NEW FLYER OF AMERICA

December 7, 2023

Jared Hall
Transit Division Manager
Petaluma Transit
555 North McDowell Blvd
Petaluma, CA 94954

Re: Option Order for Two (2) 40' and Two (2) 35' Battery Electric Buses ordered off the State of California Department of General Services (DGS) Contract 1-19-23-17B

Dear Jared,

New Flyer of America Inc. ("New Flyer") is honored to have the opportunity to re-submit our proposal in response to your request for Electric bus pricing.

The proposed buses will be technically configured based on the State of California Department of General Services Contract 1-19-23-17B plus the requested changes by Petaluma Transit.

New Flyer's revised XE40 bus based on the changes requested is **$1,177,984.24** per bus, not including taxes.

New Flyer's revised XE35 bus based on the changes requested is **$1,170,433.00** per bus, not including taxes.

New Flyer advises that due to the limited available capacity, we can only offer either the XE35 or the XE40 but not both models on this procurement.

PEM Motor: As this contract is based on **Contract 1-19-23-17B** , we have considered **a standard-grade** PEM Motor 2016 **model** for the pricing and proposal. PEM Motor 2016 can support **launch** Gradeability up to **14.8%.** With our latest offering, we have an option of upgrading the PEM Motor to **high-grade** 2022 **model** for 40' buses, with **launch** Gradeability support up to **18.3**%. Should you wish to, we can revisit this option during the Pre-Production Meeting stage of the contract.

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). This is included inside the base price.

Delivery Proposal: New Flyer is proposing a schedule that meets the specification requirements with an initial delivery of Q1 2025.

New Flyer is an industry leader in zero emission transit technology for both vehicles and infrastructure projects. We are eager to participate in new projects where our expertise can shine and we can help our customers achieve their public transportation goals.

NEW FLYER OF AMERICA

This is a very important project to New Flyer as it allows us the opportunity to continue to build a strong business relationship with Petaluma Transit. It also affords us the opportunity to deliver to you, some of the most advanced vehicles available in North America. We thank you for your interest in New Flyer products and look forward to working with you in the future.

The quotation is open for acceptance for sixty (60) days.

Please send all the correspondence emails to New Flyer, attention Adrian Graca, Business Segment Director, Municipal / Regional Transit Operators at Adrian_Graca@newflyer.com and for questions directly related to this proposal attention Luciana Marques at Luciana_Marques@newflyer.com.

Sincerely,

NEW FLYER OF AMERICA INC.

Luciana Marques
Technical Sales Manager

C 431.278.8653
luciana_marques@newflyer.com

New Flyer | **MCI**

cc: Stephanie Laubenstein – Director, Sales and Business Development
Adrian Graca – Business Segment Director
Derek White – Regional Sale Manager
Mark Ewonchuk – Technical Sales Analyst

NEW FLYER

Price Change Summary

Property:	Petaluma Transit
Option Origin:	California DGS (19-017)
Sales Release No.:	-
Quantity:	2
Type:	XE40
Price Change No.:	2
Revision:	M
Date:	07-Dec-23

	Each	Total
Original Contract Price Base Coach	$1,001,722.77	$ 2,003,445.54
Base Bus Price Change Total	$ 176,261.47	$ 352,522.94
Discounts (see Price change detail for more information)	$ -	$ -
Revised Price Base Bus (including ADA & delivery)	$1,177,984.24	$ 2,355,968.48

ADA Equipment (Non-Taxable)	$ 18,468.69	$ 36,937.38
Delivery Fee (Non-Taxable)	$ -	$ -
Extended Warranties (Non-Taxable)	-	-
Non-Taxable Items Total	$ 18,468.69	$ 36,937.38
Base Price (Non-taxable items removed)	$1,159,515.55	$ 2,319,031.10

Total bus price	$1,177,984.24	$ 2,355,968.48
Sales Tax @ 9.5% on bus price without non- taxable items, includes -Partial Exemption Certificate- Zero-Emission Transit Bus (3.9375%) for a total Tax rate of 5.5625%	$ 64,498.05	$ 128,996.10
Total Bus with Tax, ADA and Delivery	$1,242,482.29	$ 2,484,964.58

NEW FLYER

Price Change Detail

Property:	Petaluma Transit
Option Origin:	California DGS (19-017)
Sales Release No.:	-
Quantity:	2
Bus Type:	XE40

