

# Bus & Motorcoach NEWS

WHAT'S GOING ON IN THE BUS INDUSTRY

## Despite costs, some operators are retrofitting seatbelts

The new federal highway and public transportation law mandates three-point seatbelts for NEW motorcoaches — and only new coaches.

But some coach operators are getting ahead of the curve and installing belted seats in older buses, report executives at two motorcoach suppliers and a major seat maker.

Ron Miller, general manager of the Motor Coach Industries Service Center in Loudonville,

Ohio, says there is “moderate” interest among operators in retrofitting older buses with seatbelts.

“Most of the belted seats we have installed have been for larger operators,” he said.

Jon Savitz of ABC Companies in Faribault, Minn., says three-point belted seats are most commonly being requested by operators when they inquire about coach refurbishing services.

Savitz attributes operators’ in-

terest in retrofitting seatbelts to “requests they are receiving from their customers to provide equipment with this safety feature included.

“In some cases, customers are including clauses within their contracts, requiring equipment with three-point seatbelts to be provided by operators,” says Savitz, who is ABC’s senior vice president of business development.

Savitz also noted that all used coaches on ABC lots that have been

through the company’s “Pre-Owned Refurbishment Program” — for select pre-owned motorcoaches — have new three-point belted seats installed as a standard feature.

So, how does an operator decide when to buckle down and get seatbelts installed?

What does it involve?

What does it cost?

Here’s how Miller, Savitz and George Farrell of Amaya/Astron Seating of North America answer

those questions and others.

**Q: What model-year coaches are most often having seatbelts retrofitted?**

**Savitz:** In general, 2000 and newer models are a better fit for seatbelt retrofit service.

**Miller:** So far, the 2003 model-year seems to be a popular average age.

**Q: Are operators having three-point seatbelts retrofitted at the**

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Photo from The South Alabamian

**CREATING A STIR.** One way to attract a crowd in Jackson, Ala., population 5,200, is to initiate intercity bus service where none

existed before. That’s what Capitol Trailways did when it started service in Jackson and eight other Alabama communities. See story on page 3.

## Bulgarian bus bombing resonates in U.S.

WASHINGTON — In the wake of the suicide bombing last month of a bus full of Israeli tourists in Bulgaria, motorcoach operators in this country that pick up inbound foreign groups may want to consider stepping up security precautions.

The deadly bomb attack likely was the work of a male suicide terrorist carrying a fake U.S. passport, the Sofia News Agency reported, quoting Bulgarian Prime Minister Boyko Borisov.

The FBI, CIA and Israeli authorities are helping the Bulgarians investigate the attack, which killed eight people and wounded 34 others when the bus they were aboard exploded at Burgas airport by the Black Sea.

Initially, authorities believed a bomb had been placed in the coach luggage compartment, the *Jerusalem Post* reported, but investigators changed tack after counterfeit documents were discovered on the

body of a Caucasian male.

The passport identified the man as a resident of Michigan.

According to the Associated Press, he was also carrying a Michigan driver’s license that is being studied by the FBI for authentication.

In the hour before he boarded the bus, the suspected bomber was filmed by security cameras walking around the Burgas airport.

The *Jerusalem Post* also reported that the man’s body had

sustained the most severe damage, suggesting he had detonated a device located on his person.

Israeli Prime Minister Benjamin Netanyahu has blamed Iran for the attack.

“All the signs lead to Iran. Only in the past few months we have seen Iranian attempts to attack Israelis in Thailand, India, Georgia, Kenya, Cyprus and other places,” Netanyahu said in a statement.

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## Drivers file suit over FMCSA vetting program

WASHINGTON — The national association that represents independent truckers has filed a legal challenge to the Federal Motor Carrier Safety Administration Pre-Employment Screening Program.

The lawsuit asserts the program violates the rights of over-the-road truck and bus drivers.

Just days after the suit was filed, the FMCSA announced it is planning to make changes in its handling of data in the program, which is frequently simply referred to as PSP.

The program gives bus and truck operators access to the driving records of job applicants, including five years of crash reports and three years of roadside inspections. Drivers also have access to the information.

The FMCSA is considering four changes to the program:

- Exclude financial transactions from the records.
- Revise a category of records identified as “Access Transaction Records” to clarify that the information is kept on the users who have access to the system for pre-employment screening.
- Provide notice of transactions routinely initiated by service

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# Intercity landscape — here and there — continues transition

OMAHA, Neb. — Intercity routes that Greyhound Lines is abandoning this month, as well as some it abandoned years ago, are being picked up by smaller operators that see opportunity or, in some cases, find even more opportunity when the federal government subsidizes the restored service.

This month, Greyhound is pulling out of Omaha, ending more than 80 years of service to Nebraska's largest city.

Taking over Greyhound's abandoned routes on Aug. 16, is Burlington Trailways of West Burlington, Iowa.

Burlington serves six Midwestern states and upwards of 60 communities in those states, including such large cities as Indianapolis, St. Louis, Des Moines, Denver and Chicago. Most of the communities it serves are much smaller, however.

A Greyhound spokesman said the company decided to cease the Omaha service after completing an evaluation.

An executive with Burlington Trailways said the change should, for the most part, be in name only. Fares will be comparable to those of Greyhound and most, if not all,

of Greyhound's workers in the area are getting an opportunity to stay on with Burlington.

Among the runs being assumed by Burlington Trailways is the Omaha to Denver route, which includes stops in Lincoln, Kearney, Grand Island and North Platte, Neb. Denver becomes Burlington's western-most, line-run destination.

Going the other way, Burlington operates from Omaha to Chicago, with stops in Des Moines, Iowa City and Davenport, Iowa,

and Moline, Ill. Indianapolis is Burlington's eastern-most point.

This past spring, ACR Coaches of Starkville, Miss., initiated intercity service between Starkville, Miss., and Birmingham, Ala., which Greyhound abandoned seven years ago.

"It has been three years in the planning and we now have it up and running," Randy Futral, president of ACR Coaches/Express, told a Tuscaloosa, Ala., newspaper.

Working with state officials in

both Mississippi and Alabama, Futral won a grant from the Federal Transit Administration under its 5311(f) program that provides funding to support public transportation, including intercity service, in rural areas.

Generally, the program provides grants for service to communities with a population of less than 50,000.

Two of the communities ACR Express is serving are very small, with roughly 2,000 residents. Re-

form, Ala., has not had bus service since 1995 and Gordo and Northport, Ala., have never had intercity bus service.

The ACR Express route includes stops at two airports, two veteran's medical centers, two large universities, and eight communities or cities.

Futral and ACR won the United Motor Association Small Operator Vision Award at UMA Motorcoach Expo 2007 in New Orleans.

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## Important warning: No driver booze on board

The big enforcement bull's eye on the back of the motorcoach industry has taken another major hit.

Drivers are being put out of service because they had alcohol — that belonged to them — in the luggage bay.

That's right, even though the alcohol was locked and stored in the baggage bay, and the drivers had neither consumed any of the booze nor displayed signs of impairment, state safety inspectors put the drivers out of service.

