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Quakertown Community School District

RFP For Contracted Pupil Transportation Proposal

February 3, 2021

Levy School Bus would like to thank you for allowing us to submit a proposal. Please find our proposal attached. Our proposal contains the following, as requested by QCSD;

- Cost of proposal.
- Previous experience and references.
- Safety record.
- Maintenance of vehicles.
- Driver training program.
- Performance and payment bond.
- Non- collusion affidavit.

If there are any questions, please feel free to ask!

Sincerely,

Warren Levy Jr.

Levy School Bus Co.

**QUAKERTOWN COMMUNITY SCHOOL DISTRICT
PROPOSAL FOR
CONTRACTED SCHOOL BUS TRANSPORTATION**

PREVIOUS EXPERIENCE OF LEVY SCHOOL BUS CO.

History:

Levy School Bus Co. was started in 1927 by Warren B. Levy. Warren B Levy was a thriving entrepreneur who had a vehicle repair shop, love of vehicles, and built roads for the community. Warren B. Levy turned it over to his son B. Franklin Levy.

B. Franklin Levy and his wife Betty, besides running the company ran a local parish, started the Trumbauersville Milford water sewer authority, and served on countless boards. On Levy School Bus Companies' 60th anniversary Franklin and Betty Levy announced their retirement, turning the company over to their son Warren M. Levy Sr.

Warren Lev Sr. purchased Custer's Garage Inc, transportation provider for the Spring-Ford Area School District, in 1990. Custer's Garage, Inc was founded in 1954 by the Custer family. Honoring the Custer family request, we have kept their name and continue to serve the Spring-Ford community and families.

Warren Levy Sr. served on many community boards, belonged to many humanitarian organizations, and was active in the Quakertown Community. In 2013 Warren Levy Sr. retired turning the company over to his son Warren Levy Jr.

Warren Levy Jr. has sat on several community boards, currently active with the Pennsylvania School Bus Association board, belongs to humanitarian organizations and sits on the Quakertown Education Foundation. Warren Levy Jr. purchased Lazer Limousine in 2016. Lazer Limousine was originally founded in 1989 and specializes in everything from airport transportation to weddings. The purchase of Lazer Limousine allows the Levy family to continue to serve their community families throughout their life experiences. In 2017, Levy School Bus Company Celebrated their 90th anniversary. The Levy family though all four generations have lived within the Quakertown community, supported local business, donated to local fire companies, supported local charities, been members of community-based organizations, helped families in need, supported summer youth programs, and cared for this community. Throughout our 90 years (and counting), the Levy family has served the community and we pride ourselves on being a family company with strong community roots and working closely with our districts.

Staff:

Levy School Bus Co. has been blessed to have a great management team through the years, many who have been with us for a long time.

Warren Jr. has worked for the company full time since 1998. Prior to that he worked for the company part time every year since he was old enough to carry a broom, doing every job here and learning an appreciation for the people, the community, and the industry.

Alan Rosenberger has worked for the company since 1974 and is currently the Operations Manager. One of his invaluable jobs is using Versatrans to route the buses. He has helped with redistricting, designing new school buildings, both closing and opening new schools. There is no job here that Alan does not know and cannot do. Alan plans to retire "from the office" in October 2021 and continue doing most of his job from a beach, somewhere warm. He will remain with the company with a virtual presence for the foreseeable future.

Len Pawlowski has worked with the company since April 2003 and is currently the Terminal Manager. Prior to coming to Levy's, he worked for Exxon Mobil as a Logistics Specialist. Len is responsible for the daily operations of the Quakertown Community School District. Len has been under Alan's training of Versatrans. Len handles all day-to-day changes in Versatrans and also assists with building routes and the roll-over of students. Len sets high standards for his staff. He encourages them to create a positive and safe environment.

Pat O'Donnell has worked for the company since 2008 serving as the Fleet manager and Company Safety Manager. He is a licensed 3rd party CDL Examiner, Instructor coordinator for the State of Pennsylvania and is also a certified inspection Mechanic for the State of Pennsylvania. Pat holds several safety certifications and has been instrumental in setting up key programs to keep our employees in a safe working environment.

Terminal:

Our terminal location will remain the same as it has been since 1927. 114 East Broad St Trumbauersville PA 18970. This location is not only home to the Quakertown Community School District terminal but also houses the main office for all companies. The location has both a Diesel Fuel tank and Gasoline Fuel tank that is already set up and permitted.

