

May 4, 2023

Mr. Austin O'Dell
Transit Manager
City of San Luis Obispo
919 Palm Street
San Luis Obispo, CA 93401

Dear Mr. O'Dell,

Thank you for your interest to purchase two (2) 35' Low Floor Plus Battery Electric Buses and four (4) 40' Low Floor Plus Battery Electric Buses through the State of Washington RFP#2020 06719-01.

Attached you will find the State of Washington RFP price tabulation that would pertain to the City of San Luis Obispo order. GILLIG is pleased to quote the following:

TWO (2) 35'X102" LOW FLOOR BATTERY ELECTRIC BUSES \$1,147,316.00 EA

FOUR (4) 40'X102" LOW FLOOR BATTERY ELECTRIC BUSES \$1,154,183.00 EA

This price is valid through July 2023. Prices exclude registration and license fees but does include CA Sales Tax (8.75% adjusted to 4.8125%). The production of your buses can be scheduled within 20-22 months from receipt of purchase order. To maintain this production schedule, we will require a firm purchase order by the end of July.

We thank you for this opportunity and appreciate your interest in GILLIG and our products. We certainly look forward to working with City of San Luis Obispo and in so doing, continuing to build our long-term partnership. Should you have any questions, please do not hesitate to contact me.

Sincerely,

Sean Solis

Sean Solis
Regional Sales Manager

cc: William F. Fay, Jr.
Javier Hernandez, Jr.