

SALES QUOTATION



Leonard Bus Sales, Inc. is owned and operated by the Leonard family, a recognized leader in the distribution and support of quality, environmentally-friendly school and commercial buses. A third generation family-owned business, Leonard Bus Sales has over 50 years of experience providing cost-saving fleet management and award-winning customer support.

Leonard Bus Sales is a leading-distributor of IC Bus™ brand buses in Upstate New York. The company also distributes Type-A school and commercial buses from Trans Tech throughout New York and Type-A commercial buses from Champion Bus in Upstate New York. The company is headquartered in Deposit, NY and operates four full-service facilities in Bergen, Rome, Saratoga Springs and a Trans Tech Type-A facility in Garden City Park, N.Y.



About IC Bus: IC Bus, LLC of Lisle, Ill., is a wholly-owned subsidiary of Navistar, Inc. (NYSE: NAV). The nation's largest integrated manufacturer of school buses, IC Bus is a global leader in passenger protection, chassis design, engines and ergonomics. The company is also a producer of commercial buses. All IC Bus™ buses are sold, serviced and supported through a renowned dealer network that offers an integrated customer program encompassing parts, training and service. Additional information is available at www.icbus.com.



Trans Tech is New York's only school bus manufacturer and leading maker of environmentally-friendly conventional and electric Type-A school buses. Offering a family of single and dual wheel models, Trans Tech is known for its innovative and fuel-efficient conversion designs. With a wide array of versatile floor plans the company is able to meet ever-changing customer demand. Trans Tech Bus is a division of Transportation Collaborative Incorporated located near the New York metropolitan area in Warwick, NY – www.transtechbus.com.



Award-Winning
Customer Support



One-Stop-Shop
Vehicle Care



Market-Leading
Brands



Clean-Engine
Solutions



Cost-Saving
Fleet Management



4 Leonard Way, Deposit, NY 13754 | T 800-554-4504 F 607-467-4550

Customer Name: Edwards-Knox Central School
Lot C (Item 4-D): Type C, 64 Pupil Conventional Front-Engine Bus
Capacity 72
NYS DOT APPROVAL #1768-NY-72-00WC-ATC
19 LBS Item #4 DIESEL CE TYPE C
Transportation Advisor: Christine Goossens 315-723-8504

Contract #: PC67615
Award/Year: 23000/2016
Group # 40524
CE3305
Date: 11/20/2018
Quote #: CG-19092-004

This Quote Valid for 60 Days

Please Refer to Page 3 for Vehicle Additions and/or Modifications

LEONARD BUS SALES, INC.

IC EXCLUSIVE SAFETY AND CONVENIENCE FEATURES

Windshield, 3 Piece, Flat
Pre Trip Inspection Exterior Light Check
857 Cu. In. Driver's Storage Compartment
Entrance Door/Warning Light Controls on Steering Wheel
Post Trip Child Inspection Monitor
Collision Mitigation, Advanced, with Electronic Stability

CHASSIS FEATURES

254" Wheel Base
CUMMINS, 220HP, 520# Torque Diesel Engine
325 Amp. Alternator
Air Brakes with Dust Shields/Bendix AD-9 Air Dryer
Rear Axle 19,800#
65 Gallon Fuel Tank, BFR on CUMMINS ONLY
10 Stud Disc Wheels, 7.50" Rims
Gear Ratio 6.14 for Cummins 220HP/10R22.5 Tires
Maintenance Free Batteries, 12V, (3), 2850 CCA
Halogen Headlights/Daytime Running Lights
Circuit Breakers
Front DANA Axle – 10,000#
Allison 2500 PTS, 6 Speed with Syn Oil/5YR Wty
Allison Trans. Oil Temp Gauge/Fuel/Water Separator
Cruise Control/Oil Change Indicator System "OFF"
Rear Suspension 19,800 # with DANA Axle
Mud Flaps, Front and Rear
10R22.5 Tires, G Ply All Steers
Tilt Steering Wheel/Wheel Cut 50 Degrees
12 Volt Power Source
Intermittent Wipers
Easy Tilt Hood

