



Membership Has Its Privileges: TSC Partners Club Delivers Big Purchasing Power to Small High School in Washington State



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- Frank Worsham
Transportation Director,
John F. Kennedy Catholic High School

Transportation Director Frank Worsham at John F. Kennedy Catholic High School in Burien, Washington, is well aware of the inherent trade-off between fleet capital and operating costs: replace aging buses and operating costs will be lower; postpone vehicle replacement and operating costs will rise. With a fleet of older vehicles, many 14 to 16 years old, Worsham was grappling with these issues when he was contacted by consultants at Transportation Services Company (TSC) who proposed a vehicle replacement strategy that was affordable and sustainable. In this case study, Worsham shares his experience with TSC and the rewards inherent in that partnership.

The Challenge: Develop a Strategic, Affordable Plan to Replace Aging School Buses

With a student body of nearly 1,000 students, John F. Kennedy Catholic High School is one of three Roman Catholic High Schools operated by the Archdiocese of Seattle. When Transportation Director Frank Worsham joined the Kennedy Catholic team three years ago, he inherited a fleet of 11 vehicles, many of which had been previously used when purchased by the school.

"Our older buses were long past their prime and maintenance costs were ridiculously high," said Worsham. "Our operating costs were \$1.50 to \$2.50 per mile. We considered replacing them with used buses, but it's hard to find good quality used buses so we decided to go with new this time."

The Solution: Join the TSC Partners Club for Big Savings

Worsham did extensive research into his options for acquiring buses, and during his research a call from Transportation Services Company (TSC) piqued his interest. They started an ongoing conversation that led to the acquisition of five new buses under the TSC Partners Club program.

Thanks to strategic partnerships with school bus manufacturers and product and service vendors, TSC has developed significant purchasing power across

the entire student transportation value chain, which it extends to customers through the TSC Partners Club. The Partners Club offered Kennedy Catholic a customized solution that promised to reduce overall transportation costs and improve their student transportation operations.

“It all came down to total cost of ownership, personality and service,” Worsham said. “The TSC consultants worked closely with us all along the way and we liked working with them. They were always available to answer any questions we had about warranties, etc.”

Worsham admitted that he had some initial concerns about making such a big investment with a company that was not local.

“TSC’s location was one of our initial concerns, but that concern quickly disappeared,” he said. “The entire TSC team is very supportive. They definitely made my life easier. They provided a lot of good, high-quality product and service materials that helped me make the case to my management. This is very important when you’re dealing with folks from an out-of-state company, where you cannot drive and look them in the eye. But that hasn’t been an issue at all – for my management team or me. We’re a small school and this was a big investment for us, but they did a good job assuring us that their location would not be an issue and they have stood by their word.”

The Result: Excellent, Ongoing Support and Lower Operating Costs

“The greatest benefit is the support TSC offers,” Worsham added. “They do what they say they will do, deliver buses as

promised, and stay on top of things on an ongoing basis.”

He cited one example involving a change to an initial bus order. A desire to increase accessibility led Worsham to request the addition of a wheelchair lift after the order was well underway.

“TSC responded immediately and made the change. They were extremely responsive and very happy to give us what we needed,” said Worsham.

“The whole experience of working with TSC has been excellent!” he concluded. “TSC has helped us reach our goals, both financially and operationally. TSC gave us straight, honest answers and did exactly what they said they would do. That shouldn’t be surprising, but these days it often is.”
