

**Metro**

Los Angeles County  
Metropolitan Transportation Authority

One Gateway Plaza  
Los Angeles, CA 90012-2952

213.922.2000 ext.  
metro.net

**SYSTEM SAFETY AND OPERATIONS COMMITTEE  
JANUARY 17, 2012**

**SUBJECT: BUS BELLOWS**

**ACTION: APPROVE CONTRACT AWARD**

**RECOMMENDATION**

Authorize the Chief Executive Officer to award a 36-month, firm fixed price contract under Bid Number 13-0013 to North American Bus Industries (NABI), the lowest responsive and responsible bidder for bus bellow assemblies for an amount not-to-exceed \$4,449,563, inclusive of sales tax and two one-year options.

**ISSUE**

The acquisition of bus bellow assemblies is an essential component of the articulated bus suspension system as well as maintaining the safe and reliable operation of the articulated bus fleet (9200 through 9500) series. Award of this contract will ensure that we have adequate inventory to support the mid-life Program to be in compliance with the recommended replacement cycle and continued safe vehicle operations.

**DISCUSSION**

Bus bellows on vehicles counteract any swaying of the vehicle body at the sides and ends. Vehicles are supported by two to four pneumatic bellows at each end in the middle to form various suspension configurations on our bus fleet. Bellow assemblies under this procurement are an integral part of the articulated bus suspension system. As part of the on-going mid-life program, buses are equipped with new bellow assemblies and are used on an as-needed basis for failures while in service. The standard warranty period is 12 months.

The contract to be awarded is a "requirements type" agreement in which we commit to order only from the awardee, up to the specified quantity for a specific duration of time, but there is no obligation or commitment for us to order any or all of the bus bellow assemblies that may be anticipated. The bid quantities are estimates only, with deliveries to be ordered and released as required.

Bus bellows will be purchased, maintained in inventory and managed by Material Management. As the bellows are issued, the appropriate budget project numbers and accounts are charged.

### **DETERMINATION OF SAFETY IMPACT**

Award of contract will ensure that we have adequate inventory to support the mid-life program to be in compliance with the recommended replacement cycle and continued safe vehicle operations.

### **FINANCIAL IMPACT**

The total contract amount is \$4,449,563. Funding of \$177,732 for these products is included in the FY13 budget and life-of-project budget in cost center 3366, Central Maintenance Shops, line 50441, M&S – Parts-Revenue Vehicle, Project 203020, FY12-FY14 Bus Mid-life Project.

Since this is a multi-year contract, the cost center manager, project manager and Executive Director, Maintenance will ensure that the balance of funds are budgeted in future years, including any option exercised.

#### **Impact to Budget**

The funding for this acquisition is provided by Prop 1B Public Transportation Modernization, Improvement and Service Enhancement Account (PTMISEA). These funds are eligible for transit capital improvements and enhancements. No other funding sources were considered.

### **ALTERNATIVES CONSIDERED**

The alternative is to not award the contract and continue to procure bellows on an as-needed basis at a higher cost. This approach is not recommended since it does not provide a commitment from the supplier to ensure availability and price stability.

### **NEXT STEPS**

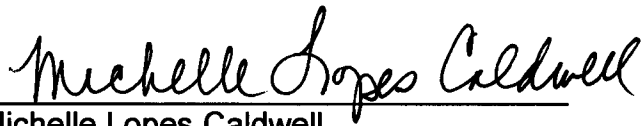
Metro's requirements for bus bellows will be fulfilled under the provisions of the contract. The notice of award will be issued in February 2013.

### **ATTACHMENTS**

- A. Procurement Summary
- B. Bid Tabulation

**Prepared By: Michael Stange, Interim Executive Director, Maintenance**

**Questions: Michelle Stewart, Assistant Administrative Analyst  
(213) 922-7270**



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Michelle Lopes Caldwell  
Chief Administrative Services Officer

*for* 

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Frank Alejandro  
Chief Operations Officer



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Arthur T. Leahy  
Chief Executive Officer