BODY FEATURES

78" Headroom
20" Skirt/ Proflex Stepwell
Entrance Door 36" Outward Opening AIR
5/8" Marine Grade Plywood
Two Station Destination Signs
Driver's Seat, National 2000, Mechanical
Blue Upholstery, 42oz. Vinyl
Heater, Driver, 90,000 BTU with Filter
Heater, Cutoff Ball Valve in Driver's Area
All Outside Body Lights are LED
Specialty LED/Strobe AIR Stop Arms, F&R
Heated Exterior Open View Rosco Mirrors
NYS First Aid Kit
Riveted Headliner/Perforated Full Length
16 Gauge Body Panels
Spring White Interior
Koroseal Flooring, BLACK, with Koroseal Aisle Trim
Pebble Top/Nose Step Treads with PROFLEX Coating
Driver's Seat Belt, 3Pt., D Loop, Blaze Orange
Specialty Pro-Lo Roof Hatch
Heater, Stepwell, 50,000 BTU
Heater, Passenger, LH Rear, 84,500 BTU
Warning Lights are Strobing/LED
Truck-Lite LED Single License Light
5# Fire Extinguisher
4" Vinyl Helvetica Lettering

STANDARD FEATURES SUBJECT TO CHANGE WITHOUT NOTICE



4 Leonard Way, Deposit, NY 13754 | T 800-554-4504 F 607-467-4550

Customer Name: Edwards-Knox Central School
Lot C (Item 4-D): Type C, 64 Pupil Conventional Front-Engine Bus
Capacity 72
NYSDOT APPROVAL #1768-NY-72-00WC-ATC
19 LBS Item #4 DIESEL CE TYPE C
Transportation Advisor: Christine Goossens 315-723-8504

Contract #: PC67615
Award/Year: 23000/2016
Group # 40524
CE3305
Date: 11/20/2018
Quote #: CG-19092-004

This Quote Valid for 60 Days

Vehicle will be provided with standard features listed on page 2 with the following additions and/or modifications:

OEM Factory Installed Options (Subject to NYSC Discount)

12WSY-1,2,3,4,RE	Block Heater, 750W for {Cummins } Engine	\$99.00
13XAW-1,2,3,4,RE4,RE5	Transmission,2500, 6 Speed with ALLISON Performance Programming	\$0.00
14TBS-1,2,3,4	Suspension, Rear, Upgrade to AIR RIDE, 21,000#	\$381.00
40TJL-1,2,3,4 (40SEN)	Cummins B6.7 EXC Extended Warranty, 8yr/150,000 Miles - 359836 (2017 EM)	\$3,480.00
47AGJ3305-4	Body/Capacity Increase to 33'05"" , 72 Passenger EXTENDS WB TO 276""	\$2,400.00
48PMC-3,4,RE4,RE5	Heater, LH Mid Under Seat 50,000 BTU	\$518.00
48RYW-1,2,3,4	SEAT, DRIVER, {National 2000} Air Suspension, High Back with Integral Headrest, Isolated, with 2 Position Front Cushion Adjustment, 6 to 17 Degree Seat Back Adjustment, Mechanical Lumbar Support, Includes Additional Back Padding For School Bus Use	\$15.00
48UWV-1,2,3,4,RE4,RE5	Floor Covering, Koroseal, one piece vinyl, All Body Lengths, BLACK	\$638.00
49BYD-1,2,3,4	Radio, AM/FM/PA/AUX NO CD,O/S Spkr under PLATFORM,4 spkrs	\$552.00
49EXD-1,2,3,4,	Mirror, Rear View, Exterior Open View, Motorized, Black Heated	\$403.00
7372138135-1,2,3,4-2019 NYS	Tires, Upgrade Std. tires to Goodyear 11R22.5 With DRIVE TIRES ON REAR, Load Range G (14 Ply) 2019	\$14.00

Subtotal: \$8,500.00

Non-OEM Installed Options (Subject to NYSC Discount)

2019-247 External WIFI Bridge Kit TD CUSTOMERS ONLY	\$474.00
2019-247 FamteCare 5 Yr Service Plan for New Bus - 1/Bus	\$780.00
ZEUS10-005-LPR2 (5-Interior Cameras + 2 Lens Exterior Camera) With GPS & 1TB Hybrid Drive, Includes Speed and Map 2019	\$3,600.00
AMERICAN 102"L x 28"D x 23"H RIGHT SIDE DOUBLE LUGGAGE COMPT. Includes paint & rubrails OPTLR	\$3,843.62
BTI 39" CHILD Seat for CE, BACK ONLY (3 seat belts) Vinyl 42 oz. - Installed Inc. Belts, Hdwre Etc. (EA) Customer to supply location information (2612717C91) NOT AVAILABLE IN BLACK OPTBTI2612717C92 (\$995.96 x 1)	\$995.96
CARWELL Rust protection 5 yr 67+ passenger (31'11" and up)NYSC	\$1,422.00
Two Way Radio Wells Kenwood installed	\$957.00
WINTER FRONT BELMOR YELLOW #ZEDWF2195Y for CE ONLY OPTWY	\$197.88

