

OFFICIAL TRANSCRIPT OF THE
MARYLAND DEPARTMENT OF TRANSPORTATION
MARYLAND TRANSIT ADMINISTRATION
PRE-BID CONFERENCE
FOR
SMALL BUSES FOR NON-PROFIT HUMAN SERVICES AND LOCALLY
OPERATED TRANSIT SYSTEM
CONTRACT NO. T-8000-0368
OCTOBER 11, 2012
10:00 A.M.

Maryland Transit Administration
6 St. Paul Street, 7th Floor Conference
Baltimore, Maryland 21202

Agency:

Karen Elsey, Procurement
Leonard Howard, Office of Local Transit Support
Nanette Gibson, Procurement
Travis Johnston, Jacobs Engineering
Robert Rinaca, CH2M Hill

Participants:

Jim Martin, American Bus
Heidi Smart, Glaval Bus
Dorothy Hersey, Coach Bus Sales
Scott Reston, Coach Bus Sales
Ken Ellenberger, Rohrer Bus Sales
George Altevogt, Rohrer Bus Sales
Jack Sullivan, Freedman Seating Company
J.R. Lucas, American Cooling Technology, Inc.
Jeff Madura, Colonial Equipment Company
Craig Combs, Colonial Equipment Company
Cheryl Perez, Coach and Equipment Manufacturing
Mark LeRoy, Goshen Coach
David Clawson, National Bus
Maritza Valentin, Ricon Corporation

Court Reporter:
Lisa P. Campbell
One Stop Legal
Hyattsville, MD 20784
(301) 379-6607

1 MS. ELSEY: Okay. Welcome. Good morning. My name is
2 Karen Elsey. I'm the Procurement Administrator for the Maryland
3 Transit Administration. I'm Procurement Officer for this
4 Solicitation and would like to welcome you to the Pre-bid
5 Conference for the Solicitation entitled T-8000-0368 Small Buses
6 for Non-Profit Human Services and Locally Operated Transit
7 Systems. Please make certain you have signed and completed the
8 attendance sheet for me before you leave. This conference is
9 being recorded, and I ask that you state your name and firm,
10 clearly, before you ask each question or comment for the
11 recorder. I would like the MTA staff to introduce themselves
12 and then the vendors.

13 MS. GIBSON: My name is Nanette Gibson. I'm Chief of
14 Operations for Procurement.

15 MR. HOWARD: I'm Lenny Howard. I'm the Manager of the
16 Office of Local Transit Support.

17 MR. RINACA: Rob Rinaca with CH2M Hill, technical
18 support for MTA.

19 MR. JOHNSTON: Travis Johnston with Jacobs Engineering
20 but at MTA, I'm a Program Manager.

21 MS. ELSEY: Okay. Alright. Before we begin the
22 question and answer segment of this meeting.

23 MS. GIBSON: Let the vendors introduce themselves.

24 MS. ELSEY: Oh, vendors have to introduce yourselves.
25 I'm sorry. Let's start around.

1 MR. MARTIN: I'm Jim Martin with American Truck and
2 Bus.

3 MS. SMART: Heidi Smart with Glaval Bus.

4 MS. HERSEY: Dorothy Hersey with Coach Buses.

5 MR. RESTON: Scott Reston with Coach Bus Sales.

6 MS. PEREZ: Cheryl Perez, Coach Manufacturing.

7 MR. ELLENBERGER: Ken Ellenberger, Rohrer Bus Sales.

8 MR. ALTEVOGT: George Altevoigt, Rohrer Bus Sales.

9 MR. SULLIVAN: Jack Sullivan, Freedman Seating.

10 MR. LUCAS: J.R. Lucas, at American Cooling
11 Technology.

12 MR. MADURA: Jeff Madura, Colonial Equipment Company.

13 MR. COMBS: Craig Combs, Colonial Equipment Company.

14 MR. LEROY: Mark Leroy, Goshen Coach.

15 MR. CLAWSON: David Clawson, National Bus Sales and
16 Leasing Incorporated.

17 MS. ELSEY: Okay. Let's see. Before we begin the
18 question and answer segment of this meeting, let me go over the
19 following points.

20 Key Information Items. Everyone has received a copy
21 of the Invitation For Bid, and I want to go through some of the
22 key items. As I go through them, I'll turn the meeting over to
23 Project Manager to go over the Scope of Work highlights.

24 First of all, your No Bid Notice. Turn to the Notice
25 to Vendor Comment Form. It's the first page behind the

1 Solicitation Title Page. This is called a No Bid Notice. This
2 is a very important document. If you decide not to bid, the MTA
3 would like to know the reasons for not bidding. I ask that you,
4 please, send this completed form to me if you decide not to bid.

5 General Information. The purpose of the Invitation
6 for Bid is for the MTA to secure a transit quality paratransit
7 vehicle manufactured on a standard cut away chassis with
8 provisions for stand-up entry, wheelchair lift, and tie downs as
9 detailed in this Solicitation.

10 The Project Description. The MTA is using a
11 competitive sealed process to obtain a vendor to provide an
12 estimated quantity of approximately 250 small buses including
13 accessory options in manuals over the next three years, and 100
14 small buses for each approved option renewal year.

15 I am responsible for this solicitation and the sole
16 point of contact for all matters relating to this solicitation.
17 You have any questions or concerns, please direct them to me.
18 Any questions must be in writing. Alright. This may include,
19 but not limited to tabulation of bids, announcement for apparent
20 low bidders, award schedules, and any Notices to Proceed. So,
21 you'll have to contact me for any of that. My e-mail and office
22 address is in the solicitation.

23 Requests for Exception/Approved Equal, Clarification.
24 The instructions on requesting an approved equal is in Section
25 I, Item B. Number 10. Requests for approved equals,

1 clarifications, exceptions to the specifications shall be
2 received by the Procurement Officer on the form provided --
3 that's Attachment E -- by 4:00 p.m. Wednesday, October 17th,
4 2012.

5 Questions and Inquiries. Again, I'm the sole point of
6 contact. All matters related to this Solicitation, if you have
7 any questions or concerns, please direct them to me. You have
8 to submit them in writing. The closing date for all written
9 inquiries is 4:00 p.m. on November 20th, 2012. Verbal responses
10 are not binding to the MTA.

