

Approved 1-30-91
Date

MINUTES OF THE SENATE COMMITTEE ON TRANSPORTATION & UTILITIES

The meeting was called to order by Sen. Bill Morris at
Chairperson

9:02 a.m./~~xxx~~ on January 29, 1991 in room 254-E of the Capitol.

~~All members were present except~~ Members present:

Senators Morris, Doyen, Brady, Hayden, F. Kerr, Martin, Rock, Sallee and Thiessen.

Committee staff present:

Ben Barrett, Legislative Research Department
Hank Avila, Legislative Research Department
Bruce Kinzie, Revisor of Statutes
Louise Cunningham, Committee Secretary

Conferees appearing before the committee:

Mr. Wayne Templeton, Kansa Stage Lines, Wichita

Mr. Wayne Templeton gave his presentation to provide a regular route bus service for the state of Kansas. It would provide for the transportation of passengers and freight on a daily basis. Mr. Templeton has been in the transportation business or related business for over 30 years and he feels there is a real need in the state since other carriers are abandoning lines. He said bus lines were profitable during the 30's through the 60's and then the carriers became more concerned with lines connecting the larger cities and abandoned their smaller lines. Mr. Templeton believes these lines can still be profitable and will be beneficial for the people of Kansas. They would also provide transportation for the colleges and prisons which presently do not have any bus lines.

Mr. Templeton said KDOT has been helpful to him and he has talked to different hotel associations throughout the state that are interested. The group for Independent Living is interested in the concept and different entities throughout the state have been involved. A copy of his presentation is attached. (Attachment 1).

Action on SCR 1605 - Urging KDOT to temporarily discontinue construction or reconstruction of U.S. Highway 75.

A motion was made by Sen. Hayden to recommend SCR 1605 favorably for passage. Motion was seconded by Sen. Thiessen. Motion carried.

A motion was made by Sen. Doyen and was seconded by Sen. Sallee to approve the Minutes of January 24, 1991. Motion carried.

Meeting was adjourned at 10:00 a.m. Next meeting January 30, 1991.

Unless specifically noted, the individual remarks recorded herein have not been transcribed verbatim. Individual remarks as reported herein have not been submitted to the individuals appearing before the committee for editing or corrections.

BUSINESS PLAN FOR KANSA STAGE LINES, INC.

This is a plan to provide a regular route bus service for the State of Kansas. This plan will provide for the transportation of passengers and freight on a daily service. This plan is designed to provide an additional cash flow to subsidize the regular route service with a charter/tour operation.

We in Kansas have seen the destruction of the public transportation in our state in the last several years.

We will show how the public can be better served with direct connections with the Metropolitan Transit Authority in Wichita, Topeka, and Kansas City, Kansas. Kansa Stage Lines will provide connections with out of state carriers for public transportation.

Wayne Templeton
359 Country Acres
Wichita, Kansas 67212
(316) 722-7664

ATT. ①
TVU
1-29-91

Regular Route Service

1. Houghton, Kansas to Wichita, Kansas.

This route will leave Houghton in the a.m. via 160 highway to include Liberal and all cities on 160 highway to Wellington, Kansas, and 81 highway to Belle Plain, Kansas, ending at Wichita, Kansas. Connections for Salina, Kansas; Oklahoma City, Oklahoma; Kansas City and all points between.

3. St. Francis, Kansas, to Wichita, Kansas.

This route will provide service to Wichita via Hays, Russell, Great Bend, Hutchinson to Wichita and points east for freight and passenger service. There will also be connections in Hays, Kansas, with Greyhound Lines for east and west transportation.

4. Wichita to Kansas City, Kansas.

This route will provide service for Salina, Manhattan, Topeka, Kansas City, Kansas, and all cities between. This will also provide for all connecting routes. Two schedules per day, one schedule will leave Wichita in the a.m. and one schedule will leave Kansas City, Kansas, in the a.m., both returning in the p.m.

Type of Service.

The type of service provided will be a commuter service in all major cities in the state of Kansas only. Inbound and outbound traffic will be in a time frame that the public can use to commute to work in the a.m. and return in the p.m. All services will be able to utilize the city bus transportation provided in each city with only a transfer, the cost of which may be included in the price of the ticket.

FREIGHT

The freight service should pay all expenses of the operation and the passenger revenue is the profit, however, it does take the combination of the two. Freight will be solicited by a full time sales person. Delivery will be on the same day or next day service depending on when it is shipped. The U.P.S Freight Tariff will be used for Kansa's regular freight service and not the Expedited Freight Tariff. This will undercut all existing freight rates and will help assure that Kansa will make a profit. However, when freight is shipped off of Kansa to a connecting carrier the National Bus Tariff or the Freight Tariff for that carrier will be used for the full length of the shipment.

Example: An item shipped from St. Louis, Missouri, shipped to Hutchinson, Kansas, will come under the National Bus Tariff. But an item shipped from Kansas City, Kansas, on a Kansa Freight Bill to Hutchinson, Kansas, will come under Kansa Freight Tariff.

Charter Service

A charter service can be provided with additional equipment to provide in excess of \$32,000 per unit to subsidize the regular route service. A charter is when a person or group wants the exclusive use of a bus for a trip they have planned.

Tour Service

This is a service to provide planned tours throughout the United States and Canada. This service is marketed through travel agents or agents of Kansa Stage Lines. All tours will be planned by Kansa Stage Lines. Commissions will be paid to the agents by Kansa Stage Lines. Commissions are computed above the cost of the trip on a per person figure.

This service will provide the highest quality of motor coach. This coach will have an on board VCR, lounge (7 seats), medically trained and fully certified escorts, refrigeration for perishable items and medications, radios and telephone. This is a service of the highest quality in the United States. Some of the items above are not provided by any other company in the United States. This service will make in profits \$70,000 to \$120,000 per year depending on the length and time on the tour. These profits can be used to subsidize the schedules.

Motor Coaches

I have researched all motor coaches in the market in the world and have found the Van Hool Coach to be one of the best on the market today. This is a 10 year coach, but should be replaced every seven years with a new coach. The replacement will keep the company within two years of warranty and will keep the maintenance cost down to the lowest cost possible. The Van Hool Coach has 320 cubic feet of freight space.

The next coach to be considered is the Prevost. This coach is built in Canada. It is also a long life coach. This coach has 420 cubic feet of freight area and is built with stainless steel. This coach has a two year unlimited mileage new-coach warranty and a five year unlimited mileage anticorrosion warranty. No other coach has this warranty. I believe this coach could be a 10 to 15 year coach.

The coaches used for the regular routes will have 40 to 47 passenger seating with freight space and restroom. All coaches will have an American built drive train. The line coaches can also be used as charter coaches.

The Charter/Tour Coaches will have a 47 seat capacities. Tour Coaches will have a 7 seat lounge in the rear, mini kitchen, VCR's, escort's seat, radio, telephone and refrigeration for medication, emergency medical locker fully equipped with oxygen, heart monitors and supplies similar to a EMS unit. Seniors have a variety of medical problems and have fears of leaving home. It is not the intention of Kansa Stage Lines to be a hospital but to give the senior the knowledge that we do care and will help them

if the need arises. However, there will have to be a medical waiver signed with a doctor's information attached.

