



Lawrence Martini <lmartini@flaschools.org>

Bus Leasing

1 message

John Gray <jgray@flaschools.org>

Wed, Mar 26, 2014 at 12:47 PM

To: Lawrence Martini <lmartini@flaschools.org>

Hi Larry,

I met with Wayne Hoglund and Doug Erdmann from Hoglund Bus Co. yesterday to discuss leasing options for the 2013 lift buses due to expire this summer. There are two options for replacing these lift buses:

- 1) Re-lease these models for three years at \$1124.00 per month.
- 2) Turn these models in and lease new 2015 models for five years at \$1,206.96 per month.

My recommendation is to re-lease the 2013 models for an additional three years. The buses will remain covered under the five year engine and power train warranty. These buses look good and run well.

We also discussed the 2013 - 77 passenger models which are also due to expire this summer. I recommend that we lease 10 - 2015 model 77 passenger buses as replacements. In addition, because of the growth in the Spanish Immersion Program, I recommend that we lease an additional four (4) 2015 model 77 passenger buses.

The breakdown would be as follows:

- 1) 11 - 77 passenger model buses without trailer hitch for \$15,181.16 annually.
- 2) Three 77 passenger model buses with trailer hitch for \$15,321.33 annually.

If you have any questions about this information, please give me a call.

Thanks!



March 19, 2014

Forest Lake ISD
Attn: John, Jim, and Larry
Phone: 651-982-8190
Fax: 651-982-8114

RE: Repurchasing a leased fleet for three more years with municipal financing with optional terms on two and five year terms.

Dear: John, Jim, and Larry:

We appreciate this opportunity to work with you to solve your transportation needs. Below are the lease options that we have talked about. The below lease quotes are good through summer delivery and have no hidden fees or expiration dates.

Lift Buses (2013 Model Year) Release Current Units			
Years	Mileage Limitation	Payment Type	Lease Price Per Unit
5 Total Years	20K	Monthly	\$1,124.00
(8 Lift Buses)			

Lift Buses (2015 Model Year) New Spec			Sell Price: \$94,336.00
Years	Mileage Limitation	Payment Type	Lease Price Per Unit
5 Year	20K	Monthly	\$1,206.96
(8 Lift Buses)			

77 Passengers (2015 Model Year)			Sell Price: \$85,023.00
Years	Mileage Limitation	Payment Type	Lease Price Per Unit
2 Year	20K	Annual	\$15,181.16
(7 Regular Buses)			

77 Passengers (2015 Model Year)			Sell Price: \$85,923.00
Years	Mileage Limitation	Payment Type	Lease Price Per Unit
2 Year	20K	Annual	\$15,321.33
(3 Trailer Hitches)			

Please keep in mind the added value we have to offer your school in addition to the best product.

- Free ISIS Through MAPT
- Tech help line
- Online service manuals
- Mobile service
- Maintenance agreements available
- Full service body shop
- Double shifts and extended service
- Parts inventory over 900k for all makes and models, most items next day delivery
- No charge training opportunities at our sites and/or yours

We thank you again for this opportunity to bid! If you have any questions, please don't hesitate to call us at 763-271-2952 and ask for Doug Erdmann, Jason Anderson or Wayne Hoglund.

Sincerely,
The Hoglund Team

Jason Anderson

Doug Erdmann

Bus Sales Manager

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Cell: 612-940-3477

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Metro Salesman

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