



# SALES AGREEMENT # SAC1633

Customer: Tahoe-Truckee Unified School District Date 6/20/2023  
 Address: 12485 Joerger Dr County: \_\_\_\_\_  
 City: Truckee State: California Zip Code: 96161  
 Contact: Nanette Rondeau Office: (530) 550-0745 Fax: \_\_\_\_\_  
 Email Address: nrondeau@ttusd.org Cell: \_\_\_\_\_  
 Sales Representative: Larry Lozano Transaction Type: School Bus Grant

## QUOTATION SUMMARY

Quantity:	<b>4</b>	Price:	
<b>2023 or newer New Order Blue Bird T3RE 3904S 78 pax Electric School Buses</b>		<b>\$386,811.49</b>	
Estimated delivery date: 180-300 days ARO.			

Quotation is Valid for 30 Days and subject to pricing changes and option availability until executed by the customer.

## SPECIFICATION SUMMARY

Model Year	2023 Or Newer	Make:	Blue Bird	Model:	T3RE 3904
Type:	D	Chassis:	Blue Bird	Wheelchair Lift Type:	N/A
Passenger Capacity:	78	Wheelbase:	259"	Number of Tie Downs:	N/A
Seat Color:	Blue	Engine:	Electric	Exterior Color:	Yellow
Air Conditioning System:	N/A	GVWR:	36,200	Other:	

## SALES ORDER

6/20/2023

### PRICING SUMMARY

Vehicle as Specified	\$	386,811.49
Taxable Amount	\$	386,811.49
ADA Equipment Amount (non-taxable)	\$	-
Sales Tax	8.25%	\$ 31,911.95
Estimated DMV Fees	\$	-
Total Price Per Bus	\$	418,723.44
Quantity		4
<b>Total Sales Order Amount</b>	<b>\$</b>	<b>1,674,893.76</b>
	\$	-
HVIP Grant per bus:	\$	(375,000.00)
Total Grant Amount:	\$	(1,500,000.00)
<b>Balance Due on Delivery</b>	<b>\$</b>	<b>174,893.76</b>

\*PRICING SUBJECT TO GRANT APPROVAL

Purchaser agrees that this Order is inclusive all information contained herein and Addendum attached; that this Order cancels and supersedes any prior agreement; and as of the date indicated herein comprises the complete and exclusive statement of the terms of the agreement relating to the subject matters covered hereby; and that this order shall not become binding until accepted by dealer; this sales order may be terminated by the seller at any time at its sole discretion. All pricing is inclusive of and net of manufacturer rebates and concessions, rebates or concessions shall be retained by dealer.

### Offered by:

Larry Lozano 6/20/2023  
 A-Z Bus Sales, Inc. Representative Date

### Agreed and Accepted by:

*Nanette R. Rondeau* 6/21/23  
 Purchaser Date  
*Nanette R. Rondeau* Director of Transportation  
 Print Name Title



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Address: 12485 Joerger Dr

County: \_\_\_\_\_

City Truckee

State California Zip Code: 96161

Contact: Nanette Rondeau

Office (530) 550-0745 Fax: \_\_\_\_\_

Email Address: nrondeau@ttusd.org

Cell \_\_\_\_\_

Sales Representative Larry Lozano

Transaction Type: School Bus Grant

### TERMS AND CONDITIONS OF SALE

1. **TRADE-IN(S).** Purchaser shall deliver trade-in(s) in the same condition as at time of inspection and appraisal by Seller reasonable wear and tear excepted, except as disclosed in the Agreement. Purchaser represents that each bus shall be free and clear of all liens and encumbrances and warrants that the trade-in(s) are that type and condition described in this Agreement, including any attachments hereto.

2. **TERMS OF PAYMENT.** Unless otherwise agreed, net payment shall be due on delivery. Late payments shall bear interest at the rate of 18% per annum, or the maximum permitted under law, whichever is less. If acceptance of delivery is delayed by Purchaser, payment shall become due on the date when Seller is prepared to deliver. If the financial condition of Purchaser at any time does not, in the judgment of Seller, justify continuance of the work to be performed by Seller hereunder on the terms of payment as agreed upon, Seller may suspend such work, or postpone delivery, and require such assurances of Purchaser's performance as Seller deems adequate, including payment in advance, or Seller may cancel this order and shall receive reimbursement for its reasonable and proper cancellation charges. In the event of bankruptcy or insolvency of Purchaser, voluntary or involuntary, Seller shall be entitled to cancel any order then outstanding at any time and seek reimbursement for its reasonable and proper cancellation charges.