Leasing

This will reduce start up cost, reduce taxes, and will permit the company to replace equipment every seven years. Replacing equipment every seven years serves many purposes:

1. Reduces maintenance costs.
2. The majority of travel agents will not use equipment over 8 years of age.
3. Allows the company to receive a premium rate for charters/tours.
4. Will keep the new look for the company.

However, this may not be possible at the start up of the company without the financial backing.

Financial Backing

This operation will require investors to fund the start up of the company.

The regular route service and the trust and confidence of the public in this state has been completely destroyed by other companies. The trust and confidence of the public will have to be restored and this is going to take not less than three years to a maximum of seven years.

The charter/tour operation will support itself and will subsidize the regular route service.

This plan was presented in Topeka, Kansas, September 11, 1990, to seek advice on financing this operation. In attendance were members of the Governor's Office, Department of Commerce, Department of Transportation, Office of Securities Commissioner, and the Mayor of Haysville, Kansas, where the company will be located.

It was learned at this time that there is some money to be extended out on grants for seed money to be able to increase by loans and other forms of financing to make this plan operational.

We will need the cooperation of each and every Representative, Senator, Mayor, and person on the routes to make this plan operational and successful.

We will need information on the business that will use the freight service and their commitment for a marketing survey.

1. Full time marketing agent working in the areas of:
 - A. Media advertising.
 - a. Radio.
 - b. Newspaper.
 - c. Television.
 - d. News stories.
2. Personal contact with freight shippers.
3. Community contact:
 - A. Senior centers.
 - B. Church groups and publications.
 - C. Senior's publications.
 - D. College and University student publications and officials.
 - E. Employers.

Tourism

1. Travel agents.

Travel agents are used to market all tours. This allows for an overall market.
2. Departments of Tourism.

These agencies provide information to locate the best activities for the groups.
3. International Tourism.

There is a market in Europe, Japan, Canada and many other nations who want to see the History of the American West. We have a market here that has not been advertised to the world.

Charters

1. Assist groups in planning their charter.
 - A. Locate the lodging, admissions, meals, etc. needed at group rate. The majority of these groups do not know how to get the reduced rates and by getting these rates you will gain a regular customer. There is no other company doing this in this area. This is one of the ways I built Sunflower Tours.

ITEM SUBJECT AND APPLICATION
NO.

ABBREVIATION

EXPLANATION

1	K.C.C.	Kansas Corporation Commission
2	No.	Number

APPLICATION

SECTION A

- The provisions of this tariff apply to the intrastate transportation of: PASSENGERS AND THEIR BAGGAGE, IN
1. ROUND - TRIP CHARTER / TOUR OPERATION and REGULAR ROUTE SERVICE TO INCLUDE EXPRESS SHIPMENTS as follows:
Between all points and places in all counties in the State of Kansas and all states of the Continent of The United States.
 2. Regular route service to include passenger service / express service between all points on:
 1. To start at Hugoton, Kansas Highway 51 to Highway 83 to Highway 54 to Highway 160 to Highway 2/14 to Highway 160 to Highway 81 to Wichita, Kansas. Return via same route.
 2. To start at St. Francis, Kansas Highway 36 to Highway 183 to Interstate 70 to Highway 281 to Highway 96 to Maize, Kansas, Maize Road to Highway 54 via Wichita Airport and Highway 54 to Wichita Depot. Return via same route.
 3. To start at Kansas City, Missouri Commercial Zone to Highway 24 to Highway 18 to Interstate 70 to Highway 135 to Wichita, Kansas depot. Return via same route.
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RULES AND REGULATIONS

SUBJECT AND APPLICATION

- Availability Ordering and Furnishing of Equipment; also Basis of Charges Dependent Thereon:
- 1 Vehicles are available at Wichita, Kansas; Salina, Kansas; Great Bend, Kansas; Kansas City, Kansas; Liberal, Kansas.
 2. 2 All rates are based on 47 or 48 passenger Charter Coaches and on 40 or 47 passenger Tour Coaches.
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Baggage

3. Personal baggage will not be checked. Personal baggage, musical instruments, athletic equipment and other paraphernalia necessary for the purpose of the charter trip and limited to the capacity of the coach will be transported at owner's risk and in the custody of the chartering party at no additional charge.

Deposits and cancellations

- 1 A \$200.00 deposit is required to confirm any coach movement.
 - 2 The deposit is due within 14 days after booking.
 - 3 A full refund of the deposit will be made if cancellation of the charter/tour movement is made 30 days or more in advance of such movement.
 - 4 A cancellation of a charter/tour movement within 30 days of such movement will result in forfeiture of the deposit.
4. 5 Full payment of any charter/tour movement is due 30 days in advance.

Deposits and cancellations

- 6 When a "Charter Trip" is cancelled, by the "Charter Party" the Carrier will assess charges depending upon notification prior to or after the "Dispatch Departure Time" as provided below:
- (A) "Dispatch Departure Time" is defined as the time a "Charter Coach" would be required to leave the "Equipment Point" in order to arrive at the "Place of Origin" at the time stipulated on the "Charter Coach" order. Such "Dispatch Departure Time" shall be computed by allowing one hour for each forty-five miles, or fraction thereof, of the one-way distance from the "Equipment Point" to the Place of Origin".
- (B) If a "Charter Trip" is cancelled after the "Dispatch Departure Time" a cancellation charge per "Charter Coach" will be assessed, which shall be 50% of the total charge of the charter plus the applicable charge for any "Dead-head Mileage" operated, and all other expenses such as tolls charges incurred by the carrier but not greater than \$400.00 but not less than \$200.00.

Collection of Charges

5. All charges are payable in advance, unless credit is established with the carrier.
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- Damage to Vehicles
6. 1 Any damage to the vehicle caused by the chartering party will be charged to the chartering party.
 - 2 When at any time the Chartering Party willfully violates local, state or federal laws as to cause fines imposed or the confiscation of Kansa Stage Lines equipment. The Chartering Party will be responsible for all fines and costs incurred.
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Deadhead Mileage and Live Mileage

- "Deadhead" mileage means the mileage traversed in moving from equipment point to the starting point of the trip and from final destination of the trip to the equipment point and such other movement of equipment unoccupied by passengers as may be necessary to provide the kind of trip the party desires.
- 7.

"Live" mileage means mileage traversed while coach is occupied by passengers.

Distances:

8. All mileages will be computed according to the latest Household Goods Carrier's Bureau Mileage Guide.
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Fees, Tolls, and Parking Charges:

9. The charges named herein do not include entrance fees, toll roads, bridges, tunnel, ferry fees or parking charges; such fees, tolls and charges will be in addition to all other applicable charges.
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Hour

10. As used herein, an "hour" is each sixty minute period beginning at the time the vehicle is ordered to be at the point of origin and ending at the time the vehicle is finally released by the chartering party.
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Liability

11. (A) The carrier will not be liable for delays caused by the Act of God, public enemies, authority of law, quarantine, perils of navigation, riots, strikes, accidents, breakdowns, bad conditions of the road, snow storms, and other conditions beyond its control and does not guarantee to arrive at or depart from any point at a specified time. The carrier will endeavor to maintain the schedule submitted by its agent or employee but same is not guaranteed.

