

Vehicle Advertising Services

Scope of Work

Prepared by: Metro

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Regional Metropolitan Transit Authority of Omaha, d/b/a/ Metro
2222 Cuming Street
Omaha, NE 68102

SECTION 2- SCOPE OF Work

2.1 PROJECT SCOPE

In general, the Metro is requesting proposals from qualified certified companies to sell and install approved transit advertising on Metro assets. At the time of this RFP, the assets available are the exteriors and interiors of Metro buses and paratransit vans, as well as a minimal number of shelters, are defined in scope. This work consists of all labor, tools, and equipment required for procurement services, as well as all bonds, permits, and insurance necessary for this project and as required by Federal and State Laws and City Ordinances; and the general mobilization of equipment required for the completion of the work as stated in the RFP Documents. The cost proposal shall include all permits and fees, as required, to perform the project, unless otherwise noted in the RFP Documents.

2.2 Advertising Program Objectives

The major objectives that Metro wishes to achieve in the transit advertising sales program are as follows:

- To maximize the advertising revenues paid to Metro. Metro seeks a contractor to continue to grow the transit advertising program.
- To assist Metro with advertising and promoting its programs and services. Metro frequently uses both interior and exterior transit advertising to market various aspects of its service and to provide information to passengers.
- To properly maintain Metro's fleet of vehicles with respect to advertising. Advertising on Metro vehicles must be attractively presented, and the use of advertising must not create safety hazards for passengers or Metro employees. The advertising must not cause damage to wash racks or other Metro equipment. Metro does not use advertising frames and the application of the signs and adhesives must not permanently damage the standard paint scheme.
- To minimize the impact of posting activities for Metro's Maintenance personnel. Metro's Maintenance personnel are not responsible for posting signage.
- To assist non-profit and community organizations and institutions with public service advertising when unsold space is available.
- Adhere to the Board-approved Advertising Policy, included with this RFP document.

If, during the scope of this contract, other assets become available for advertising due to changes in local ordinance or changes in the Metro fleet, the successful contractor would be expected to sell and install advertising on said assets unless notified otherwise.

2.3 REQUIREMENTS

1. Metro is looking for an Advertising Sales Partner (Contractor) that can provide professional, highly qualified advertising sales for all transit assets. This includes, but is not limited to:
 - The successful contractor, at its own expense, will be responsible for posting advertising signs, removing outdated signs, and removing any signs rejected by Metro.

- Installation and on-going maintenance of signs and other necessary activities of the successful contractor must not interfere with Metro operations.
- Metro will provide a small space in the Maintenance area to the successful contractor for the handling and storage of advertising signs. The successful contractor is responsible for keeping this work area neat and clean and will dispose of all outdated, damaged, or otherwise unusable signs.
- Access to vehicles will be provided only at times consistent with the operational hours of the operating facility. All work on buses should be done during off-peak times – midday, on weekends, and evenings-- whenever possible. If indoor work must be done, such as in the case of full wraps, notice should be given to the Maintenance Director or Maintenance Manager. Vehicles will not be removed from service for the purpose of installing or removing advertising signs.
- Proposers should note that they may utilize the services of a subcontractor for the installation of the signs on the buses.
- Existing advertisements should be removed prior to the placement of new advertisements. In simpler terms, advertisements should not be layered one on top of the other.
- The successful contractor will be responsible for any paint damage on buses when wraps or directly applied signs are removed and shall compensate Metro for the expense incurred to repaint the damaged sections.
- The designs for illustrated/wrapped buses shall be such that they minimize the amount of window space covered by the promotional message. It is preferred that the windows remain clear of advertising whenever possible. When full window coverage does occur, it must include “perf” so visibility is maintained for passengers of at least 50%. In addition, the advertising message shall not cover any of the following:
 - i. Destination signs on the bus (front and side)
 - ii. The bus number wherever it appears on the bus*
 - iii. Safety related signs such as “This vehicle stops at all RR crossings”, etc.*
 - iv. Any glass areas needed by the operator for full visibility while driving, including the front and rear windows, as well as the curbside window adjacent to the front entry door. One Metro logo/identifier per side.

*Note: Signage or markings that are not to be covered by advertisements may be incorporated into the wrap design or vinyl application. Vehicle numbers should be included as part of a full wrap design or applied as “cut vinyl.”

