

# Bus & Motorcoach NEWS

WHAT'S GOING ON IN THE BUS INDUSTRY

## Loathsome tax repealed in N.J.; industry exults

TRENTON, N.J. — A 15-year drive by the motorcoach industry to gain an exemption from New Jersey corporate business taxes — for out-of-state bus and motorcoach companies — finally reached its destination last month.

Gov. Chris Christie signed legislation that repealed the tax on motorcoach companies that send buses into New Jersey more than a half-dozen times a year.

The United Motorcoach Association and other industry groups had been advocating for the exemption for their members since the late 1990s when enforcement of the tax was stepped up by the state.

The battle over the tax essentially culminated in 2000-01 when a number of motorcoaches were impounded by the state for nonpayment of the tax.

Negotiating with the New Jersey Division of Taxation early in 2001, UMA was able to convince the state to change its tax eligibility criteria and back off on the seizing of coaches. Subsequent negotiations resulted in other modifications.

Finally, in late 2001, the state agreed to establish new, more liberal "nexus" (business relationship) standards for motorcoach companies.

Going forward, coach operators would be allowed to serve New Jersey destinations as many as six times in the tax year before becoming liable for the \$200 annual minimum corporate business tax, instead of the one-trip standard then in place.

That meant that companies that made infrequent trips to New Jersey destinations did not have to pay even the minimum corporate bus tax until they conducted seven or more trips to a New Jersey destination in one year.

While that change helped companies that made a few trips to Jer-

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## Enforcement: Topic No. 1

### Pennsylvania begins stopping buses at weigh stations

BUCKHORN, Pa. — Pennsylvania State Police have begun implementing a sure-to-be-controversial tactic for ferreting out noncompliant motorcoach operators by requiring all motorcoaches to stop at weigh stations along Interstates in the Keystone State.

Last month, installation of signs that read "All Trucks & Buses Must Enter Weigh Station" began at state weigh stations. The first were installed at a weigh station on I-80 near mile marker 232, Buckhorn Exit.

By the end of the year, the signs are expected to be installed at 26 exits for weigh stations in 15 counties. The weigh stations are along Interstates 70, 79, 80, 81, 83, 84, 90 and 95.

At a meeting with the board of the Pennsylvania Bus Association in March, the State Police revealed it planned to begin requiring buses to pull into weigh stations across the state.

PBA board members were told that mandating all buses pull through weigh stations would in-

crease the State Police's ability to find noncompliant operators by providing a visual check of their equipment.

State Police officials indicated the requirement would not begin until PennDOT had changed signage at weigh stations along the highways where the requirement would be implemented. Until now, only trucks have been required to stop at Pennsylvania weigh stations.

While the State Police did not need the Pennsylvania Bus Association endorsement of the require-

ment, officials asked to address the PBA board to answer questions and listen to concerns from operators.

Most of the discussion centered on issues related to passenger safety — what would happen if the weigh-station pull-through resulted in a full-blown inspection, and sensitivity to the time constraints of buses reaching destinations, particularly airports.

According to the Pennsylvania Bus Association, State Police officials assured the PBA board "they

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### New York begins implementing bus safety program

ALBANY, N.Y. — The New York State Department of Transportation has begun implementing a "Performance Based Bus Safety Program" that the agency says will focus more attention on operators with higher out-of-service rates or other operational deficiencies.

Implementation of the plan continues this month, with key operational aspects — expanded Compliance Reviews/random inspections, and implementation of a new enforcement tool, called "critical items inspections" — taking effect Oct. 1.

While the plan contains new and modified elements it does not push the state bus safety program into new areas — such as stepping up inspections of out-of-state companies that operate extensively in New York or focusing greater attention on highway enforcement efforts that get dangerous drivers off the road.

The revised program alters the traditional NYSDOT semi-annual inspection process by separating operators into three categories based on their annual compliance with state safety requirements.

Under the revamped regime, inspection efforts and associated intervention/enforcement actions are to be commensurate with the operators' performance, with more attention paid to those operators with higher vehicle out-of-service levels or other shortcomings identified through Compliance Reviews, random inspections and roadside checks.

However, the plan would not change the basic semi-annual inspection regimen because twice-yearly inspections are required by state law.

Instead, the top performers would begin receiving only one comprehensive inspection a year and one "critical items" inspection, which would consist of either a walk-around or an undercarriage inspection.

Based on their safety record, operators will be placed in one of three "performance categories." They are:

- Preferred — Operators with an OOS rate of less than 10 percent.
- Acceptable — Operators with an OOS rate of more than 10

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### Operators shutdown after stranding passengers

NORTHAMPTON COUNTY, N.C. — Sometimes, even federal agencies get lucky.

That may have been the case with the Federal Motor Carrier Safety Administration, which shut down a small Hialeah, Fla.-based operator last month after one of its coaches broke down at 2:30 in the morning, stranding passengers along Interstate 85 here.

Law enforcement agencies had to find a school bus to transport 50 passengers to a Virginia welcome

center where they waited 10 hours for a rescue bus.

Following the incident, the FMCSA investigated the operator, McRea Transportation, and found a ton of safety violations, culminating in the shutdown order.

Given the company's largely non-existent safety practices and on-the-road safety record, the FMCSA was probably lucky its inspection came after a breakdown and not a crash.

McRea was one of two compa-

nies the FMCSA ordered shut down last month, following incidents that left passengers stranded along Interstates for hours.

The FMCSA also revoked the operating authority of New York-based All Nations Coach, a reincarnated operator, which also had an early-morning breakdown.

A third company, The People's Choice of Hardeeville, S.C., also was declared an imminent hazard to public safety and ordered to immediately close.

The Peoples Choice, owned by Joseph Washington Sr. and his son, Joseph Washington Jr., operated two coaches, providing charter service.

Federal investigators found that Peoples Choice failed to properly inspect, repair or maintain its vehicles and allowed vehicles that had failed safety inspections to transport passengers.

Investigators also discovered that the Washingtons failed to monitor and assure drivers complied with

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## Feds' SaferBus app still looking for a broad audience

WASHINGTON — Since it was introduced 18 months ago, the Federal Motor Carrier Safety Administration has made slight modifications to its SaferBus mobile application — for iPhone, iPad and Android — to make it easier to use and read.

Not many people have noticed, however.

The free app, distributed by the FMCSA via Apple's iTunes and Google Play, and available through the FMCSA website, provides a way for the public to check the safety performance of commercial

bus and motorcoach companies.

Users simply type in the company name, U.S. Department of Transportation number, or motor carrier number on the home screen, and the app lists two years' worth of data on driver safety and fitness, drug and alcohol use, and vehicle maintenance.

The app also displays a bus company's operating authority and insurance status, and one of three FMCSA safety ratings: Satisfactory, Conditional (may pose a higher safety risk), and Unsatisfactory (should not be operating).

A button at the bottom of each report directs passenger complaints to the FMCSA National Consumer Complaint Database.

But since the app debuted in March of last year, there have been only 10,000 downloads, which is a mere fraction of the hundreds of millions of people who have ridden on motorcoaches during that period.

The app's design is one reason, says Dennis Streif, owner and vice president of Vandalia Bus Lines based in Caseyville, Ill.

A lot of screen space on Safer-

Bus is devoted to just explaining the grading system, which is based on industry compliance standards.

"I think mostly just bus companies look at it," says Streif. "We actually go on (that system) frequently to review our ratings, see how we're doing."

Another factor he says is marketing — or the lack of it.

"There are times when a customer may ask us about our safety rating," he said. "Not often, though. Many customers aren't as concerned with the safety rating as they are with the bottom dollar."

Rick Hedge, safety and compliance officer for Huskey Trailways in Fenton, Mo., said his company "markets the app to our customers and tells them to download it — mainly because our rating is good."

But that shouldn't be the chief motivation, he notes.

Despite the 10,000 downloads, only about a dozen user reviews of the application appear on iTunes and Google Play, combined.

Spokespeople at Cavallo Bus Lines in Gillespie, Ill., and Central

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## Double whammy hits New York operators at PGA tournament

PITTSFORD, N.Y. — The hefty state business taxes and regulatory fees that New York motorcoach operators pay not only are costing them money, but now may be costing them business as well.

The Bus Association of New York contends that the high cost of doing business in the state was a key factor in New York-based carriers being passed over for a contract to provide shuttle service at the annual PGA Championship tournament that was held here last month.

Rather than hire private carri-

ers based in New York, sponsors of the seven-day professional golf event opted to use several out-of-state companies to supplement free bus service that was provided by the area's public transit agency.

"Between forced taxpayer subsidies, giving tournament participants free rides and out-of-state bus companies, New York state bus companies don't stand a chance," asserted Godfrey LeBron, president of the Bus Association of New York.

He said New York carriers and their employees are increasingly

precluded from participating in special events due to archaic laws, rules, bureaucracies and the high cost of having a business headquartered in the state.

"Local and state political leaders see a major golf tournament come to the state and they pat themselves on the back thinking what a positive economic generator the tournament is for New York businesses and their employees," he explained.

"But the dirty little secret is the promoters of these events often go

out of state to find vendors to provide services because their operating costs are lower," he said.

LeBron maintains that it has become common practice for tour directors to bring in buses and drivers from companies as far away as Mississippi and Louisiana to conduct tours and charters simply because those companies do not have the regulatory overhead of New York bus companies.

"The real shame is that New York-based drivers, who pay New York state income taxes, will sit

home while drivers from other states will work in their place," he explained.

His concerns were echoed by Dennis Lyons, general manager of Covered Wagon Tours in Avon, N.Y., whose company bid for the tournament-related shuttle service, but was awarded only ancillary work that involved providing two buses for the opening day of the event.

Lyons said he accepted the decision that his company would not

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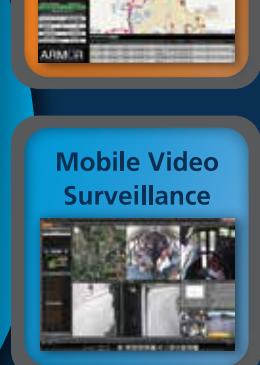
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# THE DOCKET

## Electronic logging rule goes to White House

WASHINGTON — The Federal Motor Carrier Safety Administration has sent a proposal to mandate electronic logging devices on all over-the-road buses and trucks to the White House for approval.

The FMCSA revealed the action in an update of regulatory timelines.

Electronic logging devices, until new federal legislation was adopted last year, previously had been called electronic onboard recorders, or

EOBRs. They replace paper logbooks.

