



January 24, 2018

Brian Engelking
Transit Manager
Waukesha Metro Transit
262.524.3634

Subject: Quotation for Heavy Duty Low-Floor Diesel Transit Buses

Dear Mr. Engelking,

New Flyer is pleased to submit an option price quotation for the production of two (2) 35' Diesel buses based on New Flyer's contract with Connect (Bloomington/Normal).

The proposed buses will be technically configured as SR-2073 including additional changes listed under Section 2 of our proposal submission.

The price for two (2) buses is **\$ 414,395.38 per bus.**

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

Warranty: Warranty terms and conditions will match SR-2073

Publications: Publications terms and conditions will match SR-2073

Spare Parts: There are no Spare Parts included in the base bus price.

Payment Terms: Following the terms and conditions of New Flyer's contract with Connect (Bloomington/Normal) our proposed payment terms are as follows:

- Payment terms are Net 30 days
- Acceptance is within 15 days of delivery

This is a very important project to us as it allows us the opportunity to continue to build on the strong relationship we have enjoyed with Waukesha Metro Transit. It also affords us the opportunity to deliver to you, once again, some of the most advanced vehicles available in North America. We thank you for your continued interest in New Flyer products and look forward to working with you in the near future.

The quotation is open for acceptance for thirty (30). Please indicate your acceptance by providing a Purchase Order to the attention of Ryan Childe – Technical Sales Manager.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ryan Childe', with a long horizontal flourish extending to the right.

RYAN CHILDE
Technical Sales Manager
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C 204.232.5176
ryan_childe@newflyer.com

CC: Jennifer McNeill – VP Sales and Business Development
Amy Schreiner – Business Segment Director
Jerome Canseco – Technical Sales Analyst