2.4 TRANSITION OF CURRENT ADVERTISING CONTRACTS (if applicable)

Metro currently has a contract for advertising that is anticipated to end in early 2023 with the execution of a new advertising contract.

After a new contract with Metro is executed there shall be a six (6) month transition period where most of the advertising placed by the prior contractor will end. There will possibly be up to 5% of

the advertising from the prior contractor that may extend out up to twelve (12) months beyond the execution of a new contract.

The contractor shall set forth in their submission their proposed method for handling the transition of contracts over this 5% that carry-over beyond the six (6) month transition period and a plan for seamless transition for all parties involved.

FINANCIAL REQUIREMENTS

1. REVENUE SPLIT AND MINIMUM GUARANTEE

Each proposal that is submitted to Metro for the transit advertising RFP must contain a percentage of gross amounts from advertising received by the contractor. The term "gross amounts from advertising" means the gross cash sums actually received by the contractor as payment from advertisers for the display of their advertisements after deductions of:

- Commissions, if any, retained by the advertising agencies.
- The amount of any and all sales, use, gross receipts, and similar taxes imposed upon the contractor in respect to the business transacted under the contract, but excluding income and property taxes.

The contractor shall set forth in full in its proposal the proposed terms of contract and financial benefit to Metro for transit advertising in and on Metro's buses. The contractor shall indicate the percentage of revenue to be paid to Metro, which may vary by year and by projected revenue in any year.

Proposer may include a guaranteed minimum monthly payment to Metro, regardless of the contractor's gross revenues from its advertisers. If a guarantee is proposed, the guarantee will be renegotiated in the event that Metro's fleet size and/or the amount of authorized advertising space is reduced by ten (10) percent or more at any time during the period of the contract. The contractor shall indicate the amount of this minimum monthly payment, if applicable.

No posting charges, removal and/or any other miscellaneous fees may be charged to Metro for the placement or removal of exterior and interior signs.

2. PAYMENTS

Payments are to be made monthly. Payments earned in any one month are due no later than the 20th day of the following month. If a guarantee is part of the contract, the contractor must pay twenty-five (25) percent of the agreed upon minimum annual guarantee by the 20th day of the following month for each quarter of the calendar year.

The only authorized deductions from this amount will be bad debts, as defined below.

3. BAD DEBTS

Deductions for bad debts may only be made once a year, at the time of the annual reconciliation, for bills ninety (90) days or more in arrears which have formally been declared non-collectable by the contractor. The contractor must receive written permission from Metro before a bill can be declared a bad debt. If a bill that has been declared a bad debt is subsequently collected, the contractor must then forward a payment to Metro based on the standard revenue split.

SERVICE REQUIREMENTS

1. Metro MARKETING AND PROMOTION

Providing that Metro's Finance Director or his/her designee give sixty (60) days advance notice to the contractor, Metro shall have the right at its sole discretion to the exclusive use of no more than fifteen (15) percent of each type of exterior advertising. Additionally, Metro shall have the right to the exclusive use of a minimum of eight (8) interior cards in each Metro coach at all times. Metro shall also have the right to use any unsold advertising space for the same purposes. Metro's use of advertising space for self-promotion may be pre-empted by paid advertisements only with the prior permission of the Finance Director.

Metro will collaborate with the contractor so as not to take away valuable revenue advertising space for potential advertising customers.

2. PUBLIC SERVICE ANNOUNCEMENTS

The contractor must develop a program that discounts the cost of posting advertising for non-profit agencies or organizations when unsold space is available. Contracts between the successful contractor and public, charitable or educational advertising clients must be executed and processed in the same manner as for-profit advertising clients. Metro reserves the right to offer interior ad space to certain public, charitable or educational entities free of charge. Such clients are responsible for the production and installation costs for said signs

3. TRADES, DISCOUNTS AND BONUSES

No trades are permitted without the prior written consent of the Finance Director. Discounts or bonuses will be permitted without a prior written approval providing all of the following conditions are met: such a transaction results in a direct financial benefit to Metro and in no way relates to the sale of transit advertising on other transit systems; the contractor is prohibited from receiving any consideration or commission other than payments from which Metro receives a cash percentage; and discounts or bonuses are clearly itemized with appropriate footnotes in the contractor's sale contracts.

