

## City Council – Action Request Form

**Date:** February 10, 2020

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**To:** Mayor, Mayor Pro Tempore, and Members of the City Council

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**From:** Damon C. Dequenne, Assistant City Manager  
 Donna Woodson, General Manager WSTA  
 Jerry Bates, Purchasing Director

**Council Action Requested:**

Resolution Awarding Purchase Order for Trans-Aid Buses

**Strategic Focus Area:** Service Excellence  
**Strategic Objective:** Ensure Service Delivery Efficiency and Effectiveness  
**Strategic Plan Action Item:** No  
**Key Work Item:** No



**Summary of Information:**

The Winston-Salem Transit Authority (WSTA) has the need to purchase nine trans-aid buses and one support bus as scheduled replacements for equipment that has exceeded its useful life and has regular down time with excessive maintenance and costly repairs. See Exhibit A for equipment replacement information. The historical growth in Trans-Aid ridership has resulted in insufficient capacity and abnormal wear and tear. Trans-Aid vehicles have a seven year life cycle (or in the alternative 200,000 miles life) as defined by the Federal Transit Administration (FTA). At the end of the life cycle, transit systems are eligible to receive funding for replacement. WSTA’s peak fleet requirement (maximum number of vehicles needed at any one time) is 32 vehicles. However, because of the age and regular down time of the existing fleet, efforts are made to maintain 40 vehicles available for service at all times. The FTA recommends a twenty percent spare ratio or 38 vehicles. The infusion of additional vehicles will allow Trans-Aid to address current requirements and expected continued growth. See Exhibit A for equipment replacement information.

On October 26, 2015, the Mayor and City Council awarded the contract to purchase trans-aid buses to National Bus Sales and Leasing, Inc., low bidder meeting specifications, at a total cost of \$905,144. Effective September 23, 2016, National Bus Sales and Leasing, Inc. was sold to Creative Bus Sales, Inc., who assumed the contract by executing an agreement to fulfill the remaining terms, performance and conditions of the original bid and contract.

**Committee Action:**

<b>Committee</b>	<u>Finance 2/10/2020</u>	<b>Action</b>	<u>Approval</u>
<b>For</b>	<u>Unanimous</u>	<b>Against</b>	<u></u>

**Remarks:**

Terms of the original bid reserved the right for the City to purchase up to an additional 32 new trans-aid buses at a cost of \$118,953 each with the option to adjust pricing per the Producer Price Index for Truck and Bus Bodies, Series No. 1413 for a period of five years from contract effective date of November 2, 2015. On March 27, 2017, the Mayor and City Council awarded a contract to Creative Bus Sales, Inc., for the purchase of 12 additional trans-aid buses per the original bid specifications at a cost of \$120,833 each, on August 20, 2018, approved the purchase of five additional trans-aid buses per the original bid specifications at a cost of \$124,539 each, and on February 18, 2019, approved the purchase of five additional trans-aid buses per the original bid specifications at a cost of \$127,026.96 each and one support bus at a cost of \$138,307.96.

Creative Bus Sales, Inc. has submitted a quotation for the purchase of nine trans-aid buses at a cost each of \$134,956.36 and one support bus at a cost of \$146,530.36. It is recommended that a purchase order for nine trans-aid buses at a cost each of \$134,956.36 and one support bus at a cost of \$146,530.36 be awarded to Creative Bus Sales, Inc. for a total amount of \$1,361,137.60. The recommendation to purchase buses was approved by the Winston-Salem Transit Authority Board of Directors (Exhibit B) at the meeting held January 30, 2020.

85% or \$1,156,966.97 of this purchase will be funded using Federal Transit Administration Section 5339 Bus and Facilities grants. The State match is seven percent or 95,279.63 and the Winston-Salem match of eight percent or \$108,891 is available in the WSTA fund.

M/WBE comment: There are no known area minority or woman owned companies that sell these vehicles.

Workforce Demographics: See Exhibit A