Price per coach							
Price Change Type	Reference No.	Option No.	Option Group	SRCR No.	Description	Total	
Base Bus Price Change	1	260	Battery Compartment		Change to provide 545 kW ESS battery pack	81,501.60	163,003.20
	2	350	Drivers Control		Change to Floor Turn Singnals	137.51	275.01
	3	280	Passenger Signal		Change from Pull Cords to Touch Tape	380.80	761.61
	4	304	Paint & Decal		Change to English & Spanish Decals	4,747.04	9,494.08
	5	422	Body A/P After Paint		Add Driver Blind (Ship Loose)	0.00	-
	6	470	Destination Signs		Change to Hanover White Destination Sign	0.00	-
	7	600	Customer Options		Change to 12 Camera Seon Camera System with 5 TB HD	12,843.39	25,686.78
	8	470	Destination Signs		Add GVM CAD, APC, AVL & Wifi System	34,805.57	69,611.14
	9	600	Customer Options		Add Mobleye Provisions Only	955.50	1,911.00
	10	600	Customer Options		Add Backup Camera	0.00	-
	11	260	Battery Compartment		Add 2nd Charge Plug Streetside	2,555.22	5,110.43
	12	209	Steering		Add Upcharge in DGS No Parker GenII	1,112.69	2,225.37
	13	460	Windows		Change to Frameless Top Tip Windows with Durashield	10,013.85	20,027.69
	14	450	Flooring A/P		Add Driver Barrier	5,220.34	10,440.68
	15	304	Paint & Decal		Change to English & Spanish Decals	0.00	-
	16	600	Customer Options		Add Schedule Rack	337.43	674.85
	17	600	Customer Options		Add Radio Pre-Wire	139.41	278.82
	18	600	Customer Options		Add Sportswork Wide 3 Bike Rack	3,700.70	7,401.39
	20	Delivery	Deliverable		Delivery Charge (included in bus price)	0.00	-
	22	491	Door Exit		Emergency valve exit remote	431.48	862.95
	23	526	Seating & Stanchions		Change toAmseco 40P Insight Vison seating (non fabric inserts).Adjust Driver's Seat AM80	4,223.31	8,446.62
	24	260	Battery Compartment		ESS Drain Valves	7,890.46	15,780.92
	25	526	Seating & Stanchions		Change Driver seat belt to Orange	0.00	-
	27	600	Customer Options		Add A-Pillar Camera	5,265.19	10,530.37
Base Bus Price Change Total						176,261.47	352,522.93
Grand Total						176,261.47	352,522.93

NEW FLYER

Price Change Summary

Property:	Petaluma Transit
Option Origin:	California DGS (19-017)
Sales Release No.:	-
Quantity:	2
Type:	XE35
Price Change No.:	2
Revision:	M
Date:	07-Dec-23

	Each	Total
Original Contract Price Base Coach	$ 994,170.82	$ 1,988,341.64
Base Bus Price Change Total	$ 176,262.18	$ 352,524.36
Discounts (see Price change detail for more information)	$ -	$ -
Revised Price Base Bus (including ADA & delivery)	$1,170,433.00	$ 2,340,866.00

ADA Equipment (Non-Taxable)	$ 18,468.69	$ 36,937.38
Delivery Fee (Non-Taxable)	$ -	$ -
Extended Warranties (Non-Taxable)	-	-
Non-Taxable Items Total	$ 18,468.69	$ 36,937.38
Base Price (Non-taxable items removed)	$1,151,964.31	$ 2,365,060.16

Total bus price	$1,170,433.00	$ 2,340,866.00
Sales Tax @ 9.5% on bus price without non- taxable items, includes -Partial Exemption Certificate- Zero-Emission Transit Bus (3.9375%) for a total Tax rate of 5.5625%	$ 64,078.01	$ 128,156.02
Total Bus with Tax, ADA and Delivery	$1,234,511.01	$ 2,469,022.02

NEW FLYER

Price Change Detail

Property:	Petaluma Transit
Option Origin:	California DGS (19-017)
Sales Release No.:	-
Quantity:	2
Bus Type:	XE35

Price per coach							
Price Change Type	Reference No.	Option No.	Option Group	SRCR No.	Description	Total	
Base Bus Price Change	1	260	Battery Compartment		Change to provide 545 kW ESS battery pack	81,502.31	163,004.62
	2	350	Drivers Control		Change to Floor Turn Singnals	137.51	275.01
	3	280	Passenger Signal		Change from Pull Cords to Touch Tape	380.80	761.61
	4	304	Paint & Decal		Change to English & Spanish Decals	4,747.04	9,494.08
	5	422	Body A/P After Paint		Add Driver Blind (Ship Loose)	0.00	-
	6	470	Destination Signs		Change to Hanover White Destination Sign	0.00	-
	7	600	Customer Options		Change to 12 Camera Seon Camera System with 5 TB HD	12,843.39	25,686.78
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Base Bus Price Change Total						176,262.18	352,524.35
Grand Total						176,262.18	352,524.35

NEW FLYER

xcelsior CHARGE NG™

Our next generation, battery-electric, zero-emission bus.