(B) If any Act of God, public enemies, authority of law, quarantine, perils of navigation, riots, strikes, and other conditions beyond its control, make it, in the opinion of the carrier, inadvisable to operate KANSA STAGE LINE's equipment either from the place of origin or any point enroute, the carrier shall not be liable therefore, or be caused to be held for damages for any reason whatsoever.

Special Equipment, Services and Supplies:

Tour Coaches:

12. Tour coaches are equipped with kitchens, refrigerator, coffee machine, hostess, medical locker, V.C.R's.

Sleeper Coaches:

Coaches that are equipped with seats that are converted into beds for the purpose of passengers sleeping in a reclining position will require an additional \$0.25 per mile charge will be made.

Special Equipment, Services and Supplies

- 13 If at the request of the chartering party the carrier arranges special equipment and supplies in the vehicles for the convenience and comfort of the chartering party or arranges for hotel accommodations, meals, sight-seeing, entertainment or other services, all charges which are incurred in the performance of these special services will be in addition to all other applicable charges. The carrier assumes no liability for accidents, damage, loss or non-performance of these services on the part of any establishment and the carrier's responsibility is limited to the actual transportation contracted for the chartering party. No special equipment is provided for handicap, all loading, unloading or other special care is the responsibility of the charting party.

Charges:

Subject to rules and regulations contained herein, charges will be assessed for each chartered vehicle as follows:

- 14.
- 1 Live mileage charge will be assessed except time charges will apply if they are greater than the charges computed under the live mile charge. (See Item 7)
 - 2 Time charges will be computed from the time the charter coach is ordered to be at the point of origin and continue until the charter coach returns to point of origin

and is released. (See exception under Paragraph 3)

- 3 If the charter coach is released at point of destination of the charter party and charges would be less based upon the deadhead mileage charge for the mileage involved in returning equipment to original equipment point, such lower charge will apply.
- 4 The deadhead mileage charge as provided in Item 7 is in addition to the live mileage charge and/or the time charges set forth in Paragraphs 1 and 2 of this Item.
- 5 On any charter which requires that a driver "over-night" at a location other than driver's home terminal, an additional charge of \$50.00 per night will be made.
- 6 Where due to scheduling extra drivers are required, an additional charge of \$50.00 per night, per extra driver will be made.

Hostess:

15.

A hostess on a tour coach will be an additional charge of \$65.00 per day will be made.

16.

MILEAGE CHARGE
(Rates are in cents per mile)

1. Deadhead Miles

No charge of "Deadhead Mileage" will be charged in a 50 air miles radius of equipment points. However, if a charter is terminated at point of destination a "Deadhead" charge will be assessed on returning to the originating terminal.

2. No. of drivers
per coach Per Live Mile Per Deadhead Mile

Charter Coach

3. Single driver 1.85 1.00
Two drivers 2.08 1.00

4. Tour Coaches

Single driver 1.65 1.00

Kansas City ICC Commercial Zone

Charter Coach			
5.	Single driver	1.95	1.00
	Two drivers	2.18	1.00

6. Tour Coaches			
	Single driver	1.65	1.00

Time Charge (Rates in dollars and cents)			

First four (4) hours minimum	Each Additional hour	Maximum 8 - hour period	
\$240.00	\$60.00	\$400.00	

SECTION B

RULES AND REGULATIONS EXPRESS SHIPMENTS

1. APPLICATION OF TARIFF:

1. The provisions of this Tariff apply to the INTRASTATE transportation of package express shipments of standard bus package express service between all points within the State of Kansas on and via the lines of Kansa Stage Lines Inc.
2. All express originating on or transfered to another line the express charges will be charged by the tariff of that line.

2. SIZE, WEIGHT AND VALUE LIMITATIONS:

Size: Packages will be accepted for transportation, provided the dimensions of the package are within either of the following maximum size limitations:

Length: 33 inches		Length: 24 inches
Width : 33 inches	or	Width : 53 inches
Height: 48 inches		Height: 74 inches

The Carriers party to this Tariff reserve the right to refuse to accept a package if its dimensions, even though within the limits specified herein, exceed the size or capacity of the Baggage and Express Compartments of the available vehicles.

2. WEIGHT : No single package will be accepted for transportation which exceeds one hundred (100) pounds in actual weight.
3. Value : No single shipment will be accepted for transportation which exceeds one thousand dollars (\$1000.00) in value.

3. COLLECT SHIPMENT CHARGE:

1. In lieu of the "Collect Shipment Charge" shown in Item No. 3 of National Express Tariff, K.C.C. No. 148, amendments thereto or reissues thereof, issued by National Bus Traffic Association, Inc., Agent, a "Collection Fee" in the amount of ninety-five cents (\$.95) per shipment will be assessed on all Express Shipments forwarded with Express Charges "Collect".
2. Preparation and Listing of C.O.D. Packages: The Shipper will prepare and attach to each C.O.D. package and C.O.D. tag showing the amount to be collected and will enter such amount on the delivery sheet of the carrier in the space provided for the purpose.
3. Responsibility for C.O.D.s: The carrier will collect for the C.O.D. merchandise the sum of the money shown on the C.O.D tag attached to the package and be responsible for and promptly transmit to the shipper the money so collected or, if collection cannot be made, will return the merchandise to the shipper. The shipper should notify the carrier within 45 days from the date of shipment of C.O.D. shipment if the shipper has not received the C.O.D. collections therefor.
4. Consignee's Checks in Payment of C.O.D.s: Unless instructions to collect cash only are written on the C.O.D. tag, the carrier will accept a check issued by or on behalf of the consignee. When instructions to collect cash are written on the C.O.D tag, the carrier reserves the right to accept cash, cashier's check, certified check, money order or other similar instrument issued by or on behalf of the consignee. All checks (including cashier's check and certified checks) and money orders tendered in payment of C.O.D.s will be accepted by the carrier at the shipper's risk including, but not limited to, risk of nonpayment and forgery, and the carrier shall not be liable upon any such instrument. All checks and money orders will be transmitted to the shipper together with the carrier's own check for the amounts collected in cash.
5. Remittance of C.O.D.s: Carrier shall remit C.O.D. collections to the shipper promptly within 30 days from date of collection.