4. REPORTS/PAYMENT

Along with each monthly payment that is due by the 20th day of the following month, the contractor shall include:

- A statement of gross billings generated by the contractor during the period, for which the monthly payment is made, signed by a responsible officer.
- An account activity summary that shall include a percentage allocation of gross billings by client categories. The client categories are commercial, political, public service announcements.
- A copy of all advertising contracts that were executed during the previous month.

The monthly payment should be directed to the Metro Finance Department and the report is to be directed to the Finance Director.

Metro requires the ability to view a current list of vehicles at any given time with ad space sold and for the specific period of time.

5. SCHEDULE OF RATES AND CHARGES

On or before the first business day of each calendar year, the contractor shall submit to Metro's Finance Director a complete schedule of rates and charges for all advertising charges under the proposed agreement.

6. CHARACTER OF ADVERTISEMENTS

All advertisements shall comply with the Metro Board Approved Advertising Policy as included in Exhibit A.

All advertising shall be printed and displayed in a neat and professional manner. The successful contractor shall maintain all displayed advertising so as to ensure its neat appearance, and promptly remove all advertising that is worn or otherwise unsightly in appearance. Metro reserves the right to require the successful contractor to promptly remove, at the contractor's own expense, any advertising which, in the opinion of Metro, is unsightly in appearance. The successful contractor further agrees to remove dated advertising no later than seven (7) calendar days following the final date of an advertised event or offer. Metro reserves the right to reject any proposed advertising. Advertising may be rejected that does not follow the specifications and/or character of the Advertising Policy which is included as a part of this RFP.

ADDITIONAL PROVISIONS

1. VEHICLE ADVERTISING SPACE

As of the issuance date of the RFP our current fleet contains 141 vehicles. See Appendix B for full details. Additional vehicles may become available for advertising during the term of the contract covered by this RFP.

Metro currently has the following types of exterior advertisements (and their approximate sizes) on the vehicles. Metro is open to other sizes, options. Sizes are only approximate or not stated as they will vary based on the final model used for advertisement.

1. Full Wrap (30', 35', and 40' buses) – covers entire bus and windows; is an exterior display appearing on the entire bus
2. Half Wrap (30', 35', and 40' buses) – covers entire side of bus and windows; is an exterior display appearing on either the entire street or curb side of the bus
3. King Kong Wrap – covers top to bottom between wheels
4. Tail Wrap – covers entire back of the bus
5. King – covers portion of street side of the bus under the windows and between the wheels
6. Queen – covers portion of curb side of the bus under the windows and between the back door and the front wheel
7. King/Queen and headliner – covers the full length of the bus above the windows and are paired with either a king or queen ad
8. Tail – covers portion of the bottom half of the bus back
9. Paratransit van rear
10. Paratransit van driver side
11. Interior – overhead ad in bus interior (car cards)

Metro requires direct application of the advertising and does not allow the use of ad frames. Advertising should be limited to the bottoms of the windows down except for wrapped illustrated buses with the written approval of Metro.

A maximum of 15% of the available fleet will be eligible for fully wrapped illustrated buses. Advertising for any one client and/or product can use no more than 25% of space for each type of available advertisement space.

Metro has 26 Paratransit Vans where advertising is limited to the rear and drivers' side of the coach.

All designs for illustrated buses must have the written approval of the Finance Director.

Advertising will be limited to only revenue vehicles. Metro's non-revenue vehicles and specific subfleets will be exempt from this advertising contract. The currently excluded subfleets are ORBT and electric buses. Metro reserves in its sole and absolute discretion the right to designate subfleets not eligible for advertisement. The designation of ineligible subfleets will be done with advance notice to the advertising contractor and shall not change the overall percentage of the fleet available for advertisement.

2. ADDITIONAL ADVERTISING

Metro reserves the right to consider and implement other types of advertising media for bus interiors and exteriors at any time during the term of this contract. Such media may include, but not be limited to, advertising methods using various types of new technology. Such advertising methods would be contracted and implemented to Metro's best advantage.

Metro's Finance Director or his/her agent must give written approval of the use of any new type of interior or exterior signage.

3. OWNERSHIP AND MAINTENANCE OF EQUIPMENT

The contractor, at its own expense, shall furnish all new displays, artwork, and other such equipment. Metro will retain full title and ownership rights to all of this equipment once it has been installed.