Subtotal: \$12,270.46

Beyond the Bus (Provided at NO CHARGE)

LEONARD FAMILY SCHOLARSHIP FUND	FOR EVERY SCHOOL BUS SOLD, LEONARD BUS SALES WILL DONATE \$10 TO THE LEONARD FAMILY SCHOLARSHIP FUND WHICH BENEFITS CHILDREN OF NYAPT AND NYSBCA MEMBERS. PLEASE ASK YOUR TRANSPORTATION ADVISOR FOR DETAILS	\$0.00
---------------------------------	--	--------



4 Leonard Way, Deposit, NY 13754 | T 800-554-4504 F 607-467-4550

Customer Name: Edwards-Knox Central School
Lot C (Item 4-D): Type C, 64 Pupil Conventional Front-Engine Bus
Capacity 72
NYSDOT APPROVAL #1768-NY-72-00WC-ATC
19 LBS Item #4 DIESEL CE TYPE C
Transportation Advisor: Christine Goossens 315-723-8504

Contract #: PC67615
Award/Year: 23000/2016
Group # 40524
CE3305
Date: 11/20/2018
Quote #: CG-19092-004

This Quote Valid for 60 Days

Projected Payment/Delivery Date:
PROJECTED DELIVERY DATE SUBJECT TO FUTURE CONFIRMATION

Vote Date:

Comments:
 .

REVIEWED AND ACCEPTED BY:

 SIGNATURE DATE

Base Price	\$101,189.20
Options Subject to Discount	\$20,770.46
Options Discount (16%)	(\$3,323.27)
Option Credits	\$0.00
Other Charges	\$0.00
NYS Contract Options:	\$0.00
Incentives:	\$0.00
Unit Price Per Bus	\$118,636.39
Quantity	2
Subtotal	\$237,272.78
Rebates:	\$0.00
Trades	\$0.00
Tax (if applicable)	\$0.00
Waste Tire Fee (if applicable)	\$0.00
Total Purchase Amount	\$237,272.78

PAYMENT DUE UPON DELIVERY



4 Leonard Way Deposit NY 13754

Tel: 607-467-3100 Fax: 607-467-4550

To: Mr. Frank Continetti
Director of Sales
Leonard Bus Sales, Inc.
4 Leonard Way
Deposit, NY 13754

From: _____

LETTER OF INTENT TO PURCHASE SCHOOL BUS(ES)

It is the intent of our school district to purchase a quantity of _____, Item # _____, _____ passenger school bus from Leonard Bus Sales, Inc.

These buses will be presented for voter approval on 05/21/2019. It is understood that this letter in no way binds us to purchase this vehicle in the event the voters do not approve this expenditure. I will contact you as soon as I have the results of this vote.

If you have any questions or concerns, please feel free to contact me at your convenience.

Sincerely,

Signature of School Official

Date

Carwell Rust Protection System

SCHOOL BUS PROGRAM

WARRANTY

5 Year Limited Commercial

VEHICLE ELIGIBILITY

At the time of the first treatment of the Carwell Rust Protection product, your vehicle will be eligible to be covered by a warranty if your vehicle has been purchased less than (6) six months ago and is within one (1) year of the manufacture's production date.

WARRANTY PERIOD

Your vehicle is covered for the period of five (5) years from the date of first treatment. The warranty is applicable only if you meet the terms and conditions specified in this warranty and if your vehicle is treated annually with the Carwell Rust Protection product within the prescribed times.

WHAT IS COVERED

If your vehicle is treated by an authorized Carwell Dealer with Carwell Rust Protection product each year within 30 days of the anniversary date of the last treatment, we will warrant:

1. All body panels below window line including rocker panels
2. All seams and crevices adjoining body panels
3. All floor panels including frame members

If any of the above "perforate" by rusting from the inside out, we will repair or replace them at No Charge, up to the current market value. "Perforation" means a rust-through condition, such as an actual hole in a sheet metal panel. In addition, we will pay you \$100 per business day while your vehicle is being repaired and out of service, up to a total of \$2000 (20 business days).