11 Now, Two-step Procurement. Step one will consist of
12 the submission of technical proposals and price bids. When
13 received, the technical proposals will be forwarded to an
14 evaluation team for review. After completion of the review, we
15 will move to the second step.

16 Step two is the opening of the sealed bids. This step
17 is limited to the bidders who have submitted an acceptable
18 technical proposals in step one. Those found acceptable will be
19 notified and advised as to when the price bids will be opened.

20 Bids submitted or evaluated and the award is made in
21 accordance with State Procurement regulations, COMAR 21.05.02.
22 Requirements are detailed in the IFB for the Bid Preparation And
23 Submittal.

24 General Information, Section 1. Bid Acceptance. MTA
25 reserves the right to reject any and all bids in whole or in

1 part received as a result of the IFB to waive minor
2 irregularities, allow the bidder to correct minor
3 irregularities, to negotiate with all responsible bidders and to
4 serve the interest of the MTA for the State.

5 Technical Proposal Requirements. Requirements are
6 detailed in the IFB in Section II, Technical Specifications, and
7 Section III, Special Provisions.

8 Closing Date. **The closing date is Thursday, December**
9 **20th, 2012.** One (1) original and four (4) copies of the
10 Technical Proposal and one (1) original of the Price Bid is
11 separate in a separate sealed envelope clearly marked are due to
12 this office. So, that's 2:00 p.m. Thursday, December 20th. Yes,
13 that is a change in date. An amendment will come out with that.
14 Bids arriving after the closing time will be rejected.

15 Financial Capacity/Responsibility Information.
16 Provide proof of insurance as required in Attachment F entitled
17 "Insurance Requirements." Submit with your Technical, a
18 performance guaranty either in the form of a performance bond, a
19 pledge of U.S. government securities, a recordable Letter of
20 Credit, or retainage of a portion of the contractor's gross
21 billing for the first year, and each year, thereafter. The
22 amount for the performance bond shall be twenty percent (20%) of
23 the three (3) year estimated value regardless of the method of
24 performance guaranty provided.

25 Any questions?

1 [There was no response].

2 MS. ELSEY: Okay.

3 Contract Duration and Start Date. Contract duration
4 is a three (3) year period with one (1) two-year option renewal.
5 Contract will be effective from the start date stated in the
6 Notice to Proceed.

7 Addenda to the IFB. If it becomes necessary to revise
8 any part of this IFB, and addendum will be posted on the MTA
9 website. Acknowledgement of the receipt of all addenda shall be
10 required for all bidders receiving the IFB. That's Attachment A
11 of the Bid Form Unit Price Schedule, page 2 and 3, Item 9.

12 Cancellation of the IFB. The MTA reserves the right
13 to cancel in part or in its entirety in accordance with COMAR
14 regulation 21.06.02.

15 The Minority Business Enterprises. No participation
16 goal with this Solicitation.

17 Living Wage Requirements in Attachment M. Read
18 Attachment M, Living Wage Requirement. Please read and fill out
19 the Affidavit agreement. For more information, visit the
20 website at www.dllr.state.md.us.labor/livingwages and then
21 that's FAGS, Frequently asked Questions. This contract is a
22 Tier 2. So, that'll give you the whole information on how to
23 fill in the Living Wage.

24 Any questions on that?

25 MR. COMBS: Yeah, one question.

1 MS. ELSEY: Mm-hmm.

2 MR. COMBS: It's Craig Combs from Colonial Equipment.
3 Clarify the extension. Is it one (1) two-year extension with a
4 hundred vehicles for both years or is it a hundred vehicles per
5 year?

6 MS. ELSEY: A hundred vehicles per year, correct?

7 MR. HOWARD: That's our intent.

8 MR. COMBS: So, it's going to be one extension period
9 of two years with a hundred vehicles per year?

10 MR. HOWARD: Correct.

11 MR. COMBS: Okay.

12 MR. HOWARD: So, total -- the way this is written, our
13 intent is for it to be a total of 450 vehicles.

14 MS. ELSEY: Alright. Well, we're here at the Scope of
15 Service. Lenny, you want to take over, and give some highlights
16 on the Scope of Service?

17 MR. HOWARD: It's pretty standard and fair body on
18 chassis, standard cut-away type transit vehicle. You read the
19 description in the -- I mean, I don't know what more we can
20 elaborate on. I mean, most people in the room understand what
21 it is we're looking for. It's a pretty standard common product
22 on the market. That's short and sweet. We've, you know, got
23 plenty of them on the road, and I'm not sure there's much more I
24 can add of value to the description, so.

25 MS. ELSEY: Alright. Let's see. Is there any

1 questions on anything you've read in the Scope of Work?

2 We must have done a good job.

3 [Laughter]

4 MR. RESTON: I'll start with one question.

5 MS. ELSEY: Name and --

6 THE REPORTER: -- Your name, please.

7 MR. RESTON: Yes. Scott Reston with Coach and
8 Equipment.

9 In the Bid Specification they've upped the weights of
10 the passengers and the wheelchair positions. And, I think
11 that's the way the FTA was headed and with Altoona, and that's
12 all being shot down now and they're back to where they were and
13 that's being moth balled for the foreseeable future in changing
14 those weights.

15 So, is it the intention of the MTA to follow back in
16 line with Altoona's and the FTA scrapping of that whole weight
17 increase for the ambulatory and wheelchair positions?

18 MS. ELSEY: Would you like to respond?

19 MR. HOWARD: I don't really know.

20 MS. ELSEY: Okay. We will put that in the minutes and
21 we'll get you a response to that question. And, it will be in
22 writing.

23 Any other questions?

24 MR. CLAWSON: David Clawson from National Bus Sales,
25 and this may be outside of the Scope of Service, but it has to

1 do with once an award is made, would purchase orders come from
2 the MTDA, the Transit Authority, in some cases, the agencies
3 themselves?

4 And, I'll tell you the background on that question is
5 right now, Ford in particular, is being very tight on when they
6 extend government price concessions. They are requiring all
7 agencies whether it's MTA, a local transit or a non-profit to
8 have a FIN code that then is paired with your FIN code via an
9 identification number in order to get the government price
10 concession. And, we're finding in some cases, a non-profit,
11 using your bid is declined the concession which could be four,
12 five, six thousand dollars, and that dramatically effects our
13 commitment of a price to you. So, has the State already began
14 the process?