3. **CANCELLATION.** Purchaser may cancel this order only if Seller is able to cancel said order with the manufacturer, and only upon written notice. Upon any cancellation or failure to accept delivery, Purchaser shall forfeit deposit & agrees to pay a 5% re-stocking fee on existing stock inventory & pay a 10% re-stocking fee for parts and WIP on any new order units in production. (Purchaser's Initials)

4. **SALES AND OTHER TAXES.** Unless otherwise specified herein, Seller's price does not include federal excise, sales, use, or other taxes. Consequently, in addition to the price specified herein, the amount of any other excise, sales, use, or other tax applicable to the sale or use of the bus(es) purchased hereunder shall be paid by Purchaser, or in lieu thereof Purchaser shall provide Seller with a tax exemption certificate acceptable to the taxing authorities. Purchaser agrees that all taxes related to this transaction, whether arising at the time of the transaction or in the future, are Purchaser's responsibility and further agrees to promptly pay any such taxes.

5. **DELIVERY.** All buses furnished hereunder shall be delivered to Purchaser at the Seller's dealership location or other location as designated in this Agreement. Unless otherwise provided, delivery will be made via carriers and routes designated by manufacturer with freight charges to be included in the purchase price. Delivery dates are approximate and are based upon receipt of all necessary information from Purchaser. Seller shall not be liable for delays in delivery or manufacturing, or other causes beyond Seller's control.

6. **TECHNICAL CHANGES.** Purchaser acknowledges that the manufacturer and Seller reserve the right to change the specifications of the bus(es) at any time without obligation to make such changes in other buses previously delivered to Purchaser. In addition, manufacturer and Seller reserve the right to make design changes and substitution of materials subsequent to the receipt of the order which, in manufacturer's or Seller's opinion are necessary to improve the bus. Purchaser agrees to accept any such changes as fulfillment of Seller's obligations under this order.

7. **REQUIRED EQUIPMENT.** This order shall be deemed to include, whether or not specified herein, all equipment or accessories required by the California Title 13 & Federal Department of Motor Vehicles or other regulations in effect at the time of order receipt. It is agreed that any additional or different equipment not specified which is required at the time of delivery to meet the foregoing Act or other regulations will be added and the costs shall be paid by Purchaser.

8. **TITLE AND REMEDIES.** Until full payment by Purchaser of all amounts due hereunder, Seller reserves the title to all equipment furnished hereunder. If Purchaser defaults in payment or performance hereunder or becomes subject to insolvency, receivership, or bankruptcy proceedings, or makes an assignment for the benefit of creditors, or without the consent of Seller voluntarily or involuntarily sells, transfers, leases, or permits any lien or attachment on the equipment delivered hereunder, Seller may treat all amounts then or thereafter owing hereunder by Purchaser as immediately due and payable (subject only to credits required by law) and Seller may repossess said equipment by any means available by law and shall enjoy any and all other remedies of a secured creditor under the Uniform Commercial Code. Purchaser shall execute and deliver to Seller such financing statements and other documents, as Seller may deem appropriate to evidence, perfect, and protect the priority of its security interest in the bus(es) subject to this order.

9. **GENERAL.** Any assignment by Purchaser of this order or any rights hereunder, without written consent of Seller, shall be void. Clerical errors in this order may be automatically corrected by giving written notice thereof to Purchaser by a duly authorized representative of Seller. No waiver, alteration, or modification of any of the provisions hereof shall be binding unless and until in writing and signed by a duly authorized representative of Seller. To the extent not covered by other terms herein, including terms of warranty and limitation of liability, etc., the provisions of the Uniform Commercial Code shall govern this sale.

This Agreement (including by reference the provisions set out in manufacturer's standard warranty or warranties) shall constitute the entire agreement between Purchaser and Seller, and no understandings or obligations not expressly set forth herein or in manufacturer's standard warranty or warranties are binding upon Purchaser or Seller.

