



1900 S. Riverside Ave.  
Colton, CA 92324



www.a-zbus.com



800-437-5522



**BUS SALES**  
AN EMPLOYEE OWNED COMPANY

October 30, 2020

Dr. Donald Davis  
Superintendent  
Waterford-Unified School District  
219 N. Reinway Avenue, Bldg. 2  
Waterford, CA 95386

**APPROVED**

NOV 12 2020

**BOARD MEETING**

Re: Bid #01/17 "School Buses" – Request for Renewal & Addendum

Dear Dr. Davis;

A-Z Bus Sales, Inc. would once again like to Thank You for the opportunity to participate in your Bid #01/17.

We would like to request an extension of Bid #01/17 through December 31, 2021 with the following changes:

1. A 5% increase per base model to cover factory price adjustments.
2. A 5% increase per option to cover factory price adjustments.
3. A revision of available options per the attached addendum to reflect specific manufacturer model & cost changes.



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**BUS SALES**  
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SPECIFICATION:

**New 81 Passenger Rear Engine Transit Diesel School Bus:**

**ADDITIONAL AVAILABLE OPTIONS: Page 15-20:**

(Add applicable sales tax to all pricing)

Option 17a) Collision Mitigation with Passive Alert System – Add \$1,251

Option 48o) Extended battery range for EV model – Add \$24,000

Option 48p) Battery insulation package for EV model – Add \$4,000

Option 57) Tech Training class – Add \$1,500



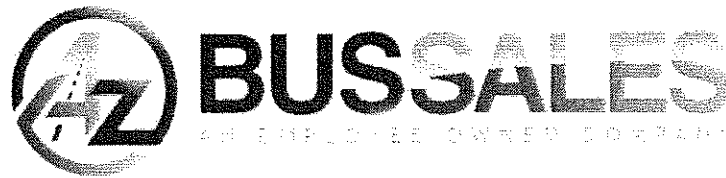
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SPECIFICATION:

**New 84 Passenger Front Engine Transit Diesel School Bus:**

ADDITIONAL AVAILABLE OPTIONS: Page 14-18:

(Add applicable sales tax to all pricing)

Option 14a) ESC – Electronic Stability Control – Add \$1,260

Option 14b) Collision Mitigation with Passive Alert System – Add \$1,251

Option 45) Tech Training class – Add \$1,500



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**BUS SALES**  
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SPECIFICATION:

**New 75 Passenger Conventional Diesel School Bus:**

ADDITIONAL AVAILABLE OPTIONS: Page 13-19:

(Add applicable sales tax to all pricing)

Option 4b) New Ford 7.3L V8 Engine upgrade – Add \$3,135

Option 7o) Extended battery range for EV model – Add \$24,000

Option 7p) Battery insulation package for EV model – Add \$4,000

Option 24a) Collision Mitigation with Passive-Alert System – Add \$1,251

Option 58) Tech Training class – Add \$1,500



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**BUS SALES**  
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SPECIFICATION:

**New 24 Passenger Type-A1 Gasoline School Bus:**

ADDITIONAL AVAILABLE OPTIONS: Page 11-14:

(Add applicable sales tax to all pricing)

Option 27g) Smart Driver Assist Technology, Ford – Add \$1,628

Option 28j) New GM 6.6L Engine upgrade – Add \$1,859

Option 32) Tech Training class – Add \$1,500



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**BUS SALES**  
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SPECIFICATION:

**New 25 Passenger Type-A1 Gasoline School Bus:**

**ADDITIONAL AVAILABLE OPTIONS: Page 10-13:**

(Add applicable sales tax to all pricing)

Option 28f) Smart Driver Assist Technology, Ford – Add \$1,628

Option 29g) New GM 6.6L Engine upgrade – Add \$1,859

Option 33) Tech Training class – Add \$1,500



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Should you have any questions or concerns, please feel free to call me.  
We look forward to continuing the excellent relationship we maintain with  
the District.

Respectfully submitted,

Bidder: A-Z Bus Sales, Inc.

School District: Waterford Unified SD

John Landherr

President & CEO

P: 951-781-1841

F: 951-781-9806

Jlandherr@a-zbus.com

Accepted: X

Declined: \_\_\_\_\_

Signature:

Printed Name: Don Davis

Title: Superintendent

Date: 1/5/2021