The drivers were cited for violation of Federal Motor Carrier

Safety Regulation 392.5 Alcohol Prohibition.

The rule does not define alcohol possession but rather what possession is not. The vagueness has left the door open for those inspectors who seem hell bent — these days — to find "something."

In two recent cases, the inspectors only became aware the alcohol was on the bus because the drivers answered truthfully when asked.

Of course, the irony of the aggressive enforcement has not been lost on those who monitor the industry.

The fact is the 56 passengers sitting directly behind the driver can legally possess and liberally consume alcohol.

So, the stepped-up possession enforcement is not for having alcohol on the bus, but rather that the driver had ownership of alcohol that was somewhere on the coach.

Long-time coach operators say it is legal, however, for a driver to use the bus for personal use — after his work day is done. At that time, he can go to a store and buy alcohol to bring back to his room.

And while all this may seem

silly to some, in the final analysis law enforcement professionals can and do rationalize their reasons for regulatory extremes...and then go about their business, yanking drivers out of service.

And, when they do, the problem becomes really serious.

Those same federal regulations that prohibit drivers from consuming alcohol within four hours of going on duty or while driving also prescribe strict requirements and onerous hoops drivers must jump through before they can get back

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The seat model names were inadvertently transposed in the Amaya-Astron Seating ads in the June 15 and July 15 issues. Amaya-Astron apologizes for any confusion. The seats are correctly identified above.

# THE DOCKET

## Model disaster-response law could ease industry concerns

WASHINGTON — A model state law has been developed to streamline or eliminate legal and bureaucratic hurdles that hamper bus and truck companies when they provide assistance during disasters in neighboring states.

The National Conference of State Legislatures published the model law that would enable states to clear the way more effectively for motor carriers and others to enter a state to deal with tragedies.

The proposed law recognizes not only that motor carriers may have problems with licensing, fuel tax and credentials when they cross state lines to help in emergencies, but that all types of businesses whose employees are engaged in such assistance may also have issues with state rules on tax nexus, payroll taxes, withholding and other requirements.

The model law would enable businesses to enter a state without establishing "presence, residency, nor doing business in the state nor any other criteria for purposes of state and local taxes, licensing and regulatory requirements."

The provisions of the law would be triggered by and in ef-

fect for 60 days following a governor's proclamation of emergency, or the president's declaration of a major federal disaster or emergency.

The National Conference of State Legislatures cautions that like all such laws, the model likely would have to be amended to fit a given state's existing legislative framework.

One shortcoming of the model law is that it does not necessarily resolve problems for motor carriers that arise for them in the states that lie between their base and a disaster, especially when their vehicles attempt to return home.

In the past, there have been two or three thorny issues motorcoach operators have sometimes bumped up against in disaster situations, including the nexus for taxation question and employee withholding.

There are federal laws that are supposed to protect interstate drivers, but states oftentimes ignore them.

The model law can be found on-line at <http://www.ncsl.org/documents/standcomm/sccomfc/DISASTERMODELLEGISLATION.pdf>.

## Ohio adopts new funding means for travel promotion

Columbus, Ohio — Gov. John Kasich has signed legislation establishing a new financing formula for tourism that could double the amount spent promoting Ohio each year.

The bill launches a five-year experiment of using a portion of state sales tax revenue to promote tourism.

Previously, the state marketed itself to potential tourists by allocating \$5 million in general revenue annually, putting it well down the list of state tourism offices in funding capacity.

Beginning in late 2014, the state tourism budget will be linked to the growth in tourism-related sales taxes from the previous year, making the funding model innovative and performance-based.

The return-on-investment approach funds tourism efforts without adding taxes or increasing tax rates.

The law also changes the name of the state's tourism department to a less official sounding TourismOhio.

## Bonus depreciation bill is rejected by senators

WASHINGTON — The Senate has rejected a bill that would have brought back the bonus depreciation tax deduction for capital spending.

The bill would have allowed businesses to deduct the entire cost of capital equipment, including buses and motorcoaches, in the first year the business owns the equipment, instead of spreading it out for several years.

The bonus depreciation deduction was first allowed in 2010 as part of the economic stimulus, but it expired at the end of last year. (See Jan. 15, 2011 and April 15, 2012 issues of *Bus & Motorcoach News*.)

The Democratic-backed bill re-

jected by the Senate last month sought to bring it back for one year.

The bill garnered 53 votes, short of the 60-vote threshold needed to pass in the Senate.

The bill may have lost support this time because of recent independent analysis that suggested it was ineffective in encouraging capital investments and of marginal value to most bus and truck operators.

A report issued by the Congressional Research Service also found that fewer businesses than expected had used the bonus depreciation allowance and only about 10 percent of those said the tax break played any role in their decision to invest.

## Plan to cut EOBR funding faces opposition in Senate

WASHINGTON — A bid to cut off funding for the Federal Motor Carrier Safety Administration's electronic onboard recorder rule appears unlikely to pass.

The cutoff faces stiff opposition in the Senate.

An amendment to cut off the funding was attached to a House bill appropriating 2013 money for the U.S. Department of Transportation.

Introduced by Rep. Jeffery Landry, R-La., it says the U.S. Department of Transportation cannot spend any money in fiscal 2013 on GPS tracking, recording devices or event data recorders.

(See July 15 *Bus & Motorcoach News*.)

Landry said the rule will cost \$2 billion.

It passed the House by a voice vote.

But the Senate will prove to be a much tougher sell.

That chamber has supported an EOBR mandate three times in the past seven months.

Moreover, key Senate appropriators are strong supporters of the mandate.

Sen. Mark Pryor, D-Ark., who introduced the EOBR mandate in 2010, and Sen. Frank Lautenberg, D-N.J., who chairs the Senate commerce subcommittee that drafted the legislation, both are members of the Senate Appropriations Committee.

It is not clear when the Senate will take up the House USDOT appropriations bill for fiscal 2013.



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# Feds investigating Northeast toll agency toll hikes

WASHINGTON — The U.S. Government Accountability Office is looking into toll increases imposed by bi-state agencies on bridges in New Jersey, New York and Pennsylvania, according to published reports.

“Recent toll hikes on some bridges have raised questions about whether transportation authorities are remaining accountable to their congressionally approved compact,” said Ned Griffith, a GAO spokesman, according to the *New Jersey Record*.

The Port Authority of New York and New Jersey, the Delaware River Port Authority and the Delaware River Joint Toll Bridge Com-

mission have all received requests for information from the GAO.

In April, several New Jersey Congressmen asked the Port Authority of New York and New Jersey to delay a second round of toll hikes scheduled for December until the agency can prove it has its finances in order.

A year ago, the agency approved dramatic increases in bridge and tunnel tolls. (See Sept. 15, 2011 *Bus & Motorcoach News*.)

U.S. Sen. Frank Lautenberg, D-N.J., called for the investigation.

According to the *Philadelphia Inquirer*, GAO is looking at three areas:

1. To what extent do interstate compacts and related legislation establish priorities and oversight processes for transportation authorities?
2. How have transportation authorities set tolls, spent toll revenue and made these decisions transparent?
3. To what extent have the ac-

tions of transportation authorities been consistent with interstate compact priorities and leading practices for toll-setting decisions?

