



**FOREST LAKE AREA SCHOOLS
FOREST LAKE, MN 55025**

June 2, 2011

AGENDA ITEM: 10.2

TOPIC: Approve Leasing of School Buses Using State Of Minnesota Contract Pricing

BACKGROUND: The Minnesota Department of Education allows Bus Leasing. Limited funding has forced school districts to examine alternatives ways to replace older school buses. Many school districts have started leasing school buses. The school district's finance committee supports using bus leasing to replace some of the district's aging fleet.

PROCESS: Due to the increased age of the current fleet of buses, the Transportation Department is requesting permission to lease ten, 77 passenger school buses and to trade-in ten of its' 71 passenger school buses using the State Bid Contract with Hogle Bus Company. The Transportation Department is also requesting to lease five wheelchair lift buses using the State Bid Contract with Hogle Bus Company.

RECOMMENDATION: The Administration is requesting approval to lease the aforementioned 15 buses from Hogle Bus Company for two years using the State Bid Process.

A	B	C	D	E	F	G	H	I	J	K
77 Passenger Buses										
\$	87,960									
2 year residual	\$ 70,192	\$ 17,768	24	Monthly Payment	Annual Payment	(C/D)	APR	in arrears	2	\$ 22,644
5 year residual	\$ 33,169	\$ 54,791	60	\$ 11,322	\$ 12,892	740.33	3.20%	in arrears	5	\$ 64,460
7 year Finance	-	\$ 87,960	84	\$ 14,930	\$ 14,930	1,047.14	4.50%	in arrears	7	\$ 104,510
10 year Finance	-	\$ 87,960	120	\$ 12,525	\$ 12,525	733.00	6.00%	in arrears	10	\$ 125,250

Wheel Chair Lift Buses										
\$	105,926									
2 year residual	\$ 82,992	\$ 22,934	24	Monthly Payment	Annual Payment	(C/D)	APR	in arrears	24	\$ 29,232
5 year residual	\$ 30,976	\$ 74,950	60	\$ 1,218	\$ 1,454	955.58	3.20%	in arrears	60	\$ 87,240
7 year Finance	-	\$ 105,926	84	\$ 1,472	\$ 1,472	1,249.17	3.48%	in arrears	84	\$ 123,648
10 year Finance	-	\$ 105,926	120	\$ 1,176	\$ 1,176	1,472.00	4.50%	in arrears	120	\$ 141,120
						882.72	6.00%	in arrears		

Business Office
Forest Lake
5-19-2011

MINNESOTA STATE SCHOOL BUS COOPERATIVE PURCHASING

PRICE SHEET AND CALCULATION FORM

June, 2010

PROPOSAL PRICE SHEET FOR SCHOOL BUS

INTEGRATED CONVENTIONAL

DEALER

HOGLUND BUS CO., INC.

BRAND

IC

PROPOSER IS SUBMITTING THIS PRICING FOR REGION(S)

ALL

INDICATE "STD." AS THE VEHICLE STANDARD

INDICATE "NA" AS NOT AVAILABLE

EACH WHITE CELL MUST BE FILLED IN.

INDICATE NEGATIVE NUMBERS WITH A "--" PRECEDING THE NUMBER

INTEGRATED CONVENTIONAL BODY
MINIMUM 35 PASS., MAXIMUM 77 PASS.

**YOUR
BUS**

BODY SIZE DIMENSION 77 PASSENGER

PASSENGER CAPACITY
SEAT SPACING PROVIDED
WHEEL BASES AVAILABLE

34'02"	34'11"	
77	77	
27.0"	27.69"	
276"	276"	
76,288.00	76,588.00	

76,288.00

BASE PRICE PER SPECIFICATIONS

AISLES

RIBBED CENTER AISLE
COLOR TO MATCH FLOORING
STRIPLESS

AISLE OPTIONS - NOT NEEDED WITH ONE PIECE FLOOR

ALUMINUM STRIPS
STAINLESS STEEL STRIPS
PLASTIC STRIPS
GALVALUME STRIPS

	STD	
	217.00	
	123.00	
	NA	

STD

BODY PANELS

20 GAUGE STANDARD
22 GAUGE INTERNAL SIDE PANELS

BODY PANELS, OPTIONS

16 GAUGE SMOOTH SIDE PANELS
20 GAUGE REEDED SIDES

	STD	
	NA	

STD

CEILING

1-1/2 INSULATION IN ROOF
INSULATED ROOF BOW CAVITIES
22 GAUGE PANELS
ACOUSTICAL, FULL LENGTH

CEILING, OPTIONS

ACOUSTICAL, FRONT TWO PANELS ONLY
2" INSULATION IN ROOF

	NA	
	NA	

FLOOR, RUBBER

MFG. STANDARD COLOR BLACK INCL. STEP TREADS
RUBBER IN DRIVERS COMP. AND OVER WH. HSGS.
WHEEL HOUSING COLOR BLACK
5/8" EXTERIOR PLYWOOD