4. EXCESS VALUE CHARGES:

1. Rates named in this Tariff are dependent upon and vary with the Declared or Released Value of the property and are based upon property declared to be of, or released to, a value of not more than fifty dollars (\$50.00) for any shipment of one one hundred (100) pounds or less, or of not more than fifty cents (\$.50) per pound Actual Weight for any Shipment in excess of one hundred (100) pounds.
 2. In Lieu of the "Excess Value Charges" shown in Item No. 2 of National Express Tariff, K.C.C. No. 148, amendments thereto or reissues thereof, issued by National Bus Traffic Association, Inc., Agent, a charge of forty cents (\$.40) for each one hundred dollars (\$100.00) or fraction thereof in excess of the value stated above will apply.
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5. FILING OF CLAIMS:

1. All claims for loss or damage to property transported or accepted for transportation in interstate or intrastate commerce must be in writing and must include reference to the shipment record number and date or copies of other documents sufficient to identify the shipment involved; must assert liability of the carrier for alleged loss or damage; must make claim for payment of a specified or determinable amount of money; and must be accompanied with a copy of the original invoice or, if no invoice was issued, other proff, certified to in writing, as to the value of the property or extent of the damage.

No claims for loss or damage to property will be voluntarily paid by the carrier unless filed in writing in accordance with the provisions of this tariff.

2. Acknowledgement of Claims: Carrier upon receipt in writing of proper claim in the manner and form described in these rules accompanied by the documents described, will acknowledge the receipt of such claim in writing to the claimant within 30 days after the date of receipt by the carrier unless the carrier will have paid or declined such claim in writing within 30 days of the receipt thereof.

The carrier will at the time each claim is received create a separate file and assign thereto a successive claim file number and note that number on all documents filed in support of the claim and all records and correspondence with respect to the claim including the written acknowledgement of receipt and, if in its possession, the shipping order and delivery receipts, if any, covering the shipment involved. At the time such claim is received the carrier will cause the date of receipt to be recorded on the face of the claim document and the date of receipt will also appear on the carrier's written acknowledgment of receipt to the claimant.

3. Time Limit for Filing Claims: As a condition precedent to recovery, claims must be filed in writing with the carrier within 90 days after delivery of the property or, in case of failure to make delivery, then 90 days after a reasonable time for delivery has elapsed; and suits shall be instituted against the carrier only within one year and one day from the day when notice in writing is given by the carrier to the claimant that the carrier has disallowed the claim or any part or parts thereof specified in the notice. Where claims are not filed or suits are not instituted thereon in accordance with the foregoing provisions, the carrier hereunder shall not be liable, and such claims will not be paid.
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4. Investigation of Claims:

(A) Each claim filed against a carrier in the manner prescribed herein will be promptly and thoroughly investigated if investigation has not already been made prior to receipt of the claim.

(B) Supporting documents. When a necessary part of an investigation, each claim must be supported by the original bill of lading or receipt, evidence of the freight charges, if any, and either the original invoice, a photographic copy of the original invoice or an exact copy thereof, or an extract made therefrom, certified by the claimant to be true and correct with respect to the property and value involved in the claim; or certification of prices or values, with trade or other discounts, allowance, or deductions of any nature whatsoever and the terms thereof, or depreciation reflected thereon; provided, however, that where the property involved in a claim has not been invoiced to the consignee shown on the bill of lading or receipt or where an invoice does not show price or value, or where the property involved has not been sold, or where the property has been transferred at bookkeeping values only, the carrier will, before voluntarily paying a claim thereon, require the claimant to establish the destination value in the quantity shipped, transported, or involved and to certify the correctness thereof in writing.

(C) Verification of loss. When a asserted claim for loss of an entire package or an entire shipment cannot be otherwise authenticated upon investigation, the carrier will obtain from the consignee of the shipment involved a certified statement in writing that the property for which the claim if filed has not been received from any other source.

(D) Perishable Commodities. The carrier does not provide a protective service for the transportation of perishable commodities, or of commodities requiring protection from heat or cold. Such commodities will be accepted for transportation solely at the shipper's risk for damage occasioned by exposure to heat or cold.

5. Disposition of Claims:

1. Carrier after receiving a written claim for loss or damage to property transported will pay, decline, or make a firm compromise settlement offer in writing to the claimant within 120 days after receipt of the claim by the carrier; provided, however, that if the claim cannot be processed and disposed of within 120 days after the receipt thereof, the carrier will at that time and at the expiration of each succeeding 60 - day period while the claim remains pending, advise the claimant in writing of the status of the claim and the reason for the delay in making final disposition thereof and shall retain in a copy of such advice to the claimant in its claim file thereon.

6. Damaged and Lost Property:

1. Whenever property is damaged or lost by the carrier in the course of transportation, the carrier will pay, at its option, either for the damaged or lost goods, not to exceed the actual or declared value of the property, whichever is lower, or for the cost of repair of damaged property, provided such cost of repair does not exceed the actual or declared value of the property. When the carrier pays the actual value of the property, title to the property shall thereupon pass to the carrier, otherwise the damaged property shall be returned to the shipper. The carrier shall not be liable for any special, incidental or consequential damages. The carrier will not be responsible for property that is in a bus depot for shipment or to be picked up by the consignee or being delivered by another carrier.

6. EXPRESS RATES:

1. General Commodities, except those of unusual value, Classes A and B explosives, household goods as defined by the Commission, commodities in bulk, commodities requiring special equipment, and those injurious or contaminating to other lading.

The rate for delivery of packages, released to value not exceeding \$100 per package, shall be the following: (fractions of a pound shall be raised to the next full pound).

These rates apply only on lines operated by KANSA STAGE LINES INC..

Express shipped off KANSA STAGE LINES INC. or interlined with will be at the tariff of that carrier or at the highest tariff.

POUNDS	ZONES						
	2	3	4	5	6	7	8
1	1.60	1.72	1.90	1.98	2.07	2.17	2.26
2	1.61	1.75	2.12	2.25	2.43	2.63	2.81
3	1.72	1.93	2.34	2.54	2.80	3.07	3.35
4	1.82	2.10	2.57	2.81	3.16	3.51	3.89
5	1.94	2.29	2.77	3.08	3.51	3.97	4.49
6	2.04	2.46	2.77	3.37	3.87	4.41	4.97
7	2.15	2.63	3.21	3.64	4.24	4.86	5.51
8	2.30	2.79	3.43	3.93	4.60	5.30	6.05
9	2.37	2.96	3.65	4.20	4.97	5.76	6.55
10	2.47	3.11	3.78	4.47	5.32	6.20	7.12
11	2.57	3.28	4.08	4.76	5.68	6.57	7.67
12	2.68	3.45	4.30	4.99	6.05	7.10	8.22
13	2.80	3.61	4.52	5.20	6.41	7.55	8.75
14	2.90	3.77	4.75	5.59	6.77	8.00	9.30
15	3.00	3.93	4.95	5.86	7.12	8.45	9.83
16	3.11	4.10	5.17	6.15	7.49	8.89	10.37
17	3.23	4.27	5.40	6.42	7.85	9.35	10.65
18	3.33	4.42	5.62	6.71	8.22	9.80	10.90
19	3.44	4.67	5.84	6.94	8.58	10.24	11.15
20	3.54	4.75	6.05	7.25	8.93	10.78	11.40
21	3.66	4.92	6.27	7.54	9.30	11.14	11.60
22	3.76	5.09	6.49	7.81	9.66	11.58	11.85
23	3.87	5.24	6.71	8.10	10.02	12.04	12.10
24	3.97	5.41	6.93	8.37	10.39	12.35	12.48
25	4.09	5.57	7.14	8.65	10.74	12.60	12.94

