

A CLOSER LOOK AT TOTAL COST OF OWNERSHIP

As you think about your bus needs for next school year, we encourage you to think about Total Cost of Ownership (TCO). While it's true that upfront cost should be a factor in your decision-making process, it's important to consider all associated costs that come with your bus and your fleet.

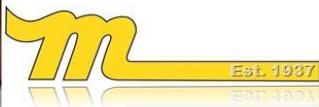
For instance, the big one that jumps to most people's minds is fuel economy. How many miles per gallon or miles per gallon equivalent can the bus achieve? While the engine certainly helps toward that end, aerodynamics and weight-reducing construction techniques also play a part. The Saf-T-Liner C2's Cummins engine, low-profile aerodynamic hood, and usage of structural adhesive and welding all help to provide tremendous fuel economy.

Operational costs can add up quickly, as well. The Saf-T-Liner C2 is built with ease of maintenance in mind, to eliminate downtime. If problems should arise, our industry leading 3 Year Bumper to Bumper Warranty on the Saf-T-Liner C2 goes a long way in defraying the costs to the customer.

What about the increased costs associated with the older buses in your fleet? If you are looking to lessen your overall fleet TCO, Daimler Truck Financial can help. They can work with you to help phase out some older buses that just can't compete with the increased fuel economy and decreased maintenance headaches of a new bus.

We would love to work with you to take a look at your TCO. Let's see how we might be able to put more money in your pocket over the life of your bus and your fleet.

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MYERS EQUIPMENT MONTHLY

The latest from Myers Equipment and Thomas Built Buses

May 2017

AN INVITE TO TRAINING FROM SERVICE TRAINER ALLAN SWIFT

It is very important that you learn and be aware of new things in the school bus industry. For instance, our products are constantly changing and improving. Some of the changes are almost invisible and some are large, like our new Detroit Diesel engines.

Training teaches your technicians to spend less time diagnosing a problem and more time actually fixing the problem. That way, you can keep your buses on the road longer. We can even provide the tools for technicians to be more efficient. The technology that exists today allows the use of a laptop to make intelligent use of time finding problem areas.

We use feedback from technicians in the field to find out what you want and need to know. Years ago, we taught about the then-new ABS systems. Now, we have new pollution controls mandated by the government that include the DOC, DPF, DEF, and SCR. We are also concerned with GHG17 standards, which include TPS and fuel efficiency requirements. If you do not know these terms, you need to come to our classes.

Alternative fuels seem to be the next big news, but diesel still remains the best fuel available. It is familiar to your techs and has a proven track record. The engines are very reliable and we can expect a twenty year life. The new Allison transmissions last much longer than the old ATs and MTs did.

The after treatment devices create a lot of anxiety, but usually, they are self-diagnosing and should last a long time. We are coming out with a new program to allow after treatment to stay on longer and require less regen.

We invite you to attend our classes. Please let us know what classes you want and if we need a special program, we will arrange it. Your trainer is also available on an individual need basis.

See you soon at one of our classes!