

# Bus & Motorcoach NEWS

April 15, 2003

THE NEWS RESOURCE FOR THE BUS AND MOTORCOACH INDUSTRY

## Downsizing of Coach USA is role reversal

In the late 1990s, Coach USA built itself into the largest motorcoach operator in North America with an aggressive acquisition plan that involved knocking on the doors of independent companies across North America.

Today, its parent company is employing a similar strategy in an effort to sell off many of the 80-plus companies Coach USA reeled in during its growth years.

Stagecoach Group, a transportation company based in Perth, Scotland, bought Coach USA in 1999 for \$1.2 billion and is now marketing its holdings to anyone in the industry who will listen to its ideas and is encouraging calls from others it might miss.

"We are proceeding with discussions for the sale of various parts of Coach USA, including charter- and leisure-related busi-



nesses and other non-core businesses," reports Stagecoach founder and Chief Executive Brian Souter.

The formal decision to shrink the company came last year after

an extensive, top-to-bottom analysis of Coach USA that was personally conducted by Souter.

The months-long review was the third major analysis of the company in as many years. The

two earlier studies were done by former Chief Executive Keith Cochrane, who resigned last July after being told he would have to do yet another analysis of Coach USA.

Among the fundamental findings in the Souter report were that Coach USA faces a soft charter and tour market in the United States, strong competition from

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## Bills are adopted to alter Illinois bus licensing law

Motorcoach operators in Illinois and surrounding states are on the verge of winning a major victory in their fight to revise a law requiring coach drivers to have Illinois school bus drivers licenses before they transport children on school trips.

Both houses of the Illinois General Assembly passed bills earlier this month that significantly scale back the most onerous provisions of a three-month-old law that has threatened scores of operators.

"When you consider it took three years for the existing school bus-motorcoach bill to become law it is truly amazing how much progress has been



Rick Hillard

made on restructuring it since a lobbyist was hired in February," says Rick Hillard, vice president of Tri-State Tours in Galena, Ill., and chairman of the United Motorcoach Association.

Tim Hennessey, a lobbyist hired by UMA and the American Bus Association, working with operators and others being

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## Operators seek to reduce impact of customer fears

By Karen Crabtree

As the effects of the war in Iraq continue to weigh heavily on the motorcoach industry, business experts, operators and the associations that represent them are looking for—and in some cases finding—solutions that can help coach companies deal with the tough business environment.

Refinancing, SBA loans, aggressive marketing, looking at new niches, altering business strategies and being proactive are tools and tactics being used successfully by operators.

### Refinancing and loans

With interest rates hovering at 40-year lows, most people aren't thinking twice about refinancing their homes. For motorcoach oper-

ators, it's also a good time to look at refinancing coaches or loans on facilities.

"People need to look at how they're financing their businesses," says Norm Littler, senior vice president for government and industry relations at the United Motorcoach Association. "They have to examine the long-term outlook and how they're going to reorganize their business around the changed environment."

The key, says Littler, is to do it now. "Don't wait until it's too late"

Refinancing coaches and buildings can lessen the financial strain on a business immediately. Lengthening payment periods can help, as well.

For 35 years, loan programs

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## THE DOCKET

### Security Identification

The Transportation Security Administration is about to unveil a security ID card for bus and truck drivers.

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### Parking Progress

A partnership in Washington, D.C., appears to be making progress on district parking issues.

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### To be honored

Sen. Craig Thomas of Wyoming will be honored by UMA for his role in winning the axle-weight exemption for coaches.

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### Fuel Taxes

Fuel prices may be declining but state fuel taxes certainly aren't.

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### Lowballing

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## Trailways honors members, elects directors

Trailways Transportation System has honored eight of its operator members with safety and achievement awards, and elected two new members to its board of directors.

The corporate fleet, individual safety and achievement honors were presented during Trailways' 67th Annual Conference and Meeting in Palm Coast, Fla.

Elected to the Trailways board at the meeting were Ron Cornell, president and CEO of ABC Companies of Faribault, Minn., and Ron Moore, president of Burlington Trailways in West Burlington, Iowa.

Awards presented at the Trailways' safety awards gala were:

- *The Fleet Safety Award for Excellence*, which went to Arrow Trailways of Kileen, Texas; Capitol Trailways in Harrisburg, Pa.; Alpha Trailways of Cincinnati, Ohio; Abbott Trailways of Roanoke, Va., and Pine Hill Trailways of Hurley, N.Y.

The fleet safety award is based on a ratio of miles driven to the number of recorded preventable accidents.

- *The Most Team Spirit Award* was shared by Dixon Meyers Trailways of Mount Morris, Ill., near Rockford, and Capitol Trailways. This award honors companies that do the best job of sup-



Ron Moore



Ron Cornell

porting the Trailways organization, using Trailways services and benefits effectively, showcasing the Trailways service mark, and other team-oriented actions.

- *The Leadership by Example*

**'Trailways' new board members are experienced coach industry professionals.'**

Award went to Paradise Trailways of West Hempstead, N.Y. Paradise Trailways owners Lauren and Godfrey LeBron cut a wide swath when it comes to setting positive examples for other operators to follow, both within Trailways and

across the industry, said Trailways President Gale Ellsworth.

- *The Outstanding Operational Achievement Award* was given to Alpha Trailways for its "extraordinary organizational growth and evolutionary achievements" since joining Trailways four years ago.

- *The Generational Award for Outstanding Motorcoach Service* went to Susquehanna Trailways of Avis, Pa. This award honors a company that does an outstanding job of carrying on the Trailways' legacy. The company was founded 60 years ago by the grandfather of the current president, Carl Kephart Jr.

Trailways' two new board members are experienced coach industry professionals. Ron Cornell has more than 30 years experience. The company he heads is the U.S. distributor of Van Hool motorcoaches and ABC cutaway buses.

Ron Moore is a 40-year industry veteran and previously served on the Trailways board. His company operates scheduled routes, as well as offering tour and charter services.

Re-elected to the Trailways board were Wayne Phillips, president of Capital Trailways in Montgomery, Ala., and James Gaspard II, vice president of the coach division of Neoplan USA in Lamar, Colo.



## Kincaid Coach Lines in Kansas buys Good Life Transportation

Kincaid Coach Lines of Edwardsville, Kan., has purchased Good Life Transportation of Lincoln, Neb.

The acquisition brings Kincaid's motorcoach fleet to 58, and Kincaid has taken over Good Life's services in Lincoln and Omaha, Neb., as well as Panama City Beach, Fla.

Kincaid continues to provide service from its existing locations in metropolitan Kansas City; Wichita, Kan.; Oklahoma City and Ft. Smith, Ark.

"We know Omaha and Lincoln are great additions to our current

business," said Dale Bohn, general manager at Kincaid. "We're looking forward to being up there."

The former Good Life locations in Lincoln and Omaha are now operating under the Kincaid name and are being directed by terminal managers.

Kincaid is a charter and tour operation that began in 1977.

Good Life, which was founded in 1979, was co-owned by Jim Holt and Tom Shannon.

In addition to a fleet of 15 motorcoaches, the company also operated 6 school buses, 4 transit buses, 4 vans and a trolley.

## Louisiana coach operators organizing state association

Efforts are under way in Louisiana to organize a state association of motorcoach operators.

Louis Sanders, director of operations at Louisiana Coaches Inc. in Marrero, says a number of operators have expressed interest in forming an association to address a range of pressing issues. There are roughly 30 private coach companies in Louisiana.

