



September 9, 2025

Taylor Johnson
Transit and Parking Manager
City of Norman OK
1310 DaVinci
Norman OK 73069

Dear Taylor,

Thank you for your interest in purchasing (2) 35' CNG Low Floor Bus by utilizing the State of WA DES Contract No. 06719-01.

Attached you will find the price variance/price summary that would pertain to your order. This price includes the escalation formula as per the recent Amendment #6 that went into effect 4/1/25.

(1) 35' CNGLOW FLOOR BUS@ \$767,606 each

This price is valid for 90 days and is FOB Norman OK. 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, contact 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 Norman OK 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 at (510) 303-0202.

Sincerely,

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

Joe Saldana
Regional Sales Manager