POUNDS	ZONES						
	2	3	4	5	6	7	8
26	4.19	5.74	7.36	8.93	11.10	12.80	13.38
27	4.29	5.91	7.58	9.20	11.47	13.10	13.82
28	4.40	6.06	7.80	9.49	11.83	13.35	14.27
29	4.52	6.23	8.02	9.76	12.19	13.60	14.45
30	4.62	6.38	8.23	10.04	12.55	13.80	14.70
31	4.72	6.55	8.45	10.32	12.91	14.05	14.95
32	4.82	6.72	8.67	10.60	13.27	14.30	15.20
33	4.92	6.88	8.89	10.88	13.64	14.55	15.45
34	5.04	7.05	9.11	11.15	14.00	14.80	15.70
35	5.15	7.20	9.32	11.43	14.35	15.00	15.95
36	5.25	7.37	9.54	11.71	14.72	15.25	16.20
37	5.37	7.54	9.76	11.99	15.08	15.50	16.45
38	5.47	7.70	9.98	12.27	15.44	15.75	16.75
39	5.58	7.87	10.21	12.55	15.81	16.00	17.00
40	5.68	8.02	10.41	12.82	16.16	16.20	17.20
41	5.80	8.19	10.63	13.10	16.40	16.52	17.45
42	5.90	8.36	10.86	13.38	16.65	16.89	17.70
43	6.01	8.52	11.08	13.66	16.90	17.25	17.95
44	6.11	8.68	11.30	13.94	17.15	17.62	18.20
45	6.23	8.84	11.51	14.21	17.35	17.97	18.45
46	6.33	9.01	11.73	14.50	17.60	18.33	18.70
47	6.44	9.18	11.95	14.79	17.85	18.70	19.00
48	6.54	9.33	12.17	15.05	18.10	19.05	19.25
49	6.66	9.50	12.40	15.33	18.40	19.42	19.55
50	6.76	9.66	12.60	15.60	18.60	19.77	19.80
51	6.79	9.71	12.66	15.69	18.85	19.86	20.05
52	6.81	9.75	12.71	15.74	19.15	19.96	20.35
53	6.84	9.79	12.78	15.82	19.40	20.05	20.60
54	6.86	9.83	12.83	15.89	19.60	20.14	20.85
55	6.89	9.87	12.88	15.96	19.90	20.23	21.15
56	6.92	9.91	12.95	16.03	20.15	20.32	21.40
57	6.94	9.96	13.00	16.09	20.40	20.41	21.65
58	6.97	10.00	13.05	16.17	20.50	20.65	21.95
59	7.01	10.04	13.12	16.24	20.59	20.90	22.20
60	7.03	10.08	13.17	16.32	20.67	21.15	22.45
61	7.06	10.11	13.22	16.38	20.76	21.30	22.65
62	7.08	10.15	13.29	16.46	20.85	21.45	22.80
63	7.11	10.19	13.34	16.52	20.94	21.60	22.95
64	7.13	10.24	13.39	16.59	21.03	21.80	23.15
65	7.16	10.28	13.46	16.67	21.13	21.90	23.25

POUNDS	ZONES						
	2	3	4	5	6	7	8
66	7.19	10.32	13.51	16.73	21.22	22.05	23.45
67	7.22	10.36	13.56	16.81	21.31	22.20	23.60
68	7.24	10.40	13.62	16.87	21.40	22.40	23.80
69	7.27	10.44	13.68	16.95	21.49	22.55	23.95
70	7.29	10.48	13.73	17.02	21.57	22.65	24.10
71	7.31	10.90	13.90	17.15	21.65	22.80	24.25
72	7.43	11.10	14.20	17.45	21.95	23.00	24.40
73	7.47	11.30	14.50	17.70	22.20	23.15	24.60
74	7.53	11.55	14.80	18.00	22.45	23.30	24.75
75	7.59	11.75	15.10	18.20	22.60	23.40	24.90
76	7.62	11.95	15.40	18.45	22.95	23.60	25.05
77	7.72	12.20	15.70	18.75	23.25	23.75	25.25
78	7.78	12.40	16.00	19.00	23.45	23.90	25.40
79	7.84	12.60	16.35	19.30	23.60	24.05	25.55
80	7.91	12.80	16.65	19.50	23.80	24.20	25.70
81	8.00	13.00	16.95	19.80	23.95	24.35	25.85
82	8.06	13.15	17.25	20.10	24.05	24.50	26.05
83	8.18	13.35	17.55	20.35	24.25	24.65	26.20
84	8.35	13.50	17.85	20.70	24.40	24.80	26.35
85	8.52	13.70	18.15	20.95	24.65	24.95	26.50
86	8.69	13.85	18.45	21.20	24.80	25.00	26.60
87	8.85	14.05	18.75	21.55	24.95	25.10	26.65
88	9.02	14.20	19.05	21.80	25.05	25.40	26.95
89	9.19	14.40	19.35	22.05	25.20	25.65	27.25
90	9.36	14.55	19.65	22.40	25.35	25.95	27.55
91	9.50	14.80	19.95	22.65	25.50	26.25	27.90
92	9.69	15.05	20.20	22.95	25.65	26.55	28.20
93	9.74	15.30	20.50	23.25	25.90	26.80	28.50
94	9.83	15.50	20.80	23.50	26.05	27.10	28.80
95	9.96	15.75	21.10	23.80	26.25	27.40	29.10
96	10.04	16.00	21.40	23.95	26.40	27.70	29.45
97	10.13	16.20	21.65	24.15	26.55	28.00	29.75
98	10.22	16.45	22.00	24.30	26.70	28.25	30.05
99	10.35	16.70	22.30	24.50	26.95	28.55	30.35
100	10.43	16.90	22.60	24.65	27.05	28.80	30.60

SECTION C

KANSAS INTRASTATE LOCAL PASSENGER TARIFF

TABLE OF CONTENTS

RULES AND REGULATIONS

1. APPLICATION OF TARIFF:

(a) Fares computed under Authority of this Tariff will apply for Local and Joint Kansas Intrastate Application via Kansa Stage Lines Inc.

(b) Fares computed under Authority of this Tariff are shown in dollars and cents and are payable in Lawful United States money.

(c) Luggage will only be checked on Kansa Stage Lines.

2. ROUND TRIP FARES:

(a) Adult fare will be computed at 0.14 cents per mile.

(b) Youth fare (who have reached their 6th birthday but have not reached their 18th birthday) will be at 0.125 cents per mile.

(c) Seniors who have reached their 65th birthday will beat 0.125 cents per mile.

(d) All round trip fares will be at 190% of one way fares.

3. COMPUTATION OF FARES:

(a) Where no through miles are published, mileage will be computed via the route of travel.

