



**FAX**  
**FRESNO AREA**  
**EXPRESS**

**Fresno Area Express**

**Option Proposal for Four (4)  
Fuel Cell-Electric 40' Buses**

**NEW FLYER OF AMERICA**



Blake Rincon  
Fleet Operations Specialist  
Department of Transportation  
City of Fresno  
2223 G Street  
Fresno, CA 93706

November 8, 2024

Subject: **Option Proposal for Four (4) XHE40 Transit Buses.**

Dear Blake,

New Flyer of America is pleased to submit an option price quotation for the manufacturing of four (4) XHE40 transit buses based on New Flyer's contract with the California DGS described in this proposal.

The price for four (4) XHE40 transit bus – is **\$1,534,524.93/Bus**

We want to take this opportunity to highlight key elements of our proposal.

**Warranty:** New Flyer exceeds industry standard warranties in many areas such as 5 year / 300,000 miles warranty for axle (Standard warranty is 2 years) and our electrical system warranty is 3 years / 150,000 miles. Please refer to section 3 of our proposal for additional details regarding our Warranty package.

**Training:** New Flyer Training is an organization within the New Flyer Customer Services group – a division of New Flyer Industries. As a part of the leading manufacturer of heavy-duty transit buses in the United States and Canada, we have access to top design, engineering, propulsion technology and electrical systems professionals. This enables us to offer the service and expertise to maximize the lifetime value of your fleet. Training is not included in the base bus price and is provided for your review and selection of training modules as required. Please refer to section 4 of our proposal for additional details regarding our Training package.

**Tooling and Diagnostics:** A charge of \$31,277.62 for Tooling and Diagnostics items is included in the base bus price and is provided for your review and selection of desired tooling package. Please refer to section 5 of our proposal for additional details regarding our Tooling and Diagnostics package.

**Publications:** Our New Flyer Publications professionals combine extensive, hands-on technical experience with exceptional writing, illustrating, and publishing skills to create the industry's benchmark in maintenance manuals. Supplying accurate information in a timely manner assists the customer in the performance of proper bus maintenance, which in turn, adds to the overall reliability and lifetime value of each New Flyer bus on the road. Please refer to section 6 of our proposal for additional details regarding our publications package. This package is included in the bus price and follow the request by Fresno.

**Delivery Proposal:** New Flyer is proposing an estimated line entry in Q2 2026. This delivery proposal is based on obtaining a Purchase Order within the validity of this proposal.

**Payment Terms:** Following the terms and conditions of New Flyer's contract with DGS—our proposed

payment terms are as follows:

- Payment terms are Net 30 days from acceptance of 15 days.

New Flyer of America is also offering milestone payment options for your review.

**Milestone payment offering:**

**Option 1**

<b>Terms - Payment Net 30 for all Milestones</b>	<b>Amount</b>	<b>Discount</b>	<b>Net payment</b>
Fuel Cell Installation	1,150,894	(13,007)	1,137,887
Acceptance	383,631	-	383,631
<b>Total Option 1</b>	<b>\$ 1,534,525</b>	<b>\$ (13,007)</b>	<b>\$ 1,521,518</b>

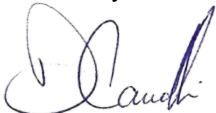
**Option 2**

<b>Terms - Payment Net 30 for all Milestones</b>	<b>Amount</b>	<b>Discount</b>	<b>Net payment</b>
Approval for Shipment from Facility	1,227,620	(7,568)	1,220,052
Acceptance	306,905	-	306,905
<b>Total Option 2</b>	<b>\$ 1,534,525</b>	<b>\$ (7,568)</b>	<b>\$ 1,526,957</b>

This is a very important project to us as it allows us the opportunity to continue to build on the strong relationship, we have enjoyed with Fresno. It also affords us the opportunity to deliver to you, once again, some of the most advanced vehicles available in North America. We thank you for your continued interest in New Flyer products and look forward to working with you in the near future.

This offer is valid 60 days upon this submission. Please indicate your acceptance by confirming via email to New Flyer, attention Spencer Holmes, email: [Spencer\\_Holmes@newflyer.com](mailto:Spencer_Holmes@newflyer.com).

Sincerely,



**David Cavallin, P. Eng**  
Technical Sales Manager

C 204-299-6249  
[David\\_Cavallin@newflyer.com](mailto:David_Cavallin@newflyer.com)

**New Flyer | MCI**

CC: Derek White – Regional Sales Manager  
Shubham Goyal – Technical Sales Analyst  
Spencer Holmes – Business Segment Director, Urban Transit Fleets

**Fresno Area Express – Fresno, California**  
Option Proposal for 40' Fuel-Cell Electric Transit Buses

**New Flyer 40' Fuel Cell-Electric Transit Buses: Option Proposal**

<b>Tab</b>	<b>Title</b>
<b>1</b>	<b>Price Change Summary</b>
<b>2</b>	<b>Price Change Detail</b>
<b>3</b>	<b>Warranty</b>
<b>4</b>	<b>Training</b>
<b>5</b>	<b>Tooling and Diagnostics</b>
<b>6</b>	<b>Publications</b>

**Fresno Area Express – Fresno, California**  
Option Proposal for 40' Fuel-Cell Electric Transit Buses

**Tab 1, Price Change Summary**

**Solicitation Requirements:**

*Price Change Summary.*

**New Flyer Response:**

Please refer to the attached Price Change Summary for Fresno Area Express' review.



