



Winter 2011-2012



**A**utumn is ending and School Bus fleets must be winterized NOW, before any snow hits the ground. The Washington, DC area is known for its unpredictable inclement weather. Are you ready for the cold, chilly months that are fast approaching? We've already had a touch of winter, but that was nothing compared to what the *Farmer's Almanac* is predicting for this area for winter of 2012.

Have you had your oil changed? Have you replaced windshield wiper blades? How about replenishing washer fluid and antifreeze? Have you had the heaters and defroster checked to make sure the windshield will be clear to see children crossing the street? Are your battery connections secure and free of corrosion? Remember, you are transporting the most precious cargo of all, *our children*.

We encourage you to have your fleet of buses serviced at K. NEAL International Trucks, Inc. NOW. We will examine your fleet's belts and hoses for any wear and tear caused by previous cold weather, and check for proper tire inflation.

Call K. NEAL TODAY, and I will put you in touch with the best Bus Service team in the area. This, my friends will ensure that your fleet will be ready for winter.

Sincerely,  
Scott Bowen  
Director, Bus Sales Division  
[sbowen@knealinternational.com](mailto:sbowen@knealinternational.com)  
301-772-4352

## K. NEAL Safety and Winterizing Tips

**1. Check your antifreeze mixture.** Check the condition and strength of the coolant. Most manufacturers recommend a 50/50 mix of coolant and distilled water inside the radiator to prevent the mixture from freezing. Use an antifreeze tester – a simple, inexpensive tool available at your local auto parts store – to check the mixture. If necessary, have your Bus fleets' systems flushed by a certified professional.

**2. Make sure you can see clearly.** Wipers works well for about a year, so if it's time, invest in some new ones. Also, don't forget to top off your windshield washer reservoir regularly.

**3. Get a proper oil change.** Cold weather can lead to thicker engine oil, which won't lubricate the engine well enough. During the oil change, make sure the oil used is the right viscosity for your vehicle. Check your owner's manual for oil recommendations for different climates.

**4. Inspect your battery.** A vehicle's battery power can drop up to 50% in extreme cold. Make sure the battery has enough water, and its posts and connections are free of corrosion. If your battery is more than three years old, get a certified repair shop to test it.

**5. Check your tire pressure.** Cold weather contracts the air in your tires and decreases your tire pressure. Check your owner's manual for your correct tire pressure, then use a tire gauge to check you current levels.



Remember, routine, seasonal maintenance will save money, downtime and help keep frustration at bay.

## Latest School Bus News

### Rotary Lift offers full line of new inground lifts

Rotary Lift brought a full line of new and updated heavy-duty vehicle service lifts to the APTA EXPO which was held at the Ernest N. Morial Convention Center in New Orleans, on Oct. 3-5, 2011. The show was the transit industry's debut of the new Rotary Lift EFX60 inground scissor lift, Wireless Mach 4™ mobile column lift, and updated MOD30 modular environmentally friendly inground lift. All of these lifts are made in the U.S.A.

[Click here to read more.](#)

### Did You Miss the NAPT Conference & Trade Show?

The 2011 NAPT Summit, which took place Oct. 22-27 in Cincinnati, Ohio, enabled school transportation industry members to congregate and exchange ideas and practices, but also recognized those who have done exceptional work or have made a positive impact. This event is consistently recognized as the premier school transportation conference in the nation.

If you missed this year's event, you missed more than three dozen different workshops that were offered on important topics like managing human resources; establishing and evaluating key performance indicators and benchmarks; writing an effective bid; managing liability by mitigating risk; and developing an effective

preventive maintenance plan just to name a few. The event also allowed participants to choose from more than a dozen different courses from the NAPT Professional Development Series, the most comprehensive and practical educational program ever created for the school bus industry.

Mark your calendar now for next year's event being held October 20-25, 2012 in Memphis, Tennessee.

For more information, visit [www.naptonline.org](http://www.naptonline.org)

## Latest K. NEAL/IC Bus Products

### IC BUS BTI Seating System — AVAILABLE ONLY at K. NEAL IC BUS SALES DIVISION

The IC Bus BTI Seating System offers you a solution for all of your future seating needs. IC Bus, in cooperation with IMMI, has developed a seating system that allows for easy replacement of the seatback for upgrades from a base seat to one with three-point seat belts or integrated child restraint seats in a simple five-minute process using common shop tools. There's no need to remove the complete seat and tear up the floor for structural reinforcements. Any IC Bus brand school bus built after January 2010 comes standard with the base level IC Bus BTI Seating System.

[Click here to read more.](#)

## K. NEAL IC Bus of the Month: RE Series School Route Bus

With its weight-saving, rear-mounted 210-285 hp MaxxForce® DT wet-sleeve diesel engine, the RE Series carries up to 84 students and provides maintainers with the access they deserve.

