

# Special School Board Meeting

Monday, February 22, 2021 6:00 PM  
Online

1. **CALL TO ORDER**

2. **PLEDGE OF ALLEGIANCE**

3. **APPROVAL OF AGENDA**

4. **OPEN FORUM**

5. **NEW BUSINESS**

1. Approval of LSH Bus Company Quote

6. **ADJOURN**



# Le Sueur-Henderson Public Schools

## Independent School District 2397

115 North Fifth Street, Suite 200  
Le Sueur, MN 56058

Phone: (507) 665-4600 □ [www.isd2397.org](http://www.isd2397.org) □ Fax: (507) 665-6858

### Request to Address the School Board

The school board is a duly elected body formed to conduct the business of the school district. Minnesota Statutes 471.705 provides that, with limited exceptions, meetings of the school board are open to the public. The board, as a representative body, wishes to provide an avenue for persons to provide the board with input. Accordingly, the public is cordially invited to attend all meetings and speak to the board during the open forum segment of the board meeting.

The following guidelines will govern this forum:

1. If you would like to speak during the time for public participation, please do the following:
  - a. Complete this sheet, indicating your desire to speak.
  - b. Before speaking, please identify yourself by name and residence.
  - c. Address all remarks to the board as a whole and not to individuals.
2. During the public comment part of each regular school board meeting, up to 30 minutes of the time will be allowed for persons to address the school board. Each person may have up to 5 minutes of time to speak.
3. This is a time of listening by the school board. The board will not take action or discuss topics brought forward during the open forum. The Board has the discretion to have the Superintendent follow up with you as necessary and the Superintendent will follow up with the School Board as necessary.
4. The chairperson or presiding officer will have full authority to terminate the remarks of any person if those remarks are considered defamatory, abusive, obscene, and irrelevant or an invasion of any person's data privacy rights. No personal attack will be allowed.
5. The open forum is the only opportunity for members of the audience to speak out during the meeting. Please submit the "Request to Address the School Board" public comment form prior to or before the meeting.
6. The School Board thanks you for taking the time to share your insights and communication.

### Public Participation

I request that I be allowed to speak to the school board on the following subject:

---

---

Date

Signature

Address/ Phone number

*Le Sueur - Henderson Bus Company, Inc.*  
*PO Box 121*  
*Le Sueur, MN 56058-0121*

February 2, 2021

Dear Dr. Johnson,

Please accept this as the Official Written Quotation Transmittal Letter from LeSueur Henderson Bus Company Inc.

Please find our complete quotation included in this submittal and dated February 2, 2021.

We understand the Specifications and have included modifications with this quotation.

Due to our four (4) years of service for LSH School District, we are familiar with the local conditions under which the work is to be performed.

Sincerely,



Ann Casey

President

**Independent School District 2397, Le Sueur-Henderson, Minnesota  
GENERAL SPECIFICATION FOR STUDENT TRANSPORTATION SERVICES**

**APPENDIX A  
SERVICE PROVIDER COMPANY INFORMATION**

The District reserves the right to conduct such investigations, as they deem necessary to determine the ability of the prospective Contractor to perform the duties required in the prospective Contract. A Service Provider shall provide the following additional information with their Written Quotation:

1. Company Name:
  - a. State of incorporation.
2. A brief statement on the history of your company.
3. Roles and responsibilities of Company leadership, local leadership (if relevant) and owners relative to the Written Quotation submitted.
4. Identify employees and paid advisory persons and their responsibility for preparation of your Written Quotation.
5. Number of years you have been engaged in the school bus business under your present firm name.
6. Attach a list of the school districts in Minnesota and other Midwest states that you have contracted with in the last three (3) years. Include the name and phone number of the District administrator or transportation director for each district who may be contacted relative to your performance.
7. Has your Company or related Company ever defaulted on a student transportation contract? If yes, attach a statement explaining where and why the default.
8. Routing Program/Software
  - a. What is your routing experience and capability?
  - b. What routing program/software available?
  - c. Identify Districts and schools for whom you provide routing?
9. Video/Digital Camera
  - a. Identify and describe the make and model of video/digital equipment of available units
10. Global Positioning System (GPS).
  - a. Does your equipment have GPS installed on buses? What part of the proposed bus fleet?
  - b. Identify and describe the make and model of the equipment, if available
  - c. If not, would you install and at what cost to the District?
11. Parent Tracking Application
  - a. Describe the Company experience with application and specific application products.
12. Patient Protection and Affordable Care Act (PPACA).

