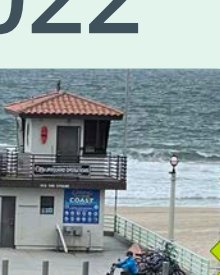
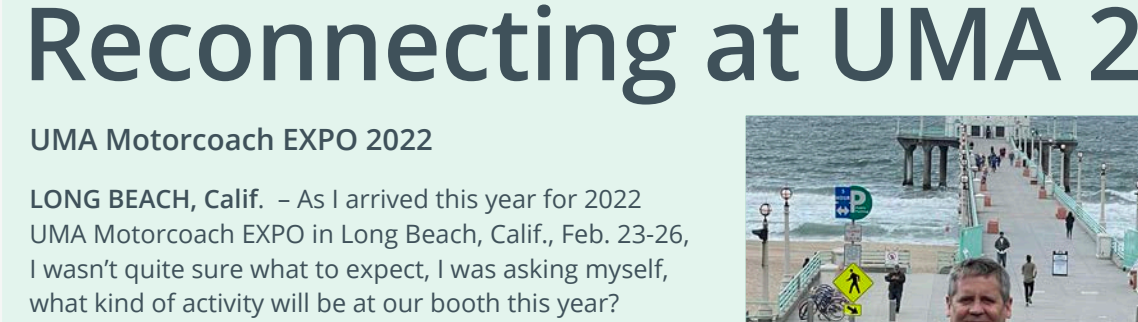


BUSTALK

KEEPING COMPANIES MOVING AT THE SPEED OF INNOVATION



February 2022



Reconnecting at UMA 2022

UMA Motorcoach EXPO 2022

LONG BEACH, Calif. – As I arrived this year for 2022 UMA Motorcoach EXPO in Long Beach, Calif., Feb. 23-26, I wasn't quite sure what to expect, I was asking myself, what kind of activity will be at our booth this year? What will the expo be like on the floor and in the sessions? All questions that soon would be answered as it turned out the show was very well attended with a lot of energy and wonderful conversations about companies getting back on the road. We all soon learned the theme of UMA was "Reconnecting". Operators, bus manufacturers and vendors from around the country and world got to catch up with each other face-to-face during education sessions, at the various parties and meals, and, of course, on the show floor. "We are a people business, and we like to be around people, so it's good to be back together," said Dan Holter, general manager of Rochester City Lines in Rochester, Minnesota.

After we set up our booth with my colleagues, we strolled into the banquet room for lunch and to catch the opening session remarks. It was apparent very quickly the UMA theme was about coming together as UMA President and CEO Scott Michael addressed the members with his vision of "reconnecting" in what he calls the 8 principles that make a great Association.



Resources – To make sure staff is used most efficiently and wisely but also to make sure the association is being financially responsible. Scott discussed they had to be cautious and make some difficult decisions, but happy to announce there were hundreds more registrations at the Expo from last year.

Advocacy – One of our true strengths is what we can do collectively, as we are far more powerful working together.

Premier Industry Expo – It is much easier to have one place to be able to come together share our experiences and work towards common goals. Looking for those things we can do collectively in one setting, so members don't have to do it separately.

Industry Growth – It is important to continue to promote the industry and attract new members. Two examples are the Bus Rate Program and new Group Leader Program, which helps Operators take advantage of automating revenue collections for various tour groups.

Data – It's important to continually understand the data. As an example, "The industry has been completely changed by COVID," Michael said, noting that the number of motorcoach operators has declined from nearly 3,000 in 2019 to fewer than 1,500 at the end of 2021. "You in this room are the survivors." And although many have left us due to the pandemic, we look forward to and welcome new entrants.

Community – To continually build a sense of community, which at times can be challenging, but we are committed to finding ways to work and move forward together.

