

**APPENDIX D-4**  
**Beneficiary Eligible Mitigation Action Certification**

**BENEFICIARY ELIGIBLE MITIGATION ACTION CERTIFICATION**

Beneficiary State of Montana

Lead Agency Authorized to Act on Behalf of the Beneficiary Montana Department of Environmental Quality  
*(Any authorized person with delegation of such authority to direct the Trustee delivered to the Trustee pursuant to a Delegation of Authority and Certificate of Incumbency)*

<b>Action Title:</b>	Montana 2019-2020 Diesel Emission Reduction Act Option
<b>Beneficiary's Project ID:</b>	VWT2020-03
<b>Funding Request No.</b>	<i>(sequential)</i> 3
<b>Request Type: (select one or more)</b>	<input type="checkbox"/> Reimbursement <span style="float: right;"><input checked="" type="checkbox"/> Advance</span> <input type="checkbox"/> Other (specify): _____
<b>Payment to be made to: (select one or more)</b>	<input checked="" type="checkbox"/> Beneficiary <input type="checkbox"/> Other (specify): _____
<b>Funding Request &amp; Direction (Attachment A)</b>	<input checked="" type="checkbox"/> Attached to this Certification <input type="checkbox"/> To be Provided Separately

**SUMMARY**

<b>Eligible Mitigation Action</b> <input type="checkbox"/> Appendix D-2 item (specify): _____ <b>Action Type</b> <input checked="" type="checkbox"/> Item 10 - DERA Option (5.2.12) (specify and attach DERA Proposal): _____
<b>Explanation of how funding request fits into Beneficiary's Mitigation Plan (5.2.1):</b> See attached Summary Supplement
<b>Detailed Description of Mitigation Action Item Including Community and Air Quality Benefits (5.2.2):</b> See attached Summary Supplement
<b>Estimate of Anticipated NOx Reductions (5.2.3):</b> See attached Summary Supplement
<b>Identification of Governmental Entity Responsible for Reviewing and Auditing Expenditures of Eligible Mitigation Action Funds to Ensure Compliance with Applicable Law (5.2.7.1):</b> Montana Legislative Audit Division
<b>Describe how the Beneficiary will make documentation publicly available (5.2.7.2).</b> <b>See attached Summary Supplement</b>
<b>Describe any cost share requirement to be placed on each NOx source proposed to be mitigated (5.2.8).</b> See attached Summary Supplement
<b>Describe how the Beneficiary complied with subparagraph 4.2.8, related to notice to U.S. Government Agencies (5.2.9).</b>

On February 27, 2018 MTDEQ sent e-mail notices of availability of funds to representatives of the U.S. Department of Interior and U.S. Department of Agriculture listed in subparagraph 4.2.8

If applicable, describe how the mitigation action will mitigate the impacts of NOx emissions on communities that have historically borne a disproportionate share of the adverse impacts of such emissions (5.2.10).

See attached Summary Supplement

**ATTACHMENTS**  
**(CHECK BOX IF ATTACHED)**

- Attachment A Funding Request and Direction.
- Attachment B Eligible Mitigation Action Management Plan Including Detailed Budget and Implementation and Expenditures Timeline (5.2.4).
- Attachment C Detailed Plan for Reporting on Eligible Mitigation Action Implementation (5.2.11).
- Attachment D Detailed cost estimates from selected or potential vendors for each proposed expenditure exceeding \$25,000 (5.2.6). [Attach only if project involves vendor expenditures exceeding \$25,000.]
- Attachment E DERA Option (5.2.12). [Attach only if using DERA option.]
- Attachment F Attachment specifying amount of requested funding to be debited against each beneficiary's allocation (5.2.13). [Attach only if this is a joint application involving multiple beneficiaries.]

**CERTIFICATIONS**

By submitting this application, the Lead Agency makes the following certifications:

1. This application is submitted on behalf of Beneficiary State of Montana, and the person executing this certification has authority to make this certification on behalf of the Lead Agency and Beneficiary, pursuant to the Certification for Beneficiary Status filed with the Court.
2. Beneficiary requests and directs that the Trustee make the payments described in this application and Attachment A to this Form.
3. This application contains all information and certifications required by Paragraph 5.2 of the Trust Agreement, and the Trustee may rely on this application, Attachment A, and related certifications in making disbursements of trust funds for the aforementioned Project ID.
4. Any vendors were or will be selected in accordance with a jurisdiction's public contracting law as applicable. (5.2.5)
5. Beneficiary will maintain and make publicly available all documentation submitted in

**support of this funding request and all records supporting all expenditures of eligible mitigation action funds subject to applicable laws governing the publication of confidential business information and personally identifiable information. (5.2.7.2)**

**DATED: 10/05/2020**



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**[Christopher Dorrington]  
[Division Administrator, AEMD]**

Department of Environmental Quality

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**[LEAD AGENCY]**

**for**

**State of Montana**

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**[BENEFICIARY]**

## SUMMARY Supplement Appendix D-4

### **Explanation of how funding request fits into Beneficiary's Mitigation Plan (5.2.1)**

Montana's Beneficiary Mitigation Plan posted in November 2018 proposed to use 5% of Montana's initial allocation, or approximately \$630,000 in funding necessary for, and directly connected to, the Diesel Emissions Reduction Act (DERA) Option as authorized under Eligible Mitigation Action 10.

### **Detailed Description of Mitigation Action Item Including Community and Air Quality Benefits (5.2.2)**

Montana DEQ received applications from school districts across Montana to partially reimburse the replacement of approximately 18 model years 1999-2009 diesel school buses. The awards will partially fund the purchase of 10 new diesel and eight new propane-powered school buses. Five of the propane buses are certified for Low-NOx emissions.

### **Estimate of Anticipated NOx Reductions (5.2.3)**

Montana DEQ estimated NOx emission reductions using the Diesel Emissions Quantifier provided by the EPA (<https://cfpub.epa.gov/quantifier/index.cfm?action=main.home>) We calculated lifetime NOx reductions for the 18 new school buses to be 8,860 pounds.

### **Describe how the Beneficiary will make documentation publicly available (5.2.7.2)**

MTDEQ maintains a webpage describing the Montana's Volkswagen Environmental Mitigation Program for State Beneficiaries. The Volkswagen Mitigation Trust webpage can be found at: <http://deg.mt.gov/Energy/transportation/VW-Settlement-Page>. Copies of the funding request certifications to the Trustee will be available through links on this web page.

Application materials, reimbursement requests, and other documentation submitted by applicants and funding recipients for Montana's Volkswagen Environmental Mitigation Program are available to the public either through the website, or upon request pursuant to Montana Code Annotated Title 2, chapter 6, part 10.

### **Describe any cost-share requirement to be placed on each NOx source proposed to be mitigated (5.2.8):**

Applicants are required to provide:

- 75% match for propane or new diesel school bus with emissions model year 2016 or newer
- 65% match for a school bus with a certified low NOx engine

### **If applicable, describe how the mitigation action will mitigate the impacts of NOx emissions on communities that have historically borne a disproportionate share of the adverse impacts of such emissions (5.2.10)**

Of the 18 total school bus replacement projects, 8 will be located in the top 10 counties based on annual mobile sources of onroad NOx emissions (1. Yellowstone, 3. Missoula, 5. Cascade, 6. Mineral, 8. Flathead).

## ATTACHMENT B

### **PROJECT MANAGEMENT PLAN INCLUDING DETAILED BUDGET AND IMPLEMENTATION AND EXPENDITURES TIMELINE (5.2.4)**

This funding request will provide advance funds to the Montana Department of Environmental Quality (DEQ) for purchasing cost-shared low NOx, propane, or cleaner diesel school buses powered by a 2016 model year or newer engine certified to EPA emission standards. The actions covered by this funding request are consistent with Eligible Mitigation Action 10 (Diesel Emission Reduction Act (DERA) Option) of the State Trust Agreement and with Montana’s Beneficiary Mitigation Plan (pages 8-9), which anticipated allocating five percent of Montana’s Volkswagen EMT funding.

#### SCHOOL BUS REPLACEMENTS TO BE FUNDED THROUGH THIS REQUEST

Eighteen school bus replacements will be funded through this request. Successful school district applicants include:

- Alberton – new diesel
- Belt – new diesel
- Bigfork – new diesel
- Browning – two new low NOx propane
- Cayuse Prairie – new diesel
- Charlo – new low NOx propane
- Corvallis – two new propane
- Custer – new diesel
- Frenchtown – two new low NOx propane
- Huntley Project – one new diesel, one new low NOx propane
- Libby – new diesel
- Livingston – new diesel
- Lone Rock – two new diesel

#### PROJECT SCHEDULE AND TIMELINE, MONTANA CLEAN SCHOOL BUS PROGRAM

<b>Project Milestone</b>	<b>Date</b>
Montana DEQ posts information and application materials on agency website; e-mail notification to Volkswagen Mitigation stakeholders list	23 October, 2019; 1 April, 2020
Deadline for submission of applications	11 January, 2020; 30 June, 2020
Review of applications	18 January, 2020; 10 July, 2020
Initial notification to successful applicants	25 January, 2020; 17 July, 2020
Formal notification to successful applicants	29 January, 2020; 16 July, 2020
Montana DEQ submits Project Certification and Funding Direction for Advanced Funding	October 2020
Trustee allocates Advanced Funding to MTDEQ	December 2020
Finalization of contracts with funding recipients	March 2020;

	October 2020
Montana DEQ reports on project progress	July 2021
Montana DEQ reports on project progress	December 2021
Montana DEQ reports on project progress	July 2022
Montana DEQ reviews reimbursement requests from recipients and provides payments for projects completed.	Q4 2020 – Q3 2022
Deadline for completion of clean school bus replacements	30 September, 2022
MTDEQ reports project completion	October 2022

## **Project Budget**

<b>Period of Performance: March 2020 – September 2022</b>			
<b>Budget Category</b>	<b>Share of Total Budget to be Funded by the Trust</b>	<b>Cost-Share to be Paid by Project Recipient</b>	<b>Total Budget Amount</b>
Costs associated with purchase of school buses	\$197,370	\$1,926,021	\$2,123,391
Contractor Support	\$0	\$0	\$0
Subrecipient support	\$0	\$0	\$0
Administrative Costs (15%) Program planning, development, outreach, and administration	\$29,605	\$0	\$0
<b>Project Totals</b>	<b>\$226,975</b>	<b>\$1,926,021</b>	<b>\$2,152,996</b>
Percentage	10%	90%	100%

## **PROJECTED ANNUAL TRUST ALLOCATIONS**

	2020	2021	2022
1. Anticipated Annual Project Funding Request to be paid through the Trust	\$558,929	\$5,290,000	\$2,600,000
2. Anticipated Annual Cost Share	\$2,139,578	\$1,398,000	\$1,220,000
3. Anticipated Total Project Funding by Year (line 1 plus line 2)	\$2,698,507	\$6,688,000	\$3,820,000
4. Cumulative Trustee Payments Made in Previous Years Against Cumulative Approved Beneficiary Allocation	\$1,050,000	\$1,608,929	\$6,898,929
5. Current Beneficiary Project Funding to be paid through the Trust (line 1)	\$558,929	\$5,290,000	\$2,600,000
6. Total Funding Allocated to Beneficiary, inclusive of Current Action by Year (line 4 plus line 5)	\$1,608,929	\$6,898,929	\$9,498,929
7. Beneficiary Share of Estimated Funds Remaining in Trust at Start of Year	\$11,552,425	\$10,993,496	\$5,703,496
8. Net Beneficiary Funds Remaining in Trust, net of cumulative Beneficiary Funding Actions (line 7 minus line 5)	\$10,993,496	\$5,703,496	\$3,103,496

## ATTACHMENT C

### **DETAILED PLAN FOR REPORTING ON ELIGIBLE MITIGATION ACTION IMPLEMENTATION (5.2.11)**

The Montana Department of Environmental Quality (DEQ) will provide detailed reporting on this funding request under Eligible Mitigation Action 10 (Diesel Emission Reduction Act Option) in two ways: 1) timely updates to DEQ's Volkswagen Environmental Mitigation Program web page and 2) semi-annual reports to the Trustee as required by subparagraph 5.3 of the Environmental Mitigation Trust for State Beneficiaries.