The District is interested in the impact of this 2010 federal legislation on your company, and any impact on your quoted costs to the District.

**Independent School District 2397, Le Sueur-Henderson, Minnesota**  
**GENERAL SPECIFICATION FOR STUDENT TRANSPORTATION SERVICES**

13. Is/are there any financial, tax, legal or other present or pending transaction(s) or action(s) that the District should know about when considering your firm as a possible District contractor?
14. Make available upon request, written evidence, preferably from banks, of your credit availability. Provide confirmation that Service Provider will comply.
15. Make available upon request, a copy of your company's most recent financial statement. Include a copy of your most recent audit. Provide confirmation that Service Provider will comply.
16. The District may request additional information after the Written Quotation is opened and reviewed.

**This Affidavit MUST be submitted with the Written Quotation**

**AFFIDAVIT OF NON-COLLUSION:**

I hereby affirm under the penalty for perjury:

1. That I am the Service Provider, a partner in the Service Provider, or an officer or employee of the Service Provider corporation having authority to sign on its behalf;
2. That the attached Written Quotation and proposal have been arrived at by the Service Provider independently and have been submitted without collusion with, and without any agreement, understanding or planned common course of action with any other Service Providers or vendors of materials, supplies, equipment or services described in the invitation for quotations, designed to limit independent quotation or competition;
3. That the contents of the Written Quotation and proposal have not been communicated by the Service Provider, its employees or agents to any person not an employee or agent of the Service Provider or its surety on any bond furnished with the Written Quotation and proposal; and
4. That I have fully informed myself regarding the accuracy of the statements made in this affidavit.

Signed Ann T Casey  
(same signature as person submitting Written Quotation)

Print Name of Signer ANN T CASEY

Firm Name LeSueur Henderson Bus Company

## APPENDIX A

### SERVICE PROVIDER COMPANY INFORMATION

1. LeSueur Henderson Bus Company, INC/ State of Minnesota
2. The Company is a wholly owned subsidiary of the Agnes Corporation which owns and operates several school bus transportation companies in the states of Minnesota and Iowa.
3. Company leaders are Ann Casey, President; Kathryn Kreutter, CFO, Sean Casey, Controller and on-site Manager, Kris Stivers.
4. William E. Regan, Chairman and Ann Casey, President prepared the Quotation.
5. We have been involved in the school bus industry for 54 years.
6. See Attached list of districts in Minnesota that we currently contract with.
7. Our company has never defaulted on a student transportation contract.
8. Company wide we use the routing software from Tyler Technologies; Versatrans. Our company employees have been trained by Tyler Tech in the efficient use of the program. We also utilize Trip Tracker, a program designed to use for field trips and charters. Companywide we provide routing services for more than 10 school districts.
9. The video and digital camera equipment is provided by Seon Design Inc. model # CQ906A and Seon Trooper TL4.
10. Our GPS Service is provided by Geo-Tab /Geo 9
11. We have experience with these applications in other districts.
12. The PPACA has increased our employee benefits responsibility by 15-20% and will be reflected in subsequent years cost for increased rates.
13. There are no financial, tax or pending transactions that the District should be aware of concerning our company.
14. Upon request we will make available a bank document confirming our good credit.
15. Financial Statements may or may not be available.
16. We understand that the District may request additional information as needed.

# **PARK | ADAM** TRANSPORTATION

Independent School District 2397

Le Sueur-Henderson, Minnesota

APPENDIX A, # 6

- 1. Benilde St Margaret**
  - a. Name/Contact: Judy Koski
  - b. Phone Number: 952-767-0645
  
- 2. Bloomington Public School District #271**
  - a. Name/Contact: Lisa Foust
  - b. Phone Number: 952-681-6300
  
- 3. Edina Public School District #273**
  - a. Name/Contact: David White
  - b. Phone Number: 952 848-4977
  
- 4. Saint Louis Park Public School District #283**
  - a. Name: Patricia Magnuson
  - b. Phone Number: 952-928-6009

*Le Sueur - Henderson Bus Company, Inc.*

*PO Box 121*

*Le Sueur, MN 56058-0121*

1-651-283-7170

kstivers@adamsvs.net

To: Le Sueur-Henderson Public Schools  
Independent District #2397  
Ky Battern, Business Manager

From: Le Sueur-Henderson Bus Company, Inc.