**ALL WARRANTIES, IF ANY, BY A MANUFACTURER OR SUPPLIER OTHER THAN SELLER ARE THEIRS, NOT SELLER'S, AND ONLY SUCH MANUFACTURER OR OTHER SUPPLIER SHALL BE LIABLE FOR PERFORMANCE UNDER SUCH WARRANTIES. SELLER HEREBY DISCLAIMS ALL WARRANTIES, EXPRESSED OR IMPLIED, INCLUDING ANY IMPLIED WARRANTIES OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.**

Signer represents, on behalf of Purchaser, that he/she is duly authorized by Purchaser to bind Purchaser in this agreement.

Accepted and Agreed by: Nanette R. Rondeau Signature

6/21/23 (Date)

Signor's Name and Title: Nanette R. Rondeau

Tahoe Truckee Unified School Dist. Company

(Must be an officer of the company authorized to approve capital purchases.)



3418 52nd Ave  
 Sacramento, CA, 95823  
 (800) 458-6363  
<https://a-zbus.com>

Gabriel Hightman  
 (408) 688-4774  
[ghightman@a-zbus.com](mailto:ghightman@a-zbus.com)

Quote #SAC1633  
 March 7, 2023

## 2023 (or) Newer Blue Bird T3RE 3904

Customer:	Tahoe-Truckee Unified School District	Attn:	Nanette Rondeau
Mailing Address:	12485 Joerger Dr Truckee, CA, 96161	Phone:	(530) 550-0745 ext. 20580
		Email:	nrondeau@ttusd.org

Quantity:	4	Wheelbase:	259"
GVWR:	36,200	Transmission:	N/A
Engine:	Cummins EV 315HP	Suspension:	Spring / Air
Fuel Type:	Electric	Brakes:	Air Disc
Fuel Port:	Right Rear	Upholstery:	Blue
Capacity:	78 Amb	WC Lift:	N/A
AC:	N/A		

### Body Content

- 'STOP WHEN RED LIGHTS FLASH'
- 402541TWO GRP 31, AGM 12VDC BATTERY
- BARRIER, 39 INCH HIGH BACK
- BUZZER,R/H SIDE EMERG DOOR
- CIRCUIT PROTECTION,BREAKERS,MANUAL RESET
- CONTROL,STROBE,S/CONT,W/PILOT
- CUSHION,SEAT,STANDARD,REBOND FOAM
- DOME,2 ROW/2 SWITCHES,F & R,CONFIG
- DOOR SWITCH,STEPWELL LIGHT
- EMERGENCY DOOR ARROWS
- 3" REFLECT,FRONT,INT & REAR,3M DIA GRADE
- ARMREST,RH,DRIVER,SEAT,NATIONAL
- BUZZER,L/H SIDE EMERG DOOR
- BUZZER,REAR EMERG WINDOW
- CIRCUITS,SPARE,BODY HARN,TWO,14 GA
- CONTROLS,CONFIG,W/L,OPT #4,8-LGT,RH
- DAYTIME RUN LGTS,W/ P/BRAKE DEACTIVATE
- DOOR CONTROL,AIR PWR,MOM SW,2-POS
- DOOR,ENGINE CMPT,SOLID
- END CAP,RUB RAIL,STAMPED STEEL