15 MR. HOWARD: Our process -- our history has been, and
16 I don't foresee any deviation -- this will be a State of
17 Maryland, MTA contract --

18 MR. CLAWSON: Yes, sir.

19 MR. HOWARD: -- so, any vehicles that we purchase
20 under this contract authority will be a MTA State of Maryland
21 purchase.

22 MR. CLAWSON: Okay.

23 MS. ELSEY: We'll clarify that.

24 MR. HOWARD: But --

25 MR. CLAWSON: Okay. That's important.

1 MR. HOWARD: -- we may designate the end user being
2 somebody other than the State of Maryland.

3 MR. CLAWSON: Mm-hmm.

4 MR. HOWARD: But, from a -- issuing a purchase order
5 perspective --

6 MR. CLAWSON: Mm-hmm.

7 MR. HOWARD: -- the purchase order will be the State
8 of Maryland issuing the purchase order.

9 MR. CLAWSON: Okay. Thank you.

10 MR. HOWARD: Now, that does not include -- we,
11 obviously, have included a piggy back clause and all that --

12 MR. CLAWSON: Mm-hmm.

13 MR. HOWARD: -- so, any purchases made in that
14 context, all bets are off on how that's going to play out. You
15 know, if we do get a situation where we choose to release piggy
16 back options --

17 MR. CLAWSON: Mm-hmm.

18 MR. HOWARD: -- you know, we don't have a crystal ball
19 to know where they're going to go. But, at that point, then,
20 there may or may not be a State of Maryland purchase.

21 MR. CLAWSON: Okay.

22 MR. ELLENBERGER: Yes, Lenny. Ken Ellenberger, Rohrer
23 Bus. I just have to agree with what Dave Clawson is saying and
24 with one additional step to that is that Ford is looking at it
25 not as even though MTA will give the purchase order, but

1 pursuant to (unintelligible) to as far as getting that
2 concession. So, that's something else you have to take into
3 consideration.

4 MR. HOWARD: I'm not sure what to say. That's -- this
5 is a dynamic -- I mean, at some point, you know, we'll do what
6 we gotta do, but at some point, we're going to take the position
7 that it's the State of Maryland making the purchase and that's
8 that.

9 So, but we'll have to explore and understand the issue
10 a little more.

11 MR. CLAWSON: David Clawson from National Bus Sales,
12 again. We're seeing in other areas of the country where the end
13 users that will possibly be listed on the title even if the MTA
14 is the lien holder, they're being asked to get their own Ford
15 FIN number. So, just -- I share that as background.

16 MR. HOWARD: Right. So, that's an issue I'm not
17 familiar with, but, so.

18 MS. ELSEY: More questions?

19 [There was no response.]

20 MS. ELSEY: Okay, did everybody sign the sign-in
21 sheet, today?

22 MS. VALENTIN: I didn't.

23 MS. ELSEY: Okay. Would you pass that down, please?

24 MR. RESTON: Scott Reston with Coach and Equipment.

25 I think in the Technical Specification, they talk

1 about a Ford chassis with a 255 amp alternator. And, this is
2 one. I don't know if they're looking for the 225 amp alternator
3 rather than the 255 amp alternator. I'm not aware that Ford has
4 a 255. Typically, they're being built with a 225, and I think,
5 speaking on behalf of our manufacturer, that tends to be the
6 standard. These other manufacturers here that could --

7 UNIDENTIFIED SPEAKER: -- I agree.

8 MR. HOWARD: That will be one we will respond in
9 writing as a follow up.

10 MR. RESTON: And, just to follow on with that. With
11 these questions that are going to be followed up, there's no
12 need for me as the person asking the questions to ask it, again,
13 in writing once it's --

14 MS. ELSEY: No.

15 MR. RESTON: -- tabled here? Okay.

16 MR. LEROY: Mark LeRoy from Goshen Coach. I'd like to
17 understand better the warranty requirements. Going through the
18 Bid Specification, I found three different places where warranty
19 is called for and where the time periods are listed, and there's
20 some conflict between those time periods. So, I'd like to get
21 some clarification on that if not now, certainly, in the form of
22 an addendum or whatnot. But, if you look on page 6 of the
23 section, General Information, page 6, Section Z, Warranty,
24 there's a requirement in there that lists a time period of five
25 (5) years unlimited miles on the entire vehicle. And then,

1 later on in the Technical Specifications, there's another
2 listing of Warranty and Warranty Requirements.

3 MR. COMBS: Per system.

4 MR. LEROY: Right. And then, after that, way back in
5 Section III, there's also another listing of Warranty
6 Requirements and time periods, and they conflict with each
7 other. So, we just like to get a clarification on that.

8 MR. HOWARD: Yeah, and we will issue a written
9 clarification on that once we've had time to cross reference
10 your citation, there.

11 MR. LEROY: Thank you.

12 MR. CLAWSON: David Clawson from National Bus Sales.
13 I'd like to go back and revisit the issue of passenger weight
14 requirements. Our company's, currently, managing a Federal
15 government GSA contract where the weight requirements per
16 passenger were increased over the industry typical standards.
17 Okay. You've done the same thing, and as we've gone through
18 that, it did reduce passenger capacity in some cases for certain
19 sized vehicles because the weight required for each passenger
20 was higher than previous over the years that tradition and, as
21 we worked our way through that, we -- we're -- the position the
22 federal government took was that we can always increase the
23 industry standard above and beyond what's been acceptable and, I
24 think, that the way that you've handled that is it's important
25 and we should reflect it all this or bigger than --

1 [Laughter]

2 MR. CLAWSON: -- we were when standards were written a
3 lot of years, ago.

4 [Laughter]

5 MR. CLAWSON: But, we did find the GSA as a reference
6 did the same thing. They increased the weight standards on
7 various sizes of vehicles.

8 MR. COMBS: Craig Combs from Colonial Equipment. And,
9 while we're on passenger weights, it's not referenced in the
10 Technical Specs, but it is referenced in the Bus Vehicle
11 Questionnaire of a standee weight calculation of 175 pounds per
12 one and a half (1 ½) square foot of open floor space. I think
13 if any conjunction, especially, with the increased passenger
14 weights, in order to meet that weight requirement, you're going
15 to, drastically, reduce available capacities in the vehicles. I
16 would request that MTA review that being a requirement of the
17 bid because I think you're going to get very limited floor plans
18 by continuing that requirement.

