

Eichmann, Nikisha

To: Leonard, Steve
Subject: RE: Champion Low Floor Order Cancelled

From: Chad Golden [<mailto:cgolden@centralstatesbus.com>]
Sent: Wednesday, July 05, 2023 1:49 PM
To: Leonard, Steve <SteveLeonard@KingsportTN.gov>
Subject: Champion Low Floor Order Cancelled

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Steve,

Central States Bus Sales has been forced to cancel all Champion Low Floor bus orders in our system. Including the 4 Champion LF Transports we had on order for the City of Kingsport. Our bid submission to the IFB issued by the City of Kingsport on 2/17/21 is no longer valid. These orders have been cancelled with Forrest River (Champion Bus) and will not be built for the City of Kingsport. I attached the memo sent to us by Forrest River explaining the reasons for cancellation. We appreciate you being patient and understanding in these unprecedented times. Chad Golden, Central States Bus Sales

Chad,

Thank you for reaching out, we appreciate your business and I'll do my best to provide you with a realistic status update regarding this specific model.

Available chassis volumes from Ford continue to plague the cutaway bus industry, with additional unexpected significant cuts in the 4th quarter of 2022. The reduced volumes have caused us to cease production on several low-volume bus models that were required to be built on dedicated model production lines, including the Champion low floor.

The cessation of the low-volume production lines has allowed us to keep one main production line running and solely focused on providing the most common high floor models in volumes to match the fluctuating volumes from Ford. Information we have received for 2023 is that the current incoming volumes will continue throughout this year.

Additionally, we are still reviewing opportunities with vendors to complete the chassis frame conversion of the Ford E-450 chassis to a lowered floor design. To date, we do not have any commitments from chassis upfitters that would be able to achieve the LF design chassis design at their production facility, again due to the lack of volume that would be available to kickstart a dedicated project for a specific model.

With the current constrained supply environment, I would recommend using any available cutaway chassis to produce shuttle bus models that are currently in production, at this time we do not expect to be able to restart production of the Champion LF in 2023.

Our goal is to continue to react and stay flexible to the unstable available volumes of rolling chassis and provide as many solutions as possible to the needs of the shuttle bus industry nationwide, as the demand for replacement cutaway buses continues to surpass the availability of new vehicles. Forrest River Bus

Chad Golden

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