

# Bus & Motorcoach NEWS

WHAT'S GOING ON IN THE BUS INDUSTRY

## Obamacare

### Some operators coping (nicely) with health law

Last spring, when the United Motorcoach Association conducted its annual *UMA Membership Survey and Industry Assessment*, the Patient Protection and Affordable Care Act was on the minds of many coach operators.

At the time, nearly 75 percent of the operators participating in the survey indicated they were “not ready” for full implementation of the act, which is better known as Obamacare.

Additionally, 60 percent of the operators responding to the survey said they were unsure of the implications of compliance with the law.

Despite considerable confusion over the law and its mandates, difficulties in implementing it, and changes to deadlines, it ap-

pears many operators muddled through, got smart on many aspects and nuances of the law, and did what they had to do to get and keep their employees insured.

For those who haven't been paying attention, the Affordable Care Act is the largest U.S. expansion of health insurance in more than 40 years. Among many other things, the law set up government-run insurance exchanges where Americans can buy private health plans with the help of federal tax credits for those who qualify.

In the weeks after the Affordable Care Act took full effect on Jan. 1, *Bus & Motorcoach News* contacted upwards of 30 motorcoach operators to ask them what happened regarding their com-

pany health-insurance plans at the end of 2013 and the start of this year.

Here's a sampling of what operators told us.

#### In North Carolina

Tom Crouch, president of Young Transportation in Asheville, N.C., said the company decided that for 2014 it would keep its “good (health insurance) plan.”

“I think there are a few people (employees) coming on our plan, who looked at it both ways, and they're coming on our plan because the (government-run health) exchange was more expensive.

“We're not contributing to the exchange premiums and, in some

CONTINUED ON PAGE 10 ►

### Ruling favors N.Y. operator in commuter shuttle dispute

ALBANY, N.Y. — The Federal Transit Administration has told the public transit agency here it may not bid on a state commuter shuttle contract because it has been a recipient of federal funding.

The New York (State) Office of General Services requested bids last year for commuter bus service, transporting thousands of state workers from five parking lots to offices in the capital complex in downtown Albany.

Among the bidders for the shuttles was the Capital District Transportation Authority, the public transit agency serving Albany.

In November, Yankee Trails Inc., a motorcoach operator based in Rensselaer, N.Y., asked the FTA for an advisory opinion on whether the transit agency was eligible to provide the service to the state. (See Dec. 1 *Bus & Motorcoach News*.)

Yankee Trails asserted in its request for the opinion that the proposed shuttle was “charter service” under FTA regulations. And because the Capital District Transportation Authority was a recipient of FTA funds, it should be barred from providing the service.

Yankee Trails has held contracts for the service for more than 40 years.

FTA Deputy Chief Counsel Dana C. Nifosi issued an opinion, agreeing with the Yankee Trails position.

According to Nifosi, “A recipient of FTA financial assistance is prohibited from providing charter service. FTA defines charter service as, “Transportation provided by a recipient at the request of a third party for the exclusive use of a bus or van for a negotiated price.”

The federal charter service rule

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Lane departure, tire pressure monitoring and fire suppression systems are standard on the new 45-foot Temsa.

### Temsa introduces 45-foot model

LOS ANGELES — The new 45-foot model coach from Temsa, the TS45, got a thorough going over by operators at its West Coast unveiling during UMA Motorcoach Expo here in mid-February.

The TS45 gives Temsa, and its distributor, CH Bus Sales, a family of models in three lengths — 30, 35 and 45 feet.

At Expo, Vandalia Bus Lines of Caseyville, Ill., was recognized for ordering the first TS45, receiving a plaque and acknowledgment during a ceremony.

Vandalia is an 80-year-old coach operation that has been owned by the Streif family for nearly 40 years. It's headed by President Dale Streif and Vice

President Dennis Streif.

Temsa and CH expect TS45 demonstrators to be available in April, and customer deliveries are planned to begin in July or August. The 45-foot model was specifically designed and developed for North American bus operators.

The 57-passenger coach uses

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### Insurance giant makes offer for National Interstate Corp.

RICHFIELD, Ohio — National Interstate Corporation's days as an independently-operated, quasi-public company appear to be numbered.

As a “public company,” National Interstate has an unusual ownership structure. Controlling interest is in the hands of Great American Insurance Co., which is a subsidiary of insurance giant, American Financial Group.

Cincinnati-based American Financial Group announced last month it had launched a tender offer for all of the outstanding shares of National Interstate that Great American Insurance doesn't already own.

There are just over 19,720,000 shares of National Interstate shares outstanding, of which 10,200,000

shares are owned by Great American.

The remaining 9,520,000 shares are owned by a few hundred stockholders, the three biggest of which — as of a year ago — were T. Rowe Price Associates, which owned about 10 percent, or close to 2 million shares; Fidelity Management & Research Co., which owned just over 5 percent, or 1 million shares, and Alan Spachman, National Interstate's founder.

As of March 2013, Spachman owned nearly 1.7 million shares of National Interstate, or 8.6 percent. Additionally, he was the beneficiary of trusts that held another 463,000 shares of the company he founded as a motorcoach insurer in 1989.

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# Vast differences seen in contested Austin ordinance

AUSTIN, Texas — The legality of an ordinance — being contested by the United Motorcoach Association — that imposes city regulations on motorcoaches operating in Austin is in the hands of a federal judge following a full day of testimony here.

Attorneys for the association and the city faced off before U.S. District Judge Sam Sparks regarding the ordinance that not only regulates charter buses but also imposes fees for operating coaches within the city.

Both parties were granted 10 days to submit letters summarizing the facts of the case, as well as a proposed judgment.

Sparks said he will make a ruling soon after.

From the start of the hearing, it was clear the attorneys did not share much common ground.

“We reached agreement last week, and the agreement is we’re diametrically opposed,” UMA attorney Dan Mastromarco said of city attorney Chris Coppola in his opening statement.

Mastromarco argued that the ordinance, approved in June, would hinder motorcoach operators from doing business in Austin, while Coppola emphasized its safety-related aspects, such as inspections and requirements for minimum insurance and commercial drivers licenses.

Among major concerns expressed by Mastromarco — on behalf of UMA — was the possibility that a violation by one bus could revoke entirely a carrier’s authority to charter buses.

The UMA lawsuit seeks to overturn the ordinance (No. 20130620-051), pertaining to “Ground Transportation Passenger Services,” which in addition to imposing operating restrictions, requires motorcoach operators to pay an annual fee of up to \$400 per vehicle to the city or face impoundment of their coaches.

The premise of the UMA lawsuit is that the local rule violates

federal law, imposes unnecessary costs and burdens on interstate commerce, and jeopardizes federal funding the state receives for safety enforcement.

A legal brief summarizing the city’s response to the UMA suit states that the “ordinance regulating certain charter transportation service is not pre-empted and does not unduly burden interstate commerce in violation of the commerce clause (of the U.S. Constitution).”

But, according to the UMA suit, the ordinance “usurps (federal) power to regulate ‘operating authority’ for interstate and intrastate charter bus operators by im-

posing” discriminatory and unduly burdensome municipal requirements as a precondition to traveling within the city.

“Mr. Mastromarco vastly overstates the scope of the city’s reach,” Coppola said during the evidentiary hearing.