Each vehicle is only eligible for one claim. Your acceptance of any repair, replacement or payment for perforated areas by rust, will constitute full and final settlement and a surrender of any further right to make any other claims under this warranty or against a Carwell Dealer, associate or corporate entity.

WHAT IS NOT COVERED

Vehicle Condition – If the vehicle, at the time of treatment or re-treatment, has heavy or packed road dirt, vegetation, debris or other build up, we will not be obligated to treat or warranty those areas. Light road dirt is acceptable. We are not responsible for cleaning the vehicle prior to treatment.

Paint/Surfaces – If the vehicle has any damage or breaks in paint coatings (examples are stone chips,

scratches in the paint, manufacturer defects, or other paint failure issues) that expose the surface of underlying metal, we will not warranty these areas. Cosmetic or surface corrosion would not be repaired under this warranty.

Unusual Areas – This warranty does not cover muffler systems, gas tanks, bumpers, exterior surface of your vehicle, chrome areas, or inaccessible boxed cavities, or areas filled or injected with caulking, foam or insulation that restricts or prevents our ability to treat the area.

Claims – This warranty does not cover costs of repairs due to abuse, neglect or negligence. This warranty does not cover and Carwell is not responsible for other than direct damages including but not limited to , lost time, inconvenience or any other consequential damages including loss of the use of your vehicle if repairs are made under the conditions of this warranty.

WARRANTY AMENDMENTS – ACCIDENT DAMAGED VEHICLES

If your vehicle is damaged in an accident, the damaged area must be re-treated with the Carwell Rust Protection product by an authorized Carwell Dealer within thirty (30) days after repairs have been completed. Your re-treatment to this area will be **No Charge**, however there will be a charge for travel time. A copy of the invoice showing the repair to your vehicle must be submitted.

Carwell has the option of canceling the warranty depending on the quality of repair to the effected area or the extent of the damage to your vehicle.

HOW TO GET SERVICE

If you believe that your vehicle requires repair under the terms of this warranty, contact any authorized Carwell Dealer in the United States.

OR CONTACT:

Carwell Products, Inc.
2745 Broadway Suite 22
Cheektowaga, NY 14227-1046
1-(716)-896-1677 or
1-(800)-856-6798

Cummins Extended Coverage for School Bus Engines

Cummins offers extended coverage for Diesel Engines in School Buses

Extended coverage is over and above the Cummins standard base warranty for school bus engines, which covers the first 5 years or 100,000 miles (160,935 km), whichever occurs first.

Diesel-powered school bus owners have the option of 10 years/200,000 miles on Cummins ISB6.7L engine. That's up to a decade's worth of assurance against unexpected repair costs on every school bus run, and a big advantage when planning future budgets. This comprehensive package covers registered parts and labor. This includes the complete engine system, including EGR components.

2013 ISB6.7 EXC Extended Engine Coverage for School Bus*

Fuel Injector	8 YEARS 150,000 MILES
Water Pump	
Turbocharger	
EGR Cooler, EGR Valve, EGR Mixer	
Cylinder Head Assembly	
Rocker Lever Assembly	
ECM	
Piston, Rings and Liners	
Lube Oil Cooler Assembly	
Cylinder Block Assembly	
Crankshaft Assemblies	
Front Gear Cover	
Oil Pan	
Connecting Rod Assembly	
Lube Pump Assembly	
Cam and Bushings	
Brake Housing, Bushings, Rocker Levers, Roller Pin, Roller, Crosshead Pin, Crosshead, Including Mounting Hardware and Gaskets	
Engine Cylinder Block Casting	
Engine Main Bearing Bolts	
Engine Cylinder Head Casting	
Engine Cylinder Head Capscrews	
Engine Crankshaft Forging	
Engine Camshaft Forging	
Cam Follower Housing	
Cam Follower Assemblies	
Engine Connecting Rods and Caps	
Engine Connecting Rod Bolts	
Intake Manifold Castings	
Rocker Lever Housings	
Gear Train Gears	

Terms and conditions are subject to change