## Price Change Summary

<b>Property:</b>	Fresno
<b>Option Origin:</b>	California DGS 19-017
<b>Sales Release No.:</b>	SR2881
<b>Quantity:</b>	4
<b>Type:</b>	XHE40
<b>Price Change No.:</b>	1
<b>Revision:</b>	A
<b>Date:</b>	06-Aug-24

	Each	Total
<b>Items Included in Bus Price</b>		
Original Contract Price Base Coach	\$ 1,300,839.93	\$ 5,203,359.72
Base Bus Price Change Total	\$ 233,685.00	\$ 934,739.99
Contract Spares Base Bus Price Change Total	\$ -	\$ -
<b>Revised Price Base Bus (including ADA &amp; delivery)</b>	<b>\$ 1,534,524.93</b>	<b>\$ 6,138,099.71</b>
ADA (Non-Taxable)	\$ 54,145.84	\$ 216,583.36
Delivery (Non-Taxable)	\$ 12,950.00	\$ 51,800.00
Extended Warranty (Non-Taxable)	\$ 45,251.00	\$ 181,004.00
<b>Total Non-Taxable Items</b>	<b>\$ 112,346.84</b>	<b>\$ 449,387.36</b>
Taxable Bus Price	\$ 1,422,178.09	\$ 5,688,712.35
Fresno, CA Sales Tax @ 8.35%	8.35% \$ 118,751.87	\$ 475,007.48
		<b>\$ 6,163,719.83</b>
<b>Bus Price with Tax</b>		
<b>Total Per Bus Price Changes with Tax</b>	<b>\$ 1,653,276.80</b>	<b>\$ 6,613,107.19</b>

<b>Priced Separately Items</b>		
<b>Original Contract Price for Contract Spares (If priced separately)</b>		
Contract Spares Changes (Priced Separately) Total	\$ -	\$ -
Revised Contract Spares Priced Separately		\$ -
<b>Original Contract Price for Miscellaneous (If priced separately)</b>		
Miscellaneous Price Change Total	\$ -	\$ -
Revised Miscellaneous Priced Separately		\$ -
<b>Revised Total Contract Price</b>		<b>\$ 6,613,107.19</b>

**Authorized Signatures:**

New Flyer Authorization:

Signature: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Date: \_\_\_\_\_

Property Authorization:

Signature: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Date: \_\_\_\_\_

**Fresno Area Express – Fresno, California**  
Option Proposal for 40' Fuel-Cell Electric Transit Buses

**Tab 2, Price Change Detail**

**Solicitation Requirements:**

*Price Change Detail.*

**New Flyer Response:**

Please refer to the attached Price Change Detail for Fresno Area Express' review.



**Price Change Detail**

Property:	Fresno
Option Origin:	California DGS 19-017
Sales Release No.:	SR2881
Quantity:	4
Bus Type:	XHE40

Price Change Type	Reference No.	Option No.	Option Group	SRCR No.	Description	Data		
						Price per coach	Extended Total	
Base Bus Price Change	1	203	Suspension Front		Add Fresno requested Aprons	33.40	133.60	
	3	205	Tires		Change from NFI supplied tires to Fresno supplied tires	(3,074.00)	(12,296.00)	
	4	269	PA System		Remove amplifier	(152.00)	(608.00)	
	5	269	PA System		Add Fresno requested Aux Jack	31.78	127.14	
	6	269	PA System		Add Fresno requested Mic	46.66	186.65	
	7	273	Exterior Lamp		Add Fresno requested cornering lamps	194.54	778.16	
	8	273	Exterior Lamp		Add Fresno requested UP RR lights	235.64	942.56	
	9	273	Exterior Lamp		Change from one to Fresno requested three center stop lights	112.34	449.36	
	10	273	Exterior Lamp		Change from 4" to Fresno requested 7" Dialight LED tail lights	164.40	657.60	
	11	280	Passenger Signal		Remove interior Stop request sign	(126.00)	(504.00)	
	12	284	Elect - Side/Console		Change from basic to Fresno specific Rear, SC and SDS panels	7,873.39	31,493.56	
	13	286	Elect - Instrument & Switch		Add Fresno requested alarm switch	298.66	1,194.64	
	14	286	Elect - Instrument & Switch		Add Fresno requested brake/accelerator interlock alarm	604.17	2,416.68	
	16	304	Paint & Decal		Add Fresno specific paint scheme and decal package	13,070.60	52,282.39	
	17	350	Drivers Control		Change from Non-Adjustable pedal to Fresno requested Adjustable Pedal	1,127.71	4,510.84	
	18	420	Body A/P Before Paint		Add Fresno requested lower impact panels	2,252.28	9,009.12	
	20	422	Body A/P After Paint		Change bulkhead from Carpet/Fabric to Melamine	(133.00)	(532.00)	
	21	450	Flooring A/P		Change from SIRIUS6727 Tarabas to Fresno requested Cayman TFCR 2761 Altro floor	982.54	3,930.14	
	22	460	Windows		Change from Arow Global - LAM framed 44% 6mm tip-in/fixd to Fresno requested Arow Global Flush Blue Spruce thermoguard, 65% fixed w/0.12" acrylic liners	30,872.51	123,490.05	
	23	470	Destination Signs		Change from Luminator - Horizon Gen 4 amber to Fresno requested Hanover EG4 Full color Front + Amber CS and RR Destination signs	1,013.80	4,055.20	
	24	470	Destination Signs		Add Fresno requested Trapeze AVA system w/LED interior sign	30,157.81	120,631.24	
	25	491	Door Exit		Change from Vapor - Electric Medium Ameriview to Fresno requested Electric Wide with Thermoguard glass	5,209.05	20,836.20	
	26	526	Seating & Stanchions		Change from Amseco - Insight 40P, 2 x ARM to Fresno requested USSC Aries 4MA 38P 1 Q-Pod pass seating	25,646.40	102,585.60	
	27	526	Seating & Stanchions		Change from Recaro - AM80, 3 pt seat belt to Fresno requested USSC 9110 ALX3 3pt belt driver seat	1,009.69	4,038.76	
	28	526	Seating & Stanchions		Add Fresno requested Arow Global driver's door	13,371.75	53,486.99	
	29	526	Seating & Stanchions		Add Fresno requested Q'Straint Quantum	15,854.93	63,419.71	
	30	549	HVAC System		Change from Basic TK TE15 to Fresno requested TK TE15HP HVAC w/Air Purification and Auxiliary condenser	11,537.85	46,151.39	
	31	580	Wheelchair Lift		Change from NFI Ramp to Fresno requested LIFT-U model LU18-09 ramp	4,699.40	18,797.58	
	32	600	Customer Options		Add fire suppression 25 lbs Amerex safety net system to hydrogen detection	5,015.68	20,062.71	
	33	600	Customer Options		Add Fresno requested GTT traffic signal emitter	14,294.51	57,178.05	
	34	600	Customer Options		Add Fresno requested Safety Vision all IP camera system	10,995.30	43,981.22	
	35	600	Customer Options		Add Fresno requested Sportworks APEX3	2,798.00	11,192.02	
	36	600	Customer Options		Add Fresno requested Dilax APC	5,568.10	22,272.41	
	37	600	Customer Options		Add Fresno requested Antenna and Cables	11,914.60	47,658.41	
	38	600	Customer Options		Add Trapeze Client Site Integration Labour (\$5568.75 per bus)	5,568.75	22,275.00	
	39	600	Customer Options		Add Trapeze Supplier Application Approval Labor	5,400.00	21,600.00	
	40	Warranty	Deliverable		Change warranty on high voltage batteries from 300K miles to unlimited	9,213.75	36,855.00	
	Base Bus Price Change Total						233,685.00	934,739.99
	Grand Total						233,685.00	934,739.99