The GAO, the investigative arm of Congress, examines programs and agencies at the request of federal lawmakers and issues reports and recommendations.

## Plan proposes fixing Chicago roads with tolls

CHICAGO — A new study from the Reason Foundation finds Chicago has severely underinvested in expressways and urges the region to embark on an ambitious long-term road-building plan paid for entirely by tolls.

It’s a financing method that doesn’t sit well with toll road critics, while others say avoiding Chicago’s notorious congestion might be worth it.

The plan calls for 11 major transportation projects that would add 2,401 new lane miles of expressways in the region.

“Expressways make up just 18 percent of the Chicago region’s road network and yet they handle over 53 percent of the vehicle miles traveled,” said Reason Foundation Vice President Adrian Moore, the study’s project director.

Moore served on Congress’ National Surface Transportation Infrastructure Financing Commission in 2007-9.

“Between 1982 and 2010, travel demand increased 126 percent on expressways but the number of lane miles increased by just 57 percent.”

The plan’s 11 projects, which would cost \$52 billion, could be financed entirely by toll revenues from the new lanes and roads.

“The people who use these roads and tunnels will pay the costs to build and maintain them — as it should be,” said Reason Foundation Senior Fellow Samuel Staley.

“By using variably-priced tolls, Chicago can guarantee both free-flowing traffic conditions and a sustainable revenue stream that ensures the long-term health of the road network.”

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## N.C., Pa. act on tax auditors

Two states, Pennsylvania and North Carolina have gone in different directions when it comes to hiring contract auditors to assist taxing authorities in their states.

North Carolina has a new law that bars its revenue department or the tax authorities of local governments from engaging contract auditors and others on a contingent-fee basis to determine state or local tax liabilities.

The law does not impact collection efforts undertaken by state or local tax agencies.

In contrast, Pennsylvania legislation effective last month specifically permits the state department of revenue to contract with auditors and others "on a contingent-fee basis, for taxes, interest, penalty or fees collected or refunds saved."

The law includes a requirement for the department to report annually the sums collected from these contracts and the amount of the contingency.

Proposals for contingent auditing to boost tax collections are not new, and typically arise when states are in financial trouble.

## Carrier is caught in FMCSA's chameleon web

WASHINGTON — The Federal Motor Carrier Safety Administration has shut down an Alabama-based company, MTI Transportation LLC, based on evidence it was a chameleon operation for two unsafe carriers previously shut down by the agency.

FMCSA placed MTI Transportation out of service after safety investigators discovered the company was transporting goods for the former BM&L Trucking LLC and IDM Transportation Inc.

## UMA offers note of caution

This past spring, the FMCSA issued an imminent hazard out-of-service order against both BM&L Trucking and IDM Transportation for serious safety violations in the areas of vehicle maintenance and driver drug and alcohol testing compliance.

The agency's safety audit of MTI Transportation found that three of the company's drivers were previously employed by BM&L

Trucking or IDM Transportation.

Additionally, MTI Transportation used two commercial vehicles still registered to BM&L Trucking or IDM Transportation.

"The practice of unsafe companies quickly reincarnating as chameleon companies to continue operations is unacceptable. Our agency is constantly doing everything within its current legal authority to keep one step ahead of

these illegal actors," said FMCSA Administrator Anne Ferro.

Noted Ken Presley, vice president and chief operating officer of the United Motorcoach Association: "Carriers need to be careful who they partner with, or help out in a jam.

"The new FMCSA successor standards are designed to put an end to out-of-service carriers. Period. If there are any doubts, carriers should seek legal counsel," Presley suggested.

## 'Carmageddon II' freeway closure is next month

LOS ANGELES — The second, 10-mile closure of both directions of Interstate 405 over Sepulveda Pass here, popularly known as "Carmageddon II," is set for Sept. 29-30, when contractors will demolish the remaining side of the Mulholland Bridge.

The closure has been dubbed Carmageddon II because of its potential to create massive traffic congestion.

I-405 is the nation's busiest freeway and it will be closed in both directions for 53 hours between I-10 and U.S. 101. Half a

million motorists drive this portion of I-405 over a typical weekend.

A similar closing in July 2011, called Carmageddon, didn't produce the traffic Armageddon that was predicted because residents and travelers heeded warnings and stayed home in droves, stayed closer to home, or found alternate routes.

Drivers are again being asked to "plan ahead, avoid the area" to prevent generating extreme congestion in the project area and throughout greater Los Angeles.

On Friday, Sept. 28, ramps along the 10-mile closure area will begin

to be shut down as early as 7 p.m., and closure of individual freeway lanes will begin at 10 p.m. to assure full freeway closure by midnight.

The closure is scheduled to continue until 5 a.m. Monday morning, Oct. 1.

Ramps and connectors will be reopened by 6 a.m. Monday. During the closure, the Mulholland Bridge and I-405 freeway and access ramps will be closed.

As with the previous I-405 closure, Sepulveda Blvd. is intended as an alternate route for local residents. It does not have the capacity

to accommodate both local and diverted freeway traffic.

Through drivers are being asked to use alternate regional freeway routes to completely bypass the area. These include the 5, 15, 23, 55, 57, 101, 118, 126, 210, 605 and 710 freeways.

Demolition and reconstruction of the Mulholland Bridge is required to widen the freeway as part of the I-405 Sepulveda Pass Improvements Project, a \$1 billion, 10-mile northbound carpool lane.

For more information, go to [www.metro.net/405](http://www.metro.net/405).



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# Is 'accident fault' a better indicator of crash risk?

WASHINGTON — The Federal Motor Carrier Safety Administration plans to conduct a year-long analysis to determine if a carrier's role in a crash is a better indicator of future crash risk under the agency's Comprehensive Safety Analysis safety program.

The agency says its Crash Weighting Research Plan is a focused initiative for updating the 100,000 annual state-reported crash records to include a determination of a motor carrier's role in a crash.

According to the agency, crash reports submitted by the states do not include a determination of whether the motor carrier is responsible for causing the crash.

The FMCSA, which has long held that the current process of including all crashes a motor carrier encounters to be a good predictor of future crash risk, said it recognizes that additional crash data might further sharpen the ability of its Safety Measurement System to identify carriers that pose the highest risk.

The Crash Weighting Research Plan includes:

- A broad study of police accident reports across the nation to attempt to determine whether they provide sufficient, consistent and reliable information that can be used to determine the carrier's role in a given crash and what other information, including input from other enti-

ties in the outcome of a crash determination, should be used to supplement police accident reports for maximum reliability.

- Analysis to determine if the carrier's role in a given crash is a better indicator of future crash risk. If so, the analysis will determine the impact of weighting crashes differently in SMS.

- Review of research from similar programs in other countries (for example, Canada) to understand their analysis, processes and applicability to SMS.

The executive summary of the FMCSA Crash Weighting Research Plan is posted on the CSA website at <http://csa.fmcsa.dot.gov/documents/>

*CrashWeightingResearchPlan\_7-2012.pdf.*

Results of the study are to be available in the summer of 2013.

