



May 26th, 2022

To: Ryan Ross, Ross Transportation

From: Tim Gordon, Executive Director of N.A. Sales

Subject: Pricing Action Announcement

Per Dealer Memo NO. 22-07, Blue Bird announced a price increase of 4% on base prices and options for all Type C and Type D models which took affect with all orders placed on or after March 1st, 2022.

Per the Dealer Principal call held on May 16th, Blue Bird announced an additional 10% price increase effective immediately on Type C and D models.

Unprecedented world events in the last two months, including the war in Ukraine and continued COVID lockdowns in China, have once again thrown supply chain into disarray. In addition, exorbitant cost increases in raw materials, diesel fuel, freight and labor as well as an inflationary environment never before seen, has caused Blue Bird to continue to increase pricing. We are hopeful supply chain and material costs will begin to level out in the coming months and look forward to a more normalized market.

Regards,

Tim Gordon