



May 14, 2021

Thomas Stringer
Chief Operations Officer
Regional Transport Authority
2817 Canal Street
New Orleans, LA
70119
504-827-8449

Subject: REVISED Quotation for Heavy Duty Low-Floor 35' and 40' foot Diesel Transit Buses

Dear Mr.Stringer

New Flyer is pleased to submit revised option price quotations for the production of twenty-one (QTY 21) 35' Diesel and twenty-one (QTY 21) 40' Diesel buses based on New Flyer's contract with Commonwealth of Virginia.

The proposed buses will be technically configured as SR 2443 including additional changes listed in the Price Change Detail of our proposal submission.

The price for twenty-one (QTY 21) 40' buses is **\$536,434/bus.**

The price for twenty-one (QTY 21) 35' buses is \$528,971/bus.

Volume discount of \$4,099/per bus is included.

New Flyer of America has included optional pricing for a Driver's Door and New Orleans specific Decal and Paint Scheme. The revision includes adding remote controlled street side mirror, New Orleans specific Motorola radio, Altro slip resistant floor covering, UltraCapacitor, and 5 year warranty on the engine and transmission. Please refer to the option Price Quote for specific pricing.

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

Warranty: New Flyer exceeds industry standard warranties in many areas such as 5 year / 300,000 miles warranty for axle (Standard warranty is 2 years) and our multiplex warranty is 3 years/150,000 miles (Standard competitor warranty is 1 year/50,000 miles). Please refer to our attached warranty proposal.

Training: New Flyer Training is an organization within the New Flyer Customer Services group – a division of New Flyer Industries. As a part of the leading manufacturer of heavy-duty transit buses in the United States and Canada, we have access to top design, engineering, propulsion technology and electrical systems professionals. This enables us to offer the service and expertise to maximize the lifetime value of your fleet. Please refer to our attached training proposal details.

Publications: Our New Flyer Publications professionals combine extensive, hands-on technical experience with exceptional writing, illustrating and publishing skills to create the industry's benchmark in maintenance manuals. Supplying accurate information in a timely manner assists the customer in the performance of proper

bus maintenance, which in turn, adds to the overall reliability and lifetime value of each New Flyer bus on the road. Please refer to our attached publications proposal for details.

Tooling and Diagnostics: Please refer to our attached proposal Tooling and Diagnostic proposal package.

Delivery Proposal: New Flyer is proposing line entry in early Quarter 1, 2021. These buses will have 2020 EPA compliant engines.

Payment Terms: Following the terms and conditions of New Flyer's contract with Commonwealth of Virginia 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 build on the strong relationship we have enjoyed with RTA. 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 until May 31, 2021.

Sincerely,

Adrian Graca

Business Segment Director

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cc; Chris Dabbs, Regional Sales
Manager

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