- FE 5 LB DRY W/HOSE (DRIVERS CPT)
- FENDERS REAR RUBBER
- GALVALUME I/S PNL,FULL HEM, TEXTURIZED
- GLASS,ENT DR,UPPER,TINT,LAM
- HANDRAIL,ENT DR,BARRIER 3.25 - 5.25
- HORN,BACKING SAFETY,112 DB
- INDICATOR,W/L SYSTEM,AMBER/RED
- LATCH,LOCKING,DOOR BATTERY CMPT
- LIGHT,STEPWELL,LED,ADA
- LIGHTS,DIR,FRONT AMBER LED
- LIGHTS,MKR,LED,INTERMEDIATE
- LOCATION,STOP ARM,REAR
- MARKER LGT CONTROL,STEPWELL LGT
- MODULE,CUSHION,ASSY,TILT W/FLEX MAT,SEAT
- PAINT,HEADLIGHT BEZELS,NSBY
- PANEL,MODESTY,BARRIER,DRIVER,LH
- PILOT,STROBE LIGHT,ADDITIONAL INDICATION
- POWER,BAT CONTROL,DOME LIGHTS
- POWER,BAT CONTROL,WARNING LIGHTS
- RETAINER SIDE EMERG DOOR LH
- S/BELT,DRV,3PT,SGL RET,BUZ/WRN LT,ORANGE
- SEAT,39,CONVERT, 3-PT BELT
- SEAT,39,CONVERT,FLIP,3-PT BELT
- SLIDING BOLT VANDAL LOCK - SED
- STEPTREAD,VINYL,BLACK
- STEPWELL PROTECTION
- SWITCH,EMERGENCY OVERRIDE
- FENDERS FRONT RUBBER
- FORWARD GRABRAIL
- GLASS,ENT DR,LOWER,TINT,LAM
- GLASS,SIDE EMER DR,DK TINT,TEMP
- HOODS,WARNING LIGHTS,INDIVIDUAL
- HOSE,HTR,EPDM,W/CT CLAMPS
- LAMPS,HAZARD,2-AMBER,4IN,ENG CMPT
- LIGHT,PILOT,EXIT
- LIGHTS,CL/MK,LED,2 AMBER,2 RED
- LIGHTS,DIRECTIONALS,RR,AMBER LED
- LIGHTS,PILOT,W/L SYSTEM,LOC,RH
- LOCK,SECURITY,ENT DOOR
- MIRROR,REARVIEW,INT,6 X 30,NONGLARE
- MODULE,SEAT,COLOR,BLUE
- PAINT,RUBRAILS ONLY,FULL WIDTH BLACK
- PANEL,MODESTY,BARRIER,ENT DOOR
- POWER,BAT CONTROL,CLER/CSTR/ID LGTS
- POWER,BAT CONTROL,ENTRANCE DOOR
- RADIO,AM,FM,MP3,USB,SD,MMC,BT WITH PA
- RETAINER SIDE EMERG DOOR RH
- SEAT,39, 3-PT BELT, DAVENPORT
- SEAT,39,CONVERT,3-PT BELT, FULLY FM
- SEQUENCE,W/L SYSTEM,NON-SEQUENTIAL
- STEEL FLOOR TRIM
- STEPTREAD,VINYL,RIBBED
- SWITCH,DOOR CONTROL,LOC,RH
- SWITCH,NOISE SUPPRESSION,LATCHING

- SWITCH,W/L MASTER,LOC,RH
- SWITCH,W/L START,MANUAL
- SWITCH,W/L,MASTER,GREEN PILOT
- TRIM,AISLE,ALUMINUM
- VANDAL LOCK - REAR EMERGENCY WINDOW
- VINYL,REFL,ROOF HATCH,WHITE,3M
- VINYL,REFL,SD EMER DR YELLOW,3M
- WDO ASSY,DRVR,GREEN TINT,LAM,BLK
- WINDOW,REAR EMERGENCY
- BATTERY COMPARTMENT,ROLLER TRAY,CHAS MTD
- BODY CONSTRUCTION FM/CMVSS 221
- INSULATION,BODY,FIBERGLASS,ADDITIONAL
- INSULATION,BOW CAVITY,FIBERGLASS
- INSULATION,STEPWELL,NR 3
- PANEL,SIDE,16 GA,25 3/4 SKIRT
- ACCESSORY POWER SOCKET W/CAP,BATTERY
- CONSOLE MOUNT,ARM REST
- FAN,AUXILIARY,UPPER LEFT,6"
- DOOR,ENT,OUTWARD OPENING W/AIR ACTUATOR
- HEATED MIRROR,EXT,15 MIN TIMER
- MIRROR,EXT,OPEN VIEW,ES SPLIT SYSTEM
- PLYWOOD FLOOR 1/2IN THICK
- HEATER,50K,LH,REAR,F/M
- LIGHT,4" LED,STOP/TAIL,VANDAL RESIST
- LIGHTS,WARN,LED,8-LGT,AMB/RED
- LIGHT,STROBE,SELF-CONT,LED,CLEAR
- SWITCH,W/L START,LOC,RH
- SWITCH,W/L,EM OVERRIDE,LOC,RH
- SYSTEM,WARN,8-LGT,N/SEQ
- UPH,FIRE BLOCK,BLUE,BARRIER
- VENT,ADVANTAGE,STANDARD
- VINYL,REFL,RR EMER WDW YELLOW,3M
- VISOR,ACRYLIC,LEFT SIDE,ADJUST,OPAQUE
- WINDOW,REAR EMERG,DK TINT,TEMP
- YELLOW ENTRANCE DOOR
- ACOUSTIC HEADLINING FULL LENGTH
- INSULATED DRIVERS AREA
- INSULATION,BODY,POLYESTER/FIBERGLASS
- INSULATION,ENTRANCE DOOR HEADER
- LATCHES,LOCKABLE,ACCESS DOORS
- LETTERING,EMERGENCY EXIT,ABOVE EXIT
- AIR HORN,MOUNTED UNDER FLOOR
- FAN,AUXILIARY,UPPER CENTER,6"
- HOLDER,CUP
- STEPWELL, GALVANIZED
- MIRROR,CROSSVIEW,EYE-MAX LP
- COVERING,FLOOR,RUBBER,BLACK
- HEATER,12K,DRIVERS
- LIGHT,4" BACKUP,LED,VANDAL RESIST
- LIGHT,7" STOP/TAIL,LED
- LIGHT,1 DOME,DRIVERS,LED,SEPARATE SW
- LIGHTS,DOME,120 LUMENS,LED