Based on the results, the FMCSA will develop the agency's plan for determining a carrier's role in a crash and the potential use of the new information in the agency's safety programs — including the SMS.

The SMS replaced SafeStat to determine which fleets should be considered for closer monitoring and safety inspections.

In late June, language was added to the CSA website at — <http://csa.fmcsa.dot.gov> — that underscores the lack of crash responsibility in

crash data.

"We've added language to all our websites to more clearly articulate (the fact that) crash information doesn't include preventability information," said Bryan Price, FMCSA senior transportation specialist.

According to the information section of the CSA main website, "a caveat is placed wherever Crash Indicator-related values are shown. The caveat states: 'A motor carrier's crash assessment (Crash Indicator BASIC measure and percentile) and the list of crashes below represent a motor carrier's involvement in 24 months of reportable crashes without any determination as to responsibility.'"

## Critics blister CSA during House committee hearing

WASHINGTON — Critics of the Federal Motor Carrier Safety Administration CSA enforcement program took their case to Congress last month, charging the program is being misused and harms small carriers.

"FMCSA needs to get back to addressing their primary mission of safety by providing the industry with accurate and reliable data, and from this data telling the public who is safe to operate and who is not," transportation broker Jef-

frey Tucker, CEO of Tucker Company Worldwide in Cherry Hill, N.J., told the committee.

The system has "given accident lawyers jet fuel for lawsuits," he said.

Owner-operator Daniel Miranda, representing the Owner-Operator Independent Drivers Association, said CSA is not structured to handle smaller carriers that do not get frequent inspections.

"Once a small carrier gets into the system, the only way they stay

relevant is by receiving 100 percent clean inspections, but this is not a real world scenario," he said.

"As a small carrier, and I have seen this first-hand, just a few minor violations can send a score skyrocketing, putting the carrier nearly out of business as it becomes evident no one will employ your services because the system shows you are a risk, even though you operate safely."

Anthony Gallo, a securities analyst with Wells Fargo Securities,

discussed research his company has done indicating CSA scores may not reflect either the carrier's risk or the likelihood of a crash.

One Wells Fargo analysis of 4,600 carriers found no meaningful statistical relationship between accident frequency and CSA scores for Unsafe Driving, Fatigued Driving or Driver Fitness.

By way of explanation, he said there are wide variances in the way states report inspections and crashes into the CSA system.

"Small carriers are likely to frequent a fewer number of states than larger carriers, thereby increasing their exposure to the vagaries of any one state," he said.

FMCSA Deputy Administrator Bill Bronrott defended the program. "CSA is showing great progress without any new regulation," he said.

He said the agency takes care to ensure it protects safety while minimizing its impact on small carriers.

## Driver lawsuit

CONTINUED FROM PAGE 1

providers.

- Provide notice when an operator or applicant requests his own record.

In its suit, the Owner-Operator Independent Drivers Association said that under the program, drivers can be in effect found guilty of safety violations before they get due process in court.

The suit, filed in the U.S. District Court for the District of Columbia,

also said that data in the system is not always accurate and is difficult to correct.

The OOIDA cited the experience of three drivers who were cited for alleged violations. The drivers challenged their citations in court and were either acquitted or had their cases dismissed, the association said.

But when they tried to use the agency's DataQ system to get their records corrected, the agency refused to make the changes, the OOIDA said in its suit.

"By refusing to accept the deter-

mination by a court, the FMCSA has in essence made state law enforcement agencies the final judge and jury on all citations," said Jim Johnston, OOIDA president. "This can ultimately threaten business opportunities and income."

OOIDA wants the court to tell the agency to purge from the database any inspection reports that allege violations, if a court has not ruled on the driver's guilt.

It also wants purged any reports concerning violations the agency has not found to be "serious driver-

related violation(s)."

In addition, the association wants the pre-employment screening program to tell employers if a violation that shows up in the database is being disputed by the driver, and why the driver is challenging the information.

One motorcoach industry executive who closely monitors actions by the FMCSA said he was surprised that a lawsuit challenging aspects of the screening program had not been filed earlier.

"I'm just surprised it took so long," he said. "Prior to CSA, non-

adjudicated violations had little importance and were mostly aggravations.

"A driver's violation did not appear on his record until he was convicted; yet, a violation can show up in the (Safety Measurement System) and (Pre-Employment Screening Program) almost immediately without judicial review.

"Combined with accident causation, it's getting easier to believe a federal judge somewhere is going to direct the FMCSA to ban CSA/SMS from public view," the executive said.

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# Bus & Motorcoach NEWS

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## Space bus driver to open Expo 2013

ORLANDO, Fla. — Former NASA astronaut Robert Springer, who twice drove the “shuttle bus for satellites,” also known as the Space Shuttle, will be the keynote speaker at the opening of UMA Motorcoach Expo 2013 at Travel Exchange here in January.

Springer, who retired as a colonel from the U.S. Marine Corps, spent nine years at NASA, during which he flew two missions into space — on shuttles Discovery and Atlantis.

Upon completing his second mission, he had logged more than 237 hours — that figures out to nearly 10 days and nights — in space.

Today, Springer is an executive with the Boeing Company. He will

— Monday, Jan. 21.

The United Motorcoach Association also announced that hotel room reservations now can be made for Expo 2013.

For reservations, go to the Expo website, [www.motorcoachexpo.com](http://www.motorcoachexpo.com), and click on the Hotel & Travel link, or call the Expo housing bureau, Integrated Housing Solutions, at (866) 660-4946, or (913) 338-9463.

The latest schedule for the Expo and NTA Convention, which is being conducted jointly with Expo under the banner of Travel Exchange, is posted on the Expo website.

Besides being able to register

for rooms and Expo itself, attendees also can register for complimentary sightseeing tours being held in conjunction with the show. Not only are the tours free but so is lunch and transportation.

Specifics about the tours, which will be Sunday, Jan. 20, are available on the Expo website. Click on the Sightseeing Tours link.

To participate, individuals must be registered for Expo.

Full Expo registration provides all-inclusive access to education sessions, trade show floor entrance, breakfasts, lunches, and joint UMA and NTA events such as the opening Welcome Reception/Icebreaker and the annual Vision Award dinner.

## Construction is underway on Van Hool plant in Macedonia

SKOPJE, Macedonia — Van Hool NV began construction here late last month of a plant that will produce 100 motorcoaches annually for the North America market.

Van Hool announced in January it planned to build the plant so it could introduced a “low-cost” coach in the U.S.

The goal is to produce a 45-foot model that will be more cost competitive with those being imported from China and Mexico, as well as those eventually expected to come from Turkey and Brazil.

The Macedonian-assembled Van Hools will be sold by ABC Companies, Van Hool’s long-time North American distributor and partner.

Yves Goffin, public relations manager for Van Hool, said the company has a target of having the first 50 coaches ready for export to the U.S. by the end of next year.

“Therefore, we have to start pro-

duction around mid-2013,” he added.