Subject: Exhibit. B. Alternative Format.  
Response to "Request for Proposal" Student Transportation Services

The Following proposal is offered for your consideration for the 2021-2022 Academic Year.

**Part I**  
**Regular Transportation**

- |  |              |
|--|--------------|
| A. Daily to and from Services                          | \$480,000.00 |
| B. All Extra Curricular Services                       |              |
| Within the state of Minnesota,                         |              |
| Including Academic, athletic, Music, Field Trips, Etc. | \$60,000.00  |

**Part II**  
**Special Needs Transportation**

- |  |              |
|--|--------------|
| A. Within District Transportation Services |              |
| All necessary as Required                  | \$275,000.00 |
| B. Out of District Services                |              |
| All necessary as Required                  |              |
| \$75.00 per movement + \$1.29 per mile.    | OPEN         |

**Part III**  
**Supplemental Services**

- |   |                   |
|---|-------------------|
| A. Management Aides                                       |                   |
| As required by District Staff                             |                   |
| \$28.00 per hour with a 2 hour minimum for each movement. | OPEN              |
| B. Late Activity Buses With-In District                   | None at this time |
| C. Summer School – Weekend, Etc.                          |                   |
| To and From Schools – within the District.                |                   |
| Type C, Type A  | \$302.00          |
| Type A, Type III  | \$275.00          |
| D. Motor Coach Transportation                             |                   |
| Independent of Le Sueur Henderson Bus Company, Inc.       | OPEN              |

**Part IV**

**Payment for Services**

A. All-inclusive Services Part I Part I; A: Regular Transportation Daily to and from services	\$480,000.00
B. Extra Curricular Services Transportation Part I; B	\$60,000.00
C. Special Needs Transportation Part II; With-In District	\$275,000.00
TOTAL :	\$815,000.00

This amount shall be paid to the Contractor in Ten (10) equal payments in the amount of \$81,500.00 by the 10<sup>th</sup> of each month.

Beginning with the First payment in September 2021. These payments will continue through June 2022.

These payments shall be made without exceptions for snow days, distance- learning, Hy-brid learning, late starts, early -outs, or any other interruption from the scheduled school days.

- D. Part II; B and Part III; A, B, C and D Shall be billed monthly with payment to be made by the 10<sup>th</sup> of each month following the bill submitted.

**APPENDIX B-1,B-2 B-3 (COST QUOTES)**  
**SUBMITTED AS FORMAL QUOTATION FOR INDEPENDENT SCHOOL DISTRICT 2397**

	A	B	C	D
1	In District Includes	SY 2021-2022		
2	Reg. Routes- Type C			
3	shuttle daily			
4	Total	\$ 480,000.00		
5			\$ 480,000.00	
6	<b>IN District SPED Rates</b>			
7	Midday SPED routes- Type A,B,III			
8	Daily SPED Routes-Type A,B,III		\$ 275,000.00	
9				
10	<b>Activities &amp; Field Trips</b>	\$	60,000.00	\$ 60,000.00
11				
12	<b>Toal All-Inclusive as stated above:</b>			\$ 815,000.00
13				
14	<b>Out of District SPED Rates</b>			
15	<b>OOD routes</b>		\$75.00	per movement(run)
16	plus	\$1.29 per mile (total miles)		as requested
17	Type A or Type III			OOD student address and/or OOD location
18				
19				
20				
21	<b>Aides</b>	\$28.00 per hour		2 hr minimum AM & PM
22				
23				
24	<b>Summer School-Type C</b>	\$302.00 per route per day		In District
25	<b>Summer School - Type A or Type III</b>	\$275.00 per route per day		In District and Out of District
26				
27	<b>Late Activities</b>	Not at this time		
28				
29	Appendix B-2	SY 2022-2023		5% increase all items over 2021-2022 rates
30	Appendix B-3	SY 2023-2024		To be negotiated
31	Appendix B-3	SY 2024-2025		To be negotiated
32				
33				ATC 2.2.21

*Le Sueur - Henderson Bus Company, Inc.*  
*PO Box 121*  
*Le Sueur, MN 56058-0121*

**DATE:** February 2, 2021

**TO:** LeSueur-Henderson Public Schools  
Independent School District No. 2397

**RE:** Specifications for Student Transportation Services  
Request for Proposal (2/2/21 or 2/4/21)

**FROM:** LeSueur Henderson Bus Company, Contractor  
Ann Casey, President

These are the additions and/or modifications to the proposal set forth by ISD 2397 for Student Transportation Services as requested by Dr. Marlene Johnson, Superintendent of Schools.