The contractor will also be responsible, at its own expense, for the maintenance of all artwork on all illustrated buses during the term of the contract. Material that becomes torn or absent during normal operation, maintenance of the coach and vehicle accidents must be replaced at the expense of the contractor in a timely fashion.

The contractor shall be responsible for removing the advertising material from an illustrated bus no later than seven (7) calendar days after the expiration of the advertising contract.

4. CONTRACTOR'S INSURANCE REQUIREMENTS:

Prior to the submission of the proposal, it is the responsibility of the Contractor to determine the availability of the required minimum insurance coverages as provided in this Section of the solicitation. Failure to comply with the minimum insurance coverages requirements by Contractor may result in disqualification.

Contractors shall acquire insurance at their own respective expense and maintain insurance in full force and effect for the contractual term set forth in Section XX of this solicitation, having the minimum coverage amounts of:

- A. Workers' Compensation insurance coverage at the minimum State of Nebraska statutory limits of \$100,000 per occurrence, \$100,000 per employee, with an aggregate minimum policy of \$500,000 of employers liability per year.
- B. Professional Liability, Advertisers Liability, or Errors and Omissions insurance covering any damages caused by an error, omission or any negligent acts of the Contractor, its sub-contractors, agents, officers, or employees' performance. Policy limits of coverage shall not be less than \$1,000,000 per occurrence, and \$2,000,000 aggregate per year;
- C. Commercial General Liability insurance minimum coverage of \$1,000,000 per occurrence, and \$2,000,000 aggregate per year; and
- D. Automotive Liability insurance minimum coverage of \$1,000,000 per occurrence for bodily injury and property damage, and include uninsured motorist/underinsured motorist coverage per year.

Insurance shall be placed with Nebraska admitted insurers having an AM Best Financial Size Category (FSC) rating of A-VII or greater.

5. Indemnification

Contractor shall indemnify and hold harmless Metro, its Board of Directors, officers, and employees from and against all loss, costs (including but not limited to reasonable attorney's fees), liability, damage and expense for personal injury, death or property damage, arising out of the acts or omissions of the contractor, its employees, subcontractors, or agents, related to performance or nonperformance of work under this contract by the contractor, its subcontractors, employees or agents. Contractor's indemnification obligations shall exclude such loss, costs, liability, damage or expense to the extent caused by the negligent acts, errors or omissions of the Authority, its employees, agents or third-party contractors, willful misconduct by the Authority, its employees, agents or its third-party contractors, or Authority's breach of this contract or any other contract document.

6. CONTRACTOR-CLIENT RELATIONSHIP

Regular meetings will be held between the contract administrator and the advertising sales contractor for the purpose of maintaining a close client-contractor relationship. The contractor should always present themselves as a representative of the company they work for, while also acknowledging that they are acting as an agent of the Regional Metropolitan Transit Authority of Omaha and there is an expectation of professionalism and ethical business practice at all times.

Please detail how Metro and the advertising sales contractor will communicate on bus availability or unforeseen bus down time. Also, Metro requires the ability to view a current list of vehicles at any given time with ad space sold and for the specific period of time.

7. GENERAL ADMINISTRATIVE NOTES

Transit advertising reflects the image and professionalism of Metro – a core value of Metro’s that a vendor must respect. As such, Metro’s contract administrator will:

- Review advertising rates. Any reductions/discounts/increases in rates should be reviewed prior to finalization.
- Approval of general proposal appearance

In keeping with this theme, Metro’s advertising sales contractor is required to provide a high level of service to clients and prospective advertisers and a professional sales approach in all dealings.

2.5 Proposal Format

Metro desires concise proposals and suggests the following format:

A. Your Company – Characteristics and Qualifications of the Proposer

1. Describe the history and organization of your firm. Include your main business (number of employees, number of offices, locations and the office designated to serve Metro’s program.
2. Name the principal and other key personnel who will be fully responsible for the account. Provide a resume or statement of professional qualifications, related educational background and professional certifications of the personnel assigned to this account. Also, list each person’s title as it is conveyed professionally within the firm.
3. Discuss any impending changes in your organization that could impact the delivery of services.
4. Describe capability to perform Advertising Sales duties in full compliance with all federal and state statutes and regulations.
5. Provide details of your firm’s financial status and stability along with a copy of your firm’s financial statement.
6. Provide proof that your company carries insurance coverage as required.
7. List and describe the firm’s experience providing Ad Sales services for at least two transit agencies with populations, coverage or programs comparable to Metro’s, as well as a description of sales procedures which have been used to service other accounts. Such information should contain fleet size, the transit authority’s annual advertising revenues as a percentage of their total annual Operating budget and current references.