Drug Testing Program:

Levy School Bus Company strictly follows all applicable state and federal guidelines when it comes to our drug program. Pre-Employment testing for CDL drivers and random drug and alcohol tests for CDL drivers are performed by DSI Medical (An ACM Global Laboratory). DSI Medical is a DOT compliant testing facility and meets all of our industry specific regulations while complying with state and federal laws. We have been with DSI since the mid 1990's when testing became a requirement and have always appreciated their knowledge and professionalism. We would like to remain with DSI Medical pending the district approval.

Radios:

Levy School Bus Company currently uses **Team on Run** a push to talk cellular system. We have good range of communication with this system and have enjoyed all of the benefits with them with Quakertown Community School Districts approval we would like to either remain with

them or switch to **BusPatrol**, which is discussed later in this proposal. Both systems are a push to talk cellular system.

Contracts:

Quakertown Community School District

Levy School Bus Co. has been transporting the students of the Quakertown Community since 1927. That was two years before the first Joint 7-12th grade school was built on 7th St, which is currently Quakertown Elementary School. We have had the transportation contract with Quakertown Community School District since their inception in 1965. We currently route and use 56 vehicles, to cover 263 routes, transporting over 4,000 children daily. Our vehicles put on over 1.5 million miles annually covering the 72 square mile district.

Spring-Ford Area School District

Custer's Garage Inc. has had a contract with Spring-Ford Area School District since 1954. The Levy Family purchased Custer's Garage in 1990. We have retained the Custer's Garage name out of respect for the Custer family and still serve the Spring-Ford Area School District. For Spring-Ford, we currently use 101 vehicles, to cover 442 routes, transporting over 7,500 children daily. Our vehicles put on over 1.7 million miles annually covering the 44 square mile district. Spring-Ford does their Routing In-house.

Outlook:

With our fourth generation at the helm, we are looking to continue our community first approach. We wish to remain an active part of our communities and continue to help the districts put out the best product to help our community stay strong. Our part is giving children a safe and secure space to get to school in a timely manner.

**QUAKERTOWN COMMUNITY SCHOOL DISTRICT
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SAFETY RECORD

Per the Federal Motor Carrier Safety Administration Levy School Bus Company's USDOT number 952921 provides the following details, 1,371,000 miles driven per year with zero out of service for Vehicle or Driver, and 1 Accident for the previous 24 months. We transport the most precious cargo and aim to provide the safest transportation. We believe that our drivers and vehicle are some of safest on the road. Safety is built into all aspects of our company, starting with properly trained drivers, mechanically well-maintained safe vehicles on the road, well planned safe school bus routing, and safety minded office staff. Our loss history report, which is above industry averages, can be supplied upon request.

In our 90 year history we have transported many generations of Quakertown children safely to and from the Quakertown Schools.

**QUAKERTOWN COMMUNITY SCHOOL DISTRICT
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MAINTENANCE OF VEHICLES

Vehicles:

Our current fleet is comprised mostly of Thomas built buses. Thomas buses are the not only the most efficient school buses but their new engine the DD5 is also one of the cleanest diesels on the market. The emissions produced are cleaner than propane or CNG operated vehicles (can provide documentation upon request). The new DD5 is built on a trusted platform and is years ahead of any other engine. Combine that with the proven Thomas body is a cost saver for any district.

Our Vehicle Maintenance Philosophy:

Whenever our staff looks at any vehicle, we do not just look at what the problem is we look for other problems not yet reported. An ounce of prevention is worth a pound of cure. When a vehicle leaves our terminal, we know our name is on the side. We want the public to see that name and trust putting their children on the bus. The Levy's and their staff have trusted putting their own children on these buses for four generations.

Semi-Annual Pennsylvania state inspection

- PA state inspections are performed twice per year on all vehicles transporting students, at our onsite state inspection station by onsite licensed Pennsylvania inspection Mechanics holding a Class 7 inspection license.
- Regulations for inspection are strictly followed and all repairs and replacements are made at the time of inspection. PENNSYLVANIA DEPARTMENT OF TRANSPORTATION audits the Inspection station bi-annually with **no violations or deficiency found**.