1. The Contractor has submitted an alternative pricing method which is included with the quotation and marked as Exhibit B. (Article 4.3).
2. The Contractor (LSH Bus Company) will be paid in full for 173 school days, plus all scheduled summer school days; regardless of whether school is in person or online or for any reason school is cancelled.
3. District will recognize that the rates contained in Exhibit B will be paid in full.
  - a. This statement will be added to the contract language as the last item under the Force Majeure heading in the contract.
4. The period of the contract will be four school years (2021-2022; 2022-2023; 2023-2024; and 2024-2025) and is subject to the rate increases set forth in Exhibit B (alternative pricing method) submitted with this proposal. (Article 4.1 and 4.2).

**Le Sueur-Henderson Public Schools, Independent School District 2397**  
**WRITTEN QUOTATION FOR STUDENT TRANSPORTATION SERVICES**  
**February 9, 2021**  
**Service Provider Submitting Quotation: Le Sueur Henderson Bus Company, Inc.**

As you know, **Le Sueur-Henderson Public Schools, Independent School District 2397 (District)** received your written quotation and proposal in response to its solicitation for student transportation services commencing with school year 2021-22. We completed an initial review of the written quotation(s) and prepared a summary of the quotations which we are providing each Service Provider submitting a written quotation.

The District Administration, working with Tom Watson, The Watson Consulting Group, expects to complete our work preparing to present a recommendation to the School Board about a contract decision at an upcoming March School Board meeting. We are interested in clarifying and improving our understanding of your written quotation, including the items in this document.

**As we prepare, please provide your reply by noon Friday, February 12; an electronic reply (e-mail) will be acceptable.**

**Questions about Your Written Quotation**

During our review of your written quotation, we found the following items needed some additional information and/or comment.

1. Primary Quotation/Proposal; Clarification and Omissions
  - a. Your Quotation/Proposal did not include a Primary Quotation/Proposal as requested in the RFP. *Reason for not providing a Primary Quotation as required?*
  - b. The Alternate Format (subject of your letter addressed to Le Sueur-Henderson Public Schools, Independent District #2397 and Ky Battern, Business Manager) was received, but without a Primary Quotation. RFP Section 2.3.a required a compliant Primary Quotation.
2. Items for Consideration and Clarification;
  - a. SPED routes to MVED?
    - i. *Question: As we understand with your Alternate quotation, the cost for an MVED service would be as follows:*
      - 1). *MVED: \$75.00 each direction (to MVED & back to LSH) + \$1.29 per mile (est. 25 miles roundtrip) = est. \$182.25 per round trip; with an AM roundtrip and PM round trip = \$182.25 x 2 = \$364.50*
      - 2). *MVED midday: another roundtrip at \$182.25*
      - 3). *Comparison to present contract: one roundtrip AM + one roundtrip PM = \$302.73 per day; no additional charge for same vehicle providing a midday*
      - 4). *Please review and comment.*
  - b. SPED/HHM route service as Section 2 services (present contract):
    - i. *Question: As we understand with your Alternate quotation, the cost for Section 2 (present contract) services would be as illustrated with the attached spreadsheet of four (4) routes shown on the March 2020 Section 2 billings:*