**Fresno Area Express – Fresno, California**  
Option Proposal for 40' Fuel-Cell Electric Transit Buses

**Tab 3, Warranty**

**Solicitation Requirements:**

*Warranty.*

**New Flyer Response:**

Please refer to the attached Warranty for Fresno Area Express' review. Warranty is included in the bus price.

CONTRACT DELIVERABLES LIST		Warranty
CUSTOMER NAME	Fresno	
OPTION NUMBER	2024-104 (19-17 DGS & 2023-008)	
BUS MODEL	XHE40	
QUANTITY	4	

MAJOR COMPONENT DESCRIPTION	BASE AND EXTENDED WARRANTY			COMMENTS
	PROVIDER	YEARS	MILES	
Base Bus Warranty	New Flyer of America	2	100,000	Excluding scheduled maintenance items, acts of nature, or normal consumables
Basic Bus Structure	New Flyer of America	3	150,000	Body, and body structure shall consist of the components that are mechanically fastened or adhesively bonded or glued as part of the structure.
Chassis Structure (Integrity)	New Flyer of America	12	500,000	Consists of all components that are welded together to form the main frame (skeleton) and body construction. The structural integrity guarantee covers against a significant loss of structural integrity of the assembly or its functional performance due to non corrosion related failures.
Chassis Structure (Corrosion)	New Flyer of America	12	500,000	Consists of all components that are welded together to form the main frame (skeleton) and body construction, and are warranted against corrosion failure and/or fatigue failure sufficient to cause a Class 1 failure. The corrosion and structural integrity guarantee covers against a significant loss of structural integrity of the assembly or its functional performance, resulting from a pertinent loss of cross-section due to corrosion caused by normal environmental elements but excludes corrosion caused by aggressive road deicers such as Magnesium Chloride or equivalents, unless New Flyer approved preventative measures are taken. The warranty shall be void if the Agency fails to conduct corrosion inspections and scheduled preventive maintenance procedures as specified in the Contractor's maintenance manuals. The Agency shall maintain documentation, auditable by the Contractor, verifying service activities in conformance with the Contractor's maintenance manuals.
Propulsion System (Traction System, Controllers/Inverters and Gear Box)	Siemens/New Flyer of America	3	100,000	First 2 years covered by Siemens. New Flyer covers Year 3. All warranty claims to be submitted to New Flyer.
Hydrogen Fuel Cell (Fcmove)	Ballard	6	250,000	Some limitations and exclusions may apply - Please see manufacturer's warranty document.
DC to DC Converter (Fcmove)	Ballard	6	250,000	Some limitations and exclusions may apply - Please see manufacturer's warranty document.
Hydrogen Fuel Cell Batteries	New Flyer of America	6	Unlimited	<p>"Capacity fade is the relative reduction of the total amount of energy the battery system can store in a single charge for the purpose of powering the bus as compared to capacity at beginning of life (BOL). Capacity fade is warranted to 80% of BOL total energy capacity at year 6 when;</p> <p>1) capacity measurements are taken from a balanced ESS, and 2) ESS is maintained in the manner described in the New Flyer Service Manual."</p> <p>"The string Battery Management System (BMS) controllers and Power Distribution Unit (PDU) are warranted for proper operation up to year 6 when the ESS is maintained in the manner described in the New Flyer Service Manual."</p>
Axle (Front and Rear)	MAN	5	300,000	Excluding maintenance items & items that are not covered by the OEM's warranty. All friction materials are excluded from this limited warranty. Wear and third party items supplied with the axle (e.g. slack adjuster, seals and bearings, shocks, air bellows, radius rods, brake chambers) are not included in the 5 year warranty. Please see manufacturer's warranty document.
A/C	Thermo King	2	Unlimited	Some limitations and exclusions may apply - Please see manufacturer's warranty document. All repairs/warranty claims need to be handled through the local authorized repair facility.
Brake System	New Flyer of America	2	100,000	Friction Material Excluded
Destination Signs	Hanover	10	Unlimited	Some limitations and exclusions may apply - Please see manufacturer's warranty document. All repairs/warranty claims need to be handled through the local authorized repair facility.
Door Systems	Vapor	3	150,000	Excluding maintenance items & items that are not covered by the OEM's warranty
Air Compressor	VMAC	2	Unlimited	
Wheelchair Ramp	New Flyer of America	2	Unlimited	
Electrical System	Parker	3	150,000	Excluding maintenance items & items that are not covered by the OEM's warranty
LED Headlights	J.W.Speaker	6	Unlimited	Some limitations and exclusions may apply - Please see manufacturer's warranty document
New Flyer Connect System	New Flyer of America	6	Unlimited	Warranty covers the system and subscription for 6 years.
Air Dryer	Haldex	2	100,000	
Power Steering	New Flyer of America	2	100,000	
Towing	New Flyer of America	2	100,000	
Handling Charge 15%	New Flyer of America	5	300,000	
Passenger Seating	USSC	5	Unlimited	Some limitations and exclusions may apply - Please see manufacturer's warranty document.
Road Calls	New Flyer of America	5	300,000	
DC to DC Converter	Vanner	3	150,000	Some limitations and exclusions may apply - Please see manufacturer's warranty document.
Paint	Axalta	5	Unlimited	Some limitations and exclusions may apply - Please see manufacturer's warranty document.