Annual Pennsylvania state police inspection

- All School Buses are inspected annually by the PENNSYLVANIA STATE POLICE. Items checked but not limited to are as follows: Lights, Tires, Rims, Exhaust, Bus body, emergency exits/roof hatch/rear door, first aid kits, body fluid kits, fire extinguisher. We pride ourselves with having vehicles in excellent condition that are ready for inspection at any time.
- The PENNSYLVANIA STATE POLICE also do random "spot" checks throughout the year. During these inspections we have NEVER had a vehicle red tagged and/or taken out of service.

Vehicle Maintenance

During all routine service intervals our mechanics also go over a thorough and extensive check list making sure that each vehicle would not only pass any Pennsylvania State Police Inspection, but that it would also pass our high standards for safety.

- Gasoline powered vehicles are serviced every 5,000 miles. Included in this service is, oil change, pre-inspection, brakes, tires, suspension, lights, all repairs of vehicle are made at time of service.
- Diesel powered vehicles are serviced every 5,000 miles for engine filter change, pre-inspection, brakes, tires, suspension, lights. Every 10,000 miles for oil change, engine filter change, pre-inspection, brakes, tires, suspension, lights all repairs of vehicle are made at time of service.
- Driver pre trip inspection are made twice per day, any deficiency or repairs needed are performed daily and if necessary, a substitute bus is assigned till repairs are made.
- Summer Maintenance of vehicles includes, complete spot check, washing, waxing, detailing interior of vehicles and all seat repairs.
- Our vehicles are each seen a minimum of seven times per year by our experienced shop staff. Our shop is comprised of top mechanics with over 60 years of combined experience and knowledge in the automotive industry.

Vehicle record keeping

- Vehicles are tracked and a digital record kept using Fleetvision software, along with physical hard copy files.
- Vehicles are tracked by dates of service along with current vehicle mileage obtained from every vehicle fueling.
- We track every oil change, every service, every inspection, every repair, along with a current vehicle performance and miles per gallon.
- All our vehicle records are available for District review upon request.

**QUAKERTOWN COMMUNITY SCHOOL DISTRICT
PROPOSAL FOR
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DRIVER TRAINING PROGRAM

Levy School Bus Company's Training program starts with the careful selection of driver prospects. Upon satisfactory review of all clearances and background checks are processed our staff of licensed School Bus Instructors starts the training process. All new hires are required to have a minimum of 20 hours of instruction, 14 hours of classroom training and 6 hours of in bus training.

Levy School Bus Company currently has five licensed PA approved school bus trainers. Our trainers are handpicked and go through PA state certification. They are required to attend yearly updates provided by the PA Department of Transportation (School Bus Unit). They go through extensive training on Levy and District policies. Our trainers have expanded past training and started such programs as decorating the bulletin boards at several of the Elementary schools. They also sit on Levy's Safety Committee that meets monthly. The Safety Committee help address any issues the drivers are having and make sure that we are providing the best work environment for our employees.

Along with our trainers, Levy School Bus Company also has an in-house PA Approved Instructor Coordinator. Instructor Coordinators must go through enormous amounts of training and yearly updates. The Instructor Coordinators oversees all training being provided and that it is accurate and meets all State and Federal guidelines.

Levy School Bus Company is also a registered third-party testing center with two Pennsylvania approved third party examiners. During our annual audits by PennDOT we have never been cited for any deficiencies.

Training is an ongoing effort; monthly driver safety training meetings are held for all employees. Employees are required to attend at least four monthly safety meeting during each school year. Topics are generated by the trainers, the district and management based on the needs of the school. As often as possible, we get speakers who are knowledgeable in the subject being discussed. We have had police, school officials, behavior specialist, management and many others speak. At some meetings we show videos of topics that are applicable to the school bus industry. Topics we cover each year are safe driving habits, student discipline, new exceptional learners' techniques, refreshers on basic driving, and various methods of de-escalation. We have started to see results with a lot of the new techniques and realize we must push these more to adequately prepare our drivers to handle the children in a calming manor.

Levy School Bus Company offers online training for all employees thru Safe-Schools and our company website that offers PUB114 & PUB223 and training videos. Current CDL employees are required to Re-cert every 4 years and must receive 10 hours of training, 7 hours of classroom

and 3 hours of in-bus training by a licensed instructor trainer. We also provide retraining for employees that do not meet our high standards of safety. Our goal is to have an environment that is safe for our Students, our drivers, our community. Our goal is to give each employee every tool they would need in their toolbox to provide not only a safe ride but a safe space and the ability to handle any problem that would arise.

