

# Specifying Vehicles for School Districts

and Alternative  
Financing Options

# Scott Kussow

- **Scott has worked for the Ewald Automotive Group for 25 years in leasing, rent-a-car, and for the past 22 years in fleet sales. The Ewald Automotive Group is the largest supplier of government vehicles in the State of Wisconsin, and one of the largest in the country as recognized by General Motors, Ford, and Chrysler Corporation. Scott is currently the Director of Commercial and fleet Sales for Ewald Automotive Group.**

## Chrissy Gensch

- Chrissy has worked for the Ewald Automotive Group for 6 years, 5 ½ years in the Municipal Sales Department. Chrissy is the Municipal Sales Manager for the Ewald Automotive Group and is responsible for preparing over 500 municipal bids and requests for quotes on an annual basis. Chrissy's department sold over 1,200 vehicles last year to State, County, and City Governments along with Universities and School Districts.

# Dave Goetz

- **Dave has over 25 years experience in the automobile industry in vehicle sales and leasing. Dave is an Account Executive and Remarketing Manager for Mayfair Leasing. Mayfair leasing is the State of Wisconsin's largest independent lease company, and one of the few that specializes in government leasing.**



## Agenda:

- What types of vehicles School Districts typically purchase.
- What vehicles School Districts can not purchase.
- When is the best time to be buying/leasing new vehicles.
- How to get the best price possible.
- Writing bid specifications.
- Alternative finance options including leasing.
- Questions & Answers.



## What types of vehicles School Districts typically purchase

- **Passenger Vans-Used primarily for athletic events and activities where school buses are impractical.**
- **Cargo Vans & Cube Vans-Used for transporting equipment, furniture, and meal programs between school district buildings.**
- **Plow Trucks, Dump Trucks-Used for snow removal in winter and general landscaping the remainder of the year.**

How many of you run passenger vans like this?





Federal law prohibits dealers from selling/leasing a motor vehicle with a capacity of more than 10 persons for the purpose of transporting students to and from school or a school related activity unless the vehicle complies with the applicable federal motor vehicle safety standards for school buses.

# Examples of passenger vans you may purchase/lease.

**8 Passenger Full Size Van**



**7 Passenger Mini Van**



## TRANSIT CONNECT



## CARGO VAN



Examples of various vehicles that can be used for hauling equipment within the school district.

## HI CUBE VAN



How many of you exceeded your budget for the past 3 years for snow removal?

How much do you pay your local landscaper for delivering a load of mulch?

Many school districts are looking at doing their own snow removal during the winter and their own landscaping from spring through fall.

**1 TON DUMP BODY**



**3/4 TON PICKUP W/ PLOW**



## When is the best time to be buying/leasing new vehicles

- **School District Budgets typically run July 1<sup>st</sup> through June 30<sup>th</sup>. Unfortunately this does not match well with manufacturer order timelines.**
- **Order cut off dates are typically in March and new model pricing and order information does not begin until August.**
- **How can you accurately budget, assure yourself the best price possible, and still receive the vehicles when you need them?**



## Save time and money

- **Meet the order deadlines but specify delivery after July 1<sup>st</sup>.**
- **Delay purchasing of new vehicles until manufacturer pricing and production begins. (typically Sept.-Oct.)**
- **Make cooperative purchases with other School Districts, local Cities, Counties, or State Agencies.**



# How to get the best price possible

- **Piggyback off of your State Contract**
- **Wisconsin:**
- <http://vendornet.state.wi.us/vendornet/default.asp>
- **Minnesota:**
- <http://www.mmd.admin.state.mn.us/>
- **Illinois:**
- <http://www.purchase.state.il.us>
- **Iowa:**
- <http://das.gse.iowa.gov/procurement/>



## Writing bid specifications

- If you choose to go out for your own bid and write your own specifications, get help from:
  - Local Municipalities that write specs
  - Equipment Manufacturers
  - Automobile Dealers that specialize in Municipal Sales
- Have your local dealer proof your specs before you send out your bid to avoid any exceptions.
- Don't just recycle your specs from the vehicle you are replacing.



# Alternative finance options including leasing



# Questions & Answers