**Fresno Area Express – Fresno, California**  
Option Proposal for 40' Fuel-Cell Electric Transit Buses

**Tab 4, Training**

**Solicitation Requirements:**

*Training.*

**New Flyer Response:**

Please refer to the attached recommended Training for Fresno Area Express' review. As per the base contract, Training **is not included** in the bus price.

CONTRACT DELIVERABLES LIST		CUSTOMER TRAINING			
CUSTOMER NAME	Fresno				
BID/OPTION/SR NUMBER	2024-104				
TECHNICAL SUMMARY	SR2881 Rev H				
BUS MODEL	XHE40				
QUANTITY					
PROPULSION SYSTEM/FUEL CELL	Siemens ELFA 3/Ballard FCMove				
VOLTAGE REGULATOR	Transtech				
ENERGY STORAGE SYSTEM	XALT High Energy Gen 2				
COOLING SYSTEM	EMP/Modine BTMS				
AXLES	MAN VOK07 Front, HY1350 Rear				
LEVELING/KNEELING	SmartRider Lite				
STEERING	Berendsen Electric				
ABS	Wabco				
AIR CONDITIONING	Thermo King, Intelligaire III, TE15, R407c				
CABIN HEATER	Valeo Thermo Electric				
PLC	Vansco				
DESTINATION SIGNS	Hanover				
DOORS	Vapor ETO				
WHEELCHAIR RAMP	Lift-U LU18-09 Electric				
FIRE SUPPRESSION/GAS DETECTION	Amerex SafetyNet				
AVA/AVL	Trapeze Vontas				
APC	Dilax				
VIDEO SURVEILLANCE	Safety Vision				
<b>New Flyer/OEM Supplied Training</b>					
<b>DESCRIPTION</b>	<b>COMMENTS</b>	<b>QTY HRS.</b>	<b>TOTAL SELLING PRICE AT BID</b>	<b>REQUIREMENT</b>	<b>BILLABLE: Y/N</b>
Operator Training		56	\$13,815.90	Required	Y
BEB Maintenance Training		304	\$126,711.00	Required	Y
FC Maintenance Training		128	\$116,640.00	Required	Y
<b>Sub Total - New Flyer/OEM Training</b>			<b>\$257,166.90</b>		<b>Y</b>
<b>Training Total (priced separate from the bus price)</b>			<b>\$257,166.90</b>		<b>Y</b>

**CURRENCY:  
USD**

**Fresno Area Express – Fresno, California**  
Option Proposal for 40' Fuel-Cell Electric Transit Buses

**Tab 5, Tooling and Diagnostics**

**Solicitation Requirements:**

*Tooling and Diagnostics.*

**New Flyer Response:**

Please refer to the attached Tooling and Diagnostics Proposal for the XHE40 transit buses for Fresno Area Express' review. As part of the California DGS Contract, FAX is provided a credit of \$31,277.62 to purchase tooling from the following list;

