

# 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](http://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](http://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 1-D): Type C, 28 Pupil Conventional Front-Engine Bus**  
**Capacity 30**  
**NYSDOT APPROVAL #1753-NY-30-00WC-ATC**  
**19 LBS Item #1 DIESEL CE TYPE C**  
**Transportation Advisor: Christine Goossens 315-723-8504**

**Contract #: PC67615**  
**Award/Year: 23000/2016**  
**Group # 40524**  
**CE1911**  
**Date: 11/20/2018**  
**Quote #: CG-19093-005**

**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

169" Wheel Base  
CUMMINS, 220HP, 520# Torque Diesel Engine  
325 Amp. Alternator  
Air Brakes with Dust Shields/Bendix AD-9 Air Dryer  
Rear Axle 17,500#  
40 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 – 8,000#  
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, Front  
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



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**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
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: \$5,582.00**

**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
ZEUS10-004-LPR2 (4-Interior Cameras + 2 Lens Exterior Camera) With GPS & 1TB Hybrid Drive, Includes Speed and Map 2019	\$3,360.00
CARWELL Rust protection 5 yr 1-35 pass (16'02"-19'11")NYSC	\$960.00
Two Way Radio Wells Communications 315-408-9661 Kenwood Radio and install	\$957.00
WINTER FRONT BELMOR YELLOW #ZEDWF2195Y for CE ONLY OPTWY	\$197.88

**Subtotal: \$6,728.88**

**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
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Projected Payment/Delivery Date: <i>PROJECTED DELIVERY DATE SUBJECT TO FUTURE CONFIRMATION</i>
Vote Date:

<b>Base Price</b>	\$95,284.80
<b>Options Subject to Discount</b>	\$12,310.88
<b>Options Discount (16%)</b>	(\$1,969.74)
<b>Option Credits</b>	\$0.00
<b>Other Charges</b>	\$0.00
<b>NYS Contract Options:</b>	\$0.00
<b>Incentives:</b>	\$0.00
<b>Unit Price Per Bus</b>	\$105,625.94
<b>Quantity</b>	1
<b>Subtotal</b>	\$105,625.94
<b>Rebates:</b>	\$0.00
<b>Trades</b>	\$0.00
<b>Tax (if applicable)</b>	\$0.00
<b>Waste Tire Fee (if applicable)</b>	\$0.00
<b>Total Purchase Amount</b>	<b>\$105,625.94</b>

REVIEWED AND ACCEPTED BY:	
SIGNATURE _____	DATE _____

**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	<b>8 YEARS 150,000 MILES</b>
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