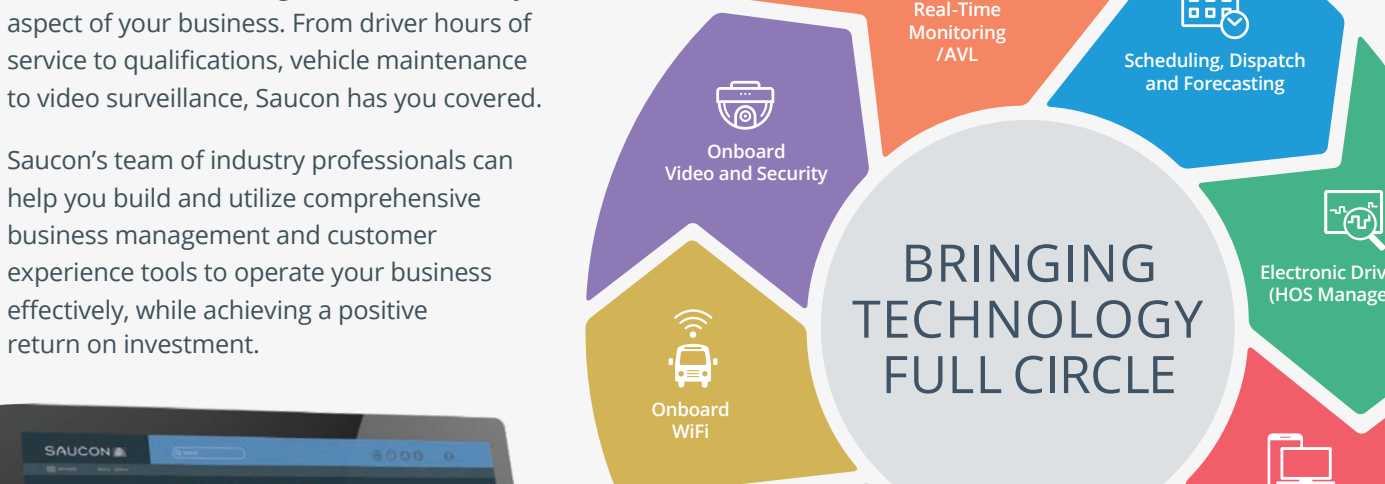
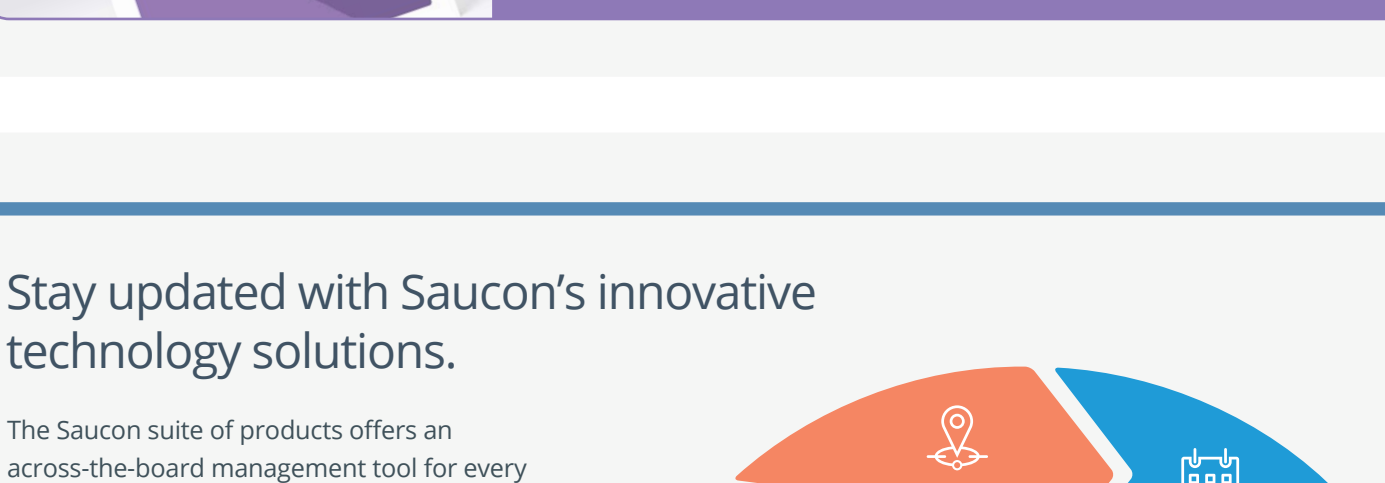
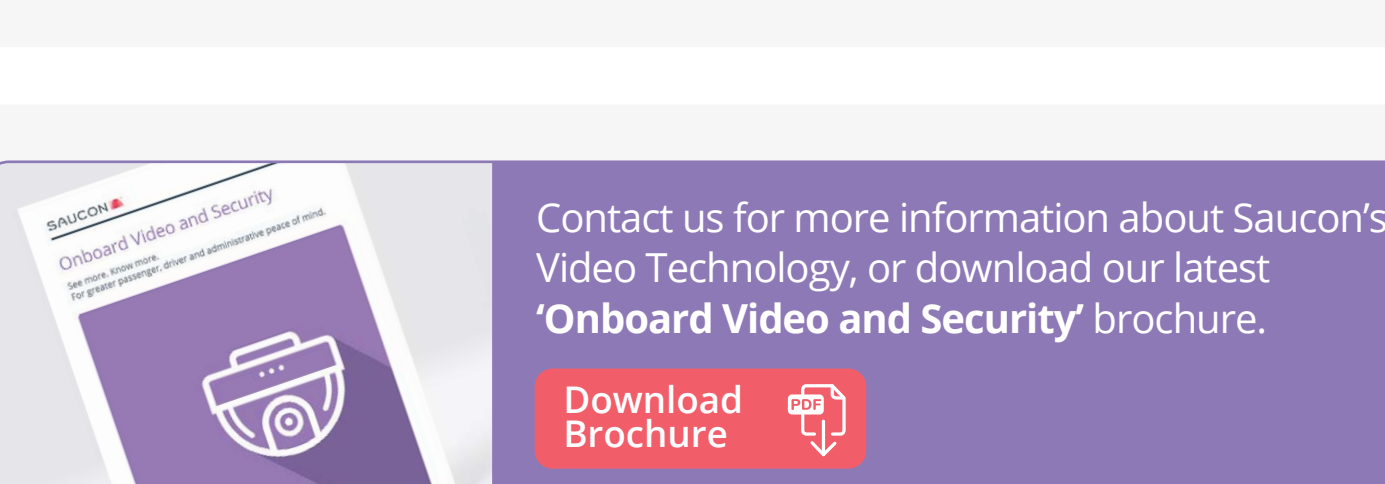
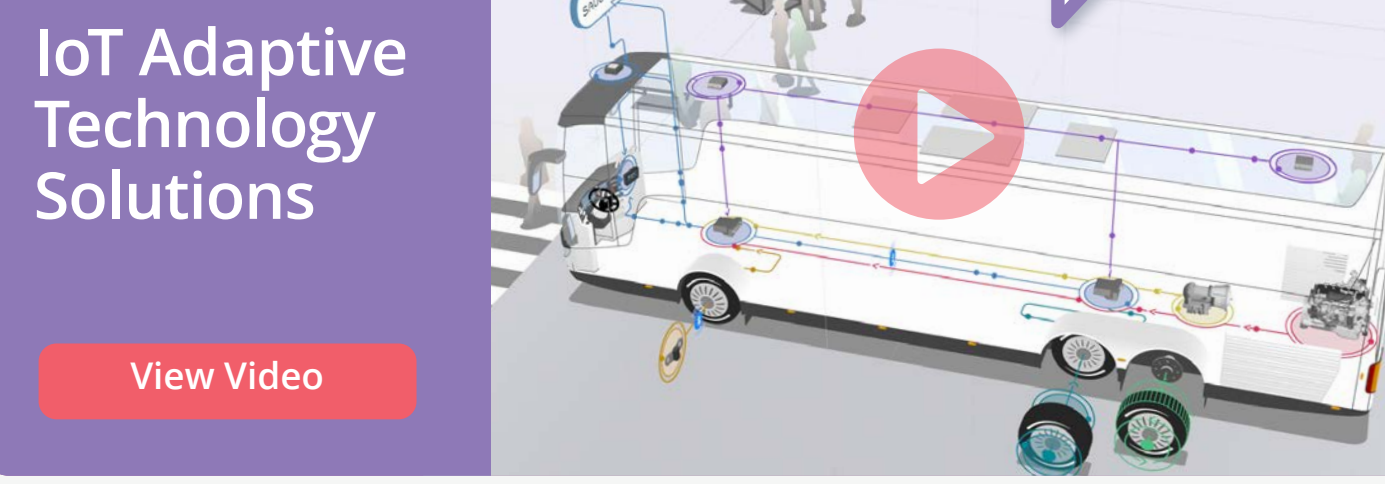
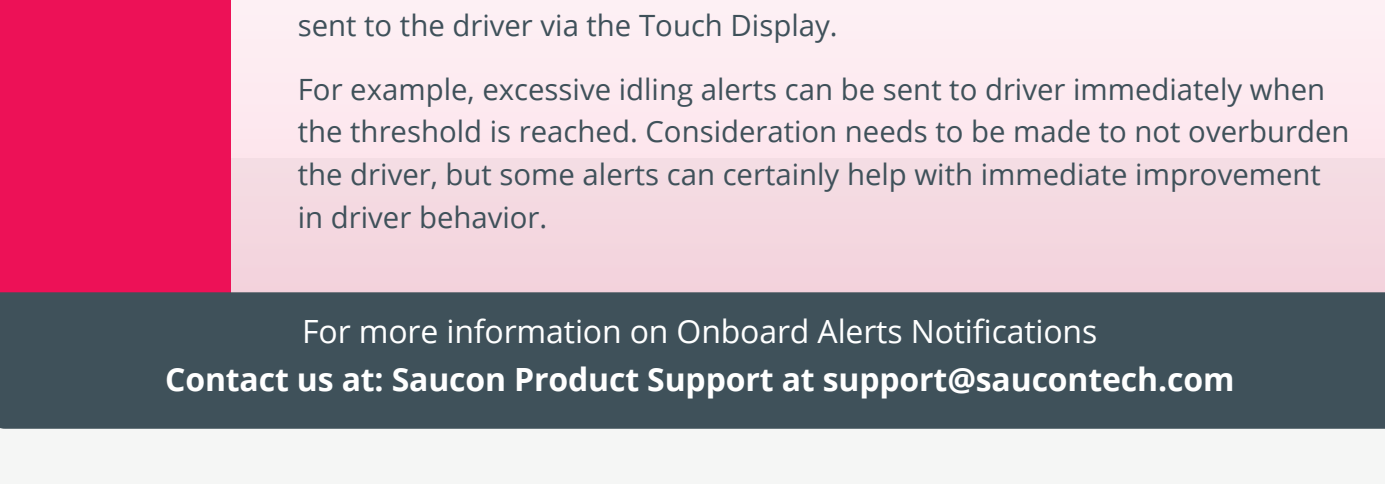