"We have about a dozen operators" who want to focus on the key issues and speak with one voice, says Sanders. Support for an association also has been received from convention and visitor bureaus and at least two coach

manufacturers, Sanders adds.

An organizational meeting was being hosted by Motor Coach Industries in Metairie, La., as this issue of *Bus & Motorcoach News* was going to press. The overarching goal of the meeting was to formally begin the process of setting up an association.

Among the hot-button issues for operators in Louisiana, says Sanders, are school buses being used for charter work, charter competition from public transits, motorcoach restrictions in the French Quarter of New Orleans, and problems at New Orleans International Airport.

## Turner Tours expands in Michigan

Turner Tours & Charter has a new address following the company's move to expanded facilities in Redford, Mich.

Turner Tours previously was based in Southfield, Mich. Both Redford and Southfield are western suburbs of Detroit.

John Turner, president of the company bearing his family name, said the new facility has 22,000 square feet. A key aspect of the move was the opportunity to

expand Turner Tours' bus service and maintenance business. Turner performs both minor and heavy repair, dump services and coach cleaning for other operators. Larry Gardner is maintenance director.

Turner Tours operates a fleet of 10 MCI coaches and has been in business since 1994. Its Web address is [www.turnertours.com](http://www.turnertours.com).

The new company address is 12130 Dixie Street in Redford. The new number is (313) 255-8190.

## Diesel prices tumble

The average price of diesel fuel continued to decline early this month, dropping 11 cents a gallon since late March.

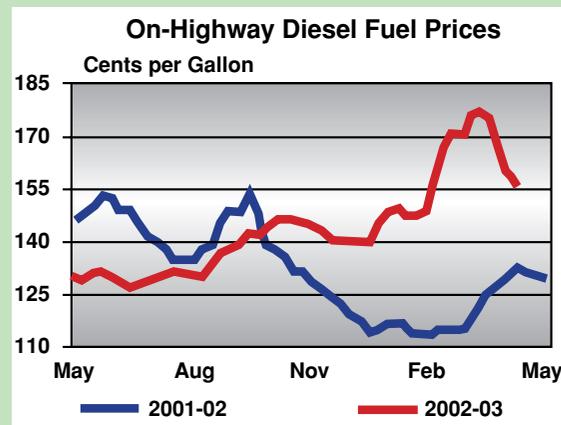
The average price in the U.S. for a gallon of diesel fuel was \$1.55 at the start of the second week in April, compared to \$1.66 a gallon at the end of March.

Regionally, prices fell between 9 and 15 cents a gallon during the period, with the biggest decline coming in New England states where the average price dropped from \$1.89 a gallon to \$1.74. Still, New England continues to be the high-price leader.

Prices declined the least in California, which recorded a 9 cents a gallon price dip during the two-week period. The average price in the Golden State is about \$1.70 a gallon.

The most recent survey of fueling stations by the U.S. Department of Energy's Energy Information Administration also revealed that prices in Midwest and Gulf Coast states were the lowest in the U.S. Along the Gulf, the average price per gallon was less than \$1.47, while in the Midwest the price averaged just under \$1.50 per gallon.

Currently, the outlook for diesel fuel prices appears favorable. Crude oil imports remain high, hitting a record level the last week in March. Oil analysts reported a huge armada of oil tankers docked in the U.S., off-loading more than 10 million barrels per day.



### Diesel Fuel Prices

Cents per Gallon	Price	Change from	
		Week Ago	Year Ago
U.S.	155.4	▼ -4.8	▲ 23.1
East Coast	163.4	▼ -5.8	▲ 31.2
New England	174.6	▼ -7.7	▲ 36.8
Central Atlantic	173.3	▼ -6.3	▲ 33.5
Lower Atlantic	158.2	▼ -5.3	▲ 29.8
Midwest	149.6	▼ -3.0	▲ 18.1
Gulf Coast	146.5	▼ -6.4	▲ 18.1
Rocky Mountain	162.5	▼ -4.7	▲ 28.0
West Coast	166.2	▼ -6.2	▲ 25.7
California	169.5	▼ -4.0	▲ 23.9

# THE DOCKET

## Progress reported in dealing with Washington parking

Progress is being reported in the new effort to address the decades-old problem of motorcoach parking and movement in Washington, D.C.

The advisory board overseeing what is called the District of Columbia Tour Bus Management Initiative says a new Web site will help operators cope with parking in Washington during the Spring tourist season, while the start of a research project will provide guidance in finding long-term tour bus management solutions.

The new Tour Bus Information Web Page has been posted on the District of Columbia Department of Transportation Web site. The Web page offers "one-stop shopping" for tour bus parking information, regulations and points of contact.

"These details, which are available immediately to all tour operators, will continue to be updated as the Tour Bus Management Initiative progresses," says David Levy of the National Capital Planning Commission, a member of the Tour Bus Management Initiative Technical Advisory Board. The Web site is at: <http://ddot.dc.gov/main.shtm>. When the page opens, look under the heading of "Information" and click on "Tour Bus Parking."

The advisory board is seeking input, additions or corrections on the Web information. E-mail suggestions to: [david.levy@nccpc.gov](mailto:david.levy@nccpc.gov) or [rick.rybeck@dc.gov](mailto:rick.rybeck@dc.gov).

The second noteworthy item is a data-collection program being conducted this month. Researchers for the Tour Bus Management Initiative are observing tour bus movements and parking patterns throughout the District of Columbia, with data collectors posted at major city gateways and tourist attraction areas.

"We will be collecting such data as the origin of each bus, its travel patterns, destinations and choice of parking areas," said Levy. "This information will be

analyzed and used in conjunction with the information already gained from stakeholder interviews to develop long-term tour bus management solutions."

The data collectors have a long list of sites where they will be seeking information, including the Lincoln Memorial access and egress roads, Arlington Memorial Bridge, around the Capitol, and near the Washington Monument.

Two-person teams will sample for a wide range of information, including tour bus traffic flows, locations where buses stop, pull-in and pull-out times, incidents of double-parking, parking in illegal areas, difficulties merging into traffic and pedestrian interference.

Certainly the picture they'll glean this spring will be vastly different from a typical year. The war in Iraq has drastically reduced motorcoach traffic throughout the District of Columbia. "There were no tour buses for the National Cherry Blossom Festival this year," said one industry observer.

The District of Columbia Tour Bus Management Initiative is a partnership involving a number of organizations with a stake in Washington's tour bus traffic. Both the United Motorcoach Association and the American Bus Association are key stakeholders.

The partnership has contracted with the Volpe National Transportation Systems Center to conduct a study of the problem. Volpe is to develop long-term recommendations for solving motorcoach management and parking problems in the district. The folks at Volpe, one of the nation's premier transportation research institutes, are being guided by a seven-page document that outlines the project tasks and deliverables.

By summer there should be a bus full of ideas for reducing congestion, idling, cruising, pollution, parking, loading and unloading, and suggestions for improving the experience of tourists coming to Washington.

Levy of the National Capital Planning Commission also can be reached by calling (202) 482-7287.



Sen. Craig Thomas

## Sen. Craig Thomas to be honored for axle-weight change

The United Motorcoach Association plans to honor Sen. Craig Thomas (R-Wyo.) for his steadfast efforts to exempt over-the-road motorcoaches from axle-weight limits on federal highways.