19 MR. RESTON: Scott Reston with Coach and Equipment.
20 Just a follow on with that. When I was at the last meeting with
21 FTA and the folks with Altoona, actually, what ends up happening
22 there is that you can't build a bus on the GM or Ford chassis
23 because the first instinct would be you have to reduce the
24 number of seats because of the passenger waiting, but as soon as
25 you reduce seats --

1 MR. COMBS: You created more floor space.

2 MR. RESTON: -- you create more floor space which is
3 more standees, so actually, by reducing the number of seats, you
4 increase the number of standees, and the weight situation is
5 worse. So, unless you put a little tiny box on the back of it,
6 you can't put any passengers in the box or in the bus.

7 [Laughter]

8 MR. RESTON: And then, what will end up happening is
9 one of the manufacturers took a couple of buses to Altoona and,
10 started a bit of a firestorm. And, the way that they got around
11 that is that they put in a -- I don't know what it was -- a 58
12 inch or 48 inch hip to knee --

13 [Laughter]

14 MR. RESTON: -- and they reclined the seats almost
15 all the way back, then they had the aisle width being -- I don't
16 know -- 3 inches because they moved the seats 11 inches off the
17 wall so you couldn't get standees there in the two seats
18 themselves in order to make weight. So, when you start playing
19 with these weights to differentiate from what they, currently
20 are, you're opening up Pandora's Box to all these other things
21 that come into play by different agencies whether it be GSA,
22 whether it be the FTA, whether it be MITZA, and what has worked
23 has worked. I agree that people are getting bigger. I agree
24 things should be done. But, if all of a sudden, one agency
25 starts to go off in one direction, and that leaves MITZA and the

1 FTA behind, I guess, the GSA can do what the GSA wants. But, I
2 just ask that you could take that into consideration too with
3 the floor plans.

4 MR. ALTEVOGT: George Altevogt, Rohrer Bus Sales.
5 We're, also, actually, a contractor on one of the GSA Schedule.
6 They use 215 pounds for passenger, and in our opinion, it's a
7 fantastic idea. Their average weight, what they basically say
8 is the average GI weights 230 pounds with their 40 pound backer.
9 Whatever they calculate it at, they use 215 pounds per
10 passenger. And, what they do allow us to do, is we have an
11 option for ceiling grab rails. That, actually, requires a
12 standee in the aisle per one and a half (1 ½) square feet of
13 aisle space, and actually say it is aisle space. And, what they
14 do is they allow us only to put the amount of standees that will
15 actually fit based on the GAWR and the GEWR, so when my
16 inspector comes in and inspects my bus, I might have two
17 vehicles out of the same category, but they might have different
18 standees or different numbers of standees in those vehicles
19 based on the options chosen. So, they can take options in the
20 rear of the axle, they could add weight to that rear so what
21 they might say is, 'Okay, well we can move our standees towards
22 the front of the bus or we can spread them out or we can
23 eliminate the number of standees that we have just based off the
24 GAWR and the GEWR. So, really, in our opinion, it's a good
25 thing. We're seeing a lot less failures out in the field that's

1 for sure.

2 MR. HOWARD: We've got a lot to -- we'll take a second
3 look at what we have in there and we'll issue some written
4 guidance on if we're going to change what we got or make an
5 amendment or not.

6 MR. RESTON: And, Scott Reston with Coach and
7 Equipment. Just to add a little bit to what George says. I
8 don't have any problem with you increasing the weights. All our
9 buses are pretty much the same as far as capacities are
10 concerned. One of the things we've talked a little bit here is
11 about standees, and as soon as you put in the bus that this bus
12 can have two standees, but the exact same bus over here can only
13 have slightly different -- can only have four standees, that
14 puts the MTA in the position to be regulating how many standees
15 are allowed on individual buses for individual agencies.

16 I'm not sure the MTA, with the type of buses they're
17 buying, want any standees. I don't think these buses are
18 designed for standees. And, so you're starting to go into an
19 area that isn't clearly set out by all the different federal
20 agencies. And, if you want to take the lead role in this, God
21 be with you. I wish you well.

22 [Laughter]

23 MR. RESTON: I agree people are getting bigger, and
24 wheelchairs are getting bigger, but you guys are closer to
25 D.C. than I am.

1 [Laughter]

2 MR. RESTON: And, you are opening up a hornets nest,
3 and you're going to have to make it very clear to the
4 manufacturers and the dealers bidding on this that's exactly
5 what you want, and that it's what you want and that you're going
6 to have to guarantee to us that what we're providing to you,
7 meets all the federal guidelines of all the different federal
8 agencies out there, and I don't think that can be done. But, I
9 wish you well.

10 [Laughter]

11 MR. RESTON: But, that's --

12 [Laughter]

13 MR. HOWARD: Fair enough.

14 MR. CLAWSON: David Clawson, National Bus Sales. I
15 just want to clarify original comments on weight. It has to do
16 with seated, okay. We have the increasing weight standard for
17 seated passengers, and I agree that this class and size of bus
18 is not designed for standees. With no wheelchair lift, at
19 maximum capacity, generally, it's 24 passengers maximum, maybe
20 25, maybe 27 in some manufacturers, but these smaller buses are
21 not intended to have standees loaded down the center aisle above
22 and beyond the folks that are seated. That's all I have.

23 MR. HOWARD: Okay.

24 MS. ELSEY: Anyone else?

25 [There was no response.]

1 MS. ELSEY: Okay. The closing date for receipt of
2 approved equal requests, October 17th.

3 The bid inquiry deadline is November 20th, 4:00 p.m.

4 Closing date for technical proposals is due 2:00 p.m.
5 on December 20th. That's a change.

6 Remember to submit your questions in writing to me,
7 and any more questions?

8 UNIDENTIFIED SPEAKER: Yep.

9 MS. ELSEY: Uh, see.

10 MR. COMBS: I've got a couple of questions and they're
11 bounced throughout, so let me address my notes real quick. But,
12 it has to do with some of the requirements that are in the Tech
13 Specs. as it relates to vehicles that are not of this size.
14 And, specifically, I'm talking about the FMVSS214, which is an
15 under 10,000 pound vehicle requirement, not anything over that.
16 You know, I would like to present that I think you're going to
17 have a hard time finding a competitive group of manufacturers
18 that have tested this size of vehicle, actually, physically
19 tested it to 214, you know, because it's not required by over
20 10,000 pounds.