NOTE: Where dashes (---) are shown, there are no through miles published. Computation of miles obtained herein via the route of travel will apply.

(b) Apply the total miles determined in Sections thru hereof to the Table of Fares in Section hereof to obtain the applicable one way fare.

KANSA STAGE LINES, INC.

PLAN 2 BEGINNING COSTS

PURCHASE OF 11 BUSES	\$ 2,600,518.00
ADMINISTRATIVE BUDGET	469,453.00
OPERATION BUDGET	518,456.00
MAINTENANCE BUDGET	130,034.00
OFFICE & SHOP EQUIPMENT BUDGET	550,682.00
TOTAL BEGINNING COSTS	\$ 4,269,143.00

KANSA STAGE LINES BUSINESS PLAN 2

YEAR 1

ADMINISTRATIVE DIVISION

ADMINISTRATIVE SALARIES	\$ 105,000.00
ADMINISTRATIVE FRINGE BENEFITS*	28,350.00
* FICA, U/E, W/C & INSURANCE	

SUB TOTAL	\$ 133,350.00
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STATION & OFFICE SUPPLIES	3,200.00
TICKETS, FREIGHT BILLS & BAGGAGE CLAIM TICKETS	14,815.00
ELECTRICITY	25,000.00
GAS	10,000.00
WATER	1,700.00
LANDFILL	400.00
TRASH	600.00
HAZARDOUS WASTE	300.00
TELEPHONES (equipment & usage)	20,000.00
POSTAGE - REGULAR	1,500.00
POSTAGE - CERTIFIED	200.00
EXPRESS MAIL	100.00
TRAVEL EXPENSE	
For President of Company & Advertising	29,070.00
PL/PD, VEHICLE CARGO LIABILITY	
Buses, Service Vehicles & Buildings	160,174.00
MEDICAL/LABORATORY	1,430.00
LEGAL SERVICES	
Auditing/Accounting & Attorney Services	5,000.00
TEMPORARY OFFICE HELP	.00
OTHER PROFESSIONAL HELP	1,000.00
MAINTENANCE - GROUNDS	1,500.00
PEST CONTROL SERVICES	200.00
JANITORIAL SERVICES	.00
ADVERTISING	
Newspaper, Radios, T.V., Yellow Pages & Billboards	48,669.00
PERIODICALS (For the employees)	200.00
MEMBERSHIPS - NBA, NBTA, ABA & KMCA	3,500.00
OTHER CONTRACTUALS	1,250.00

SUB TOTAL	\$ 329,808.00
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PRINTING - INTERNAL	1,500.00
PRINTING - EXTERNAL	3,500.00
OTHER OFFICE SUPPLIES	1,260.00

SUB TOTAL	\$ 6,260.00
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DIVISION TOTAL	\$ 469,453.00
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OPERATION DIVISION

DRIVERS SALARIES AT \$.23 PER MILE	\$ 164,762.00
SUPERVISOR SALARIES	30,000.00
DRIVERS FRINGE BENEFITS*	44,486.00
SUPERVISOR FRINGE BENEFITS*	8,100.00
* FICA, U/E, W/C & INSURANCE	
	<hr/>
SUB TOTAL	\$ 247,348.00
NON - AUTO BATTERIES	.00
SERVICE VEHICLE BATTERIES	.00
BUS TIRES	11,000.00
SERVICE VEHICLE TIRES	200.00
LUBRICANTS	3,430.00
DIESEL FUEL @ \$.95 PER GAL	187,809.00
DIESEL FUEL TAX @ \$.33 PER GAL	65,239.00
ANTIFREEZE	704.00
OTHER EQUIPMENT SUPPLIES (FILTERS)	392.00
DRIVERS UNIFORMS	2,334.00
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SUB TOTAL	\$ 271,108.00
DIVISION TOTAL	\$ 518,456.00 =====

MAINTENANCE DIVISION

MECHANIC SALARIES	\$ 39,520.00
MECHANIC SUPERVISOR	30,000.00
MECHANICS FRINGE BENEFITS*	10,671.00
SUPERVISORS FRINGE BENEFITS*	8,100.00
* FICA, W/C, U/E & INSURANCE	

SUB TOTAL	\$ 88,291.00
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TOWEL SERVICE	600.00
PROTECTIVE CLOTHING	980.00
UNIFORMS	1,900.00
CHEMICALS	793.00
TRUCK/HEAVY EQUIPMENT	
Misc. Bus Repair Parts	19,600.00
OTHER EQUIPMENT REPAIRS	
Contract bus repair service	12,250.00
UNLEADED FUEL	2,860.00
HANDTOOLS	800.00
CUSTODIAL SUPPLIES	1,960.00

SUB TOTAL	\$ 41,743.00
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DIVISION TOTAL	\$ 130,034.00
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CAPITAL NEEDS

BUS COSTS FOR 11 BUSES
Including relief equipment & charter buses \$ 360,682.00
LICENSES & PERMITS FOR BUSES 13,200.00
SERVICE VEHICLES 36,000.00
SERVICE VEHICLE LICENSES 1,500.00
OFFICE EQUIPMENT/FURNITURE
Copier/pc/desks & etc. 71,300.00
STATION EQUIPMENT 3,000.00
SHOP EQUIPMENT 40,000.00
BUILDING & RENTAL BUILDINGS 25,000.00
BUILDING IMPROVEMENTS .00

SUB TOTAL \$ 550,682.00

KANSA BUDGET NEEDS \$ 1,668,643.00
=====

OPERATING COST PER MILE \$ 1.69

OPERATING MILES 988,466

SECOND OPTION FOR CAPITAL NEEDS

BUS LEASE PAYM'T @ 18% PER YEAR FOR 7 YEARS
Includes relief equipment & charter buses \$ 454,465.00
SECURITY DEPOSITS ON BUSES 252,478.00
LICENSE & PERMITS ON BUSES 13,200.00
SERVICE VEHICLES 36,000.00
SERVICE VEHICLE LICENSES 1,500.00
OFFICE EQUIPMENT
Copier/pc/desks & etc. 71,300.00
STATION EQUIPMENT 3,000.00
SHOP EQUIPMENT 40,000.00
BUILDING & RENTAL BUILDINGS 25,000.00
BUILDING IMPROVEMENTS
Internal improvements .00

SUB TOTAL \$ 893,943.00

KANSA BUDGET NEEDS \$ 2,011,886.00
=====

OPERATING COST PER MILE \$ 2.04

KANSA STAGE LINES, INC. PROFIT PROJECTION

PLAN 2 YEAR 1

OPERATING MILES		988,466
AT	X	1.85
TOTAL REVENUE	\$	<u>1,828,662.10</u>
TOTAL OPERATING COSTS		1,668,643.00
PROFIT MARGIN	\$	<u>160,019.10</u>

