



PROPOSAL FOR TOUR COACH

This proposal was prepared for: **John & Jane Doe**
Sample Proposal
1234 Main Street
Anywhere, USA

Phone Number: **212-555-1212 / 917-555-1212**

Proposal #: **30272**
Pick Up Date: **Tuesday, March 20, 2018**
Pick Up Location: **Nashville, TN**
Drop Date: **Thursday, April 26, 2018**
Drop Location: **Dallas, TX / Nashville, TN (Gear)**

2015 Prevost X3 Entertainer Coach - Rental Trailer Needed

OVER 36 MILLION MILES OF CONTRACTED TOURS!

We respectfully submit the following tour coach proposal for your consideration. This detailed proposal has been carefully prepared to reflect all potential expenses you might incur on your tour based on the current itinerary we were provided with at the time this was calculated. If the itinerary is incomplete, inaccurate or altered, the figures that are in this proposal may no longer be considered valid and a revised proposal should be submitted.

PLEASE NOTE: My proposals are the most thorough, detailed and accurate in the the industry... I leave no stone unturned... If you are comparing my proposals to those of my esteemed colleagues in the industry, please know if there is a substantial difference in "bottom lines", they have left something out of their proposal...

FUEL PRICES ARE CHANGING DAILY... THIS ESTIMATE IS BASED ON FUEL PRICES AT THE TIME THE PROPOSAL WAS PREPARED.

This is not a contract. If you want to secure a coach based on this proposal, please contact Don Neuen to have a contract issued. Unfortunately, we are not able to secure a coach without a signed contract.

Again, thank you for giving us the opportunity to provide you with this proposal. We hope to be able to serve you on this tour!

Kindest Regards,

Don Neuen
Senior Vice President
Star Coaches, Inc.
2051 Marietta Blvd., NW
Atlanta, GA 30318





PROPOSAL FOR TOUR COACH

2051 Marietta Blvd. • Atlanta, GA 30318 • (404) 364-0177 • Fax: (678) 904-4324

Date: Tuesday, December 5, 2017

Proposal #: 30272

Coach: 2015 Prevost X3 Entertainer Coach - Rental Trailer Needed

Client: Sample Proposal

Pick Up Date: Tuesday, March 20, 2018

Contact: John & Jane Doe

Pick Up Location: Nashville, TN

Address: 1234 Main Street

Drop Date: Thursday, April 26, 2018

City / State / Zip: Anywhere, USA

Drop Location : Dallas, TX / Nashville, TN (Gear)

Email Address: john_doe@gmail.com / jane_doe@gmail.com

Phone Number: 212-555-1212 / 917-555-1212

COACH RELATED COSTS

		How to be Paid
Coach Lease Fees - Deadhead Days Before Pick Up:	0 day(s) @ \$575 / day	\$0.00 N/A
Coach Lease Fees - Tour Days:	38 days @ \$575 / day	\$21,850.00 IN LEASE
Coach Lease Fees - Deadhead Days After Drop:	2 day(s) @ \$575 / day	\$1,150.00 IN LEASE
In Motion Satellite Service & WiFi Internet Service:	38 days @ \$20 / day	\$760.00 IN LEASE
Pro-rated Main Engine Service:	12,779 miles @ \$.07 / mile	\$894.53 IN LEASE
Pro-rated Transmission Service (if pulling a trailer):	12,779 miles @ \$.03 / mile	\$383.37 IN LEASE
Tolls & Permits - Subject to change if routing changes:	40 days @ \$50 / day	\$2,000.00 IN LEASE
IFTA (International Fuel Tax) Fees:	40 days @ \$10 / day	\$400.00 IN LEASE
End of Tour Cleaning Fees:		\$470.00 IN LEASE
Other Miscellaneous Fees:		\$0.00 N/A
SUBTOTAL - ESTIMATED COACH RELATED COSTS		\$27,907.90

ESTIMATED FUEL COSTS

Estimated Deadhead Fuel - Fuel from home base to pick up city:	268 miles @ 5 MPG @ \$3.25 / US gallon	\$174.20 IN LEASE
Estimated Tour Fuel - Fuel from pick to drop:	11,559 miles @ 5 MPG @ \$3.25 / US gallon	\$7,513.35 * ON ROAD *
Estimated Deadhead Fuel - Fuel to home base after drop:	952 miles @ 5 MPG @ \$3.25 / US gallon	\$618.80 IN LEASE
Additional Fuel Costs (on site generator fuel, misc. additional fuel):		\$0.00 N/A
SUBTOTAL - ESTIMATED FUEL COSTS		\$8,306.35