21 MR. LEROY: Mark LeRoy from Goshen Coach. I concur
22 with that, as well. We were going to mention the same thing.

23 MR. COMBS: And, then my second comment has to do with
24 the 21.11 requirement which is the Docket 90 requirement for the
25 internal -- interial materials --

1 MR. HOWARD: Okay.

2 MR. COMBS: -- that is a typically a big bus spec.
3 requirement, and, there is an FMVSS that addresses that in our
4 vehicle size requirement, and that's FMVSS 302. So, we would
5 request that the bid documents be changed to reflect being --
6 meeting or exceeding FMVSS 302, not necessarily Docket 90
7 because the requirements are different.

8 MR. HOWARD: Okay. We will do some homework and issue
9 some formal guidance addressing those concerns.

10 MR. ELLENBERGER: Ken Ellenberger, Rohrer Bus. Just
11 to touch on what he just said, the Docket 90 and the 302, there
12 is a big difference between it. Docket 90, that's been in place
13 in the small cut-aways that we've had on the Pennsylvania
14 contract for a number of years. You can do the Docket 90 foam
15 seat covering, you can put in capsuling, so it's not a bad idea.
16 The 302 is just a minimum as far as burn rate.

17 Speaking of competitive bidders, I was just curious in
18 the room how many bidders can supply a single tire of Chevrolet
19 diesel with a 1,000 pound lift in the rear or even supply one of
20 those? I represent two different manufacturers that
21 (unintelligible) on the SRW and they don't want to do it.

22 MR. LEROY: Goshen Coach. We can't.

23 MR. ELLENBERGER: Goshen can't do it. El Dorado can't
24 do it.

25 MR. COMBS: Craig from Colonial Equipment. To follow

1 up on Ken's comment, our manufacturers, at this point, are still
2 stating and claiming that the SRW as a chassis in passenger
3 transport is not a safe chassis falls back into that same realm
4 of a raised-top van. You get a higher center of gravity with
5 possible tip over rates. So, you know, we would request that
6 the SRW be removed, completely, from the bid.

7 If you want to do a dual rear-wheel narrow body then
8 to eliminate some passenger capacity to get agencies more
9 comfortable driving that size of vehicle, that's one thing.
10 You're still providing the stability of a dual rear-wheel.

11 MR. ELLENBERGER: Ken Ellenberger from Rohrer Bus.
12 The single tires were in existence there for a while, and I can
13 only speak through history, accurately, is that they've been
14 pulled from the Pennsylvania contract because what they are, and
15 there are issues with the single tire, especially.

16 MR. RESTON: Scott Reston with Coach and Equipment,
17 and Bus Sales, representing the Coach and Equipment product and
18 I don't agree, at all, with the idea of the single rear-wheel
19 chassis not being a safe chassis. In fact, most of the
20 Metropolitan areas on the East Coast use the single rear-wheel
21 product. Ken talks about Philadelphia, yet the biggest city in
22 Pennsylv -- or talks about Pennsylvania, but the biggest city in
23 Pennsylvania uses the single rear-wheel chassis. It may have a
24 front lift in it rather than a rear lift. The problem with
25 safety on the single rear-wheel chassis is the overloading of

1 the rear axle, and that's the major concern with the Ford QVM
2 program. They insist on the four quarter weight analysis as
3 well as the axle weight analysis. If you're within the
4 guidelines set up by the chassis manufacturers, they are safe
5 vehicles. If you are overloading the vehicles, they are unsafe.
6 And, I'd say that goes back to a previous comment that was
7 mentioned about the different federal standards and the 214 that
8 some of the manufacturers didn't want to meet. With that being
9 an impact test, if we're talking about safety, I would like to
10 think that impact had something to do with safety rather than
11 talking about dual rear-wheel or single rear-wheel chassis that
12 hasn't been proven to involve safety if it's weighted properly.
13 So, there are many agencies out there using the single rear-
14 wheel product that we're familiar with that we sell to, and
15 safety is not an issue with those. If safety is an issue, the
16 concern with the MTA they've written into the bid specification
17 for an impact test. I think the impact test would follow those
18 safety guidelines. And, so I think these things all have to be
19 taken together as one rather than individual items.

20 As far as working with a narrow body with a dual rear-
21 wheel chassis, I'm not sure I understand how that makes sense.
22 If you're looking for a dual using a dual rear-wheel chassis, it
23 would make sense to me that you're using the body that fits that
24 chassis rather than a narrower body. I mean, it doesn't make
25 sense to me from an engineering perspective. It may make sense

1 from a sales perspective, but I really don't think it makes
2 sense from a -- an engineering perspective. So, I think I've
3 addressed the two points in that.

4 MR. COMBS: And, Craig Combs from Colonial. I've got
5 a couple of follow-up comments to Scott. We agree that safety
6 is of the utmost concern to the passengers and MTA. What I
7 disagree with is since the 214 requirement was not required by
8 10,000 pounds and above, we're not saying that we couldn't meet
9 it, we're just saying that it hasn't been crash tested already
10 because it was not required for that class of vehicle.

11 So, with enough time or if you would, you know, if
12 that -- with enough time, sure they could be tested and I don't
13 have any concerns as to whether our manufacturers would meet
14 that requirement. But, up to this point since it's not been
15 required for this class of vehicle, they've not been tested.

16 And then, to follow up, also, on the single rear-wheel
17 comments, you know, I think a lot of that's going to, also, have
18 to do with what MTA stance becomes of the weight requirements
19 per passenger. On single rear-wheel vehicles, all are very
20 weight sensitive to begin with as Pennsylvania has noted, which
21 is why they've removed them from their contract. If we do not -
22 - if MTA takes the stance of not changing the weight requirement
23 back to what is today's current industry standard, you're going
24 to exacerbate an existing problem that has been proven as
25 recently as the past couple of years.

1 MR. ELLENBERGER: Ken Ellenberger from Rohrer Bus. I
2 just want to make one last quick comment on that as an
3 additional follow-up on this. If you want to know what the
4 concerns were -- the reasons why they were pulled off the
5 contract, I suggest you contact Deputy Secretary of
6 Transportation in Pennsylvania, Toby Fauver.