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UNDERSTANDING OUR BID

We prepared this bid for Quakertown Community School District based off our long-standing relationship and vast knowledge of this Quakertown Community School District. We are always willing to investigate any new idea or technology that helps increase safety and creates a more efficient use of QCSD Resources.

Our price for CDL vehicles includes GPS, Radio, personnel to monitor cameras bi-monthly, personnel to ride with every bus, and one camera head in each CDL vehicle.

BusPatrol

There is a new program that is coming out, which is waiting for PSP approval, called BusPatrol. BusPatrol offers FREE GPS, FREE push to talk cellular radio, FREE 7 head live feed camera system for School Buses in PA. The best part is they also offer a revenue stream for the district. BusPatrol uses outside mounted cameras to monitor and ticket red light violators. They use 60% for equipment and upkeep and give the district 40% of each ticket that is paid. The tickets are \$250.00 and they are expecting each unit to produce 1.14 tickets per day. If you have seen a bus stop on 309 and the number of vehicles that pass it, I could believe those numbers to be close to accurate. With 47 CDL vehicles at 40% of \$250.00 a day for 180 days that could produce roughly \$846,000.00 a year for Quakertown. If Quakertown is willing to wait on cameras until this gains approval and can get them installed, we are willing to remove \$4.00 per day per vehicle from all CDL vehicles (buses, minibuses, and lifts). If you would like more information on BusPatrol, please ask!

Our "Alternate Option" pricing is based on things that could save the District money. Prices given are per vehicle, per day unless specified:

- Camera options – our price does not include a camera in Non CDL vehicles, most of those travel far distance with very few kids on, if there is one or two that would need it, we would obviously comply, but we do not see the need to put a camera on all Non CDL vehicles. The 4-camera option for CDL vehicles is also listed as an option.
- Non CDL vehicle spares at 30% - we have never had that many spare Non CDL vehicles and it has never been any detriment to Quakertown. We feel that maintaining the 10% spares we have had would save money but have included a price option for 30%.
- Age of Non CDL vehicles 5 years – our Non CDL vehicle price is based on keeping it at maximum 10 years, currently we keep them on average 7-8 years. The Alternate Option price given is changing the life expectancy to 5 years. We have had minimal

maintenance issues with these vehicles and do not see the reason to alter that life term.

- QCSD Name on vehicle – to remove all the vinyl and put Quakertown’s name on would be extremely time consuming and expensive.
- Numbers on the roof – this is NOT a widely used option in the state of PA, I believe you would be one of the very few with numbers on top of the bus. The top of a bus is never cleaned so to put numbers there would take a great amount of time preparing the surface and then applying the specialized reflective vinyl. There is an option for just doing the new vehicles.
- WC19 Compliant Wheelchairs – To properly Transport Non WC19 Compliant wheelchairs, we would have to add a specialist staff position. That is why we defer all to the IU. As offered before we are willing to help find a cheaper option than the IU but one that specializes in those services.
- Harnesses – To properly use harnesses, you need a specialist staff position with proper training, which is why we defer to the IU.
- Driver Uniforms – The cost and follow up with drivers will become very time consuming and cumbersome, plus the drivers honestly do not like them.
- Non 180 day Guarantee – Levy has always negotiated in good faith about any day discrepancy.
- Performance Bond – We stand by our record with Quakertown this would just be an added cost for the district.
- Intercom to Children – We have tried this in the past with Quakertown and had HORRIBLE results, ending with the removal of equipment at District’s request. If this is something you want to check into, I would recommend a small sample size.
- Penalties – Levy again refers to its record with Quakertown. We do not feel this is necessary and when we make a mistake, we have always worked with the District to correct it.
- Changes to insurance – Quakertown is requesting the change from 1 million to 5 million in the following:
 - General Liability
 - Each occurrence
 - Personals and advertising injury
 - General aggregate
 - Products completed
 - Automobile Liability
- The Medical Expense went from \$10,000.00 to \$50,000.00; it is a good will coverage, anything above \$10,000.00 would go under the general liability. Asking for this is just going to cost the district money and is not necessary.

Excluding from Contract Pricing

There are two things that Levy is excluding from their contract.

We are not offering pricing for CNG buses #8 h pg 9. CNG is not as clean as the new Clean Diesels. CNG buses cost \$40,000.00 more per bus. The cost of retrofitting our facility would be astronomical. The mpg with CNG buses is less than half that of a Clean Diesel bus, which would cost the District more in fuel costs and over all, the CNG bus is just not as good a product as the Clean Diesel bus. As of right now, we believe CNG is a technology that will be leaving the bus industry in the next 5 years.