Xcelsior CHARGE NG™ is New Flyer's next generation battery-electric, zero-emission bus. It is lighter, simpler, has longer range with better energy recovery and is smart city capable – making it the most advanced electric bus on the market.

Available in 3 Lengths

Three distinct technology advancements to deliver a high-performance bus.

High-Energy Batteries

Next generation high-energy batteries.

Battery Packaging

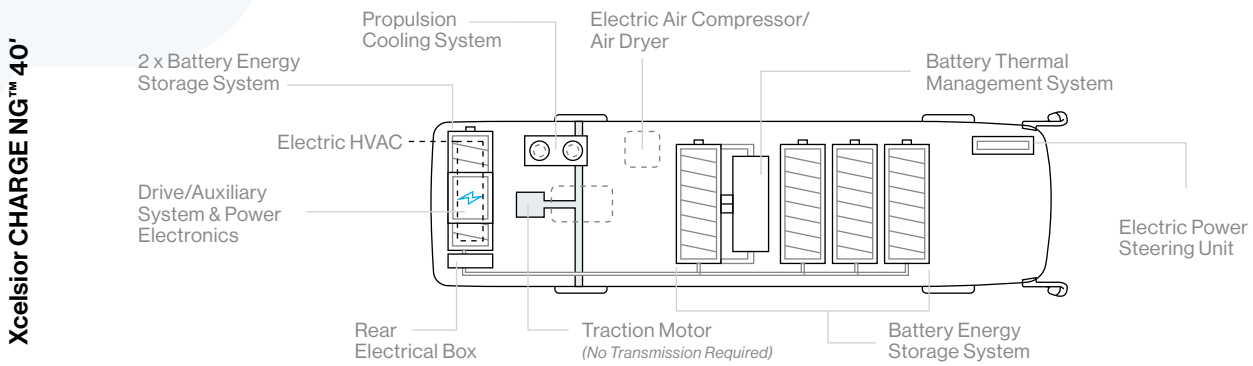
Advanced protective battery packaging designed for easy installation and streamlined maintenance.

Traction Propulsion System

A new lightweight electric traction propulsion system with up to 90% energy recovery.

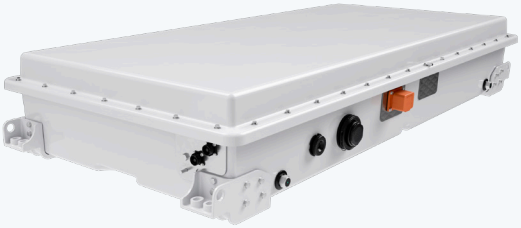
How it works.

The Xcelsior CHARGE NG™ uses an electric motor powered by energy stored in rechargeable batteries.



Technology advancements.

1 More efficient and streamlined battery enclosure.



A standardized waterproof battery enclosure is mounted on the rooftop and in the propulsion compartment using a "plug and play" approach, lending simplicity and efficiency in design, install, maintenance and manufacturing.

Rooftop application uses a modular approach with a simplified mounting system comprised of two rails running the length of the bus.

The same standardized battery enclosure is also mounted in the propulsion compartment on a rack. With this approach, the same battery enclosure can be mounted in any position on the bus.

Simpler

- One simple and standardized approach for better quality, consistency, and accuracy.
- If a battery needs to be replaced, the module can be removed and replaced with a new/backup module. The module needing troubleshooting can be serviced in the shop while the bus with the new/backup module onboard returns to service.
- With every battery having the same enclosure, service manuals are the same for every single bus model and length.
- Service parts are reduced by 90% going from 250 to less than 50 parts.

Waterproof

- With an ingress protection rating of IP67, the battery enclosure is 100% waterproof if submerged in water, which greatly reduces the likelihood of water leaking into the battery enclosure.
- With an ingress protection rating of IP69 for dust, high temperatures, and high-pressure washing, there is 100% protection from intrusion of dust or water particles. This is ideal for demanding operating conditions, and situations where sanitization and rigorous cleaning is undertaken.

More Efficient

- Modules are better insulated resulting in better management of battery temperature for optimal performance.

Easier to Service

- The casings are built using a reinforced composite fiber that is non-conductive.
- Service technicians can simply and safely plug in or unplug the battery module with less exposure to high-voltage electricity.

Lighter

- The standardized battery enclosure is lighter in weight, increasing the maximum passenger capacity on the bus by 4 additional standees.