#### **DEQ Website**

DEQ has a webpage dedicated to the Volkswagen Environmental Mitigation Program that includes projects and actions that are eligible for funding and the status of funding. The website is found at: <http://deq.mt.gov/Energy/transportation/VW-Settlement-Page>. Copies of funding request certifications to the Trustee will be available through this web page. This page will link to current and past projects and categories funded through the Trust.

Application materials, reimbursement requests, and other documentation for Montana's Volkswagen Environmental Mitigation Program are available to the public either through the website, or upon request pursuant to Montana Code Annotated Title 2, chapter 6, part 10.

#### **Semi-Annual Reports to the Trustee**

As required by subparagraph 5.3 of the Environmental Mitigation Trust Agreement for State Beneficiaries, DEQ will submit a report to the Trustee within six months of the first disbursement and thereafter no later than January 30 and July 30 for preceding six-month periods. These reports will describe the progress implementing current and any other Eligible Mitigation Action ongoing during the reporting period. These reports will include a summary of all costs expended and a complete description of the status (including actual or projected termination date), development implementation, and any modification of the Eligible Mitigation Action. These semi-annual reports to the Trustee will be available for public access through links on the main Volkswagen Trust page on the DEQ website.



**ATTACHMENT D**

**DETAILED COST ESTIMATES FROM SELECTED VENDORS FOR EACH PROPOSED EXPENDITURE  
EXCEEDING \$25,000 (5.2.6)**

<b>School District</b>	<b>Equipment</b>	<b>Manufacturer</b>	<b>Fuel</b>	<b>Expected Purchase Price</b>
Alberton	School bus	IC Bus	Diesel	\$135,505
Belt	School bus	Blue Bird	Diesel	\$112,750
Bigfork	School bus	Thomas	Diesel	\$116,159
Browning	School bus	Blue Bird	Propane	\$108,000
Browning	School bus	Blue Bird	Propane	\$119,000
Cayuse Prairie	School bus	IC Bus	Diesel	\$93,509
Charlo	School bus	Blue Bird	Propane	\$107,000
Corvallis	School bus	Thomas	Propane	\$116,604
Corvallis	School bus	Thomas	Propane	\$116,604
Custer	School bus	IC Bus	Diesel	\$106,286
Frenchtown	School bus	Blue Bird	Propane	\$120,000
Frenchtown	School bus	Blue Bird	Propane	\$120,000
Huntley Project	School bus	Blue Bird	Propane	\$120,500
Huntley Project	School bus	Blue Bird	Diesel	\$187,500
Libby	School bus	IC Bus	Diesel	\$96,107
Livingston	School bus	Blue Bird	Diesel	\$113,500
Lone Rock	School bus	IC Bus	Diesel	\$116,345
Lone Rock	School bus	IC Bus	Diesel	\$118,020

Each applicant for the 2019-2020 Montana Clean School Bus Program was required to seek at least three price quotes for school buses and submit them with their application. The bids are attached below.

**ATTACHMENT E**

**FISCAL YEAR 2019**

**STATE CLEAN DIESEL GRANT PROGRAM**

**WORK PLAN AND BUDGET NARRATIVE TEMPLATE**

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INSTRUCTIONS: States and territories applying for FY 2019 DERA State Clean Diesel Grant Program funding must use this template to prepare their Work Plan and Budget Narrative.

Please refer to the FY 2019 STATE CLEAN DIESEL PROGRAM INFORMATION GUIDE for full Program details, eligibility criteria and funding restrictions, and application instructions.

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## SUMMARY PAGE

**Project Title:**

### **Project Manager and Contact Information**

**Organization Name: Montana Department of Environmental Quality**

**Project Manager: Kyla Maki**

**Mailing Address: 1520 East 6<sup>th</sup> Ave.**

**Phone: (406) 444-6478**

**Fax:**

**Email: [kmaki@mt.gov](mailto:kmaki@mt.gov)**

### **Project Budget Overview:**

	<b>FY 2019</b>
EPA Base Allocation	\$ 315,931
State or Territory Voluntary Matching Funds (if applicable)	\$315,931
EPA Match Incentive (Bonus) (if applicable)	\$157,966
Mandatory Cost-Share	\$0
<b>TOTAL Project Cost</b>	<b>\$789,828</b>
Other Leveraged Funds	\$1,842,000

### **Project Period**

October 1, 2019 – September 30, 2021

### **Summary Statement**

The Montana Department of Environmental Quality (DEQ) proposes to issue rebates to replace approximately 22 model year (EMY) 1996-2009 diesel school buses with model year 2016 or newer diesel and propane buses. The DEQ also proposes to replace three EMY 1996-2010 diesel school buses with low NOx school buses and one model year 1996-2010 diesel school bus with a battery electric school bus. The funding will replace a total of 26 diesel school buses. DEQ also

analyzed an alternate scenario that would replace 30 diesel school buses with a mix of propane and diesel buses, and replace two diesel school buses with low NOx school buses. In this scenario, the funding would replace a total of 32 buses. DEQ analyzed an alternate scenario due to uncertainty of whether a school will submit an application for an electric school bus replacement this cycle. DEQ is using Volkswagen Environmental Mitigation Settlement funds as voluntary match for FY19. Due to additional funds, DEQ will be funding school bus replacement projects statewide. Priority will be given to projects located in poor air quality areas listed in EPA's FY19 Priority County List, EPA's Green Book of Nonattainment Areas for Criteria Pollutants, and/or DEQ's Communities at Risk List. DEQ has experience with bus replacement through the cost-shared replacement of a total of 87 buses in 29 school districts located in ten poor air quality counties between 2008 and 2018. DEQ will also continue to promote the Clean Air Zone Montana (no idle) Program, and provide training to school bus drivers and school districts statewide.

The Montana DEQ maintains a webpage that details past DERA State Clean Diesel Program projects here: <http://deq.mt.gov/Energy/transportation/alltransportation>

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## **SCOPE OF WORK**

The Montana Department of Environmental Quality (DEQ) will operate the Montana Clean School Bus program to meet the priorities of the FY2019 EPA State Grant Clean Diesel Program by initiating activities that maximize public health benefits by reducing diesel emissions and diesel emissions exposure. Additionally, DEQ is leveraging Volkswagen Environmental Mitigation Trust Settlement (EMT) funds as eligible voluntary match. DEQ will also operate the program and select projects that meet the priorities and goals established in Montana's Volkswagen Beneficiary Mitigation Plan finalized in November 2018. Funding will be available for school districts statewide to spread the benefits and maximize additional funding provided through the Volkswagen DERA option. Priority will be given to projects that reduce air pollution in areas with susceptible human populations such as young children, and in disadvantaged communities that are at greater risk for health impacts exacerbated by air pollution. All schools receiving buses will join the Montana Clean Air Zone-No-Idle School Bus Program. Since 2008, this No-idle outreach project has had 127 participating of 356 school districts in the state. For outreach, DEQ will partner with the Office of Public Instruction (OPI) and the Montana Association of Pupil Transportation (MAPT) to educate school bus drivers, school transportation directors, and others to reduce diesel bus emissions by using various technologies and training.

### **STATE/TERRITORY GOALS AND PRIORITIES:**

DEQ's School Bus Replacement Project will prioritize model year 1996-2009 and 1996-2010 diesel bus replacements (depending on replacement fuel/technology) based on several factors, as in DEQ's past programs. Due to additional funds leveraged from Volkswagen EMT Settlement funds, DEQ will expand eligibility to school districts in counties statewide. Priority will be given to projects located in counties listed in EPA's Green Book of Nonattainment Areas for Criteria Pollutants; the DEQ's Communities At-Risk document and the top 10 counties for mobile

onroad NOx emissions, per the EPA 2014 Emissions Inventory data. These counties include Big Horn, Cascade, Flathead, Gallatin, Jefferson, Lake, Lewis and Clark, Lincoln, Mineral, Missoula, Ravalli, Rosebud, Sanders, Silver Bow, Stillwater, and Yellowstone counties.

Using EPA 2014 National Emissions Inventory data, DEQ determined the sources of diesel pollution and mobile sources of NOx emissions in Montana. Heavy duty diesel vehicles account for 22% of the state's mobile source NOx emissions. This is the third largest category following non-road vehicles and equipment and light duty gas vehicles. Vehicles in the heavy-duty category include transit buses, school buses, garbage trucks, delivery trucks, etc.

The Montana Office of Public Instruction's (OPI) bus fleet data shows over 2,100 (1996-2009) diesel C&D class buses eligible, and 226 additional 2010 diesel C&D class buses eligible in districts statewide.

### **VEHICLES AND TECHNOLOGIES:**

The Montana Office of Public Instruction (OPI) oversees all activities associated with public K-12 education in Montana, including pupil transport. The OPI FY2018-2019 school bus fleet data show public schools operate approximately 3,392 school buses transporting 64,477 students and traveling over 20 million miles annually. Route information for Class C and D buses from the FY17 and FY18 replacement projects and latest school bus fleet data showed buses travel on average 10,458 miles annually. About 60 percent of the diesel school bus fleet in the state are 1996-2009 model years.

The OPI 2018-2019 bus and fleet data were used to estimate fuel use and miles for EMY 1996-2009 buses. The Montana school year is 180 days, and average miles driven do not include driver training or use for other school activities and summer school. The average route miles of 10,458 are for Class C and D buses that carry over 80 percent of the students. Each bus uses about 1,648 gallons of diesel fuel annually. Average idle time is estimated at 107 hours a year (based on experience and the EPA Diesel Emissions Quantifier). Ownership of the school buses is divided between school districts 39% and district contractors 61%. In all cases, DEQ will work with the school districts for bus replacements.

### **Emissions Technology Analysis**

Based on past analysis of various emission technology options and alternative fuel for school buses, DEQ examined the following technology options to replace EMY1996-2009 diesel buses:

- Replacement with a EMY 2018 battery electric engine/school bus
- Replacement with a EMY2018 propane bus
- Replacement with EMY2018 diesel bus idle reduction technology

The EPA's Diesel Emissions Quantifier does not have an input option for low NOx propane buses, so DEQ did not analyze those separately.

