

2012 Bus Buyer's Guide



Presented by Carpenter Bus Sales
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Table of Contents

- Is Your Van Safe?
- Frequently Asked Questions
- Bus Buying Checklist
- What Size Bus is Right For Us?
- Who Is Carpenter Bus?
- A Word From Our Fans

Is Your Van Safe???



15-Passenger Van Safety is Big News These Days.

- Because of the safety risks involved, federal law prohibits the sale of 15-passenger vans for the school-related transport of high school age and younger students.
- Many states have passed regulations limiting the use these vans.
- Many institutions have already set deadlines for discontinuing the use 15-Passenger vans.
- The nation's leading insurer of churches has stated that "15-passenger van are inherently unsafe as currently used by many owners." They

highly encourage "all organizations to strongly consider other transportation options."

What is the big deal with 15-Passenger vans?

- They are simply not safe for transporting large groups of people!
- The rollover risk, according to the National Highway Traffic and Safety Administration (NHTSA), of 15 Passenger Vans is 35% when loaded with 10-15 passengers, and 70% when loaded with 16 or more passengers! (By comparison, passenger cars have a rollover risk of less than 10%) For more information, [click here](#).

- From 1990-2003, 424 people lost their lives in van rollover accidents and hundreds more have been seriously injured.

- See also: www.vanangels.com

What's the Solution?

- Replace your van with a safe, 15-passenger bus that meets Federal Safety specifications.

Want more info?

- Do you want more information regarding the safety of your 15 Passenger Van and what options there are to replace it?

[Click Here](#)



Frequently Asked Questions

1. What sort of driver's license will we need?

While each state has its own requirements, a Commercial Drivers License with a Passenger Endorsement is required if you drive a vehicle with more than 15 passengers. However, if you purchase a bus for 15 passengers or less, no Commercial Drivers License is usually needed. Check with your state DMV for proper licensing requirements.

2. How do we get warranty work done?

There are several bus warranties. The chassis, A/C, alternator and tire warranty will be honored by each manufacturer's local representative. For warranty work on the bus shell, simply take it to a local service center (normally an RV Service Center) and have them prepare an estimate of work to be done. Have that facility contact your bus dealer who should handle the cost of all warranted bus repairs with no out of pocket expense to you.

3. What about seat belts?

According to U.S. Law, seat belts are not required for vehicles rated over 10,000 lbs GVWR. However, the majority of organizations decide to purchase retractable seat belts for their new bus.

4. Should we buy a gas or diesel engine?

As a rule of thumb, diesel engines last longer than gas engines. However, there is a significant price difference between the two engines. You can expect to pay around \$7,000 for a diesel engine upgrade. Depending on how many miles you use per year, the cost-to-benefit ratio may not be worth it. The diesel engine upgrade is mostly purchased for larger buses.

5. Should we add a wheel chair lift to our bus?

Our experience has shown that unless an organization is accommodating a significant number of physically disabled people, a wheelchair lift is not typically a necessary option. Investing in a wheel chair lift increases the purchase price of a bus by \$5,000 while requiring the removal of 5 fixed seats from the passenger capacity.

6. What sort of storage space comes on buses?

Buses can be configured with overhead luggage storage inside the cab as well as rear storage (with or without a rear wall.) Undercarriage storage is available on 27-46 passenger models.

7. How can we view a bus in person?

The easiest way to see a bus in person is to go to a dealership for a full bus demo and a tour of their facilities. If you are not conveniently located near a dealer, contact your dealer of choice and request a list of local customers who have bought from them and try and see their bus. Or simply call your dealer of choice and schedule a showing at your location.

8. Is financing available?

Absolutely! Any reputable bus dealer knows that a successful bus purchasing experience may require financing and will want to insure that you get financing that works for you.

9. How long does a purchase take?

Once an organization decides to purchase a bus from a dealer's inventory, the transaction can be completed and the bus delivered within a week. This is a reasonable time frame. Special order buses are normally delivered within 6 - 8 weeks. The sale can be completed without the organization ever having to come to our office.

10. Who are the top selling brands of buses?

There are several manufacturers to choose from but over the last few years the top selling brand of buses has come from the **Forest River** corporation whose lines include Starcraft, Glaval, Federal Coach & Elkhart Coach.

Bus Buying Checklist

It can be very daunting trying to shop for a bus if you've never done it before. What questions should you ask? What size do you need? What options? The list of questions can go on and on. Below you will find a list of questions you'll want to ask in trying to determine which bus is right for your organization.