Should the construction and production schedules be met, it seems likely production models of the new coach will be ready for unveiling at UMA Motorcoach Expo 2014 in Los Angeles.

The Macedonian International News Agency quoted that country’s premier, Nikola Gruevski, as saying the Van Hool plant “will open 400 new jobs and is expected to increase Macedonia’s exports by 100 million euros.

“Macedonia will once again become a major bus exporter,” said Gruevski.

“The first 500 manufactured buses will be intended for the U.S. market and they will be products of Macedonia.”

Gruevski noted that Macedonia has a “tradition of bus production,” meaning Van Hool will be able to hire “qualified staff,” as well as young university graduates.

## U.S./Canada border wait times are cut

BUFFALO, N.Y. — New technology has been installed at the Peace and Lewiston-Queenston bridges to help travelers cross the U.S.-Canadian border faster.

Advanced sensor technology near customs plazas and approach roads measure and report delays and relay the information to drivers.

Officials on both sides of the border say travelers will be able to

plan their routes better, time their crossing and select the bridge with the best wait-times.

“With this new technology, accurate, up-to-the-minute crossing times will be posted well before you reach the border,” said Minister of Justice and Attorney General of Canada Rob Nicholson.

The system is expected to reduce border wait times for commercial carriers and the public by

up to one million hours per year.

Up-to-date information on the Peace and Lewiston-Queenston bridge websites also is expected to help drivers avoiding congestion.

The border wait-time technology also will:

- Help border agencies better manage traffic volume by providing reliable information for planning
- Ensure more efficient border

operations by allowing border agencies to focus resources on security

The Peace Bridge links Buffalo and Fort Erie, Ont. The bridge spans the east end of Lake Erie at

the source of the Niagara River.

The Lewiston-Queenston Bridge connects Interstate 190 at Lewiston, N.Y., to Highway 405 in Queenston, Ont.

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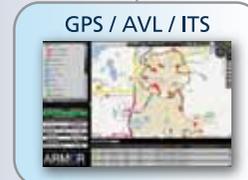
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# State associations praise FMCSA for safety crackdown

RANDLEMAN, N.C. — Two southern state motorcoach associations have lauded the Federal Motor Carrier Safety Administration for shutting down a trio of noncompliant line-run companies that were operating under a variety of names along Interstate 95 from New York to Florida.

In late May, when the FMCSA announced its sweep of the curb-

side operators, the agency called its action “the largest single safety crackdown” since it was created a dozen years ago. (See June 15 *Bus & Motorcoach News*.)

A total of 26 shutdown orders were issued by the agency against six companies that had active operating authority, 13 that had inactive authority and 6 with authority that had never been activated.

The FMCSA said at the time that some of the companies had previously been ordered out of service but were continuing to operate.

The Georgia Motorcoach Operators Association and the North Carolina Motorcoach Association issued separate statements, saying they applauded the FMCSA efforts.

“The Georgia Motorcoach Op-

erators Association strongly advocates safe and compliant operations,” said association President Don Adams of Kelly Tours in Savannah, Ga.

“Every GMOA applicant must show proof of operating authority, insurance at the level required by FMCSA, and subscribe to the (association’s) code of ethics, certifying that the operator will conduct

business professionally and with integrity, to protect the public, to instill consumer confidence, and to maintain current status of all license, permits and authority required by both state and federal authority,” said Adams.

“The North Carolina Motorcoach Association applauds the FMCSA for its focus on motorcoach safety as a result of recent coach accidents and feels the agency is performing its task of making sure companies follow the rules and regulations pertaining to properly licensed drivers, driver alcohol and drug testing programs and regularly inspected vehicles,” added Ray Robbins, president of the North Carolina association and H&R Tours in Boonville, N.C.

The companies shutdown by the FMCSA at the end of May were based in Georgia, North Carolina and four other states.

Both associations encouraged individuals who charter buses or travel in them to examine the safety and compliance records of the motorcoach companies they are considering using or riding – before making a commitment.

“Reputable passenger carriers are always willing to furnish you with their USDOT number,” said Adams. “The operator’s status with FMCSA is easily checked by going to [www.fmcsa.dot.gov/saferbus](http://www.fmcsa.dot.gov/saferbus).”

Robbins noted that the FMCSA has developed the “SaferBus” mobile application for smart phones to provide 24/7 access to important safety information found on its website.

Information about the Georgia Motorcoach Operators Association can be found at [www.gamotorcoachoperators.org](http://www.gamotorcoachoperators.org), while the North Carolina association website is at [www.ncmotorcoach.org](http://www.ncmotorcoach.org).

## Important warning

CONTINUED FROM PAGE 3

behind the wheel.

It also can cost an operator thousands of dollars to hire a replacement coach.

For eons, a coach stopping at a Canadian duty-free store before re-entering the U.S. meant a complimentary bottle of wine for the driver and tour director. Quickly stashed in the driver’s suitcase in the baggage bay, “possession” was thought to have been averted.

Same for a bottle of beer — stashed in a small cooler in the baggage bay — brought on board by the driver for a relaxing moment in the evening after babysitting 56 demanding passengers all day.

Those days have disappeared.



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Seatbelts

CONTINUED FROM PAGE 1

*same time they're having other work done to their bus, such as installing a rebuilt engine or transmission, or new paint job?*

**Miller:** Sometimes that's the case. It seems like operators that are trying to spruce up their fleet will add belted seats along with some other type of upgrade, which could be mechanical or a new-look paint job.

**Q: What's involved in the retrofitting process?**

**Miller:** Some of the older models require structure enhancements but, for the most part, the seats are replaced and the overhead passenger modules are re-spaced to match.

**Savitz:** Dependent on the model, the level of structural modifications required varies, including the mounting requirements to meet the pull test.

In the absence of a final U.S. rule-making mandate, ABC's installations are approved to meet either Federal Motor Vehicle Safety Standard 210 or European standards.

**Farrell:** The late-model ones... there's not much you have to do to put in new seats. But the older ones, you have to do a lot to them. The floor tracks where the seats mount to, they have to be reinforced.

**Q: How long does a seat retrofit take?**

**Savitz:** Standard delivery for new seats is 45-60 days. Time out of service for a coach is minimal, with seat installation typically completed within one-to-two weeks of product delivery.

**Q: What does it cost?**

**Miller:** The price varies depending on the seat type and coach, but \$35,000 (new set of 56-passenger seats with three-

Rural/intercity conference is set

SALT LAKE CITY — Private motorcoach operators who have long considered or harbored thoughts of diversifying by providing intercity service to un- or under-served areas should consider attending a conference that's only conducted every two years.

The 20th National Rural Public and Intercity Bus Transportation Conference will be Oct. 14-17, at the Little America Hotel in downtown Salt Lake City.

While the conference is designed primarily for current providers of rural and intercity bus service, its

sessions also offer a crash course or total immersion experience in rural public and intercity bus transportation, which can be challenging in a dozen different ways.

The conference includes information on planning and design; funding and finance; providing service in today's operating environment; technology, and special issues. The event, plus welcoming reception, includes more than 30 sessions, events and tours. It is heavy on sessions, light on show.

