

All the Best
from

A-Z



BUS SALES, INC.

An employee owned company

COLTON

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Colton California 92324
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FAX (951) 781-4905

SACRAMENTO

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Sacramento California 95823
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November 21, 2006

Mr. Erik Lee
Director of Business Services
Waterford Unified School District
12420 Bentley Street
Waterford, Ca 95386

RE: Bid / "Purchase of (1) or More New 62, 39, 54, 25, 22,
Passenger School Buses that meet or exceed all Federal and
State of California specifications."

Dear Mr. Lee;

A-Z Bus Sales, Inc. is pleased to offer an extension for the contract of
This bid from December 31, 2006 to December 31, 2007 with the
Following price changes:

Specification:

2005 (or) Newer Blue Bird All American Rear Engine
84 Passenger School Bus is no longer available.

Specification:

2006 (or) Newer Blue Bird All American Rear Engine
62 Passenger School Bus With a base price increase of
\$ 116,316.00 ea + sales tax.

Addendum - Model Change:

Pg. 3 (Engine) Cat C7 210 HP engine will be replaced with
Cummins ISC 285HP/800 lb ft torque Ultra Low Sulphur
Diesel engine as standard.

Standard diesel engines are no longer available from the
engine manufacturer.

Pg. 4 (Instruments & Gauges) Switch panel light switch will
be provided as standard equipment.

Pg. 5 (Transmission) Allison automatic model 2500 PTS five
speed will be replace with Allison 3000 PTS transmission
as standard.

Pg. 7 (Insulation) Sound deadening spray will be provided
as standard equipment.

Pg. 8 (Passenger seats) Brown upholstery will be provided as
standard ILO Gray upholstery.

Pg. 8 (Safety Equipment) 2-way radio "Pre-wire" (only) will
be provided as standard equipment.

Pg. 9 (Warranty) 5 year/Unlimited miles will be provided as
Allison transmission standard warranty.

Optional Equipment – Page 9-14:

- 1.) Engine, Caterpillar C7, 250 HP/660 lb ft torque
Replace cost of \$ 3,353.00 with Deduct (\$115.00).
- 2.) Engine, Caterpillar C7 275 HP/800 lb ft torque
Replace cost of \$ 3,547.00 with Add \$ 112.00.

AARE 62 Passenger continued.....

- 3.) Engine, Cummins ISC, 285 HP/800 lb ft torque
Replace cost of \$ 6,349.00 with provided as standard equipment at no additional cost.
- 4.) Engine, Cummins ISC 8.3L 300 HP/860 lb ft torque
Replace cost of \$ 6,613.00 with Add \$ \$260.00.
- 5.) Transmission, Allison 3000 PTS ILO Std 2500 PTS
Replace cost of \$ 4,533.00 with provided as standard equipment at no additional cost.
- 6.) Transmission, Allison 3000 PTS with retarder
Replace cost of \$ 9,363.00 with Add \$ 4,830.00.
- 11.) 1500w internal engine block heater is available with Caterpillar engines only. - 1000w block heater is provided with Cummins engine options.
- 14.) Silicone heater hoses w/CT clamps will be provided with Option 64.) Alternative Fuel Option at no additional cost.
- 16.) (2) 8D batteries will be included with Option 64.) Alternative Fuel Option at no additional cost.
- 23.) Altro flooring on steps and drivers area
Replace cost of \$ 1,250.00 with Add \$890.00.
- 28.) Acoustic headlining full length
Replace cost of \$ 518.00 with Add \$653.00
- 29.) Sound deadening spray
Replace cost of \$ 46.00 with included as standard equipment.
- 30.) 16 Ga. Extended side panels ILO 20 Ga. Std
Replace cost of \$ 250.00 with Add \$ 713.00.
- 44b.) Bostrom Routemaster Air drivers seat
Replace cost of \$ 121.00 with Add \$ 242.00.
- 44c.) Bostrom Manual drivers seat
Replace cost of \$ No charge with Add \$ 113.00.
- 45.) Proform II Fireblock upholstery
Replace cost of \$ 617.00 with included as standard equipment

AARE 62 Passenger continued.....

- 46.) Brown upholstery will be provided as standard equipment
Black/Blue/Burgundy/ Green/Gray upholstery can be selected
at no additional cost.
- 48.) Flip seat ILO barrier @ SED
Replace cost of TBD with Add \$ 992.00.
- 50.) 3M reflective tape sides and rear of bus in addition to Std
Replace 3M with Reflexite brand.
- 51a.) through 51e.) LED Light package including
Directional lights, Sides, Front & Rear
Brake/tail lights, Backup lights, Clearance/marker lights
Replace separate costs with Package price of Add \$ 799.00.
- 57a.) Blue Bird "Comfort Aire" Freeblow
Requires standard Air or Option 35.) Electric entrance door.
- 57b.) Blue Bird "Comfort Aire" Ducted
Cummins – Add \$ 11,404 00
Requires standard Air or Option 35.) Electric entrance door.
- 57c5.) Carrier 120K BTU Freeblow skirt mount a/c
Replace cost of \$ 7,832.00 with Add \$ 9,400 00.
- 57c6.) Carrier 130K BTU Freeblow skirt mount a/c
Replace cost of \$ 8,982.00 with Add \$ 10,850 00.
- 57c7.) Carrier 120K BTU Freeblow roof mount a/c
Replace cost of \$ 9,218.00 with Add \$ 10,950.00.
- 57c8.) Carrier 130K BTU Freeblow roof mount a/c
Replace cost of \$ 10,368.00 with Add \$ 12,650 00.
- 57d5.) Carrier 120K BTU ducted skirt mount a/c
Replace cost of \$ 9,486.00 with Add \$ 9,900.00.
- 57d6.) Carrier 130K BTU ducted skirt mount a/c
Replace cost of \$ 10,636.00 with Add \$ 11,300 00.
- 57d7.) Carrier 120K BTU ducted roof mount a/c
Replace cost of \$ 10,933.00 with Add \$ 11,450 00.

AARE 62 Passenger continued.....

- 57d8.) Carrier 130K BTU ducted roof mount a/c
Replace cost of \$ 12,082.00 with Add \$ 12,700.00.

- 58.) Particulate trap
Replace cost of \$ 14,736.00 with Included with all 2007 engines.

- 62.) Wheelbase options;
 - 62a.) 245" WB / 3700 body – Replace cost of Deduct (\$ 938.00) with Deduct (\$ 896.00).

 - 62b.) 217" WB / 3408 body – Replace cost of Deduct (\$ 2,001.00) with Deduct (\$ 1,911.00).

 - 62c.) 189" WB / 3204 body – Replace cost of Deduct (\$ 2,995.00) with Deduct (\$ 2,860.00).

- 64.) Alternative Fuel Option;
Replace cost of \$ 45,924.00 with Add \$ 33,637.00
Silicone cooling hoses, 8D batteries, Dual fuel fills rear w/door interlocks also included with this option at no additional cost.

- 65.) Dual fuel fill locations will be provided with Option 64.)
Alternative Fuel Option at no additional cost.

- 66.) Monthly rental/lease options
Delete this option/No longer available.

*All other options for this body model to stay the same.