- 1). *I calculated those four (4) services would cost under the proposed Alternate quotation compared to the present contract an increased 46.1%.*
  - 2). *Please review and comment.*
- c. As you provided with the Alternate quotation, you are requesting/requiring a four (4) year contract without options and without any rate increases for years 3 & 4.
    - i. *Comment: The District is unlikely to agree to a four year term without a specific agreement for an agreeable rate increase for years 3 & 4*
  - d. Your Alternate Quotation would be a sizeable increase as proposed in your Alternate quotation in annual expenditures for services.
    - i. *Comment: regular route + sports and field trips = 2.7% increase for 2021-22*
    - ii. *Comment: SPED ID & OOD route service, depending on your confirmation on SPED items a & b above, would be an increase of over 25 percent (25%) compared to 2020-21 rates*
    - iii. *Comment: LSH Bus (William in particular) advised us (Ky and Tom) that District expenditures for student transportation when hiring a contractor to provide the services should be 6 to 7 percent of total General Fund expenditures annually.*
    - iv. *Comment: in 2019-20, student transportation expenditures, 99% are contractor expenditures, amounted to 9.2% of General Fund spending*
    - v. *Please review and comment.*
    - vi. *Question: are you interested in providing a cost quotation that would be seven (7) percent of the General Fund, or about \$800,000 for all services, excluding Community Education services?*
3. Final Comment; District Goal for a New Contract: District is seeking to negotiate new agreement(s) that continue to provide “best-cost” student transportation services, while cognizant of the District available resources, both gross and net, contract service provider cost of service needs, and exploring District options for services, rates and terms that are satisfactorily negotiated and mutually agreed to.
    - a. *If you have additional items to submit for consideration, please provide with their response to this request for the additional information.*

**Additional Information**

Are there additional qualities of your service and contribution to the school district, in addition to the written quotation information received, we should consider when considering your quotation and services? Please provide.

Thank you very much.

Thomas N. Watson, CMC  
 Principal, The Watson Consulting Group  
 45 East Pleasant Lake Road  
 St. Paul, Minnesota 55127  
 651-490-1653 (office) 612-751-0124 (cell)  
[twatson@iphouse.com](mailto:twatson@iphouse.com)

*Le Sueur - Henderson Bus Company, Inc.*  
*PO Box 121*  
*Le Sueur, MN 56058-0121*

### **Additional Contributions to the School District and Community**

1. School personnel have access to Manager, Kris Stivers evenings and weekends.
2. The office staff covers all last-minute change requests from the District.
3. Massive rerouting for impassable roads due to flooding.
4. Donated buses to serve as a noise barrier for Giant Days Hockey Concert.
5. Donated buses for new District staff Orientation tour.
6. Donated buses for teacher meet and greet prior to school start each year.
7. Drivers donated their time to chaperone the overnight Senior Party.
8. Management volunteered at the Graduation Ceremony 2020 with Covid Restrictions.
9. Participation in the City vehicle fair and Giant Days Parade.
10. Door to door deliveries for Covid relief of materials and meals.
11. The LeSueur Henderson Bus Company buys local as much as possible.
12. Safe, reliable service; with dedicated drivers that understand the regulations and the importance of safety for each student.

## MEMORANDUM

TO: Dr. Marlene Johnson  
Superintendent of Schools  
Le Sueur-Henderson Public Schools, ISD 2397

FROM: Tom Watson, CMC  
Principal, The Watson Consulting Group

DATE: February 19, 2021

RE: **Student Transportation Services Contract Report**

I prepared this memorandum to provide a report for action on a new contract with Le Sueur-Henderson Bus Company for student transportation services commencing with the 2020-21 school year. The formal action outlined in this memorandum is consistent with the Finance Committee report at the February 16 School Board work session for action for a new contract.

As reported previously, we initiated this procurement activity after obtaining the Board's approval November 2, 2020 and completing a two-week legal notice on December 16, 2020. We provided the legal notice to five (5) private service providers and received one (1) written quotations / proposals, and that from Le Sueur-Henderson Bus Company, the present District contract service provider.

As a reminder, the District student transportation services contract with Le Sueur-Henderson Bus Company expires June 30, 2021.

### **District Proposal; Findings and Conclusions**

With the final review and negotiation of rates and terms with Le Sueur-Henderson Bus Company (LSH Bus), the District will be unable to achieve all key goals/objectives for a new student transportation contract as presented, including the District:

1. would not control the increase in total annual cost of providing bus services, including:
  - a. would not provide cost reduction, but rather a cost increase in student transportation services costs based on the projected cost of services of the LSH Bus quotation for a new agreement;
  - b. would require a five (5) percent increase for year 2 (2022-23);
  - c. would require the District to pay LSH Bus full cost rates for any days the District or the State cancelled school for any reason, e.g. weather related, CV 19 distance learning, statutorily allowable e-learning days, school mechanical challenges (e.g. heating system down); and
  - d. would entail costs that are considerably higher, estimated at \$200,000 per year, and after including maximizing all state aids for student transportation, than a District operated student transportation service; but
2. would complete a new contract for student transportation and bus services that -
  - a. provides student transportation services to all students desiring services consistent with present District policies and practices; and
  - b. sustains service qualities for students transported; and
3. would retain all present transportation employees if the District should approve an alternate to retaining LSH Bus for a new contract.