DRIVER RELATED COSTS

Driver Fees - Deadhead Days Before Pick Up:	0 day(s) @ \$280 / day	\$0.00 N/A
Driver Fees - Tour Days:	38 days @ \$280 / day	\$10,640.00 IN LEASE
Driver Fees - Estimated Overdrives:	6 overdrive(s) @ \$280 / overdrive	\$1,680.00 * ON ROAD *
Driver Fees - Deadhead Days After Drop:	2 day(s) @ \$280 / day	\$560.00 IN LEASE
Maximum Estimated Generator Services - Every 100 hours of use:	10 services @ \$85 / service (includes oil & filters)	\$850.00 * ON ROAD *
Weekly Interior Coach Cleanings / Linen Changes:	5 services @ \$100 / service	\$500.00 * ON ROAD *
Estimated Exterior Coach Washes:	5 coach washes @ \$50 / wash	\$250.00 * ON ROAD *
Estimated Exterior Trailer Washes:	5 trailer washes @ \$15 / wash	\$75.00 * ON ROAD *
Driver Per Diem:	38 days @ \$30 / day	\$1,140.00 IN LEASE
Driver Hotel Buyouts During Deadhead:	2 buyout(s) @ \$100 / buyout	\$200.00 * ON ROAD *
Co-Driver Fees:	7 day(s) @ \$260 / day (plus any flights, hotels and ground transportation needed)	\$1,820.00 IN LEASE
Co-Driver Per Diem:	2 day(s) @ \$30 / day	\$60.00 * ON ROAD *
Driver Employee Payroll Fees (covers all payroll taxes, Worker's Comp., and Unemployment) 25% fee charged:		\$3,540.00 IN LEASE
SUBTOTAL - ESTIMATED DRIVER RELATED COSTS		\$21,315.00

MISC. ADDITIONAL COSTS / MISC. ROAD EXPENSES

Estimated Driver Hotels - To be paid by the Client while out on tour:	38 days @ \$125 / day (estimate only for budgeting)	\$4,750.00 * ON ROAD *
Estimated Bus Cleaning Supplies & Misc. Supplies needed:	38 day(s) @ \$10 / day (estimate only for budgeting)	\$380.00 * ON ROAD *
Trailer Rental (trailer rental will be invoiced separately by the rental trailer company):	40 days @ \$65 / day	\$2,600.00 TRAILER CO.
Exterior Promotional Wrap:	0 wrap @ \$0 per wrap (includes printing and installation)	\$0.00 N/A
Promotional Wrap Removal Fee & Non-Refundable Paint & Body Repair Fee:		\$0.00 N/A
Promotional Wrap - Coach Down Time (to install and remove exterior wrap):	0 days @ \$575 / day	\$0.00 N/A
SUBTOTAL - MISC. ADDITIONAL COSTS		\$7,730.00

ESTIMATED GRAND TOTAL (TOTAL OF COACH, FUEL, DRIVER AND MISC. FEES)

\$65,259.25

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Tour Cost Analysis

Total Number of Days (including deadhead days): **40**

This line represents the total number of days the coach will be used... It also includes any "deadhead" days required to get the coach from its origin city to your pick up city and then back after dropping.

Estimated Total Mileage (based on current itinerary provided): **12,779**

This estimate represents the total mileage, including deadhead miles, for your entire tour. This number is determined by the itinerary you have provided us with at the time this proposal was created. Obviously, there can be fluctuations due to itinerary changes or selected routing during the tour.

Average Mileage / Day: **319**

This number simply tells you the average number of miles per day. On the average, a tour runs about 300 miles per day...

Coach Daily Rate: **\$575**

This is the daily lease rate for Coach...

Current Diesel Fuel Average Cost: **\$3.25 per US gallon**

The cost of diesel fuel varies greatly... We try and monitor fuel costs on a regular basis... For your budgetary purposes, this proposal was factored at a slightly higher than national average diesel fuel cost... This number represents the estimated cost of a gallon of diesel fuel at the time your proposal was prepared...

Estimated Fuel Consumption (MPG): **5 MPG (Miles Per Gallon)**

We estimated fuel consumption at two rates... If the coach is not pulling an equipment trailer, we use 6MPG... If the coach is pulling a rental trailer (or the band's trailer), then we use 5MPG... This figure represents the MPG consumption estimated for your tour based on those two options...

Average Estimated Fuel Cost / Day: **\$208**

This number shows you the estimated daily fuel costs for the entire tour. This number does include deadhead fuel as well as the fuel from the pick up location to the drop location. Obviously, this is a major variable due to fuel prices, but we try to be a little high in our estimate...

Driver Daily Rate: **\$280**

This is the daily rate for the Driver... This is also the rate for any "overdrives"...

Average Estimated Driver Related Expenses Cost / Day: **\$533**

This number shows you how much per day the driver(s) and his related expenses such as overdrives, generator services, interior cleanings, exterior washes, per diem and hotel buyouts are costing you on a daily basis...

Estimated Daily Expenses for Driver Tour Hotels, Tolls & Permits, IFTA and Misc. Bus Supplies : **\$188**

For budgetary purposes, this number estimates your daily tolls and permits, IFTA costs, and average daily tour hotel expenses for the driver. This number can obviously vary because of so many unknowns.