“We only regulate charter transportation that operates point to point within the city. That’s in the definition of charter service in the ordinance. ...He’s said the federal regulations are more extensive than what the city requires. If that’s true, I don’t see why we’re here.”

Paul Arcediano, owner of an Austin-based company called

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# Feds reject attempt by Fung Wah to return to service

BOSTON — Fung Wah Bus Transportation, the once-popular curbside Chinatown carrier shut down last year by federal regulators for repeated safety violations, has lost its latest attempt to get back on the road.

The Federal Motor Carrier Safety Administration said it could not allow the company to resume service between New York and

Boston because Fung Wah had not shown a willingness or ability to comply with federal safety regulations.

“Notwithstanding finely worded statements of policy and procedure put forward on their behalf, Fung Wah is not willing and able to comply with the applicable federal requirements for operating authority,” the agency concluded

in its latest review and formal rejection of the company’s application for new operating permit.

Despite the setback, Fung Wah isn’t giving up and has filed a notice with the FMCSA that it plans to appeal the ruling, Alexander Linzer, a New York attorney who represents the company, told *Bus & Motorcoach News*.

“Fung Wah is ready, willing

and able to get back on the road,” he said, adding he is confident the company will prevail in its appeal.

The FMCSA pulled Fung Wah’s operating authority just over a year ago after inspectors from the Massachusetts Department of Public Utilities turned up significant safety violations that resulted in the issuance of an im-

minent hazard operations out-of-service order.

The order directed the company to immediately park 21 of its 28 motorcoaches, some of which had serious cracks in their frames.

According to federal regulators, Fun Wah also failed to inspect, repair and maintain its vehicles, falsified inspection records,

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# THE DOCKET

## D.C. ticket cameras to go after more traffic violators

WASHINGTON — The automated traffic cameras that have issued hundreds of thousands of tickets to drivers who speed or run red lights in the District of Columbia are now spitting them out for several other traffic infractions.

Motorcoach drivers beware.

The cameras, which have produced tens of millions of dollars in revenue for the district, are now positioned to catch drivers who block intersections, roll through stop signs, fail to yield to pedestrians, pass through an intersection at an unsafe speed, or take an "oversize" bus or truck on a street too small to accommodate it.

The fines for blocking an intersection or rolling through a stop sign are \$50.

All of the other violations carry a \$250 fine.

The cameras have been in

place since November, but the district extended the normal three-day warning period until last month.

"Motorists have been duly forewarned," John B. Townsend II of AAA told *The Washington Post*.

In addition to speeding and red-light cameras, the Metropolitan Police Department has deployed:

- 32 portable stop-sign cameras near schools
- 24 intersection speed cameras
- 20 gridlock camera units to identify vehicles that "block the box"
- 16 crosswalk or pedestrian right-of-way cameras to catch drivers who fail to stop for a pedestrian
- Eight "oversize vehicle" camera sites on residential streets

## Shortcomings of CSA highlighted

WASHINGTON — The Compliance, Safety, Accountability enforcement program created and operated by the Federal Motor Carrier Safety Administration has been successful in some respects but needs improvement, says the U.S. Government Accountability Office.

CSA, as the program is often called, has helped the agency expand its reach, among other benefits, but because of data shortcomings it is not as strong a predictor of crash risk as it could be, the watchdog agency said. The FMCSA should revise the Safety Measurement System, which is the core component of CSA, and it should take the limitations of the system into account when it installs the pending safety fitness regime, the GAO said.

The Government Accountability Office undertook the analysis of CSA at the request of U.S. senators

concerned about the effectiveness of the program.

Many in both the motorcoach and trucking industries have regularly expressed concerns about CSA since it was introduced more than three years ago.

While many critics support CSA program objectives, they agree with the GAO findings that the scores produced by the program don't represent an accurate or precise assessment of the safety of many bus and truck operators and aren't a good predictor of future crash risk.

Many critics also contend the FMCSA should remove operator CSA safety scores from public view.

"Since scores are so often unreliable, third parties are prone to making erroneous judgments based on inaccurate data, an inequity that can only be solved in the near term by removing the scores from public

view," said one trucking industry executive.

The GAO did not look at that question, however.

"Due to ongoing litigation related to CSA and the publication of SMS scores, we did not assess the potential effects or tradeoffs resulting from the display or any public use of these scores," GAO said in its report.

### SMS shortcomings

The GAO said the FMCSA faces two challenges in assessing safety risk with CSA.

First, the regulations the agency uses to calculate safety scores are not violated often enough to strongly associate them with crash risk for individual carriers.

And second, there is not enough data to reliably compare most carriers' performance with their peers.

"Most carriers operate few vehicles and are inspected infrequent-

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# White House OKs drug-and-alcohol clearinghouse rule

WASHINGTON — The Federal Motor Carrier Safety Administration is essentially one step away from publishing a rule that would create a national database containing driver drug and alcohol test results.

The proposal, a safety management tool that many in the bus and trucking industries have advocated for years, has been cleared by the White House Office of Management and Budget.

In a notice published by the Office of Management and Budget, the OMB noted that the FMCSA may have to make changes to the proposal it submitted before it is published.

Typically, final publication of a rule follows shortly after OMB clearance.

In general, the proposed rule will mandate employers to report positive drug-and-alcohol test results and refusals to a federal clearinghouse. It also will require prospective employers to query the database, with the applicant's permission.

The idea is to give bus and truck operators a way to make sure job applicants have completed the return-to-duty process, and to assure carriers are doing the required testing.

Details will not be available until the proposal is published but Congress spelled out what it wants the clearinghouse to do in last year's highway and public trans-

portation law.

The law says the database should be maintained by a third-party contractor and should have security protections to ensure privacy.

Employers would pay a nominal fee to use the system. There would be no charge for drivers

who are requesting their own information.

Employers would have to make sure that a driver applicant has been tested within the past three years. If the test was positive, the driver must have completed the required return-to-duty process.

The employer also has to check

if a driver refused to take the test. And the employer would have to check the database once a year after hiring the driver.

An employer would have to get a driver's consent before looking at his or her record. The clearinghouse administrator would have to notify a driver when the clearing-

house has received a record, when a record has been modified or deleted, and when a result has been released to an employer.

Drivers would be able to make sure their records are accurate, and could make updates if necessary. There would be a dispute procedure, including an appeal process.

## Fuel standard for California remains as is

SAN FRANCISCO — A federal appeals court has declined to rehear a legal challenge to block implementation of California's low-carbon fuel standard aimed at lowering greenhouse-gas emissions in the transportation sector.

By refusing to revisit the issue, the ruling by the U.S. 9th Circuit Court of Appeals here leaves standing a three-judge panel's decision last year that allowed the state to move forward with its plan to require California oil refiners to reduce by 10 percent the carbon content in transportation fuels by 2020.

In last year's ruling, the panel called the regulation an "innovative, nondiscriminatory regulation to impede global warming."

The next step open to refiners would be to seek a review of the decision by the U.S. Supreme Court.

Refiners and others contend the fuel standard will boost fuel prices in California.

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## GAO or CSA

CONTINUED FROM PAGE 4

ly, providing insufficient information to produce reliable SMS scores," the GAO said.

One result is that the FMCSA has identified many carriers as high risk that have not been involved in a crash, which may cause the agency to miss opportunities to intervene with carriers that were involved in crashes.