For each reference please include:

- fleet size
- Annual advertising revenues as a percentage of total operating budget
- Length of sales relationship
- Contact name, title, and phone number

B. PROPOSED METHOD OF ACCOMPLISHING WORK/REPORTING

Respondents must provide a brief work plan describing how the firm will meet the terms and conditions and provide the services requested herein (e.g., number of sales force; how sales, service, and installation will be conducted.).

Please describe any reporting package available and samples of reports that are provided including any “Dashboard” style reports.

C. REVENUE PROPOSAL/CONTRACTOR NEEDS

A Revenue Proposal bid form is included as part of this RFP (below). Proposers shall submit this form/table (or an exact replica) as their official revenue proposal. Failure to incorporate this bid form in their proposal will result in the contractor’s bid being considered non-responsive.

Payments pursuant to this contract will be made monthly and are due no later than the 20th day of the following month. Net collections are defined as gross billings less any commission. Only those gross billings or any part of those gross billings for which payment has been received will be considered in the calculation of net collections.

1. PROPOSERS NEEDS

The revenue sharing percentage should reflect the needs of the contractor. If the contractor requires services from Metro such as: office space, use of office equipment (such as telephone, postage, computer hardware and software, internet and e-mail access and account, copier), use of professional services (accounts payable and receivable, installation of signs) these needs should be specifically identified and reflected as a reduction in the contractor’s revenue.

Proposer is required to provided no less than 48 hours advance notice prior to performing any on site work. Metro will reasonable efforts to accommodate contractor and confirm availability of the asset(s).

2. MINIMUM REVENUE PROPOSALS

Metro has established a floor or minimum acceptable proposals for the life of this contract.

Proposers must quote no less than a 50% (Metro) split of annual income per contract year.

TRANSIT ADVERTISING SERVICES

REVENUE PROPOSAL BID FORM –
FILL OUT TABLE (PROVIDED)

Year	Projected Revenue	% to Metro	Revenue from Split	Guaranteed Payment
1				
2				
3				
4				
5				
OPTION 6				
OPTION 7				

3. Evaluation and Scoring

All proposals will be evaluated and scored based upon the following criteria in priority order:

- **Revenue Proposal**
- **Qualifications, Experience, and Competence**
- **Work Plan, Sales Strategy and Sales Reporting**

4. Disclosure

Failure to meet specifications as outlined above or failure to address qualifications in a manner which will permit thorough assessment of a sales program may be grounds to reject any proposal.

Metro reserves the right to reject individually or collectively all respondents and accept proposals in full or in part. Once submitted, all proposals will become the property of Metro. Metro is not compelled to interview or negotiate with any respondent. Any expenses incurred to complete this RFP will be the respondents' responsibility.

APPENDIX A – ADVERTISING POLICY

APPENDIX B – Vehicle Inventory as of 9-30-2022

This list is subject to change at any given time.

