566,524.40	565,024.40	568,524.40	563,524.40	600,613.36	599,113.36	603,613.36	607,613.36	611,613.36	647,147.81	645,647.81	650,647.81	654,647.81	659,647.81	663,647.81	668,647.81	672,647.81	677,647.81	681,647.81	686,647.81	690,647.81	695,647.81	699,647.81	704,647.81	708,647.81	713,647.81	
NN 40	539,690.00	538,190.00	536,690.00	571,849.40	570,349.40	573,849.40	568,849.40	605,938.36	604,438.36	608,938.36	612,938.36	616,938.36	652,472.81	650,972.81	655,472.81	659,472.81	663,972.81	668,472.81	672,972.81	677,472.81	681,972.81	686,472.81	690,972.81	695,472.81	699,972.81	704,472.81	708,972.81	713,472.81		
NN 60	932,796.25	931,296.25	929,796.25	988,535.65	987,035.65	990,535.65	985,535.65	1,047,619.11	1,046,119.11	1,049,619.11	1,054,119.11	1,058,619.11	1,094,153.56	1,092,653.56	1,097,153.56	1,101,653.56	1,106,153.56	1,110,653.56	1,115,153.56	1,119,653.56	1,124,153.56	1,128,653.56	1,133,153.56	1,137,653.56	1,142,153.56	1,146,653.56	1,151,153.56	1,155,653.56	1,160,153.56	

6.01%	6.03%	6.05%	6.07%	6.09%	6.11%	6.13%	6.15%	6.17%	6.19%	6.21%	6.23%	6.25%	6.27%	6.29%	6.31%	6.33%	6.35%	6.37%	6.39%	6.41%	6.43%	6.45%	6.47%	6.49%	6.51%	6.53%	6.55%	6.57%	6.59%	6.61%	6.63%	6.65%	6.67%	6.69%	6.71%	6.73%	6.75%	6.77%	6.79%	6.81%	6.83%	6.85%	6.87%	6.89%	6.91%	6.93%	6.95%	6.97%	6.99%	7.01%	7.03%	7.05%	7.07%	7.09%	7.11%	7.13%	7.15%	7.17%	7.19%	7.21%	7.23%	7.25%	7.27%	7.29%	7.31%	7.33%	7.35%	7.37%	7.39%	7.41%	7.43%	7.45%	7.47%	7.49%	7.51%	7.53%	7.55%	7.57%	7.59%	7.61%	7.63%	7.65%	7.67%	7.69%	7.71%	7.73%	7.75%	7.77%	7.79%	7.81%	7.83%	7.85%	7.87%	7.89%	7.91%	7.93%	7.95%	7.97%	7.99%	8.01%	8.03%	8.05%	8.07%	8.09%	8.11%	8.13%	8.15%	8.17%	8.19%	8.21%	8.23%	8.25%	8.27%	8.29%	8.31%	8.33%	8.35%	8.37%	8.39%	8.41%	8.43%	8.45%	8.47%	8.49%	8.51%	8.53%	8.55%	8.57%	8.59%	8.61%	8.63%	8.65%	8.67%	8.69%	8.71%	8.73%	8.75%	8.77%	8.79%	8.81%	8.83%	8.85%	8.87%	8.89%	8.91%	8.93%	8.95%	8.97%	8.99%	9.01%	9.03%	9.05%	9.07%	9.09%	9.11%	9.13%	9.15%	9.17%	9.19%	9.21%	9.23%	9.25%	9.27%	9.29%	9.31%	9.33%	9.35%	9.37%	9.39%	9.41%	9.43%	9.45%	9.47%	9.49%	9.51%	9.53%	9.55%	9.57%	9.59%	9.61%	9.63%	9.65%	9.67%	9.69%	9.71%	9.73%	9.75%	9.77%	9.79%	9.81%	9.83%	9.85%	9.87%	9.89%	9.91%	9.93%	9.95%	9.97%	9.99%	10.01%	10.03%	10.05%	10.07%	10.09%	10.11%	10.13%	10.15%	10.17%	10.19%	10.21%	10.23%	10.25%	10.27%	10.29%	10.31%	10.33%	10.35%	10.37%	10.39%	10.41%	10.43%	10.45%	10.47%	10.49%	10.51%	10.53%	10.55%	10.57%	10.59%	10.61%	10.63%	10.65%	10.67%	10.69%	10.71%	10.73%	10.75%	10.77%	10.79%	10.81%	10.83%	10.85%	10.87%	10.89%	10.91%	10.93%	10.95%	10.97%	10.99%	11.01%	11.03%	11.05%	11.07%	11.09%	11.11%	11.13%	11.15%	11.17%	11.19%	11.21%	11.23%	11.25%	11.27%	11.29%	11.31%	11.33%	11.35%	11.37%	11.39%	11.41%	11.43%	11.45%	11.47%	11.49%	11.51%	11.53%	11.55%	11.57%	11.59%	11.61%	11.63%	11.65%	11.67%	11.69%	11.71%	11.73%	11.75%	11.77%	11.79%	11.81%	11.83%	11.85%	11.87%	11.89%	11.91%	11.93%	11.95%	11.97%	11.99%	12.01%	12.03%	12.05%	12.07%	12.09%	12.11%	12.13%	12.15%	12.17%	12.19%	12.21%	12.23%	12.25%	12.27%	12.29%	12.31%	12.33%	12.35%	12.37%	12.39%	12.41%	12.43%	12.45%	12.47%	12.49%	12.51%	12.53%	12.55%	12.57%	12.59%	12.61%	12.63%	12.65%	12.67%	12.69%	12.71%	12.73%	12.75%	12.77%	12.79%	12.81%	12.83%	12.85%	12.87%	12.89%	12.91%	12.93%	12.95%	12.97%	12.99%	13.01%	13.03%	13.05%	13.07%</
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