

Post Departure Reconciliation and Contribution Calculator:

This Module can be used stand-alone where it uses System variables, average price paid per gallon of fuel, average miles/gallon for each vehicle type, driver hourly pay, contribution/mile for maintenance and contribution/hour for overhead, to calculate Charter Contribution to Revenue. This Module can also be used as a "Control Panel" in conjunction with the RBS IFTA Compatible Fuel Tax reporting Module and Driver Time Management Module to Reconcile a Charter after its return and use actual costs rather than estimates to report Charter Contribution.

This Module can also be "called" during Charter or Quote construction to gauge if a Charter meets certain revenue targets. For Example:

The Company Variables:

Average Driver Hourly Pay	\$10.50/Hr
Average Cost of Fuel	\$ 1.50/Gallon
Contribution to Maint.	\$.20/Mile
/HR Contribution to Overhead (Lease Payments & Insurance)	\$28.00

The Charter:

A 6 Hour Move that travels 135 Miles on a 47 Passenger Coach that gets 7.5 Average Mile/Gallon. The Customer is charged for a \$350 4 Hour Minimum and for 2 Additional Hours @ \$45/Hr and \$65.00 additional charge for stadium parking. Total Customer Charge \$505.

The Reconciliation:

Charter Price	\$505.00
Driver Pay 6 Hours x \$10.50/Hr	(\$ 63.00)
Cost Of Fuel (135 Miles/7.5 Mile Av) x \$1.50/Gal	(\$ 27.00)
Other Direct Parking	(\$ 65.00)
Maintenance \$.20 x 135 Miles	(\$ 27.00)
Overhead 6 Hours x \$28.00/Hr	<u>(\$168.00)</u>
Overall Contribution	\$155.00
As a percentage of Charter Price	30.06%

There are a number of reports that let you track this information over time to identify trends in your pricing policies. Although we call this a Post Departure Module, users have access to these reports and information while they are building a charter quote.

Company Setup

D.B.A. R.B.S. 800-448-7001

Address 1: 10 Lance

Address 2:

City: Cherry V

State: NY Z

Choose Method for

Fixed Amount \$:

Choose Method for

Days Prior To

Days After Bo

Balance Due

Days Prior to Dep

Mileage Subsystem

Drive and Path:

Mandatory Tax

Tax Percentage

Maintain Historical Mileage

Use Kilometers

System Variables

Ave. Hourly Wage: 10.25

Ave. Day Rate: 135.00

Hours per Day Rate: 15.00

Ave. fuel cost/gal (diesel): 1.75

Ave. fuel cost/gal (gas): 1.85

Maint./Misc. Cost/mi.: .20

Other misc. Cost/Hour: 27.00

Misc. Hours/Day Cap: 10

OK Cancel Help

System Variables Select Costing Method

OK Cancel Help

Bus Type Information

Bus Type: 57 PAX Capacity: 57

Description: 57 PAX Number of Buses: 24

Misc. Maint. Rate per Mile: 0.20 Other Misc. Hourly Rate: 32.00

Fuel Type: Diesel Average MPG: 6.25

Fare Type	Add	Cal	Rate/Hour	Rate/Day	Min Day	Max Day	Live Mile
+5%	Y	N	70.00	350.00	4.00	15.00	2.95
Basic	Y	N	60.00	335.00	4.00	15.00	2.95

OK Cancel Help

Basic Setup:

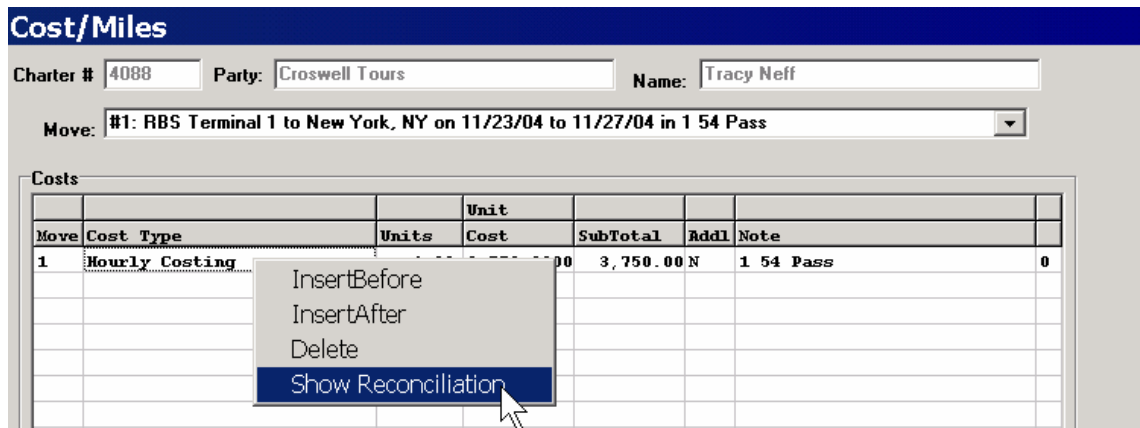
Select Company set up from the Main Utilities menu.