CONTRACT DELIVERABLES LIST		DIAGNOSTICS & TOOLS						
CUSTOMER NAME		Fresno						
BID/OPTION/SR NUMBER		2024-104						
BUS MODEL		XHE40						
SHIPPING ADDRESS DIFFERENT THAN ABOVE)	(IF	COMMENTS	DESCRIPTION	QUOTED PART #	BID QTY	EXTENDED SELLING PRICE	REQUIREMENT	BILLABLE: Y/N
			<b>Diagnostic Equipment</b>					
		for use with all diagnostic software	Panasonic FZ55 Toughbook Laptop	6502351	1	\$3,713.91	Recommended	Y
		<a href="#">Product Drivers - NEXIQ.com</a>	Nexiq USB Link™ 3 - WIFI/Bluetooth Edition	6494933	1	\$1,181.98	Recommended	Y
		Requires annual renewal	Wabco ABS Software (1st yr subscription)	6334596	1	\$432.62	Recommended	Y
			Software - Wabco ABS 1-yr Renewal	6495817	1	\$432.62	Recommended	Y
		Software included in kit	Intelligaire III Diagnostic Software & Cables	6393934	1	\$2,456.96	Recommended	Y
		<a href="#">EMP : Drivers &amp; Downloads (emp-corp.com)</a>	EMP Software	NPN	1	\$0.00	Recommended	Y
		<a href="#">Troubleshooting &amp; Diagnostics - Modine</a>	Modine Software	NPN	1	\$0.00	Recommended	Y
		Software included in kit	Valeo Diagnostic Software & Cables	6396448	1	\$622.19	Recommended	Y
			Valeo Adapter - Diagnostic	6492163	1	\$109.65	Recommended	Y
		<a href="mailto:kmeyers@hanoverdisplays.com">kmeyers@hanoverdisplays.com</a>	Hanover HELEN Software	6401762	1	\$15.45	Recommended	Y
			Hanover Keylo Programming Device	6401761	1	\$193.13	Recommended	Y
			Hanover Keylo Programming Base Station	6401760	1	\$270.39	Recommended	Y
		<a href="http://divapps.parker.com/divapps/igan/VanscoVMM">http://divapps.parker.com/divapps/igan/VanscoVMM</a>	Vansco Software	NPN	1	\$0.00	Recommended	Y
		<a href="http://divapps.parker.com/divapps/igan/VanscoDLA">http://divapps.parker.com/divapps/igan/VanscoDLA</a>	Vansco 1210 Chooser	NPN	1	\$0.00	Recommended	Y
		<a href="#">PVSG Software (parker.com)</a>	PVSG Software	NPN	1	\$0.00	Recommended	Y
			Cable - PVSG Interface	6487019	1	\$56.74	Recommended	Y
			Cable - Transtech VR Interface	6488984	1	\$321.60	Recommended	Y
		<a href="https://promo.parker.com/promotionsite/parker-sm">https://promo.parker.com/promotionsite/parker-sm</a>	Smartrider Software	NPN	1	\$0.00	Recommended	Y
		<a href="mailto:agoetzelmann@Wabtec.com">agoetzelmann@Wabtec.com</a>	Vapor VETC2 Software	NPN	1	\$0.00	Recommended	Y
			Siemens PCAN Interface Harness	711447	2	\$324.47	Recommended	Y
			USB CAN Adapter - Siemens Interface	6402046	1	\$448.07	Recommended	Y
			UDS Software - Vector Indigo	6487897	1	\$3,677.28	Recommended	Y
		Requires annual renewal	Annual Maintenance - Vector Indigo	6487898	1	\$661.29	Recommended	Y
			Vector Keyman USB Dongle	6487899	1	\$154.51	Recommended	Y
			Indigo Interface - Vector VN1630 Log	6491163	1	\$2,830.58	Recommended	Y
		(qty of 2 per 1 VN1630)	CANpiggy 1057GCap - Vector	6491232	2	\$599.49	Recommended	Y
		(qty of 2 per 1 VN1630)	CANcable 2Y - Vector Indigo	6412000	2	\$123.61	Recommended	Y
		<a href="mailto:darryl_desjarlais@newflyer.com">darryl_desjarlais@newflyer.com</a>	XALT Service Tool Software	NPN	1	\$0.00	Recommended	Y
			XALT Interface Cable - Batteries	704950	1	\$216.31	Recommended	Y
			Kit - XALT SPI Tool Universal	6482554	1	\$2,692.42	Recommended	Y
		<a href="#">Troubleshooting &amp; Diagnostics - Modine</a>	Modine BTMS Software	NPN	1	\$0.00	Recommended	Y
		<a href="mailto:darryl_desjarlais@newflyer.com">darryl_desjarlais@newflyer.com</a>	Danfoss Software - Berendsen Pwr Strg	NPN	1	\$0.00	Recommended	Y
			Cables Kit - Berendsen Pwr Strg	6490120	1	\$396.39	Recommended	Y
		<a href="http://ballard.com/contact-us">http://ballard.com/contact-us</a>	Ballard Software	NPN	1	\$0.00	Recommended	Y
			Diag Cable - Ballard RDU	6473813	1	\$372.36	Recommended	Y
		Software included in kit	Amerex SafetyNet Software & Interface	6355551	1	\$716.91	Recommended	Y
			<b>Special Tools &amp; PPE</b>					
			Kit - Lift Tow Universal	6396565	1	\$321.79	Recommended	Y
			Kit - Lift Tow Receivers	6396567	1	\$1,939.15	Recommended	Y
			Xcelsior Flat Tow adapter (2 pcs. Per set)	6395097	1	\$3,744.29	Recommended	Y
			Assy - Frame Flat Towing	902990	1	\$6,349.79	Recommended	Y
			Jacking Adapters	434434	1	\$1,142.77	Recommended	Y
			Tool - Sway Bar Bushing Removal	566804	1	\$460.91	Recommended	Y
			Repair Kit - Disc Brakes & Calipers	6408310	1	\$4,700.74	Recommended	Y
			Torque Multiplier	6314711	1	\$2,636.86	Recommended	Y
			Hub Repair Kit - MAN VOK-07 Frt Axle	6408311	1	\$9,473.69	Recommended	Y
			Optional Hub Removal Hydraulic Tool Kit - MAN VOK-07	6458834	1	\$6,040.35	Recommended	Y
			King Pin Press Kit - MAN VOK-07 Frt Axle	6494532	1	\$21,388.09	Recommended	Y
			Hub Repair Kit - MAN HY1350 RR Axle	6408306	1	\$6,214.42	Recommended	Y
			ABS Sensor R&R Kit - MAN HY1350 RR Axle	6408307	1	\$1,115.68	Recommended	Y
			Pinion Seal Repair Kit - MAN HY1350 RR Axle	6444302	1	\$3,046.36	Recommended	Y
			Differential Repair Kit - MAN HY1350 RR Axle	6444303	1	\$9,774.72	Recommended	Y
			Optional Tool Kit - MAN HY1350 RR Axle	6444304	1	\$41,032.96	Recommended	Y

