

Attached is a proposal with a few different options to replace the 2004 spare bus #4. The 2017 and 2011 buses both have Cummins Engines with Allison Transmissions (these are more desirable), and the 2008 has a Caterpillar engine with the Allison transmission. The Activity bus on this proposal is the same bus I shared previously.

Both of the propane that we have on lease are scheduled to come out in July of 2020, so depending on what our situation is at that point, it might be a make sense to look at buying one of those and leasing (1) bus at that point with the idea of buying it after the 3 year lease on it. The fleet could look like this at that point.....

OWN (1) 2018 77 passenger propane
OWN (1) 2018 71 passenger propane
LEASE (1) 2021 71/77 passenger propane (Buy in 2023)

Then we could look at trading (1) of the 2018 buses after its 5th year when it is fully depreciated, with the idea of keeping our buses through 5 years and then trading them in once the depreciation has run out. This is just an idea; it would keep all of our buses under warranty for large items like engine, transmission, and fuel system. It would also maximize all of your reimbursement from the State for depreciation and maximize our trade value as a 5 year old bus.



**SCHOOL BUS PROPOSAL
QUOTATION FORM**
Rossville-Alvin C.U.S.D. 7

Complete units delivered to Rossville, IL.

2017 DIESEL 71 Passenger Bluebird Vision (appx. 30k miles).....\$ 67,000.00 each
2011 DIESEL 71 Passenger Bluebird Vision (appx. 67k miles).....\$ 29,500.00 each
2008 DIESEL 77 Passenger Bluebird Vision (appx. 180k miles).....\$ 19,500.00 each
2007 GASOLINE 14 Passenger Activity Bus (appx. 110k miles).....\$ 7,500.00 each

Pricing Includes:

-Preparation, delivery, title fee, plates, and all required lettering

Trade Offer:

2004 International 53 Passenger Bus.....\$ 1,000.00

Sincerely,

Jeff Martin
Regional Sales Manager
Central States Bus Sales, Inc.