**Table 1: Technology Options for replacing MY1996-2009/2010 diesel school buses**

Technology	2018 Propane		2018 Diesel & idle reduction		2018 Battery Electric	
	<u>Tons/ gallons reduced /Year</u>	<u>Lifetime tons/gallons reduced</u>	<u>Tons/gallons reduced/Year</u>	<u>Lifetime tons/gallons reduced</u>	<u>Tons/gallons reduced/ Year</u>	<u>Lifetime tons/gallons reduced</u>
NOx	0.079	1.027	0.079	1.027	0.085	1.105
PM2.5	0.006	0.078	0.006	0.078	0.006	0.078
HC	0.016	0.208	0.016	0.208	0.017	0.221
CO	0.037	0.481	0.037	0.481	0.040	0.52
CO <sub>2</sub>	15.8	205.4	0.037	11.8	15.8	205.4
Diesel Gallon equivalent	1,401 gallons	18,213 gallons	71 gallons	923 gallons	1,401 gallons	18,213 gallons
1 <sup>st</sup> yr. Health Benefits	\$840		\$850		\$860	

**ROLES AND RESPONSIBILITIES:**

DEQ will partner with OPI and school districts to share the following roles and responsibilities. DEQ will provide fiscal management, reporting to EPA, and oversight to ensure that the project is completed as described in the work plan. DEQ will issue the request for applications, rank them through a team review, and determine the final selections. OPI will work with the local school districts to identify monies from available funds to be used as a 75% match for diesel and regular propane buses, 65% match for low NOx buses, and 55% match for battery electric buses for school bus purchases. OPI will also participate in the team reviewing school bus applications and selecting schools to receive funding. Each selected school district will provide matching funds and deliverables including the scrapping/recycling of old vehicles. DEQ’s deliverables checklist provides the bus data used in EPA Diesel Emissions Quantifier to develop the comparison between proposed and actual results, DEQ will submit quarterly and final reports to EPA.

**TIMELINE AND MILESTONES:**

DEQ’s timeline and workplan are described in detail in Table 2. Briefly, DEQ will update its existing request for applications (RFA), bus deliverables checklist, and emissions verification form to meet the requirements of this EPA program. The deliverables checklist includes specifics

for the bus purchase, order, title, commitment of match, bill of lading, bus vendor invoice, pictures, verification of new bus, verification of existing bus and engine recycling/scraping, and more. The emissions verification form ensures that each bus engine VIN, serial numbers, engine emissions, and mileage are recorded in a readable format. DEQ and OPI will advertise the RFA electronically and by hard copy, sending notice to all schools and districts. DEQ and its review team will rank complete applications. Highest ranking applications will be selected for rebates until all available funds are committed. DEQ will send letters of acceptance and rejection, and conduct debriefings as requested by schools. A rebate will be signed between the school district and DEQ for each vehicle. Deliverables will be reviewed, tracked and approved by DEQ before payments are made to recipients. All contract payments go through program, fiscal, and financial services for approval before payment is made to the recipient by DEQ Financial Services.

**Table 2. FY2019 Work Plan and Time Line**

<b>Month</b>	<b>Activity</b>
October 1-15, 2019	DEQ completes award with EPA and updates the Request for Applications to develop a list of interested school districts with matching funds. DEQ and OPI team develop internal processes for outreach and evaluation of applications.
October 15, 2019	DEQ and OPI distribute Request for Applications electronically and in hard copy
October 15-December 13, 2019	Application period for local school districts. DEQ responds to questions and provides technical support for the process. Advertised cut-off date for questions. Responses posted on website.
December 13-20, 2019	Applications checked for completeness (letter of commitments for match); team evaluates applications, identifies needed clarifications; determines consensus on application ranking. DEQ submits quarterly report.
January 2020- February 2020	DEQ to notify successful and unsuccessful applicants; de-brief unsuccessful applicants as needed; initiate the rebate/contracting process of successful applicants. Signed contracts are due by the end of February.
March 2020- July 2020	Schools to order buses in early March. DEQ submits quarterly report.
June 2020	Work with schools and bus drivers through the Montana Association of Pupil Transportation to implement No-idle program and outreach.
July 2020 -December 2020	Use Bus Deliverables checklist to track; purchase orders; emissions equipment on replacement bus; mileage and fuel use of existing bus; recycling of bus; and final deliverables for new buses. Track and verify recycling of old buses. Generate reports for EPA. Maintain administrative records. DEQ submits quarterly reports.
January 2021-May 2021	Complete rebates for replacement of school buses. DEQ submits quarterly report.
June 2021	Work with schools and bus drivers through the Montana Association of Pupil Transportation to implement No-idle program and outreach.
July- September 2021	Gather final bus data (fuel and miles) to develop the quantifier outputs (health benefits) and draft final report.
December 2021	Complete accounting and reporting to EPA; submit final report.

#### **DERA PROGRAMMATIC PRIORITIES:**

DEQ Clean School Bus program will make funding available to school districts statewide. The school bus application ranking criteria prioritizes replacing buses in areas of poor air quality and



those that have the highest mobile sources of onroad NOx emissions. These areas include school districts in Big Horn, Cascade, Flathead, Gallatin, Jefferson, Lake, Lewis and Clark, Lincoln, Mineral, Missoula, Ravalli, Rosebud, Sanders, Silver Bow, Stillwater, and Yellowstone counties. Many of these counties contain many of Montana's larger urban areas; have greater populations more at risk from diesel emissions exposure including children, and those with respiratory diseases such as asthma. Many of these priority air quality areas have a high number of acute asthma incidents in school-age children. DEQ's ranking criteria will focus on replacement of school buses in areas with known air quality problems as submitted to EPA in 2018; in areas of EPA's Green Book of Nonattainment Areas for Criteria Pollutants; in the DEQ Communities At-Risk document and those counties that are in the top 10 highest mobile sources of onroad NOx emissions. DEQ's previous criteria and experience guarantee that the poorest air quality areas are addressed.

### **EPA'S STRATEGIC PLAN LINKAGE AND ANTICIPATED OUTCOMES/OUTPUTS:**

This project supports EPA's FY2018-22 Strategic Plan. Goal 1: "Core Mission: Deliver real results to provide Americans with clean air, land, and water and ensure chemical safety, Objective 1.1, "Improve Air Quality." DEQ's outputs include two possible scenarios. First, replacing 26 EMY 1996-2009 diesel school buses with 16 EMY 2016 or newer diesel, 6 EMY 2018 propane buses, 3 EMY2018 low NOx buses, and one 2018 battery-electric bus in priority areas. For low NOx buses, since the Diesel Emissions Quantifier (DEQ) does not include a low NOx input for vehicle replacement options, we assumed those buses were regular propane buses. The second scenario would include replacing 32 EMY 1996-2009 buses with 23 EMY 2016 newer diesel buses, 7 EMY 2018 propane buses and 2 EMY 2018 low NOx buses. The outputs will depend on whether DEQ receives applications from schools for a battery electric and low NOx replacement buses. The replacement buses with a 2020 delivery date are EMY 2016 or newer, with a direct-fired heater for idle reduction, except for propane, low NOx and electric buses. The outcomes include annual reductions of NOx, PM, CO, CO<sub>2</sub>, and fuel as shown in Table 3, Table 4 EPA-Diesel Emissions Quantifier Results and in Table 5 Outputs.

**Table 3: Scenario 1: Summary of EPA Diesel Emissions Quantifier Output Results to replace 26 EMY 1996-2009 diesel school buses with 16 EMY 2016 diesel emissions or newer; 6 EMY 2018 propane buses; 3 EMY 2018 low NOx buses, 1 2018 battery electric bus**

Annual	NOx (tons/year)	PM (tons/year)	HC (tons/year)	CO (tons/year)	CO <sub>2</sub> (tons/year)	Diesel-Equivalent (gallons/year, based on CO <sub>2</sub> )
Baseline of Replaced Buses	1.961	0.141	0.393	0.911	362.5	32,223
Percent Reduced	93.2%	98.5%	95.7%	93.0%	34.0%	34.1%
Tons Reduced Per Year	1.828	0.139	0.376	0.848	123.1	10,945
Lifetime tons reduced	NOx (tons)	PM (tons)	HC (tons)	CO (tons)	CO <sub>2</sub> (tons)	Diesel-Equivalent (gallons)
Amount Reduced	23.758	1.804	4.890	11.021	1,600.8	142,285
Capital Cost Effectiveness	NOx (\$/ton reduced)	PM (\$/ton reduced)	HC (\$/ton reduced)	CO (\$/ton reduced)	CO <sub>2</sub> (\$/ton reduced)	Diesel-Equivalent (\$/gallons)
	\$136,377	\$1,795,607	\$662,591	\$293,996	\$2,204	\$18.52
	EPA Cost Effectiveness (EPA \$/total tons pollutants)		Total Lifetime Tons			
	<b>\$1,604</b>		<b>1,642.27</b>			
Health Benefits County and State	Annual Diesel PM Reduced(tons)	Annual Benefits				
Flathead Co., Montana	0.035	\$4,700				
Missoula Co., Montana	0.035	\$6,300				
Yellowstone Co., Montana	0.035	\$2,400				
Gallatin Co., Montana	0.035	\$5,900				
<b>Total</b>	<b>0.139</b>	<b>\$19,000</b>				

**Table 4: Scenario 2: Summary of EPA Diesel Emissions Quantifier Output Results to replace 32 EMY 1996-2009 diesel school buses with 23 EMY 2016 diesel emissions or newer; 7 EMY 2018 propane buses; 2 EMY 2018 Low NOx buses**

Annual	NOx (tons/year)	PM (tons/year)	HC (tons/year)	CO (tons/year)	CO <sub>2</sub> (tons/year)	Diesel-Equivalent (gallons/year, based on CO <sub>2</sub> )
Baseline of Replaced Buses	2.814	0.202	0.564	1.308	520.1	46,233
Percent Reduced	93.1%	98.5%	95.6%	94.0%	33.8%	33.8%
Tons Reduced Per Year	2.619	0.199	0.539	1.215	176.0	5,217
Lifetime tons reduced	NOx (tons)	PM (tons)	HC (tons)	CO (tons)	CO <sub>2</sub> (tons)	Diesel-Equivalent (gallons)
Amount Reduced	34.050	2.588	7.012	15.796	2,288.3	67,821
Capital Cost Effectiveness	NOx (\$/ton reduced)	PM (\$/ton reduced)	HC (\$/ton reduced)	CO (\$/ton reduced)	CO <sub>2</sub> (\$/ton reduced)	Diesel-Equivalent (\$/gallons)
	\$128,196	\$1,686,424	\$622,541	\$276,340	\$1,908	\$12.95
	EPA Cost Effectiveness (EPA \$/total tons pollutants)		Total Lifetime Tons			
	<b>\$1,122.62</b>		<b>2,347.74</b>			
Health Benefits County and State	Annual Diesel PM Reduced(tons)	Annual Benefits				
Flathead Co., Montana	0.050	\$6,800				
Missoula Co., Montana	0.050	\$9,000				
Yellowstone Co., Montana	0.050	\$8,500				
Gallatin Co., Montana	0.050	\$3,500				
<b>Total</b>	0.199	<b>\$28,000</b>				

**Table 5. Anticipated Outputs and Outcomes**

**Activity/Scenario 1: replace 26 EMY 1996-2009 diesel school buses with 16 EMY 2016 diesel emissions or newer; 6 EMY 2018 propane buses; 3 EMY 2018 low NOx buses, 1 2018 battery electric bus**

