



TRANSPORTATION SERVICES CO.

NEWS RELEASE

FOR IMMEDIATE RELEASE:

Transportation Services Co. Provides Roadmap to Attainable School Bus Fleet Replacement Alternatives

*Fleet Replacement Plans No Longer Have to Be Driven by Anticipated Budget Dollars but by
Lowest Cost of Ownership to Get Out From Under the Replacement Backlog*

Charleston, SC (January 23, 2018) – Transportation Services Co. (TSC), an innovative fleet management services company working with school districts, municipalities, private transportation contractors and not-for-profits, has created a roadmap for these organizations to feasibly replace aging fleet in an increasingly difficult environment. TSC recently published a white paper on this subject, which has been well-received, titled [*A New Model for the Old School: Fleet Management & Replacement Planning You Can Trust.*](#)

“In working with our clients, we found that many had been accustomed to doing things the same way for a long time and just hadn’t been made aware of the cost-effective options now available to them regarding fleet replacement,” stated Tod Eskra, President of TSC. “We are suggesting a paradigm shift in the way fleet managers, financial officers, administrators, and executives manage their fleets.

“Our team of industry and fleet experts developed this white paper to help further educate those seeking options on how they can address their fleet replacement needs in an affordable fashion through a new, unique approach. It’s really a simple concept but a different and forward-thinking way to look at this situation and officials have found that a brief investment of 30 minutes with us to learn more about their options can be incredibly beneficial.”

TSC is a member of the [*TransPar Group of Companies*](#), which is a partnership of three leading organizations from across the transportation industry that offer a diverse portfolio of products and services representing the most comprehensive and responsible solutions available. The company of trusted advisors continues to grow by helping its clients with fleet analysis and planning, maintenance program development, and implementing risk management solutions. With a growing portfolio, TSC provides

clients with customized fleet management solutions to reduce costs and improve their transportation operations.

“Most customers we meet with often determine their annual capital replacement requirements based on how much money is available rather than determining when in that cycle the total cost of ownership is lowest,” added Eskra. “Our trusted TSC advisors demonstrate how smart fiscal and operational decisions can be based on readily available data. We then use this data to create their lowest cost of ownership fleet plan. From fleet management analysis and planning to vehicle acquisition and funding, an organization’s often unsafe, aging fleet does not have to take focus off of the top priority of providing a quality education to the children within the community.”

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About Transportation Services Co.

TSC is a full-service fleet management company focused on maximizing the value of a client’s transportation assets while minimizing life cycle costs. The company helps their clients cut costs and increase efficiencies across the entire spectrum of their fleet. TSC has a robust menu of products and services that support every aspect of a vehicle life cycle from bus specification development and acquisition, funding, fleet maintenance, parts management, risk management, and fueling through replacement planning. This holistic view of how a vehicle is used within a transportation system ensures that the right vehicle is available at the right time for the lowest cost of ownership. TSC and its affiliates have the largest purchasing power in the industry. TSC leverages all of their economies of scale and fleet management systems they have in place to help their clients drive down costs. TSC’s leadership team has extensive expertise in school bus management and uses this experience to help their clients run the safest, most reliable fleet at the lowest cost. To learn more about TSC and gain greater insight into their customized fleet management solutions, please contact Tod Eskra at 314.560.5946/teskra@tscpartners.com or visit www.transpargroup.com/tsc.