GAO's proposed solution is for the safety agency to score only the carriers that have more information. GAO noted, however, that this approach comes with a trade-off. Fewer carriers would have SMS scores, but those scores would be more reliable predictors of risk.

In revising its SMS methodology, the agency should identify the limitations caused by the quantity of data and by variability in the carrier population, the GAO said. It also should identify limitations in the precision and reliability of the data.

The GAO also noted that the safety agency is preparing a rule for determining safety fitness using a carrier's safety data. The agency should consider the limitations in that data while it drafts that rule, the GAO added.

FMCSA had "significant and

## Study: CSA still isn't well understood

ARLINGTON, Va. — The American Transportation Research Institute has released a white paper indicating that commercial motor vehicle enforcement officers do not have a good understanding of the Federal Motor Carrier Safety Administration Compliance Safety and Accountability program.

CSA was adopted nationally by the FMCSA more than three years ago after it was a pilot program in several states.

The study also indicated that understanding of the program by the nation's truck drivers is poor.

Among enforcement personnel, respondents performed with 66.5 percent accuracy on a CSA

substantive disagreements" with GAO during the drafting of the report, which led to a rewrite in which GAO made it clear it is recommending that the agency do a formal analysis of its SMS methodology rather than prescribing changes.

The FMCSA defended the CSA program, but said it will consider GAO's proposals.

"We are always looking for ways to improve our safety oversight methods, and will carefully consider the GAO's latest recom-

knowledge test.

"These findings suggest that, relative to the other testing groups, enforcement personnel have a moderate understanding of CSA," the study reported.

The American Transportation Research Institute partnered with the Commercial Vehicle Safety Alliance to obtain a baseline level of enforcement personnel knowledge of CSA.

Ninety-nine U.S. law enforcement personnel completed the American Transportation Research Institute CSA knowledge test.

Of the respondents, 90 represented state-level enforcement, eight were local enforcement, and one represented federal-level

enforcement. "and the potential impact this may have on enforcement activities."

## Volpe study likes SMS

WASHINGTON — Shortly after the GAO report was released, the FMCSA issued its own study that "confirms" the agency's Safety Measurement System is more effective at identifying commercial bus and truck companies of all sizes for targeted enforcement than the system it replaced.

Researchers working for the FMCSA reportedly analyzed the

association between historical carrier data and future crash involvement by taking two years of pre-SMS safety data for a subset of carriers, running it through the system's algorithm, and then following those companies' crash records for 18 months.

Results show that the companies the SMS would have identified for interventions such as roadside inspections, warning letters and on-site investigations had a future crash rate of more than double the national average.

ATRI said it's expanding on the study's findings, including the enforcement personnel results.

The research organization said it wants to further evaluate enforcement personnel CSA knowledge

"and the potential impact this may have on enforcement activities."

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## Red Mountain Pass reopens in Colorado

OURAY, Colo. — Crews working to stop a rock slide along U.S. Highway 550 over Red Mountain Pass near Ouray wrapped up work on a 360-foot-long by 24-foot-high fence to keep more rocks from falling onto the roadway.

The Colorado Department of Transportation reopened the roadway to 24/7 traffic. The road was closed after an initial slide onto the highway in mid-January.

The closure severed the only direct route from Ouray to Silverton, normally a 70-mile drive. A detour over Dallas Divide and Lizard Head Pass added nearly 100 miles to the trip.

In addition, 79 percent of the carriers that SMS would have ranked as high risk in at least one of the seven safety categories it monitors, had higher future crash rates compared to those it would not have identified.

The FMCSA study was conducted by the Volpe Center and peer-reviewed by independent experts, said the FMCSA.

The full report is available at [http://csa.fmcsa.dot.gov/Documents/CSMS\\_Effectiveness\\_Test\\_Final\\_Report.pdf](http://csa.fmcsa.dot.gov/Documents/CSMS_Effectiveness_Test_Final_Report.pdf).

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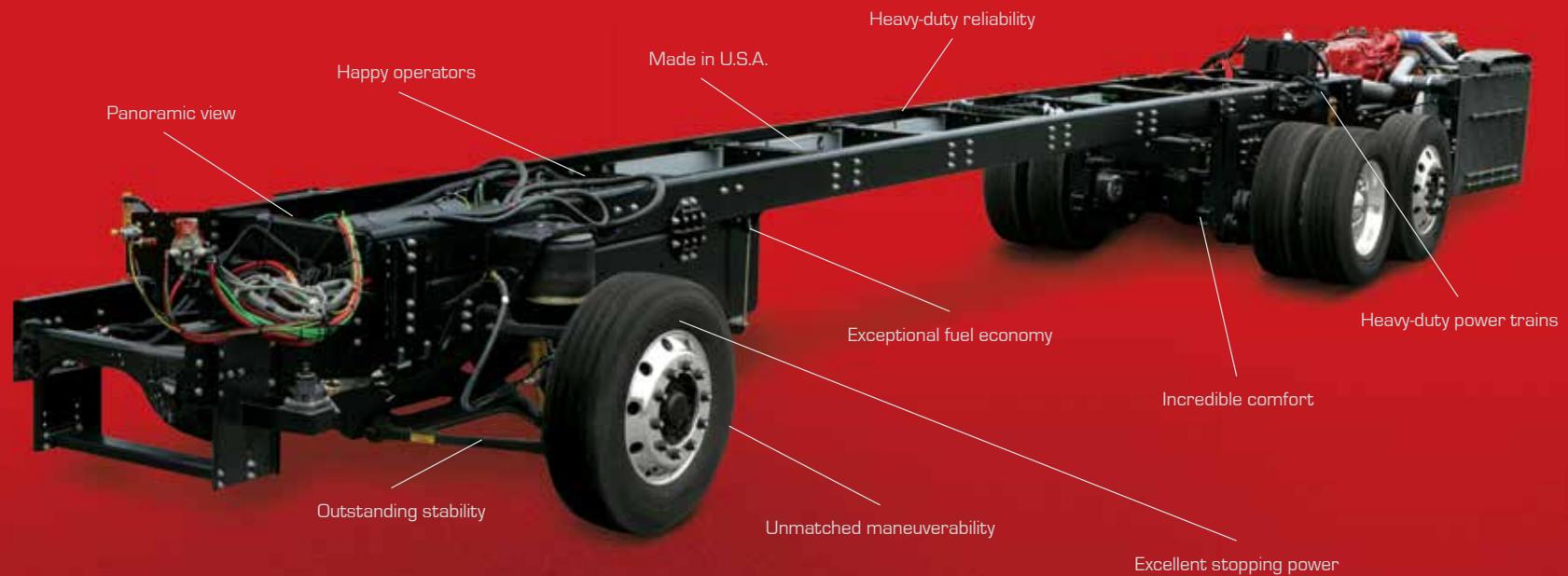
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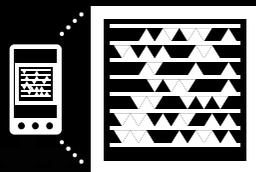




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## No hazmat loads on Ambassador Bridge

DETROIT — Motorcoach operators using the Ambassador Bridge to cross between Detroit and Windsor, Ontario, don't have to worry that their passengers, drivers and buses will be sharing the span with hazardous materials.

The Michigan Department of Transportation announced it will not allow corrosive or flammable materials to cross the busy bridge between the U.S. and Canada.