White House Office of Management and Budget reviews typically take up to 90 days.

The FMCSA has been working on the idea of electronic onboard recorders since the middle of the last decade, but officially began its trek toward mandating them about four years ago when it proposed requiring the recorders for certain carriers with poor hours-of-service compliance records.

That proposal was struck down in federal court, however, because the agency didn't include sufficient safeguards to keep the devices from being used to harass drivers.

While the more limited mandate was under legal scrutiny, the FMCSA began developing a proposal that would require electronic logs for all over-the-road bus and truck operators.

However, that plan had to be withdrawn because it used the same

specifications as the earlier proposal that didn't pass muster in court.

The agency vowed to confront the harassment issue, and come up with a universal mandate that would meet legal challenges. It thinks it has succeeded with the rule that went to the White House.

Last summer, when Congress passed the two-year federal highway law, it included an electronic logging device mandate.

## Rule to consolidate FMCSA registration cleared

WASHINGTON — The White House Office of Management and Budget has approved a rule to streamline three federal motor carrier registration systems into one, the final step before the final rule can be published.

Under a 2011 proposal by the Federal Motor Carrier Safety Administration, the Unified Registration System would combine the U.S. Department of Transportation number system, the

mechanism for showing proof of insurance, and the designation of a process agent for receiving legal notices.

It also would require the process to be completed online.

The fee for registering would increase to \$300 from \$200.

OMB concluded its review of the rule last month, which essentially clears the way for the FMCSA to publish a *Federal Register* notice laying out the final system and im-

plementation plan.

The OMB is requiring the agency to make changes to its proposed rule, so the details of the final version have not yet been revealed.

In general, the new regime will combine the three programs that track identification, registration and financial responsibility into a single on-line system.

It will require registrants to update their information every two years.

The final rule could differ, but the agency proposed to identify carriers by their USDOT number.

Also, the agency proposed that it no longer accept or review requests for transfers of operating authority.

The pending rule is part of an effort to raise the bar to entry into the business and better help identify "chameleon" carriers — those that evade enforcement by re-registering under a different identity.

## Feds scorecard adds violation

WASHINGTON — The Federal Motor Carrier Safety Administration has added a violation to its Safety Measurement System based on a more detailed description of existing controlled-substances and alcohol regulations.

The violation was added effective in July, meaning an operator that incurred the violation will see it in the July snapshot of its SMS data, which was released in early August.

The new violation, "driver in possession of intoxicating beverage while on duty or driving," is now included in the controlled-substances/alcohol BASIC (Behavior Analysis and Safety Improvement Categories).

The violation was added as a result of industry feedback, and is designed to enable roadside inspectors to distinguish between alcohol possession and alcohol use.

The Safety Measurement System assigns a lower severity weight to alcohol possession.

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# Tolling group nears launch of 'interoperability' system

DURHAM, N.C. — An effort to coordinate the nation's balkanized highway tolling system may be reaching fruition.

Beginning this month, the Alliance for Toll Interoperability will start enrolling toll agencies across North America in its central collection system, a new hub that founders say is the first step toward toll-

system "interoperability."

Motor carriers of every sort, along with Congress, have long said they want an interoperable toll system that allows bus operators and truckers to travel through various tolling jurisdictions without buying multiple electronic transponders or having to stop to pay tolls in cash, which is more

costly and time consuming.

"We start signing up members in September with a go-live of December," said J.J. Eden, president of the interoperability alliance.

In tolling jurisdictions that join the hub, cameras will read the license plates of vehicles with electronic transponders, whether the transponder is compatible or not with that jurisdiction's toll-reading system.

development on the path to nationwide interoperability...that could help knit together regions of tolling interoperability...and make traveling easier for motorists."

Interoperability is such an inconvenience for operators of commercial vehicles that twice Congress has passed transportation reauthorization bills — SAFETEA-LU in 2005 and MAP-21 in 2012 — that directed the tolling industry to design interoperable systems.

## Pa. Turnpike tolls to jump in January

HARRISBURG, Pa. — The Pennsylvania Turnpike Commission has voted to increase turnpike tolls by 12 percent for cash users and 2 percent for E-ZPass transponder users, effective in January.

The cash increase would boost a three-axle, 45,000-pound motorcoach toll for the entire main line of the system to \$125, from the current \$111.60. Comparable E-ZPass users' toll will rise to \$89.68, from the current \$87.92.

The E-ZPass toll and increas-

es are less because it costs five to 10 times less for the agency to collect tolls through transponders than cash.

The commission noted that increase is necessary for it to fulfill its duty to pay \$450 million to the Pennsylvania Department of Transportation each year, and to pay for repaving the entire highway.

"We understand that these recent annual increases can create an economic hardship for some, and for this reason we ardently sup-

port a measure in the General Assembly that would modify the funding requirements in Act 44," Turnpike Commission CEO Mark Compton said in a statement.

"If passed, this measure would mean that the (Pennsylvania Turnpike Commission) could eventually reduce the magnitude of future toll increases."

The increase on Jan. 5 will be the sixth consecutive annual toll hike to result from the Act 44 funding mandate.

## Ambassador Bridge in Detroit boosts tolls

DETROIT — Tolls on the Ambassador Bridge connecting Detroit and Windsor, Ontario, were increased last month, raising the toll for buses and motorcoaches to

\$10, from \$9.50.

The toll is the same in U.S. and Canadian dollars and is collected in each country's currency before a vehicle crosses.

The new rates marked the Detroit River crossing's second increase in a year.

The toll for passenger cars rose a quarter to \$5.

LEE'S SUMMIT, Mo. — This suburb of Kansas City, off Interstate 470 and U.S. 50, is launching a pilot program to allow private citizens the opportunity to help police discourage drivers from speeding.

The Lee's Summit Police Department sent an email to members of the community to encourage applicants for the Citizen Radar Pilot Program.

After passing a background check and free training, citizens can check out a police radar gun and monitor the speed of cars on city streets.

The department said citizens can write the speed, time and a de-

## More citizens run radars

scription of the vehicle with license plate on a log sheet.

Police will follow up with a letter to the vehicle's registered owner "advising them of the observed violation," the email says.

"The ultimate program goal is to reduce and prevent vehicle accidents, making Lee's Summit a safer place to live and work," the email says. "When volunteers run radar, they don't issue tickets or appear in court and especially do not try to enforce the speed limits."

Citizen radar programs have been tried in cities that include Seattle, Youngstown, Ohio, and Lubbock, Texas.



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## Congress gets new warning on Highway Trust Fund solvency

WASHINGTON — The Congressional Budget Office has issued a grim picture of what lies ahead for the federal Highway Trust Fund if Congress and the White House do not find a way to come up with more money for transportation.

Bottom line: The fund will become insolvent in 2015.

That year, there will be about \$50 billion in outlays — if spending levels are the same as 2013 — but only \$40 billion in receipts, said Kim Cawley of the Congressional Budget Office.

"That means at some point in 2015, the Department of Transportation will be unable to reimburse states for all of the federal

highway and mass transit expenses they have already incurred," said Cawley.

How states will respond is unknown, Cawley said, adding that they might drop or slow down maintenance or new projects or accelerate their spending in an attempt to get their share of highway money before the trust fund runs out.

"It's clear that without some change in policy there won't be enough money to go around," Cawley said.

The trust fund is running out of money because Americans increasingly drive more fuel-efficient cars, trucks and buses, and fuel taxes haven't gone up.

## Canada targets roads, bridges

VANCOUVER, B.C. — The Canadian government has committed more funding towards infrastructure under the \$53 billion New Building Canada Plan.

The government's Economic Action Plan 2013 builds on ongoing federal investments and aims to contribute to the building of roads, bridges, subways, commuter rail,

and other public infrastructure in cooperation with provinces, territories, and municipalities over 10 years, starting next year.

The Building Canada plan also has a Community Improvement Fund of \$32.2 billion to build roads, public transit, recreational facilities and other community infrastructure across Canada.

## Canadian crossing requires customs forms

BLAINE, Wash. — Motor Coach Canada reports that bus passengers should fill out a "Customs Declaration," Form 6059B, before crossing the U.S. border here.

Doing so should speed the crossing process.

Generally, returning U.S. residents and non-residents (including Canadians) arriving in the

U.S. by road may make an oral declaration to U.S. Customs and Border Protection officers.

However, written declarations may be required at any port of entry to effect prompt and orderly clearance of passengers and their effects.

Motor Coach Canada says it has been advised by U.S. Customs

& Border Protection officials at the Blaine port of entry on British Columbia Highway 99/Interstate 5 that bus passengers should fill out Form 6059B before arriving at the border.

Motorcoach operators can order the forms — free of charge — at: [http://forms.cbp.gov/pdf/CBP\\_Form\\_262.pdf](http://forms.cbp.gov/pdf/CBP_Form_262.pdf).

## Biodiesel production is on pace for record

WASHINGTON — Boosted by Obama Administration policies aimed at diversifying the transportation fuels market, the U.S. biodiesel industry reached a new production record during the first half of the year, and is on pace for its best year ever, according to new USEPA figures.

Biodiesel refiners across the country produced more than 636 million gallons through the end of June, the U.S. Environmental Protection Agency reported.

That puts the industry on pace to break the previous annual biodiesel production record of just under 1.1 billion gallons and to significantly exceed this year's volume requirement under the federal Renewable Fuel Standard.

Biodiesel, made from a diverse

mix of resources, including soybean oil, recycled cooking oil and animal fats, is the only EPA-designated Advanced Biofuel with commercial-scale production nationwide, and the first to reach 1 billion gallons of annual production.

In 2011, production reached nearly 1.1 billion gallons. It re-

mained flat at that level in 2012 after Congress allowed the \$1-per-gallon biodiesel tax incentive to expire.

But this year, after Congress restored the tax incentive and the EPA finalized a volume increase under the Renewable Fuel Standard, the industry is poised to break previous records.

## I-70 bridge near St. Louis rehabbed

months ahead of schedule.

During the project, all westbound traffic out of St. Louis was moved to the eastbound bridge, resulting in a significant bottleneck.

During a nearly three-week period, crews completed a series of lane and ramp closures to move traffic back onto the westbound bridge.



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# Sleep apnea treatment benefits extend beyond motorcoach driver seat

NORWALK, Conn. — A small study has identified yet another reason — besides reducing driver fatigue — for treating the disorder known as sleep apnea.

