

**ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VIRGINIA 22201**

NOTICE OF RIDER CONTRACT

TO: KINGMOR SUPPLY, INC. 6187 SOUTH VALLEY PIKE MT. CRAWFORD, VIRGINIA 22841	DATE ISSUED: CURRENT REFERENCE NO: CONTRACT TITLE:	<u>10/8/2021</u> <u>22-DES-R-389</u> <u>INTERNATIONAL ELECTRIC SCHOOL BUSES</u>
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**THIS IS A NOTICE OF A RIDER CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE
VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.**

Arlington rides the Lead Agency's contract referenced below for the goods and services so referenced. The contract documents consist of this notice and terms and conditions of the Lead Agency Agreement including any attachments or amendments thereto.

LEAD AGENCY NAME: COMMONWEALTH OF VIRGINIA

LEAD AGENCY CONTRACT NUMBER: E194-84826

EFFECTIVE DATE: 10/8/2021

EXPIRES: 7/8/2023

RENEWALS: 1 (ONE) 12 (TWELVE) MONTH RENEWAL REMAINING

LIVING WAGE: N

ATTACHMENTS:

ATTACHMENT A – COMMONWEALTH OF VIRGINIA CONTRACT NUMBER E194-84826

EMPLOYEES NOT TO BENEFIT:

NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: STEVE MITCHELL

VENDOR TEL. NO.: (800) 782-4474

EMAIL ADDRESS: STEVE@KINGMORSUPPLY.COM

COUNTY CONTACT: MATT DAVILA (DES-EB)

COUNTY TEL. NO.: (703) 228-6467

COUNTY CONTACT EMAIL: CMDAVILA@ARLINGTONVA.US



COMMONWEALTH OF VIRGINIA
DIVISION OF PURCHASES & SUPPLY (DPS)
1111 East Broad Street, Richmond, Virginia 23219

Contract Number E194-84826
IC Battery Electric School Buses

CONTRACT PERIOD	July 9, 2021 through July 8, 2023
CONTRACT TYPE	Optional Statewide
RENEWALS REMAINING	1 one-year
AUTHORIZED USERS	Commonwealth of Virginia state agencies, institutions of higher education & other public bodies as authorized and defined in the Code of Virginia §2.2-1110, 2.2-1120, and 2.2-4301
CONTRACTOR & eVA ID #	Kingmor Supply Inc. E2826
CONTRACTOR(S) POINT OF CONTACT	Steve Mitchell 800-782-4474 steve@kingmorsupply.com
BUILD OUT/FACTORY CUT OFF DATE	TBD
MINIMUM ORDER	N/A
PAYMENT TERMS	Net 30
DELIVERY	180 - 270 Calendar Days ARO
DPS CONTRACT OFFICER	Pamela Copeland 804-786-4068 Pamela.copeland@dgs.virginia.gov
COMMODITY CODE(S)	06517
LAST UPDATE & PURPOSE	July 9, 2021 Award

INFORMATION:

1. Ordering Method: All Authorized Users placing orders against this Contract must place purchase orders through eVA.
2. Purchase Order Information: When placing an eVA order, follow the Buyer Guide. This guide may be found on eVA (Click on "I Buy For Virginia", then on "eVA Buyer Training", then on "Buyer Guide").
3. Authorized User Acceptance: Inspection and acceptance upon delivery and approval of Contractor's invoice is the responsibility of the receiving Authorized User.

OVERVIEW:

IC School Buses – IC Battery Electric School Buses
See pricing schedule for current model year pricing, passenger/types and options

PRICING

See attached pricing schedule.

This document is provided only as a summary of the Contract. A complete and official copy of the Contract and any associated changes are available on the eVA State Contracts webpage OR at the offices of the Division of Purchases and Supply.

Contract Summary: E194-84826

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Attachment G - Goods and Pricing Schedule RFP#531 (ADDENDUM #3)

**Please fill out one sheet for each Battery Electric School Bus
Type C - Capacity offered**

Manufacturer Name/Vendor Name	IC BUS
Model Number	PB10500
Description: Bus Type/Max Passenger Capacity (Length)	Type C/53 Max Passenger Capacity (Length 26'08")

(PART 1 below) Base Standard Bus Features - bidders shall list description of Standard Bus with Standard Equipment. Standard Equipment shall include as a minimum, but not limited to, features below (A thru N).
(PART 3 below) Additional Options, Upgrades equipment on the offered bus shall be individually listed and each optional item shall have line item prices shown.