The MDOT announcement followed an eight-month review of an application filed by the bridge owners, Manuel Moroun and his

family, who wanted to see hazardous materials, including fuel, allowed over the span.

As part of the review, a technical study of the issues was released in December 2012 and, afterward, MDOT held a series of public hearings where the public, law enforcement agencies and emergency responders on both sides of the border weighed in on the application.

MDOT said it "determined that no net improvement to public safety would result from granting the modifications requested by the [bridge owners]."

Now more than 80 years old, the Ambassador Bridge is the only crossing between Detroit and Windsor.

Fuel tankers and most other trucks running hazardous materials across the river must use the Detroit Windsor Truck Ferry or go 60 miles north to the Blue Water Bridge in Port Huron, Mich.

Michigan and Canada are planning to build a new publicly-owned bridge over the river, a plan Maroun has vigorously opposed.

Maroun criticized the MDOT decision and pledged to seek judicial review.

## Proposed bridge still needs U.S. \$\$\$

DETROIT — Bus and truck operators may have to wait even longer than expected for the New International Trade Crossing over the Detroit River.

The proposed bridge, connecting Ontario to Michigan, could be delayed if the U.S. government doesn't soon commit to paying for a customs facility on the U.S. side, according to a Toronto newspaper.

The Canadian government has said it'll pay \$2.1-billion to complete the bridge, which will relieve congestion on the Ambassador

Bridge in Windsor, but only if the U.S. pays for the \$250-million customs plaza on the Michigan side.

The project has all the necessary environmental approvals, but bridge administration has not yet asked Congress for the money.

"Until you get clarity or confirmation of [the U.S. government's] intentions, there is concern," Roy Norton, Canada's consul-general in Detroit, told the *Globe and Mail*.

He said the upcoming U.S. federal budget would be a good

opportunity for Congress to allocate the money.

Unless the U.S. secures the funds needed to build the plaza in the next few months, the Canadian government cannot move forward and find a company to build the bridge because the builder is required to also invest in the project.

The investment will be repaid through bridge tolls.

"There has to be traffic for there to be tolls. There has to be a customs plaza before there can be traffic," Norton said.

## Diesel fuel prices climb, highest since September

Diesel fuel prices rose in February, climbing to a national average price of near \$4 a gallon, led by price spikes in the Northeast.

The U.S. Department of Energy reported that the price of diesel in the New England and central Atlantic regions soared to more than to \$4.30 a gallon.

The national increase left the motorcoach industry's main fuel at its highest level since September. The February gains also were the biggest since then.

Despite the increase, the price of diesel is still a few cents a gallon less than it was a year ago, the USDOE reported.

Gasoline, meanwhile, averaged \$3.30 a gallon, little changed from January. The motor fuel is roughly 25 cents a gallon below last year.

Analysts said cold weather was the main driver of higher diesel fuel prices, with the gains highest in the East Coast and Midwest regions — areas in which heating oil is widely used during the winter and often boosts diesel's price, as both are distillate

fuels.

"Higher diesel prices are almost entirely driven by the weather and seasonal demand," said Sean Hill, an analyst in the USDOE Energy Information Administration.

"We've had considerably colder weather than expected, and distillate stocks are dropping and tightening up the market for the first time in a while," Hill reported.

Gasoline supplies also fell but less than forecast.

The USDOE surveys about 400 diesel filling stations and 800 gasoline stations to compile national average prices.

Diesel prices also have pushed higher in Canada, with the cold weather boosting prices in Ontario to the highest level in six years.

DEF prices fluctuate

Meanwhile, DEF Tracker reported the average price for all diesel exhaust fluid bulk supply modes in the U.S. and Canada bumped higher; 7 cents per gallon higher in the U.S. Truck stop DEF prices remained unchanged.

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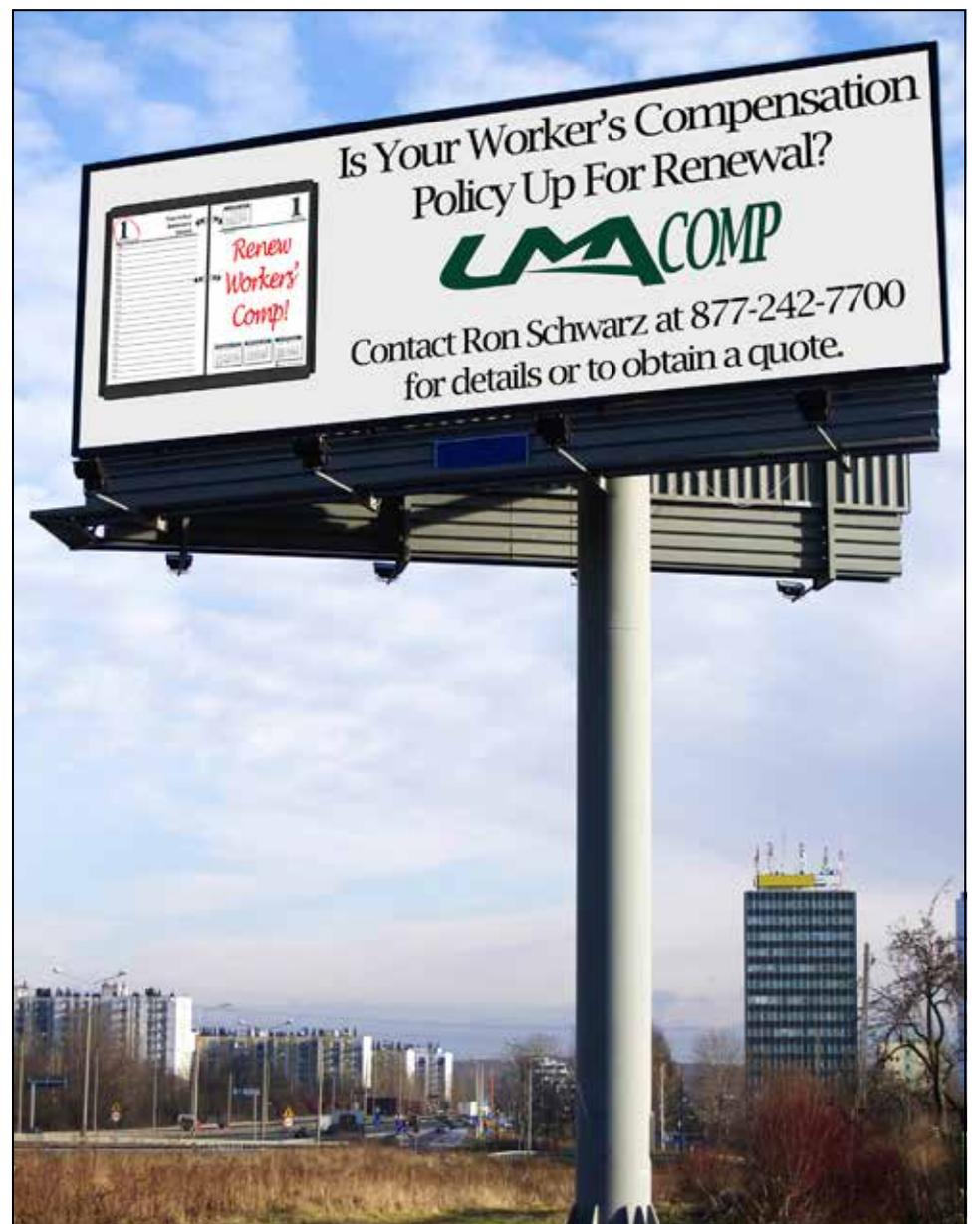
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## Obamacare

CONTINUED FROM PAGE 1

cases, it's more expensive anyway. Most people didn't understand the exchange so we had a Blue Cross agent come to our company to explain their options and how it worked."