7 MR. HOWARD: I know Toby, very well.

8 MR. ELLENBERGER: You know Toby?

9 MR. HOWARD: Yeah.

10 MR. RESTON: Scott Reston, with Coach and Equipment.
11 I may even save you the phone call. They were probably pulled
12 off the road because they were overweight. And, if they're
13 overweight, that's not good. If they make weight, that's good.
14 So, I would suggest that if you spec'd buses, you spec buses
15 that make weight. And, if you try to put more seats and more
16 passengers, whether they be ambulatory, whether they be
17 standees, whatever they be, if you put more people into the bus,
18 and more seats into the bus than the vehicle is able to handle,
19 you've got a problem. But, if you load the bus properly, with
20 the proper weights, based on whatever weight you decide to put
21 in per passenger, and whichever their position, and if you're
22 able to make weight, then they're safe. If you're not, they
23 aren't.

24 MR. ELLENBERGER: Ken Ellenberger with Rohrer Bus. As
25 far as the work process, I see that it looks like a one award

1 type application. I would request, if you still so choose to
2 have the single tire on the contract after the comments made
3 today, that you will consider breaking the single tires away
4 from the total award, so you would have more people bidding at a
5 better competitive bid.

6 MR. CLAWSON: David Clawson, National Bus Sales. Or
7 as an alternative to that, acknowledge that a dual rear-wheel
8 chassis exceeds the requirement of a single rear-wheel.

9 MR. RESTON: Scott Reston with Coach and Equipment.
10 Now, is it the intent of the MTA to award as is clearly written
11 all of the categories to one vendor or separate categories to
12 separate vendors based on --

13 MR. HOWARD: This would be one vendor for all
14 categories.

15 MR. RESTON: The way it's written, now?

16 MR. HOWARD: Yes.

17 MR. RESTON: Just, and to continue on there, there was
18 one of the categories, I think on page 5, 1.7.4, they talk about
19 the one 38 inch dual rear-wheel and Type 2A and 2B, and
20 typically, I think, 2A is supposed -- the A category is gas and
21 the B category is diesel. And, yet in this category, the A
22 category is gas, and the B category is gas. So, I think we're
23 supposed to have a diesel on that second category.

24 MR. COMBS: In the 2B category.

25 MR. RESTON: I was going to send an e-mail, but.

1 1.7.4, page -- on page 5.

2 MR. COMBS: Of the Tech Specs?

3 MR. RESTON: Of the Tech Specs, yeah.

4 MR. HOWARD: Again, we'll take a look at that and make
5 whatever corrections we believe are necessary.

6 MR. COMBS: Craig Combs from Colonial Equipment. A
7 question about the request approved equals process. Is the
8 intent that -- well, I guess it's a couple part question, but
9 let me just dive into it. The -- if we were to submit requests
10 for approved equals prior to the date, would we receive
11 responses back before the date where we could, then, submit
12 additional requests if necessary or is the intent to submit them
13 all at once, MTA will respond at once?

14 MS. GIBSON: Submit them at once.

15 MS. ELSEY: Mm-hmm. Submit them at once.

16 MR. COMBS: Okay.

17 MS. ELSEY: Yeah. Try to get everything done because
18 we want to put one response out. They'll be posted.

19 MR. COMBS: Okay. No, I just -- sometimes there's,
20 you know, follow-up questions that --

21 MS. ELSEY: Right.

22 MR. COMBS: -- come up, and -- okay.

23 MR. HOWARD: So, we will issue one response for all --

24 MS. ELSEY: Right.

25 MR. HOWARD: -- requests at one time?

1 MS. GIBSON: Yes. Mm-hmm.

2 MR. HOWARD: We won't address them, individually?

3 MS. GIBSON: No.

4 MS. ELSEY: Right. They have -- October 17th is when
5 the approved equals are due, but they can ask questions up until
6 November 20th. They can't ask for anymore approved equals after
7 that.

8 MR. COMBS: Okay.

9 MS. ELSEY: Because of the amount of time it takes.

10 MR. COMBS: Right. No, I understand. I was just
11 trying to see if there was a -- going to be a second available
12 questions asked. I've got another question with regards to the
13 service and maintenance manuals that are being required with the
14 vehicles. Typically, your manual providers, it takes them
15 anywhere from nine months to a year to produce the manuals for
16 the current model year. The bids are requiring that those
17 manuals be provided with the vehicles at delivery. We're
18 stating that nobody will have produced the manuals yet, so they
19 can't be provided at delivery. So, and we'd like to get MTA to
20 respond as to how they would like us to handle that concern. I
21 mean, your Operator's Manuals, obviously, will come. Your
22 Owner's Manuals will come, but it's, specifically, your
23 servicing and shop manuals that will not be available for that
24 model year.

25 MR. HOWARD: Yeah, well, again, we will look into that

1 and figure out if there's an accommodation that needs to be made
2 or not.

3 MR. COMBS: Good.

4 MR. ALTEVOGT: George Altevogt, Rohrer Bus Sales. On
5 page 15 of the Technical Specifications, 16.3.4, "The passenger
6 doors shall be interlocked to prevent the vehicle from moving
7 while the doors are open." Can anyone clarify exactly how they
8 would like us to do that?

9 MR. HOWARD: I would believe that's, um --

10 MR. ALTEVOGT: I mean, currently, right now, I'm out
11 of ideas unless we get like a big cinder block, and just have a
12 guy chase the bus, and then, throw them out in front of the
13 tires, real quick or something. I'm at a loss. The medium duty
14 chassis with an air brake, you know, that is something that's
15 achievable, but on a light duty chassis with a hydraulic braking
16 system without --

17 MR. COMBS: Yeah.

18 MR. ALTEVOGT: putting the vehicle in park --

19 MR. COMBS: You'd have to put it in park --

20 MR. ALTEVOGT: Correct.

21 MR. COMBS: -- in order to be able to interlock it.

22 MR. ALTEVOGT: And, I guess I'm parleying this back
23 off the old medium duty contract where it was stated that driver
24 wants to pull to the stop, have their foot on the brake, they
25 open the door, if they sneeze, jump out of the seat, it doesn't

1 matter. They take their foot off that brake, that bus does not
2 move.