PART 1, BASE STANDARD BUS FEATURES		
Body		New 2020 or most current model year.
A) Model Year		2022
B) Maximum passenger capacity		53
C) Electric propulsion system, drive motor manufacturer		DanaTM4 Sumo MD
D) Continuous rated power kW:		190KW
E) Horsepower: Peak		355 HP 255 KW
Intermediate		N/A
Continuous		215 HP 160 KW
		Model # (as applicable)
F) Power Train -		MD HV2200-6P
Maximum speed (mph)	62	
Motor		Permanent Magnet Type
Torque		990Nm (continuous) 2350 Nm peak
Drive		Direct
G) Battery		
Battery or Energy Storage System (ESS) manufacturer		CATL
Battery Management System type		CATL
Battery Capacity		105 KWH 210 KWH 315 KWH
Nominal Voltage		203V (per battery pack) Potential of (3) packs per bus 609V
H) Operating efficiency:		
Nominal mileage range (miles and kWh)		70 mi/kwh, 135 mi/210kwh, 200 +mi/315kwh
Operational mileage range (miles and kWh)		200 mi+ (utilizing 3 battery packs)
I) Chasis		
Gross Vehicle Weight Rating (GVWR) in lbs		276 WB=33,000 lbs 217 WB=31,000 lbs
Transmission		None - direct drive
J) Vehicle energy storage - available capacity in kWh		105 KWH (dependent on user choice)
K) Charging time (0% to 100%)		600 min @ 19.2 KW AC; 360 min @24 KW DC; 240 min @ 50 KW

L) Recharge port location	RH side front aft of entrance door standard, RH rear aft of axle optional	
M) Primary "regenerative" brake system	User Controllable with 3 levels of regeneration available	
N) Auxiliary brake system	Service brakes are air disc-standard	
(add others as applicable)		

PART 2, BASE STANDARD BUS - List Quantity Discount Prices

(All prices are to be in United States dollars)/ (Enter data in highlighted areas only)

Discount for volume level (these are suggested volume levels, if contractor can provide a more advantageous price utilizing different volume levels, please include in the proposal as an alternative pricing schedule):	Volume Level / Purchase Qty →				
		1 to 10/each	11 to 20/each	21 to 30/each	31 +/each
Base Price		\$431,601.25	\$431,601.25	\$429,101.25	\$429,101.25
Less Discount		20.00%	20.00%	20.00%	20.00%
Net Price		\$345,281.00	\$345,281.00	\$343,281.00	\$343,281.00
Delivery Price (flat fee)		\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Total Bid Price (add net price + delivery price)		\$346,281.00	\$346,281.00	\$344,281.00	\$344,281.00

PART 3, ADDITIONAL OPTIONS, UPGRADES

A. Purchase of Battery Charging System: charging equipment only (ref. pg.7, Section III. B.4(h) - no infrastructure/installation prices required	Power (kW)	Approximate Charging Time in minutes (empty battery/0 to 100%)	Manufacturer/Brand	Discount %	Price/per unit
1. Level 2 Alternating Current (AC) Charging Station	19.2 KW	15.5 HRS 300 KW Battery	JUICE BAR	20	\$6,454.00
2. Level 3 Direct Charge (DC) Charging Station	24 KW	6 HRS 200 KW Battery	ABB	20	\$10,653.00
3. Level 3 Direct Charge (DC) w/vehicle to grid technology (Optional)	60 KW	3 HRS 200 KW Battery	RHOMBUS/NUVE	20	\$62,280.00