Outputs Scenario 1	Outcomes Scenario 1
1) Over 2600 hours of idling reduced annually 2) Increased outreach of Clean Air Zone/No-Idle school bus (Clean Air Zone Montana to new districts)	<b>Short term</b>
	1) Improved fuel economy from 6 mpg to 9mpg or better for diesel and propane buses and over 15mpge <sup>1</sup> for electric buses 2) Additional schools participate in the Clean Air Zone- No Idle program
	<b>Medium term</b>
3) 26 EMY 1996-2009 buses replaced with 16 EMY 2016 or newer diesel buses; 6 EMY 2018 propane buses; 3 EMY 2018 low NOx buses, 1 2018 battery electric bus	1) Dollars and gallons of diesel saved for schools selected to participate. 2) 355,680 riders experience reduced exposure to emissions annually (See Appendix) 3) Estimated annual net reduction of: <ul style="list-style-type: none"> <li>▪ 1.828 NOx /yr.</li> <li>▪ 0.139tons Pm 2.5/yr.</li> <li>▪ 0.376 tons HC/yr.</li> <li>▪ 0.848tons CO/yr.</li> <li>▪ 123.1 tons CO<sub>2</sub>/yr.</li> <li>▪ 126.29 total pollutant tons/yr.</li> <li>▪ 10,945 diesel gallon equivalents/yr.</li> </ul>
4) 26 contracts made to school districts in targeted air quality areas and communities at risk	
5) Final report comparing actual pollution/emission and fuel reductions with proposal.	
	<b>Long term</b>
	Estimated bus lifetime reduction of: <ul style="list-style-type: none"> <li>▪ 23.758 NOx/lifetime</li> <li>▪ 1.804 tons PM 2.5/lifetime</li> <li>▪ 4.89tons HC/lifetime</li> <li>▪ 11.021 tons CO/lifetime</li> <li>▪ 1,600.8 tons CO<sub>2</sub>/lifetime</li> <li>▪ 1,642 total pollutant tons/lifetime</li> <li>▪ 142,285 lifetime diesel equivalent gallons reduced</li> </ul>

<sup>1</sup> Miles per gallon equivalent for electric buses

**Table 6. Anticipated Outputs and Outcomes**

**Activity/Scenario 2: replace 32 EMY1996-2009 diesel school buses with 23 EMY2016 diesel emissions or newer; 7 EMY2018 propane buses; 2 EMY2018 Low NOx buses**

Outputs Scenario 2	Outcomes Scenario 2
1) Over 3,200 hours of idling reduced annually 2) Increased outreach of Clean Air Zone/No-Idle school bus (Clean Air Zone Montana to new districts)	<b>Short term</b>
	1) Improved fuel economy from 6 mpg to 9 mpg or better for diesel and propane buses 2) Additional schools participate in the Clean Air Zone- No Idle program
	<b>Medium term</b>
3) 32 EMY 1996-2009 diesel school buses with 23 EMY 2016 diesel emissions or newer; 7 EMY 2018 propane buses; 2 EMY 2018 Low NOx buses	1) Dollars and gallons of diesel saved for schools selected to participate. 2) Riders experience reduced exposure to emissions annually (See Appendix) 3) Estimated annual net reduction of: <ul style="list-style-type: none"> <li>▪ 2.619 tons NOx /yr.</li> <li>▪ 0.199 tons PM 2.5/yr.</li> <li>▪ 0.539 tons HC/yr.</li> <li>▪ 1.215 tons CO/yr.</li> <li>▪ 176 tons CO<sub>2</sub>/yr.</li> <li>▪ 180.57 total pollutant tons/yr.</li> <li>▪ 5,217 diesel gallon equivalents/yr.</li> </ul>
4) 32 contracts made to school districts in priority air quality areas and communities at risk.	
5) Final report comparing actual pollution/emission and fuel reductions with proposal.	
	<b>Long term</b>
	1) Estimated bus lifetime reduction of: <ul style="list-style-type: none"> <li>▪ 34.050 tons NOx/lifetime</li> <li>▪ 2.588 tons PM 2.5/lifetime</li> <li>▪ 7.012 tons HC/lifetime</li> <li>▪ 15.796 tons CO/lifetime</li> <li>▪ 2,288.3 tons CO<sub>2</sub>/lifetime</li> <li>▪ 2,347.75 total pollutant tons/lifetime</li> <li>▪ 67,281 lifetime diesel equivalent gallons reduced</li> </ul> 2) Reduced long-term exposure of children to diesel emissions

**SUSTAINABILITY OF THE PROGRAM:**

DEQ will work toward the environmental outputs and outcomes as described in this work plan. DEQ will meet the priorities, reporting and other requirements outlined in the Energy Policy Act of 2010, 42 USC 16131 et seq.

DEQ determined that replacing school buses with propane, low NOx, cleaner diesel and battery electric technology would result in cost-effective health benefits for targeted FY2019 funding. Assuming replacements are evenly split between four of the larger priority areas, the EPA Diesel Emissions Quantifier estimated first-year health benefits valuing \$19,000. The buses to be replaced transport school children so the project will provide reduced exposure and health benefits to susceptible populations for the remaining useful life of the buses.

In scenario 2, DEQ estimated that replacing old school buses with a mix of cleaner diesel, propane and low NOx buses would also result in cost-effective health benefits for targeted counties eligible for FY2019 funding. The EPA Diesel Emissions Quantifier estimated first-year health benefits valuing \$28,000.

Since 2008, DEQ has worked with state agencies, business organizations, and individual school districts to provide community-type stakeholder input into the Montana Clean Diesel Program and the School Bus Replacement Project. DEQ works closely with OPI to implement the School Bus Replacement Project and educate school bus drivers about the benefits of reducing idling and of cleaner diesel technology for school buses.

This 2019 Clean School Bus Project Scenario 1 is estimated to conserve 10,945 diesel gallon equivalents annually and 142,291 diesel gallon equivalents over the lifetime of the buses (See Table 3). Scenario 2 is estimated to conserve 5,217 diesel gallons equivalent annually and 67,281 diesel gallon equivalents over the lifetime of the buses (See Table 4). These reductions are due to idle reduction technology, replacement of diesel buses with propane, low NOx and electric buses. The replacement diesel buses will have direct fired heaters installed by the manufacturer. These heaters reduce idling time. Use of new buses ensures updated, energy efficient drive trains integrated with the engines that further reduce diesel consumption. DEQ's experience shows that the fuel economy for EMY 1996-2009 school buses is generally between 6 and 7 miles per gallon (mpg). School bus vendors estimate that EMY 2018 and newer propane and low NOx buses should achieve between 9 to 9.5 mpg depending on make and engine. Battery electric buses are estimated to achieve an average of around 15mpge.

The Clean School Bus Project addresses the EPA Region 8 priority of promoting idle reduction strategies and technologies to reduce diesel emissions. The new diesel buses will arrive with direct-fired heaters. Bus vendors will provide training on the equipment. The new buses help to protect children's health because the cleaner diesel buses will reduce children's exposure to diesel emissions within and along the routes. DEQ will provide additional idle reduction training for school bus drivers at the MAPT training sessions and their annual conference. DEQ's trainings earn school bus drivers credit toward their accreditation to be a qualified bus driver.

\*\*\*\*

## BUDGET NARRATIVE

### Itemized Project Budget

Budget Category	EPA Allocation	Mandatory Cost-Share	Voluntary Match (if applicable)		Line Total
			VW Mitigation Trust Funds	Other Funds	
1. Personnel	26,661		0		26,661
2. Fringe Benefits	9,331		0		9,331
3. Travel	2,527		0		2,527
4. Equipment			0		0
5. Supplies	433		0		0
6. Contractual			0		0
7. Other	409,797		303,780		713,577
<b>8. Total Direct Charges (sum 1-7)</b>	448,749		303,780		752,528
9. Indirect Charges	25,148		12,151		37,300
<b>10. Total (Indirect + Direct)</b>	\$473,897		\$315,931		\$789,828
11. Program Income	0				
12. Other Leveraged Funds*	0		0		\$1,842,000

\*Do not include Other Leveraged Funds on SF-424 or SF-424A

### Explanation of Budget Framework

- **Personnel – List all staff positions by title. Give annual salary, percentage of time assigned to the project, and total cost for the budget period.**

Personnel	EPA Allocation	Mandatory Cost-Share	Voluntary Match (if applicable)		Line Total
			VW Mitigation Trust Funds	Other Funds	
			Division Administrator, Annual Salary \$110,158 x 1% of time	1,102	
Financial Manager, Annual Salary \$74,864 x 1% of time	749				749
Fiscal Specialist, Annual Salary \$48,005 x 1% of time	480				480
Public Information Officer, Annual Salary \$46,537 x 1%	465				465
Administrative Support, Annual Salary \$37,653 x 1%	377				377
Energy Bureau Chief, Annual Salary \$89,837 x 1%	898				898
Energy Bureau Section Supervisor, Annual Salary \$73,418 x 3%	2,202				2,202
Renewable Energy Specialist Annual Salary \$69,091 x 17%	11,746				11,746
Energy Program Specialist, Annual Salary \$61,729 x 14%	8,642				8,642
<b>Total Personal Services</b>	<b>26,661</b>				<b>26,661</b>

- **Fringe Benefits – Identify the percentage used, the basis for its computation, and the types of benefits included.**

Fringe Benefits	EPA Allocation	Mandatory Cost-Share	Voluntary Match (if applicable)		Line Total
			VW Mitigation Trust Funds	Other Funds	
			<b>Fringe Benefits @ 35% (\$26,661 * 35%)</b>	9,331	

- **Travel – Specify the mileage, per diem, estimated number of trips in-State and out-of-State, number of travelers, and other costs for each type of travel.**

Travel	EPA Allocation	Mandatory Cost-Share	Voluntary Match (if applicable)		Line Total
			VW Mitigation Trust Funds	Other Funds	
(6) 1-3-day trips for 4 employees	2,527		-		2,527
					-
<b>Total Other</b>	<b>2,527</b>		<b>-</b>		<b>2,527</b>



- **Supplies - “Supplies” means all tangible personal property other than “equipment”.**

Supplies	EPA Allocation	Mandatory Cost-Share	Voluntary Match (if applicable)		Line Total
			VW Mitigation Trust Funds	Other Funds	
General Office Supplies	433				433

- **Equipment – No equipment will be purchased with this grant.**
- **Contractual – Identify each proposed contract and specify its purpose and estimated cost.** DEQ does not anticipate any contractual costs. These are shown in the “Other”category
- **Other – List each item in sufficient detail for EPA to determine the reasonableness and allowability of its cost.**

Other	EPA Allocation	Mandatory Cost-Share	Voluntary Match (if applicable)		Line Total
			VW Mitigation Trust Funds	Other Funds	
Bus Replacement	406,797		303,780		710,577
Leased Vehicle	500				500
MAPT Conference	2,500				2,500
<b>Total Other</b>	409,797		303,780		713,577

- **Indirect Charges – If indirect charges are budgeted, indicate the approved rate and base.** Indirect costs are those incurred by the grantee for a common or joint purpose that benefit more than one cost objective or project, and are not readily assignable to specific cost objectives or projects as a direct cost. In order for indirect costs to be allowable, the applicant must have a federal or state negotiated indirect cost rate (e.g., fixed, predetermined, final or provisional), or must have submitted a proposal to the cognizant Federal or State agency.

Examples of Indirect Cost Rate calculations are shown below:

- **Personnel and Fringe (0.24 x (\$26,661+\$9,331) = \$8,638)**
- **Operating Indirects:**
- **EPA Allocation (0.04x \$412,757=\$16,510)**
- **Voluntary match (0.04x \$303,780=\$12,152)**
- **Operating indirects \$28,661**
- **Total Indirect Charges \$37,299**

**Administrative Costs Expense Cap** – will not use more than 15% of total project costs to cover administrative expenses.