Numerous studies have pointed to sleep apnea as a leading cause of drowsiness among drivers, particularly drivers of commercial vehicles who spend long hours behind the wheel.

According to a Federal Motor Carrier Safety Administration study, almost one-third of commercial drivers have some degree of sleep apnea.

Related studies have found that untreated sleep apnea causes excessive daytime sleepiness, which impairs judgment, causes attention deficits, slows reaction times, and decreases alertness.

Bottom line: Untreated sleep apnea greatly increases a driver's risk for being involved in a fatigue-related motor vehicle crash.

Mandatory treatment for the condition is being considered by the FMCSA.

Now, a new study finds that sleep apnea and impotence often go hand in hand — particularly in younger men.

The study also suggests that treating the sleep disorder with a mechanical device can jump-start a guy's sex life.

Erectile dysfunction resolved in 17 of 42 men who used machines that maintain air flow throughout the night. And even those without sexual dysfunction who used the CPAP (continuous positive airway pressure) devices reported a boost in sexual perfor-

mance, the study found.

While earlier studies have suggested similar results, this one is especially strong, said Dr. Steven Park, an ear, nose and throat physician and sleep medicine specialist familiar with the findings.

The study "has huge implications," said Park of Montefiore Medical Center in New York City.

"If you snore or you're tired and you're having intimacy issues, consider getting tested for obstructive sleep apnea," he said.

Sleep apnea treatments have revitalized his male patients, Park noted. "Bed partners report improved relations," he added.

The National Sleep Foundation estimates that 18 million Americans have obstructive sleep apnea, but 90 percent may not know it.

People with sleep apnea subconsciously awaken many times a night — even dozens of times an hour — because their airways close, disrupting their breathing.

Sleep apnea sufferers often snore heavily and are tired during the day.

Erectile dysfunction is common among men with sleep apnea, said Park, author of the book *Sleep, Interrupted: A physician reveals the #1 reason why so many of us are sick and tired*.

In the new study, researchers at the Walter Reed Military Medical Center in Bethesda, Md., followed 92 men, average age 46, who began using CPAP machines after being diagnosed with obstructive sleep apnea. While sleeping, patients wear masks connected to machines that send pressurized air

she paired with, she alleged, demanded sex in exchange for a passing grade.

CRST said it took disciplinary action, such as banning offenders from riding with females.

The EEOC was unable to reach a settlement with CRST for Starke, so it filed a lawsuit in 2007 on behalf of all female drivers subjected to "a sexually hostile and offensive work environment" at the company.

The lawsuit was filed before the agency knew how many employees would be part of the case.

The agency ultimately identified 270 women; 150 showed up for depositions.

The agency's tactics angered Reade, who called them a "sue first, ask questions later" litigation

strategy."

She dismissed the lawsuit and ordered the EEOC to reimburse the trucking company \$4.4 million in legal fees in February 2010.

The EEOC appealed. The appeals court largely upheld Reade's decision, dismissing the case but threw out the fee award and reinstated Starke's claim.

In February, CRST reportedly agreed to pay \$50,000 to settle Starke's claim, under a deal that allowed the company to renew its request for legal costs from the EEOC.

Reade awarded CRST nearly \$4.2 million in attorneys' fees, \$413,000 in out-of-pocket expenses and \$92,000 in court costs.

The agency is considering an appeal.

# EEOC ordered to pay trucker \$\$\$

DES MOINES, Iowa — A federal judge has ordered the U.S. Equal Employment Opportunity Commission to pay \$4.7 million to a trucking company, CRST Van Expedited, for attorney's fees and expenses the company racked up while defending itself in a sexual harassment case the judge called "unreasonable or groundless."

The order by U.S. District Judge Linda Reade is believed to be the largest fee sanction ever against the EEOC.

The harassment suit started with a December 2005, complaint by driver Monika Starke of Azle, Texas.

Starke said she was paired with a driver trainer who constantly made crude sexual remarks and advances. The next driver trainer

## The very high cost to prove you're right

LOS ANGELES — Here's a new example of the high cost, time-consuming effort, and frustration of trying to take on Big Government.

The California Superior Court in Los Angeles County has ordered the state Franchise Tax Board, which administers California's income taxes, to refund a corporate taxpayer not only the

taxes and penalty it paid, including interest, but its attorney's fees as well.

The case arose over the question of whether the corporation was domiciled in California or in Nevada, which has no income tax.

The court noted that while the taxpayer had provided direct evidence of its domicile in Nevada, evidence that the Franchise Tax

taxes and penalty it paid, including interest, but its attorney's fees as well.

The case arose over the question of whether the corporation was domiciled in California or in Nevada, which has no income tax.

The court noted that while the taxpayer had provided direct evidence of its domicile in Nevada, evidence that the Franchise Tax

Board did not rebut, the board had presented only circumstantial evidence the company was domiciled in California.

The tax at issue was \$2.3 million, and the taxpayer's attorney's fees, over the 12 years — yes, 12 years — the case lasted, totaled \$1.2 million.

Of course, the board has appealed the ruling.

Medicine, had this to say: "I can tell you that from people I know with the device, happy bed partners are much more interested in sex — before or after sleep — than those who are fighting over snoring or sleeping in separate rooms."

The study doesn't prove that CPAP will boost a man's performance, or resolve sexual dysfunction. It merely shows an association between apnea treatment and a happier sex life.

# ISSUE NO. 245 Bus & Motorcoach NEWS

A PUBLICATION OF THE UNITED MOTORCOACH ASSOCIATION

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# It's time to look ahead, not re-fight battles already lost

By Dave Millhouser

Long ago, you doubtless figured out I'm old, ignoring my high school yearbook picture in the corner.

So, it might not surprise you that I grew up in the 1950s and 60s.

I remember hearing stories as a kid of Japanese soldiers surrendering many years after World War II ended in 1945.

Isolated in caves on remote Pacific islands, while certainly courageous and tenacious, their grasp of current events was weak. They were preparing for battles in a war that had ended years earlier.

In our industry there remain pockets of resistance to trends that have washed over us in waves. When considering our response to things like seatbelt regulations, ADA compliance, FMCSA rules, USEPA mandates, and the like, there are two things to consider (probably more, but I'm not that smart).

Some of these battles are over, long over. And, as an industry, we don't have the resources (or political capital) to waste on holding out, or seeking to turn back history. We're not talking Obamacare here.

For example, seatbelts are HERE. There could have been a legitimate discussion as to whether "containment" was better, but the time for that argument was 15, 20, 30 years ago, and we didn't make much of a showing.

It looked a bit like a political debate where one candidate refuses to participate, and the

other talks to an empty chair. Politicians and the public embraced seatbelts as a simple fix because we only offered rhetoric.

At this point, the market has spoken. Whether driven by a genuine concern for safety, or fear of litigation, few group leaders or institutions want coaches that aren't equipped with belts.

Once the feds get around to issuing the seatbelt rule, the clamor for belts is going to become even more pronounced.

The Americans with Disabilities Act mandates aren't much different.

Before 1990, the motorcoach industry was supposed to provide reasonable accommodation to disabled customers. Our response was tepid enough to open the door to a draconian, sometimes absurd, body of regulations.

Now we've got a few major operators, who've known of the law's provisions for more than 20 years, asking for waivers because they've failed to sort out how to comply.

In these, and other areas, we (and I am one of "us") huddled in our caves and pretended the problems would go away, mistaking silence for victory. In an industry where capital equipment routinely has a 20-plus-year service life, long-term planning should be the norm, but we've been guilty of short-term thinking.

Which brings us to the second point: Are there issues coming over the horizon for which we ought to prepare? What are they?

What should we be doing now to deal with them before the government and the market-

place force solutions based on politics and perception rather than facts? If there are going to be battles, let's fight them before the war is lost.

You're smarter than me, and will think of things I've missed, but here are a few.

Partially as a result of government-mandated equipment, coach weights are climbing. Is regulation and technology able to handle the trend correctly?

There seem to be more bus fires in recent years. If there is empirical evidence of that, is it due to mandated EPA hardware? Or, electrical systems? Or, sketchy maintenance. Or, something else?

Have we taken appropriate steps to mitigate fires by using flame resistant materials?

Should we be looking at procedures and equipment that helps infirm passengers escape in the event of an accident or fire?

Is the current \$5 million insurance requirement enough?

What reasonable barriers should new entrants be forced to scale to keep competition alive, but fair?

Which safety technologies are effective and reliable, and which are frivolous? What should be mandated, as opposed to optional?

Some parts of the world have stringent structural standards for coaches, are they relevant here?

If we don't address these questions in a unified fashion, less competent folks will do it for us.

Fighting battles in wars that are already

lost may seem noble, but it's also silly. Would we rather be like General Patton...or Don Quixote?

The trick is to look ahead, and either prepare for what's coming or, even better, deal with it before it becomes a problem.



Dave Millhouser

Years ago, a Scenicruiser approached the chain station at the base of Colorado's Monarch Pass. It was snowing, and the troopers at the station stopped every vehicle, insisting that everyone "chain up" before proceeding up the mountain.

The coach's driver fumbled around, found the chains, and diligently wrapped them around his bogie tires.

Toddling back to the driver's seat, he stuck that puppy in gear and drove over the pass, blithely ignorant of the fact that he'd chained the wrong axle.

He was lucky. But chaining the wrong wheels is akin to fighting the wrong battles. It may look and even feel good but it doesn't provide any real traction when you need it.

We need traction if we're going to survive and thrive in coming years, and that means identifying and dealing with the right issues before it's done for (or to) us.

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

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# Safety textbook is updated, now available through UMA

STILL POND, Md. — When Jack Burkert retired a few years ago, quietly moving from respected safety adviser and risk-management expert to a less-stressful, more-relaxed lifestyle, he had just a few pieces of unfinished business.

There were expert witness commitments still proceeding through the litigation process.

Three years later, he's down to just three open expert files.

## UMA sets education program at BusCon

CHICAGO — The United Motorcoach Association and Bus & Motorcoach Academy are presenting two education sessions at BusCon 2013 here this month.

The sessions are aimed at reinforcing UMA's position as a leading subject-matter expert in the motorcoach industry and gaining wider exposure for the Bus & Motorcoach Academy.

The first session, to be presented at 3 p.m. Monday, Sept. 9, is called the *Capital Cost of Contracting*.

UMA says public/private partnerships can deliver remarkable value to local transit budgets; especially when utilizing the "capital-cost-of-contracting" formula.