B. Option Description (i.e. Child Reminder, auxillary heater, battery pack upgrade and/or spare) The optional equipment on the proposed bus must be individually listed. Each item shall include a line item with Description, Unit of Measure and Price. Please list at least 15 options most likely to be requested by localities.	Option Code	List (MSRP) Price \$	Discount %	Contract Amount \$	Unit of measure
Air Conditioning	KING-120	\$33,700.00	20.00%	\$26,960.00	per bus
Rubber Fenders	49GUK	\$170.00	20.00%	\$136.00	per bus
Mud Flaps	49GVC	\$260.00	20.00%	\$208.00	per bus
Mud and Snow Rear Tires	7322138107	\$105.00	20.00%	\$84.00	per bus
Pebble Top Step Treads	48RZJ	\$0.00		\$0.00	per bus
Oil Lubricated Wheel Bearings	29580	\$66.25	20.00%	\$53.00	per bus
On Spot Chains	4021	\$2,687.50	20.00%	\$2,150.00	per bus

AM-FM Radio with P/A	49DDA	\$791.25	20.00%	\$633.00	per bus
Vandal Locks	47DEH	\$683.75	20.00%	\$547.00	per bus
Heated Mirrors	49DMT	\$215.00	20.00%	\$172.00	per bus
Heated Remote Mirrors	49EXD	\$722.50	20.00%	\$578.00	per bus
Full Acoustical Ceiling	47APR	\$617.50	20.00%	\$494.00	per bus
White Roof	47NKC	\$970.00	20.00%	\$776.00	per bus
Tinted Glass	48BTV	\$640.00	20.00%	\$512.00	per bus
Child Restraint Seats	48XCH	\$1,521.25	20.00%	\$1,217.00	per bus
Driver's Overhead Storage Compartment	49GDG	\$428.75	20.00%	\$343.00	per bus
PLEASE NOTE: Some "Authorized User(s)" may not require/need a 30-Day Tag. Please provide the amount an "Authorized User" will be credited for not requiring/need a tag (per bus). Delete Option Name: Waiving the 30-Day Tag required in IX. Special Terms and Conditions, paragraph #30 Vehicle Preparation.		no charge			

	% Off MRSP/Catalog/List
For unlisted options (not listed above), please provide a percentage off MSPR/Catalog price	20.00%

PART 4, WARRANTY				
Standard Warranty - minimum shall be as follows:	Meets Minimum Requirement Yes/No	Provide Years and Mileage, if does not meet minimum		
Vehicle: Five (5) years, 100,000 miles	yes			
Batteries: Eight (8) years, 175,000 miles	yes			
Electric Motor: Five (5) years, 100,000 miles	yes			
Gearbox: Five (5) years, 100,000 miles	yes			
Extended Warranty and Price (include coverage description, number of years, and price)	Coverage	List Price \$	Discount %	Contract Amount \$
Vehicle:	call for custom quote			\$0.00
Batteries:	call for custom quote			\$0.00
10 years	250,000 miles			\$2,400.00
12 years	250,000 miles			\$4,800.00
15 years	250,000 miles			\$9,300.00
Electric Motor:	call for custom quote			\$0.00
Gearbox:	call for custom quote			\$0.00
For other major systems	call for custom quote			\$0.00
Post-Warranty Maintenance	Contract Amount			
Labor (hourly rate)	\$ / per hour	\$115.00		
Parts (Discount Percentage)	% discount off of	25.00%		

Attachment G - Goods and Pricing Schedule RFP#531 (ADDENDUM #3)

**Please fill out one sheet for each Battery Electric School Bus
Type C - Capacity offered**

Manufacturer Name/Vendor Name	IC BUS
Model Number	PB10500
Description: Bus Type/Max Passenger Capacity (Length)	Type C/77 Max Passenger Capacity (Length 34'02"

(PART 1 below) Base Standard Bus Features - bidders shall list description of Standard Bus with Standard Equipment. Standard Equipment shall include as a minimum, but not limited to, features below (A thru N).
(PART 3 below) Additional Options, Upgrades equipment on the offered bus shall be individually listed and each optional item shall have line item prices shown.