		Adj Tool - Strg Gear Box Press Relief	6465265	1	\$334.20	Recommended	Y
		Depth Punch - Strg Gear Box Press Relief	6465266	1	\$185.67	Recommended	Y
		Flow Meter Tester - Strg Gear Box	140809	1	\$1,386.91	Recommended	Y
		Puller Tool - Pitman Arm	6394270	1	\$510.57	Recommended	Y
		TK A/C Tool Kit - TE15 R407c	6472762	1	\$30,414.97	Recommended	Y
		Amerex Discharge Hose Blowout Adapter	052132	1	\$187.26	Recommended	Y
		Amerex Fire Alarm/Simulator Module	6484731	1	\$383.49	Recommended	Y
		Amerex Calibration Kit - AMGaDS III	6459321	1	\$1,531.18	Recommended	Y
		Assy - H2 Tank Pressure Interface	970139	1	\$925.02	Recommended	Y
		Valve Instl Tool	6473780	1	\$1,749.02	Recommended	Y
		Ballard Special Tools Kit, HD7	6473770	1	\$1,336.49	Recommended	Y
		Kit - Pressure Test Tool	6493641	1	\$1,890.04	Recommended	Y
		Head Wrench, Dessicant Canister	6485513	1	\$292.42	Recommended	Y
		Kit - ESS Coolant Pressure Tester	6486719	1	\$1,452.40	Recommended	Y
		Kit - ESS Coolant Pressure Fill	6411553	1	\$7,950.40	Recommended	Y
		Assy, Lift Beam ESS Rack	6485763	1	\$5,329.49	Recommended	Y
		Boom, Forklift Adapter	6485514	1	\$3,890.68	Recommended	Y
		Lifting Adapter Assy - Siemens PEM	6481413	1	\$987.25	Recommended	Y
		Lifting Device - XALT XMOD Battery Modules	6476635	1	\$1,854.09	Recommended	Y
		Assy - Magnapower Charger	842767	1	\$10,751.99	Recommended	Y
		Key, Cam Latch #4 (ESS Triangle Key)	6476226	1	\$4.74	Recommended	Y
	HV Tools	Plug - MSD Blank	869751	6	\$454.25	Recommended	Y
	HV Tools	Cap - 6 PK Bus Bar Protective Cvr	6483658	1	\$386.18	Recommended	Y
	HV Tools	Clamp Meter - 1000A Fluke 376	6487900	1	\$1,172.48	Recommended	Y
	HV Tools	Fluke 2 in 1 Multimeter - 1587FC	6400746	1	\$1,784.72	Recommended	Y
	HV Tools	Conductivity Meter	6489997	1	\$776.40	Recommended	Y
	HV Tools	modular test lead kit	6473267	1	\$338.37	Recommended	Y
	HV Tools	test probe flat blade	6473268	1	\$45.46	Recommended	Y
	HV Tools	test probe back probe	6473269	1	\$43.28	Recommended	Y
	HV Tools	Wiha Insulated Master Electrician's tool kit	6473445	1	\$4,867.56	Recommended	Y
	HV Tools	wiha 1/4 in ratchet set insulated SAE	6473447	1	\$708.94	Recommended	Y
	HV Tools	wiha 1/4 in ratchet set insulated Metric	6473448	1	\$709.34	Recommended	Y
	HV Tools	16 PC 3/8 drive socket set	6473449	1	\$521.89	Recommended	Y
	HV Tools	3/8 Extension set	6473450	1	\$78.64	Recommended	Y
	HV Tools	3/8 Extension set	6473451	1	\$111.29	Recommended	Y
	HV Tools	wiha open end wrench insulated metric	6473452	1	\$688.99	Recommended	Y
	HV Tools	wiha open end wrench insulated sae	6473453	1	\$856.09	Recommended	Y
	HV Tools	Wiha insulated Serrated Tweezers Straight	6473454	1	\$64.09	Recommended	Y
	HV Tools	Wiha insulated Serrated Tweezers Angled	6473455	1	\$89.27	Recommended	Y
	HV Tools	Insulated Torque Wrench 1/4"	6473456	1	\$1,000.58	Recommended	Y
	HV Tools	Insulated Torque Wrench 3/8"	6472024	1	\$1,041.69	Recommended	Y
	HV Tools	Insulated Torque Wrench 1/2"	6473457	1	\$1,146.63	Recommended	Y
	HV Tools	torque screwdriver set	6473458	1	\$510.45	Recommended	Y
	HV Tools	insulated crimper 30 - 6 Awg 7"	6473459	1	\$58.37	Recommended	Y
	HV Tools	wire stripper 6 - 3/8 overall 20 to 10	6473460	1	\$52.65	Recommended	Y
	HV Tools	insulated water pump pliers v-jaw	6473461	1	\$113.45	Recommended	Y
	HV Tools	insolated hex key set 10pc metric	6473462	1	\$298.71	Recommended	Y
	HV Tools	Long SAE Natural insulated hex key set 12 pc	6473463	1	\$384.55	Recommended	Y
	HV Tools	bit driver	6473464	1	\$120.17	Recommended	Y
	HV Tools	Stubby Bit Driver	6473465	1	\$42.35	Recommended	Y
	HV Tools	Wiha Insulated "bitFlip" Set	6472034	1	\$74.39	Recommended	Y
	HV Tools	Mini Screw Driver set	6473466	1	\$132.86	Recommended	Y
	PPE	ARC Flash Protection Clothing Kit - 2PC Small	6471958	1	\$860.24	Recommended	Y
	PPE	ARC Flash Protection Clothing Kit - 2PC Medium	6473412	1	\$915.69	Recommended	Y
	PPE	ARC Flash Protection Clothing Kit - 2PC Large	6473413	1	\$915.69	Recommended	Y
	PPE	ARC Flash Protection Clothing Kit - 2PC XL	6473414	1	\$911.41	Recommended	Y
	PPE	ARC Flash Protection Clothing Kit - 2PC 2XL	6471962	1	\$961.47	Recommended	Y
	PPE	ARC Flash Protection Clothing Kit - 2PC 3XL	6471963	1	\$1,032.28	Recommended	Y
	PPE	ARC Flash Protection Clothing Kit - 2PC 4XL	6471964	1	\$1,118.29	Recommended	Y
	PPE	ARC Flash Protection Clothing Kit - 2PC 5XL	6471965	1	\$1,204.32	Recommended	Y
	PPE	ARC Flash Protection Clothing Kit - 1PC Small	6471966	1	\$683.71	Recommended	Y