The session will educate transit

And then there was the safety textbook.

Completed years before his retirement, the book was in need of an edit, update and, most of all, a revision that would make it more concise.

Why a textbook?

"In my career, one of constantly learning and sharing, so many ideas and so much information passed in, through or from my ex-

periences, it seemed like there was an obligation for me to offer those ideas to those safety and fleet personnel who will surely follow," he said in an interview.

*Bus & Motorcoach News* got a look inside the new, shorter (200-plus pages) version of his text, which is entitled *Motor Fleet Safety: Standards and Practices*.

The comprehensive book offers insights into virtually all of the

safety topics that can guide bus operators to a safer future.

The text opens with guidance on the hows and whys of fleet safety, establishing a framework for cost-effective safety management.

While there are no magic bullets, advice on hiring, retention and training are well documented, including comprehensive chapters on training techniques and a separate one on "training topics" (with explanatory notes provided on content) for driver education.

Several sections on accident investigation and prevention are ideal for fleet safety representatives charged with the duty of understanding and managing bus crashes — both major and minor — from prevention through to settlement.

And, of course, there's plenty on everyone's favorite moving-

target topic: regulations.

Given the shelf life of a textbook, versus the great likelihood of regulatory change, regulations are discussed in broad terms.

And, so, the revised textbook, detailing much of what Burkert learned and taught over his 35-year career in motor fleet safety, has been completed and is now available.

It can be found on the United Motorcoach Association website ([www.uma.org](http://www.uma.org)) by clicking on "Industry Products and Services" on the left navigation area and selecting "UMA Products."

It's priced at \$29.95 for UMA members and \$49.95 for non-UMA members. It is available in two formats, as an instantly-downloadable PDF, or hard copy.

For more information, call UMA at (800) 424-8262.

## Prevost launches e-media website

SAINTE-CLAIRES, Quebec — Prevost Car announced it has launched an e-media website, allowing customers to order service and training materials online.

Site visitors can obtain maintenance manuals, driver guides, service instructions, training materials, and EPA-mandated emissions information.

The site also allows ordering of all materials using an e-commerce system and provides order status updates.

Additionally, there is a link to the Volvo Premium Tech Tool site, a platform for aftermarket tools.

The e-media website is at <http://software.mogistic.com/emeida/prevost/Default.aspx>.

# Coming Soon!

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— Peter Shelbo, Tour West America, Inc., Phoenix, AZ  
2012 attendee

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# Ticket aggregators take a crack at the intercity market

BOSTON — A startup company, Wanderu, has received \$2.45 million in seed money to create what the founders expect to become the Kayak of motorcoach and train travel.

The ground travel industry does not yet have a leading ticket aggregation website site, though others have and are trying.

Wanderu (pronounced Wander-oo), which has assembled roughly 20,000 user sign-ups in private beta testing, is rolling out its service in the northeastern U.S. and has ambitious plans to expand nationwide.

Last month, Wanderu closed on \$2.45 million in venture capital financing from a group of investors led by Alta Ventures Mexico, which provides early-stage venture capital to entrepreneurs in high-growth sectors.

Based in Monterrey, Mexico, Alta Ventures focuses on Mexican and U.S. companies with a Latin American strategy.

Participating in the Wanderu investment are former Greyhound Lines CEO Craig Lentzsch, Orbitz.com Chairman Jeff Clarke, and Drummond Road Capital Inc, along with a number of so-called angel investors.

Wanderu aggregates bus and train schedules, which would otherwise require checking a number of websites to find the cheapest tickets and find connections between cities.

The website will let consumers enter their starting and destination addresses or points of interest, and then show them a list of possible itineraries across different bus and train lines.

The search will integrate local public transit, walking and biking directions to and from the bus or train. In addition, the search will be able to perform live routing to combine two or more options to find the fastest or cheapest trips not served by any direct route.

Clicking on a search result directs the consumer to the bus or train provider's site similar to airline travel aggregators like *Kayak.com*.

Wanderu contracts directly with bus carriers.

It integrates directly with a carrier's system similar to the way Amadeus and ITA connect with airlines and hotels.

The Wanderu website has been up and running in private beta test in the Northeast. The company also is working on a mobile app.

The company plans to expand down the East Coast to Florida. Its announced growth plans call for rolling out a new region of North America every three months.

The idea, Wanderu co-founder

and CEO Polina Raygorodskaya told an online travel site, is that you could be in the middle of nowhere, and Wanderu would tell you exactly how to get where you need to go.

Aggregating bus information has been a complicated problem, Raygorodskaya said, and one the Wanderu team has been working on since October 2011.

"If you look at Kayak, they pay money to license data from air-

lines. Within the bus industry that information's not out there. It's extremely outdated. We've had to build it from scratch because there are no (advanced passenger information systems). We've partnered with bus companies to work with them to get access to their data."

Wanderu has signed up 12 operators, including BoltBus, Go Buses, Concord Coach Lines, and Trailways of New York. With these bus lines, the site says it has 80

percent coverage in the Northeast.

Wanderu takes a cut of each ticket sale made through its website. Raygorodskaya declined to say what percentage cut that was.

Driving Wanderu and others, is the growth and changing demographics of intercity bus travel.

"It's becoming much cooler to travel by bus," says Raygorodskaya, a 26-year-old, Russian-born model turned "serial entrepreneur."

Wanderu is not the first start-

up to attempt bus industry ticket aggregation. In May, the Canadian start-up, Busbud, launched internationally with a similar goal of becoming a "Kayak for intercity bus travel."

The best known website, however, is *GoToBus.com*, which aggregated the so-called Chinatown operators years ago.

For more information, go to [www.wanderu.com](http://www.wanderu.com) or <https://twitter.com/wanderu>

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# Gray Line in Nashville buys limo operator's coach unit

NASHVILLE, Tenn. — Gray Line, Tennessee's largest tour bus operator, announced it has acquired the motorcoach and mini-bus division of Grand Avenue Chauffeured Transportation, which operates the largest limousine fleet in Nashville.

Motorcoach industry veteran

Bruce Neuharth has been named CEO of Gray Line of Tennessee to oversee and grow the combined operation.

He will be joined on the executive team by Carl Haley, who will serve as chief revenue officer, while maintaining his position as CEO of Grand Avenue Grand Av-

enue's chauffeured transportation business will continue to operate independently.

Both Neuharth and Haley will have seats on the Gray Line board.

"The opportunities for a high-quality, fully-integrated transportation company to serve the growing convention and tourism

business are enormous," said Neuharth.

"Realizing that our companies' motorcoach operations complemented each other perfectly, we jumped at the opportunity to join forces. After many years in the transportation industry, and leading multiple strategic transactions,

never have I seen two entities better poised to partner," Neuharth added.

"I think you had a meeting of the minds between Gray Line and myself," Haley was quoted as saying. "We've always worked together well in the marketplace here, and as we were both watching Nashville's growth and looking at what is best for Nashville and our clients and employees. It really made sense to bring the two brands together."

Neuharth joined Gray Line of Tennessee from Arrow Stage Lines in Omaha, where he was president and chief operating officer of the ninth largest motorcoach company in the U.S., with a fleet of more than 200 vehicles at 11 regional locations.

Earlier this year, *Metro* magazine ranked Gray Line of Tennessee as the 23rd largest motorcoach operator, with a fleet of 92 buses and coaches.

Gray Line of Tennessee is the motorcoach operation that formerly was owned by Dennis Levering and his late brother Chris.

In mid-2009, two months after Chris Levering died, the company was sold to Red Clay Capital Holdings of Atlanta, an investment firm.

Last September, XMi Holdings Inc., a diversified Nashville-based management company that specializes in helping companies grow, made an equity investment in Gray Line of Tennessee, and has since taken majority control of the company.

To make its investment, XMi Holdings partnered with TNInvestco, an investment program created by the state of Tennessee to help local companies grow by supplying them with capital. However, TNInvestco doesn't simply dole out taxpayer money. Here's how it works:

After state lawmakers adopted the legislation to create the program, TNInvestco allocated \$200 million in state tax credits to a cross section of venture capital funds with experience in developing new companies in Tennessee. One of those funds was XMi Holdings.

XMi and the other funds market the tax credits to insurance companies, which purchase the credits with capital reserves. The venture funds use the capital to help grow Tennessee companies.



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# Tennessee operators get cram course in safety rules

COUNCE, Tenn. — The Tennessee Motor Coach Association had a large, eager turnout for a first-of-its-kind motorcoach compliance safety course this summer.

And the TMCA owed thanks, if that's the right word, to a surprising source — the Federal Motor Carrier Safety Administration Operation Quick Strike.

"We tried to do it once before but couldn't get much interest in it," said TMCA Vice President Russell Ooten of Greene Coach in Greeneville, Tenn., of the course offered through the U.S. Department of Transportation's Transportation Safety Institute.

"This strike force started putting the hammer down on a few operators, and it seemed like it exploded the interest," he said.

Obviously, fear (or terror) can be a powerful motivator.

Held in late July-early August, the course drew 64 participants — about twice the number expected — and included two attendees who are members of the Virginia Motorcoach Association and two from Texas, who are members of South Central Motor Coach Association.

The session was conducted in the conference center at picturesque Pickwick Landing State Park near here. The park is about 120 miles east of Memphis, a few miles southeast of Shiloh National Military Park, and just north of the Mississippi state line.

According to a TMCA spokesperson, the association paid about \$500 for each of its members who attended, which covered the class and meals.

Geared specifically for motorcoach company owners and managers, the class was a condensed version of courses held regularly by the TSI.

Instead of the standard 4 $\frac{1}{4}$  days, the TMCA-TSI class was shortened to 2 $\frac{1}{2}$  days to accommodate the workloads and schedules of motorcoach operators.

During the session, attendees received an overview of Federal Motor Carrier Safety Regulations, which run over 550 pages, and ample opportunity to ask questions of instructors, according to Brad Hallmark of the TSI.

TMCA President Alan Wise said a highlight of the course was its focus on the FMCSR manual.

"There are so many references in it, you need to know how to find answers to the questions you have, and how to interpret what's in it," said Wise of Wise Coaches in Nashville.

Added Ooten: "More than anything, (the class) separates fact from fiction. You always hear people say one thing or another about certain compliance matters. It's an

opportunity to question the instructors to find out what the actual regulation says on a certain subject. It was very credible information."