"Sen. Thomas will be presented the Pete Zanetti Excellence in Government Award for leading the Congressional effort to win the axle-weight exemption for the industry," said Norm Littler, senior vice president of government and industry relations at UMA.

Thomas was able to insert exemption language in the omnibus spending resolution adopted by Congress in late February and later signed by President Bush.

Zanetti was a founding director of UMA (previously known as the United Bus Owners of America) and a long-time member of the UMA board. In his home state of Wyoming, he and his wife, Donna, operated Zanetti Bus & Fast Express in Rock Spring, and he was a member of the Wyoming legislature. Sen. Thomas and Zanetti worked together when both were members of the legislature.

UMA hopes to present Thomas with the award at next year's Motorcoach Expo in Atlanta.

Lobbyists for UMA, the American Bus Association and others had been trying for more than a decade to win exemption for over-the-road buses from weighing on the national network of highways. Sen. Thomas inserted the axle-weight language into the fiscal 2003 Transportation Department appropriations bill.

## TSA prepares to unveil bus, truck driver ID card

The Transportation Security Administration is close to unveiling a pilot transportation worker identification credential that has the potential of eliminating the multiple ID cards commercial drivers are having to obtain in many parts of the United States.

As TSA spokesman Brian Turmail told *Bus & Motorcoach News* in an interview last week, the credential program has a dual goal of enhancing security at a broad range of sensitive areas and improving convenience for bus and truck drivers.

Since government units and private organizations began tightening security across the U.S. in the wake of the September 11 terrorist attacks, commercial vehicle drivers have often had to run a

gauntlet of credentialing authorities. The situation has been most pronounced among truckers serving ports, private terminals and distribution centers. TSA Administrator James M. Loy tells of one trucker who has had to pay for 23 separate background investigations so he can pick up cargo at the various places he must stop.

While examples on that scale have yet to surface in the motorcoach industry, there have been instances of drivers having to jump through security hoops. In Florida, for example, when the Florida Department of Law Enforcement directed the seaports to create "secure areas" with restricted access, Port Everglades decided to make the cruise ship terminals restricted areas.

That means a driver can no

longer pick-up or drop-off passengers without being issued a security badge by the Broward County Sheriffs Department. Getting the badge requires a background check at a cost of \$50 annually.

One Florida operator estimates that if he were to obtain badges for all 40 of his employees it would cost thousands of dollars after he pays wages, travel time, badge fees and incidentals.

"Worst of all," says the operator, "it's only good at Port Everglades. Fortunately, most other ports have chosen not to create a secure zone at the cruise ship terminals, but that could easily change as municipalities

grapple with budget shortfalls." Many coach company employees have been directed to undergo a FBI background check and badging process to satisfy requirements of contracts for long-term services. This type of check is far more complete than the one being conducted in Florida by Broward County, but Port Everglades doesn't accept it.

It is TSA's expectation that the Transportation Worker Identification Credential program—to be pilot tested in a few weeks at a port on the West Coast—will be valid for a "range of destinations," Turmail said in a phone interview. "That's been our thinking all along, to have one criminal background check. And we're working on that process."

**'One trucker has had to pay for 23 separate background investigations.'**

## CVSA relocates to new headquarters

The Commercial Vehicle Safety Alliance has moved its headquarters to Washington, D.C., from Bethesda, Md. The new location is at 1101 17th Street N.W., Suite 803, Washington, D.C. 20036. The telephone number is (202) 775-1623 and the fax number is (202) 775-1624. E-mail addresses have not changed. The organization's Web address remains [www.cvs.org](http://www.cvs.org).

## Diesel fuel taxes continue to rise across the U.S.

Diesel fuel prices may be coming down (see story and charts on page 3) but fuel taxes continue to climb—a trend seemingly with no end in sight.

On April 1, Wisconsin expanded its lead as the state with the highest diesel fuel tax rate. Wisconsin's tax on diesel fuel went up .4 cents, climbing to 31.5 cents per gallon.

The national average for state diesel fuel taxes is about 22 cents a gallon, making Wisconsin's rate 9 cents per gallon higher.

There are four states with a diesel fuel tax at or above 30 cents per gallon: Connecticut at 30 cents, New York at 30.05, Pennsylvania at 30.8, and Wisconsin.

Since 1985, Wisconsin's fuel taxes have been indexed, meaning the taxes change each April in line with the Consumer Price Index. When the CPI goes up, so do Wisconsin fuel taxes. In the 18 years since the state adopted the taxing formula, 9 cents has been added to the price of a gallon of diesel fuel.

Fuel retailers and truck stops near the Wisconsin state line have trouble competing with fuelers in neighboring states. Wisconsin's tax is 11.5 cents per gallon higher than in Minnesota, 10 cents higher than in North

Dakota, and 9 cents higher than in Iowa and in South Dakota.

In other diesel fuel tax news:

- The Oklahoma House has passed a bill allowing voters to decide whether to raise diesel and gasoline taxes to generate addi-

tional revenue for transportation. Under the measure, diesel taxes would increase 5 cents per gallon over a four-year period, bringing the state diesel fuel tax to 18 cents per gallon. On July 1, 2031, the tax would drop back to 13 cents.

- Washington Gov. Gary Locke has endorsed a proposal to increase the state fuel tax by 3 cents per gallon to create additional funding for transportation projects. Washington's fuel tax is 23 cents per gallon.

- Virginia diverted \$63 million from the state transportation fund to help balance its budget.

- Maryland Gov. Bob Ehrlich proposed using \$500 million from the state transportation fund to prevent budget cuts.



## Poll rates fairness of liability systems

A U.S. Chamber of Commerce poll on the fairness of state liability systems says 65 percent of state court liability systems are "fair" or "poor."

Delaware, Nebraska, Iowa, South Dakota and Indiana were ranked by respondents as the best states in which to do business. The worst states were Mississippi, West Virginia, Alabama, Louisiana and Texas.

Those surveyed were corporate counselors and senior litigators. They graded all 50 states on: Treatment of class-action suits, punitive damages, timeliness of summary judgment/dismissal, discovery, scientific and technical evidence, judges' impartiality and competence, and juries' fairness and predictability.

The poll is available online at [www.litigationfairness.org](http://www.litigationfairness.org).

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# THE DOCKET

## Fuel truck hijacking try in Indiana

During the last week of March, two men attempted to hijack a fuel tanker truck in Martinsville, Ind.

The State Police reported the incident happened around 10:45 in the morning on southbound State Route 37. A late-model white GMC Yukon with flashing blue and red lights in the grille, but no license plate, pulled alongside the fuel tanker and motioned for it to pull over. There were two men in the Yukon.

The red and blue lights were activated several times in an attempt to stop the truck.

The truck driver was able to describe for police a gun-wielding man riding in the passenger side of the vehicle but did not get a good look at the Yukon's driver.

Following the incident, there was immediate speculation about terrorists' interest in trucks and their cargoes as potential weapons. Others suggested the hijackers may have been interested in the fuel because of the current high prices.

In any event, anyone with information on the attempted hijacking should call the FBI at (317) 639-3301.

## Ontario declares health emergency

The government of Ontario, Canada's most heavily populated province, has declared SARS (Severe Acute Respiratory Syndrome) to be a provincial health emergency.

The declaration followed the deaths of several individuals from SARS and the apparent manifestation of the disease in more than 50 individuals across the province.