**Matching Funds and Cost-Share Funds** – N/A

**Funding Partnerships**

**Other Leveraged Funds** – \$1,842,000. DEQ will provide rebates to schools. Based on scenario 2 of this workplan, the schools will cover the required cost share for replacing buses. These funds will replace 16 diesel buses with an estimated cost of \$90,000 @ 75% x 16= \$1,080,000; 6 propane buses with an estimated cost of \$90,000 @ 75% x 6= \$405,000; 3 low NOx buses with an estimated cost of \$90,000 @ 65%= \$175,500; 1 electric bus with an estimated cost of \$330,000 @55% x 1= \$181,500 Total= \$1,842,000.

**SIGNATURES**

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Shaun McGrath, DEQ Director

The following forms require signatures by a state's or territory's authorized parties:

- The work plan and detailed budget narrative must be signed and dated by a state's or territory's authorized representative that is also signing the SF-424 form.
- EPA is not using Grants.gov for the submission of work plans and applications. States and territories must submit application/work plans, Pre-award Compliance Review (EPA Form 4700-4), Certification Regarding Lobbying, if over \$100,000 and, Assurances for Non Construction Program Certification to their Regional EPA office.

**Financial Summary**  
**2021 INTEGRATED CE S BUS (PB105)**

June 10, 2020

<u>Description</u>	<u>(US DOLLAR)</u>	<u>Price</u>
Factory List Prices:		
Product Items	\$242,829.00	
Service Items	\$550.00	
Total Factory List Price Including Options:		\$243,379.00
Winter Front installed (191114-01)	\$94.45	
REI 5 Interior & 2 stop arm cams installed, includes DVR, HD5-1200 12 CH WiFi GPS	\$3,700.00	
OPTION: Receiver, GPS w/SIRF3 and 16' cable - add \$120		
On Spot chains (Extreme-heavy duty) 704734-200310-02	\$2,822.24	
Rosco Back up camera for 10x30 mirror (191016-02)	\$997.29	
FYI-Webasto heater lines are 1"	\$0.00	
Total Preparation And Delivery:		\$7,613.98
Freight Charge	\$3,000.00	
Total Freight:		\$3,000.00
Total Factory List Price Including Freight:		\$253,992.98
Less Customer Allowance:		(\$135,972.93)
Total Vehicle Price:		\$118,020.05
Total Sale Price:		\$118,020.05
Total Per Vehicle Sales Price:		\$118,020.05
Net Sales Price:		\$118,020.05

Please feel free to contact me regarding these specifications should your interests or needs change. I am confident you will be pleased with the quality and service of an IC Corporation vehicle. This quote is for CE77 w/ALL 3PT seats.

Approved by Seller:

Accepted by Purchaser:

\_\_\_\_\_  
Official Title and Date

\_\_\_\_\_  
Firm or Business Name

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Authorized Signature and Date

This proposal is not binding upon the seller without Seller's Authorized Signature

\_\_\_\_\_  
Official Title and Date

The TOPS FET calculation is an estimate for reference purposes only. The seller or retailer is responsible for calculating and reporting/paying appropriate FET to the IRS.

The limited warranties applicable to the vehicles described herein are Navistar, Inc.'s standard printed warranties which are incorporated herein by reference and to which you have been provided a copy and hereby agree to their terms and conditions.



# Customer Quotation

**Prepared For:**

LIVINGSTON PUBLIC SCHOOLS  
132 SOUTH B ST  
LIVINGSTON, MT 59047

**Prepared By :**

Nick Clawson  
I State Truck Center  
4600 S. Frontage rd  
Billings, Mt 59101  
406-252-5121/ F: 406-252-5910

**Quote Number:**  
367500

**Quote Date:**  
6/8/2020

**Customer Order No:**  
Livingston 83EF

**Model Profile: MVP-EF 1418S**

**Product Type:** School Transportation  
**Year:** 2021  
**Chassis Model:** CHS8  
**Chassis MFG:** THOS  
**GVWR:** GVWR  
**Passenger Capacity:** 83  
**Headroom:** 78  
**Wheelbase:** 231  
**Brake Type:** AIR  
**Engine Type:** CUMMINS B6.7 260 DIESEL, 6 Cyl, 260 HP, 2600 RPM  
**Fuel Type:** DIESEL  
**Fuel Tank Capacity:** 100  
**Transmission Type:** AUTOMATIC  
**Axle, Front:** 13200-lb Capacity  
**Axle, Rear:** 23000-lb Capacity  
**Tires, Front:** HANKOOK - 11R22.5 16PLY AH24  
**Tires, Rear:** HANKOOK-11R22.5 16PLY DH37  
**Suspension Front:** Taperleaf  
**Suspension Rear :** Airliner

**Total for 1 complete unit(s):**  
**Delivery Cost:**

**\$ 104,510.00**  
**Included**

**Includes the Following Equipment:****DEALER ADD On's  
EQUIPMENT**

- None

Meets all FMVSS requirements in effect at the time of manufacture.

**Total for 1 complete unit(s):**  
**Delivery Cost:**

**\$ 104,510.00**  
**Included**

**Additional options you may want to consider:**  
[ADDITIONAL EQUIPMENT]

**\$ [COST]**

**Terms and Conditions:**

**Quote Expires:** 7/8/2020

**Customer Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**Dealer Signature:** \_\_\_\_\_

**Date:** 6/8/2020

*AttachedDetail*

Net price delivered, pre-trade: \$187,500

Blue Bird Body Company - Sales Quotation

Quote 185577 - HUNTLEY PROJECT SCHOOLS

Market	PLBT	Prod Code	Length	Capacity	Chassis	Wheelbase	Qty	Promise Date
US School Bus	T3RE	RG	4006	46	BB-T3RE	273.0	1	11/12/2020

Quoted To: HUNTLEY PROJECT SCHOOLS  
 YELLOWSTONE County  
 1477 ASH STREET  
 WORDEN MT 59088

Quoted By: Hartleys School Buses

Quantity	Base Model / Feature	Description
1	T3RE 4006	ALL AMERICAN

Quote Id: 185577	Standard Options
------------------	------------------

1	00198-02	LATCH, LOCKING, DOOR BATTERY CMPT
1	00984	PLYWOOD FLOOR SCREWED DOWN
1	01026-03	WEAR PLATE, ENT DR, RUBBER, WHITE NOSE
1	01561	EMERGENCY DOOR ARROWS
1	01922-02	DAYTIME RUN LGTS, W/ P/BRAKE DEACTIVATE
1	02020-01	LAMPS, HAZARD, 2-AMBER, 6IN, ENG CMPT
1	02230	DOOR SWITCH, STEPWELL LIGHT
1	02324	EXTERIOR SOLID NSBY
1	02325-18	LOGO, BIRD ONLY, VINYL, BLACK
1	02449-14	GALVALUME I/S PNL, FULL HEM, TEXTURIZED
1	03315-01	2 PC CURVED TINTED W/S
1	03473-14	77IN HEADROOM REAR ENGINE
1	30001	ACCESSORY POWER SOCKET W/CAP, BATTERY
1	30102-15	LIGHTS, CL/MK, LED, 2 AMBER, 2 RED
1	30103-10	LIGHTS, ID, GROMMET MOUNT, LED
1	30105-10	LIGHTS, MKR, LED, INTERMEDIATE
1	30210-02	SWITCH, W/L MASTER, LOC, RH
1	30210-04	SWITCH, W/L START, LOC, RH
1	30210-10	LIGHTS, PILOT, W/L SYSTEM, LOC, RH
1	30210-18	SWITCH, DOOR CONTROL, LOC, RH
1	30211-04	CONTROLS, CONFIG, W/L, OPT #4, 8-LGT, RH
1	30218-02	SWITCH, W/L, MASTER, GREEN PILOT
1	30225-01	SWITCH, W/L START, MANUAL
1	30228-02	INDICATOR, W/L SYSTEM, AMBER/RED
1	30297-11	WIRING, S/ARM, ELECT W/INDEP FLSHR
1	30316-01	WIRING, W/L SYSTEM, 14 GA
1	30331-01	CIRCUIT PROTECTION, FUSES
1	30400-01	PAINT, INTERIOR, ASTRO WHITE
1	30430-03	VINYL, REFL, RR EMER WDW YELLOW, 3M
1	30456-08	MIRROR, REARVIEW, INT 6X30, W/MONITOR
1	30484-15	MIRROR, CROSSVIEW, EYE-MAX LP
1	30529-02	3" REFLECT, FRONT, INT & REAR, 3M DIA GRADE
1	30921-03	LATCH, NON-LOCKING, ACCESS DOOR
1	30945-14	BODY CONSTRUCTION FM/CMVSS 221
1	30959-03	PANEL, SIDE, 16 GA, 19 3/4 SKIRT
1	30977-17	DOOR, ENT, OUTWARD OPENING W/ELEC ACTUATOR
1	30978-09	DOOR CONTROL, ELE PWR, MOM SW, 2-POS
1	31009-04	SPRING, GAS, NON-LOCKING
1	31015-04	WINDOW, REAR EMERGENCY



# Customer Quotation

**Prepared For:**

BIGFORK SCHOOL DISTRICT 38  
PO BOX 188  
BIGFORK, MT 59911

**Prepared By :**

Nick Clawson  
I State Truck Center  
4600 S. Frontage rd  
Billings, Mt 59101  
406-252-5121/ F: 406-252-5910

**Quote Number:**  
366690

**Quote Date:**  
5/18/2020

**Customer Order No:**  
Bigfork 77 C2

**Model Profile: Saf-T-Liner C2 341TS**

**Product Type:** School Transportation  
**Year:** 2021  
**Chassis Model:** B2 106  
**Chassis MFG:** FLNER  
**GVWR:** 33,000 GVWR  
**Passenger Capacity:** 77  
**Headroom:** 78  
**Wheelbase:** 279  
**Brake Type:** AIR  
**Engine Type:** CUMMINS B6.7 260 DIESEL, 6 Cyl, 260 HP, 2600 RPM  
**Fuel Type:** DIESEL  
**Fuel Tank Capacity:** 100  
**Transmission Type:** AUTOMATIC  
**Axle, Front:** 12000-lb Capacity  
**Axle, Rear:** 23000-lb Capacity  
**Tires, Front:** RADIAL FRONT TIRE, MICHELIN XZE2,11R22.5 14 PLY  
**Tires, Rear:** REAR MICHELIN XDN2 11R22.5 14 PLY RADIAL  
**Suspension Front:** Taperleaf  
**Suspension Rear :** Airliner

**Total for 1 complete unit(s):** \$ 116,159.00  
**Delivery Cost:** Included

**Includes the Following Equipment:**

**DEALER ADD On's  
EQUIPMENT**

- 1 On Spot Chains

Meets all FMVSS requirements in effect at the time of manufacture.