Both Wise and Ooten had high praise for course instructors Rick Gobbell, a 32-year veteran with the Federal Motor Carrier Safety Administration, and Rick Sallas, a for-

mer Colorado State Police trooper.

"Rick Gobbell, his DOT experience is endless, so he knows the rules inside and out," Wise said. "And the former state trooper gave us an understanding of how law enforcement would look at us whenever they come to inspect us or stop us on the roadside."

Ooten, for one, said he felt the

course length was appropriate for the material covered.

"They were long classes. We started at 8 in the morning until 5 in the afternoon. They weren't boring," he said.

"We pretty much went through the book cover to cover, but because of (the instructors') knowledge of our industry, they did not

include stuff that did not pertain specifically to us. They didn't waste any time."

Attendees received USDOT certificates upon completion of the course.

And Gobbell, the former FMCSA officer, said the certificates hold meaning for agency officials.

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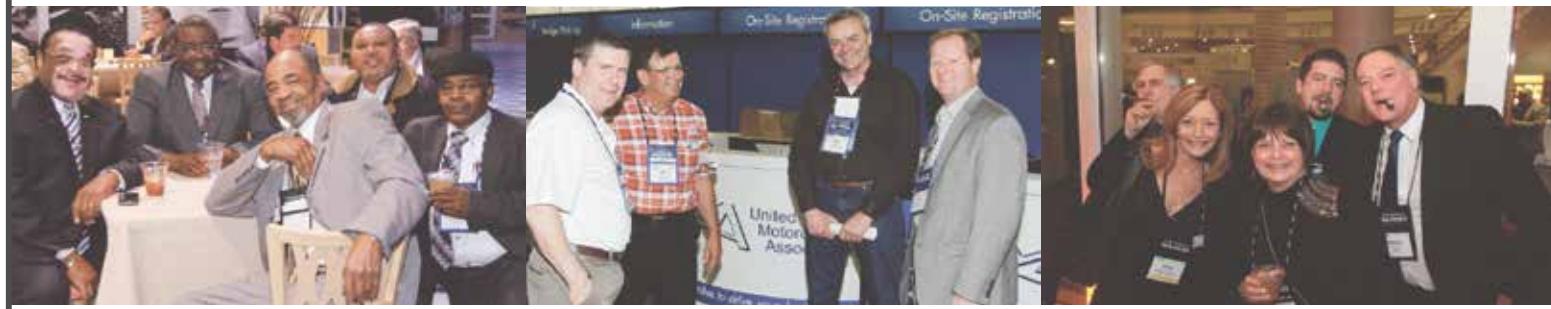
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— *Ray Sargoni, President  
Gray Line of San Francisco, San Jose & Monterey  
UMA member since 2007*



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## Weigh stations

CONTINUED FROM PAGE 1

were well aware of operational and safety concerns" and would emphasize those factors in their training of enforcement officers.

### PBA endorsement

"PBA's board discussed the proposal and unanimously endorsed the (State Police) efforts" to get noncompliant operators off the highways by requiring buses to pull into weigh stations for visual and/or full inspections, the association told its members in its spring *Bus Digest*.

Pennsylvania has 32 state weigh stations but only those along Interstates will be requiring buses to stop.

Of the 32 stations, two have permanent locations with stationary scales. Those are on

## New Jersey tax

CONTINUED FROM PAGE 2

sey annually, it did nothing for the hundreds of operators that were regularly sending thousands of coaches to Atlantic City and other state destinations.

Consequently, the industry continued to battle the tax.

UMA, the American Bus Association, the Greater New Jersey Motorcoach Association and others testified before the New Jersey State Assembly and New Jersey State Senate over the years, requesting repeal.

The New Jersey Travel Industry Association joined in the effort, as did Motor Coach Canada.

It is hard to overstate the difficulty advocates faced in seeking an exemption from the tax for the out-of-state motorcoach industry.

Fundamentally, the issue boiled down to two things — dollars and cents, as it so often does. New Jersey state government has been strapped for cash for years.

Under the New Jersey corporate business tax, firms typically pay 6.5 percent, 7.5 percent or 9 percent of their net in-state income, or at least \$500 to \$2,000, depending on gross receipts. The tax dates to 1884, when the state first assessed a franchise tax on all in-state

I-80 in Clarion County. Other state weigh stations are in rest areas or areas where PennDOT brings out a van and sets up a station using portable scales.

The Pennsylvania Bus Association has informed its members that the following procedures will be used for checking buses at the weigh stations:

Bus drivers will drive into the weigh station, at the reduced speed posted on the entrance ramp, to the rest area where the weigh station is set up.

Drivers will not be allowed to stop on the ramp because it will back up traffic on the highway and cause a safety issue.

The bus traveling through the weigh station will be weighed.

Enforcement officers will visually inspect the exterior of the bus as it pulls through, looking for obvious violations. State Police say they have instructed enforcement officers not to detain a bus unless obvious problems are evident.

All buses with any kind of bus tag must stop, including vans with bus tags. However, school buses are not required to stop because they have a different definition in the state vehicle code.

If a bus does not stop at a weigh station having a visible sign, the driver is in violation of the state vehicle code, and will be fined \$25, plus court costs (\$100 plus). No points are associated with the violation.

The PBA told its members that if a bus driver encounters a problem at a weigh station, the driver should contact the association through his or her employer.

Corporal Richard Koontz of the Pennsylvania State Police Commercial Vehicle Safety Division said he expects the new rules to help New Jersey, of course, that new casinos were springing up in nearby states, siphoning away bus-traveling gamblers.

Between 1998 and 2011, the latest year for which figures are available, the number of individuals arriving in Atlantic City by motorcoach dropped from more than 9.9 million annually to just over 3.32 million, a stunning 67 percent reduction.

At one time, casino bus passengers represented more than 40 percent of all Atlantic City gaming visitors. In 1988, bus traffic to Atlantic City peaked at 14.2 million passengers.

And while traffic of all kinds to Atlantic City declined between 1998 and 2011, the drop in the number gamblers arriving by bus was by far the most precipitous.

Those kinds of numbers were telling on state legislators.

UMA also made lawmakers aware that at least 40 percent of its members reported they declined to transport groups to destinations in New Jersey because of the tax.

The state's number crunchers remained unmoved, however. The Office of Legislative Services continued to insist that it did not think revenue gained from increased tourism could make up for the revenue lost by giving the industry an exemption from the corporate bus tax.

Ultimately, however, legislators listened to

the industry and granted the exemption, with Christie signing the measure.

"The out-of-state buses that travel to Atlantic City represent a vital part of our local economy, bringing thousands of tourists to the resort each year," said state Sen. Jeff Van Drew, who sponsored the exemption bill.

"If you have any questions, please let me know so I can obtain answers for you," Farrell told PBA members in a notice issued last month. Contact Farrell via email at [efarrell@pubus.org](mailto:efarrell@pubus.org), or call (717) 236-9042.

It could not be immediately determined if part of the motivation for the new initiative stems from the federal crackdown on overweight buses. (See Aug. 1, Nov. 1 and Sept. 15 issues of *Bus & Motorcoach News*.)

the industry and granted the exemption, with Christie signing the measure.

"The out-of-state buses that travel to Atlantic City represent a vital part of our local economy, bringing thousands of tourists to the resort each year," said state Sen. Jeff Van Drew, who sponsored the exemption bill.

"We need to do our part to make sure the buses continue to run, and that companies bringing folks to the city, including our restaurants and shops, aren't hindered by New Jersey's tax structure."

"As we continue our work to revitalize the resort area, this will encourage more business, travel and tourism to Atlantic City," said Van Drew.

"This is truly exciting news and is long overdue," added Victor Parra, UMA president and CEO.

"While we celebrate this victory, we are pushing for legislation on the federal level, known as BATSA or the Business Activity Tax Simplification Act, that would preclude states from imposing corporate business taxes on motorcoach companies bringing tour groups — and their revenue — to their states."

"The action taken by Governor Christie and the state of New Jersey is a win for both our industry and the New Jersey tourism industry, and will hopefully serve as a catalyst in getting BATSA passed into law."

the eastern U.S.

On July 1, FMCSA ordered All Nations Coach to provide evidence it was not a reincarnation of Tichy Express, which had been placed out of service for multiple violations of federal safety regulations and for failure to pay \$5,400 assessed in civil penalties.

All Nations Coach was given 21 days to petition for an administrative review of the FMCSA order.

After the breakdown, the FMCSA executed its out-of-service and records consolidation order and the federal operating authority of All Nations Coach was revoked.

A copy of the All Nations order can be found at: [www.fmcsa.dot.gov/documents/about/news/2013/AllNationsCoach.pdf](http://www.fmcsa.dot.gov/documents/about/news/2013/AllNationsCoach.pdf).

### Shutdowns grow

"Bus or truck companies cannot dismiss federal safety obligations, including civil penalties, by simply 'reinventing' themselves and operating under a new name," said FMCSA Administrator Anne S. Ferro.

"Companies that attempt this will be found out and shut down."

Since the first of the year, the FMCSA has shutdown 25 motorcoach companies as it targets high-risk carriers.

## Operators shut down

CONTINUED FROM PAGE 1

hours-of-service requirements, dispatched unqualified drivers, and failed to assure drivers complied with controlled-substances and alcohol-use testing regulations.

A copy of the imminent hazard order for People's Choice can be found at: [www.fmcsa.dot.gov/documents/about/news/2013/ThePeople'sChoiceIHOrder.pdf](http://www.fmcsa.dot.gov/documents/about/news/2013/ThePeople'sChoiceIHOrder.pdf).

### No back-up plans

The McRea and All Nations' breakdowns occurred as their coaches were headed to New York City. Neither company had a plan to get replacement buses to pick up their customers in the event of a breakdown, federal officials said.

The investigation of McRea, which operated sporadically between Atlanta and New York, concluded that the company was "flagrantly" violating hours-of-service rules and drug testing requirements, and falsifying records.

McRea personnel told regulators the 863-mile route between Atlanta and New York was too long to be accomplished within the federal limit of 10 hours of driving in a day, requiring drivers to exceed speed limits, break driver-rest rules, or falsify duty-status records, the

FMCSA order said.

During the previous 13 months, McRea had a 75 percent roadside inspection vehicle out-of-service rate.

### Who needs maintenance?

Company owner Wilbur McRea admitted to having no internal preventive maintenance program and provided no evidence or documentation that periodic maintenance was completed on his buses.

He also admitted having no control over maintenance at all, which was conducted in New York City where his buses were stored.