Canada is attempting to limit the spread of the SARS outbreak by screening all passengers at airports for symptoms.

For information on travel to Canada, consult the State Department Bureau of Consular Affairs Web home page at <http://travel.state.gov>.

## Operators voice insurance complaints

Three New York motorcoach operators have taken their complaints about soaring insurance rates to the state capital in Albany.

John Silvanie, president of Suburban Charter Service in White Plains; Godfrey LeBron, vice president of Paradise Trailways in West Hempstead, and Sheila Prince, manager of Allen A.M.E. Transportation in Jamaica, met with a group of state lawmakers to make them aware of the impact of soaring insurance rates on their businesses. Both Silvanie and LeBron are directors of the United Motorcoach Association.

"We wanted to tell them that enough is enough," said Silvanie.

Of particular concern to the trio were outsized jury awards that threaten to put both motorcoach companies and their insurers out of business, and apparent insurance redlining in metropolitan New York City.

According to Silvanie, tort

reform has become an issue in New York and for motorcoach operators it could not come too soon. He said the Bronx borough of New York has become the worst place in the U.S. to be a defendant in a liability case. "Even if 1 percent of the negligence in an accident is assigned to a motorcoach operator, the operator can end up footing the entire bill because the deep pocket is the operator and his insurance company," said Silvanie.

He said operators in metro New York City are having an extraordinarily difficult time obtaining insurance and when they do get it they likely will pay from \$25,000 to \$35,000 per coach. Such rates put New York

operators at a significant competitive disadvantage when trying to compete for regional business with operators based in New Jersey and elsewhere.

Silvanie indicated there is anecdotal evidence that redlining is occurring in greater New York City.

He said operators based in upstate New York have no difficulty getting insurance written, while those in and around New York City cannot.

Sheila Prince urged the legislators to launch an investigation of the alleged redlining and order it stopped.

During the meeting, Prince presented a list of a half-dozen key issues and possible solutions. For example, the dearth of carriers

willing to write insurance in metro New York should be addressed by removing outdated and restrictive laws that prohibit insurance companies from operating in New York, she said.

Prince also advocated caps on jury awards in liability suits, revising state tax and regulatory laws that drive up operator costs, and adopting seasonal insurance rates that decline during nonpeak periods.

"The procurement of insurance and its associated costs has become an exasperating experience for bus operators," says Prince. "It's unconscionable that the small- to medium-size operators have to contend with the probability of the unavailability of insurance and, if it is available, its burgeoning costs.

"These operators are struggling to remain in business," she said. "They deserve as much of an opportunity to remain in business as other industries that are faced with a crisis."

**'Legislators were urged to launch an investigation of alleged redlining and ordered it stopped.'**

## Bush proposes less highway spending than Congress

The dimensions of the fight over the next major surface transportation bill have become clearer in recent days with the surfacing of the draft version of the Bush administration highway spending bill.

The administration proposes pumping \$242.3 billion over the next six years into highway upgrades and construction, transit improvements, rail subsidies and safety programs. That is far less than many in Congress want.

For example, the heads of the House Transportation Committee say \$375 billion is needed to keep pace with highway building needs during the next six years. That is roughly 35 percent more than the administration is proposing and the gap between the two proposals represents a huge battleground.

The administration spending plans, which are headed for Congress this month, emphasize road safety and homeland security.

For example, the administra-

tion proposes the federal government pay all the costs of "transportation security" projects designed to "access or mitigate security vulnerabilities" and accelerate their adoption by streamlining rules governing environmental reviews and property acquisitions.

To speed the movement of military convoys, the Transportation Department would have authority to exempt them from highway weight limits and from paying tolls.

The administration's bill, which is labeled the Safe and Flexible Transportation Efficiency Act of 2003, or SAFETEA, includes a number of new or expanded safety initiatives. For instance, it would establish a high-

way safety improvement program and a blue-ribbon commission to study transportation safety.

The draft bill is in line with the Bush administration fiscal 2004 budget request, which many lawmakers have said does not provide enough money for highway and mass transit, the largest components of the bill.

The Bush proposal calls for spending only modestly more than the \$218 billion in the current surface transportation law, known as TEA-21, which was passed in 1998 and expires Sept. 30.

In the House, the primary movers behind a much-expanded highway program are the members of the Transportation Committee who want to boost spending by \$133 billion more than the presi-

**'Lawmakers submitted more than 5,000 requests for highway spending.'**

dent is seeking. They propose paying for the increase with higher taxes on gasoline and diesel fuel.

The Senate is calling for six years of surface transportation spending of \$310 billion, with no mention of an increase in fuel taxes.

Dozens of members of Congress have served notice they want to increase highway and other transportation spending in their districts. Lawmakers submitted more than 5,000 requests to the House Appropriations Transportation and Treasury Subcommittee for more than \$500 billion worth of projects to relieve local and regional highway and transit congestion.

With the budget outlook particularly iffy this year and next, the prospects for this volume of projects is extremely uncertain. You can bet, however, that this won't stop aggressive lawmakers from pressing for federal highway dollars for the folks back home.



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## OPINION

# After the Iraqi war

Each year about this time, a small group of women who attended high school together in Kansas gather to renew their friendship that extends back more than six decades.

They travel from Kansas, Colorado and Texas to a small retirement community south of Tucson, Ariz., called Green Valley, and spend three or four days gabbing about family, friends, grandchildren, old times and, of course, their latest aches and pains. It's a great time.

This year, the women didn't hold their get-together. With the Iraq War dominating daily life, two members of the group were afraid to travel.

Variations of this scenario have played out thousands of times across the U.S. during the past month as war has raged. For the motorcoach industry, the reluctance to travel on the part of adults—and adults prohibiting school children from traveling—has had profound consequences.

No one quite knows for sure, but travel generally is down anywhere from 20 to 40 percent. Even at the low end, that is a huge business loss.

And, as the story on the front page of this issue of *Bus & Motorcoach News* makes clear, there isn't a lot operators can do about the situation. For the most part, they are fighting a defensive battle.

Many operators are being proactive, of course, urging customers to consider alternative des-

tinuations or times for trips. Anything to keep customers traveling and coaches rolling.

The United Motorcoach Association is strongly urging operators to keep track of how much business they've lost during the war. That means recording the nature of the lost business, when it was lost, the financial impact and the name of the customer.

At a minimum, UMA doubtless will ask the Small Business Administration to revive its Economic Injury Disaster Loan program at some point in the future. Following September 11, the SBA granted \$800 million worth of disaster loans, many going to motorcoach operators.

Requesting Congress for direct assistance, perhaps in the form of an industry recapitalization program or other aid, is another possibility. To make the case for such assistance, the association will need concrete evidence of hardship.

The U.S. Senate has agreed already to a \$2.8 billion aid package for the airlines, and there is a strong movement among Senate Democrats to up the ante to more than \$5 billion. Initially, the industry trade organization had sought \$9 billion.

Reflective of its independence and entrepreneurial nature, the coach industry has always been reluctant to seek government assistance. For many operators, however, through no fault of their own, it may be the only option to survival.



Lee Steinberg

## Financing today: Borrowing money becomes challenge

By Lee Steinberg  
President  
Avatar Financial Services

Securing bus financing continues to be a challenge. While the economy generally appears to be improving slowly, certain geographic areas are showing mixed results. The Iraq war and terrorist situation have caused numerous difficulties, while bus operators also have had to deal with high fuel prices and rising insurance premiums.