On company health-insurance rates: "Our rates are going to go up. They went up 18 percent this year — our standard increase," said Crouch.

"They may make us go composite, so everyone will pay the same no matter what your age is. Your older people will save; younger people will get hurt.

"We pay 80 percent of individual coverage with a max cap of \$600 a month. We just upped our coverage to 80 percent to soften the blow to them. It was 60 percent. We have 100 percent co-insurance.

"We had a good year last year companywide. We decided we'd up our benefits to the employees, but I don't know how long we can do that. It's a year-to-year thing," said Crouch.

### In Chicago

Carl Ekberg, vice president of Chicago Classic Coach in Mt.

Prospect, Ill., said the advent of Obamacare didn't cause a ripple for the company.

"We offer (healthcare coverage) to employees, but (the Affordable Care Act's) a non-event. Actually, our premiums went down about 30 percent because of the fact they don't look at previous conditions and now it's just by age.

"Now, overall, that's not going to be the case. It'll get more expensive. (Reconsidering healthcare coverage) is something you have to do (as an employer); it's a necessity."

### In Michigan

Trenton Stange, owner and president Compass Coach Inc. in Cedar Springs, Mich., said his company made changes to its health insurance coverage in the wake of Obamacare.

"I used to offer full health coverage for my full-time drivers," he said. "I dropped it in May because my rates kept going up and the out-of-pocket expenses for my drivers kept going up, too.

"I was finding out it'd be less expensive for them to purchase their own policies. I told them to wait for the (Affordable Care Act) to go (into effect).

"My group policy was great

but I can't deny the spouses going on the policy, too. I had a couple spouses who weren't very healthy, and that's what increased my premiums. I couldn't do it anymore. For some reason you're put in a group and the premium increases.

**'The administration really needs to go after hospitals and the pharmaceutical companies if we are ever going to get a true handle on healthcare costs.'**

"Having the drivers buy their own policy has brought down my costs because I'm capped at \$200 per employee and I was at \$330 per employee per month before the increase. It went up to \$385 in May. And that was just my portion of it."

Stange said the majority of his employees have found health insurance via the government-run exchange.

"Even with the part-timers, if

they can't afford it, they may be in a situation where they'll get a tax credit and their health care will only cost \$360 and they get a tax credit of \$390, so they're getting free health care (coverage).

"I'm giving them 60 percent, or up to \$200, to purchase their own policy per month. Even in a worst case scenario, \$6,000 deductible, they're protected and (capped). I think everyone should at least get on it and try it."

Stange has become an advocate of Obamacare: "I see it as an excellent thing. I wish people didn't have such a negative response to it and try it.

"It is (saving money for me as an employer). I have one of my gentlemen, who got his own policy through Obamacare, and he's paying \$150 less out of pocket than what I would've paid for that same policy. It's much better. It's a win-win."

### In Salt Lake City

Dennis McElroy, manager of human resources at All Resort Group in Salt Lake City, said that company offers health insurance for full-time employees.

The company pays 81 percent of the monthly premium and the employee pays the remaining 19

percent. This split has remained constant for about seven years.

Premiums have remained unchanged at All Resort Group... "so far," says McElroy.

"But our coverage year is from June 1st thru May 31st. We have not had a premium increase in three years, which is unusual to say the least. Thus, we are probably going to have a premium increase this year, but I will not know for a couple of months yet what it will be."

At one point in his career, McElroy held a life and health insurance sales license for 10 years. He lobbied on insurance issues in Utah. Before that, he wrote grants for medical research and medical programs for nearly 20 years.

As a result of his experience, he holds strong opinions on aspects of the health insurance debate.

"I understand why the (Obama) administration went after insurance companies first," he said, and "I agree we do need healthcare reform in the USA.

"However, the administration really needs to go after hospitals and the pharmaceutical companies if we are ever going to get a true handle on healthcare costs. At least that is my opinion."

## Fung Wah

CONTINUED FROM PAGE 3

failed to ensure its drivers were qualified and complied with hours-of-service regulations, and failed to meet drug and alcohol testing requirements.

In its effort to get back on the road, Fung Wah took undisclosed steps to correct many of its violations. In July, the company signed a consent agreement with the FMCSA that allowed the federal agency to upgrade the carrier's

"unsatisfactory" safety rating to "conditional."

However, the FMCSA said before the company could begin operating again, it would have to apply for new operating authority.

The FMCSA's order denying the company new operating authority contained few specifics explaining its decision. Instead, it listed a series of factors it said are considered by regulators when they make operating authority decisions.

Among them were the extent

of existing or past violations and the degree they might affect safety operations, whether past violations were the result of willful failure to comply with regulations, whether safety management controls exist to ensure compliance with requirements, and the existence of corrective action.

The FMCA did note that Fung Wah had refused during its inspections to allow federal regulators access to certain documentation that they sought to examine.

The FMCSA used that refusal

as the key reason to revoke the company's operating authority under a new enforcement tool that was contained in the Moving Ahead for Progress in the 21st Century Act (MAP-21) that went into effect last year.

Additionally, it said that after Fung Wah filed its application for a new permit, it submitted three separate applications for reinstatement of its former operating authority.

Federal regulators suggested that those applications, which

were filed in October, November and December, appeared to be an attempt by the carrier to avoid the FMCSA passenger carrier vetting process.

Boston-based Fung Wah began offering curbside service to New York's Chinatown about 10 years ago, during a period when scheduled bus service was in the doldrums.

Its low fares and express runs became so successful that a number of other companies began similar service.

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# Bus & Motorcoach NEWS

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# The importance of knowing (a lot) about tires, weight

By Dave Millhouser

It seemed like the bargain of the (last) century.

Money was tight and we'd found a "deal" on some slightly used tires.

The size was right, they had tons of tread, and the ply rating seemed appropriate.

"Ply rating" was the old way of measuring tire strength...sorta.

So, we blithely began mounting them on coaches.

We weren't too sophisticated, so it came as a bit of a surprise when one of our resident geniuses noticed that the sidewalls were stamped "DO NOT EXCEED 50 MPH."

We'd bought used tires rated for transit use, and all that extra tread generated too much heat to be safely run at highway speeds.

Athletes understand there's a critical balance between weight and speed. If you're fat, it's hard to go fast and maneuver.

One thing regulators are beginning to take very seriously is motorcoach weight, and its relationship to speed and safety.

For years, most states didn't require coaches to cross highway scales, and as a result we've been liv-

ing in a bit of a dream world. Increasingly, buses are going to be weighed, and inspectors are going to look closely at weight-related factors.

Motorcoach builders and operators have used weight estimates to determine coaches' maximum seating and baggage capacity, but those calculations have been based on what our ancestors weighed.

The GVWR (gross vehicle weight rating) placard mounted in every coach is a no-nonsense indication of how much that vehicle can safely carry at its rated speed.

