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December 11, 2014

Ms. Debbie Kaminski
Assistant County Purchasing Agent
301 Jackson, Suite 201
Richmond TX 77469

Dear Ms. Kaminski,

I appreciate you providing the excerpts from the e-mails and have taken into consideration all provided information. We do want to move forward with the order of the Champion M2 buses but cannot with a pricing structure that is five years old. With that in mind, National Bus and Leasing proposes a new price of \$143,575.00 which allows for the \$13,692.00 chassis/manufacturer cost increase over the past five years.

If the new pricing is accepted by Thursday, December 18, 2014 buses will be delivered to Fort Bend County the first week of April 2015.

National Bus Sales and Leasing and I appreciate Fort Bend's business and look forward to a favorable response to the proposed pricing. If you have any questions or need additional information please feel free to call.

If there are any questions related to the above please feel free to call

Regards,

A handwritten signature in black ink that reads "Ray Healy". The signature is written in a cursive style and is positioned above a horizontal line.

Ray Healy
RVP, SW
National Bus Sales and Leasing, Inc.

**Fort Bend County Tabulation
 Bid 10-032
 Purchase of 13-69 Transit Buses for Fort Bend County Transportation Department Over 5 Year Period**

**Awarded 01/12/10: National Bus Sales with options as indicated at bottom of tabulation
 Funding: Transportation Grant (Initial order will be for 21 buses of varying sizes)**

*Amended 11/21/13

Description	Longhorn Bus Sales	National Bus Sales Champion Brand	National Bus Sales Goshen Brand	Texas Bus Sales
Bus: 19' to 22' 2009 Model		\$61,465.00	N/A	Disqualified: Did not submit pricing on amended bid document
Bus: 19' to 22' 2010 Model		\$63,615.00	\$62,753.00	
Bus: 24' to 26' 2009 Model		\$71,862.00	N/A	
Bus: 24' to 26' 2010 Model		\$73,862.00	\$70,809.00	
Bus: 32' to 37' 2009 Model	\$132,990.00	N/A	N/A	
Bus: 32' to 37' 2010 Model	\$138,990.00	\$128,083.00	N/A	
<i>Optional Equipment for 19' to 22' Bus:</i>				
Morryde Suspension		\$795.00	\$875.00	
Wheel Inserts		\$375.00	\$350.00	
Rear Help Bumper		\$695.00	\$795.00	
Electric Powered Passenger Entry Door		\$425.00	\$175.00	
Lift Platform Cover		\$350.00	\$175.00	
Remote Controlled Mirrors		\$775.00	\$650.00	
Bilingual Signs and Decals		\$75.00	\$50.00	
Public Information System		\$425.00	\$475.00	
Stop Request Chime		\$575.00	\$550.00	
Farebox		\$1,500.00	\$2,000.00	
Destination Signs		\$2,700.00	\$2,500.00	
Interior Ad Racks		\$150.00	\$425.00	
Ground Plane		\$125.00	\$105.00	
Driver's Storage Compartment (common keying)		Included in bid price	\$150.00	
Additional Flip Up Seat (over wheelchair) position		Included in bid price	Included in bid price	

Description	Longhorn Bus Sales	National Bus Sales	National Bus Sales	Texas Bus Sales
Non-Standard Paint Scheme		\$2000.00 for full body paint	\$2000.00 for full body paint	
Boarding Chair, Secured Behind Last Passenger Seat/Lift		\$475.00	\$725.00	
Child Safety Restraint Systems		\$1100.00 for double seat	\$1100.00 for double seat	
<i>Optional Equipment for 24' to 26' Bus:</i>				
Driver's Storage Compartment (common keying)		N/A with destination sign	N/A with destination sign	
Additional Flip Up Seat (over wheelchair) position		Included in bid price	Included in bid price	
Non-Standard Paint Scheme		\$2500.00 for full body paint	\$2500.00 for full body paint	
Boarding Chair, Secured Behind Last Passenger Seat/Lift		\$475.00	\$725.00	
Child Safety Restraint Systems		\$1100.00 for double seat	\$1100.00 for double seat	
<i>Optional Equipment for 32' to 37' Bus:</i>				
Rear Position Wheelchair Lift	No Extra	No price difference from front lift	No price difference from front lift	
Retractable Seatbelts (below the seat)	\$105.00 per seat	\$225 per double seat	\$225 per double seat	
Driver's Storage Compartment (common keying)	Not Available-No Space	N/A with destination sign	N/A with destination sign	
Additional Flip Up Seat (over wheelchair) position	\$413.00	Included in bid price	Included in bid price	
Non-Standard Paint Scheme	No Bid	\$3250.00 for full body paint	\$3250.00 for full body paint	
Boarding Chair, Secured Behind Last Passenger Seat/Lift	No room on this floor plan	\$475.00	\$725.00	
Child Safety Restraint Systems	\$960.00 for double seat	\$1100.00 for double seat	\$1100.00 for double seat	
Diamond Farebox M4		\$1,500.00		
Farebox Stachion		\$300.00		

Description	Longhorn Bus Sales	National Bus Sales	National Bus Sales	Texas Bus Sales
Final Bus Prices with desired options				
Bus: 19' to 22' 2009 Model		\$72,655.00	N/A	Disqualified: Did not submit pricing on amended bid document
Bus: 19' to 22' 2010 Model		\$74,805.00	\$71,728.00	
Bus: 24' to 26' 2009 Model		\$75,937.00	N/A	
Bus: 24' to 26' 2010 Model		\$77,937.00	\$71,909.00	
Bus: 32' to 37' 2009 Model	\$132,990 w/o options	N/A	N/A	
Bus: 32' to 37' 2010 Model	\$138,990 w/o options	\$129,883.00	N/A	