**PROCUREMENT SUMMARY  
BUS BELLOWS FOR MIDLIFE PROJECT**

1.	Contract Number: 13-0013	
2.	Recommended Vendor: • NABI 2338 U.S. Highway 42 South, Delaware, OH 43015	
3.	Type of Procurement (check one) : <input checked="" type="checkbox"/> IFB <input type="checkbox"/> RFP <input type="checkbox"/> RFP – A&E <input type="checkbox"/> Non-Competitive <input type="checkbox"/> Modification <input type="checkbox"/> Task Order	
4.	Procurement Dates:	
	A. Issued: 10/9/12	
	B. Advertised/Publicized: 10/13/12	
	C. Pre-proposal/Pre-Bid Conference: N/A	
	D. Proposals/Bids Due: 11/29/12	
	E. Pre-Qualification Completed: N/A	
	F. Conflict of Interest Form Submitted to Ethics: Yes	
	G. Protest Period End Date: 1/22/13	
5.	Solicitations Picked up/Downloaded: 28	Bids/Proposals Received: 3
6.	Contract Administrator: Tanya Allen	Telephone Number: (213) 922-1018
7.	Project Manager: Mike Stange	Telephone Number: (213) 922-5751

**A. Procurement Background**

Procurement of bellows was conducted as a formal sealed bid, competitive acquisition, in support of awarding a long-term Master Agreement in order to ensure availability and price stability.

IFB 13-0013 was issued October 9, 2012 and advertised October 13, 2012 is a Firm-Fixed Price (FFP) and no Amendments were issued.

**B. Evaluation of Proposals/Bids**

A total of three bids were received November 29, 2012. The firm recommended for award, NABI, was found to be in full compliance with the bid requirements.

**C. Cost/Price Analysis**

The recommended bid price of \$4,449,563 has been determined to be fair and reasonable based upon adequate price competition and selection of the lowest responsive and responsible bidder. Based on historical data we will receive a price savings of \$1,428,505.

	<b>Bidder/Proposer Name</b>	<b>Bid/Proposal Amount</b>
1.	NABI	\$4,449,562
2.	New Flyer Industries	\$4,861,862
3.	Muncie Reclamation and Supply	\$6,145,504

**D. Background on Recommended Contractor**

The responsive and responsible low bidder, NABI, located in the Delaware, Ohio has been a manufacturer of buses and related aftermarket bus parts for 20 years. NABI has provided similar products to other transit agencies including Metro Dade – Miami, Greater Cleveland, and Metropolitan Boston Transit Authority. To date, NABI has provided satisfactory service and products to Metro on previous purchases.

**E. Small Business Participation**

The Diversity and Economic Opportunity Department recommended a 5% Disadvantaged Business Enterprise Anticipated Level of Participation (DALP) for this procurement. NABI did not make any DBE subcontractor commitments. Achieving the DALP is neither a condition of award nor an issue of responsiveness.

**LOS ANGELES COUNTY METROPOLITAN TRANSPORTATION AUTHORITY BID TABULATION**  
**Bid No: 13-0013 Bus Bellows for Midlife Project**

Bids Out: 10/09/12 Total 28  
 Bids Opened: 11/29/12 Total 3  
 Advertisement Date(s): 10/13/12  
 Newspaper: L.A. Daily News

Item No.	MTA Part No.	Description	Qty	Unit	North American Bus Industries		New Flyer Industries Canada ULC		Muncie Reclamation and Supply dba Muncie Transit Supply	
					Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price
<b>12 MONTH</b>										
1	178356	Bellows Asm. - Folding Articulated Joint, Complete	155	EA	\$11,848.84	\$1,836,570.20	\$12,692.80	\$1,967,384.00	\$16,365.00	\$2,536,575.00
<b>Subtotal 12 Months</b>						\$1,836,570.20		\$1,967,384.00		\$2,536,575.00
<b>OPTION 1</b>										
1	178356	Bellows Asm. - Folding Articulated Joint, Complete	155	EA	\$12,441.28	\$1,928,398.40	\$13,752.64	\$2,131,659.20	\$17,183.25	\$2,663,403.75
<b>Option 1 Total</b>						\$1,928,398.40		\$2,131,659.20		\$2,663,403.75
<b>OPTION 2</b>										
1	178356	Bellows Asm. - Folding Articulated Joint, Complete	25	EA	\$13,063.34	\$326,583.50	\$14,865.38	\$371,634.50	\$18,042.41	\$451,060.25
<b>Option 2 Total</b>						\$326,583.50		\$371,634.50		\$451,060.25
<b>Subtotal 12 Month and Options</b>						\$4,091,552.10		\$4,470,677.70		\$5,651,039.00
<b>Sales Tax 8.75%</b>						\$358,010.81		\$391,184.30		\$494,465.91
<b>GRAND TOTAL</b>						\$4,449,562.91		\$4,861,862.00		\$6,145,504.91

I hereby certify North American Bus Industries as being the lowest responsive, responsible bidder and recommend the award to them for total price, including sales tax, of \$4,449,562.91.

12/10/12  
Date

*RA Bachman*  
Signature