We're chubbier than previous generations (with luck, taller too). If manufacturers assume that passengers weigh 150 pounds, but the average is closer to 200 — that's a problem.

And, if every seat is occupied, with full luggage bays, the coach is probably exceeding its GVWR. Pull into a weigh station or inspection...and there may be trouble.

Just because (obsolete) estimates allow the manufacturer to install 57 seats, doesn't mean the coach will always be under its designed maximum weight if they're all occupied. Don't blame the builders; we've pushed them for more capacity.

A vehicle's GVWR is based on a number of factors involving some variables. It makes suppositions about operation, as well as factors directly under the operator's control.

Manufacturers certify a vehicle, assuming it doesn't exceed its rated speed, and presuming that replacement tires and brakes are at least equal in performance to the ones originally installed.

If a builder rates a coach at 71 mph, and it's involved in an accident while fully loaded, at 75 mph, not only was it speeding...it was overweight. Lawyers and regulators may have figured this out.

Tie your governors, speed limiters, electronic engine control units or whatever you want to call 'em down to the manufacturer's specification, or lower.

When a coach's specifications call for "H" rated tires, and it's running "Gs," it's not capable of safely operating at normal weight and speed.

Under-inflated tires can't bear as much weight as when they're fully inflated.

Folks, if I know this stuff, you can believe that increasingly sophisticated law enforcement peo-

ple (and lawyers) do too.

This weight thing isn't just about avoiding fines, it really is about safety. Blowouts and tire fires are serious business.

We can't scale every coach each time it's loaded (or another passenger climbs on). However, it might be instructive to check a fully loaded bus sometime. Fill the seats with employees and friends. (Customers may take offense at being driven over a scrap-yard scale.) You might be surprised to see how heavy it is.

When the Sumo Wrestling Club charters a bus...leave a few seats empty. They only wear loin clothes, so in their case, luggage weight might not be a factor.

Double down on tire maintenance and awareness. If coach specs call for G rated tires...installing H might buy an extra margin of safety. If some of your coaches call for H and others G...installing all H's eases administration and reduces opportunities for errors.

Legitimate spare tires need to be properly rated and inflated.

Tires last longer and save fuel when correctly inflated, but more important, they're much less likely to fail catastrophically.

On coaches that have tire pressure monitoring systems, make sure they're working correctly, and that drivers and mechanics heed



Dave Millhouser

alerts. They should understand that sensors need to be mated with the coach the tire is mounted on. Systems get confused when you take a tire from one coach and stick it on another without proper introduction.

Other than the Sumo wrestlers, tires seem to be the weight critical item operators can control most.

Rather than just shopping price, find a first-rate supplier who can keep you informed on ratings and all the other stuff you know a little about...because knowing A LOT is becoming critical.

If we'd known more, we wouldn't have needed to try selling transit tires to tug boats for use as fenders. Darn few tugs where we were — in Colorado.

Dave Millhouser is a bus industry marketing consultant and freelance writer. Contact him by email at: Davemillhouser@gmail.com.

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## National Interstate

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Today, National Interstate is a leading motorcoach industry insurer and has diversified into several other niche insurance markets.

When American Financial Group announced the tender offer, the offering price was \$28 per share — in cash. The share price

quickly traded above that level, indicating investors thought AFG should have offered more for the shares.

The \$28 per share price gave the deal a value of \$266.6 million, according to documents filed with the U.S. Securities and Exchange commission.

Additionally, the \$28 price represented a 26 percent premium

over National Interstate's closing price of a little over \$22 a share on the day the announcement was made.

Others quickly pointed out, however, the offer was measurably below National Interstate's 52-week high of \$36.36 per share.

American Financial Group said if the tender offer is completed, and Great American Insurance ends up

with at least 90 percent of the shares outstanding of National Interstate, then it "intends to cause a...short-form merger of National Interstate into a subsidiary of AFG."

The 90 percent figure would seem to indicate Spachman might have difficulty blocking the deal — if he were inclined to do so.

The tender offer and withdrawal rights expire at midnight March

6, unless the offer is extended or earlier terminated in accordance with SEC rules, American Financial added.

American Financial, a \$40 billion company, is financing the purchase internally; it is not borrowing money to complete the deal.

Two days after American Financial Group made its announcement, the board of National Interstate said it intended to advise shareholders of its position regarding the offer in a filing with the SEC.

The board recommendation is likely to be an interesting tap dance. That's because the National Interstate board is dominated by directors who are employees of American Financial Group, Great American Insurance or National Interstate.

Only three of the current 10 directors are "independent" in accordance with NASDAQ Stock Market listing standards and Securities and Exchange Commission regulations.

However, National Interstate is not required to have a majority of independent directors — as would otherwise be required by the rules of the NASDAQ Stock Market — because of the "controlled company" exemption from the rules that apply to corporations where more than 50 percent of the voting power for the election of directors is held by an individual, a group or another company.

In the case of National Interstate, Great American Insurance holds roughly 52 percent of the voting power for the election of directors.

Despite the controlled-company exemption, law firms quickly began soliciting stockholders, questioning the \$28-per-share offering price.

The offer by American Financial Group comes in the wake of lackluster financial performance by National Interstate in recent years.

National Interstate's return on equity has dropped annually from 19 percent in 2009 to around 4 percent last year.

Despite the run-up in the stock market during 2013, National Interstate's share price underperformed the S&P 500 index, declining nearly 23 percent from its price level of a year earlier.

Overall, company earnings have been weak. A week before the American Financial offer was revealed, National Interstate announced its fourth-quarter 2013 net income was essentially flat despite a 14 percent increase in gross premiums written during the quarter.

Full-year 2013 earnings per share were expected to be down substantially from year-ago results — even as gross premiums written increased 10 percent during the year.

Analysts have forecast another weak year for 2014.

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# Florida coach operator, tour company announce alliance

FORT LAUDERDALE, Fla. — A south Florida motorcoach company has teamed up with a central Florida tour operator to streamline their operations by focusing on their strengths.

Corporate Coaches of Fort Lauderdale purchased the transportation division of Orlando-based Florida Dolphin Tours.

Prior to the purchase, both companies offered a mix of travel and leisure-time services that, while varied, also overlapped.

Andy Bardar, president of Corporate Coaches, explained it this way: "Florida Dolphin Tours has done a great job of designing and marketing tours, while Corporate Coaches' expertise is in operating motorcoaches.

"Florida Dolphin Tours will now be able to devote all their energy to offering the best possible tour experience, while we handle the ground transportation component. ... We will each do what we do best, and our customers will benefit."

The acquisition of Florida Dolphin's motorcoaches increases Corporate Coaches' fleet to 70 vehicles, including 38 Van Hools.

Corporate Coaches was found-

ed 15 years ago and has grown into one of Florida's larger and more diverse bus operations. Besides standard motorcoaches, its fleet also includes double-deck Van Hools, midsize buses, limousines, SUVs, town cars and limo vans.

It primarily provides charter,

casino and limousine services.

Andy James, president and CEO of Florida Dolphin Tours, said the "strategic alliance with Corporate Coaches is a perfect fit, with each of us able to concentrate on our strengths. Many of our clients are global, which opens nu-

merous opportunities for both of us in current and future business."