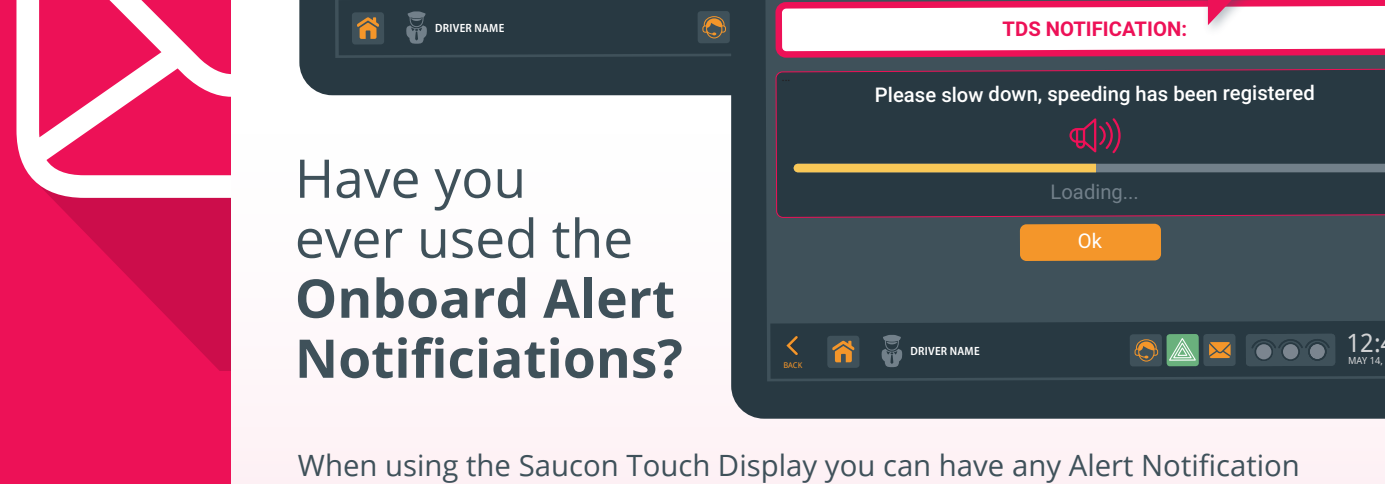
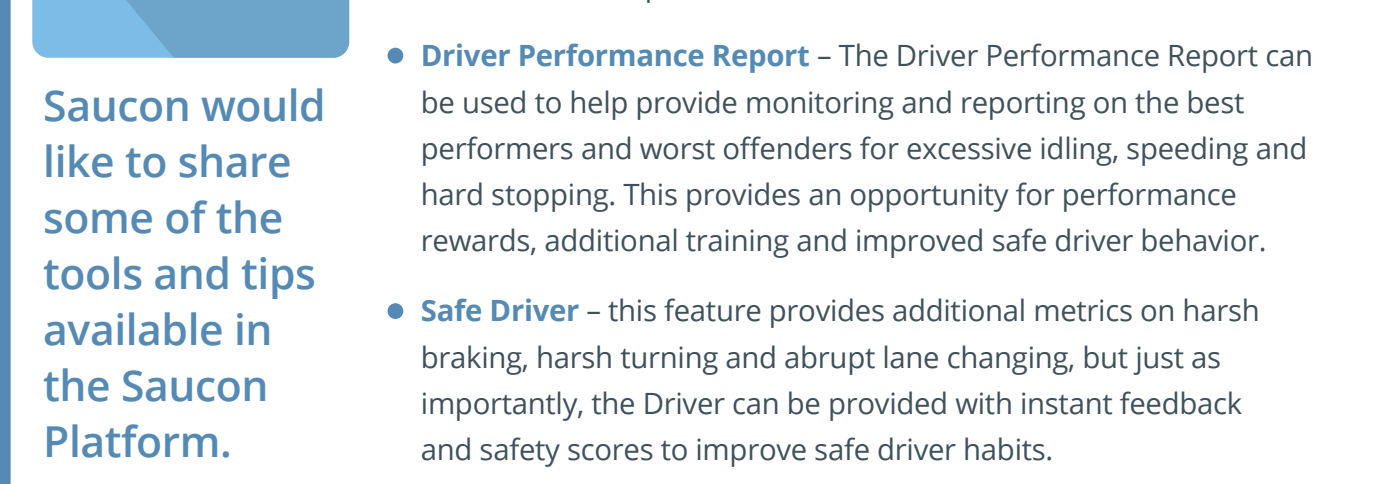
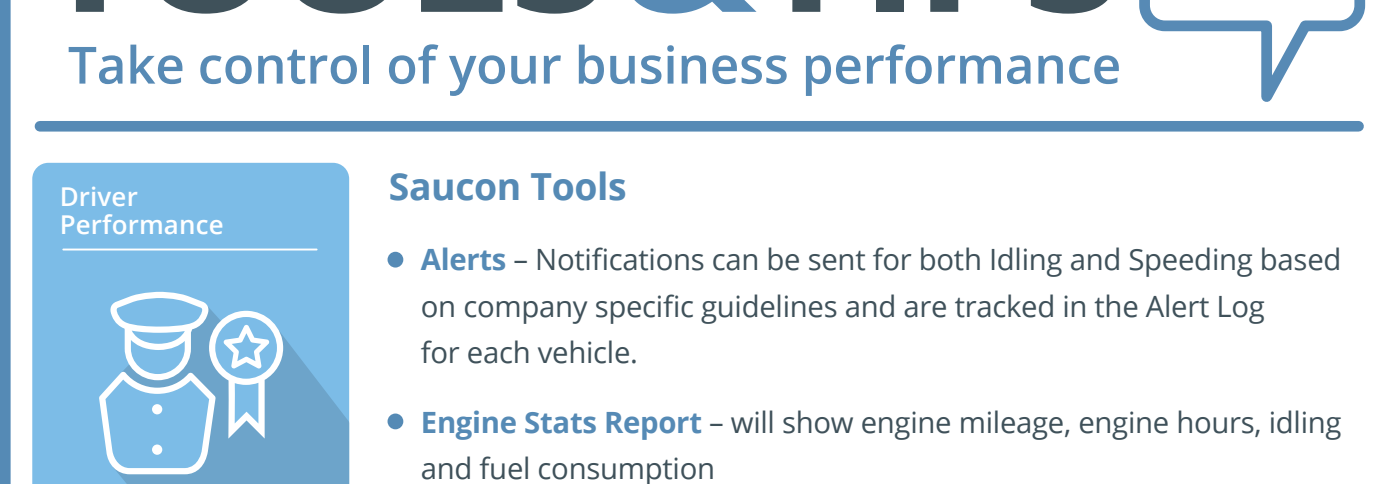
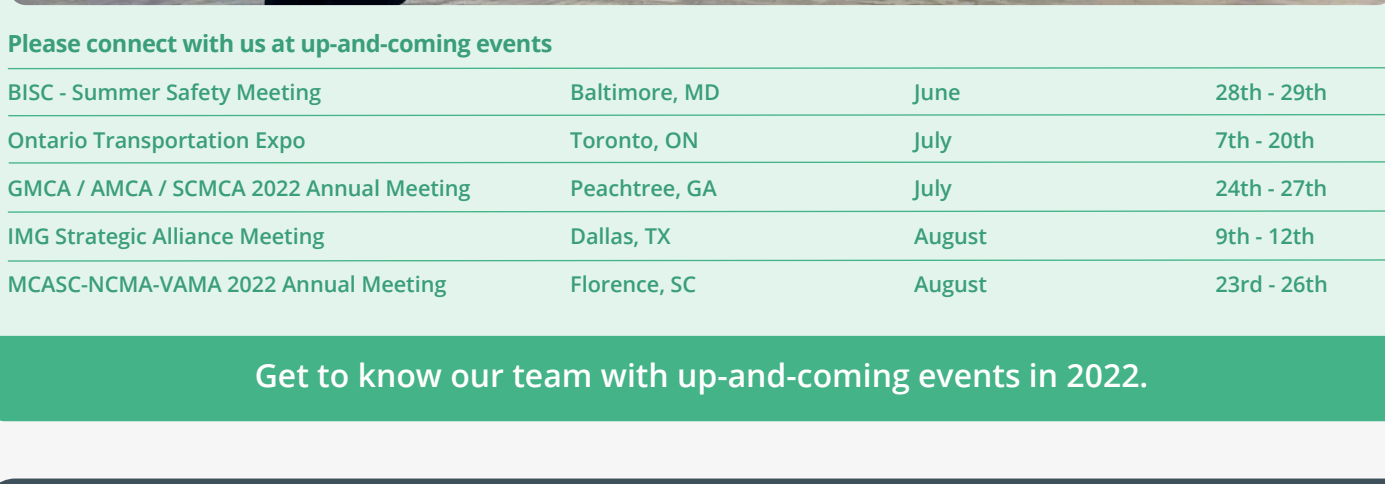
