

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

**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.
- 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.

- Driver Uniforms – The cost and follow up with drivers will become very time consuming and cumbersome, plus the drivers honestly do not like them.
- Performance Bond – Removed from Proposal
- 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.
- 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 (besides those marked in contract.

We are not offering pricing for CNG buses #8 h pg 9. CNG is not as clean as the new Clean Diesels. CGN 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 overall, 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.

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**BREAKDOWN OF OUR PRICE**

**Our Base Price** is based on 2 tiers (optional 3<sup>rd</sup> 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.
- An average of 10 NEW vehicles per year over each of 5 year contract.

	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
Bus (>36)	\$310.00	\$318.53	\$328.09	\$337.93	\$348.07
3 <sup>rd</sup> tier	\$40.00	\$41.10	\$42.33	\$43.60	\$44.91
Mini Bus (10-36)	\$278.00	\$285.65	\$294.22	\$303.05	\$312.14
3 <sup>rd</sup> tier	\$40.00	\$41.10	\$42.33	\$43.60	\$44.91
Van (9 or less)	\$212.00	\$217.83	\$224.36	\$231.09	\$238.02
3 <sup>rd</sup> tier	\$40.00	\$41.10	\$42.33	\$43.60	\$44.91
Lift	\$310.00	\$318.53	\$328.09	\$337.93	\$348.07
3 <sup>rd</sup> tier	\$40.00	\$41.10	\$42.33	\$43.60	\$44.91
Aide (per hour) Min 4.5 hr	\$25.00	\$25.69	\$26.46	\$27.25	\$28.07
Noon/Late (per hour) Min 1 hr	\$38.00	\$39.05	\$40.22	\$41.43	\$42.67
Trips (per hour)	\$31.00	\$31.85	\$32.81	\$33.79	\$34.80
Minimum	\$62.00	\$63.71	\$65.62	\$67.59	\$69.62
Trips (per mile)	\$2.50	\$2.57	\$2.65	\$2.73	\$2.81

**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 \*must start with contract\*.

	2021-2022	2022-2023	2023-2024	2024-2025	2025-2026
4 Camera head	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00
1 Camera Non CDL	\$1.25	\$1.25	\$1.25	\$1.25	\$1.25
QCSD name on vehicles	\$1.25	\$1.25	\$1.25	\$1.25	\$1.25
#’s on roof	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00
#’s on roof just new	\$0.75	\$0.75	\$0.75	\$0.75	\$0.75
Driver uniforms	\$1.50	\$1.50	\$1.50	\$1.50	\$1.50
Intercom to talk to kids	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00
Changes to insurance	\$2.00	\$2.06	\$2.12	\$2.18	\$2.25
Covid Cleaning *PER VEHICLE*	\$5.60	\$5.75	\$5.92	\$6.10	\$6.28