Founded in 1996, Florida Dolphin Tours started by providing scuba diving tours around Florida. It transitioned to a full-service excursion and sightseeing company, offering 45 different products,

ranging from swimming with dolphins and manatees to daily excursions to Kennedy Space Center Visitor Complex, to weekend sporting events of all types.

For more information, go to [www.corporatecoachesfla.com](http://www.corporatecoachesfla.com) and [www.floridadolphintours.com](http://www.floridadolphintours.com).

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## Temsa TS45

CONTINUED FROM PAGE 1

integral monocoque construction, with stainless steel framing. It's equipped with a Cummins/Allison powertrain — 425-horsepower ISX engine and B500 Gen5 transmission.

Standard features include LED headlights, a six-cylinder Bitzer compressor on the HVAC system, ISRI driver seat, and three-point belted driver and passenger seats.

Key standard safety features include lane departure warning, tire pressure monitoring and engine fire suppression systems, rear parking sensor, and a brake pad wear monitoring system.

Said Duane Geiger, executive vice president of sales and service at CH Bus Sales: "We are excited about adding the TS45 to the market. ... Operators can expect the same high-quality driving experience that they have come to know through the Temsa TS30 and TS35 coaches."

CH Bus Sales is the exclusive distributor of Temsa coaches in the U.S. Temsa is a wholly-owned subsidiary of Sabanci Holding, the leading industrial and financial group in Turkey.

More information at [www.ch-bussales.com](http://www.ch-bussales.com) and [www.temsa.com](http://www.temsa.com).

## Yankee Trails

CONTINUED FROM PAGE 1

bars public transit agencies that receive U.S. taxpayer money for bus purchases and maintenance from competing with private bus companies.

“FTA finds that the proposed service that (the New York Office of General Services) requests in its RFP is charter service under 49 C.F.R. part 604. Each of the three basic elements of charter service is

present,” the opinion states.

“First, the service is being requested by and funded by an outside third party (the New York Office of General Services). Second, the state employees will have exclusive use of the buses. The contractor will be picking up riders at parking lots designated exclusively for state employees, only state employees will be able to board the buses and presumably they will need to show their state identification badges to board the bus. The

bus routes will be express to state offices in downtown Albany.

“According to the RFP, (the New York Office of General Services) explicitly retains the sole authority to control the passengers who will be allowed to utilize the service... Third, (the New York Office of General Services) will be paying a negotiated price for the service.”

The opinion also states that “the requested service does not qualify for any of the regulatory exceptions to the charter service

prohibition.” Among the exceptions would be service for official government business limited to 80 hours or service which no private operator is interested in providing.

“In order for a recipient of federal financial assistance such as (the Capital District Transportation Authority) to provide service similar to that set forth in the RFP, it must constitute public transportation, which would require significant modification from the current configuration as charter

service. Public transportation service must be open to the general public, have a regular fixed route and regular schedule, and a regular fare paid by each rider, essentially regular and continuing general transportation,” Nifosi wrote.

“The current proposed (the New York Office of General Services) service is charter service under 49 C.F.R. part 604. (The Capital District Transportation Authority), a recipient of FTA funds, is prohibited from providing charter service.”

Bids for the commuter service were due to be opened last May 29 and the five-year contract was to commence Oct. 1. Due to the dispute over the Capital District Transportation Authority bid, Yankee Trails continues to provide the service under the previous contract.

Stephen Tobin, president of Yankee Trails, said he has been informed that state officials will schedule a meeting soon to discuss their next steps in handling the contract.

A “certificate of bid opening” posted last year by the Office of General Services listed four vendors seeking the work at that time — Capital District Transportation Authority, Yankee Trails, Northeast Shuttle and Center Transportation Services.

Carm Basile, chief executive officer of the Capital District Transportation Authority, wrote to Tobin last May 9 after the dispute began, “Rest assured we do not operate ‘charter service’ and do not have any plans to do so in the future.”

However, he added, “In keeping with our mission and purpose, we will continue to explore opportunities to improve on and promote public transportation services to the people of the Capital Region — including New York state employees and others that work in downtown Albany.”

The service schedules contained in the New York RFP for the Albany area list about 200 daily departures from commuter lots containing 3,600 parking spaces.

Six months before Yankee Trails requested its advisory opinion from the FTA, the United Motorcoach Association wrote to the Capital District Transportation Authority, asking that it not submit a proposal to compete for the New York state employee shuttle contract.

In its letter, UMA noted in great detail how the proposed service appeared to violate the federal charter service rule, and the transit agency should do the right thing by withdrawing from the process.

The Capital District Transportation Authority provides transit services to Albany, Rensselaer, Saratoga and Schenectady counties, an area of 2,300 square miles, according to its website. It operates 306 vehicles and carries 15.7 million passengers annually.

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# MCI promotes four to vice president, bolsters marketing team

DES PLAINES, Ill. — Motor Coach Industries has retooled elements of its sales and marketing team, including promoting four executives to vice president and adding new roles in marketing.

“With these moves, we are furthering the leadership of some of our best sales talent while realigning other positions into marketing to better meet sales objectives,” said Patrick Scully, executive vice president of sales and marketing at MCI.

Here are the changes:

Mitch Guralnick, who has been at MCI for 15 years, including director of pre-owned coaches since 2008, has been promoted to vice president of pre-owned coach sales. He continues to lead the division’s sales and marketing functions, reporting to Scully.

Darril King becomes vice president Setra sales specialist from vice president regional sales. He had been expected to retire at the end of last year.

The popular King joined MCI when the company gained Setra North American distribution rights 18 months ago. He will be the “Setra brand ambassador,” working closely with MCI sales representatives. He continues to report to Patricia Ziska, MCI vice president of sales.

Tom Wagner has been promoted to vice president of public sector sales from executive director of business development, public sector. Wagner, who joined MCI in 2005, will continue to oversee MCI’s public sector accounts and assist MCI regional sales staff, now responsible for sales to both private and public sector accounts. He continues to report to Scully.

Louis Quaglia was promoted to vice president of regional public sector sales from business development director. Quaglia retains account responsibility for large public sector accounts in the eastern U.S., including New Jersey Transit and New York City MTA. He continues

to report to Tom Wagner.

Brent Danielson, based at MCI’s Winnipeg plant, becomes director of sales engineering and product planning, where he will work with sales, engineering and production to improve information flow and customer satisfaction. He reports to Brent Maitland, vice president of marketing and product planning.

Brad Noeske has been promoted to manager of product planning and analysis from sales analyst, a position he has held since joining MCI seven years ago. In his new role, he will track market and customer information, working with product development and engineering to bring features and products to the market. He also reports to Maitland.



Mitch Guralnick



Darril King



Brent Danielson



Brad Noeske

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## People

RIVERSIDE, Calif. — **Fleet Financing Resources** announced the promotion of *Jonathan Tillery* to finance officer.

In his new role, Tillery will lead Fleet Financing Resources’ regional sales efforts. He will be responsible for developing, implementing and exploring opportunities to provide leasing and financing services to commercial operators of buses, livery-related transportation equipment and specialized vocational vehicles.

He has worked at Fleet Financing Resources for six years.

## Austin ordinance

CONTINUED FROM PAGE 3

R&R Limousine and Bus that does an estimated 90 percent of its work in Austin and central Texas, testified about the ordinance's potential reach.