2 High-grade Siemens traction system.

ELFA 3 is Siemens' next generation traction system that introduces a more efficient design with compact inverters and embedded drive controllers.

Safer

It's easier and safer to maintain with shorter cable runs and touch-safe high voltage connections.

Smaller

It's smaller and lighter allowing for increased passenger capacity.

More Efficient

- Minimal rack requiring no covers.
- Shorter cable runs offer decreased risk of issues or faults, improved electromagnetic compatibility (EMC) and greater power efficiency.
- Delivers up to 90% energy recuperation.
- Delivers smooth, quiet, emission-free driving (with no engine noise, no idling, and zero local emissions).
- Better torque accuracy.

3 Next generation, high-energy batteries.

The batteries are made of world-class energy storage systems (ESS), engineered for safe, robust, and reliable use in transit.

The battery chemistry is Lithium Nickel Manganese Cobalt (NMC), providing the best balance of energy, power, safety, and life.

More Energy

- 13% more energy available.
- Greater capture of regenerative energy (during braking at top state of charge).

Extended Range

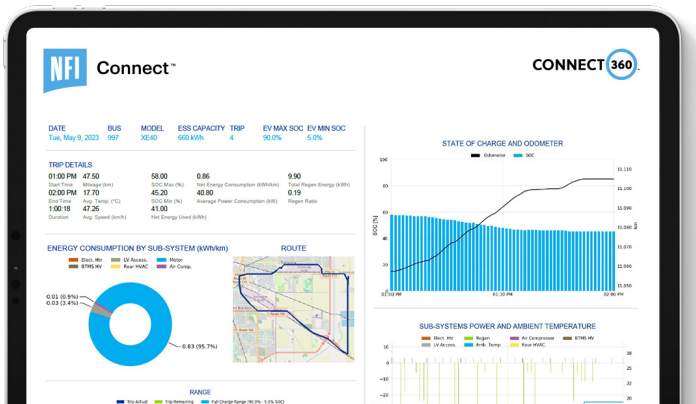
Range is extended by 13% without compromising quality.

CONNECT 360™

Connect 360™ is included on every new Xcelsior CHARGE NG™. Learn more at **nfigroup.com/connect**

Connect 360™, operated by NFI Connect™, is a customizable performance dashboard that provides smart analytic reporting to expand insight and intelligence for managing your Xcelsior CHARGE NG™ battery-electric bus.

- **Additional range** capability with improved driver performance.
- **Decision-making information** to optimize charging strategies.
- **Intelligence** on how to preserve battery energy throughout the day.
- **Reduced operating cost** and maximum fleet utilization.



12-Year comprehensive warranty available on batteries, inverters and electric motors.

Six minutes of rapid recharge time with a 450 kW charger equals 1.5 hours of operation.

Rapid charge configuration fully compliant with OppCharge and charging protocols.

OPPcharge SAE

Charging.

New Flyer buses are interoperable with charging equipment that supports all heavy-duty electric vehicles. You can customize your Energy Storage Systems (ESS) and charging solutions so you can develop the right ESS and infrastructure solution for your needs.

Xcelsior CHARGE NG™ is interoperable with charging systems available from:

SIEMENS ABB chargepoint+ heliox

On-Route Charging

The on-route rapid charger provides the means for the Xcelsior CHARGE NG™ to stay in service 24 hours daily. To charge, the bus stops underneath the charger and the pantograph makes contact with the charge bars.

Plug-In Charging

Plug-in chargers are available as a supplement or alternative to on-route rapid chargers and can be used for overnight, mid-day and on-route charging. Depot charging for a full charge requires 3.8 hours for a 520 kWh ESS.

The 40′ Xcelsior CHARGE has a range of up to 258 miles (520 kWh)* on a single charge, but with on-route charging, range is unlimited.

* Range per FTA Altoona test protocol - HVAC off.

Length	ESS (kWh)	Range (Miles)
35′	345	182
	435	224
40′	345	178
	435	221
	520	258
60′	520	152
	606	175
	693	198

Functionality + accessibility.

Kneeling

SmartRider™ enables kneeling to variable heights and minimizes the slope difference between a low-floor ramp and the bus floor.

Self-Leveling

SmartRider™ ramp achieves a 1:6 slope ratio with a self-leveling feature that can withstand up to 1000lbs.

Capacity

Industry-leading passenger carrying capacity with up to 88 total (40 seated and 44 standees).

NFI Infrastructure Solutions™

NFI Infrastructure Solutions™ is a service dedicated to providing safe, reliable, smart and sustainable charging and mobility solutions.

Learn what Infrastructure Solutions can do for you at **nfigroup.com/IS**

What our Infrastructure Solutions team provides.

