

MOTORCOACH INDUSTRY TRENDS

COMPANY ANALYSIS (Net % of AI)*

Description	Average of All Operators	20% Most Profitable Operators Averaged*	20% Least Profitable Operators Averaged*	Your Operation
REVENUE				
Charters	\$1,679,990	\$2,802,564	\$864,261	\$ _____
Fixed Routes	\$1,636,679	\$101,322	\$2,256,871	\$ _____
Contracts	\$923,452	\$179,622		\$ _____
Total Bus Revenue	\$2,742,332	\$2,943,036	\$1,992,696	\$ _____
School Bus Department	\$1,254,996	\$2,074,900	\$38,134	\$ _____
Tours Department	\$355,154	\$136,748	\$7,203	\$ _____
Other Departments	\$55,622	\$172,456	\$7,573	\$ _____
Total Operating Revenue	\$3,205,306	\$3,616,362	\$2,011,511	\$ _____
AVAILABLE INCOME	GM %	GM %	GM %	GM%
Charters	\$1,668,270 99.3%	\$2,777,038 99.1%	\$858,258 99.3%	\$ _____ %
Fixed Routes	\$1,575,804 96.3%	\$101,322 100.0%	\$2,183,278 96.7%	\$ _____ %
Contracts	\$860,582 93.2%	\$179,622 100.0%		\$ _____ %
Total Bus Revenue	\$2,680,402 97.7%	\$2,917,510 99.1%	\$1,949,897 97.9%	\$ _____ %
School Bus	\$1,254,546 100.0%	\$2,073,098 99.9%	\$38,134 100.0%	\$ _____ %
Tours	\$96,128 27.1%	\$20,555 15.0%	-\$1,091 -15.1%	\$ _____ %
Other Departments	\$31,812 57.2%	\$78,302 45.4%	-\$94 -1.2%	\$ _____ %
Total Operating Available Income	\$3,045,516 95.0%	\$3,483,480 96.3%	\$1,958,814 97.4%	\$ _____ %
EXPENSES	% A.I.	% A.I.	% A.I.	%A.I.
Personnel Expenses	\$1,394,958 45.8%	\$1,449,219 41.6%	\$995,856 50.8%	\$ _____ %
Equipment Maintenance Expenses	\$233,363 7.7%	\$206,217 5.9%	\$145,274 7.4%	\$ _____ %
Transportation Expenses	\$380,396 12.5%	\$384,066 11.0%	\$231,935 11.8%	\$ _____ %
Other Variable Expenses	\$207,658 6.8%	\$219,990 6.3%	\$212,208 10.8%	\$ _____ %
Revenue Equipment Financing Expenses	\$415,287 13.6%	\$477,508 13.7%	\$372,707 19.0%	\$ _____ %
Other Fixed Expenses	\$392,890 12.9%	\$251,688 7.2%	\$341,527 17.4%	\$ _____ %
Total Expenses	\$3,024,552 99.3%	\$2,988,687 85.8%	\$2,299,507 117.4%	\$ _____ %
NET OPERATING PROFIT/LOSS	\$20,964 0.7%	\$494,793 14.2%	-\$340,693 -17.4%	\$ _____ %
Non-Op Income & Expense	-\$34,058 -1.2%	\$24,509 0.6%	-\$101,653 -5.2%	\$ _____ %
NET PROFIT AFTER NON-OPERATING	-\$6,708 -0.2%	\$513,175 14.7%	-\$442,346 -22.6%	\$ _____ %
NET OPERATING PROFIT % OF SALES	0.7%	13.7%	-16.9%	_____ %
NET PROFIT AFTER NON-OP % OF SALES	-0.2%	14.2%	-22.0%	_____ %

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Net Profit before Revenue Equipment Financing Expense	\$252,935	\$402,227	-\$112,601	\$_____
Charter - Motorcoach				
Utilization	41.7%	46.4%	32.5%	_____%
Revenue per Day	\$1,535	\$1,600	\$1,343	\$_____
Revenue per Vehicle	\$34,793	\$40,507	\$25,102	\$_____
Total Bus Revenue Department				
Utilization	43.3%	45.1%	37.7%	_____%
Revenue per Day	\$1,530	\$1,531	\$1,284	\$_____
Revenue per Vehicle	\$36,908	\$38,140	\$28,722	\$_____
Total Routine Maintenance Expense Ratio	4.9%	4.8%	5.8%	_____%
Motorcoach Drivers Expense Ratio w/OPE	25.8%	18.8%	29.1%	_____%
Average Other Variable Expense per Employee	\$1,974	\$1,679	\$2,384	\$_____