PPE	ARC Flash Protection Clothing Kit - 1PC Medium	6473415	1	\$683.71	Recommended	Y
PPE	ARC Flash Protection Clothing Kit - 1PC Large	6473416	1	\$683.71	Recommended	Y
PPE	ARC Flash Protection Clothing Kit - 1PC XL	6473417	1	\$683.71	Recommended	Y
PPE	ARC Flash Protection Clothing Kit - 1PC 2XL	6473418	1	\$972.35	Recommended	Y
PPE	ARC Flash Protection Clothing Kit - 1PC 3XL	6471971	1	\$1,079.16	Recommended	Y
PPE	ARC Flash Protection Clothing Kit - 1PC 4XL	6471972	1	\$1,107.12	Recommended	Y
PPE	ARC Flash Protection Clothing Kit - 1PC 5XL	6471973	1	\$1,081.49	Recommended	Y
PPE	Balaclava Head Cover one size fits all	6473440	1	\$61.12	Recommended	Y
PPE	Hard Hat and Face Shield one size fits all	6368561	1	\$409.91	Recommended	Y
PPE	Fall Saftey Harness 425LBS	6473270	1	\$232.41	Recommended	Y
PPE	Black electrical glove kit, Size 7	6471976	1	\$162.22	Recommended	Y
PPE	Black electrical glove kit, Size 8	6473420	1	\$170.34	Recommended	Y
PPE	Black electrical glove kit, Size 8.5	6471978	1	\$155.48	Recommended	Y
PPE	Black electrical glove kit, size 9	6471979	1	\$157.61	Recommended	Y
PPE	Black electrical glove kit, Size 9.5	6473421	1	\$155.48	Recommended	Y
PPE	Black electrical glove kit, size 10	6473422	1	\$153.30	Recommended	Y
PPE	Black electrical glove kit, Size 10.5	6473423	1	\$218.72	Recommended	Y
PPE	Black electrical glove kit, size 11	6473424	1	\$162.22	Recommended	Y
PPE	Black electrical glove kit, size 12	6473425	1	\$155.48	Recommended	Y
PPE	HV Blanket 3' x 3'	6473431	1	\$406.76	Recommended	Y
PPE	Blanket Clamp 9-1/2" L, 5" Opening	6473432	1	\$35.72	Recommended	Y
PPE	Glove Dust 0.5oz	6473433	1	\$14.25	Recommended	Y
PPE	Rescue Hook 6FT	6400745	1	\$631.36	Recommended	Y
PPE	Defibrillator Adult	6473177	1	\$2,739.82	Recommended	Y
PPE	Brady Personal Lockout Pouch Kit	6494427	1	\$139.26	Recommended	Y
PPE	Steel Lock Hasp with Tab	6473442	1	\$17.86	Recommended	Y
PPE	American lock A1106RED	6473443	1	\$25.88	Recommended	Y
PPE	Lock Out Tag (pk of 25)	6473444	1	\$32.08	Recommended	Y
PPE	Hv Warning sign	6473436	1	\$20.77	Recommended	Y
PPE	Arc Flash Warning sign	6473437	1	\$14.88	Recommended	Y
PPE	steering wheel covers	6473439	1	\$79.79	Recommended	Y
PPE	Cart - Safety Barricade System (up to 75ft)	6491772	1	\$1,630.13	Recommended	Y
PPE	Tape - Red HV Safety	6491845	1	\$45.86	Recommended	Y

Sales Specialist  
New Flyer

Darryl Desjarlais - Training Manager  
Training  
New Flyer



**Fresno Area Express – Fresno, California**  
Option Proposal for 40' Fuel-Cell Electric Transit Buses

**Tab 6, Publications**

**Solicitation Requirements:**

*Publications.*

**New Flyer Response:**

Please refer to the attached Publications for Fresno Area Express' review. As per the base contract, Publications are included in the bus price.