Supports mobility projects from start to finish.

Focuses on energy management optimization.

Provides infrastructure planning and development.

Provides cohesive transition of bus fleets to zero-emission electric technology.

	35′	40′	60′
Measurements			
Length	36′ 3″ (11.05m) Over bumpers; 35′ 5″ (10.80m) Over body	41′ 0″ (12.50m) Over bumpers; 40′ 2″ (12.24m) Over body	60′ 10″ (18.54m) Over bumpers; 60′ 0″ (18.29m) Over body
Width	102″ (2.6m)	102″ (2.6m)	102″ (2.6m)
Roof Height	11′ 1″ (3.3m) Over charging rails	11′ 1″ (3.3m) Over charging rails	11′ 1″ (3.3m) Over charging rails
Step Height	14″ (356mm)	14″ (356mm)	14″ (356mm)
Front Step Height (Kneeled)	10″ (254mm)	10″ (254mm)	10″ (254mm)
Interior Height – Floor to Ceiling	79″ (2m) Over front and rear axle; 95″ (2.4m) Mid-coach	79″ (2m) Over front and rear axle; 95″ (2.4m) Mid-coach	79″ (2m) Over front and rear axle; 95″ (2.4m) Mid-coach
Tire Size	305/70R22.5	305/70R22.5	305/70R22.5
Wheelbase	226.75″ (5.8m)	283.75″ (7.2m)	229″ (5.8m) Front / 293″ (7.4m) rear
Propulsion			
Motor	Siemens electric drive system; Standard or optional high gradeability motor	Siemens electric drive system; Standard or optional high gradeability motor	Siemens electric drive system; ZF AVE130 in-wheel motor center drive axle
Rated Power (standard)	160 kW	160 kW	280 kW
Rated Power (high-grade)	209 kW	209 kW	N/A
Rated Torque (standard) (*Based on 1:5.67 ratio axle)	1,400 lb-ft	1,400 lb-ft	1,220 lb-ft
Rated Torque (high-grade)	2,000 lb-ft	2,000 lb-ft	N/A
Passenger Capacity			
*Based on 4-string (35′/40′) & 6-string (60′) ESS configurations, with ELFA 3 Siemens Traction System			
Seats	Up to 32*	Up to 40*	Up to 61 (with one exit door)*
Standees	Up to 35*	Up to 44*	Up to 62 (with one exit door)*
Accessibility			
Doors	2	2	2 or 3 (option for up to 5 doors)
Wheelchair Accessibility	32″ (813mm) Wide, 1:6 slope; Flip out NFIL ramp, front door	32″ (813mm) wide, 1:6 slope; Flip out NFIL ramp, front door	32″ (813mm) wide, 1:6 slope; Flip out NFIL ramp, front door
Wheelchair Locations	2 - Front location, rear location also available (other options available)	2 - Front location, rear location also available (other options available)	2 - Front location, rear location also available (other options available)
Approach Angle			
Approach/Departure/Breakover Angles	9°/9°/12°	9°/9°/9°	9°/9°/12° (front) 9° (back)
Turning Radius			
(Body, with aluminum wheels; *Varies with wheel type)			
Turning Radius	39′ (11.9m)*	43.5′ (13.3m)*	42′ (12.8m)*
Main Components			
Floor	Marine grade plywood floor; Optional composite floor; Composite rear interior step; Tarabus, Altro	Marine grade plywood floor; Optional composite floor; Composite rear interior step; Tarabus, Altro	Marine grade plywood floor; Optional composite floor; Composite rear interior step; Tarabus, Altro
Electrical System	Parker Vansco	Parker Vansco	Parker Vansco
Propulsion Cooling System	Electric cooling fans	Electric cooling fans	Electric cooling fans
HVAC	Thermo King TE15 (rear)	Thermo King TE15 (rear)	Thermo King RLFE (front) TE15 (rear)
Axles	MAN VOK 07 Front disc brakes; MAN HY-1350 Rear disc brakes; Single reduction axle	MAN VOK 07 Front disc brakes; MAN HY-1350 Rear disc brakes; Single reduction axle	MAN VOK 07 Front disc brakes; ZF AVN 132 Center disc brake; MAN HY-1350 Rear disc brakes; Single reduction axle
Energy Storage System			
Long Range (Rapid charging available)	345 kWh, 435 kWh	345 kWh, 435 kWh, 520 kWh	520 kWh, 605 kWh

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xcelsior CHARGE NG™

newflyer.com/NG

VIC | VEHICLE INNOVATION CENTER

Learn more about this technology at the Vehicle Innovation Center
newflyer.com/VIC