Many operators are experiencing the consequences of this unfavorable environment: The industry has a higher risk profile and lessors and lenders are approving fewer transactions while being much more diligent and time consuming in processing credit requests.

In addition to the uncertain political situation and the increased costs of insurance and fuel, the value of used buses has caused lenders to reflect on how much they are willing to lend on a bus transaction and the terms they are willing to extend. As a

result, even with interest rates at historically low levels, the cost to operate a bus may be higher.

The difficult economic times also have led to an increase in repossessions, which has badly hurt the banks and finance companies. They want to protect themselves from these issues reoccurring.

All of this has led to a winnowing out of lending sources. Those that are still participating in the industry must request a lot more information on the proposed transaction and the company. Credit standards are much more stringent.

Financing sources will only review transactions from companies with successful track records, eliminating start-up or very young companies from consideration. Most lenders today are very concerned about the operator's profitability, cash flow and retained earnings.

Which brings us to today's new financing rules. When a financial source invests in a bus operation by lending it money, it wants to know where the company has been, where it is today and where it is going. Full financial disclosure is important. If a company does not supply a complete financial picture it makes the lending decision much more difficult and slows the process.

Be prepared to supply the following information:

- A loan or lease application and personal financial statement that are complete with all requested information supplied.
- Three years of income tax

returns for the company, or reviewed or audited financial statements.

- An interim financial statement for the current year, including an income statement and balance sheet.

- One year of personal tax returns for the owners.

- A current schedule of buses owned and leased that shows monthly loan/lease payments, terms, beginning balance and who the lenders/lessors are.

- A background summary of the company's operations and history, including how it acquires new business and its major source(s) of current business.

- How the proposed acquisition will help the business. The more information supplied the better. Information on the company's management, indicating an experienced and knowledgeable management/ownership team, can also assist the credit process.

By offering a lender or lessor a complete picture of a company's financial health and a positive forecast for the future an operator will have gone a long way toward helping get the approval they are looking for.

Additional information on financing or leasing is available from Lee Steinberg at Avatar Financial Services LLC, 3916 N. Highland Avenue, Arlington Heights, Ill. 60004. Phone (847) 253-8831, or e-mail [leesteinberg@avatarfinance.com](mailto:leesteinberg@avatarfinance.com). The company Web address is [www.avatarfinance.com](http://www.avatarfinance.com).

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## Bus & Motorcoach NEWS

ISSUE NO. 4  
A PUBLICATION OF THE UNITED MOTORCOACH ASSOCIATION

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— Don DeVivo, Dattco, Inc., New Britain, CT

"This (TRAX) is a great program and we are pleased to be a part of it. It is definitely a good program for good operators."

— Sandy Allen, Royal Coach Tours, San Jose, CA

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— Lee Hilliard, Royal Tours, Inc., Randleman, NC

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—Yogi Berra

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## INDUSTRY NEWS



## Ready offers alternatives to customers

After September 11 and again at the start of the Iraq War, when Tom Ready of Ready Bus Lines in LaCrescent, Minn., was faced with canceled school trips, he began suggesting alternatives to his customers—and it worked.

For 20 years, Ready has taken school children to Washington, D.C., for history tours. After 9/11, when school districts didn't want their children in the nation's capital, Ready didn't want to lose that 30 percent of his business.

He immediately started thinking about where else to go and ended up focusing on Mt. Rushmore in South Dakota.

### Customer fears

CONTINUED FROM PAGE 1

operated under the aegis of the U.S. Small Business Administration have been a source of credit and working capital for motorcoach operators. Littler calls the SBA's 7(a) loan-guarantee program "the safety net for the industry." The program provides loans to small businesses unable to secure financing through normal channels.

SBA loan guarantees, offered through banks, provide options that can help a business, says Littler. "Talk to the banks, get a good understanding of the programs and see if there isn't something there that might help." Again, he stresses urgency. "I'd hate to see people get into the situation where they have no options but bankruptcy."

The U.S. Small Business Administration Office of Advocacy has compiled a report that can help coach operators in their search for capital by identifying banks in each state that are what the SBA calls "micro-business friendly" in their lending of amounts under \$100,000.

The complete micro-business friendly bank report can be found on the SBA Office of Advocacy Web site at [www.sba.gov/advo](http://www.sba.gov/advo).

### Business procedures

Take another look at your busi-

ness practices and procedures. There, Ready tours could visit several national monuments, study the history of the 13th president, Theodore Roosevelt, and experience Native American history as well.

"I didn't lose the reservations," Ready says. "We generated other destinations with the same revenue."

During the past 19 months, Ready has taken numerous school groups to South Dakota, and the South Dakota tourism industry has worked hard to help him.

When his adult groups expressed similar concerns about visiting Washington, D.C., Ready

did what he could to assure the

groups it was a safe destination. Finally, he called in a little outside help; he utilized his bus association memberships to assure trips went off as scheduled.

He asked Victor Parra, president and CEO of the United Motorcoach Association, and Peter Pantuso, president and CEO of the American Bus Association, to call his customers and describe the environment in the capital.

"They wanted to hear a real person in Washington," says Ready. "We used everything we could as our tools and that helped me a lot."

### Coping with cancellations

Get as much as you can out of your coach through better maintenance practices and improved safety measures. Get your money's worth out of tires; the same applies to engines.

"All these 'little' things are not little when you put them all together," says Peter Pantuso, president and CEO of the American Bus Association.

Not sure how to do it? There are plenty of industry experts in your fellow operators. Find one that's running a comprehensive maintenance program and see what tips you can apply to your business.

### Tracking business losses

Victor Parra, president and CEO of the UMA, says operators should keep close track of the business lost during the war. "It might very well be useful to help us resur-

rect the SBA disaster loan program and possibly expand its financial parameters," says Parra. The information also could be used to help convince the U.S. Department of Commerce to initiate a "get traveling again" campaign once the war ends, says Parra.

"There could be a variety of ways we could use this data. We need to know how this war is impacting our members and our industry," Parra adds.

The cancellation data that operators should retain, says Parra, includes dates, destinations, amount of money lost and client contact information.

### It's smart to be proactive

Pantuso is among those urging operators to contact groups before they call to cancel or postpone trips. Be ready to suggest alternatives if the group has a trip scheduled to an area that is perceived to be a potential terrorist target. Rather than the five-day trip to New York, maybe you can interest them in a two-day trip to Chicago, suggests Pantuso. The key is to be proactive; don't wait for the phone to ring.

"There are some good things that happen in difficult economic times," says Pantuso. "And that is that people take the time to relook at how they do business, so when things turn around they emerge maybe stronger than their competitor."

## CoachUSA

CONTINUED FROM PAGE 1

other motorcoach businesses and insurance premiums that continue to soar.

Reflective of the weak market, tough competition and rising costs was a year-over-year decline in revenues, and operating margins which fell to a worrisome 4.7 percent from 9.4 percent. Revenues from the tour-and-charter sector were down nearly 10 percent.

### Souter's solution

Souter's solution for getting the company out of its doldrums was to implement a strategy that would leave Coach USA smaller and with greater management and geographic focus.

Overall, Souter's plan provides for:

- Reducing exposure to charter- and leisure-related businesses.
- Reducing corporate and regional overhead in line with the business restructuring and sales programs.
- Focusing on large business units and predictable revenue streams, including commuter and contract services.
- Focusing on businesses that perform well and where Stagecoach has proven management experience.
- Retaining key management.