Topics planned for sessions this year include:

- Targeting, planning, promoting and evaluating rural public and intercity bus services

- Successful planning and implementing new and restructured intercity bus service

- Operating at your best: Improving operator performance

Plus, there will be sessions on the new highway and public transportation law, and changes in the Federal Transit Administration 5310, 5311, 5311(f), 5317, JARC & New Freedom programs.

For more information or to register, go to [www.ribtc.org](http://www.ribtc.org).

Intercity service

CONTINUED FROM PAGE 3

Earlier this year, Capital Trailways of Montgomery, Ala., started daily bus service from Mobile to Tuscaloosa, Ala.

The service, which also is supported by a 5311(f) grant from the FTA and administered by the Alabama Department of Transportation, includes stops in nine Alabama communities between Mobile and Tuscaloosa, including Selma. One community, Pine Hill, has a population of around 500.

In announcing the service, Capital Trailways touted connections with Greyhound and Amtrak.

point seatbelts, including installation) has been the average.

**Savitz:** The cost to retrofit a coach with new seats, including three-point seatbelts, varies depending on the level of structural modifications required as well as the seating options requested. Seating and installation begins at \$34,900, plus freight costs. Specific estimates for applicable models can be provided upon request.

**Farrell:** It depends on the options on the seats and the model of the seats. You're probably talking anywhere from \$26,000 to \$30,000 for the seats for a coach. Then, \$10,000 to \$15,000 to complete structural changes on older coaches.

**Q: Is there some sort of break-even year when it may make economic sense for retrofits, or does it depend more on the condition of the bus, its mileage, its usage?**

**Miller:** Good question, but the answer depends on many variables, including the examples you mentioned. I think coach owners know if an investment like this makes sense for their coach.

Bus bombed

CONTINUED FROM PAGE 1

It seems unlikely the attacks will spread to the United States, but no official has ruled out the possibility.

Advised one motorcoach industry risk assessment expert: "Operators (in the U.S.) should be extra vigilant when picking up international travelers at airports and hotels. The itineraries should likely be closely guarded and changed occasionally en route if possible." Operators interested in quickly improving their security smarts, as well as that of their staff, as it applies to spotting potential trouble should consider reading a "Recommended Practice" white paper issued by the American Public Transportation Association, called "Identifying Suspicious Behavior in Mass Transit."

The APTA document observes that "identifying suspicious behavior is a continuous, iterative and logical process." It includes a detailed flow chart of steps and processes that can be used to identify suspicious behavior.

The document can be found on one of the APTA websites. Go to [www.aptastandards.com](http://www.aptastandards.com), click on Documents, click on Published Standards, click on Security, scroll down to Security Risk Management and then to near the bottom of the page where the document is listed. Click on the document title.

Or, go to [www.aptastandards.com/Portals/0/Security\\_pdfs/APTA-SS-SRM-RP-009-09\\_suspicious\\_behav.pdf](http://www.aptastandards.com/Portals/0/Security_pdfs/APTA-SS-SRM-RP-009-09_suspicious_behav.pdf).

Valuable information also can be found on the Transportation Security Administration website at [www.tsa.gov/what\\_we\\_do/tsnm/highway/motorcoach.shtml](http://www.tsa.gov/what_we_do/tsnm/highway/motorcoach.shtml).



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## Greyhound growth slows in quarter

ABERDEEN, Scotland — As a result of lower gasoline prices during the second quarter of this year fewer folks climbed aboard Greyhound buses than during the first quarter when gas prices were higher, Greyhound's corporate parent, FirstGroup plc, reported last month.

Still, FirstGroup said it was "encouraged by Greyhound's performance" for the second quarter, which saw revenue increase 2.8 percent over the second quarter of last year.

The growth in second-quarter revenue for the nation's largest line-run operator was down from a 4.2 percent increase during the first quarter of this year, when gasoline prices were higher.

When gasoline prices fall, many Greyhound customers switch from bus travel to automobiles.

FirstGroup also said it was particularly proud of the success of Greyhound Express, the city-to-city, limited-stop service Greyhound launched in September 2010.

Greyhound Express "continues to achieve higher growth," said FirstGroup, adding "we see significant

potential to continue to develop these non-stop, enhanced bus services."

During the second quarter, Greyhound Express began operating in California and was expanded in Texas, bringing the service to nearly 70 markets across North America.

Generally, Greyhound Express provides short-distance, non-stop or one-stop service, originating at larger hubs.

Speaking at FirstGroup's annual meeting here last month, Chief Executive Tim O'Toole also indicated satisfaction with the company's other North American operations, First Transit and FirstStudent.

At First Student, where operating margins have been squeezed by pressure on school budgets, "good progress has been made in addressing performance and strengthening the operating model. The business is now set on the path to recovery," said O'Toole.

At First Transit, the division "continues to perform well with trading in line with expectations. The business is generating good returns...."

## D.C. considers privatizing circulator

WASHINGTON — Seven years after the District of Columbia Department of Transportation and two other public agencies created a downtown bus circulator system here, the department is exploring the idea of privatizing the service.

The department also is considering a \$1.2 billion, 22-mile streetcar system that would be privately developed as a way to accelerate delivery.

As part of the process, the district DOT is requesting private sector input and feedback in a Request for Information issued late last month.

At this point, the RFI is an inquiry only and not a procurement. However, the department said the responses will help advance planning and development efforts for the project, which may result in the launch of a formal procurement.

The DC Circulator is a fixed-route system that uses high-capacity A300 and A330 Van Hool transit buses to shuttle people between the city's main attractions and its most popular neighborhoods.

After the circulator started service in mid-2005, it severely crippled three existing privately-operated tour services that carried millions of tourists annually between attractions throughout the capital. (See

## Coach access to 9/11 Memorial is being reduced by construction

NEW YORK CITY — Construction at the city's famed Trinity Church in Lower Manhattan is limiting the areas on Trinity Place that motorcoaches can load and unload passengers near the 9/11 Memorial.

Urgent repairs are being made to the retaining wall of the church and its burial grounds along Trinity Place.

Work on the north half of the block is continuing through September, while the south half of the project is expected to begin in October and last through December.

Sidewalks and curbs along Trinity Place, between Rector and Thames streets, have been designated as work zones, and motorcoach access is now prohibited.

The city DOT warns there will be "absolutely no tour bus loading/unloading permitted alongside the work zones."

New York police are monitoring the area to assure compliance with the restrictions.

Loading and unloading is allowed where no work is taking place and at bus stops — BM1/BM2/BM3 — on Trinity Place between Exchange Alley and Rector.

On weekends, additional tour bus loading/unloading is available along the east curb of West Street, between J.P. Ward and Carlisle streets.

For more information about city bus rules and regulations, go to: [www.nyc.gov/tourbus](http://www.nyc.gov/tourbus).

June 1 and June 15, 2004, issues of *Bus & Motorcoach News*.)

DC Surface Transit Inc., Metro and the district DOT operate the circulator in a public-private partnership with First Transit, which has managed the system since it was started. (See Jan. 15 and June 1, 2005 issues of *Bus & Motorcoach News*.)