## **Recommendation for the Contract; Motion and Findings**

Based on the District's Specification for Student Transportation Services, the review of the quotation received, and a determination to reject the LSH Bus quotation, the School Board should consider the following motion and findings in its decision to reject the LSH Bus student transportation Written Quotation:

*Make a motion to:*

*(1) reject the Le Sueur-Henderson Bus Company, Inc. quotation submitted as dated February 2, 2021 for two contract years commencing with July 1, 2021 and ending June 30, 2023, with an option to extend for an additional two one-year contract years, consistent with Minnesota Statutes 2020, Section 123B.52, Subds. 1 and 3, and with the following findings:*

- a) *Le Sueur-Henderson Bus Company, Inc., along with their owners, is a responsible service provider, consistent with the applicable state law; but*
- b) *Le Sueur-Henderson Bus Company, Inc. submitted a Written Quotation that the District finds to be a cost of service, after allowable negotiations, that is a higher cost service option than other District options.*

We appreciate the opportunity to assist the District to achieve your goal of securing student transportation services that sustain quality services and improve the District cost of services for student transportation services during a time of tight operating budgets.

I am planning to attend the School Board meeting Monday evening at 6PM to present this report.

In the meantime, I am available to address any questions or issues that should arise.

## Out of District SPED Rates: Written Quotation February 2021 Clarifications

Response to February 9, 2021 document: # 2.a.i, 1,2,3,4 & #2. b. i, 1,2

- 1) An OOD SPED run includes transport to an OOD school location or an OOD student address.
- 2) An OOD movement/run is calculated by live time (students on board).
  - a. \$75.00 per ***“live” run***:
    - i. \$75.00 [to an OOD location & back to LSH] plus \$1.29 per total miles. (e.g., to St. Peter and back to LSH: \$75.00 + \$1.29 per mile (25 round trip miles)) = \$32.25. **Total cost= \$107.25.**
    - ii. An AM and PM run to St. Peter would calculate as follows: \$75.00 AM and \$75.00 PM plus 50 miles X \$1.29 per mile= \$64.50 for a **total of \$214.50.**
    - iii. AM + PM + Midday (St. Peter) = **\$321.75**

A location (MVED) in St. Peter was used as an example to calculate the above-mentioned rates. For school year 2020-2021 LeSueur Henderson Bus Company transported students both AM & PM and midday to and from St. Peter, MN.

## Responses and Clarifications Regarding the Written Quotation

Submitted February 4, 2021 by LeSueur Henderson Bus Company

1. Upon further review of the Districts Specifications, we at LSH Bus Company understand that we are not in compliance and could be deemed nonresponsive, should you choose to do so. (1 a).
2. It is not our intent to provide a written proposal that would fit within the framework of the specifications that the district established. We have not completed Appendix B-1 on your supplied form but have instead supplied an alternate pricing method, which is clear and easy to interpret. (1. b).
3. The questions regarding SPED can be clarified when reviewing the attached spreadsheet. (2.a.b.) (see attached). Item #1
4. We are unwilling to commit to pricing in the third and fourth year without negotiating after year two. If you are more comfortable with a conventional 2+2 format, we will consider that. (2, c. i).
5. The comment by LSH Bus previously offered as to the ordinary range of expenditures that districts might expect to spend on student transportation (Finance Code 720), was only a passing comment, and nothing more. We do not profess to be experts in the field of public-school finance. (2.d, iii)
6. We are not interested in providing a cost quotation that would generate \$800,000 for all services exclusive of Community Education. That would amount to a considerable reduction of revenue, which we are unwilling to accept. (2.d.vi).
7. We do not have additional items to submit for consideration. It should be noted however, that we included in the Proposal several proposed contract provisions which deviate from the published specifications and are willing to discuss them point by point. (3.a).
8. Additional Information: (See attached). Item #2.
9. LSH Bus Company has submitted a fair bid and will not provide additional comments on the comparisons or the perceived calculated percentages set forth by Mr. Tom Watson.