



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

**June 28, 2012**

**AGENDA ITEM: 8.2**

**TOPIC: Approve Leasing 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. Forest Lake Area Schools has been leasing regular and special education busses for several years. 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 Hoglund Bus Company. The Transportation Department is also requesting to lease eight wheelchair lift buses using the State Bid Contract with Hoglund Bus Company. The proposed lease rates are lower and the trade-in values are slightly higher than we received last school year.

**RECOMMENDATION:** Administration recommends that the School Board approve the leasing of ten, 77 passenger school buses and trade-in it's 71 passenger school buses and the leasing of eight wheelchair lift buses using the State Bid Contract with Hoglund Bus Company.



April 11, 2012

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

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

Dear Jim, John, 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.

The value of the 1998 trade buses are \$2,180 each for a total of \$21,800. 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.

<b>Lift Buses</b>			
<b>Years</b>	<b>Mileage Limitation</b>	<b>Payment Type</b>	<b>Lease Price Per Unit</b>
2 Year	20K	Monthly	\$1,124.00
3 Year	20K	Monthly	\$1,283.00
(8 Lift Buses)			

<b>77 Passengers</b>			
<b>Years</b>	<b>Mileage Limitation</b>	<b>Payment Type</b>	<b>Lease Price Per Unit</b>
2 Year	15K	Annual	\$11,198.00
3 Year	15K	Annual	\$12,090.00
(8 Regular Buses )			

<b>77 Passengers</b>			
<b>Years</b>	<b>Mileage Limitation</b>	<b>Payment Type</b>	<b>Lease Price Per Unit</b>
2 Year	15K	Annual	\$11,540.00
3 Year	15K	Annual	\$12,580.00
(2 Trailer Hitches)			

Also included will be a copy of the 2011-2012 RFP with specs. Included in these costs are an extended tow warranty and electrical warranty to help maintain or reduce your operating costs.

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

- Free ISIS
- Tech help line
- 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, Jason Anderson or Wayne Hogleund.

Sincerely,  
The Hogleund Team

Jason Anderson

Bus Sales Manager  
[salesmanager@hogleundbus.com](mailto:salesmanager@hogleundbus.com)  
Cell: 612-940-3477  
Office: 763-271-8750

Doug Erdmann

Metro Salesman  
[dougerdmann@hogleundbus.com](mailto:dougerdmann@hogleundbus.com)  
Cell: 612-756-3335  
Office: 763-271-2956