Coach USA motorcoach operations and other businesses that are inconsistent with the strategy are being sold or closed. The shakeout is expected to be completed within the next 15 months.

"As a result of these measures, we will significantly reduce the level of our leisure-dependent operations," Souter says. "We believe these changes, when implemented, will result in a smaller but more predictable business in North America with a sustainable earnings profile."

Coach USA's taxi division also is undergoing significant changes and may be sold. The division's revenues are off 22 percent, which includes a near 50 percent drop in taxicab sales to owner-drivers.

"The management team is being strengthened and specific action plans for improvements are being implemented," says Souter. "We will consider opportunities to exit the taxi market."

The transit bus business has been the only segment to produce an increase in revenues during the past year, although the gain has been slight — up only 0.5 percent from the previous year. Revenues

from transit operations included a new service contract with Foothills County, Calif., which offset a loss of a contract in San Francisco.

Immediately after Stagecoach announced its new strategy, it began acting on it. For example, the day after Souter's report was made public, Peter Pan Bus Lines of Springfield, Mass., announced it had signed a purchase and sales agreement to acquire five Coach USA affiliates in New England. The package included The Arrow Line, Bonanza Bus Lines, The Maine Line, Pawtuxet Valley Lines and Coach USA Boston.

During the fourth quarter of last year, it closed coach businesses in Indianapolis, Kansas City and St. Louis and transferred the buses to Coach USA units in other parts of the country.

More recently, Coach USA has withdrawn from other cities and consolidated regional locations in California and Florida.

"If it's not making money and it doesn't make good business sense, then there are going to be some changes, more than likely," stresses Coach USA spokesman Lee Schissler.

### Needless worrying?

When Coach USA made its announcement last year, some industry observers worried that the sell-off of Coach USA properties could turn into a fire sale. They worried that Stagecoach's unloading of Coach USA's charter and tour buses would flood an already saturated and depressed used-coach market. That has not happened.

"We are looking to exit the more volatile pieces of our bus business while retaining our interest in the northern regions," says Coach USA's Chief Financial Officer Linda Bell when questioned about the reports.

Meantime, she said the sales campaign being pushed by Stagecoach has been drawing a good response with a significant amount of interest from companies looking to purchase both individual locations and entire regions.

Not unexpectedly, the company declines to name prospective buyers, citing confidentiality.

"We agreed that if there were to be any news leaks, they would not come from us, but would have to come from those people we approached or who approached us," says Schissler.

## Illinois bus license

CONTINUED FROM PAGE 1

impacted by provisions of the law, was able to convince state legislators to overhaul the legislation.

Hennessey says the version of the bill adopted 10 days ago by the Illinois House is the one most likely to end up on the desk of Gov. Rod Blagojevich. It completely eliminates the requirement that a motorcoach driver must have a school bus drivers license before transporting school children in a chartered bus. As long as the driver has a current, valid commercial drivers license, the driver can transport school children.

There are a couple of modest "however's" in the amended version of House Bill 2840 that was adopted. Schools that contract for charter bus service with Illinois-based operators must insert a clause in the contract that indicates the coach drivers providing transportation have been fingerprinted, have had a criminal background check and have submitted to a medical examination, includ-

ing drug testing.

Out-of-state operators that contract with Illinois school districts must affirm their drivers have submitted to background checks and a medical examination.

A slightly different version of the bill was adopted by the Senate but Hennessey and industry advocates were busy last week pushing the House version in the Senate.

Hennessey's goal is to get the House version adopted by the Senate and have that bill moved along for the governor's signature. The Senate version would be allowed to die.

The law that went into effect

Jan. 1, has adversely impacted scores of non-Illinois-based operators that traditionally have transported thousands of Illinois school children living in communities near the state line.

The law makes it impossible for the out-of-state operators to con-

tract with Illinois schools to take children on school-related trips. That's because drivers for the out-of-state operators can't get an Illinois school bus drivers license because their employers cannot obtain an Illinois employer number. Operators from Indiana, Wisconsin, Missouri, Iowa and Kentucky are being hurt most by the law.

The law also required drivers

employed by Illinois operators to have a school bus license before they transported children to and from school activities.

Hillard said the Illinois school bus drivers license law stands out as a shining example to him

and other operators of the need for state motorcoach associations. "The daily pressures of running a company in today's climate leaves little or no time to keep an eye on lawmakers and regulators who more and more want a piece of our action," said Hillard.

**'We can't wait for elected officials to call and ask our opinions. They're not going to do it.'**

"The national associations do a great job of watching out for our interests but their plates are full keeping track of the happenings in Washington, D.C. In the case of Illinois, this issue was batted around Springfield for three years before it got to the governor's desk. Only then did it show up on the radar screen of the coach industry but by then it was too late.

"We can no longer sit back and wait for our elected officials to call and ask our opinions on issues. They're not going to do it. In fact,

in Illinois, the legislators asked why we (the bus industry) waited so long to say anything about the current law. They assumed we had an association or lobbying group that kept us abreast of proposed legislation. When they didn't hear anything they assumed it must be okay. The rest is history!" said Hillard.

"A state association would not only keep pertinent issues in full view but would enhance the image of the motorcoach industry at the state and local level as a safe and viable means of transportation."

## Custom Coach of Portland relocates

Custom Coach of Portland (Maine) has moved to expanded facilities along the Maine Turnpike (Interstate 95).

Gregg Isherwood, president of Custom Coach, said the new 8,000-square-foot facility on a large site next to the turnpike in Portland provides the company lots of visibility. The old location in nearby Westbrook was cramped, he reported.

Custom Coach is a 15-year-old charter, sightseeing and airport service provider operating a fleet of seven Van Hool and MCI coaches, plus vans, school buses, limousines and sedans.

The company's new location is at 535 Warren Avenue in Portland. The Web address is [www.customcoachandlimo.com](http://www.customcoachandlimo.com).



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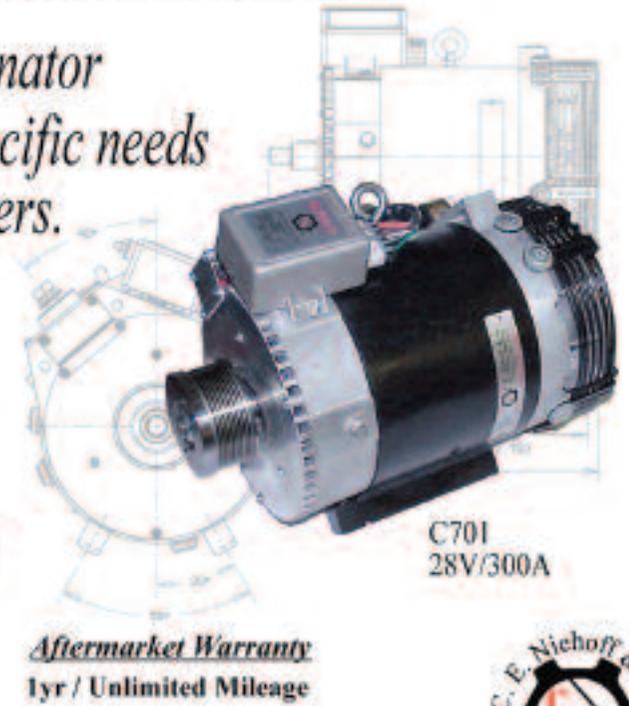
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## INDUSTRY NEWS

## Motorcoach leases are offered as airline alternative

COLUMBUS, Ohio — A motorcoach leasing company is marketing luxury coach travel to corporations and other organizations as an alternative to commercial flying.

