



Bus Sales | Service | Parts | Body Shop

## Carolina Thomas Bus Buzz #117

January 3, 2014

### Five Great Reasons to Choose Thomas Built Buses & Carolina Thomas for Your Next Bus Purchase

The new NCDPI School Bus Purchase Contract has just been awarded. Thomas Built Buses and Carolina Thomas is the only bus supplier to be listed on every single offering category on the bid. While this is certainly great news, let's take a quick look at five great reasons to choose Thomas Built Buses and Carolina Thomas for your next school or activity bus purchase.



#### 1. Consistency and Simplicity

Thomas Built Buses and Carolina Thomas is the only company that is listed on every single offering category. Regardless of the configuration, every bus you purchase can now be a Thomas. You already have parts, technician training and knowledge of Thomas buses. And you know everyone here at Carolina Thomas. Make your life easier - choose Thomas.

#### 2. Dedicated, Professional & Friendly Staff

Our people make Carolina Thomas and Thomas Built Buses the very best school bus supplier in North Carolina.

##### *Service:*

- Vinny Rivera - Best Service Manager/Trainer in North Carolina
- John Hobbs - Shop Foreman
- Harold McMillian, Road Service Troubleshooter
- Six dedicated mobile service technicians

##### *Parts:*

- Steve Connolly – Best Parts Manager in North Carolina
- Outside Parts Specialists (mobile) – Kelly Price, Harold Laflin & Charlie Grissom
- Inside Parts Specialists (phone-in) – Eric Lachey, Travis Smith, Phillip Robinson, and \*Mike Barham (\*added on 1/6/14)

##### *Sales:*

- Phil Loflin (Eastern Region)
- Roy Parks (Western Region)
- The hardest-working, most knowledgeable & professional sales people in NC

##### *Body Shop:*

- Kevin Vickers - Body Shop Manager
- Ours is the most state-of-the-art body and paint shop in NC. Have you seen our work?

*Owners:*

- Tom Schaaf - Vice President & General Manager
- Bob Price - President
- Dale Horner – Vice President & Controller
- Our owners are personally involved in this business every single day. Give them a call - they would love to hear from you.

*Manufacturer:*

- Thomas Built Buses are built right here in North Carolina. Members of their management team are accessible to you at the very highest level.

### **3. Mobile Service**

As in previous years, mobile service trucks are required in the new NCDPI School Bus bid. We have six service trucks and seven technicians, plus three parts trucks and three parts technicians, on the road every single day. While no school bus company can be everywhere at the same time, no one in this business is working as hard as we are to meet the needs of our customers. Our road technicians serviced 6,684 buses in 2012 through October 2013 in 98 different counties. Think of the money this saved your school by not having to take buses in for service.

### **4. Superior Products**

Carolina Thomas is relentless in providing feedback to manufacturers and components suppliers. We routinely meet with them here at our facilities to review issues and help them design those issues out of the product. The buses delivered in 2012 are good indicators of our success in this area. Thomas Built Buses is statistically proven to provide the Lowest Cost of Ownership (LCO). We have better buses, better warranty processes, better parts, and better fuel economy than any of our competitors.

### **5. Carolina Thomas – The Bus Professionals**

We are a dedicated bus-only company. We're not a construction equipment company or a truck company that also handles buses. We are Carolina Thomas – The Bus Professionals for North Carolina.

Five great reasons to count on Thomas Built Buses and Carolina Thomas for your next school or activity bus purchase.



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