



Midwest Transit Equipment, Inc.  
 146 W. Issert Drive • P.O. Box 582  
 Kankakee, IL 60901  
 (800) 933-2412

March 26, 2019

Raytown C-2 School District  
 Attn: Kevin Easley  
 5920 Hardy Street  
 Raytown, Missouri 64133

Mr. Easley:

I want to thank you for giving Midwest Transit Equipment the opportunity to spec & bid the package of lease buses for this year's purchase. Below is listed the lease proposal for a seven (7) year term. The lease payments will be made annually for the duration of the contract. The lease will again be through Santander Bank at a rate of 4.05% annually with a 15,000 mile per year allowance.

**7 Year Lease**

Item #	Qty	Description	Unit Cost	Item Cost	Annual Lease Cost/Unit	Total Lease Cost
1	5	2018 77P IC CE 300 Air Brake	\$74,661	\$373,305	\$10,763	\$53,815
2	2	2019 77P IC CE 300 Air Brake	\$80,890	\$161,780	\$11,276	\$22,552
3	1	2018 77P IC CE 300 Hyd Brake	\$75,419	\$75,419	\$10,884	\$10,884
4	1	2018 51+2 IC CE Lift Bus	\$87,869	\$87,869	\$11,606	\$11,606
5	9	Kajeet Mobile Set	\$1,119	\$10,071	\$180	\$1,620
6	9	Angel Trax Camera System	\$2,370	\$21,330	\$381	\$3,429
7	9	(4) BTI 3pt/ICS Seats per bus	\$2,680	\$24,120	\$430	\$3,870

(Kajeet units and Camera/DVRs will be owned by Raytown Schools at end of term)

Total lease cost per year: **\$107,776.00**

Trade in units:

Bus No.	Description	Bus Miles	Trade Allowance
007	2000 Freightliner/Thomas 65 Passenger	197,529	\$800
31	2002 International 59 Passenger	212,000	\$1,000
38	2002 International 59 Passenger	160,212	\$1,100
63	2002 International 59 Passenger	186,740	\$1,100
64	2004 International 71 Passenger	197,712	\$1,200
111	2005 Bluebird 30+3 Lift Bus	122,011	\$1,200
99	2008 International 52+3 Lift Bus	122,582	\$3,000
	<b>Total Trade Allowance</b>		<b>\$9,400</b>

The total trade allowance of up to **\$9,400** can be deducted from the first payment due.

If trade-in(s) are being considered, Midwest Transit Equipment is offering trade allowance with the assumption that bus(es) being traded have been inspected according to State of Missouri regulations and will pass inspection at the time of trade unless otherwise agreed upon by both parties. Changing tires or otherwise devaluing the bus prior to trade-in is cause for rejecting acceptance of the bus as a trade-in.

Trade values provided are based on the assumption that a trade-in bus will be available for pick up upon delivery of the new bus. If the trade-in bus is not available or is deemed by the delivery driver to be in a condition that would not pass a pre-trip safety inspection or is unsafe to drive, it will be the school's responsibility to deliver the trade-in bus(es) to the selling Bus Dealer in the condition described above.

**Disclosure:**

- This bid is firm for 30 days from this quote date
- Stock Units subject to prior sale
- Credit Cards will not be accepted for payments for new or used buses including purchases, financing, or leases.
- Trade in vehicles must be in good operating condition
- Delivery for new bus custom orders is approximately 120 days from receipt of order
- Payment due upon delivery
- Certificate of Origin or Title will be released only after payment in full is received.
- Advance invoicing will be sent with estimated delivery date for purposes of preparing for payment. Customer may hold funds until delivery and acceptance of vehicle.
- All delivery times are estimated times and are NOT guaranteed or implied under any circumstances
- Midwest Transit Equipment, Inc. is engaged in the business of buying, selling and servicing buses, not financing or leasing them. It has, however, established relationships with respected independent financing and leasing companies to offer customers who wish to finance or lease buses a convenient and reasonably-priced means of doing so. Accordingly, if you elect to finance or lease buses as contemplated by this proposal, an independent finance or leasing company will purchase the buses from Midwest Transit for financing or lease to you, and Midwest Transit will provide you with all applicable warranty and maintenance services.

Thank You for the opportunity,



Doug Messer  
Regional Sales Manager  
Midwest Transit Equipment Inc.  
146 West Issert Drive  
Kankakee, IL 60901  
800-933-2414