**Total for 1 complete unit(s):** \$ 116,159.00  
**Delivery Cost:** Included

**Additional options you may want to consider:**  
[ADDITIONAL EQUIPMENT] \$ [COST]

**Terms and Conditions:**  
**Quote Expires:** 5/30/2020

**Customer Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Dealer Signature:** \_\_\_\_\_ **Date:** 5/18/2020

AttachedDetail

**Vehicle Specifications**  
**2021 INTEGRATED RE S BUS (PB305)**

January 09, 2020

<u>Code</u>	<u>Description</u>
47PLX	LETTERS, DEF, I.D. Decal; "DEF ONLY", 1" Black, on DEF Filler Door
47SBK	SUB FLOOR, PLYWOOD For RE; B-C Exterior Grade, Less Sealed Edges, 5/8", 5 Ply, for All Body Lengths
47SLZ	POSITION DOOR, LEFT Side Emergency Door, Modified FWD Door Position Within Opening, with 25" Door, Located Forward of Rear Wheel Pocket
47SPK	ALPHA/NUMERIC DECAL GUIDE Quantity 091-100
	<u>Notes</u> : Refer to Chart Section for Lettering and Paint Sketch Form
48AAB	WINDOW, STORM LT 1ST Position Aft Driver
48ABB	WINDOW, STORM RT 1ST Position Aft Entrance Door
48ACN	SEAT BELT, DRIVER, COLOR with Blaze Orange Seat Belt Webbing
48ALA	WINDOW, SIDE OFFSET, LT 18", Split Sash Type, with Modified Door Position
48ANW	WINDOW, DRIVER Storm
48APL	WINDOW, STOPS 12" Opening, Only with 78" Headroom
48APV	WINDOW, ENTRANCE DOOR, BOTTOM Storm, Laminated, Clear
48APW	WINDOW, ENTRANCE DOOR, TOP Storm, Laminated, Clear
48ARC	WINDOW, SASH (8) 27" Sections, 9"x 23" Opening
48ATU	WINDOW, PASSENGER, TINT For RE; 28% Light, Laminated Glass, 78" Headroom, with All Body Lengths
48BAH	WINDOW, E/E, LEFT (2) Vertical Hinge
48BJA	COLOR, WINDOW FRAME, PASS Passenger Window, Natural Aluminum Finish
48BKP	WINDOW, E/E, RIGHT (2) Vertical Hinge
48CWX	WINDOW, REAR Emergency Exit, with Black Interior Frame, Glass Type to Match Passenger Windows
48DBN	SHIELD, COURTESY, AFT ENTR DR Padded, 30", Mounted Under Stanchion
48DCA	STANCHION, AFT ENTRANCE DOOR Padded, 30"
48GHC	HEATER, DRIVER 90,000 BTU, with Defroster and without Rear Heat Duct
	<u>Includes</u> : AIR FILTER : HEATER HOSES Premium : HOSE CLAMPS, HEATER HOSE Mubea Constant Tension Clamps
48GHE	SEAT BELT, DRIVER with Electric Buckle
48NAT	FITTINGS, AIR SEAT for Driver Seat
48PAD	WINDSHIELD 4 Flat Pieces, 73% Light
48PAV	WHEEL POCKET COVER Plastic, ABS
48PAY	AISLE POSITION Center, for balanced seating
48PBC	FLOOR COVERING, COLOR Blue
48PHP	UPHOLSTERY, PASS SEATS, TYPE Prevaill, 42 oz.; for (23-24) Seats
48PKC	HOSE CLAMPS, HEATER HOSE Constant Torque for Heater System
48PKR	FAN, DEFOG LEFT CENTER 6.50" Diameter, Black, Mounted Left of Center Post, 2-Speed Switch in Panel

Net price delivered, pre-trade: \$112,000 + \$600 for Electronic Stability Control (ESC)

Blue Bird Body Company - Sales Quotation

Quote 186266 - Belt Public Schools

Market	PLBT	Prod Code	Length	Capacity	Chassis	Wheelbase	Qty	Promise Date
US School Bus	BBCV	RG	3303	72	BB-BBCV	273.0	1	06/11/2020

Quoted To: Belt Public Schools  
 Cascade County  
 PO Box 197  
 Belt MT 59412

Quoted By: Hartleys School Buses

Quantity	Base Model / Feature	Description
1	BBCV 3303	B.B. CONVENTIONAL

Quote Id: 186266	Standard Options
------------------	------------------

1	00198-02	LATCH, LOCKING, DOOR BATTERY CMPT
1	00254	STEPWELL, NATL STDS, 1990
1	00374-01	RETAINER REAR EMERG DOOR
1	00984	PLYWOOD FLOOR SCREWED DOWN
1	01026-01	WEAR PLATE, ENT DR, RUBBER, WHITE NOSE
1	01561	EMERGENCY DOOR ARROWS
1	01922-02	DAYTIME RUN LGTS, W/ P/BRAKE DEACTIVATE
1	02230	DOOR SWITCH, STEPWELL LIGHT
1	02324	EXTERIOR SOLID NSBY
1	02325-18	LOGO, BIRD ONLY, VINYL, BLACK
1	02380-01	PANEL, SIDE, 16 GA, 16 1/4 SKIRT
1	02449-11	GALVALUME I/S PNL, FULL HEM, TEXTURIZED
1	03183-01	VISOR, ACRYLIC, LEFT SIDE, ADJUSTABLE
1	06745	COVER FOR EMERGENCY DOOR SWITCH
1	30001	ACCESSORY POWER SOCKET W/CAP, BATTERY
1	30102-15	LIGHTS, CL/MK, LED, 2 AMBER, 2 RED
1	30103-10	LIGHTS, ID, GROMMET MOUNT, LED
1	30105-10	LIGHTS, MKR, LED, INTERMEDIATE
1	30109-01	PRE-TRIP EXTERIOR LIGHT TEST
1	30151-01	LIGHTS, DOME, 15 CANDLEPOWER
1	30193-05	FLASHER, W/L SYSTEM, I-O CONTROLS
1	30196-02	HOODS, WARNING LIGHTS, DUAL
1	30199-01	SYSTEM, WARN, 8-LGT, SEQ
1	30200-14	LIGHTS, WARN, HALOGEN, 4 AMBER, 4 RED
1	30201-01	SEQUENCE, W/L SYSTEM, SEQUENTIAL
1	30210-01	SWITCH, W/L MASTER, LOC, LH
1	30210-03	SWITCH, W/L START, LOC, LH
1	30210-09	LIGHTS, PILOT, W/L SYSTEM, LOC, LH
1	30211-03	CONTROLS, CONFIG, W/L, OPT #3, 8-LGT, LH
1	30218-02	SWITCH, W/L, MASTER, GREEN PILOT
1	30225-01	SWITCH, W/L START, MANUAL
1	30228-02	INDICATOR, W/L SYSTEM, AMBER/RED
1	30295-05	LOCATION, STOP ARM, FRONT
1	30297-11	WIRING, S/ARM, ELECT W/INDEP FL SHR
1	30316-01	WIRING, W/L SYSTEM, 14 GA
1	30321-01	LIGHT, SWITCH PANEL, CHASSIS CTRL
1	30331-01	CIRCUIT PROTECTION, FUSES
1	30386-01	PAINT, CHASSIS, GRILLE, YELLOW, BBCV
1	30400-01	PAINT, INTERIOR, ASTRO WHITE



Regular FF Passenger

Net price delivered, pre-trade: \$108,000

Blue Bird Body Company - Sales Quotation

Quote 185768 - Browning Public Schools

Market	PLBT	Prod Code	Length	Capacity	Chassis	Wheelbase	Qty	Promise Date
US School Bus	BBCV	RG	3310	77	BB-BBCV	273.0	1	06/11/2020

Quoted To: Browning Public Schools  
glacier County  
PO box 610  
Browning MT 59417

Quoted By: Hartleys School Buses

Quantity	Base Model / Feature	Description
1	BBCV 3310	B.B. CONVENTIONAL

Quote Id: 185768	Standard Options
------------------	------------------

1	00198-02	LATCH, LOCKING, DOOR BATTERY CMPT
1	00254	STEPWELL, NATL STDS, 1990
1	00374-01	RETAINER REAR EMERG DOOR
1	00984	PLYWOOD FLOOR SCREWED DOWN
1	01026-01	WEAR PLATE, ENT DR, RUBBER, WHITE NOSE
1	01561	EMERGENCY DOOR ARROWS
1	01922-02	DAYTIME RUN LGTS, W/ P/BRAKE DEACTIVATE
1	02230	DOOR SWITCH, STEPWELL LIGHT
1	02324	EXTERIOR SOLID NSBY
1	02449-12	GALVALUME I/S PNL, FULL HEM, TEXTURIZED
1	03183-01	VISOR, ACRYLIC, LEFT SIDE, ADJUSTABLE
1	06745	COVER FOR EMERGENCY DOOR SWITCH
1	30001	ACCESSORY POWER SOCKET W/CAP, BATTERY
1	30056-17	HOSE, HTR, EPDM, W/STD CLAMPS
1	30102-15	LIGHTS, CL/MK, LED, 2 AMBER, 2 RED
1	30103-10	LIGHTS, ID, GROMMET MOUNT, LED
1	30105-10	LIGHTS, MKR, LED, INTERMEDIATE
1	30109-01	PRE-TRIP EXTERIOR LIGHT TEST
1	30193-05	FLASHER, W/L SYSTEM, I-O CONTROLS
1	30196-02	HOODS, WARNING LIGHTS, DUAL
1	30199-01	SYSTEM, WARN, 8-LGT, SEQ
1	30201-01	SEQUENCE, W/L SYSTEM, SEQUENTIAL
1	30210-01	SWITCH, W/L MASTER, LOC, LH
1	30210-03	SWITCH, W/L START, LOC, LH
1	30210-09	LIGHTS, PILOT, W/L SYSTEM, LOC, LH
1	30211-03	CONTROLS, CONFIG, W/L, OPT #3, 8-LGT, LH
1	30218-02	SWITCH, W/L, MASTER, GREEN PILOT
1	30225-01	SWITCH, W/L START, MANUAL
1	30228-02	INDICATOR, W/L SYSTEM, AMBER/RED
1	30295-05	LOCATION, STOP ARM, FRONT
1	30297-11	WIRING, S/ARM, ELECT W/INDEP FL SHR
1	30316-01	WIRING, W/L SYSTEM, 14 GA
1	30321-01	LIGHT, SWITCH PANEL, CHASSIS CTRL
1	30331-01	CIRCUIT PROTECTION, FUSES
1	30386-01	PAINT, CHASSIS, GRILLE, YELLOW, BBCV
1	30400-01	PAINT, INTERIOR, ASTRO WHITE
1	30430-02	VINYL, REFL, RR EMER DR YELLOW, 3M
1	30484-17	MIRROR, CROSSVIEW, EYE-MAX LP
1	30529-02	3" REFLECT, FRONT, INT & REAR, 3M DIA GRADE

# Handicap Bus

Net price delivered, pre-trade: \$119,000

## Blue Bird Body Company - Sales Quotation

Quote 185790 - Browning Public Schools

Market	PLBT	Prod Code	Length	Capacity	Chassis	Wheelbase	Qty	Promise Date
US School Bus	BBCV	RG	3310	33	BB-BBCV	273.0	1	06/11/2020

Quoted To: Browning Public Schools  
glacier County  
PO box 610  
Browning MT 59417