Average Total Touring Cost / Day: **\$1,631**

*When everything is added up, this is the number that **really matters**... this represents the estimated cost per day for everything... Coach Fees, Fuel Estimates, Driver Fees, Estimated Driver Hotels and Estimated Tools & Permits... While this can only be an estimate, we have tried to get very close...*

STAR COACHES, INC. - PROPOSAL - PAGE 3

*At Star Coaches, Inc, our drivers work harder to SAVE YOU MONEY...
Their overdrives start at 501 miles... Not 450 miles like our competition!*

TOUR ITINERARY

Date	Origin	Destination City	Mileage	Coach Days	Driver Days	Estimated Overdrives
03/20	Deadhead from Atlanta, GA	Pick Up: Nashville, TN	268	1	1	0
03/21	Pick Up: Nashville, TN	Atlanta, GA	268	1	1	0
03/22	Atlanta, GA	Memphis, TN	402	1	1	0
03/23	Memphis, TN	Carrboro, NC	739	1	1	0
03/24	Carrboro, NC	Baltimore, MD	340	1	1	** + 1
03/25	Baltimore, MD	Travel Day	75	1	1	0
03/26	Travel Day	Philadelphia, PA	124	1	1	0
03/27	Philadelphia, PA	New York, NY	131	1	1	0
03/28	New York, NY	Travel Day	75	1	1	0
03/29	Travel Day	South Burlington, VT	311	1	1	0
03/30	South Burlington, VT	Boston, MA	234	1	1	0
03/31	Boston, MA	Travel Day	75	1	1	0
04/01	Travel Day	Pittsburgh, PA	591	1	1	1
04/02	Pittsburgh, PA	Pontiac, MI	332	1	1	0
04/03	Pontiac, MI	Travel Day	75	1	1	0
04/04	Travel Day	Columbus, OH	236	1	1	0
04/05	Columbus, OH	Chicago, IL	376	1	1	0
04/06	Chicago, IL	St. Louis, MO	314	1	1	0
04/07	St. Louis, MO	Minneapolis, MN	594	1	1	1
04/08	Minneapolis, MN	Travel Day	75	1	1	0
04/09	Travel Day	Kansas City, MO	462	1	1	0
04/10	Kansas City, MO	Des Moines, IA	214	1	1	0
04/11	Des Moines, IA	Travel Day	75	1	1	0
04/12	Travel Day	Iowa City, MO	132	1	1	0
04/13	Iowa City, MO	Omaha, NE	269	1	1	0
04/14	Omaha, NE	Englewood, CO	568	1	1	1
04/15	Englewood, CO	STOP: Ogden, UT	542	1	1	1
04/16	STOP: Ogden, UT	STOP: Baker City, OR	437	1	1	0
04/17	STOP: Baker City, OR	Seattle, WA	382	1	1	0
04/18	Seattle, WA	TBD	75	1	1	0
04/19	TBD	Fly Date: Rolla, MO	75	1	1	0
04/20	Fly Date: Rolla, MO	STOP: Medford, OR	457	1	1	0
04/21	STOP: Medford, OR	San Francisco, CA	382	1	1	0
04/22	San Francisco, CA	Santa Ana, CA	434	1	1	0
04/23	Santa Ana, CA	Los Angeles, CA	75	1	1	0
04/24	Los Angeles, CA	Travel Day	75	1	1	*
04/25	Travel Day	Dallas, TX	1,463	1	1	** + 1
04/26	Dallas, TX	Drop: Dallas, TX	75	1	1	*
04/27	Drop: Dallas, TX	Drop Gear: Nashville, TN	684	2	2	*
	Drop Gear: Nashville, TN	Deadhead to Atlanta, GA	268			
	Deadhead to Atlanta, GA					

Page Totals:	12,779	40	40	6
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All mileage calculations are estimates. Twenty additional miles have been added per run to allow for transfers.

Date	Origin	Destination City	Mileage	Coach Days	Driver Days	Estimated Overdrives
	<u>Co-Drive Mileages in BLUE</u>					
	3/24: 394 / 264 / 153	3/24: 394 / 264 / 153				
	4/25: 400 / 400 / 400 / 263	4/25: 400 / 400 / 400 / 263				
	Plus 1 hotel buyout (\$100) per driver	Plus 1 hotel buyout (\$100) per driver				
	4/27: 400 / 400 / 152	4/27: 400 / 400 / 152				
	Plus 1 hotel buyout (\$100) per driver	Plus 1 hotel buyout (\$100) per driver				
	<u>Co-Drive Flights Needed</u>					
	3/24: CLT to ATL (afternoon flight)	3/24: CLT to ATL (afternoon flight)				
	4/24: ATL to LAX (morning flight)	4/24: ATL to LAX (morning flight)				
Page Totals:			12,779	40	40	6