

# Central States Bus Sales, Inc.

49W102 US Highway 30, Big Rock, IL, 60511  
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[www.centralstatesbus.com](http://www.centralstatesbus.com)

*"The Bus Experts"*

September 24, 2018

North Boone CUSD 200  
6248 North Boone School Rd  
Popular Grove, Illinois 61065

Dear: Melissa E. Geyman, M.S. Ed

Thank you for the opportunity to help you with your transportation needs. Central States Bus Sales, Inc. is the authorized distributor for Blue Bird Body Company in Missouri, Arkansas, Illinois, Tennessee and Kentucky and we have the facilities and experience to support all of the products we sell. Blue Bird School Buses are unsurpassed in Quality, Durability, and Built-In Safety Features.

In accordance with your request, I have prepared three (3) proposals. Our proposal is on 2020 Blue Bird Vision 77 passenger conventional school buses for Purchase, two (2) year lease and three (3) year lease. These units have a Cummins ISB diesel engine. These units are equipped to meet or exceed all state and federal specifications and include the equipment that you requested.

#### Air Brake

2020 Blue Bird Diesel 77 Pass Conventional Bus:  
Rate: 5.20

Purchase Price: \$85,880.00 each  
2 Year Lease: \$16,070.89 each  
3 Year Lease: \$14,544.73 each

#### Hyd Brake

2020 Blue Bird Diesel 77 Pass Conventional Bus:  
Rate: 5.20

Purchase Price: \$85,624.00 each  
2 Year Lease: \$16,033.59 each  
3 Year Lease: \$14,511.15 each

**Note:** Please see attached equipment list. I have highlighted some items that are a higher cost to have but your current buses that you have received has those options.

Lease prices include full warranty for lease term. If you'd like to add warranty on the purchase price please see below.

#### Extended Warranty:

2 year: \$450.00  
3 year: \$890.00  
5 year: \$2,585.00

Trades: Based on age, mileage, rust and wear.

31: \$1,250.00

39: \$1,500.00

40: \$1,500.00

41: \$1,500.00

44: \$2,500.00

46: \$2,500.00

49: \$3,250.00

50: \$3,250.00

51: \$3,250.00

52: \$3,250.00

If you have any questions or require additional information, please feel free to contact me by phone at 800-376-1644 or by e-mail at [kenm@centralstatesbus.com](mailto:kenm@centralstatesbus.com). Thanks again, and I hope to be hearing from you soon.

Sincerely,



Ken Muehlfelder  
Regional Sales Manager