“Business people seem to be looking for alternatives to flying,” says Ken Gallant, president of Executive Motor Coach. “They’re often surprised to find it’s cheaper to travel by luxury coach. For example, a round-trip flight from Columbus to Indianapolis is \$364. For \$1,100, I can take up to 20 passengers, which is \$55 per person. Even if just five people go, it’s still \$220 per person...and that’s door to door.”

Executive Motor Coach, which is headquartered in Plain City, Ohio, a community northwest of Columbus, provides short- and long-term coach leases for group travel, sporting events, weddings and other special events.

Another alternative for the corporate and group market, says Gallant, is having a “company motorcoach” at the ready. One



organization that has worked with Executive Motor Coach to have its own bus on call is the Service Employees International Union, a Washington D.C.-based union representing service occupations. The group leased a specially equipped MCI from Executive Motor Coach.

According to Bill Pritchett, SEIU’s assistant to the president of

public affairs, the idea for leasing a coach was developed after the union’s president took ride on campaign coaches, including Sen. John McCain’s Straight Talk Express.

Wrapped in purple vinyl, the 40-foot DL used by the union is hard to miss, with its logo on the sides, back and top. It has lounge seating, work space, a private

meeting area, cellular phone service, dinette, restroom, satellite TV and VCR/CD/cassette player. The coach seats 21 passengers and is being made available to union chapters across the country. “We believe it could become a valuable tool,” says Pritchett.

Information about Executive Motor Coach can be found at [www.executive-motor-coach.com](http://www.executive-motor-coach.com).

## Setra expands customer services

GREENSBORO, N.C. — Setra of North America has expanded its service network, customer support services and staff.

“We are actively building a strong foundation of service and support for our customers,” said Patrick Scully, president of Setra of North America.

Setra has increased its sales and service network to 22 locations in the United States and Canada. “Each facility has met Setra’s standards for commitment to the motorcoach customer, capabilities, quality and customer service,” said Bob Duke, Setra’s vice president of product support.

Many of the service locations are operated by Setra’s sister companies, Detroit Diesel Corp. and Freightliner. “Combining with these companies has allowed us to expand quickly, while still providing our customers with the highest level of service,” said Duke.

Setra also is broadening the maintenance services it offers customers. Plans are for each facility to provide services, ranging from routine service and maintenance to engine and transmission repair.

## UMA Members Receive Only the Best!

Members of the United Motorcoach Association receive only the best information, advice and services. When you join the United Motorcoach Association, you will receive the **'New Member Information Kit'**. This kit includes products that will help you drive your business to the next level. Items include:

### UMA Membership Directory

Instantly puts you in touch with over a thousand operators and suppliers in the motorcoach industry.

### Public Relations & Media Guide

This is a must-have guide for every operator. It outlines strategies to obtain effective PR relations, crisis management and helps you to leverage public relations effectively.

### Safety and Courtesy Video

This video, produced by UMA, welcomes your passengers aboard your coach in a professional way. The video gives an excellent introduction to the motorcoach and informs passengers of the safety guidelines that should be followed.

### Process Agent Service Information

Every operator member is eligible to use UMA as their blanket process agent for in satisfaction of USDOT regulations. Just fill out the form and fax it to the UMA office and your BOC-3 form will be processed electronically within 5 days of receipt of your form.

### Guide to Congress

A handy booklet directory listing all of the members of Congress.

## How to Join the United Motorcoach Association

Call 1-800-424-8262 to see if you are eligible for any new member discount offers. You can also visit our web site [www.uma.org](http://www.uma.org) for additional membership information.

If you have any questions please call the Membership Department toll-free at 1-800-424-8262.

Once again, thanks for your interest in membership in the United Motorcoach Association.

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## People In The News



**Ed Adler**



**Robert Lesser**



**Bernard Pacheco**



**John Hagel**



**Dan Hammerbeck**

Motor Coach Industries has named new regional vice presidents for its northeastern and southern sales territories. **Ed Adler**, a long-time executive with Ryder Truck Rental, has joined MCI as northeastern regional vice president and will work out of the coach manufacturer's sales and service branch in Blackwood, N.J. **Robert Lesser**, who has been with MCI for nearly four years, has been promoted to southern regional vice president. Lesser had been new coach sales manager for MCI's Dallas branch.

Adler spent 15 years at Ryder, most recently as general manager of operations for the San Francisco Bay area and Las Vegas. Lesser has more than 15 years experience in the coach industry and will continue to be based in Dallas.

Calco Travel Inc., a Litcher, La.-based motorcoach tour and travel company, has named **Bernard Pacheco** its general manager. Calco Travel operates a fleet of 11 motorcoaches serving both the charter and tour markets.

Pacheco began his coach industry career as an

operations manager for New Orleans Tours. Most recently, he was operations manager at Louisiana Coaches Inc., a Trailways operator headquartered in Marrero, La. He has more than 12 years of management experience in the industry.

CoachCrafters Inc. has added two new sales positions to its management team. **John Hagel** has been named regional sales manager for the CoachCrafters facility in Northfield, Minn. Hagel has more than 20 years of experience in the national transportation and motorcoach industry. Most recently, he held a sales position with ABC Cos. in Faribault, Minn.

**Dan Hammerbeck** has been named regional sales manager for the new CoachCrafters South full-service bus facility that will open near Orlando, Fla., this fall. Dan has more than 25 years of bus industry experience and also previously was employed by ABC Cos. in Winter Garden, Fla..

Both managers will be responsible for sales and customer relations, as well as representing the new line of Corbeil mid-size cutaway buses.

## MCI posts service bulletins, product news on its Web site

PEMBINA, N.D. — Operators of coaches built by Motor Coach Industries are now able to access company service bulletins and product improvement announcements directly from MCI's Web site, [www.mcicoach.com](http://www.mcicoach.com).

Service bulletins can be found by clicking on a sidebar link to view the information or to download a PDF file to print. This is a free service.

The Web site includes all MCI published service bulletins from 2000 and beyond. Earlier years will be added on a continuing basis.

Users of the service can search for bulletins by model, by bulletin number or those issued in the last 90 days.

The company says the new Web service provides MCI operators with information on demand, and allows it to provide bulletins and other information in a more efficient and timely manner.

The site also provides parts information and service procedures.

MCI has ceased mailing printed product improvement and service bulletins.

## Big Rig Collision expands repair center

Big Rig Collision has significantly expanded its motorcoach collision repair center in Calgary, Alberta.

The company says its new 40,000-square-foot facility was specifically designed and built to address the collision repair requirements of motorcoach owners and operators.

Big Rig Collision specializes in collision repair, mechanical servic-

es, frame straightening, refinish and graphics/signage installation for any make motorcoach. It is a government-authorized inspection facility.

It offers what it calls a no-hassle, life-time warranty and says it guarantees the fastest turnaround for any type repair.

The company can be contacted at (888) 848-8686 or by going to [www.bigrigcollisioncalgary.com](http://www.bigrigcollisioncalgary.com).

