



# TRANSPORTATION SERVICES CO.

## **NEWS RELEASE**

**FOR IMMEDIATE RELEASE:**

### **Transportation Services Co. and Mercury Associates, Inc. Partner to Expand Service Offerings**

*Fleet Management Thought Leaders and Operations Veterans to Share Expertise and Assist  
with Strategies to Reduce Fleet Costs and Improve Fleet Performance*

**Charleston, SC (July 9, 2018)** – Transportation Services Co. (TSC), an innovative fleet management services company working with public, private, and not-for-profit fleet organizations, has formed a partnership with Mercury Associates, Inc., the largest dedicated fleet management consultancy in North America that provides independent, technical assistance and advice to public and private organizations by leveraging technology, real-time fleet operating data, and analytics to identify opportunities to reduce fleet costs and improve fleet performance.

“We are extremely excited to collaborate with Mercury and leverage their industry expertise,” stated Tod Eskra, President of TSC. “I have always respected the work Paul, Brad and their entire team do for their fleet management clients. Their extensive breadth of experience providing consulting, technology support and development, business analytics and data analysis, and fleet management services to numerous public and private sector fleet operations in various industries is unparalleled. Having these thought leaders of the fleet management world as partners with our business will be an enormous benefit to TSC and our clients.”

Mercury has clients in 42 U.S. states, plus the District of Columbia, and has worked in 6 of the 10 Canadian provinces and all of the territories. Their clients cross a range of industries and include federal, state and local government agencies, utility companies, Fortune 500 companies, small businesses, transportation services companies, transit authorities, school districts, and colleges and universities. Mercury provides clients with effective methods and tools for managing fleets.

“As Transportation Services Co. expands its comprehensive suite of fleet management services to its rapidly growing customer base, we look forward to collaborating with them to enhance their efforts,” stated Paul Lauria, President of Mercury. “Mercury’s

deep experience working with fleets across a broad spectrum of industries can assist TSC in providing even more value to their clients in areas ranging from optimizing fleet total cost of ownership to leveraging the latest advances in transportation and fleet management technology solutions.”

TSC is a member of the [TransPar Group of Companies](#), which is a partnership of three leading organizations from across the transportation industry that offers a diverse portfolio of services and products representing the most comprehensive and innovative solutions available. TSC supports 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.

“Mercury’s stable of experts are adept at turning challenges into opportunities because they have the technical sophistication and analytical precision to do so and this will be beneficial to our trusted advisors at TSC and ultimately our clients,” added Eskra. “We are already seeing overlap in the K-12 vertical with what Mercury offers and the solutions TSC provides. Now, being able to access and use real-time information and data will allow our clients to manage fleet resources in a proactive fashion while optimizing investments and strategize for future growth.”

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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 or [teskra@tscpartners.com](mailto:teskra@tscpartners.com) or visit [www.transpargroup.com/tsc](http://www.transpargroup.com/tsc).