- LOCATION,STROBE,4 FEET FROM REAR OF ROOF
- EXTERIOR SOLID NSBY
- PAINT DESIGN,BRIGHT WHITE ROOF,12.5 IN
- ALERT,PEDESTRIAN,FWD DIR,NOISE GENERATOR
- EMERGENCY DOOR LS 28IN
- STOP ARM,ELEC,LED,HI-IN,CLUSTER
- D/SEAT,NATIONAL,PREM,AIR,MORD,CHAR
- FLAPS FRONT, FULL LENGTH
- WHEELS,STEEL,8.25X22.5,YEL,5HH
- MIRROR,REARVIEW,REMOTE CONTROL
- LOGO,BIRD,ELECTRIC BUS,VINYL,GREEN
- PAINT, INTERIOR, ASTRO WHITE
- CAMERA,SYSTEM,BACK UP VIEW
- EMERGENCY DOOR RS 28IN
- TRIANGULAR WARNING DEVICE FLOOR
- COMPARTMENT,STORAGE,OVERHEAD,LOCKNG
- FLAPS,FRONT OF REAR WHEELS
- WINDOW,S/S,12",TEMP,TINT,BLK

## Chassis Content

- AC/DC CHARGING,CCS1
- BRAKES,ANTI-LOCK(ABS),AIR
- BUMPER,REAR,STEEL
- DECAL,BATTERY DISCONNECT SWITCH,RED
- GAUGE,SPEEDOMETER, MILES
- PUMP,HEATER WATER
- SWITCH,BATTERY DISCONNECT
- VALVE,DRAIN,MANUAL,AIR TANK
- BATTERY SYSTEM,HIGH VOLTAGE,155kW
- TOW HOOKS, FRONT
- REPORT,TELEMATICS,HVIP
- TIRE,KUMHO,12R22.5,LRH,KRS02
- BALANCE FRONT WHEELS
- BUMPER,FRONT,STEEL 12IN
- CHARGE PORT,REAR LOCATION,RH
- DRYER,AIR,BENDIX AD-IP
- GOVERNOR,ROAD SPEED,65 MPH
- RESERVOIR,ADDITIONAL WET TANK
- UNDERCOAT,MODIFIED WAX,PREMIUM
- SUSPENSION,AIR,REAR,HENDRICKSON,23.5K
- BRAKES,AIR DISC,BENDIX
- EV POWERDRIVE SYSTEM
- ELECTRONIC STABILITY CONTROL

Dealer Added Content

- Electric air drain valves with controls in Dr's compt.
- FE/FAK/Reflectors/Decals - CA Spec
- Hand held stop sign & Holder
- EP1 Child Check safety system - Wired to CA Specs
- Fog lights in front bumper area
- Lettering - Beltline/CA #/Unit #'s



Pricing

Unit Price before Sales Tax:	\$ 386,811.49
Taxable Amount:	\$ 386,811.49
Non-Taxable Amount:	\$ 0.00
8.250% Sales Tax Total:	\$ 31,911.95
Total Per Unit w/Sales Tax Included:	\$ 418,723.44
Grant per bus	-\$375,000.00
Total Grant Amount	-\$1,500,000.00
Grand Total For 4 Unit(s):	\$174,893.76