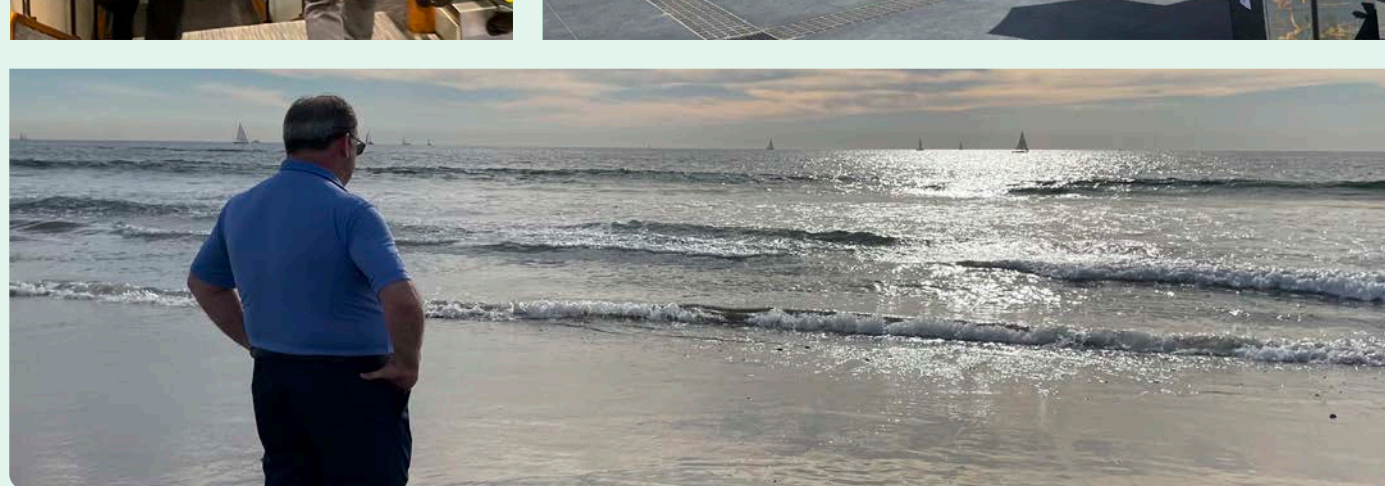
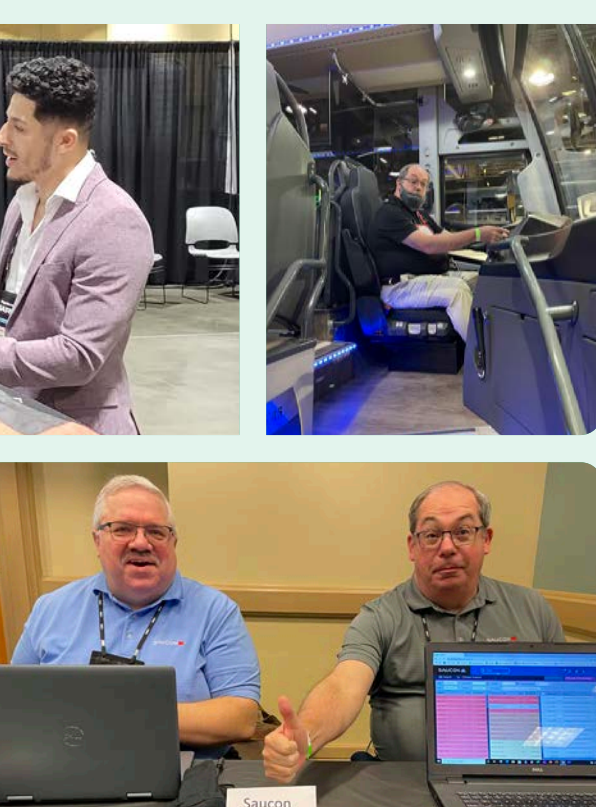
Diversity – Scott discussed that we of course need to promote racial diversity, but geographic diversity is also important. We need to get input from Operators with different backgrounds, types of operations and experiences. Which is one of the reasons why Board members are represented from all regions.

