



September 10, 2018

Raymond School District
Office of the Superintendent
43 Harriman Hill Road
Raymond, NH 03077

RE: "School Bus Transportation Extension Proposal"

On behalf of Dail Transportation / Student Transportation of America (STA), I am pleased to submit our extension proposal for student transportation services.

We very much look forward to the opportunity of extending our 25+ year partnership with the Community of Raymond. We are extremely confident in our ability to continue to meet and exceed your transportation requirements by further drawing upon our vast experience on staff`dedicated to the transportation needs of the Raymond School District.

Included in our proposal:

- *Fleet of 2014 Model 83 passenger transit style buses – none of which will exceed 10 years of age during the contract extension period.*
- *All vehicles will be equipped with "Angel-Trax" Digital Video Cameras, Crossing Gates and Child Check Systems to identify sleeping children.*
- *Competitive Driver Wage Compensation and Retention Programs*
- *A thorough understanding, proximity and familiarization of the Raymond Area.*
- *Safety & Training programs that exceed federal and state guidelines and rank us as an Industry Leader*
- *Supplemental training and support programs (outlined in our submission) as well as familiarization with Raymond School Board Policies.*
- *Current member of the Board of Directors for NHSTA (New Hampshire School Transportation Association)*

Dail / STA will support Raymond from the full-service terminal in Epsom, staffed with operations management and dispatch dedicated to support the needs of the Raymond School District. The terminal will also be staffed with a full-time dispatcher, a safety supervisor as well as with a maintenance staff to perform preventative maintenance and defect repairs on the fleet.

As discussed, we have included multiple extension options including three (3) and five (5) year proposals.

Pricing Proposal Detail:

Rate per Bus per Day (5 Year Proposal)				
2019-20	2020-21	2021-22	2022-23	2023-24
3.00%	4.50%	4.50%	4.50%	4.50%
316.13	330.36	345.23	360.76	377.00

Rate per Bus per Day (3 Year Proposal)		
2019-20	2020-21	2021-22
3.00%	6.50%	6.50%
316.13	336.68	358.57

Thank you again for affording us the opportunity to meet with you and to present a contract extension proposal and we look forward to the opportunity of extending our 25 year relationship with the Raymond School District.

Most sincerely,