PART 1, BASE STANDARD BUS FEATURES		
Body		New 2020 or most current model year.
A) Model Year		<u>2022</u>
B) Maximum passenger capacity		<u>77</u>
C) Electric propulsion system, drive motor manufacturer		<u>DanaTM4 Sumo MD</u>
D) Continuous rated power kW:		<u>190KW</u>
E) Horsepower: Peak		<u>355 HP 255 KW</u>
Intermediate		<u>N/A</u>
Continuous		<u>215 HP 160 KW</u>
		Model # (as applicable)
F) Power Train -		<u>MD HV2200-6P</u>
Maximum speed (mph)		<u>62</u>
Motor		<u>Permanent Magnet Type</u>
Tourque		<u>990Nm (continuous) 2350 Nm peak</u>
Drive		<u>Direct</u>
G) Battery		
Battery or Energy Storage System (ESS) manufacturer		<u>CATL</u>
Battery Management System type		<u>CATL</u>
Battery Capacity		<u>105 KWH 210 KWH 315 KWH</u>
Nominal Voltage		<u>203V (per battery pack) Potential of (3) packs per bus 609V</u>
H) Operating efficiency:		
Nominal mileage range (miles and kWh)		<u>70 mi/kwh, 135 mi/210kwh, 200 +mi/315kwh</u>
Operational mileage range (miles and kWh)		<u>200 mi+ (utilizing 3 battery packs)</u>
I) Chasis		
Gross Vehicle Weight Rating (GVWR) in lbs		<u>276 WB=33,000 lbs 217 WB=31,000 lbs</u>
Transmission		<u>None - direct drive</u>
J) Vehicle energy storage - available capacity in kWh		<u>105 KWH (dependent on user choice)</u>
K) Charging time (0% to 100%)		<u>600 min @ 19.2 KW AC; 360 min @24 KW DC; 240 min @ 50 KW</u>

L) Recharge port location	RH side front aft of entrance door standard, RH rear aft of axle optional	
M) Primary "regenerative" brake system	User Controllable with 3 levels of regeneration available	
N) Auxiliary brake system	Service brakes are air disc-standard	
(add others as applicable)		

PART 2, BASE STANDARD BUS - List Quantity Discount Prices					
(All prices are to be in United States dollars)/ (Enter data in highlighted areas only)					
Discount for volume level (these are suggested volume levels, if contractor can provide a more advantageous price utilizing different volume levels, please include in the proposal as an alternative pricing schedule):	Volume Level / Purchase Qty →	1 to 10/each	11 to 20/each	21 to 30/each	31 +/each
	Base Price		\$436,588.75	\$436,588.75	\$434,088.75
Less Discount		20.00%	20.00%	20.00%	20.00%
Net Price		\$349,271.00	\$349,271.00	\$347,271.00	\$347,271.00
Delivery Price (flat fee)		\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
Total Bid Price (add net price + delivery price)		\$350,271.00	\$350,271.00	\$348,271.00	\$348,271.00

PART 3, ADDITIONAL OPTIONS, UPGRADES					
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Pebble Top Step Treads	48RZJ	\$0.00		\$0.00	per bus
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	% Off MRSP/Catalog/List
For unlisted options (not listed above), please provide a percentage off MSPR/Catalog price	20.00%

PART 4, WARRANTY				
Standard Warranty - minimum shall be as follows:	Meets Minimum Requirement Yes/No	Provide Years and Mileage, if does not meet minimum		
Vehicle: Five (5) years, 100,000 miles	yes			
Batteries: Eight (8) years, 175,000 miles	yes			
Electric Motor: Five (5) years, 100,00 miles	yes			
Gearbox: Five (5) years, 100,00 miles	yes			
Extended Warranty and Price (include coverage description, number of years, and price)	Coverage	List Price \$	Discount %	Contract Amount \$
Vehicle:	call for custom quote			\$0.00
Batteries:	call for custom quote			\$0.00
10 years	250,000 miles			\$2,400.00
12 years	250,000 miles			\$4,800.00
15 years	250,000 miles			\$9,300.00
				\$0.00
Electric Motor:	call for custom quote			\$0.00
Gearbox:	call for custom quote			\$0.00
For other major systems	call for custom quote			\$0.00
Post-Warranty Maintenance	Contract Amount			
Labor (hourly rate)	\$ / per hour	\$115.00		
Parts (Discount Percentage)	% discount off of	25.00%		