CONTRACT DELIVERABLES SHEET		PUBLICATIONS rev a. July 17, 2024	
PRIMARY CUSTOMER NAME		Fresno Area Express	
PUBLICATIONS CUSTOMER NAME		Fresno Area Express	
BUS MODEL		XHE40	
QUANTITY		2	

Fresno Area Express

<b>New Flyer Standard Bus Publications</b>			<b>This is for one XHE40 Build of 2 Buses Only</b>
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DESCRIPTION	QTY	CUSTOMER DELIVERY	COMMENTS
Emergency Responder Guide (8.5x11 laminated paper)	2	With First Bus Delivery	Emergency information to be on board each bus
Operator's Guide (8.5x11 3-hole)	2	With First Bus Delivery	
Parts Manual	2	Within 30 Business Days After Last Bus Delivery	
Service Manual	2	Within 30 Business Days After Last Bus Delivery	
Bus System Drawings Manual (11x17 3-hole regular paper includes air, electr, hydraulic, cooling, PLC HVAC layouts and schematics)	2	Within 30 Business Days After Last Bus Delivery	
TIV USB	2	Within 30 Business Days After Last Bus Delivery	USB Includes only NF Manuals plus OEM items below with ""**"

<b>Sub Total</b>			
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<b>OEM Supplier Publications</b>			<b>This is for one XHE40 Build of 2 Buses Only</b>
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DESCRIPTION	QTY	CUSTOMER DELIVERY	COMMENTS
<b>Siemens E-Drive Propulsion System OEM Vendor Manual Set</b> (includes only the following)		With First Bus Delivery or Soon After Receiving From OEM Supplier	*
ELFA3 System User Guide (Safety, Installation, Operation, Maintenance, Diagnostics and Parts information documents)	2	"	includes PEM Traction Drive Motors, Inverters, E-drive Controls, and related components
<b>Ballard Fuel Cell OEM Vendor Manual Set</b> (includes only the following)		With First Bus Delivery or Soon After Receiving From OEM Supplier	
FCMove Fuel Cell System User Guide	2	"	*
<b>XALT Energy ESS Battery OEM Manual Set</b> (includes only the following)		With First Bus Delivery or Soon After Receiving From OEM Supplier	
XALT Energy XMOD ESS Battery User Manual	2	"	*
<b>Modine BTMS OEM Manual</b> (includes only the following)		With First Bus Delivery or Soon After Receiving From OEM Supplier	
BTMS Service Manual	2	"	*
<b>Thermo King HVAC OEM Manual Set</b> (includes only the following)		With First Bus Delivery or Soon After Receiving From OEM Supplier	
Unit Operation & Maintenance Manual	2	"	*
Intelligaire III Diagnostic Manual	2	"	*
<b>Traction Motor/Inverter Cooling System OEM Manual Set</b> (includes only the following)		With First Bus Delivery or Soon After Receiving From OEM Supplier	
EMP Traction Motor and Inverter Cooler Service Manual	2	"	*
EMP Traction Motor and Inverter Cooler Troubleshooting Manual	2	"	*
<b>Fuel Cell Cooling System OEM Manual</b> (includes only the following)		With First Bus Delivery or Soon After Receiving From OEM Supplier	
Modine eFan Oil Cooler Service and Diagnostic Manual	2	"	*
<b>Valeo Cabin Heater System OEM Manual</b> (includes only the following)		With First Bus Delivery or Soon After Receiving From OEM Supplier	
Thermo DC200 Workshop Manual	2	"	*
<b>WABCO ABS System OEM Manual</b> (includes only the following)		With First Bus Delivery or Soon After Receiving From OEM Supplier	
ABS Maintenance Manual	2	"	*
<b>MGM Brake Stroke Monitor OEM Manual</b> (includes only the following)		With First Bus Delivery or Soon After Receiving From OEM Supplier	
MGM e-Stroke RS232 Diagnostic Document	2	"	*
<b>Destination Sign OEM Manual Set</b> (includes only the following)		With First Bus Delivery or Soon After Receiving From OEM Supplier	
Hanover Operation & Maintenance Manual	2	"	*
<b>Video Surveillance OEM Manual Set</b> (includes only the following)		With First Bus Delivery or Soon After Receiving From OEM Supplier	

Safety Vision OEM Manuals	2	"	*
<b>Amerex FSS System OEM Manual</b> (includes only the following)		With First Bus Delivery or Soon After Receiving From OEM Supplier	
Amerex V25ABC System Operation & Maintenance Manual	2	"	*
Amerex Safety Net Controller Operation & Maintenance Manual	2	"	*
<b>Vansco Multiplexing System OEM Manual</b> (includes only the following)		With First Bus Delivery or Soon After Receiving From OEM Supplier	
Hardware User Guides	2	"	*
Software User Guides	2	"	*





October 3, 2024

Blake Rincon  
Fleet Operations Specialist  
Department of Transportation  
City of Fresno  
2223 G Street  
Fresno, CA. 93706

Subject: SR2881 New Flyer Training quote

Dear Blake Rincon,

Thank you for your interest in New Flyer training.

Per the training proposal for contract 1-19-23-17B, New Flyer will arrange to supply up to 304 hours of Technician training. The hours can be used for New Flyer and/or OEM Vendor supplied training.

The total price to FAX is **\$126,711.00 usd**. This includes the trainer's time, all travel expenses, and student handout materials.

If this quote is acceptable, please provide Tonya Harper with a City of Fresno purchase order and we can discuss scheduling.

Sincerely,

*Darryl Desjarlais*

Darryl Desjarlais, CIM  
Technical Training Manager  
NFI.Parts