Acceptance

Signature: \_\_\_\_\_ Title: \_\_\_\_\_  
 Name: \_\_\_\_\_ Date: \_\_\_\_\_

**\*Notice of Intent to Purchase:**  
 By signing this vehicle quotation above, it signifies the intent of Tahoe-Truckee Unified School District to purchase the vehicle(s) as listed on this document, from A-Z Bus Sales, Inc. This purchase is based on this Vehicle quotation and is subject to approval by our School Board at their \_\_\_\_\_ (date) Board meeting. \_\_\_\_\_ (Initial Here)

\*All pricing is based upon the Waterford Unified School District piggyback bid awarded to A-Z Bus Sales. A copy of all piggyback bid documents is available from A-Z Bus Sales, Incorporated.

All pricing valid for 30 days, or availability of stock units at time of purchase order. Prices quoted herein are based upon Federal, State, and Local Laws and Regulations governing truck equipment and performance levels in effect as of the date hereof. Buyer will pay for any equipment or performance changes, modifications, or additions required by any changes in such laws or regulations subsequent to the date hereof at the increased cost to Seller.

Required Information

**Delivery Address:**

**Initial here:** \_\_\_\_\_

\_\_\_\_\_

**DMV Information:**

Please confirm DMV registration name and address by signing below. Fill other sections as applicable.

Register To Name: \_\_\_\_\_

Register To Address: \_\_\_\_\_

Signature Confirming DMV Address: \_\_\_\_\_

Signature, Name & Title

Exempt

Private

Out of State | Customer Demand

**Lettering Information:**

**Initial Here:** \_\_\_\_\_

Beltline Lettering: \_\_\_\_\_

CA #: \_\_\_\_\_ Unit #s: \_\_\_\_\_

**Lienholder Information:** (if none, write "none")

Lienholder Name: \_\_\_\_\_

Contact Person: \_\_\_\_\_

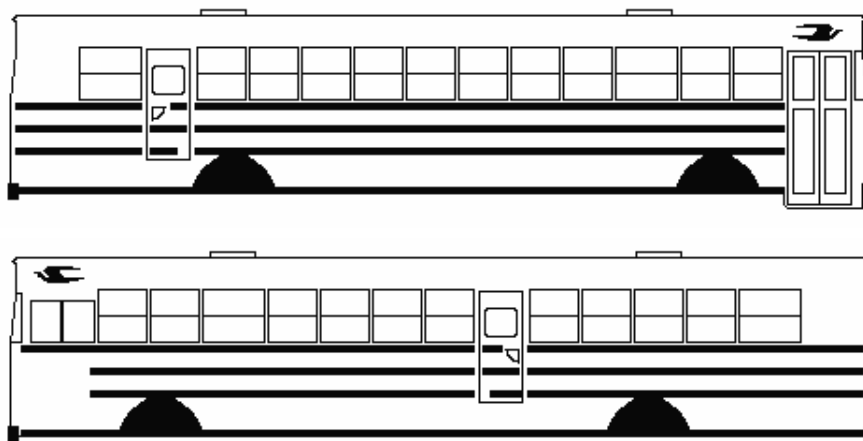
Contact Number: \_\_\_\_\_

**Grant Information:** (if applicable)

Agency Name: \_\_\_\_\_ Grant Deadline: \_\_\_\_\_

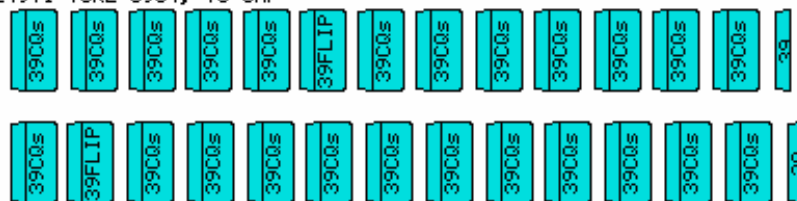
Quote Id: 215977 Body Plan / Seat Plan Information

Body Plan: 5015572



Seat Plan: 24971

SP: 24971 T3RE 3904, 78 CAP



Quote Id: 215977 Seat Plan Spacing Chart