

**COST TO GOVERNMENT  
( APPROXIMATE )**

	PRE 1995 \$'s	POST 1995 & OTHERS \$'s	TOTAL \$'s
	45,532,601	4,719,995	50,252,597
	48,274,343	6,449,712	54,724,055
	51,639,901	6,898,369	58,538,269
	53,860,519	7,196,055	61,056,574

ALL CONTRACTS						
	STD A	STD A	STD B	STD C	SPECIAL A	SPECIAL B
NO AIDES WITH AIDES						
Average bus cost	\$ 73,269	\$ 84,164	\$ 170,723	\$ 222,529	\$ 108,721	\$ 229,906
Actual cost - capital invested	\$ 66,851	\$ 71,087	\$ 120,201	\$ 164,698	\$ 70,557	\$ 171,978

**WHERE WE ARE**

STANDARD RATE MODEL ( SRM )	
Overall profit margin	34.5%
Net profit aob and before tax	\$ 267
ROI - on actual cost	2.7%
Asset Turnover - on actual cost	0.78

**WHERE PWC CRM PUTS US**

COMPOSITE RATE MODEL ( CRM )		43.0 %
Overall profit margin	43.9%	43.1%
Net profit aob and before tax	\$ 8,770	\$ 25,713
ROI - on actual cost	13.4%	18.7%
Asset Turnover - on actual cost	0.91	1.36
Disposable income (in year in which finance applies)	\$ 15,935	\$ 22,793

**WHERE PWC CRM PUTS US IF ADJUSTED FOR NON RELEVANT ITEMS**

COMPOSITE RATE MODEL ( CRM )		47.5 %
Overall profit margin	47.5%	47.5%
Net profit aob and before tax	\$ 12,590	\$ 33,702
ROI - on actual cost	18.8%	24.9%
Asset Turnover - on actual cost	0.94	1.48
Disposable income (in year in which finance applies)	\$ 19,048	\$ 31,844

**WHERE WE SHOULD BE BASED ON ROI APPROACH**

COMPOSITE RATE MODEL ( CRM )		20.0%
Overall profit margin	48.1%	43.8%
Net profit aob and before tax	\$ 13,370	\$ 14,111
ROI - on actual cost	20.0%	20.0%
Asset Turnover - on actual cost	0.95	1.20
Disposable income (in year in which finance applies)	\$ 19,684	\$ 24,937