Quoted By: Hartleys School Buses

Quantity	Base Model / Feature	Description
1	BBCV 3310	B.B. CONVENTIONAL
<b>Quote Id: 185790</b>		<b>Standard Options</b>
1	00198-02	LATCH, LOCKING, DOOR BATTERY CMPT
1	00254	STEPWELL, NATL STDS, 1990
1	00374-01	RETAINER REAR EMERG DOOR
1	00984	PLYWOOD FLOOR SCREWED DOWN
1	01026-01	WEAR PLATE, ENT DR, RUBBER, WHITE NOSE
1	01561	EMERGENCY DOOR ARROWS
1	01922-02	DAYTIME RUN LGTS, W/ P/BRAKE DEACTIVATE
1	02230	DOOR SWITCH, STEPWELL LIGHT
1	02324	EXTERIOR SOLID NSBY
1	02449-12	GALVALUME I/S PNL, FULL HEM, TEXTURIZED
1	03183-01	VISOR, ACRYLIC, LEFT SIDE, ADJUSTABLE
1	06745	COVER FOR EMERGENCY DOOR SWITCH
1	30001	ACCESSORY POWER SOCKET W/CAP, BATTERY
1	30056-17	HOSE, HTR, EPDM, W/STD CLAMPS
1	30102-15	LIGHTS, CL/MK, LED, 2 AMBER, 2 RED
1	30103-10	LIGHTS, ID, GROMMET MOUNT, LED
1	30105-10	LIGHTS, MKR, LED, INTERMEDIATE
1	30109-01	PRE-TRIP EXTERIOR LIGHT TEST
1	30193-05	FLASHER, W/L SYSTEM, I-O CONTROLS
1	30196-02	HOODS, WARNING LIGHTS, DUAL
1	30199-01	SYSTEM, WARN, 8-LGT, SEQ
1	30201-01	SEQUENCE, W/L SYSTEM, SEQUENTIAL
1	30210-01	SWITCH, W/L MASTER, LOC, LH
1	30210-03	SWITCH, W/L START, LOC, LH
1	30210-09	LIGHTS, PILOT, W/L SYSTEM, LOC, LH
1	30211-03	CONTROLS, CONFIG, W/L, OPT #3, 8-LGT, LH
1	30218-02	SWITCH, W/L, MASTER, GREEN PILOT
1	30225-01	SWITCH, W/L START, MANUAL
1	30228-02	INDICATOR, W/L SYSTEM, AMBER/RED
1	30295-05	LOCATION, STOP ARM, FRONT
1	30297-11	WIRING, S/ARM, ELECT W/INDEP FLSHR
1	30316-01	WIRING, W/L SYSTEM, 14 GA
1	30321-01	LIGHT, SWITCH PANEL, CHASSIS CTRL
1	30331-01	CIRCUIT PROTECTION, FUSES
1	30386-01	PAINT, CHASSIS, GRILLE, YELLOW, BBCV
1	30400-01	PAINT, INTERIOR, ASTRO WHITE
1	30430-02	VINYL, REFL, RR EMER DR YELLOW, 3M
1	30484-17	MIRROR, CROSSVIEW, EYE-MAX LP
1	30529-02	3" REFLECT, FRONT, INT & REAR, 3M DIA GRADE

**Financial Summary**  
**2021 INTEGRATED CE S BUS (PB105)**

January 06, 2020

<u>Description</u>	<u>(US DOLLAR)</u>	<u>Price</u>
Factory List Prices:		
Product Items	\$214,656.00	
Service Items	\$750.00	
Total Factory List Price Including Options: delivery	\$2,414.00	\$215,406.00
Total Freight:		\$2,414.00
Total Factory List Price Including Freight:		\$217,820.00
Less Customer Allowance:		(\$124,310.75)
Total Vehicle Price:		\$93,509.25
Total Sale Price:		\$93,509.25
Total Per Vehicle Sales Price:		\$93,509.25
Net Sales Price:		\$93,509.25

Please feel free to contact me regarding these specifications should your interests or needs change. I am confident you will be pleased with the quality and service of an IC Corporation vehicle. This quote is for Kalispell Routes w/air disc brakes.

**Approved by Seller:**

**Accepted by Purchaser:**

\_\_\_\_\_  
**Official Title and Date**

\_\_\_\_\_  
**Firm or Business Name**

\_\_\_\_\_  
**Authorized Signature**

\_\_\_\_\_  
**Authorized Signature and Date**

**This proposal is not binding upon the seller without Seller's Authorized Signature**

\_\_\_\_\_  
**Official Title and Date**

The TOPS FET calculation is an estimate for reference purposes only. The seller or retailer is responsible for calculating and reporting/paying appropriate FET to the IRS.

The limited warranties applicable to the vehicles described herein are Navistar, Inc.'s standard printed warranties which are incorporated herein by reference and to which you have been provided a copy and hereby agree to their terms and conditions.

Net price delivered, pre-trade: \$107,000 with chains, double luggage, and cameras  
 Available for quick delivery

Blue Bird Body Company - Sales Quotation

Quote 174456

Market	PLBT	Prod Code	Length	Capacity	Chassis	Wheelbase	Qty	Promise Date
US School Bus	BBCV	RG	3310	77	BB-BBCV	273.0	1	07/18/2019

Quoted To: Charlo Public Schools

Quoted By: Hartleys School Buses

Quantity	Base Model / Feature	Description
3	BBCV 3310	B.B. CONVENTIONAL
<b>Quote Id: 174456</b>		<b>Standard Options</b>
1	00198-02	LATCH, LOCKING, DOOR BATTERY CMPT
1	00254	STEPWELL, NATL STDS, 1990
1	00374-01	RETAINER REAR EMERG DOOR
1	00984	PLYWOOD FLOOR SCREWED DOWN
1	01026-01	WEAR PLATE, ENT DR, RUBBER, WHITE NOSE
1	01561	EMERGENCY DOOR ARROWS
1	01922-02	DAYTIME RUN LGTS, W/ P/BRAKE DEACTIVATE
1	02230	DOOR SWITCH, STEPWELL LIGHT
1	02324	EXTERIOR SOLID NSBY
1	02449-12	GALVALUME I/S PNL, FULL HEM, TEXTURIZED
1	03183-01	VISOR, ACRYLIC, LEFT SIDE, ADJUSTABLE
1	06745	COVER FOR EMERGENCY DOOR SWITCH
1	30001	ACCESSORY POWER SOCKET W/CAP, BATTERY
1	30056-17	HOSE, HTR, EPDM, W/STD CLAMPS
1	30102-15	LIGHTS, CL/MK, LED, 2 AMBER, 2 RED
1	30103-10	LIGHTS, ID, GROMMET MOUNT, LED
1	30105-10	LIGHTS, MKR, LED, INTERMEDIATE
1	30109-01	PRE-TRIP EXTERIOR LIGHT TEST
1	30193-05	FLASHER, W/L SYSTEM, I-O CONTROLS
1	30196-02	HOODS, WARNING LIGHTS, DUAL
1	30199-01	SYSTEM, WARN, 8-LGT, SEQ
1	30201-01	SEQUENCE, W/L SYSTEM, SEQUENTIAL
1	30210-01	SWITCH, W/L MASTER, LOC, LH
1	30210-03	SWITCH, W/L START, LOC, LH
1	30210-09	LIGHTS, PILOT, W/L SYSTEM, LOC, LH
1	30211-03	CONTROLS, CONFIG, W/L, OPT #3, 8-LGT, LH
1	30218-02	SWITCH, W/L, MASTER, GREEN PILOT
1	30225-01	SWITCH, W/L START, MANUAL
1	30228-02	INDICATOR, W/L SYSTEM, AMBER/RED
1	30295-05	LOCATION, STOP ARM, FRONT
1	30297-11	WIRING, S/ARM, ELECT W/INDEP FL SHR
1	30316-01	WIRING, W/L SYSTEM, 14 GA
1	30321-01	LIGHT, SWITCH PANEL, CHASSIS CTRL
1	30331-01	CIRCUIT PROTECTION, FUSES
1	30386-01	PAINT, CHASSIS, GRILLE, YELLOW, BBCV
1	30400-01	PAINT, INTERIOR, ASTRO WHITE
1	30430-02	VINYL, REFL, RR EMER DR YELLOW, 3M
1	30484-17	MIRROR, CROSSVIEW, EYE-MAX LP
1	30529-02	3" REFLECT, FRONT, INT & REAR, 3M DIA GRADE



# Customer Quotation

Prepared For:

CORVALLIS K-12 SCHOOLS  
P.O. BOX 700  
CORVALLIS, MT 59828

Prepared By :

Nick Clawson  
I State Truck Center  
4600 S. Frontage rd  
Billings, MT 59101  
406-252-5121/ F: 406-252-5910

Quote Number:  
360662

Quote Date:  
10/28/2019

Customer Order No:  
Corvallis-80C2

## Model Profile: Saf-T-Liner C2 341TS

Product Type:	School Transportation
Year:	2021
Chassis Model:	B2 106
Chassis MFG:	FLNER
GVWR:	GVWR
Passenger Capacity:	80
Headroom:	78
Wheelbase:	279
Brake Type:	AIR
Engine Type:	PSI PSI 8.8L PROPANE, 8 Cyl, 270 HP, 2800 RPM
Fuel Type:	PROPANE
Fuel Tank Capacity:	<del>60</del>
Transmission Type:	AUTOMATIC
Axle, Front:	12000-lb Capacity
Axle, Rear:	23000-lb Capacity
Tires, Front:	RADIAL FRONT TIRE, MICHELIN XZE2, 11R22.5 14 PLY
Tires, Rear:	REAR MICHELIN XDN2 11R22.5 14 PLY RADIAL
Suspension Front:	Taperleaf
Suspension Rear :	Airliner

Total for 1 complete unit(s):  
Delivery Cost:

\$ 116,604.00  
Included/ pickup

Includes the Following Equipment:

### DEALER ADD On's EQUIPMENT

- 1 REI 5 Cam system

Meets all FMVSS requirements in effect at the time of manufacture.

Total for 1 complete unit(s):  
Delivery Cost:

\$ 116,604.00  
Included/ pickup

Additional options you may want to consider:  
[ADDITIONAL EQUIPMENT]

\$ [COST]

Terms and Conditions:

Quote Expires: 11/28/2019

Customer Signature: \_\_\_\_\_

Date: \_\_\_\_\_

Dealer Signature: \_\_\_\_\_

Date: 10/28/19

AttachedDetail

**Financial Summary**  
**2021 INTEGRATED CE S BUS (PB105)**

May 14, 2020

Description	(US DOLLAR)	Price
Factory List Prices:		
Product Items	\$211,202.00	
Service Items	\$550.00	
Total Factory List Price Including Options:		\$211,752.00
Rosco 360 camera system for 6x30 mirror (200114-01)	\$2,183.84	
On spot chairs	\$2,609.27	
If OPTION: to change to 3305 body and have more than 30" spacing, add addl \$240	\$0.00	
Total Preparation And Delivery:		\$4,793.11
Freight Charge	\$3,000.00	
Total Freight:		\$3,000.00
Total Factory List Price Including Freight:		\$219,645.11
Less Customer Allowance:		(\$18,670.41)
Total Vehicle Price:		\$99,874.70
Total Sale Price:		\$99,874.70
Total Per Vehicle Sales Price:		\$99,874.70
Net Sales Price:		\$99,874.70

Please feel free to contact me regarding these specifications should your interests or needs change. I am confident you will be pleased with the quality and service of an IC Corporation vehicle. This quote is for CE65 on 3208 body, includes heated driver seat.

Approved by Seller:

Accepted by Purchaser:

\_\_\_\_\_  
 Official Title and Date

\_\_\_\_\_  
 Firm or Business Name

\_\_\_\_\_  
 Authorized Signature

\_\_\_\_\_  
 Authorized Signature and Date

This proposal is not binding upon the seller without Seller's Authorized Signature

\_\_\_\_\_  
 Official Title and Date

The TOPS FET calculation is an estimate for reference purposes only. The seller or retailer is responsible for calculating and reporting/paying appropriate FET to the IRS.

The limited warranties applicable to the vehicles described herein are Navistar, Inc.'s standard printed warranties which are incorporated herein by reference and to which you have been provided a copy and hereby agree to their terms and conditions.