3 MR. HOWARD: Correct.

4 MR. ALTEVOGT: I'm not certain as to how --

5 MR. COMBS: -- In the light duties --

6 MR. ALTEVOGT: -- we're going to achieve that.

7 MR. COMBS: In the light duties, it's not possible
8 unless you put the vehicle in park 'cause then you could use --

9 MR. LEROY: Right.

10 MR. COMBS: -- the OE Park interlock, too. It would
11 keep them from pulling it out of park.

12 MR. ALTEVOGT: And then, there is also, I guess, some
13 options, I guess, the MTA option has a manual door that would
14 not be possible, at all, anyway with the manual door.

15 MR. HOWARD: Okay. Well, again, we will take a second
16 look at our requirement --

17 MR. ALTEVOGT: Thank you.

18 MR. HOWARD: -- and see if we need to make an
19 adjustment.

20 MS. ELSEY: Anymore questions? Yes?

21 MS. VALENTIN: Maritza Valentin with Ricon
22 Corporation. I have a question on -- actually, I just requested
23 on page 28, 31.1.2, you might want to add -- that's calling out
24 for the 1,000 pound lift. You might want to add onto that the
25 word "titanium." Otherwise, the way it's reading there, you're

1 going to end up with the 800 pound lift. So, as we go and get
2 pricing to the bus builders, we want to make sure that they get
3 the right pricing.

4 MR. HOWARD: Okay.

5 MS. VALENTIN: You'll add that right after the word
6 "(unintelligible)" before the "S series," just add the word,
7 "titanium," there, and that calls out the pound lift that's in
8 that specification.

9 MR. HOWARD: Okay. We will, again, take a look and
10 make adjustments as we see -- feel is necessary.

11 MS. ELSEY: Anyone else?

12 [There was no response.]

13 MS. ELSEY: Okay, if there aren't anymore questions --

14 MR. MARTIN: -- Sorry.

15 MS. ELSEY: Uh-huh.

16 MR. MARTIN: Jim Martin with American Truck and Bus.

17 A few -- maybe I'm not smart enough to do this, but I'll give it
18 a shot.

19 [Laughter]

20 MR. MARTIN: On page 6, under the 158 Gas Spec,
21 1.7.5.2, looking for a 6 liter V.8 with 300 horse power, is that
22 -- do they make that?

23 MR. COMBS: Chevy does.

24 MR. MARTIN: Chevy does. Okay, because it was under
25 the Ford. I just want to clarify that that's Chevy. Okay.

1 Thank you.

2 And --

3 MR. COMBS: -- If I can jump in on this. Colonial
4 Equipment, Craig Combs. There's a reference to Flex field
5 vehicles on here. As far as I know, only the 5.4 liter is Flex
6 field.

7 MS. SMART: Heidi Smart with Glaval Bus. The Chevy
8 does offer --

9 MR. COMBS: It is offered?

10 MS. SMART: -- the Flex fields --

11 MR. COMBS: In the 6 liter?

12 MS. SMART: -- the E85 --

13 MR. COMBS: Okay. Okay, so --

14 MS. SMART: -- for the gassing.

15 MR. MARTIN: Also, looking at the height requirements,
16 it's kind of back and forth between page 4, and page 15. Page 4
17 asks for a passenger door height clearance of 76 inches. Then,
18 on page 15, it asks for a clear head of 80 inches or maybe
19 that's a different measurement. Is that -- am I reading this
20 wrong?

21 MR. ALTEVOGT: What was the second page numbers?

22 MR. MARTIN: 15, 16.3.1, third sentence.

23 MR. HOWARD: Okay. Alright, we will --

24 MR. MARTIN: -- But, I don't know if there's a
25 difference between clear opening height and height measured from

1 first depth to door header. Again, I'm, probably, not smart
2 enough to read this thing.

3 [Laughter]

4 MR. HOWARD: We will address that in our written
5 comments.

6 MR. MARTIN: Also, on page 10, as you go through the
7 explanation of the body frame exterior, 12.4, it says, "Exterior
8 wall panels should be durable, aluminum alloy or MTA approved
9 equal," and then, on page -- I should have wrote this down -- on
10 page 12, and 12.19, it says, "Vehicle exterior shall be painted
11 or manufactured from gel code finished fiberglass or pre-primed
12 or pre-painted exterior skins (phonetic)."

13 Could you clarify exterior side walls if you're
14 looking for aluminum or FRP or --

15 MR. HOWARD: Yep. Got it.

16 MR. MARTIN: The Docket 90 that Craig was talking
17 about and Ken was talking about in the bid it seemingly requires
18 that a standard, but then it's in the option sheet. So, if we
19 could clarify it as to whether the MTA wants a Docket 90
20 requirement as standard under the Seats section or if they want
21 it as an option, would help us.

22 And, there are a few areas throughout the bid, for
23 example, on page 15, in regards to the wheelchair door, 16.5.2
24 in the last sentence it says, "The design of the door shall be
25 approved by the MTA." Is that something you want us to provide

1 before we manufacture the bus or are you going to go for pre-
2 inspection and say, 'No, we don't like that door?' And, if so,
3 how do we go about that?

4 And, there's several --

5 MR. HOWARD: Sure.

6 MR. MARTIN: -- areas throughout the bid that asks
7 that, as well. Just so we have an idea of when to provide you
8 the information in regards to the design of what you're asking
9 for.

10 MR. HOWARD: Okay.

11 MR. MARTIN: I think I have one more. And, again,
12 maybe I'm just not smart enough to find this, but on page 20, in
13 Section 21.12, it says, "Interior decals shall be as per ADA
14 regulations, MDOT regulations, and Section 3.32 of the
15 Specification. I had a tough time finding Section 3.32, but
16 maybe you can point it out to me.