ADMINISTRATIVE DIVISION

ADMINISTRATIVE SALARIES	\$ 110,250.00
ADMINISTRATIVE FRINGE BENEFITS*	29,786.00
* FICA, W/C, U/E & INSURANCE	
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SUB TOTAL	\$ 140,018.00
STATION & OFFICE SUPPLIES	3,600.00
TICKETS, FREIGHT BILLS &	
BAGGAGE CLAIM TICKETS	16,667.00
ELECTRICITY	25,500.00
GAS	10,200.00
WATER	1,734.00
LANDFILL	408.00
TRASH	612.00
HAZARDOUS WASTE	306.00
TELEPHONES (equipment usage)	6,000.00
POSTAGE - REGULAR	1,530.00
POSTAGE - CERTIFIED	204.00
EXPRESS MAIL	102.00
TRAVEL EXPENSE	
For the President of the Company & Advertising	20,000.00
PL/PD, VEHICLE & CARGO LIABILITY	
Buses, Service Vehicles & Buildings	180,548.00
MEDICAL/LABORATORY	1,540.00
LEGAL SERVICES	
Auditing/Accounting & Attorney services	5,000.00
TEMPORARY HELP	.00
OTHER PROFESSIONAL HELP	1,000.00
MAINTENANCE - GROUNDS	1,500.00
PEST CONTROL SERVICES	204.00
JANITORIAL SERVICES	.00
ADVERTISING	
Newspaper, Radios, T.V., Yellow Pages & Billboards	49,643.00
PERIODICALS (Incentives for the employees)	204.00
MEMBERSHIPS - NBA, NBTA, ABA & KMCA	3,500.00
OTHER CONTRACTUALS	1,500.00
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SUB TOTAL	\$ 331,502.00
PRINTING - INTERNAL	2,250.00
PRINTING - EXTERNAL	5,250.00
OTHER OFFICE SUPPLIES	1,285.00
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SUB TOTAL	\$ 8,785.00
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DIVISION TOTAL	\$ 480,305.00
	=====

OPERATION DIVISION

DRIVERS SALARIES @ \$.25 PER MILE	\$ 191,589.00
SUPERVISOR SALARY	31,500.00
DRIVERS FRINGE BENEFITS*	51,729.00
SUPERVISOR FRINGE BENEFITS*	8,505.00
* FICA, W/C, U/E & INSURANCE	

SUB TOTAL	\$ 283,323.00
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NON-AUTO BATTERIES	1,620.00
SERVICE VEHICLE BATTERIES	100.00
BUS TIRE	12,000.00
SERVICE VEHICLE TIRES	250.00
LUBRICANTS	3,500.00
DIESEL FUEL @ \$.97 PER GAL.	199,522.00
DIESE FUEL TAX @ \$.35 PER GAL.	71,993.00
ANTIFREEZE	797.00
OTHER EQUIPMENT SUPPLIES (FILTERS)	400.00
DRIVERS UNIFORMS	2,550.00

SUB TOTAL	\$ 292,732.00
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DIVISION TOTAL	\$ 576,055.00
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MAINTENANCE DIVISION

MECHANICS SALARIES	\$ 40,311.00
MECHANICS SUPERVISOR	31,500.00
MECHANICS FRINGE BENEFITS*	10,884.00
SUPERVISOR FRINGE BENEFITS*	8,505.00
* FICA, W/C, U/E & INSURANCE	

SUB TOTAL	\$ 91,200.00
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TOWEL SERVICE	612.00
PROTECTIVE CLOTHING	1,000.00
UNIFORMS	1,938.00
CHEMICALS	800.00
TRUCK/HEAVY EQUIPMENT	
Misc. Bus Repair Parts	20,000.00
OTHER EQUIPMENT REPAIR	
Contract Bus Repair Service	12,500.00
UNLEADED FUEL	2,917.00
HANDTOOLS	816.00
CUSTODIAL SUPPLIES	2,000.00

SUB TOTAL	\$ 42,583.00
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DIVISION TOTAL	\$ 133,783.00
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CAPITAL NEEDS

BUS PAYM'TS FOR 12 BUSES Including Schedule/Charter buses	\$ 394,127.00
LICENSES & PERMITS FOR 12 BUSES	14,688.00
SERVICE VEHICLE	.00
SERVICE VEHICLE LICENSES	1,470.00
OFFICE EQUIPMENT/FURNITUR Copier/PC/Desks & Etc.	.00
STATION EQUIPMENT (Freight Scales)	250.00
SHOP EQUIPMENT	.00
BUILDING & RENTAL BUILDINGS	25,000.00
BUILDING IMPROVEMENTS	
INTERNAL IMPROVEMENTS	.00

SUB TOTAL \$ 432,310.00

BEFORE BUS DEPRECIATION OF 1/7 THE TOTAL COST

KANSA BUDGET NEEDS BEFORE BUS DEPRECIATION \$ 1,622,453.00

BUS DEPRECIATION OF 1/7TH THE TOTAL COST = - 394,525.00

TOTAL BUDGET NEEDS \$ 1,227,928.00

TOTAL OPERATING COST PER MILE \$

OPERATING MILES 1,028,466

KANSA STAGE LINES, INC. PROFIT PROJECTION

PLAN 2 YEAR 2

OPERATING MILES		1,028,466
AT	X	1.85
TOTAL REVENUE	\$	<u>1,902,662.10</u>
TOTAL OPERATING COST		<u>1,622,453.00</u>
PROFIT MARGIN		280,209.10

ADMINISTRATIVE DIVISON

ADMINISTRATIVE SALARIES	\$ 150,763.00
ADMINISTRATIVE FRINGE BENEFITS*	40,706.00
SUB TOTAL	\$ <u>191,469.00</u>
STATION & OFFICE SUPPLIES	4,896.00
TICKETS, FREIGHT BILLS &	
BAGGAGE CLAIM TICKETS	20,401.00
ELECTRICITY	26,010.00
GAS	10,404.00
WATER	1,769.00
LANDFILL	416.00
TRASH	625.00
HAZARDOUS WASTE	312.00
TELEPHONES (equipment usgae)	6,120.00
POSTAGE - REGULAR	1,875.00
POSTAGE - CERTIFIED	250.00
EXPRESS MAIL	125.00
TRAVEL EXPENSE	
For President & Advertising	29,652.00
PL/PD, VEHICLE & CARGO LIABILITY	
Buses, Service Vehicle & Buildings	230,120.00
MEDICAL/LABORARTORY	2,132.00
LEGAL SERVICES	
Auditing/Accounting & Attorney	
TEMPORARY HELP (Sec. Vacation)	5,100.00
OTHER PROFESSIONAL HELP	600.00
MAINTENANCE - GROUNDS	1,000.00
PEST CONTROL SERVICES	208.00
JANITORIAL SERVICES	3,000.00
ADVDERTISING - Newspaper, Radios,	
T.V., Yellow Pages & Billboards	54,608.00
PERIODICALS For the Employees	208.00
MEMBERSHIPS - NBA, NBTA, ABA & KMCA	3,570.00
OTHER CONTRACTUALS	1,530.00
SUB TOTAL	\$ <u>404,931.00</u>
PRINTING - INTERNAL	2,295.00
PRINTING - EXTERNAL	5,355.00
OTHER OFFICE SUPPLIES	
SUB TOTAL	\$ <u>7,650.00</u>
DIVISION TOTAL	\$ <u>604,050.00</u> =====