Select Systems Variables: These variables are used to calculate estimated contribution to overhead in a stand alone mode or during charter or quote construction.

Select Bus Type from the main Utilities and Look up tables menu. Fuel Type and average miles/gallon are set on this screen.

It is also possible to over-ride the system variables for maintenance reserve and hourly contribution to insurance and lease payments. For example, an older Coach Type might command a higher per mile maintenance reserve than a newer Coach Type where the newer Coach Type would a higher per hour contribution because of higher lease payments.

See Introduction Section for a sample calculation using these variables.



Calling this module Post Departure Reconciliation is a bit of a misnomer. You can jump to the reconciliation screen from the cost mile screen while building a charter to check that your quoted price meets targeted revenue goals.

Reconciliation

Move Information

No. of Buses: IH SC OneWay: Charter #:

Garage: Live Miles: Move #:

Pickup Up: Pick Up Miles: Status:

Destination:

Depart Date: Spot Time: Dept. Time:

Return Date: Return Time: Bus Type:

Cost Information

Move Cost: Driver:

Estimated Miles: Addn. Miles: Adjusted Total:

On Duty Time: Off Duty Time: Total Hours:

Tolls/Parking: Fuel Cost: Maint. Cost:

Meals/Lodging: Labor Cost: Other Misc Cost:

Other Misc. Exp.:

Total Direct Exp.: Est. Contrib: % of Cost:

Reconciled

When you move to this base Reconciliation screen from the Cost/Mile screen, if you hit the calculate button it uses the system's variables to estimate contribution in this example.

Maint Reserve .25/mile x 1311.40 53 pax vehicle =	327.75
Estimate fuel cost 54 pax vehicle 6mpg x 1.40/gal x 1311.40mi =	305.99
Labor Cost 5 day rates x 135 =	675.00
Contribution Bus Lease & insurance 5 day rates x 270 =	<u>1,350.00</u>
Estimated Direct expense	2,658.74
Charter price	<u>3,750.00</u>
Estimated contribution	1,091.26

Click ok returns to the cost/mile screen.

For customers who have the IFTA compatible Fuel Tax Reporting module (GoMile3000) and the Driver Duty Time module doing reconciliation from the Scheduling screen after modifying the Actual Depart and Return Time for the driver is the recommended way to do reconciliation. Right click on the charter in the scheduling screen. And select Reconcile → Move. This will move you to the reconciliation control panel.

Charters

Dept Today Charters Line Runs Closed Quotes

View
 Diary Schedule A Schedule B

Charter	Partv Name	FAdd	Destination	Add	Driver	#	Bus	Type	Rort	Spot	Rtrn	Time	Off
2729 1	Xavier Univer	>	Cin High Point, NC Hig					54 Pass	14:00	14:45	3/1/04	1:00	2:00
3020 1	Ohio Fair Mana	>	Cin Brandon, FL	Bra	002 Klump, Ma			54 Pass	6:00	6:45	3/4/04	20:00	21:0
4249 1	Xavier Univer	>	Cin Wilmington, D Wil					54 Pass		11:30	3/4/04	20:00	
4008 1	Xavier Univer	>						54 Pass	6:30	7:30	3/4/04	23:00	23:5
2658 1	WhoCo, LLC	>			Williams, A			54 Pass	1:00	1:00	3/8/04	23:30	20:0
3506 1	Harlem Globe	>						54 Pass	1:05	3:05	3/31/04	23:00	23:0
3506 1	Harlem Globe	>						54 Pass	1:05	3:05	3/31/04	23:00	23:0
3511 1	Harlem Globe	>						54 Pass	1:05	3:05	3/31/04	23:00	23:0
3511 1	Harlem Globe	>						54 Pass	1:05	3:05	3/31/04	23:00	23:0

You should still select the calculate button to compute the base costs.

You should then reconcile the Buses (IFTA) and the Drivers (Payroll). See separate documentation on these sub-modules.