17 [Laughter]

18 MR. MARTIN: I don't know if --

19 MR. HOWARD: If you couldn't find it.

20 MR. MARTIN: No, I'm not a very smart individual.
21 Anyone find it?

22 MR. COMBS: Which page was that reference on, Jim?

23 MR. MARTIN: It's page 20, 21.12. And, it references
24 Section 3.32. I mean, I know these things are extremely
25 difficult to write. I'm not trying to beat you up. It's just -

1 -

2 MR. HOWARD: That's why we're here.

3 [Laughter]

4 MR. LEROY: It probably means to reference Section
5 32.5.

6 MR. MARTIN: 32.5?

7 MR. LEROY: Yeah, that's where it talks about decals.

8 MR. MARTIN: 32.5. Thank you.

9 MR. COMBS: Yeah, on page 30.

10 MR. MARTIN: On page 31? Is that where we're looking?

11 MR. HOWARD: Yeah.

12 MR. MARTIN: 32.5?

13 MR. HOWARD: Yeah, we will clarify in our written
14 comments. We don't think it's probably the right direction.

15 MR. MARTIN: Okay. Thank you. Sorry for picking on
16 you.

17 [Laughter]

18 MR. ALTEVOGT: George Altevogt, Rohrer Bus Sales. I
19 don't know if you covered this Jim, I couldn't hear you, but it
20 says page 6, 1.7.5.1, "Chassis shall be beneath 450 cut away
21 chassis, and it shall be a 6 liter V8 with a 300 horse power
22 minimum."

23 MR. MARTIN: I did, but, I guess, the --

24 MR. ALTEVOGT: Okay.

25 MR. MARTIN: -- response is that it's 6 liters for the

1 Chevy chassis, so.

2 MR. ALTEVOGT: I know, but it says it must be a Ford
3 or equal 450 cut away.

4 MR. MARTIN: Or approved equal.

5 MR. HOWARD: Or approved equal, so

6 MR. ALTEVOGT: Is the MTA just going to change that to
7 a Chevrolet or are you going to write in a Spec for like a V-10?

8 MR. HOWARD: I -- we will have to -- again, we'll have
9 to address that in our written comments.

10 MR. ALTEVOGT: So, (unintelligible).

11 MR. MARTIN: It does say, "minimum," so.

12 MR. HOWARD: Yeah. We'll --

13 MR. ALTEVOGT: -- Actually, that's, also, in Section
14 1.7.7.1 and .2. It's on the same page.

15 MR. HOWARD: Right. Alright, yep. We'll address that
16 in our comments -- response.

17 MR. ELLENBERGER: Ken with Rohrer Bus. Just a
18 clarification question. In your comments -- responses to this
19 meeting, today, will be sent when?

20 MS. ELSEY: I'm not sure how long. I have to get the
21 minutes back and we have to go through and get all the concerns
22 answered.

23 MR. ELLENBERGER: Well, the reason I asked that if it
24 will be before our submission of a request for approved equals,
25 it might save a lot of time on everybody's part if some of this

1 stuff is already changed because of your review to give us time
2 to see what you have, so that we can submit our request for
3 approved equals based on that. I would ask that you consider
4 the deadline for the requests for approved equals be, you know,
5 at least a week after that based on your timeframe.

6 MS. ELSEY: Keep an eye on the MTA website. I will be
7 posting any changes on there. We're going to have to discuss
8 that. Okay? I understand.

9 MR. ELLENBERGER: Yeah, just it will save everybody a
10 lot of work --

11 MS. ELSEY: Sure.

12 MR. ELLENBERGER: -- it's up to you.

13 MS. ELSEY: Sure.

14 Okay. Anything else?

15 MR. COMBS: Yeah, I'm not finding the section at the
16 moment. This is Craig from Colonial Equipment, again. The --
17 there's a Section that references for the warranties that the
18 contractors required to provide pick-up and delivery of the
19 vehicle for warranty purposes. That's -- I think, in a lot of
20 instances, that would be prohibitive. It's one thing if the
21 vehicle is not drivable. You know, but if a customer has a
22 warranty concern like their -- you know, just their air
23 conditioner is not blowing cold and it needs service, I think
24 you're opening a large area of concern for the contractors for
25 who then determines whether the vehicle needs to be picked up or

1 delivered.

2 I would recommend that we fall back more on, you know,
3 in this case, either Ford or Chevy's determination of what their
4 Roadside Assistance will provide for picking up the vehicle
5 where appropriate and not require the vehicle to be picked up
6 and delivered for non-drivability issues.

7 MR. HOWARD: We'll take a second look. Again, we'll
8 address the --

9 MR. COMBS: Okay.

10 MR. HOWARD: -- request in our response.

11 MS. ELSEY: Yes?

12 MR. SULLIVAN: Jack Sullivan, Freedman Seating. In
13 Section 23.9, on seat dimensions, you have a minimum seat back
14 measurement. I'm not sure how you're measuring them. But, a
15 low-back is 22 inches and a mid back is 24 inches. I gave
16 Travis drawings if --

17 MR. COMBS: And, to, you know, clarify, the MTA's
18 intent is to get a mid-back, not a low-back; is that correct?
19 It's what been in the past.

20 MR. LEROY: I think it's in there somewhere. Yeah,
21 mid-high.

22 MR. COMBS: Okay.

23 UNIDENTIFIED SPEAKER: 23 --

24 MR. MARTIN: 23.3.

25 MR. HOWARD: Yeah. That's correct.

1 MS. ELSEY: Okay. And, remember you can e-mail me the
2 -- any questions you have. Okay, and I will try to get a
3 response as quickly as possible. And, when you see the response
4 come out, if they still aren't clear to you, feel free to send
5 another e-mail as long as you're in the timeframe.

6 MR. MARTIN: Are you going to provide all the vendors
7 with questions and responses, too?

8 MS. ELSEY: What's going to happen, we'll post it on
9 the MTA's website.

10 MR. MARTIN: Okay.

11 MS. ELSEY: Okay?

12 Okay. Anything else?

13 [There was no response.]

14 MS. ELSEY: If that's all, then, thank you for coming
15 and I hope you all can bid.

16 (AT 11:00 A.M., THE MEETING WAS ADJOURNED)

17

18

19

20

21

22

23

24

25

CERTIFICATE OF TRANSCRIBER

I, hereby, certify that the Maryland Department of Transportation, Maryland Transit Administration Pre-Bid Conference for Contract No. T-8000-0368 held at 6 St. Paul Street in Baltimore, Maryland on October 11th, 2012 was recorded by means of electronic sound recording.

I further certify that, to the best of my knowledge, That the foregoing pages represent a complete and accurate transcript of the electronic sound recording of the conference as transcribed by me.

I further certify that I am neither a relative to any employee, herein, or an employee of MTA, and that I have no interest in the outcome of this solicitation and subsequent award.

In witness whereof, I have affixed my signature this 18th day of October, 2012.

By: 

Lisa P. Campbell
Transcriber