Levy School Bus Company is also excluding the request for five most recent annual financial statements 35 a ii pg 23. As a privately held company, it is our belief that they contain proprietary information. Instead, we are offering the contact information to the Regional President of our bank, Blair Rush. He can attest to our solvency. Mr. Rush's contact information is listed below as a reference.

QUAKERTOWN COMMUNITY SCHOOL DISTRICT
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REFERENCES

Superintendent of Sampson County North Carolina

Past Superintendent of Spring-Ford Area School District

Transportation Coordinator Spring-Ford Area School District

President Southeast Region C&N Bank

Retired Assistant Principal Milford Middle School

President Baringer- Hartman Insurance Group

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BREAKDOWN OF OUR PRICE

Our Base Price is based on 2 tiers (optional 3rd tier price is listed)

Included in base price. Prices for alternate options is on the next page.

- 1 Camera head system (option for 4 is listed below) for CDL vehicles.
- 1 Camera head system for Non CDL option is listed below.
- Digital download capability for cameras
- Check that cameras are working every other month.
- A Safety Resource person will ride with every run every year.

	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
Bus (>36)	\$316.00	\$323.90	\$332.81	\$342.79	\$353.07
3 rd tier	\$50.00	\$51.25	\$52.66	\$54.24	\$55.87
Mini Bus (10-36)	\$286.00	\$293.15	\$301.21	\$310.25	\$319.56
3 rd tier	\$45.00	\$46.13	\$47.40	\$48.82	\$50.28
Van (9 or less)	\$225.00	\$230.63	\$236.97	\$244.08	\$251.40
3 rd tier	\$40.00	\$41.00	\$42.13	\$43.39	\$44.69
Lift	\$316.00	\$323.90	\$332.81	\$342.79	\$353.07
3 rd tier	\$45.00	\$46.13	\$47.40	\$48.82	\$50.28
Aide (per hour) Min 4.5 hr	\$26.00	\$26.65	\$27.38	\$28.20	\$29.05
Noon/Late (per hour) Min 1 hr	\$38.00	\$38.95	\$40.02	\$41.22	\$42.46
Trips (per hour)	\$32.00	\$32.80	\$33.70	\$34.71	\$35.75
Minimum	\$64.00	\$65.60	\$67.40	\$69.42	\$71.50
Trips (per mile)	\$2.70	\$2.77	\$2.85	\$2.94	\$3.03

Alternate Option:

Extra options are listed below and are per vehicle per day unless specified.

All options can be combined or excluded, if you have any other questions please do not hesitate to ask!

- If the district is willing to wait for the BusPatrol safety program, a camera system could possibly be provided for free on CDL vehicles and would SAVE the district \$4.00 a day on both big bus and minibus.

	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
4 Camera head	\$1.75	\$1.75	\$1.75	\$1.75	\$1.75
1 Camera Non CDL	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00
30% Spares Non CDL	\$9.00	\$9.00	\$9.00	\$9.00	\$9.00
Non CDL vans 5 years limit	\$10.00	\$10.00	\$10.00	\$10.00	\$10.00
Non CDL age and spare (Combined 2 above)	\$15.00	\$15.00	\$15.00	\$15.00	\$15.00
QCSD name on vehicles	\$1.25	\$1.25	\$1.25	\$1.25	\$1.25
#'s on roof	\$1.50	\$1.50	\$1.50	\$1.50	\$1.50
#'s on roof just new	\$0.75	\$0.75	\$0.75	\$0.75	\$0.75
Non WC19 compliant	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00
Harnesses	\$18.00	\$18.00	\$18.00	\$18.00	\$18.00
Driver uniforms	\$1.50	\$1.50	\$1.50	\$1.50	\$1.50

No 180-day guarantee	\$5.00	\$5.13	\$5.27	\$5.43	\$5.59
Performance bond	\$7.50	\$7.69	\$7.90	\$8.14	\$8.38
Intercom to talk to kids	\$1.50	\$1.50	\$1.50	\$1.50	\$1.50
Penalties	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00
Changes to insurance	\$2.25	\$2.31	\$2.37	\$2.44	\$2.51
Covid Cleaning *PER HOUR*	\$26.00	\$26.65	\$27.38	\$28.20	\$29.05