Drivers were not required to report vehicle deficiencies, and their qualifications were not monitored.

The company's drivers were paid by Horse Run Tour Inc., a Georgia company that isn't authorized to operate across state lines, the FMCSA noted.

A copy of the McRea imminent hazard out-of-service order can be found at: [www.fmcsa.dot.gov/documents/about/news/2013/McReaTransportationInc.pdf](http://www.fmcsa.dot.gov/documents/about/news/2013/McReaTransportationInc.pdf).

### Good on his word

An All Nations bus traveling from Charlotte, N.C., to New York broke down on I-95 in

Caroline County, Va., at midnight July 16.

Fifty-three passengers were taken by state and local authorities to a truck stop, where they waited 24 hours for a replacement bus.

Two weeks earlier, the FMCSA had ordered All Nations to prove it wasn't a reincarnation of Tichy Express, a company the government ordered shut down last year for safety violations.

The July 16 stranding happened during a 21-day appeal period related to that order. The FMCSA issued a shutdown order the following week.

Tichy Express's owner, Isa Nebi, had told regulators in Albany, N.Y., in December 2011, that he would have his wife buy a bus company if they denied his request to restart his operation, the government said.

Nebi had his wife, Aryana Dilla, purchase All Nations' USDOT registration number in April 2012, according to the government order. The sale didn't include any buses, loans or leases. Both companies list Nebi's home on Staten Island as the business address.

### Inspectors move in

In June, a team of specially trained FMCSA safety investigators launched an investigation of All Nations Coach, which operated 16 motorcoaches and provided service in

# Chinatown operator Fung Wah may resume service

BOSTON — Fung Wah, the nation's best-known curbside Chinatown bus company, reportedly is in the final stages of talks with federal regulators that would allow it to resume operations.

The pioneering company was shutdown by the Federal Motor Carrier Safety Administration in late February after Massachusetts inspectors found that many of Fung Wah's older buses had significant frame cracks and were not being maintained to the degree that would allow for their safe operation. (See March 15 *Bus & Motorcoach News*.)

At the time of the shutdown, Fung Wah also had a driver fitness record worse than 97 percent of all motorcoach companies in the U.S. Its driving record trailed 66 percent of the industry.

Once the largest ethnically Chinese curbside company operating between Boston and New York City, Fung Wah has obtained a preliminary agreement to upgrade its safety rating, *Bloomberg BusinessWeek* reported late last month.

"The carrier stipulates that it has taken action to correct the deficiencies in its safety management system," *Bloomberg* quotes the agreement as saying.

Subject to the company's compliance, "FMCSA will condition-

ally grant the request for change in the rating," the agreement states.

"After taking corrective action, Fung Wah met the requirements necessary to receive a 'conditional' safety rating," FMCSA spokeswoman Marissa Padilla told *Bloomberg*. "FMCSA will evaluate their application for operating authority."

According to the agreement, Fung Wah has submitted docu-

mentation six times since April, outlining new safety practices in an attempt to satisfy regulators.

Still, not all hurdles have been cleared. Fung Wah has yet to obtain "final approval" from the FMCSA, and it must apply to the Massachusetts Bay Transportation Authority, which operates Boston's South Station bus terminal, to operate from the terminal like

other intercity carriers.

The demise of Fung Wah has generated extraordinary internet comment.

"If it was not clear before, it is clear now that Fung Wah enjoys tremendous goodwill with the motorcoach riding public," observed Ken Presley, vice president and chief operating officer of the United Motorcoach Association.

"We hope to see a regulatory compliant Fung Wah return very soon," added Presley.

Like other industry analysts, Presley credits the Fung Wah business model with "basically revitalizing the sagging scheduled-service bus industry and spawning imitators."

"Their return to the marketplace will no doubt be welcomed by their loyal customers," he said.

## Are you just a needle in a haystack?



With an average of over 100,000 visitors each month, BusRates.com generated 40,000 unique requests for quotes for its subscribers in 2012. There is no comparison—being listed on other online directories is like being a *needle in a haystack*.

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## Maryann Cornell, 54, dies of cancer

CLERMONT, Fla. — Maryann Cornell, wife of ABC Companies founder and chairman emeritus, Clancy Cornell, died last month after a long but well-fought battle with cancer. She was two months shy of being 55.

Mrs. Cornell was the youngest of six children and raised in Jacksonville, Fla.

She spent the past 25 years living with the love of her life — husband Clancy — at their homes in Baudette and Faribault, Minn., and Clermont.

Besides her husband, the other passions of Mrs. Cornell's life were simple: fishing in Canada, growing tomatoes, traveling in the Cornells' motorhome, and spending time with the family dogs. She also enjoyed traveling the world.

But most of all, she loved spending time with her family. Her extended family remembers her as the consummate hostess.

She is survived by her husband; daughter Jennifer Leigh Schmidt, and her siblings.

A memorial has been established in Mrs. Cornell's name with the Mike Conley Hospice House, 2100 Oakley Seaver Dr., Clermont, FL 34711.

# Busmaker DesignLine seeks bankruptcy court protection

CHARLOTTE, N.C. — Computer and transit busmaker DesignLine Corp. filed for Chapter 11 bankruptcy protection last month.

The company, which relocated to Charlotte from New Zealand a half-dozen years ago, has struggled with production delays and lawsuits in recent years.

The company halted work at its Charlotte plant in late July and furloughed most of its staff of 200. In a written statement at the time, it called the action temporary. (See

Aug. 15 *Bus & Motorcoach News*.)

In the bankruptcy filing, the company listed assets of \$14.06 million and debts of \$37.5 million.

The largest creditors listed in the filing include:

- \$3.64 million to New Jersey Transit for payments on buses not delivered.
- \$2.86 million to Eagle Services Limited, listed as a stockholder.
- \$845,645 to Charlotte insur-

ance executive and investor Cameron Harris, who is listed as a stockholder.

- \$233,090 to a Charlotte law firm.

DesignLine's board approved the voluntary filing.

In recent months, DesignLine's visibility rose when its general counsel, Anthony Foxx, was nominated by President Obama and then confirmed as U.S. secretary of transportation.

At the time of his nomination,

Foxx also was mayor of Charlotte.

Charlotte Douglas International Airport operates several of DesignLine's hybrid-electric buses as shuttles to its parking lots. In 2011, one of the buses caught fire.

DesignLine has wrestled with a string of canceled contracts and vendor lawsuits.

The company replaced its CEO last year. Former New York City Metropolitan Transportation Authority President Joseph Smith succeeded Brad Glosson, who had

led a group of investors in purchasing DesignLine and relocating it to Charlotte.

But problems continued to plague the company.

In a letter to employees at the time of the July furloughs, Smith said workers were being let go because of a "lack of funding." He also said the company faced the withdrawal of an "imminent business/financial partner" and the nonpayment of past due invoices from clients.

community.

"We have an important role in the community and the expertise to provide the service," she added.

## The New York bite

The high cost of doing business in New York has been a sore point among operators based in the state for years and has been a target of BANY for some time.

Although the association has seen some successes — industry exemptions from some transportation and sales taxes among them — it says much more needs to be done.

"The next few years are perilous for private bus companies and our tourism members," the association points out in promotional materials.

"Ever increasing and expanding taxes are being sought by New York state to quell its annual budget shortfalls and any business can and will be chased by the 'tax-em' legislators for more and more money."

## New York operators

CONTINUED FROM PAGE 3

be getting any major work for the tournament because he assumed his bid must have been higher than those of his local competitors.

However, that wasn't the case at all.

### The convention culprit

Instead, he said, he later learned that The Convention Store, a national vendor based in Millersville, Md., hired by the tournament sponsors to arrange the transportation service, was bringing in carriers from other states to work with Regional Transit Services, the public transit agency that provides bus service to nearby Rochester, N.Y., and which offered to provide free shuttle service for the tournament.

Lyons complained to state officials about the use of the out-of-state carriers when companies based in the state were available to

provide the service, but apparently he was too late to be heard.

"The carriers that they have chosen are not subject to New York state regulations, which add significant cost to our doing business and which is reflected in our rates," Lyons wrote in a letter to Robert Rybek, chief administrative law judge for the New York State Department of Transportation.

"By bringing in outside carriers, the department (DOT) will see to it that New York workers sit home, and possibly collect from the our state's unemployment coffers while out-of-state workers provide this transportation," he said.

### Plenty of buses

Lyons maintained that capability was not an issue, stressing that carriers from throughout western New York could have provided at least 30 coaches for the tournament.

Additionally, he stressed in his letter that his company is experi-

enced in providing transportation at major sporting events and has worked an annual Ladies Professional Golf Association tournament in New York the past four years.

"Coincidentally, we got involved with the LPGA after a carrier from Michigan failed to provide adequate transportation for the event in 2010," he noted.

It was not known how many out-of-state companies and buses actually were used for the PGA tournament, which drew more than 200,000 spectators, although an official involved in the service said the work was large enough to involve several private carriers, in addition to the RTS.

Sean Higgins, president of The Convention Store, did not return telephone calls seeking information about the number of out-of-state carriers and coaches that were used for the shuttle service.

RTS spokeswoman Maryalice Keller said the public transit agen-

cy had an average of 90 of its transit buses working the tournament each of the seven days.

### Apparently legal

The use of a tax-supported public transit agency for the shuttle work and the fact that it did not charge the PGA, or people who rode the buses, stirred some controversy in the community, but, appears to be legal under federal charter regulations that govern the types of charter work public transit agencies are allowed to conduct.

Under the regulations, if a public transit agency provides free or regular fare service for an activity, it would not be considered a charter.

Keller, while noting that she is not totally familiar with all of the specifics of federal charter service rules, said RTS agreed to provide the shuttle service for free because of the positive economic impact the golf event would have on the

community.

Department inspectors will eyeball more driver-related documents during Compliance Reviews.

The safety plan was developed in the wake of state legislation adopted last year that "allows the department to improve this program and thereby enhance bus safety and compliance by focusing attention where it is most needed, and by incentivizing good performance by operators."

The department unveiled its plan in early February and solicited comments from stakeholders last winter and early this spring.

By the time the comment period closed in April, the department had received 32 "stakeholder responses." The respondents ranged from individual mechanics to industry associations.

In a summary of the comments, NYSDOT said most of the feedback focused on key elements of the plan, including the performance categories, the critical items inspections, inspection schedules, Compliance Reviews, and random vehicle inspections.