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# Classified Advertising



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Contact:

John M. Maddox  
Optare International  
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## For Sale Charter Bus & Limousine Company

Well-established charter bus and limo company serving south-east. Located in Atlanta. New fleet of motorcoaches and limousines.

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1997 Van Hool T940, 49-passenger + jump seat, 5-speed auto w/retarder, Webasto, cruise, 3-monitor REI video, 262K miles, clean interior and body, new tires, well maintained 40-foot coach, fresh white exterior ready for your company logo/name.

**\$134,900 obo.  
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Two Prevost LeMirage  
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**1990 - \$72,000  
1992 - \$88,000**

Very good condition, 47-pax, lav, PA/VCR. Used daily on charter trips.

**(407) 425-9519 or (407) 422-2300**

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Small motorcoach company in Whitehorse, Yukon Territory, Canada (beside Alaska). Full two-bay shop with offices and rental unit. Two highway motorcoaches in excellent condition (1988 & 1983 MCIs). Includes all shop and office equipment. Year-round charters and many seasonal customer long-haul tours in Yukon/Alaska. Unlimited growth potential. Only 100 miles from Skagway, Alaska, with more than 600,000 cruise ship passengers every summer. Asking \$500,000 (U.S.) or best offer. (867) 633-3849. Fax: (867) 633-3864. E-Mail: Norline@YKnet.yk.ca.

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1979-82 MC-9s.  
Rebuilt w/102 look. VCRs.  
Some w/auxiliary A/C. w/ tires.  
**Price: \$19,500**  
Quick's Bus Co.  
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E-mail: quickbus@intelos.com.

## COACH FOR SALE

First-rate MC-8  
1977 MC-8, 8V-71 with less  
than 30,000 miles on engine,  
straight shift, auxiliary air,  
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Coach is in service.  
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*Asking \$13,000.*

**Happy Travelers Tours  
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(5) '85-'91, 46-pax, \$38,000-\$85,000

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(2) '91s, 48-pax, \$85,000  
(1) '94, 57-pax, Series 60, \$148,000  
(1) '97, 58-pax, Series 60, \$239,000

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(4) '97s, 72-pax, \$28,000 each

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**(800) 223-8044**

Fax inquiries: **(614) 253-5666**

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### Deadlines

Seven days prior to publication dates of 1st and 15th of the month.

### Hours

Call Monday-Friday, 8:30 a.m. 4:30 p.m. MST.

Sales Representative  
Johnny Steger  
Phone: (602) 980-0840  
Fax Toll-Free: (877) 510-5598  
E-mail: Redboots44@aol.com  
**Bus & Motorcoach News**  
16845 North 29th Ave. #759  
Phoenix, AZ 85053

## Classified Advertising ORDER FORM

Bus & Motorcoach NEWS is published on the 1st and 15th of the month.  
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Type of ad you prefer:  Display  Line

Number of issues you would like this ad to appear in: 1 2 3 4 5 6 More? \_\_\_

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Mail to: 16845 North 29th Avenue # 759, Phoenix, AZ 85053

Make checks payable to: **Bus & Motorcoach NEWS**

Questions? Call Johnny: (602) 980-0840

Email: redboots44@aol.com

**CALENDAR OF EVENTS****APRIL 2003**

**27-28 National Bus Traffic Association annual board meeting,** Adams Mark Hotel, Dallas. Info: (800) 444-2326, ask for Greyhound Lines Group, or (800) 283-2877 ext. 226.

**28-May 1 Managing & Planning for Rural and Small Urban Systems,** University of Wisconsin\Milwaukee. Info: (414) 227-3337.

**28-May 2 Transit Bus System Safety,** Transportation Safety Institute, Phoenix. Info: (405) 954-3682

**MAY 2003**

**4-8 APTA Bus & Paratransit Conference,** Milwaukee. Info: (202) 496-4887 or go to [www.apta.com](http://www.apta.com).

**4-8 UITP: 55TH World Congress/ Mobility & City Transportation Exhibition,** Madrid, Spain. Info: +32 3 663 66 56. E-mail: [events@uitp.com](mailto:events@uitp.com), or go to [www.uitp.com](http://www.uitp.com).

**12-14 National Intelligent Vehicle Initiative Meeting,** USDOT/SAE, Washington, D.C. Info: (877) 606-7323.

**12-15 High Speed Ground Transportation Association Annual Conference,** Anaheim, Calif. Info: (202) 789-8107.

**17-21 Travel Industry Assoc. of America: International Pow Wow,** Cervantes Convention Center, Americas Center, St. Louis. Info: (202) 408-8422 or go to [www.tia.org](http://www.tia.org).

**19-23 Community Transportation: Expo 2003,** Pennsylvania Convention Center, Philadelphia, Pa.

**30-June 1 MCI Bus Bash 2003,** Louisville, Ky. Headquarters hotel: Holiday Inn Clarksville (Ind.). Info: [www.bus-mag.com](http://www.bus-mag.com), click on Bus Bash link. (815) 946-2341.

**JUNE 2003**

**14-18 Pennsylvania Bus Assn.: Annual Meeting,** Wisp Mountain Hotel, McHenry, Pa.

**19 California Bus Assn.: General Membership Meeting,** Ontario, Calif. Info: [www.cbabus.com](http://www.cbabus.com).

**21-24 National Motorcoach Network: 20th anniversary Network Marketing Seminar & Invitational 100,** Radisson Hotel, Branson, Mo. (888) 733-5287.

**JULY 2003**

**18-20 Family Motor Coach Assn.: Convention,** Buffalo, N.Y. Info: (800) 543-3622 or go to [www.fmca.com](http://www.fmca.com).

**29-31 Florida Motorcoach**

**Association Annual Meeting & Show,** Ritz-Carlton Golf Resort, Naples, Fla. Info: (407) 647-2491 or go to [www.floridamotorcoach.org](http://www.floridamotorcoach.org).

**AUGUST 2003**

**22-24 Greyhound Birthplace Bus**

**Bash 2003,** Hibbing, Minn. Info: [www.bus-mag.com](http://www.bus-mag.com), click on Bus Bash link., or call (815) 946-2341.

**SEPTEMBER 2003**

**5-9 Virginia Motorcoach Assn.: Annual Convention,** Dover, Del.

Info: (434) 376-1150, or go to [www.vamotorcoach.com](http://www.vamotorcoach.com).

**10 California Bus Assn: General Membership Meeting,** LTBA, Calif. Info: [www.cabus.com](http://www.cabus.com).

**OCTOBER 2003**

**12-16 APTA: Annual Meeting,** Salt Lake City, Utah. Info: (202) 496-4800, or go to [www.apta.com](http://www.apta.com).

**17-22 Busworld,** Kortrijk, Belgium. E-mail: [info@busworld.org](mailto:info@busworld.org)

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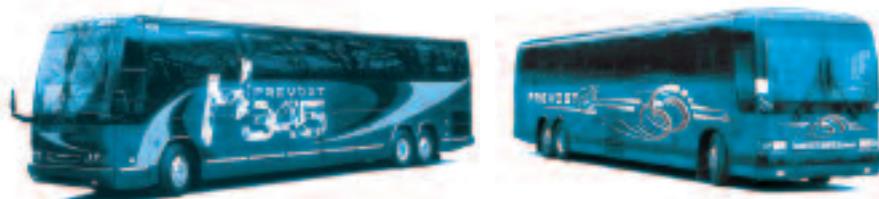
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