Vehicle Number	Make	Model	Manuf.	Model	Year	Advertising Space
1001	GIL-LOWFLOOR	GIL102-40L10	GILLIG	G27D102N4	2010	Exterior/Interior
1002	GIL-LOWFLOOR	GIL102-40L10	GILLIG	G27D102N4	2010	Exterior/Interior
1003	GIL-LOWFLOOR	GIL102-40L10	GILLIG	G27D102N4	2010	Exterior/Interior
1004	GIL-LOWFLOOR	GIL102-40L10	GILLIG	G27D102N4	2010	Exterior/Interior
1005	GIL-LOWFLOOR	GIL102-40L10	GILLIG	G27D102N4	2010	Exterior/Interior
1006	GIL-LOWFLOOR	GIL102-40L10	GILLIG	G27D102N4	2010	Exterior/Interior
1007	GIL-LOWFLOOR	GIL102-40L10	GILLIG	G27D102N4	2010	Exterior/Interior
1008	GIL-LOWFLOOR	GIL102-40L10	GILLIG	G27D102N4	2010	Exterior/Interior
1009	GIL-LOWFLOOR	GIL102-40L10	GILLIG	G27D102N4	2010	Exterior/Interior
1010	GIL-LOWFLOOR	GIL102-40L10	GILLIG	G27D102N4	2010	Exterior/Interior
1011	GIL-LOWFLOOR	GIL102-40L10	GILLIG	G27D102N4	2010	Exterior/Interior
1013	GIL-LOWFLOOR	GIL102-35L10	GILLIG	G27D102N4	2010	Exterior/Interior
1014	GIL-LOWFLOOR	GIL102-35L10	GILLIG	G27D102N4	2010	Exterior/Interior
1015	GIL-LOWFLOOR	GIL102-35L10	GILLIG	G27D102N4	2010	Exterior/Interior
1017	GIL-LOWFLOOR	GIL102-35L10	GILLIG	G27D102N4	2010	Exterior/Interior
1018	GIL-LOWFLOOR	GIL102-35L10	GILLIG	G27D102N4	2010	Exterior/Interior
1019	GIL-LOWFLOOR	GIL102-35L10	GILLIG	G27D102N4	2010	Exterior/Interior
1020	GIL-LOWFLOOR	GIL102-35L10	GILLIG	G27D102N4	2010	Exterior/Interior
1021	GIL-LOWFLOOR	GIL102-35L10	GILLIG	G27D102N4	2010	Exterior/Interior
1022	GIL-LOWFLOOR	GIL102-35L10	GILLIG	G27D102N4	2010	Exterior/Interior
1023	GIL-LOWFLOOR	GIL102-35L10	GILLIG	G27D102N4	2010	Exterior/Interior
1024	GIL-LOWFLOOR	GIL102-35L10	GILLIG	G27D102N4	2010	Exterior/Interior
1101	NF-LOWFLOOR	D35LFR-2011	NEWFLYER	D35LFR	2011	Exterior/Interior
1102	NF-LOWFLOOR	D35LFR-2011	NEWFLYER	D35LFR	2011	Exterior/Interior
1103	NF-LOWFLOOR	D35LFR-2011	NEWFLYER	D35LFR	2011	Exterior/Interior
1104	NF-LOWFLOOR	D35LFR-2011	NEWFLYER	D35LFR	2011	Exterior/Interior
1106	NF-LOWFLOOR	D40LFR-2011	NEWFLYER	D40LFR	2011	Exterior/Interior
1108	NF-LOWFLOOR	D40LFR-2011	NEWFLYER	D40LFR	2011	Exterior/Interior
1109	NF-LOWFLOOR	D40LFR-2011	NEWFLYER	D40LFR	2011	Exterior/Interior
1301	NF-LOWFLOOR	X35LFR-2013	NEWFLYER	XD35	2013	Exterior/Interior
1302	NF-LOWFLOOR	X35LFR-2013	NEWFLYER	XD35	2013	Exterior/Interior
1303	NF-LOWFLOOR	X35LFR-2013	NEWFLYER	XD35	2013	Exterior/Interior
1304	NF-LOWFLOOR	X35LFR-2013	NEWFLYER	XD35	2013	Exterior/Interior
1305	NF-LOWFLOOR	X35LFR-2013	NEWFLYER	XD35	2013	Exterior/Interior
1306	NF-LOWFLOOR	X35LFR-2013	NEWFLYER	XD35	2013	Exterior/Interior
1307	NF-LOWFLOOR	X35LFR-2013	NEWFLYER	XD35	2013	Exterior/Interior
1308	NF-LOWFLOOR	X35LFR-2013	NEWFLYER	XD35	2013	Exterior/Interior
1401	NF-LOWFLOOR	X35LFR-2014	NEWFLYER	XD35	2014	Exterior/Interior