Additionally, a number of other comments and observations

were offered which we consider beyond the present scope and purpose of the plan," said the NYSDOT in its summary of the stakeholder comments. "However, we have retained those items for future consideration within the ongoing dialog among NYSDOT and our industry partners."

Among suggestions the agency received that it apparently considers "beyond the present scope and purpose of the plan" were proposals NYSDOT focus more attention on highway enforcement issues that result in crashes, step up inspections of out-of-state companies that operate extensively in New York, utilize the Federal Motor Carrier Safety Administration Safety Measurement System in performance determinations, get in step with the rest of the U.S. and

## SaferBus app

CONTINUED FROM PAGE 3

States Trailways in St. Louis said they didn't even know such an app existed.

Duane DeBruyne, FMCSA deputy director of communications, said the latest tweaks to the SaferBus app include larger icons,

adopt Commercial Vehicle Safety Alliance inspection criteria, and pay greater attention to start-up operators.

One suggestion the agency appeared to address was criticism of the consistency of NYSDOT bus inspections. The inspection fail rate between various NYSDOT regions can vary widely.

One of the benefits the agency listed for its new program is further improvement of "the consistency of the bus inspection program through additional attention to procedures, training and program oversight."

To read the entire NYSDOT plan, and the summary of stakeholder comments, go to <https://www.dot.ny.gov/divisions/operating/osss/bus/performance>. Click on the highlighted links.

brighter fonts and clear links to the bus companies' websites. The updates come about twice a year. The most recent was in December.

That update didn't garner much notice either. Streif says he wasn't surprised.

"Our business as a whole lacks much advertising in the media. That has to change."

## New York safety plan

CONTINUED FROM PAGE 1

percent but less than 25 percent.

• Unacceptable — Operators with an OOS rate of 25 percent or greater.

Operators may be moved into a higher or lower category based on their performance during Compliance Reviews and other inspections.

As is typical of most things developed by Big Government, small operators aren't likely to escape the more rigorous inspection schedule.

Small operators that undergo fewer than 10 inspections in a year will be evaluated based on the previous two years. Operators that have undergone fewer than 10 regularly scheduled inspections over the previous two years will not be categorized and will continue to have their vehicles undergo at least two full, comprehensive inspections every 12 months.

Out-of-service rates will be used to determine categories for the purpose of performing Compliance Reviews.

NYSDOT said the level of review and corrective effort focused on operators "will be proportion-

# Debate over healthcare law shows few signs of waning

WASHINGTON — With debate over the 2010 federal healthcare law showing no signs of waning, motorcoach operators can expect to be inundated with advertisements, announcements and pronouncements about the controversial law for the rest of this year and next.

So far, opponents of the law, which is often referred to as Obamacare, have outspent supporters by nearly 5-1 on the airwaves — as conservatives seek to cast doubts about its effects and pledge to keep it at the forefront of federal, state and local races, an analysis shows.

Critics of the Affordable Care Act spent at least \$385 million from March 2010, when Congress enacted the sweeping healthcare measure, through the end of June, according to an analysis of TV advertising nationwide by Kantar Media.

The biggest spender among opponents: Crossroads GPS, a political advocacy group affiliated with Republican strategist Karl Rove.

It spent at least \$40 million for advertising that mentioned the law.

Backers, led by the U.S. Department of Health and Human Services, spent roughly \$78 million.

Kantar's Campaign Media

Analysis Group predicts spending on the law will hit \$1 billion by its fifth anniversary in 2015, according to the analysis released last month.

"There's been no other law we can think of that has been the focus of this much ad spending" immediately following its passage, Elizabeth Wilner, vice president of the Campaign Media Analysis Group, told *USA Today*.

"The gap between enactment and implementation has created an opening for this to continue to be a point of attack for its critics."

A new round of advertising hit the airwaves in July.

Americans for Prosperity, a non-profit advocacy group co-founded

by billionaire industrialist David Koch, launched a \$700,000 TV advertising campaign, largely in Virginia and Ohio, that features a pregnant mother worried that the law will restrict her family's health care choices and drive up premiums.

The law's proponents also are gearing up to defend the law and encourage uninsured individuals to begin seeking coverage in new state health insurance exchanges. Enrollment in the exchanges begins Oct. 1.

Organizing for Action, an advocacy group linked to President Obama, released an ad last month touting the law's elimination of lifetime caps for health-insurance benefits.

The ad, featuring Phoenix mother Stacey Lihn, whose young daughter has undergone multiple surgeries for a heart defect, is part of what the group says is a series of commercials over the summer that will cost a total of "seven figures."

"When people understand the concrete examples of what this means for them, they like the law; they are excited about the law and they want to tell people about it," said Jon Carson, the group's executive director.

In early July, two large healthcare companies — Walgreen and the Blue Cross Blue Shield — rolled out a website to encourage enrollment.

"The overwhelming majority of the public is tired of the political back-and-forth contentiousness and really just wants to know how the Affordable Care Act will help them in the future," said Ron Pollack, who is executive director of Families USA and a founder of Enroll America, a non-profit group promoting the law.

He said the groups have raised millions to promote enrollment and will target their efforts on counties with big populations of uninsured residents. They include Los Angeles County, home to about 2.2 million people who lack health care coverage — or nearly 5 percent of the nation's 46 million uninsured.

The advertising flurry comes as Republican leaders on Capitol Hill vow new attempts to roll back key provisions of the law — emboldened by the Obama administration's surprise decision to impose a one-year delay on the mandate that larger employers provide insurance to their employees or face penalties.

The law "is never going to be ready for prime time," Senate Majority Leader Eric Cantor, R-Va., said on Fox News. "We need a permanent delay."

## SBA joins in healthcare act webinars

WASHINGTON — The U.S. Small Business Administration and Small Business Majority, an organization allied with the Democratic Party, have launched a series of weekly "education and outreach" webinars, called Affordable Care Act 101.

The SBA says small business owners can learn the basics of the Affordable Care Act and what it means to their company and em-

ployees, including information about insurance reforms, the small business health care tax credit, the new health insurance marketplaces, and employer shared responsibility provisions.

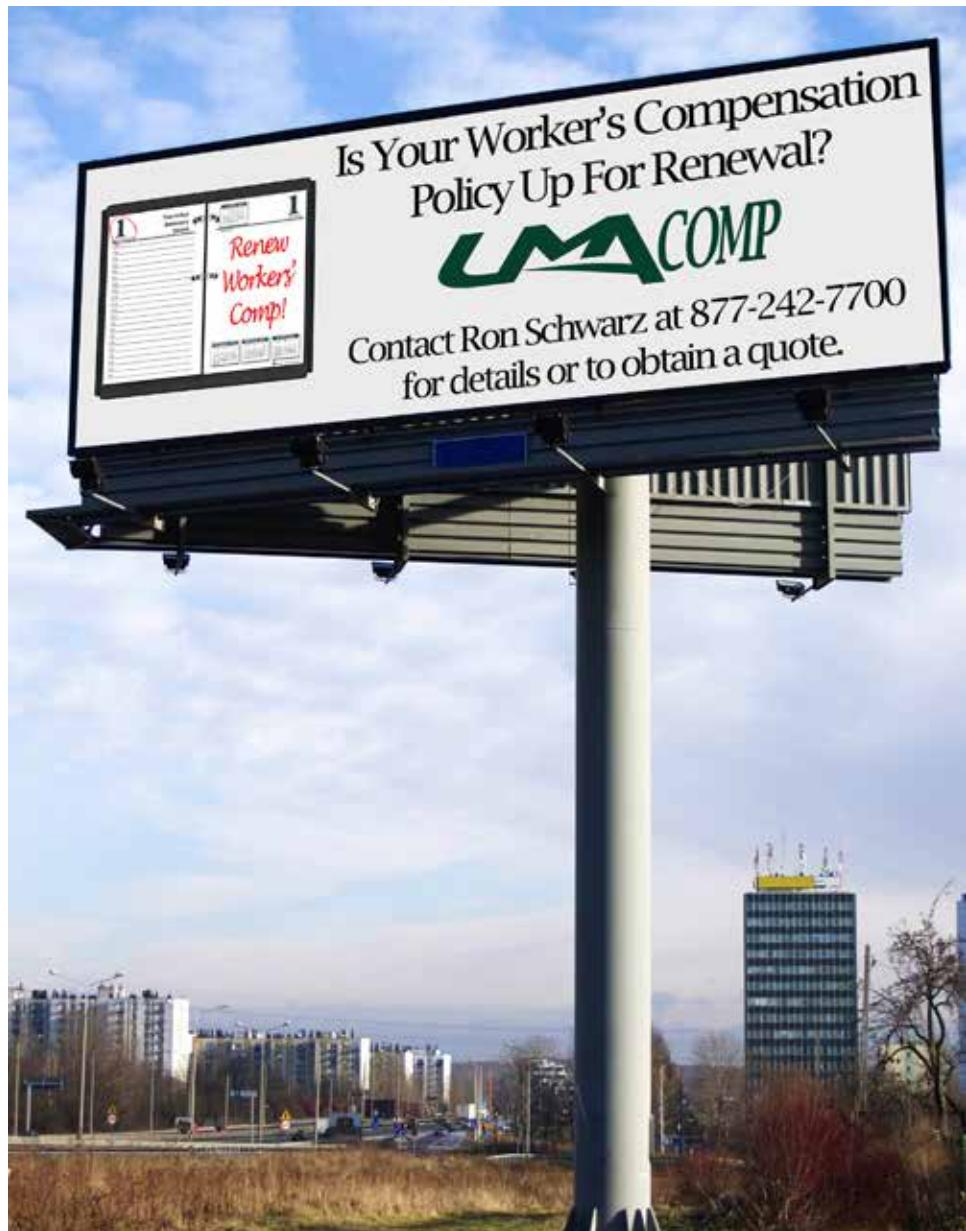
Each week, SBA representatives will walk through key aspects of the law "so small business owners can understand the facts and make the best, informed decisions they can about providing health in-

surance for their employees."

The Affordable Care Act 101 webinars are taking place at 2 p.m. eastern time every Thursday from now through the opening of the marketplaces in October.

To view the webinars, go to [www.sba.gov](http://www.sba.gov), and look for the "Most Popular" list on the upper right of the home page.

Click on "Learn About Health Care Changes."



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# UMA is looking for a few good proposals

LOS ANGELES — If you...

