

Customer Q&A with



Covering some 2,200 square-miles in and around Grand Junction, Colorado, Mesa County Valley School District 51 serves more than 22,000 students in 44 schools.



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Our District 51 Vision guides us to engage, equip, and empower our learning community today for a limitless tomorrow. TSC certainly engaged with us and equipped us with the means to upgrade our fleet of activity vehicles. And they did so in a way that was efficient and effective, which is one of the five goals stated in our long-term plan.”

What problems, issues, or needs led you to engage TSC?

We run more than 80 home-to-school bus routes, but we wanted to replace some of the 14-passenger activity buses we own for sports trips and other uses and purchase new ones. We were referred to TSC because it was suggested that they might be able to provide a solution that would meet our needs without breaking our budget. Many of our buses were old and worn out as a result of budget cutbacks we experienced during the last recession.

What made you choose TSC? What made their services stand out from others?

TSC has a great deal of purchasing power, and the leasing and financing solutions they offered were very attractive to a district of our size.

What have been the greatest benefits of working with TSC? Can you share specifically how their team helped you reach your goals?

We believe we got very competitive pricing, much more support, and better service from TSC than we could have received if we leased or purchased the buses on our own. The post-delivery assistance TSC provided was invaluable. We had some of the normal manufacturing-related errors you encounter when you acquire this many vehicles, but the TSC team helped us work through them to get them solved.

With TSC's assistance, we got a good price, a good deal, a good interest rate, and assistance in putting the deal together. Since we don't own or operate our fleet of larger, home-to-school buses, we have a very small internal transportation department that does not have the kind of experience and connections TSC offers. Their expertise and additional manpower helped us through the leasing process from start to finish.

What have the implementation phase and ongoing relationship been like?

We started working with TSC on a customized activity bus solution. By taking advantage of their fixed rate, tax-free municipal leasing program, we had 20 new activity buses on our property within 90 days.

How is TSC to work with?

The TSC team was great to work with. We helped them understand some of the special provisions of Colorado law regarding municipal loans and they drew on their experience, resources and vendor relationships to pull everything together.

Can you cite an example of how TSC went “the extra mile” to serve you?

The TSC team stayed on top of our order and monitored vehicle deliveries. They also caught – and corrected – some of the errors regarding specific vehicle options before we even saw them.

How is TSC aligned with the values that drive your school district?

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How has working with TSC made your job and/or work life easier?

TSC definitely made my job easier. I didn’t have to order 20 vehicles and deal with the numerous details by myself.

What surprised or pleased you the most about working with TSC?

I was pleasantly surprised by the TSC team’s willingness to step up and solve issues as they occurred.

Would you recommend TSC to others?

I definitely would recommend TSC. I would emphasize their customer service, cost savings, flexibility, and the great relationships they have with manufacturers and vendors.