1402	NF-LOWFLOOR	X35LFR-2014	NEWFLYER	XD35	2014	Exterior/Interior
1403	NF-LOWFLOOR	X35LFR-2014	NEWFLYER	XD35	2014	Exterior/Interior
1404	NF-LOWFLOOR	X35LFR-2014	NEWFLYER	XD35	2014	Exterior/Interior
1405	NF-LOWFLOOR	X35LFR-2014	NEWFLYER	XD35	2014	Exterior/Interior
1406	NF-LOWFLOOR	X35LFR-2014	NEWFLYER	XD35	2014	Exterior/Interior
1407	NF-LOWFLOOR	X35LFR-2014	NEWFLYER	XD35	2014	Exterior/Interior
1408	NF-LOWFLOOR	X35LFR-2014	NEWFLYER	XD35	2014	Exterior/Interior
1409	NF-LOWFLOOR	X35LFR-2014	NEWFLYER	XD35	2014	Exterior/Interior
1410	NF-LOWFLOOR	X35LFR-2014	NEWFLYER	XD35	2014	Exterior/Interior
1501	NF-LOWFLOOR	30LFR-2015	NEWFLYER	MD30	2015	Exterior/Interior
1502	NF-LOWFLOOR	30LFR-2015	NEWFLYER	MD30	2015	Exterior/Interior
1503	NF-LOWFLOOR	30LFR-2015	NEWFLYER	MD30	2015	Exterior/Interior
1504	NF-LOWFLOOR	30LFR-2015	NEWFLYER	MD30	2015	Exterior/Interior
1505	NF-LOWFLOOR	30LFR-2015	NEWFLYER	MD30	2015	Exterior/Interior
1801	NEW FLYER	X35LFR-2018C	NEWFLYER	XN35	2018	Exterior/Interior
1802	NEW FLYER	X35LFR-2018C	NEWFLYER	XN35	2018	Exterior/Interior
1803	NEW FLYER	X35LFR-2018C	NEWFLYER	XN35	2018	Exterior/Interior
1804	NEW FLYER	X35LFR-2018C	NEWFLYER	XN35	2018	Exterior/Interior
1805	NEW FLYER	X35LFR-2018C	NEWFLYER	XN35	2018	Exterior/Interior
1806	NEW FLYER	X35LFR-2018C	NEWFLYER	XN35	2018	Exterior/Interior
1807	NEW FLYER	X35LFR-2018C	NEWFLYER	XN35	2018	Exterior/Interior
1808	NEW FLYER	X35LFR-2018C	NEWFLYER	XN35	2018	Exterior/Interior
1809	NEW FLYER	X35LFR-2018C	NEWFLYER	XN35	2018	Exterior/Interior
1810	NEW FLYER	X35LFR-2018C	NEWFLYER	XN35	2018	Exterior/Interior
1811	NEW FLYER	X35LFR-2018C	NEWFLYER	XN35	2018	Exterior/Interior
1812	NEW FLYER	X35LFR-2018C	NEWFLYER	XN35	2019	Exterior/Interior
1813	NEW FLYER	X35LFR-2018C	NEWFLYER	XN35	2019	Exterior/Interior
1814	NEW FLYER	X35LFR-2018C	NEWFLYER	XN35	2019	Exterior/Interior
1815	NEW FLYER	NF102-35L 18D	NEWFLYER	XD35	2019	Exterior/Interior
1816	NEW FLYER	NF102-35L 18D	NEWFLYER	XD35	2019	Exterior/Interior
1817	NEW FLYER	NF102-35L 18D	NEWFLYER	XD35	2019	Exterior/Interior
1818	NEW FLYER	NF102-35L 18D	NEWFLYER	XD35	2018	Exterior/Interior
1819	NEW FLYER	NF102-35L 18D	NEWFLYER	XD35	2019	Exterior/Interior
1821	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior
1822	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior
1823	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior
1824	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior
1825	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior

1826	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior
1827	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior
1828	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior
1829	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior
1830	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior
1831	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior
1832	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior
1833	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior
1834	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior
1835	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2018	Exterior/Interior
1836	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2019	Exterior/Interior
1837	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2019	Exterior/Interior
1838	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2019	Exterior/Interior
1839	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2019	Exterior/Interior
1840	AD- LOWFLR/AD35	AD96-35L18	ALEX- DENNIS	ENVIRO 200	2019	Exterior/Interior
1901	NF-LOWFLOOR	X60LFR-2019C	NEWFLYER	XCELSIOR	2019	Interior ONLY
1902	NF-LOWFLOOR	X60LFR-2019C	NEWFLYER	XCELSIOR	2019	Interior ONLY
1903	NF-LOWFLOOR	X60LFR-2019C	NEWFLYER	XCELSIOR	2019	Interior ONLY
1904	NF-LOWFLOOR	X60LFR-2019C	NEWFLYER	XCELSIOR	2019	Interior ONLY
1905	NF-LOWFLOOR	X60LFR-2019C	NEWFLYER	XCELSIOR	2019	Interior ONLY
1906	NF-LOWFLOOR	X60LFR-2019C	NEWFLYER	XCELSIOR	2019	Interior ONLY
1907	NF-LOWFLOOR	X60LFR-2019C	NEWFLYER	XCELSIOR	2019	Interior ONLY
1908	NF-LOWFLOOR	X60LFR-2019C	NEWFLYER	XCELSIOR	2019	Interior ONLY
1909	NF-LOWFLOOR	X60LFR-2019C	NEWFLYER	EXCELSIOR	2019	Interior ONLY
1910	NF-LOWFLOOR	X60LFR-2019C	NEWFLYER	EXCELSIOR	2019	Interior ONLY
2051	NF-LOWFLOOR	X35LFR-2020C	NEWFLYER	EXCELSIOR	2021	Exterior/Interior
2052	NF-LOWFLOOR	X35LFR-2020C	NEWFLYER	EXCELSIOR	2021	Exterior/Interior
2053	NF-LOWFLOOR	X35LFR-2020C	NEWFLYER	EXCELSIOR	2021	Exterior/Interior
2054	NF-LOWFLOOR	X35LFR-2020C	NEWFLYER	EXCELSIOR	2021	Exterior/Interior
2055	NF-LOWFLOOR	X35LFR-2020C	NEWFLYER	EXCELSIOR	2021	Exterior/Interior
2056	NF-LOWFLOOR	X35LFR-2020C	NEWFLYER	EXCELSIOR	2021	Exterior/Interior

2057	NF-LOWFLOOR	X35LFR-2020C	NEWFLYER	EXCELSIOR	2021	Exterior/Interior
2058	NF-LOWFLOOR	X35LFR-2020C	NEWFLYER	EXCELSIOR	2021	Exterior/Interior
2059	NF-LOWFLOOR	X35LFR-2020C	NEWFLYER	EXCELSIOR	2021	Exterior/Interior
2060	NF-LOWFLOOR	X35LFR-2020C	NEWFLYER	EXCELSIOR	2021	Exterior/Interior
2061	NF-LOWFLOOR	X35LFR-2020C	NEWFLYER	EXCELSIOR	2021	Exterior/Interior
2121	NEW FLYER	XCELSIOR	NEWFLYER	EXCELSIOR	2022	Interior ONLY
2122	NEW FLYER	XCELSIOR	NEWFLYER	EXCELSIOR	2022	Interior ONLY
2123	NEW FLYER	XCELSIOR	NEWFLYER	EXCELSIOR	2022	Interior ONLY
6001	FORD76-BUN	FORD76*BUN18	ELDORADO	GOSHEN	2018	Partial Exterior
6002	FORD76-BUN	FORD76*BUN18	ELDORADO	GOSHEN	2018	Partial Exterior
6003	FORD76-BUN	FORD76*BUN18	ELDORADO	GOSHEN	2018	Partial Exterior
6004	FORD76-BUN	FORD76*BUN18	ELDORADO	GOSHEN	2018	Partial Exterior
6005	FORD76-BUN	FORD76*BUN18	ELDORADO	GOSHEN	2018	Partial Exterior
6006	FORD76-BUN	FORD76*BUN18	ELDORADO	GOSHEN	2018	Partial Exterior
6007	FORD76-BUN	FORD76*BUN18	ELDORADO	GOSHEN	2018	Partial Exterior
6008	FORD76-BUN	FORD76*BUN18	ELDORADO	GOSHEN	2018	Partial Exterior
6009	FORD76-BUN	FORD76*BUN18	ELDORADO	GOSHEN	2018	Partial Exterior
6301	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6302	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6303	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6304	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6305	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6306	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6307	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6308	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6309	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6310	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6311	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6312	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6313	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6314	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6315	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6316	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior
6317	FORD	ELDORADO	FORD	E-450	2020	Partial Exterior