



April 23, 2025

Mr. Tom Duncan
Transit Administrator
Growth Management
City of Ocala | SunTran
201 SE 3rd Street (2nd floor)
Ocala, FL 34471

Dear Tom,

Thank you for your interest in purchasing FIVE (5) 35' Low Floor Plus Battery Electric bus utilizing the PSTA State of Florida contract RFP 21-980369 with GILLIG. Please reference the price summary dated 4-23-2025 that pertains to your order.

GILLIG is pleased to quote the following prices:

35' BATTERY ELECTRIC LOW FLOOR PLUS BUS

\$1,252,900.00 each

This price is valid for 90 days and is FOB Gainesville, FL. Prices exclude any taxes and license fees. The production start date of this order will begin within 18 – 20 months from receipt of purchase order.

The current Administration has recently placed substantial tariffs on goods imported into the United States, and there have been indications that additional or different tariffs may be imposed. Although we are actively working with our suppliers to determine the financial impact these tariffs may ultimately have on our material and production costs, we believe in some cases (bus configuration) it will add a significant cost to the bus price which GILLIG is unable to absorb. As a valued partner, you have our commitment and assurance that we will do everything possible to minimize the impact as we navigate this developing situation. However, contract modifications and price adjustments will likely be necessary to offset any cost increases due to these tariffs.

We thank you for this opportunity and appreciate your interest in GILLIG and our products. We at GILLIG look forward to building another order for RTS Gainesville and in so doing, continuing to build our lasting partnership. Working together, GILLIG is confident we can manage the tariff situation and continue to build and deliver the best transit buses in the industry along with the highest level of customer satisfaction.

Should you have any questions, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink that reads "Butch Sibley". The signature is written in a cursive, flowing style.

Butch Sibley
Regional Sales Manager
Gillig LLC
510-589-9430
bsibley@gillig.com