

Excellence Guaranteed

Marathon's Certified Pre-Owned Program



by Sharleen Nelson

Marathon Coach maintains an industry-leading reputation for excellence—from new and custom coaches to its pre-owned coach inventory. Considering that Marathon coaches are built on robust Prevost bus shells and chassis' that are designed and engineered to travel 2 million miles, a pre-owned Marathon coach driven only 60,000 miles is anything but "just broken in." Likewise, both the exterior and interior of a custom Marathon coach are built to last—from the sturdy, hand-tooled interior cabinetry, to the custom paint rendering on the exterior.

A Marathon pre-owned coach is a superior value because it features the same high-quality custom amenities, but at a fraction of the cost of a new bus conversion. When Marathon takes possession of a pre-owned coach through

a trade-in, trained technicians recondition the vehicle so it's as close to new as possible for the next owner. "Whether it's a pre-owned 2007 or a 1987, each Marathon we get as a trade-in goes through the same process to get it ready for its new owner," said Western Regional Sales Director Steve Irvin.

Through Marathon's exclusive Continued Excellence program, when a pre-owned coach conversion is brought into inventory, it goes through a rigorous and detailed pre-delivery inspection. Experienced technicians inspect and use a variety of tools—from infrared heat testers to voltage meters—to run diagnostic tests on each coach. The 21-page checklist encompasses inspection of the interior, exterior, and retrofits, and an extensive road test. Dur-



ing the test drive, wipers, brakes, mirrors, and batteries are checked, and the engine is thoroughly inspected for breaks, leaks, or cracked belts. There are more than 36 items for audit on the exterior, including checking the roof equipment, exterior bays, the awning, plumbing, the generator, 110-V water heaters, A/C input, tire pressure and tire tread, and gray and black tanks. Likewise, a detailed list of interior coach items are inspected, including faucet water pressure, 12-V heaters, interior lighting, A/V equipment such as TVs, VCRs and speakers, satellite operation, appliances, and cabinets. Any issues are identified during the inspection and resolved, and the interior and exterior are thoroughly detailed, giving each coach that just-like-new appearance.

All Marathon pre-owned coaches carry the Marathon brand of premium quality: superior mechanical features, outstanding engine performance, exceptional road dynamics, state-of-the-art technology, luxurious accommodations, and excellent value! It has never been easier to step into the coach of your dreams. "The combination of our extensive selection of coaches and our Continued Excellence program has made the buying experience so easy," said Irvin. "We are very confident in every coach we sell and look forward to earning the confidence of each of our customers."

In addition, Marathon's service and sales facilities in Oregon, Florida, and southern California, and an independent dealership in Texas, provide 24/7 technical service. •

Warranty

One of the few companies to provide a pre-owned warranty, Marathon offers a 6-month or 6,000-mile limited warranty on most of its pre-owned Marathon coaches. Under normal use and service, Marathon covers a wide ranging list of items, including:

- Engine-assisted air conditioning and heat
- Electric heaters
- Air conditioners
- Webasto equipment
- Cruise control
- Back-up alarm
- Monitor and camera
- Windshield wipers
- Electronic rearview mirrors
- Bay door locks
- Holding tanks
- Plumbing bay water connections
- Appliances (cooktop, refrigerator/freezer, dishwasher, trash compactor, garbage disposal, and washer/dryer)
- TechLink components
- Cable TV and telephone connections
- Satellite system
- VCR
- Stereos and switches
- Roof vents and fans