Net price delivered, pre-trade: \$121,500

Blue Bird Body Company - Sales Quotation

Quote 185230 - FRENCHTOWN SCHOOL DISTRICT #40

Market	PLBT	Prod Code	Length	Capacity	Chassis	Wheelbase	Qty	Promise Date
US School Bus	BBCV	RG	3507	80	BB-BBCV	280.0	2	10/12/2020

Quoted To: FRENCHTOWN SCHOOL DISTRICT #40  
 MISSOULA County  
 16495 MAIN STREET  
 FRENCHTOWN MT 59834

Quoted By: Hartleys School Buses

Quantity	Base Model / Feature	Description
2	BBCV 3507	B.B. CONVENTIONAL

Quote Id: 185230	Standard Options
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1	00198-02	LATCH, LOCKING, DOOR BATTERY CMPT
1	00254	STEPWELL, NATL STDS, 1990
1	00374-01	RETAINER REAR EMERG DOOR
1	00984	PLYWOOD FLOOR SCREWED DOWN
1	01026-01	WEAR PLATE, ENT DR, RUBBER, WHITE NOSE
1	01561	EMERGENCY DOOR ARROWS
1	01922-02	DAYTIME RUN LGTS, W/ P/BRAKE DEACTIVATE
1	02230	DOOR SWITCH, STEPWELL LIGHT
1	02324	EXTERIOR SOLID NSBY
1	02449-12	GALVALUME I/S PNL, FULL HEM, TEXTURIZED
1	03183-01	VISOR, ACRYLIC, LEFT SIDE, ADJUSTABLE
1	06745	COVER FOR EMERGENCY DOOR SWITCH
1	30001	ACCESSORY POWER SOCKET W/CAP, BATTERY
1	30056-17	HOSE, HTR, EPDM, W/STD CLAMPS
1	30102-15	LIGHTS, CL/MK, LED, 2 AMBER, 2 RED
1	30103-10	LIGHTS, ID, GROMMET MOUNT, LED
1	30105-10	LIGHTS, MKR, LED, INTERMEDIATE
1	30109-01	PRE-TRIP EXTERIOR LIGHT TEST
1	30193-05	FLASHER, W/L SYSTEM, I-O CONTROLS
1	30196-02	HOODS, WARNING LIGHTS, DUAL
1	30199-01	SYSTEM, WARN, 8-LGT, SEQ
1	30201-01	SEQUENCE, W/L SYSTEM, SEQUENTIAL
1	30210-01	SWITCH, W/L MASTER, LOC, LH
1	30210-03	SWITCH, W/L START, LOC, LH
1	30210-09	LIGHTS, PILOT, W/L SYSTEM, LOC, LH
1	30211-03	CONTROLS, CONFIG, W/L, OPT #3, 8-LGT, LH
1	30218-02	SWITCH, W/L, MASTER, GREEN PILOT
1	30225-01	SWITCH, W/L START, MANUAL
1	30228-02	INDICATOR, W/L SYSTEM, AMBER/RED
1	30295-05	LOCATION, STOP ARM, FRONT
1	30297-11	WIRING, S/ARM, ELECT W/INDEP FLSHR
1	30316-01	WIRING, W/L SYSTEM, 14 GA
1	30321-01	LIGHT, SWITCH PANEL, CHASSIS CTRL
1	30331-01	CIRCUIT PROTECTION, FUSES
1	30386-01	PAINT, CHASSIS, GRILLE, YELLOW, BBCV
1	30400-01	PAINT, INTERIOR, ASTRO WHITE
1	30430-02	VINYL, REFL, RR EMER DR YELLOW, 3M
1	30484-17	MIRROR, CROSSVIEW, EYE-MAX LP
1	30529-02	3" REFLECT, FRONT, INT & REAR, 3M DIA GRADE



Net price delivered, pre-trade: \$120,500

Blue Bird Body Company - Sales Quotation

Quote 186092 - HUNTLEY PROJECT SCHOOLS

Market	PLBT	Prod Code	Length	Capacity	Chassis	Wheelbase	Qty	Promise Date
US School Bus	BBCV	RG	3507	77	BB-BBCV	280.0	1	06/11/2020

Quoted To: HUNTLEY PROJECT SCHOOLS  
 YELLOWSTONE County  
 1477 ASH STREET  
 WORDEN MT 59088

Quoted By: Hartleys School Buses

Quantity	Base Model / Feature	Description
1	BBCV 3507	B.B. CONVENTIONAL
<b>Quote Id: 186092</b>		<b>Standard Options</b>
1	00198-02	LATCH, LOCKING, DOOR BATTERY CMPT
1	00254	STEPWELL, NATL STDS, 1990
1	00374-01	RETAINER REAR EMERG DOOR
1	00984	PLYWOOD FLOOR SCREWED DOWN
1	01026-01	WEAR PLATE, ENT DR, RUBBER, WHITE NOSE
1	01561	EMERGENCY DOOR ARROWS
1	01922-02	DAYTIME RUN LGTS, W/ P/BRAKE DEACTIVATE
1	02230	DOOR SWITCH, STEPWELL LIGHT
1	02324	EXTERIOR SOLID NSBY
1	02449-12	GALVALUME I/S PNL, FULL HEM, TEXTURIZED
1	03183-01	VISOR, ACRYLIC, LEFT SIDE, ADJUSTABLE
1	06745	COVER FOR EMERGENCY DOOR SWITCH
1	30001	ACCESSORY POWER SOCKET W/CAP, BATTERY
1	30056-17	HOSE, HTR, EPDM, W/STD CLAMPS
1	30102-15	LIGHTS, CL/MK, LED, 2 AMBER, 2 RED
1	30103-10	LIGHTS, ID, GROMMET MOUNT, LED
1	30105-10	LIGHTS, MKR, LED, INTERMEDIATE
1	30109-01	PRE-TRIP EXTERIOR LIGHT TEST
1	30193-05	FLASHER, W/L SYSTEM, I-O CONTROLS
1	30196-02	HOODS, WARNING LIGHTS, DUAL
1	30199-01	SYSTEM, WARN, 8-LGT, SEQ
1	30201-01	SEQUENCE, W/L SYSTEM, SEQUENTIAL
1	30210-01	SWITCH, W/L MASTER, LOC, LH
1	30210-03	SWITCH, W/L START, LOC, LH
1	30210-09	LIGHTS, PILOT, W/L SYSTEM, LOC, LH
1	30211-03	CONTROLS, CONFIG, W/L, OPT #3, 8-LGT, LH
1	30218-02	SWITCH, W/L, MASTER, GREEN PILOT
1	30225-01	SWITCH, W/L START, MANUAL
1	30228-02	INDICATOR, W/L SYSTEM, AMBER/RED
1	30295-05	LOCATION, STOP ARM, FRONT
1	30297-11	WIRING, S/ARM, ELECT W/INDEP FL SHR
1	30316-01	WIRING, W/L SYSTEM, 14 GA
1	30321-01	LIGHT, SWITCH PANEL, CHASSIS CTRL
1	30331-01	CIRCUIT PROTECTION, FUSES
1	30386-01	PAINT, CHASSIS, GRILLE, YELLOW, BBCV
1	30400-01	PAINT, INTERIOR, ASTRO WHITE
1	30430-02	VINYL, REFL, RR EMER DR YELLOW, 3M
1	30484-17	MIRROR, CROSSVIEW, EYE-MAX LP
1	30529-02	3" REFLECT, FRONT, INT & REAR, 3M DIA GRADE



**Financial Summary**  
**2021 INTEGRATED CE S BUS (PB105)**

January 08, 2020

<u>Description</u>	<u>(US DOLLAR)</u>	<u>Price</u>
Factory List Prices:		
Product Items	\$213,145.00	
Service Items	\$750.00	
Total Factory List Price Including Options:		\$213,895.00
on spot chains	\$2,609.27	
Total Preparation And Delivery:		\$2,609.27
Delivery	\$3,000.00	
Total Freight:		\$3,000.00
Total Factory List Price Including Freight:		\$219,504.27
Less Customer Allowance:		(\$123,397.07)
Total Vehicle Price:		\$96,107.20
Total Sale Price:		\$96,107.20
Total Per Vehicle Sales Price:		\$96,107.20
Net Sales Price:		\$96,107.20

Please feel free to contact me regarding these specifications should your interests or needs change. I am confident you will be pleased with the quality and service of an IC Corporation vehicle. This quote is for CE71 and includes On Spot chains.

**Approved by Seller:**

**Accepted by Purchaser:**

\_\_\_\_\_  
**Official Title and Date**

\_\_\_\_\_  
**Firm or Business Name**

\_\_\_\_\_  
**Authorized Signature**

\_\_\_\_\_  
**Authorized Signature and Date**

**This proposal is not binding upon the seller without Seller's Authorized Signature**

\_\_\_\_\_  
**Official Title and Date**

**The TOPS FET calculation is an estimate for reference purposes only. The seller or retailer is responsible for calculating and reporting/paying appropriate FET to the IRS.**

**The limited warranties applicable to the vehicles described herein are Navistar, Inc.'s standard printed warranties which are incorporated herein by reference and to which you have been provided a copy and hereby agree to their terms and conditions.**

To AEG



# Customer Quotation

Prepared For:  
LONE ROCK ELEMENTARY  
1112 3 MILE CREEK RD  
STEVENSVILLE, MT 59870

Prepared By :  
Nick Clawson  
I State Truck Center  
4600 S. Frontage rd  
Billings, MT 59101  
406-252-5121/ F: 406-252-5910

Quote Number:  
361662

Quote Date:  
1/6/2020

Customer Order No:  
LRock-80C2

### Model Profile: Saf-T-Liner C2 341TS

Product Type:	School Transportation
Year:	2021
Chassis Model:	B2 106
Chassis MFG:	FLNER
GVWR:	GVWR
Passenger Capacity:	80
Headroom:	78
Wheelbase:	279
Brake Type:	AIR
Engine Type:	CUMMINS B6.7 260 DIESEL, 6 Cyl, 260 HP, 2600 RPM
Fuel Type:	DIESEL
Fuel Tank Capacity:	100
Transmission Type:	AUTOMATIC
Axle, Front:	12000-lb Capacity
Axle, Rear:	23000-lb Capacity
Tires, Front:	RADIAL FRONT TIRE, MICHELIN XZE2, 11R22.5 16 PLY
Tires, Rear:	REARMICHELIN XDN2 11R22.5 16 PLY RADIAL
Suspension Front:	Taperleaf
Suspension Rear :	Airliner

Total for 1 complete unit(s):	\$ 118,520.00
Delivery Cost:	Included

Includes the Following Equipment:

**DEALER ADD On's EQUIPMENT**

- 1 On spot chains Severe Service chains
- 1 REI 7 cam system

Meets all FMVSS requirements in effect at the time of manufacture.

Total for 1 complete unit(s):	\$ 118,520.00
Delivery Cost:	Included

Additional options you may want to consider:  
 Webasto Scholastic deduct = \$2500.00 → THIS INFORMATION IS FOR OUR PURPOSES.  
 IF WE DO NOT RECEIVE THE GRANT MONEY, WE HAVE  
 Terms and Conditions: THE OPTION TO PURCHASE A BUS WITHOUT THE WEBASTO  
 Quote Expires: 2/6/2020 HEATER, IF DESIRED, FOR \$2500~~0~~ LESS.-KEN

Customer Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Dealer Signature:  \_\_\_\_\_ Date: 1/6/2020

AttachedDetail