Engine access made easy.



Having a rugged, reliable MaxxForce® DT diesel engine – equipped with no-hassle MaxxForce

Advanced EGR technology – located in the rear of the bus gives you many advantages. It reduces noise for the driver, allows a better view of students entering and exiting, and provides easy access to engine components like the side-mounted radiator and rear-facing fluid check points. The MaxxForce DT provides up to 285 hp and 860 lb-ft of pull, so if you need to transport up to 84 students comfortably, the IC Bus RE Series has you covered.

## Government News

### New School Bus Safety Web site

The National Highway Transportation Safety Administration announced at the NAPT Annual Summit that it has created a new Web page dedicated entirely to school bus safety.

This extensive new resource is geared toward school transportation professionals and the public, and it features numerous training materials, such as training for school bus drivers. It also provides the latest news in school transportation and industry regulations as well as information on current issues like seat belts and safer bus-stop locations. [Click here to visit the site.](#)

### Lawmakers Demand DOE To Cut Back On School Bus Fare

Right now, school bus transportation is costing taxpayers \$74 million a year, a cost that's more than doubled in the last five years. [Click here](#) to view video.

## K. NEAL Customer of the Month

### Woodlawn Motor Coach

Woodlawn Motor Coach offers a wide variety of motor coach and school bus tours from Baltimore, Annapolis and surrounding areas. The company features across-the-road adventure trips to all parts of the country so that you can explore attractions and historic sites that fit your personal and professional needs.

Call 1-800-890-0047 or visit [www.woodlawnmc.com](http://www.woodlawnmc.com).



## K. NEAL Service and Parts

### Run Clean! Run Efficient! Save 20%



K. NEAL can help keep your buses running cleanly and efficiently with Diesel Particulate Filter (DPF) cleaning at recommended manufacturer intervals.

The DPF on all 2007 and later engines must be cleaned every 250,000 miles. Many 2007 and later engines also have an Aftertreatment Fuel Injector, which should be cleaned at 100,000 miles to prevent premature ash buildup in the DPF. Left unchecked, soot and ash collected in the DPF can damage or destroy a filter, resulting in a \$3,000 DPF replacement cost, plus unwanted downtime.

K. NEAL's specialized equipment can thoroughly clean a DPF, restoring the engine to full power and efficiency.

K. NEAL has THE ONLY DPF Machine in the immediate Washington, DC Metro Area. Our DPF cleaning services are available for all makes of trucks and heavy equipment.

**As an incentive to try our DPF Cleaner, please present this page for 20% off!**

For more information, contact Steve DeLee, K. NEAL's service manager, at [sdelee@knealinternational.com](mailto:sdelee@knealinternational.com) or 301-772-5100, ext. 4331.



# K. NEAL

**INTERNATIONAL TRUCKS, INC.**

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 Contract Holder



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## KNEAL Current School Bus Inventory

Description	Brakes	Interior Color	Wheelbase	Passenger
72 PASSHYD	HYD	GRAY	276	72 pass
72 PASSHYD	HYD	GRAY	276	72 pass
72 PASSHYD	HYD	GRAY	276	72 pass
64pass m7	HYD	BLUE	254	64 pass
64pass m7	HYD	BLUE	254	64 pass
64pass m7	HYD	BLUE	254	64 pass
Stock 64 Pass steel	HYD	GRAY	254	64 pass
Stock 64 Pass/steel	HYD	GRAY	254	64 pass
Stock 64 Pass/steel	HYD	GRAY	254	64 pass
Stock 64 Pass/steel	HYD	GRAY	254	64 pass
64 pass aluminum	HYD	GRAY	254	64 pass
65 pass aluminum	HYD	GRAY	254	64 pass
66 pass aluminum	HYD	GRAY	254	64 pass
Stock 72 Pass Air Alu	AIR	GREEN	276	72 pass
Stock 72 Pass Air Alu	AIR	GREEN	276	72 pass
Stock 72 Pass Air Alu	AIR	GREEN	276	72 pass
Stock 72 Pass Air Alu	AIR	GREEN	276	72 pass
Stock 72 Pass Air Alu	AIR	GREEN	276	72 pass
Stock 64 Pass Alum	HYD	GRAY	254	64 pass
Stock 64 Pass Alum	HYD	GRAY	276	64 pass
Stock 64 Pass Alum	HYD	GRAY	276	64 pass
Stock 64 Pass Alum	HYD	GRAY	276	64 pass
Stock 64 Pass Alum	HYD	GRAY	276	64 pass
Stock 64 Pass Air Lug	AIR	GREEN	254	64 pass
Stock 64 Pass Air Lug	AIR	GRAY	254	64 pass
Stock 64 Pass Air Lug	AIR	GRAY	254	64 pass