



48 Month / 48,000 Mile Warranty on Elkhart Products Sold by BusWest

Effective immediately, all purchasers of Elkhart Coach buses from BusWest will be covered by a manufacturer's limited warranty for 48 months or 48,000 miles whichever occurs first. The industry first program offered by BusWest is a testament to the level of confidence and faith both the dealer and manufacturer have in the Elkhart line. The companies share exposure during the warranty period.

"We're very proud of our Elkhart Coach product quality and believe we have the lowest warranty costs of any manufacturer in the industry", Rick Van Landingham General Manager of Elkhart Coach stated. "Our products have performed well in extremely harsh environments without the structural or body failures that have been prevalent with other brands."

The warranty coverage applies to the body portion of the completed vehicle since neither company may modify the Ford chassis warranty. In conjunction with Ford's extended powertrain coverage, the program offered by BusWest gives customers a peace of mind for over half of the tested useful life of the vehicle.

"Procurement departments and maintenance managers have tried to enhance the warranty and service by OEM's and dealers over the years by mandating longer warranties. We believe this is the first time a partnership like ours has voluntarily stepped up to the plate to offer this type of coverage", Brent Phillips, VP of Sales and Marketing mentioned. "Along with our multiple locations throughout the state and our Ford dealership, BusWest is well positioned to offer real support advantages."

"Together with the parts and service credit, we know to the product quality Elkhart Coach brings to the market will give our customers some confidence during tough budgetary times", added Jim Bernacchi, President of BusWest. "Warren Buffet says, 'price is what you pay, value is what you get' and we couldn't agree more. We're not the lowest price but we strive to provide the best value."

Since the buses are expected to operate for five years or longer, the extended coverage and lower long-term operating costs of the Elkhart Coach product mean significant cost savings to end-users. This is in addition to the obvious benefits of reduced downtime, customer service improves and fleet efficiency increase.

The Elkhart Coach product is newer to the California market, only because it was ineffectively sold in the past. It might be the best kept secret in the cutaway business in California. BusWest doesn't expect to sell thousands of buses cookie-cutter style, we hope to find some select customers that have done their homework, made the analysis, understand the value and choose to partner with us to build a long-term relationship. Walmart isn't necessarily known for much other than large selection and cheap prices, we don't prescribe to that concept. BusWest has always believed that the customer is best served when we've applied our practical knowledge and selected a true manufacturing partner to satisfy the unique demands of our customers. We believe our unified partnership with Elkhart Coach will best serve the customers over the long term.

As one of our customers said after a product demonstration, "Finally a transit quality cutaway bus!" Please call to arrange an in-person demonstration of the Elkhart Coach and see for yourself.

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