Membership – Scott is very impressed by the commitment and passion displayed by the members, they are very involved, it is important for the association to help build on that support. While it is important to honor the past leadership and commitment, we also want to look to the future for a new generation of leadership and find ways to cultivate younger folks and take advantage of new energy and new ideas.

Scott closed the opening session by looking back at these 8 principles, and what he thinks can be 5 priorities for the next year. "To be the Premier Industry Expo, with focus on Financial, Membership Growth and Communication. This is your association we want to make sure you have a voice in that. And last, but not least, we have an amazing Advocacy team, and we want to continue that tradition."

There is no doubt the association is in very good hands with Scott at the helm. As an active member on the vendor side, Saucon is excited about UMA and what the future holds for the EXPO as we continue to get the opportunity to interact with customers, prospects and partners in one common setting.

Paul Johnson
Dir. Sales and Marketing
Saucon Technologies



Please connect with us at up-and-coming events

BISC - Summer Safety Meeting	Baltimore, MD	June	28th - 29th
Ontario Transportation Expo	Toronto, ON	July	7th - 20th
GMCA / AMCA / SCMA 2022 Annual Meeting	Peachtree, GA	July	24th - 27th
IMG Strategic Alliance Meeting	Dallas, TX	August	9th - 12th
MCASC-NCMA-VAMA 2022 Annual Meeting	Florence, SC	August	23rd - 26th

Get to know our team with up-and-coming events in 2022.

SPOTLIGHT

New Customer Service Manager to lead Saucon Production Support Department.



VP of Production Support and longtime Saucon employee, Paul Scaringi retires. With over 23 years at Saucon, Paul has been part of the many strategic iterations of Saucon Products and Services and has been directly involved with many new innovations in the Telematics Industry throughout his time with the company.

Paul also managed Product Deployment and has been involved with the crucial task of shipping thousands of hardware components throughout the country over the years. Bill French, CEO of Saucon Technologies, stated:

"We thank Paul for his dedication and contributions over his long career. Paul's contributions to servicing our customers over the years has been instrumental in helping define Saucon's Production Support Department. We wish him all the best in his retirement and future endeavors."