Now the three public agencies are trying to entice private compa-

nies to take over complete operation and control of the circulator and its fleet of 49 buses.

Alas, money appears to be the driving force behind the district's new found zeal for privatization.

The budget of Metro is stretched paper thin and the city itself is up against its debt ceiling.

Metro has the reputation of being one of most poorly managed public transit systems in the U.S.

## Coming Soon!

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# Rules will never make us safe, make room for judgment

By Dave Millhouser

The technician approached me sheepishly.

I had my beloved Miata at a garage for its annual inspection and he came into waiting room to ask me where the spare tire was.

"Am I missing something?" he asked. "I've looked everywhere?"

After torturing him briefly, I let him know that this model of car is sold without a spare. In an effort to squeeze an infinitesimal improvement in fuel mileage, Mazda provides a can of sealant/goop and a small electric compressor — instead of a spare.

This phenomenon, along with numerous others, was an unforeseen consequence of the government mandating that manufacturers meet certain efficiency standards. It saves the weight (and expense) of the tire, frees up trunk space, but is not really helpful when you have a blowout.

In an effort to raise revenue, clever French lawmakers have instituted higher taxes on the rich, who are now moving to other European countries with lower taxes. (They're rich, not immobile). Surprise!

All kinds of mischief pops up

when laws and regulations are promulgated by folks who aren't directly affected by them, or by bureaucrats whose real goals are so focused on their tiny realm they can't see the Big Picture.

A classic example was the 1974 regulation forcing manufacturers of heavy vehicles to install anti-lock brakes, and the subsequent directive insisting they disconnect them. (It seems the then-current technology had kinks making braking adventurous and unpredictable.)

The point is that, to cut down on these opportunities for mischief, we need to try and insert some judgment into the process.

Begin with the fact that most regulation responds to a failure of common sense.

A few drivers go faster than they should, so we have speed limits. When we do that, the limit is aimed at the least skilled drivers (otherwise the lawyers blame government, not the driver).

Some drivers aren't wise enough to quit driving when they're tired, so we have "hours-of-service" regulations (again, pegged to the weakest in the group).

Some companies dispatch vehicles that have mechanical de-

fects, and so we create a bureaucracy to inspect all vehicles.

You get it...some of the stuff that irritates us the most is a reaction to the bad behavior of a few.

Once regulators get involved, huge agencies are created whose goal is self enhancement and preservation. Each feels they are doing "God's work," regardless of whether they are really enhancing the overall success of an industry's ability to serve the public.

I once heard a DOT inspector brag (in a speech) about tricking drivers into admitting an offense. These miserable miscreants admitted sleeping on their bus (on duty/not driving). If they had swapped, and slept on the other guy's bus, then they were legally "off duty."

Two drivers, exercising common sense, got hassled for a technicality that had no impact on safety. I'm still trying to understand how that hassle improved anything.

This inspector is a worst-case example of what we create when regulation supersedes common sense. That is, enforcement officials who are driven or feel a compulsion to find "something" wrong so they can justify their existence. Sometimes they even make up

their own rules.

One unforeseen consequence of this sort of regulation is the tendency to avoid breaking the rules, rather than proactive approach of really embracing safety.

Another is the effort by some companies to simply stay away from places where enforcement occurs. When that happens, regulators end up spending lots of time trying to find something wrong with the "good guys," while the "bad guys" go elsewhere.

I'm meandering towards a couple of points.

No. 1, we'll never be able to make the world safe through regulations. Folks who are fudging will find ways to evade them. Good judgment will always work better than rules.

No. 2, some regulation is necessary, but the folks who write them ought to be grounded in the industry, and be looking for ways to apply good judgment, rather than appease lawyers through casuistry (I HAD to throw in a sophisticated word).

Regulators need to spend effort on educating, not fining. When major offenses happen, find ways get the players out of the game

quickly.

No. 3, promulgate regulations that allow for common sense.

Last, as an industry we need to be active in telling legislators what works, and what doesn't. Build relationships; insist that the folks who write the laws understand how things really work...fewer rules, better enforcement.

But, on occasion, the rules don't matter so much. Judgment does.

The folks in central Iowa had never before seen a bus slide sideways — at 75 miles per hour — under an overpass. If you think THEY got a thrill, imagine how those of us on that Flxible felt when that steering tire blew.

The speed limit was 75 and no laws were broken, but I gotta tell you, any idiot with good judgment would know that was too fast to drive an old bus...regardless the rules.

And now I do.

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



Dave Millhouser



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# Stagecoach/Coach USA wrap up deal for Coach America units

PARAMUS, N.J. — Stagecoach Group plc, corporate parent of Coach USA, announced it has completed the acquisition of nine former subsidiaries of Coach America.

In addition to the nine companies, which had combined revenue of \$164 million last year, Coach USA hired nearly two-dozen former top Coach America executives.

The nine former Coach America companies that are being integrated into Coach USA are: All West Coach Lines of Sacramento,

Calif.; American Coach Lines of Atlanta; Coach America Anaheim (Calif.); Coach America Elko (Nev.); Dillon's Bus Service of Haver, Md.; Kerrville Bus of San Antonio/Dallas; Lakefront Lines of Cleveland; Powder River Transportation of Gillette, Wyo., and Raz Transportation of Portland, Ore.

Stagecoach paid \$134.2 million for the companies and their assets and liabilities. That price could be adjusted based on the working capital needs of the com-

panies; \$3 million of the \$134 is being held in escrow pending possible working capital adjustments.

Stagecoach also has begun exercising an agreement to acquire additional buses from Coach America, which filed for bankruptcy in January and liquidated in May.

The first 12 coaches — of up to 85 being purchased by Stagecoach/Coach USA — have been transferred. Stagecoach/Coach USA paid \$2.9 million for the 12, or an average price of about \$242,000.

Stagecoach said it's financing the Coach America deal from available bank facilities.

There remains one regulatory hurdle before the acquisition is wrapped up. The U.S. Surface Transportation Board, which granted interim approval to the change of control in June, still must give final approval.

A spokesman for Stagecoach/Coach USA said the company was able to close the business aspects of the deal in late July by using

Surface Transportation Board "voting trust" rules. The rules permit completion of deals pending final board approval.

Among former Coach America executives joining Coach USA are:

- Ron Dillon Jr., Mid-Atlantic regional vice president
- Dan Eisentrager, Western regional vice president
- Richard Funke, Southern regional vice president
- George Hanthorn, senior vice president and general counsel
- Mike Pjevach, senior vice president of integration
- Eric Lea, vice president of contract sales
- Mike Waters, senior director business development/West
- Mike McCue, regional accounting manager
- Larry Tonks, regional safety director/West
- Kathy Wagner, regional safety director/South-Midwest
- Gene Zorn, regional accounting manager
- Esther Colman, payroll supervisor
- Leanne Lee, treasury risk
- Greg Casper, Fleet Any-Where support
- Mark Waters, Western region maintenance manager

## megabus' NYC pick-up spot moved to West Side

NEW YORK CITY — The contentious issue of where megabus.com picks up passengers at a curbside in the city has been resolved — for now.

