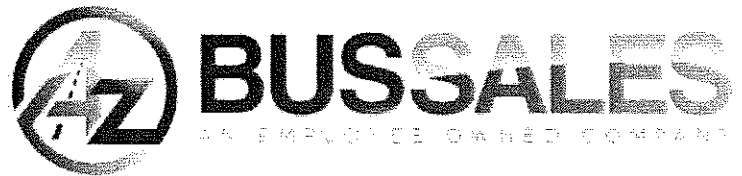




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October 30, 2020

Dr. Donald Davis
Superintendent
Waterford-Unified School District
219 N. Reinway Avenue, Bldg. 2
Waterford, CA 95386

APPROVED
NOV 12 2020
BOARD MEETING

Re: Bid #01/17 "School Buses" – Request for Renewal & Addendum

Dear Dr. Davis;

A-Z Bus Sales, Inc. would once again like to Thank You for the opportunity to participate in your Bid #01/17.

We would like to request an extension of Bid #01/17 through December 31, 2021 with the following changes:

1. A 5% increase per base model to cover factory price adjustments.
2. A 5% increase per option to cover factory price adjustments.
3. A revision of available options per the attached addendum to reflect specific manufacturer model & cost changes.



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BUS SALES
AN EMPLOYEE OWNED COMPANY

SPECIFICATION:

New 81 Passenger Rear Engine Transit Diesel School Bus:

ADDITIONAL AVAILABLE OPTIONS: Page 15-20:

(Add applicable sales tax to all pricing)

Option 17a) Collision Mitigation with Passive Alert System – Add \$1,251

Option 48o) Extended battery range for EV model – Add \$24,000

Option 48p) Battery insulation package for EV model – Add \$4,000

Option 57) Tech Training class – Add \$1,500



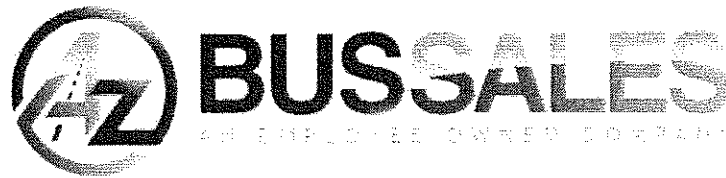
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SPECIFICATION:

New 84 Passenger Front Engine Transit Diesel School Bus:

ADDITIONAL AVAILABLE OPTIONS: Page 14-18:

(Add applicable sales tax to all pricing)

Option 14a) ESC – Electronic Stability Control – Add \$1,260

Option 14b) Collision Mitigation with Passive Alert System – Add \$1,251

Option 45) Tech Training class – Add \$1,500



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SPECIFICATION:

New 75 Passenger Conventional Diesel School Bus:

ADDITIONAL AVAILABLE OPTIONS: Page 13-19:

(Add applicable sales tax to all pricing)

Option 4b) New Ford 7.3L V8 Engine upgrade – Add \$3,135

Option 7o) Extended battery range for EV model – Add \$24,000

Option 7p) Battery insulation package for EV model – Add \$4,000

Option 24a) Collision Mitigation with Passive-Alert System – Add \$1,251

Option 58) Tech Training class – Add \$1,500



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BUS SALES
AN EMPLOYEE OWNED COMPANY

SPECIFICATION:

New 24 Passenger Type-A1 Gasoline School Bus:

ADDITIONAL AVAILABLE OPTIONS: Page 11-14:

(Add applicable sales tax to all pricing)

Option 27g) Smart Driver Assist Technology, Ford – Add \$1,628

Option 28j) New GM 6.6L Engine upgrade – Add \$1,859

Option 32) Tech Training class – Add \$1,500



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BUS SALES
AN EMPLOYEE OWNED COMPANY

SPECIFICATION:

New 25 Passenger Type-A1 Gasoline School Bus:

ADDITIONAL AVAILABLE OPTIONS: Page 10-13:

(Add applicable sales tax to all pricing)

Option 28f) Smart Driver Assist Technology, Ford – Add \$1,628

Option 29g) New GM 6.6L Engine upgrade – Add \$1,859

Option 33) Tech Training class – Add \$1,500



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AN EMPLOYEE OWNED COMPANY

Should you have any questions or concerns, please feel free to call me.
We look forward to continuing the excellent relationship we maintain with
the District.

Respectfully submitted,

Bidder: A-Z Bus Sales, Inc.

School District: Waterford Unified SD

John Landherr

President & CEO

P: 951-781-1841

F: 951-781-9806

Jlandherr@a-zbus.com

Accepted: X

Declined: _____

Signature:

Printed Name: Don Davis

Title: Superintendent

Date: 1/5/2021