

Case  
Study

## MIDDLETOWN CITY SCHOOLS

Middletown, Ohio

### MIDDLETOWN PARTNERS WITH PETERMANN FOR STUDENT TRANSPORTATION TO DO MORE WITH LESS...

The mission of the Middletown City Schools is to provide their students with highly challenging and engaging school work. The district is well known for its strong, comprehensive educational programs. Because educating students is their top priority and what they need to be spending most of their time on, they decided to look outside of the district for a partner to help them achieve their goals in the student transportation area.

#### **CHALLENGE:** *Tight Budgets and Lost Efficiencies*

The district's budget was spiraling. They were doing what they could with the resources they had available. Not only was it challenging to perform day to day with the current budget, resources were not being set aside for future needs, like new buses. All in all, Middletown was not able to spend the time (and resources) on student transportation services that were necessary. "We are in the business of educating students, not busing," stated George Long, Business Manager.

#### **SOLUTION:** *Focus from the Experts, Best Practices and Protocols*

Petermann brought to the table new routing software, enhanced employee training and development, and overall best practices and protocols. They were able to employ proven technology and processes for routing, and employee hiring and training. "The national-level resources and best practices the organization has is a significant benefit to our district," said Long.

#### **Middletown**

#### *By the Numbers*

- Partnership start: 2011
- Student enrollment: 6,200+
- Student ridership: 3,100+
- Number of buses: 57
- Number of routes: 45
- Special education buses: 6



*"There is constant and effective communication between Middletown and Petermann. It's a solid partnership."*

George Long,  
Business Manager



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## **RESULTS:** *Financial Savings, Efficiencies, Client Satisfaction*

Petermann committed a 10% savings to the district. They not only achieved that goal, they brought a 29% savings to the district via best practices and gained efficiencies.

The number of employee safety and training meetings doubled after the partnership began. The driver training is a more rigorous and comprehensive program. The district has been able to focus more on education and their students and less on transportation services.

Another positive outcome of partnering with Petermann is that Petermann is always up to date on transportation regulations, an aspect the district had not been able to keep up with consistently due to the lack of resources.

"There is constant and effective communication between the district and Petermann. It's a solid partnership," said Long. If and when issues surface, the transportation team brings it to the district's attention along with proposed solutions and they discuss it as a team.



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