Our very own Jordan Eddinger will be stepping into Paul's very big shoes. Jordan has been part of the team at Saucon for the past seven years and brings a wealth of experience to his new role as Production Support Manager.

Jordan Eddinger Production Support Manager

Jordan's expertise and extensive knowledge of the systems and technology - which are the backbone of the Saucon Platform - will play a major role in continuing to service our customers to the highest standards.

Jordan's previous position of Production Support Representative allowed him to play a vital role working with Tier 2 Support with the Saucon Project Team. Many of our customers have worked directly with Jordan over the years as he has been responsible to research escalated issues and manage product enhancements and distributing product updates and configurations, while working closely with the Saucon Development team.

With Jordan's wisdom and his level management skills, we are delighted to welcome Jordan to his new role as Production Support Manager.

Be you. Be Professional. Join our team at Saucon.

Contact us at: hr@saucontech.com

SAUCON

TOOLS&TIPS

Take control of your business performance

Driver Performance



Saucon would like to share some of the tools and tips available in the Saucon Platform.

Saucon Tools

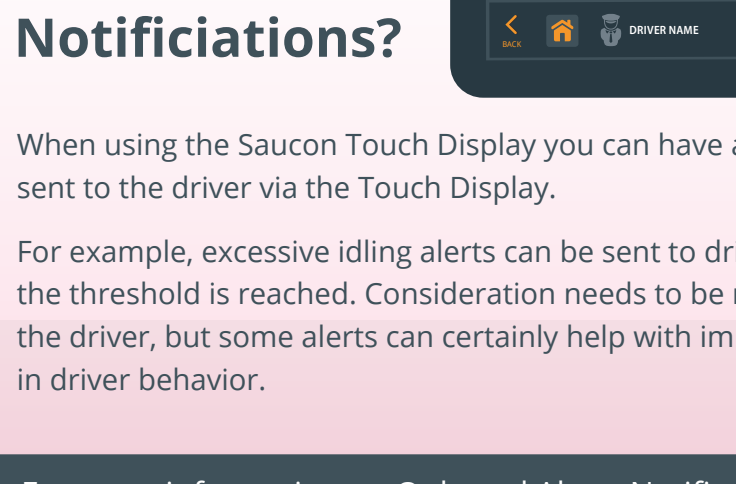
- **Alerts** – Notifications can be sent for both Idling and Speeding based on company specific guidelines and are tracked in the Alert Log for each vehicle.
- **Engine Stats Report** – will show engine mileage, engine hours, idling and fuel consumption
- **Driver Performance Report** – The Driver Performance Report can be used to help provide monitoring and reporting on the best performers and worst offenders for excessive idling, speeding and hard stopping. This provides an opportunity for performance rewards, additional training and improved safe driver behavior.
- **Safe Driver** – this feature provides additional metrics on harsh braking, harsh turning and abrupt lane changing, but just as importantly, the Driver can be provided with instant feedback and safety scores to improve safe driver habits.

WE KNOW BUS

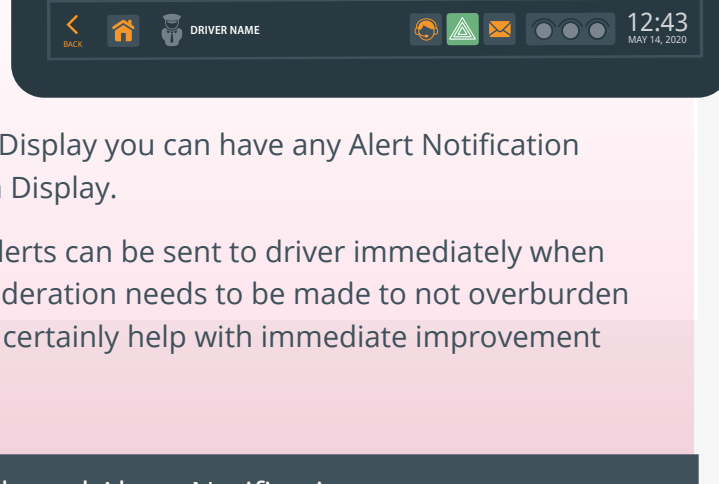
Touch Education 2022



Do you know Alerts?



Alert Notification



Have you ever used the Onboard Alert Notifications?

When using the Saucon Touch Display you can have any Alert Notification sent to the driver via the Touch Display.

