



October 25, 2019
Ron McDonald
General Manager
Valley Transit
801 S. Whitman Ave.
Appleton, WI 54914

Subject: Quotation for five (5) Heavy Duty Low-Floor Diesel Transit Buses.

Dear Mr. McDonald,

New Flyer is pleased to submit an option price quotation to produce five (5), 40' Diesel buses based on New Flyer's contract with Bloomington-Normal - Connect.

The proposed buses will be technically configured as SR-2334.

The price for five (5) buses is **\$474,501.91** per bus and includes delivery.

We want to take this opportunity to highlight key elements of our proposal:

Warranty: New Flyer exceeds industry standard warranties in many areas such as 5 year / 300,000 miles warranty for axle (Standard warranty is 2 years) and our multiplex warranty is 3 years/150,000 miles (Standard competitor warranty is 1 year/50,000 miles). Please refer to Section 3 of our proposal for information regarding our warranty proposal.

Publications: Our New Flyer Publications professionals combine extensive, hands-on technical experience with exceptional writing, illustrating and publishing skills to create the industry's benchmark in maintenance manuals. Supplying accurate information in a timely manner assists the customer in the performance of proper bus maintenance, which in turn, adds to the overall reliability and lifetime value of each New Flyer bus on the road. Please refer to Section 4 of our proposal for details.

Training: New Flyer Training is an organization within the New Flyer Customer Services group – a division of New Flyer Industries. As a part of the leading manufacturer of heavy-duty transit buses in the United States and Canada, we have access to top design, engineering, propulsion technology and electrical systems professionals. This enables us to offer the service and expertise to maximize the lifetime value of your fleet. Please refer to Section 5 of our proposal for our training proposal details.

Tooling and Diagnostics: Please refer to Section 6 of our proposal for our Tooling and Diagnostic proposal package.

Delivery Proposal: New Flyer is proposing delivery by the end of Q3 2020 based on receipt of a Notice to Proceed within 30 days of this submission.