- Will be an exhibitor at UMA Motorcoach Expo 2014 at Travel Exchange here in February

- Are an expert in your field

- Got an "A" in your high school or college speech class

- And have an idea for a presentation/education session that will help motorcoach operators be more successful...then the United Motorcoach Association wants to hear from you.

As it did for the first time and with considerable success at UMA Motorcoach Expo 2013 earlier this year, UMA plans to again conduct education sessions on the Expo show floor in Los Angeles in February.

The sessions are an exclusive

opportunity for Expo exhibitors to create and lead an education presentation, getting in front of operators and positioning themselves and their companies as industry leaders and experts.

UMA is seeking proposals from exhibitors for the education sessions that will be conducted in a special presentation area on the Expo show floor, Feb. 18 and 19.

"We have always viewed the show floor as an extension of our educational opportunities, and at the 2013 Expo we started education in the exhibit hall," said UMA Meetings and Operations Director Maggie Masterson.

"It was well received and we'd like to do it again. With help from motivated exhibitors, we want to

take these sessions to the next level. If an individual has a session topic he or she would like to lead, we want to receive a proposal from them," said Masterson.

"This is a wonderful opportunity to be front and center before the target Expo market!"

Masterson cautions, however, the education sessions are "not a selling opportunity."

"The question is, 'how can you help motorcoach operators be more successful with their businesses?'

"The overarching goal for UMA is to help its members be more successful. Our UMA Motorcoach Expo and its show floor are keys to this goal.

"The floor plays host to companies that offer solutions for our operator members to be more successful.

"So, we're looking for proposals on topics that will be educational and help our operators succeed in business."

Here are some of the topics at sessions presented at this year's Expo in Orlando:

- The First 24 Hours: How to Develop, Implement and Test a Serious Incident Response Plan

- An Industry Crisis: Succession Planning in the Motorcoach Business

- Vehicle Lifts Safety
- Utilizing Fleet Management Technologies to Improve Your Efficiencies and Return on Investment

- After the Injury: Key Components to Effectively Manage a Workers' Compensation Program

- Ten Mobile Technologies that will Increase Revenue, Improve Customer Service and Reduce

Business and Operational Risk

- Managing Passenger Safety and Security in Today's Media Connected World

UMA has put together a list of topics exhibitors might consider for presentations. They include: Managing your risks; onboard equipment; enhancing the travel experience; reaching new markets; refurbish or buy new; graphics; branding; promoting safety/security; maintenance; reducing costs; lengthening coach life; buying smart; new technology.

"These are just suggestions," said Masterson. "Exhibitors are welcome to generate a session on any topic they see fit."

Exhibitors interested in participating should submit a proposal that includes a:

- Summary and outline of the presentation. Details get bonus points.

- Suggested title for the session.

- Names of planned speakers, with company name, titles and pertinent information that would qualify them as experts.

- Time needed to complete the presentation. UMA typically runs one-hour sessions, but sessions longer or shorter are doable. Include the time requirement in the proposal.

- A concise explanation about how the topic is important and will assist motorcoach operators.

- Contact information for the person designated to coordinate the session.

Proposals are due Monday, Sept. 16.

The UMA Meetings Committee will review the proposals and

## Calendar

### SEPTEMBER 2013

**6-8** Southeastern Motorcoach Operators Coalition Meeting, Pigeon Forge, Tenn. Info: [www.floridamotorcoach.org](http://www.floridamotorcoach.org).

**8-12** Joint Meeting of Virginia Motorcoach and North Carolina Motorcoach Associations, Music Road Hospitality Hotel, Pigeon Forge, Tenn. Info: [info@vamotorcoach.org](mailto:info@vamotorcoach.org) or [info@ncmotorcoach.org](mailto:info@ncmotorcoach.org).

**11** Maryland Motorcoach Association Annual Crab Feast, Phillips Seafood House, Annapolis, Md. Info: [www.marylandmotorcoach.org](http://www.marylandmotorcoach.org).

**8-14** Brake Safety Week 2013, commercial vehicle safety inspection blitz throughout the U.S., Canada and Mexico. Info: [www.cvsa.org](http://www.cvsa.org).

**16-18** 2013 CVSA Annual Conference & Exhibition, Hyatt Regency Denver at Colorado Convention Center. Info: [www.cvsa.org](http://www.cvsa.org).

select the finalists. The submissions will be judged on educational value and relevance to motorcoach operators' businesses.

Selected companies will be treated as sponsors of the education session and will be responsible for any audio-visual or other costs related to the session's specific needs.

Questions and proposals should be directed to: Maggie Masterson, UMA Meetings & Operations Director, 113 South West St. 4th Floor, Alexandria, VA 22314. Phone: (703) 838-2929 or email: [mmasterson@uma.org](mailto:mmasterson@uma.org).

## Alert: Poachers push 'Expo' rooms

[expo.com/housing](http://expo.com/housing)."

Reservations also can be made by calling (877) 685-2949.

Next year's Expo will be in the Los Angeles Convention Center Feb. 16-20.

UMA has negotiated special Expo rates at four convenient downtown Los Angeles hotels. They are the:

- Westin Bonaventure Hotel & Suites

- Omni Los Angeles Hotel at California Plaza

- The Sheraton Los Angeles Hotel Downtown

- Millennium Biltmore Hotel

The UMA Expo 2014 housing bureau is Par Avion Inc.

"If a company, other than Par Avion, contacts you (about hotels related to Expo), please contact UMA reservations/housing manager at (877) 685-2949 immediately," said UMA.

### Flying to Expo?

LOS ANGELES — The United Motorcoach Association announced that Delta Airlines is offering discounts to attendees of UMA Motorcoach Expo 2014 at Travel Exchange.

Information regarding registration and hotel reservations — at any of the four host hotels, can be found at [www.motorcoachexpo.com](http://www.motorcoachexpo.com).

Reservations and ticketing for Delta flights to Expo is available at [www.delta.com](http://www.delta.com).

When booking online, select "meeting event code" NMGBH and enter the meeting code in the box provided on the "search flight" page.

Reservations may also be made by calling Delta Meeting reservations at (800) 328-1111 from 7 a.m. to 7 p.m. (central time) Monday-Friday.

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**1996 PREVOST H3-45**

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**5 1998 MCI 102DL3**

Detroit Diesel Series 60, Allison  
Trans. VINS #50191, 51070, 50190,  
51112, 50648, 50439 and 50875



**2 2001 PREVOST LEMIRAGE**

Detroit Diesel Series 60, Allison  
Trans. VINS #27573 and 27591.



**2 1999 MCI 102DL3**

Detroit Diesel Series 60, Allison  
Trans. VINS #52265 and 52262.



**2 2000 MCI 102DL3**

Detroit Diesel Series 60, Allison  
Trans. VINS #52997 and 52998

**Look at these additional buys; some with wheelchair lifts!**

VIN #	YEAR	MODEL	WCL	ENGINE	TRANS	PRICE
48102	1996	102DL3		DD	Allison	<b>\$35,000</b>
50818	1998	102DL3		DD	Allison	<b>\$37,000</b>
60876	1999	102EL3		DD	Allison	<b>\$77,000</b>
26563	1998	LeMirage		DD	Allison	<b>\$25,000</b>
49626	1997	102DL3	Yes	DD	Allison	<b>\$58,000</b>
50514	1998	102DL3	Yes	Cummins	Allison	<b>\$48,000</b>
53273	2000	102DL3	Yes	DD	Allison	<b>\$70,000</b>
48390	1996	102D3		DD	Allison	<b>\$22,000</b>

VIN #	YEAR	MODEL	WCL	ENGINE	TRANS	PRICE
48104	1996	102DL3		DD	Allison	<b>\$25,000</b>
47855	1996	102DL3		DD	Allison	<b>\$19,000</b>
48488	1996	102DL3		DD	Allison	<b>\$25,000</b>
47858	1996	102DL3		DD	Allison	<b>\$25,000</b>
49971	1997	102DL3	Yes	DD	Allison	<b>\$30,000</b>
52032	1999	102DL3		DD	Allison	<b>\$50,000</b>
26140	1997	LeMirage		DD	Allison	<b>\$23,000</b>
26145	1997	LeMirage		DD	Allison	<b>\$23,000</b>
26560	1998	LeMirage		DD	Allison	<b>\$26,000</b>

**See more inventory at [mcicoach.com/preowned](http://mcicoach.com/preowned).**

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**TEXAS**  
800.248.4942

**CANADA**  
800.663.3328

\*See [www.mcicoach.com/preowned](http://www.mcicoach.com/preowned) for complete POC limited warranty details. Warranty effective on purchases beginning 6/1/13

\*\*Scheduled preventative maintenance inspections and recommended fluid and filter changes at an MCI service center included for 60 Days/30,000 Miles, whichever comes first, as determined by the maintenance manual applicable to the coach. Service intervals assume mileage is zero at date of pre-owned coach delivery.

Price quoted is in U.S. dollars and does not include any applicable sales or excise tax, title, license, documentation or environmental fees or handling charges. All coaches are available for, and subject to, immediate sale to the first qualified buyer.

## MCI Re-Energized Pre-Owned Coaches

Each coach starts as a quality MCI that is put through our rigorous 210+ point inspection. Mechanical issues are repaired and required wear items replaced or repaired, including brakes, steering, suspension, shocks, bushings, HVAC and electrical system.

From there, we help you select coach enhancements that meet the needs of your operation and customers. These can include:

### ✓ Re-Energized: Safety and compliance items

- FMVSS 210 certified seats with three-point belts
- SmartTire tire pressure monitoring system
- Electronic stability control
- Fire detection and suppression
- Electronic On-Board Recorders with driver log functionality
- Wheelchair lift installation

### ✓ Major Mechanical (not addressed in 210+ point inspection and repair)

- Remanufactured OE Cummins or Detroit Diesel engines
- Remanufactured Allison B-500 transmissions

### ✓ Appearance items

- Paint and graphics
- Entryway and flooring, including upgraded trim and flooring
- Re-upholstery (seats and interior)
- Seat re-spacing
- Steam cleaning

### ✓ Amenities and electronics

- 110v outlets with inverter
- Upgraded A/V system including flat-screen monitors
- Wi-Fi
- Interior lighting
- Improved driver A/C ventilation

We will work with you to deliver your coach on time, and back it with our leading warranty to give you a coach that will provide many more years of service. Please contact one of our sales representatives.

Sincerely,

**Mitch Guralnick**

Director of Pre-Owned Coach Sales



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Find our latest news and offers:



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