"My largest concern is that if this is passed in Austin, next thing you know Georgetown is going to do the same thing, then Driftwood and other towns," Arcediano said, mentioning communities sur-

rounding Austin. "My main concern is that other cities will follow suit and add fees."

That elicited a comment from Judge Sparks: "That does sound like a pretty good encumbrance."

Arcediano also estimated that his company would owe the city about \$20,000 in fees under the ordinance's permitting requirements.

Carlton Thomas, transportation regulatory supervisor and acting parking enterprise manager for the city, oversees ground transpor-

tation operations and enforcement for the city.

Speaking from the witness stand, Thomas said the city's jurisdiction does not include buses bringing passengers into Austin from outside the city, and he said that citations given out by his department "are Class C misdemeanors — it doesn't lead to you losing your authority to do business in Austin."

For example, he said, "If a fire extinguisher is not in place, we

would first speak to the driver and ask him to put it back where it belongs. He would be cited if there was not a fire extinguisher. It would be a Class C misdemeanor, punishable with a fine of up to \$500.

"The purpose of the ordinance was to update an ordinance that hadn't been addressed in a number of years," Thomas said. "We'd had issues with charter services in town. . . . When we made changes to the code, we didn't change the au-

thority — that already existed."

Coppola reiterated that much of the ordinance was designed to make a distinction between charter buses and taxis.

Also testifying was Jeff Polzien, the Oklahoma City-based owner/operator of Red Carpet Charters, who talked about the potential impact of the ordinance when his motorcoaches are contracted for local shuttle service in the city.

He testified he's most concerned about the requirement for an entire fleet to have matching paint jobs.

"We're changing our logo and paint scheme to redo our marketing," Polzien said. "That will take two to three years, so I will have a mixed fleet for two to three years."

Though the ordinance language mentions a unified appearance for fleets, Thomas said city inspectors are likely to view chipped or faded paint jobs as signals of a general lack of maintenance.

"Although they don't focus on the appearance, it allows us to weed out unprofessional operators," he said. "There's a correlation with those that violate these items and those who violate other rules."

UMA Vice President of Industry Relations and Chief Operating Officer Ken Presley pointed out later that it's difficult to have a uniform fleet.

"Even Greyhound doesn't have a uniform fleet in terms of markings," he noted. "It's unattainable and has no known relationship to safety."

Mastromarco took that a step further and said "the vast majority of these 38 points (are) not related to safety."

Among the points are requirements in the ordinance requiring motorcoaches carry a chemical fire extinguisher within the driver's reach; carry a spare tire, jack and lug nut wrench; be equipped with two-way communication equipment, and have air conditioning.

The ordinance imposes a longer list of aesthetic requirements: The vehicle must be reasonably clean, have matching wheel covers, and bear paint that "may not be noticeably rusted, flaked, scraped or faded." Damaged trim, paint and upholstery must be repaired.

All portions of the interior upholstery must match in color. All vehicles operated by a company must carry matching logos. The operator must carry an annual vehicle inspection by the state, evidence of more than 30 minutes advanced booking and a "trip ticket" listing the names of all passengers on board, a phone number for each passenger, and the fare information charged.



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# Ray Chaplar of Chemical Unit: Bus industry inventor, engineer

HENDERSON, Nev. — Across the vast spectrum of U.S. business, it's probably safe to say that the motorcoach industry is not widely perceived as a hotbed of invention.

In fact, many within the industry probably aren't familiar with the names Unit Chemical Corporation and Ray Chaplar.

However, most everyone reading this newspaper likely knows the product invented by Chaplar and manufactured by Unit Chemical: Pot Shot.

Fifty years have passed since Chaplar joined Unit Chemical and 40 have gone by since he invented Pot Shot.

Chaplar was lured to — some might say he was bamboozled into joining — Unit Chemical by a fellow engineer and former classmate at the University of California at Los Angeles.

Both were working at General Motors Corp. in the early 1960s and Chaplar's fellow UCLA alum said they would make a great team working together at the chemical company owned by the classmate's father.

But the "team" only lasted a few months.

The classmate's real plan was to find his replacement so he could escape from his father, leave Unit Chemical and attend film school.

Chaplar remained.

During the 1960s, the majority of Unit Chemical's business revolved around supplying disinfectants and deodorants to the federal government, with most of it going to the national fallout shelter program.

As business from the shelter program began diminishing, Unit Chemical started looking for business elsewhere.

And, as regulation of disinfectants became increasingly restrictive, Unit Chemical decided to focus more on the deodorizing side its business, which led to the development of Pot Shot.

Here's how Chaplar recounts events:

"Pot Shot toilet deodorant was developed in 1973 at the request of Bob Holland, the director of maintenance at Greyhound Bus Lines.

"Greyhound had been using a formaldehyde-base toilet deodorant for many years. Greyhound asked Unit Chemical Corporation to design an environmentally-safe, quaternary-based toilet deodorant that would work as well as the Turco Odor Shield product, with-



Pot Shot inventor Ray Chaplar, with grand-daughter Jillian, daughter of Unit Chemical Vice President Michael Chaplar.

out the irritating formaldehyde fumes, and cost no more than they were currently paying (six cents per toilet)."

"Then, in 1978, Super Strength Pot Shot was developed at the request of Trailways.

"This new product incorporated an improved formulation with superior tank cleaning ability and the first use of a new, longer-lasting baby powder fragrance. Trailways wanted to incorporate the baby powder fragrance into their entire interior cleaning products."

Fifteen years ago, the company began offering Pot Shot in nine other fragrances, including cherry, bubble gum, mulberry and lemon. Of course, the company still offers Pot Shot in the original baby powder fragrance. Cherry is No. 1.

In 2005, Unit Chemical moved its manufacturing to Henderson from Los Angeles, which had been home for more than 50 years.

Chaplar is particularly proud

of the fact that when the company moved from California it did not have to do any environmental remediation. "Not many chemical companies can say that after vacating a factory after more than 50 years," he notes.

The facility in Henderson has more than 40,000 square feet of manufacturing area, which provides plenty of room to grow.

Asked why so much manufacturing space was acquired, Chaplar says "it was crazy for me to make an out-of-state move back in 2005, when I was 67 years old; it would be impossible for me to make another move like that at age 75.

"I'm happy to have the extra room for growth."

Unit Chemical has been a family-owned and -operated company for 65 years. It offers an extensive line of professional cleaning products in nine categories, ranging from bus and motorcoach to swimming pool chemicals, restaurant and bar cleaning aides, and general janitorial supplies.

## Calendar

### MARCH 2014

**9-11 2014 Trailways Annual Stockholders Meeting & Conference**, Sandestin Golf & Beach Resort, Destin, Fla. Info: [www.trailways.com](http://www.trailways.com).

**19 Pennsylvania Bus Association Marketplace 2014**, Valley Forge Casino Resort, King of Prussia, Pa. Info: [www.pabus.org](http://www.pabus.org).

**20 Maryland Motorcoach Association Marketplace 2014**, Valley Forge Casino Resort, King of Prussia, Pa. Info: [www.marylandmotorcoach.org](http://www.marylandmotorcoach.org).

**20 Greater New Jersey Motorcoach Association Winter Meeting**, Bally's Atlantic City (N.J.). Info: [www.gnjma.com](http://www.gnjma.com) or email [monica@gnjma.com](mailto:monica@gnjma.com).



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