Reconciliation

Move Information

No. of Buses: IH SC OneWay:

Garage: Live Miles: Charter #:

Up Miles: Move #: Status:

ot Time: Dept. Time:

rn Time: Bus Type:

Confirm

? Recalculate Labor Cost?

As you complete these processes the system will prompt you to use the actual data from the bus and driver reconciliation.

Reconciliation

Move Information

No. of Buses: IH SC OneWay:

Garage: Live Miles: Charter #:

Pic Move #: Status:

Des Dept. Time:

Dep Bus Type:

Retu

Cost Inf

Move Cost: Driver:

Confirm

? Recalculate Fuel and Maint Costs?

Notice that the mileage and fuel costs have been adjusted upward to reflect the 974 additional miles reported from the IFTA module.

You should then put in other charters expenses, tolls, parking, overnight expenses, sub-contact vehicle costs, ticket costs, etc. You should then mark the record as reconciled to lock it.



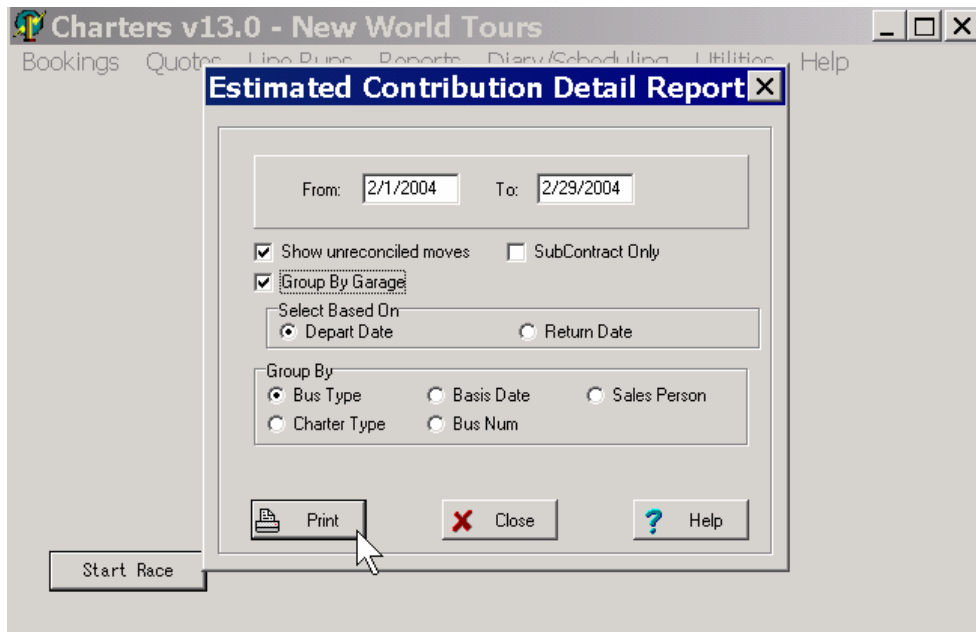
Another way to get to the Reconciliation Control Panel is from the Main Utilities Menu, select Reconciliation, and reconcile moves. You are then presented with a list of moves for the current day,. You can move to a different day by double clicking on Date and using the standard date selection procedure.

Charter #	Chartering Party	Group Name	Destination	Type	move #	R
3733	Xavier University Cintas Event Shuttle		XU Cintas Center	University	1	*
3902	Knights of Columbus - Dublin		Cincinnati Museum Center@Union	Regular	1	*
4008	Xavier University M/W Tennis		Comfort Inn Orlando	University	1	*
4442	Croswell Tours	Van Service for February, 2004	Cincinnati, OH	Regular	20	*
4542	Dale Warland Singers		Vernon Manor Hotel	Regular	1	*
4594	Mason, Mike		Ramada Plaza City Center Hotel	Regular	1	*
4824	Croswell Tours	Mini Bus Transfer for Charter #231	Croswell Williamsburg	C.T.	1	*

The Charter # in Blue indicates that the record has been reconciled. Double click on the record and you are presented with the main Reconciliation Control Panel where you can view it or uncheck reconciliation to edit it.



Besides checking estimated charter contribution on a charter by charter basis as they are built, the primary reason for this module is to measure contribution over time through the reporting module. Like any statistical analysis, the more data included the more accurate the analysis.



There are a number of different sort criteria for this report. The following examples are by Bus Type. Other options re Charter Type, Depart Date, Bus Number, and Salesperson.