

# Press release For Immediate Release

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## ***The National Transportation Consortium Is Taking Purchasing to New Heights!***

**March 19, 2013 --- Question:** Why is it Tribes can now buy their buses 12% less than anyone else? **Answer:** As of March 8, 2013 the Tribes have a national bus purchasing contract. This comes as no surprise, according to Fawn Sharp President of ATNI, "Leveraging native buying power is critical for tribes to successfully compete". In fact last year the [Affiliated Tribes of Northwest Indians](#) (ATNI) directed all of their Committees to find ways to use the buying power of Indian Country to bring down the price of goods and services.

In response to that direction ATNI's Transportation Committee leadership formed the [National Transportation Consortium](#). It is a non-profit which seeks to benefit tribal governments and enterprises by creating a national contract for purchasing transportation related products and services at a substantial discount.

"We realized that if we went directly to the bus manufactures for pricing, and still worked through their dealer distribution channels we would get the best of both worlds, amazing pricing and comprehensive localized service," Kirk Vinish ATNI Transportation Committee Chair. He went on to say, "Your bus purchase not only lowers your cost, but lowers the cost of every bus purchased in Indian Country." As proof of the savings that the tribes will enjoy, the NTC did a national call for bids for transit vehicles, the response was overwhelming. Tribal pricing will be about 12% less that the best available pricing from anyone else!

The NTC used the same procurement method used by State governments. Why was that so important? According to Kirk Vinish, "ATNI Committee members noted that even if we got terrific pricing, we still need to document a competitive bid process. We have done that and now with just a few clicks of your mouse you can get a competitive quote that is lower than anyone else's."

This pricing is presently available on buses for all tribal programs and enterprises where the funds do not come from the Federal Transit Administration (FTA). A separate FTA bus procurement will be coming out later in the spring. "We expect the FTA contract to be at least as good, if not better than our current contract", Mark Quinlan, Lummi Nation Transit Contract Specialist. This is the first of many goods and services we will provide to the tribes with substantial savings.

So how can tribes take advantage of this pricing? First you will need to become a member of the National Transportation Consortium. Membership is easy, go to our website ([www.tribalco-op.org/members/tribal-enterprises](http://www.tribalco-op.org/members/tribal-enterprises)) and sign up. Then contact the NTC, you will be given procurement approval, and instructions on how to acquire your bus and other transportation related services.