

CTC, Inc.
Coach -Transit Components, Inc.
Your Source for Aftermarket Solutions!

The 65 mph creeper.

Coach –Transit saw tremendous growth in 2011 for many reasons. In the view of most economists, Coach-Transit would have been doomed from its beginning in 2008 due the state of our economy.

However, during 2011 with the help and guidance of several operators, they directed us into new products and services. As we visited our customers we helped indentify components that have proved to be costly and have a high failure rate.

Coach-Transit’s entire staff has the experience to understand that operators need to maximize the utilization of each piece of equipment. Our goal is to keep the coach out of the shop and on the highway.

Coach-Transit’s message is every component has a life span/failure rate, and the operator needs to determine that mileage or timeframe.

We have found that many operators don’t consider all aspects of a failed component or road breakdown. They will know the tow bill cost or the component cost, but not the overall cost to the bottom line.

Food for thought:

1. What is your burden labor rate?
2. What is the fixed cost per day of the coach? (If it’s not making money, its losing money.)

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3. What can I do to reduce the number of times we handle the coach? (There is a tremendous cost associated with bringing the coach into the shop.)
4. Most importantly, is there a better product available? For example, don't purchase a 2-ply hose if there is a 4-ply hose available at a 20% higher cost. Using a 4-ply high temperature hose for \$120.00 instead of a 2-ply hose for \$100.00 is much more economical and reliable. Towing companies will not start their wrecker for \$20.00 and you will not have to explain a breakdown to 55 unhappy customers over a \$20.00 price difference on a hose.

Conclusion:

Take time to evaluate your failures and begin to measure component failure rates. Replace components on your terms and in your facility.

Place every component on a replacement schedule. Every component.

Remember, there are no 65 mph creepers; you can't repair your coach running down the highway.

Note: I am available to visit your property and evaluate your maintenance program. I feel confident together we can find several areas that would reduce your cost, increase utilization, and extend component life. The view from outside can be very revealing. Let's go measure something.

Mike Hemby, President

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