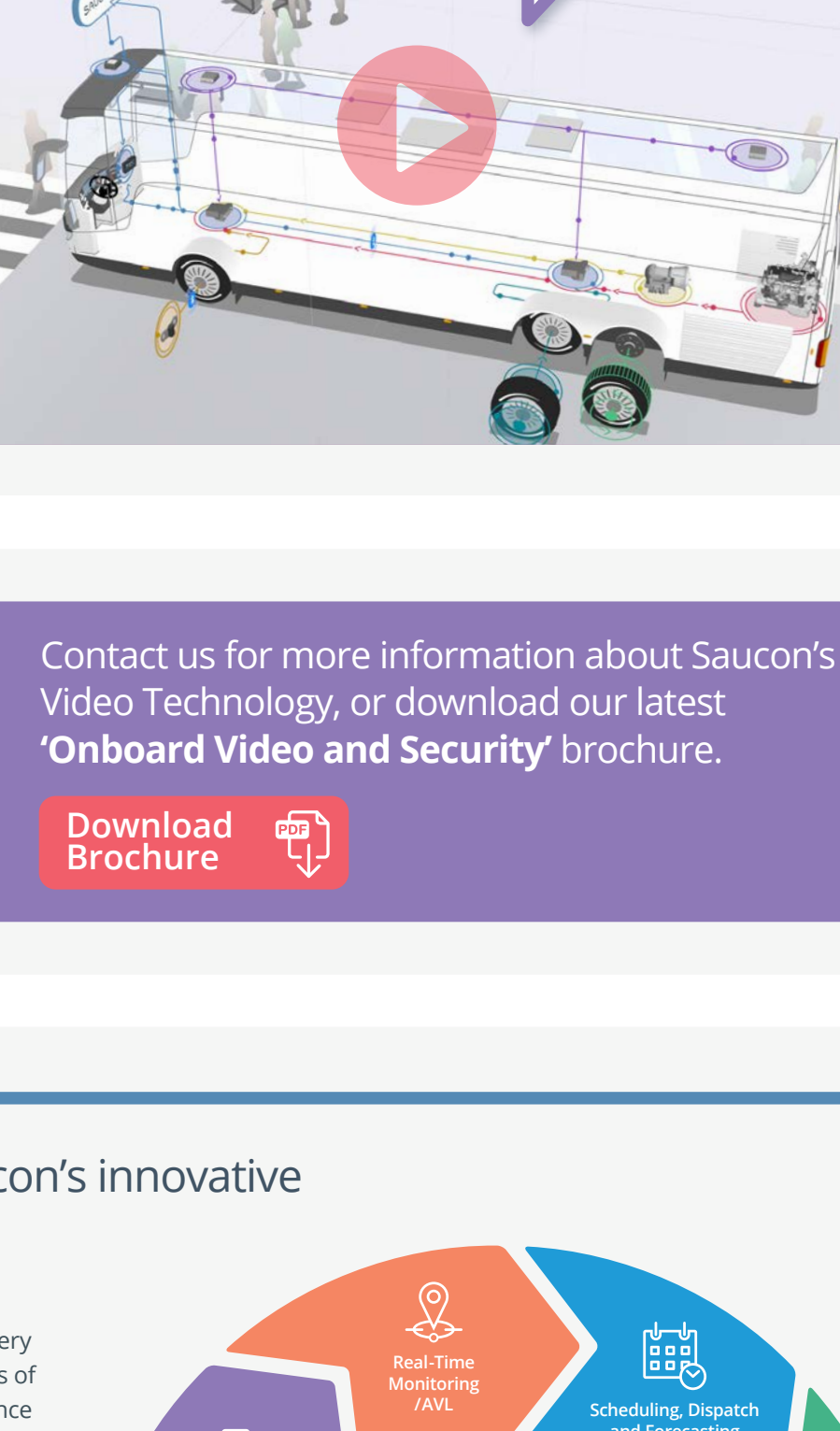
For example, excessive idling alerts can be sent to driver immediately when the threshold is reached. Consideration needs to be made to not overburden the driver, but some alerts can certainly help with immediate improvement in driver behavior.

For more information on Onboard Alerts Notifications
Contact us at: Saucon Product Support at support@saucontech.com

SAUCON

IoT Adaptive Technology Solutions

View Video



When Black Tie had to undergo an IFTA audit, the quality of data Saucon provided was so concise it actually "broke" the auditor's program; when the filings were eventually compared, Black Tie received a refund for overpayment. The company has also addressed vehicle idling issues through their daily reports, and has implemented a new three-P maintenance approach (Proactive, Preventative & Predictive) based on the strength of the Saucon system. A recent investment in Saucon's video technology has also helped the company avoid litigation, saving them thousands of dollars.

"Saucon is not simply a provider but a business partner that works with us to provide data analysis, compliance and best practices for our operations that increase efficiencies and profitability."

Jeff Shanker
Chief Strategy Officer
Black Tie

BLACK TIE
TRANSPORTATION & BUS CHARTERS
GOING THE DISTANCE

Contact us for more information about Saucon's Video Technology, or download our latest 'Onboard Video and Security' brochure.

Download Brochure

Stay updated with Saucon's innovative technology solutions.

The Saucon suite of products offers an across-the-board management tool for every aspect of your business. From driver hours of service to qualifications, vehicle maintenance to video surveillance, Saucon has you covered.

Saucon's team of industry professionals can help you build and utilize comprehensive business management and customer experience tools to operate your business effectively, while achieving a positive return on investment.

TDSinfo@saucontech.com

Get up to speed. Connect with Saucon today and find out how.

888.872.8206

saucontds.com

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