1. What size bus do we need?

- 15 Passenger - NO CDL Required - Starting at \$44,900
- 26 Passenger - [CDL Required](#) - Starting at \$49,900
- 33 Passenger - [CDL Required](#) - Starting at \$79,900
- 44 Passenger - [CDL Required](#) - Starting at \$105,900

2. What engine type do we want?

- Gas Engine - Comes Standard
- Diesel Engine - IF Available - ADD \$7,000

3. What sort of storage capacity do we need?

- Overhead Storage - Add \$1,000
- Rear Storage - ADD \$3,000

4. Do we want a wheel chair lift?

- Wheel chair lift - Add \$5,000
- * Requires the removal of 5 fixed seats

5. Do we want reclining seats?

- Reclining Seats per Passenger (driver's seat - Add \$50

6. Do we want upgraded seat fabric?

- Level 5 Seat Fabric Upgrade per Passenger - Add \$40
- * Softer fabric and is easier to clean

7. Do we want seat belts?

- Retractable Belts per Seat - Add \$50
- NON-Retractable Belts Per Seat - Add \$40
- * Currently not required by law but recommended

8. Do we want side sliders?

- Side Sliders (Aisle Seats ONLY) - Add \$50
- * Moves aisle seat 2" closer to the aisle for more hip room

9. Do we want foot rests?

- Foot rest per Passenger - Add \$30

10. Do we want upgraded A/C & heater?

- 70,000 BTU Rear A/C Upgrade - Add \$1,600
- 60,000 BTU Rear A/C Upgrade - Add \$800
- 65,000 BTU Rear Heater Upgrade - Add \$120
- * Standard A/C is normally 45,000 BTU
- * Standard Heat is normally 35,000 BTU

11. Do we want TV/DVD package installed?

- 19" TV/DVD Combo - Add \$1,900
- 26" TV/DVD Combo - Add \$2,100

12. Do we want vinyl lettering on the side of the bus?

- 3 Lines of lettering per each side of the bus - Add \$350

13. Do we want a trailer hitch installed?

- Class IV Custom Welded Trailer Hitch - Add \$700

Which bus is right for us?



M.F.S.A.B.

15-34 Passengers (Children)

- **M**ulti **F**unction **S**chool **A**ctivity **B**us
- Gas or Diesel Engine
- 20' to 25' models
- 8 - 10 MPG
- Prices from \$42,900



Smaller

15 Passengers & Under

- No CDL Required
- Gas or Diesel Engine
- 20' to 22' models
- 8 - 10 MPG
- Prices from \$44,900



Mid-Sized

16-26 Passengers

- CDL Required
- Gas or Diesel Engine
- 22' to 27' models
- 8 - 10 MPG
- Prices from \$49,900



Larger

27-46 Passengers

- CDL Required
- Gas or Diesel Engine
- 28' to 40' models
- 8 - 10 MPG
- Prices from \$79,900



Who is Carpenter Bus Sales?



My name is **Henry Headden** and I am the President and Owner of Carpenter Bus Sales headquartered in Franklin, TN. Thank you for taking the time to learn more about us and our products. My father started the company in 1953 and I joined the bus business in 1973. My family built the business upon four pillars: **Honesty, Integrity, Service** and **Trust**. As followers of Christ, it is our sincere desire to become like Him in all aspects of life, including our business. In addition to our five decades of meeting the nation's transportation needs, we have over forty years

of combined experience on local church staff. Our mission to conduct business with the highest degree of integrity and our understanding of the Church and her needs, has earned us the title of America's #1 Church Bus Dealer. By "going the extra mile since 1953," **Carpenter Bus Sales is a name you can trust**. If you are in the market for a new or used bus, or need something safer than your current 15 passenger van, please contact Carpenter Bus Sales today.



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A word from our fans...

"The relationship developed between ShuttleMAX, LLC and Carpenter Bus Sales is a strong one. From the time we first met the folks we felt welcome. The administration, sales force and service department are all top notch. They understand the product and our needs at all levels. When we needed something they were there to serve. It continues to be a pleasure to do business with Carpenter."



ShuttleMax - Airport Shuttle Company



Henderson, TN Church of Christ

"Thanks to Carpenter Bus Sales for the professional manner in which this transaction was handled. We had a lot of questions and wanted visual knowledge also. All of this was handled by the CSR, the shop and especially our salesman. Your patience in dealing with what could be a stressful situation on our part due to lack of knowing exactly what we wanted and all the options available is greatly appreciated."

"Working with Carpenter Bus was a real pleasure. Our salesman was very knowledgeable about all of their products. He guided us to the proper coach for our needs. When we met in Franklin for closing, he made the experience for that day and in the future very pleasant. We love our new Federal Coach and we will look to you again for future purchases."



Mt. Carmel Baptist Church