FLOOR, OPTIONS

INDICATE COLOR OPTION GRAY, BLUE
INDICATE COLOR OPTION GREEN, TAN, BROWN
RUBBER FLOORING FULL LENGTH OF THE BUS
VINYL FLOORING FULL LENGTH OF THE BUS
PLYWOOD, MARINE GRADE
ONE PIECE FLOOR - BLACK
ONE PIECE FLOOR - GRAY

	204.00	
	204.00	
	NA	
	STD	
	77.00	
	193.00	
	284.00	

204.00

STD

77.00

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MINNESOTA STATE SCHOOL BUS COOPERATIVE PURCHASING PRICE SHEET AND CALCULATION FORM

June, 2010

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INTEGRATED CONVENTIONAL

DEALER

HOGLUND BUS CO., INC.

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PROPOSER IS SUBMITTING THIS PRICING FOR REGION(S)

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INDICATE "NA" AS NOT AVAILABLE

EACH WHITE CELL MUST BE FILLED IN.

INDICATE NEGATIVE NUMBERS WITH A "-" PRECEDING THE NUMBER

INTEGRATED CONVENTIONAL BODY

MINIMUM 35 PASS., MAXIMUM 77 PASS.

YOUR BUS

BODY SIZE DIMENSION 47 PASSENGER

PASSENGER CAPACITY

SEAT SPACING PROVIDED

WHEEL BASES AVAILABLE

	24'05"	
	47	
	27.9"	
	218"	
	74,790.00	

74,790.00

BASE PRICE PER SPECIFICATIONS

AISLES

RIBBED CENTER AISLE
COLOR TO MATCH FLOORING
STRIPLESS

AISLE OPTIONS - NOT NEEDED WITH ONE PIECE FLOOR

ALUMINUM STRIPS
STAINLESS STEEL STRIPS
PLASTIC STRIPS
GALVALUME STRIPS

	STD	
	217.00	
	123.00	
	NA	

STD

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BODY PANELS, OPTIONS

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	STD	
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ONE PIECE FLOOR - BLACK
ONE PIECE FLOOR - GRAY

	204.00	GRAY
	204.00	
	NA	
	STD	
	53.00	
	193.00	
	284.00	

204.00

STD
53.00

284.00

Pr 106 20



HOGGLUND BUS & TRUCK

The Transportation Specialists

April 20, 2011

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

RE: Purchasing a leased fleet with municipal financing on a two or five year term

Dear John and Larry,

We appreciate this opportunity to work with you and the school 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. The value of the trade buses are \$1900.00 each for a total of \$19,000. The trade values are not included in the below pricing and we would cut a check back to the school district in that amount like last year.

Lift Buses				Sell Price: \$105,926.00	
Years	Mileage Limitation	Payment Type	Lease Price Per Unit	Rate	Residual
2 Year	20K	Monthly	\$1,218.00	3.20%	\$82,992.00
5 Year	20K	Monthly	\$1,454.00	3.48%	\$30,976.00
(5 Lift Buses)					

77 Passengers				Sell Price: \$87,960.00	
Years	Mileage Limitation	Payment Type	Lease Price Per Unit	Rate	Residual
2 Year	20K	Annual	\$11,322.00	3.20%	\$70,192.00
5 Year	20K	Annual	\$12,892.00	3.48%	\$33,169.00
(8 Regular Buses & 2 With Trailer Hitches)					

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

- Free ISIS
- Tech help line
- Monthly Flyers and Monthly E-flyers
- Live Website updated on Tuesday and Thursday weekly
- Blog for our customers
- Twitter for our customers
- Online service manuals free
- Mobile service
- Maintenance agreements available
- Full service body shop
- Double shifts and extended service
- Parts inventory over 700k 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 or Jason Anderson.

Sincerely,
The Hogleund Team

Jason Anderson

Bus Sales Manager
salesmanager@hogleundbus.com
Cell: 612-940-3477
Office: 763-271-8750

Doug Erdmann

Metro Salesman
doug@hogleundbus.com
Cell: 612-756-3335
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