Beginning Aug. 1, megabus moved from its stop outside the New York Port Authority Terminal to a new passenger pick-up spot on Manhattan's far West Side.

The move came after months of complaints from competitors that megabus had an unfair advantage because it didn't rent space in the Port Authority Bus Terminal and from the community board for the area surrounding its (now former) pick-up spot on 41st Street

between Eighth and Ninth avenues. (See July 15 *Bus & Motorcoach News*.)

megabus said it was willing to move into the terminal but the building couldn't accommodate its double-decker coaches.

Finally, the New York City Department of Transportation told megabus it had to move by the end of July.

A location on the south side of West 34th Street, between 11th and 12th avenues, was picked as the new pick-up location. The spot is near the Javits Center and far enough west that it will not conflict with any residential proper-

ties, say supporters of the move.

Earlier this year, megabus reportedly rejected the location as being too remote.

That was before the dust-up over its curbside spot near the Port Authority mushroomed. Several rivals filed suit against the NYC-DOT, claiming megabus had an unfair advantage by being near the Port Authority terminal but avoiding the hefty fees usually associated with the location.

That lawsuit was eventually thrown out of court, but intense lobbying from the neighborhood and complaints from the Port Authority prompted the city DOT to

force megabus from 41st Street.

megabus' arrivals, however, are still in the middle of the city. It is continuing to send incoming buses to the corner of Seventh Avenue and West 28th Street.

On its website, megabus noted that the new pick-up location is three blocks west of Penn Station and the 34th St.-Penn Station subway stop. It also is adjacent to a NYMTA bus stop.

All megabus departures to Atlantic City, Binghamton, New Brunswick and Princeton, which use conventional coaches, remain in the Port Authority Bus Terminal.

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## People

SCHAUMBURG, Ill. — **Motor Coach Industries** announced that *Patrick Scully* has been named vice president of public sector sales and marketing.

The move follows MCI's acquisition of the U.S. and Canadian distribution rights for **Setra** motorcoaches from **Daimler Buses North America**, where Scully was chief commercial officer.

At MCI, Scully will lead a division that sells to public transit agencies, the military, universities, law enforcement and other specialty markets.

Scully replaces *Tom Wagner*, who was named to lead MCI's public sector unit 11 months ago.

Wagner joined MCI Public Sector in 2005 and was named director of business development in 2009, overseeing the unit's sales force and specialty markets. He was named to lead the public sector division in August of last year after it was announced that *Michael Melaniphy*,

vice president of MCI Public Sector, was leaving the company to become president and CEO of the **American Public Transportation Association**.

Wagner has been given the new title of executive director of business development and "will continue to play a key role within the Public Sector, managing key accounts and the highly experienced sales team," MCI said in its announcement.

In addition to leading the public sector unit, Scully also will "significantly contribute to MCI's strategic and long-term planning as part of the company's executive team," MCI said.

He reports to *Rick Heller*, MCI president and CEO.

"We expect Pat Scully to take on his new role at MCI with the same vigor and professionalism that he exhibited at Daimler and throughout his more than 25 years in the bus and motorcoach market," said Heller.

Scully began his bus industry career in 1988 when he joined

**Ontario Bus Industries**, now called **Orion Bus** and later acquired by Daimler, as a sales representative in its service parts department.

He joined the Orion bus sales team 1991, becoming general sales manager in 1993. He moved to **Detroit Diesel Corp.** in 1994, and became vice president of worldwide bus and coach sales.

When Detroit Diesel was sold to Daimler in 2001, Scully joined its Setra division, becoming chief commercial officer, responsible for North American sales, service and parts operations.

FARIBAULT, Minn. — **CH Bus Sales** has announced the appointment of *Tim Guldin* as regional vice president of sales/customer care for the Southeastern U.S.

CH Bus Sales is the North American distributor of **Temsa** motorcoaches.

Guldin joins CH Bus Sales from **ABC Companies**. Most recently he was vice president of business development at ABC; previously he helped build ABC's

parts business as vice president/general manager.

Prior to ABC, Guldin spent 15 years with **Muncie Transit Supply**, serving as vice president of sales and marketing. In all, he has more than 30 years experience in the heavy-duty bus industry.

*Duane Geiger*, executive vice president of sales and service for CH Bus Sales, said: "Tim has a great deal of industry knowledge and experience, and we are extremely excited to have him join the CH Bus Sales team."

Guldin is based at CH Bus Sales' facility in Orlando, Fla.

IRVINE, Calif. — **The Tenney Group**, a business brokerage firm that specializes in the ground transportation industry, including the motorcoach sector, has opened an office here.

The Southern California location will allow Tenney to expand its transaction and business valuation services to bus, motorcoach, limousine, trucking, ambulance and other transportation business owners on the West Coast.



Patrick Scully



Tim Guldin

The office is headed by newly-appointed Managing Director *Fayaz Karim*, who has 20 years of experience in business sales and acquisitions. He also has owned and sold several businesses, and has an academic and international background.

The Tenney Group has assisted transportation business owners with sales, acquisitions and mergers, ranging in size from \$200,000 to \$20 million, for 39 years. It also provides seller or buy-side representation.

"Transportation business owners get one chance to sell their businesses," said Karim. "Our commitment is to make every transportation business owner's sale as professional and rewarding as possible."

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## Calendar

### JULY 2012

**26-27 Maryland Motorcoach Association ADA Motorcoach Training**, Best Western Plus, Baltimore. Info: Go to [www.marylandmotorcoach.org](http://www.marylandmotorcoach.org), or call (717) 236-4205.

**29-Aug. 1 Georgia Motorcoach Operators Association/Alabama Motorcoach Association Joint Annual Meeting and Marketplace**, Marriott Evergreen Conference Resort, Stone Mountain, Ga. Info: Got to [www.alabamamotorcoach.org](http://www.alabamamotorcoach.org), or [www.gamotorcoachoperators.org](http://www.gamotorcoachoperators.org).

### AUGUST 2012

**16-18 NTA Tour Operator Conference/Contact**, San Diego. Info: <http://businessbuilder.ntaonline.com>.

**16-19 National Association of Motorcoach Operators Annual Conference**, Sheraton Norfolk Waterside, Norfolk, Va. Info: [www.namocoaches.org](http://www.namocoaches.org).

**21 Bus Association of New York State Americans with Disabilities Act Training**, 74 State Hotel, Albany. Info: Call (877) 699-7222 or (518) 383-4621, or email [bany@BANYbus.org](mailto:bany@BANYbus.org).

**24-28 Student & Youth Travel Association Annual Conference**, Gaylord Opryland Resort and Conference Center, Nashville, Tenn. Info: [www.syta.org](http://www.syta.org).

**27-28 Midwest Bus & Motorcoach Association Annual Meeting and Bus Rodeo**, The Riverfront Hotel, Grand Rapids, Mich. Info: [www.mbmca.org](http://www.mbmca.org) or call (608) 354-7110.



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