OPERATORS DIVISION

DRIVERS SALARIES AT \$.27 PER MILE FOR SCHEDULE/CHARTER DRIVERS	\$ 266,886.00
TOUR BUS DRIVERS AT \$.31 PER MILE	31,000.00
SUPERVISOR SALARY	33,075.00
DRIVERS FRINGE BENEFITS*	80,429.00
SUPERVISOR FRINGE BENEFITS*	8,930.00
* FICA, W/C, U/E & INSURANCE	
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SUB TOTAL	\$ 420,320.00
NON - AUTO BATTERIES	2,066.00
SERVICE VEHICLE BATTERIES	100.00
BUS TIRES	15,300.00
SERVICE VEHICLE TIRES	250.00
LUBRICANTS	4,463.00
DIESEL FUEL AT \$.99 PER GAL.	227,396.00
DIESEL FUEL TAX AT \$.37 PER GAL.	84,987.00
ANTIFREEZE	1,016.00
OTHER EQUIPMENT SUPPLIES (FILTERS)	510.00
DRIVERS UNIFORMS	3,060.00
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SUB TOTAL	\$ 339,148.00
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DIVISION TOTAL	\$ 759,468.00 =====

MAINTENANCE DIVISION

MECHANIC SALARIES	\$	62,087.00
MECHANIC SUPERVISOR SALARY		33,075.00
MECHANICS FRINGE BENEFITS*		16,764.00
SUPERVISOR FRINGE BENEFITS*		8,930.00
* FICA, W/C, U/E & INSURANCE		
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SUB TOTAL	\$	120,856.00
TOWEL SERVICE		624.00
PROTECTIVE CLOTHING		1,020.00
UNIFORMS		2,584.00
CHEMICALS		1,020.00
TRUCK/HEAVY EQUIPMENT		
Misc. Bus Repair Parts		25,500.00
OTHER EQUIPMENT REPAIRS		
Contract Bus Repair Service		15,938.00
UNLEADED FUEL		2,976.00
HANDTOOLS		833.00
CUSTODIAL SUPPLIES		2,040.00
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SUB TOTAL	\$	52,535.00
DIVISION TOTAL	\$	173,391.00
		=====

CAPITAL NEEDS

BUS PAYM'TS FOR 13 SCHEDULE/CHARTER BUSES INCLUDING RELIEF EQUIPMENT	\$ 428,241.00
BUS PAYM'TS FOR 2 TOURS BUSES	80,478.00
LICENSES & PERMITS FOR 15 BUSES	18,727.00
SERVICE VEHICLES	.00
SERVICE VEHICLE LICENSES	1,441.00
OFFICE EQUIPMENT/FURNITURE	
Copier/PC/Desks & Etc.	.00
STATION EQUIPMENT (Freight Scales)	255.00
SHOP EQUIPMENT	.00
BUILDING & RENTAL BUILDINGS	25,000.00
BUILDING IMPROVEMENTS	
Internal Improvements	3,000.00
 SUB TOTAL	 \$ 557,142.00

BEFORE DEPRECIATION OF BUSES	
KANSA BUGET NEEDS	\$ 2,094,051.00
	=====

DEPRECIATION OF 1/7 OF TOTAL COSTS	\$ 430,391.00
	=====

TOTAL BUDGET NEEDS	\$ 1,663,660.00
	=====

TOTAL OPERATING COST PER MILE \$

OPERATING MILES 1,148,466

KANSA STAGE LINES, INC. PROFIT PROJECTION

PLAN 2 YEAR 3

OPERATING MILES		1,148,466
AT	X	1.85
MILEAGE REVENUE	\$	<u>2,124,662.10</u>
TOUR REVENUE		335,491.31
TOTAL REVENUE	\$	<u>2,460,153.41</u>
TOTAL OPERATING COSTS		2,094,051.00
PROFIT MARGIN		<u>366,102.41</u>

ADMINISTRATIVE DIVISON

ADMINISTRATIVE SALARIES	\$ 158,301.00
ADMINISTRATIVE FRINGE BENEFITS*	42,741.00
* FICA, W/C, U/E & INSURANCE	

SUB TOTAL	\$ 201,042.00
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STATION & OFFICE SUPPLIES	4,994.00
TICKETS, FREIGHT BILLS &	
BAGGAGE CLAIM TICKETS	20,809.00
ELECTRICITY	26,530.00
GAS	10,612.00
WATER	1,805.00
LANDFILL	425.00
TRASH	638.00
HAZARDOUS WASTE	318.00
TELEPHONES (equipment usgae)	6,243.00
POSTAGE - REGULAR	1,913.00
POSTAGE - CERTIFIED	255.00
EXPRESS MAIL	128.00
TRAVEL EXPENSE	
For President & Advertising	30,000.00
PL/PD, VEHICLE & CARGO LIABILITY	
Buses, Service Vehicle & Buildings	265,871.00
MEDICAL/LABORARTORY	2,340.00
LEGAL SERVICES	
Auditing/Accounting & Attorney	5,202.00
TEMPORARY HELP (Sec. Vacation)	612.00
OTHER PROFESSIONAL HELP	1,020.00
MAINTENANCE - GROUNDS	1,530.00
PEST CONTROL SERVICES	212.00
JANITORIAL SERVICES	3,121.00
ADVDERTISING - Newspaper, Radios,	
T.V., Yellow Pages & Billboards	60,069.00
PERIODICALS For the Employees	212.00
MEMBERSHIPS - NBA, NBTA, ABA & KMCA	3,642.00
OTHER CONTRACTUALS	1,561.00

SUB TOTAL	\$ 450,062.00
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PRINTING - INTERNAL	2,341.00
PRINTING - EXTERNAL	5,462.00
OTHER OFFICE SUPPLIES	1,337.00

SUB TOTAL	9,140.00
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DIVISION TOTAL	\$ 660,244.00
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OPERATION DIVISION

DRIVER SALARIES AT \$.29 PER MILE FOR SCHEDULE/CHARTER DRIVERS	\$ 321,455.00
TOUR BUS DRIVERS AT \$.33 PER MILE	39,600.00
SUPERVISOR SALARY	34,729.00
DRIVERS FRINGE BENEFITS*	97,485.00
SUPERVISOR FRINGE BENEFITS*	9,377.00
* FICA, W/C, U/E & INSURANCE	
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SUB TOTAL	\$ 502,646.00
NON - AUTO BATTERIES	2,389.00
SERVICE VEHICLE BATTERIES	110.00
BUS TIRES	17,687.00
SERVICE VEHICLE TIRES	255.00
LUBRICANTS	4,553.00
DIESEL FUEL AT \$1.01 PER GAL.	248,150.00
DIESEL FUEL TAX AT \$.39 PER GAL.	95,820.00
ANTIFREEZE	1,175.00
OTHER EQUIPMENT SUPPLIES (FILTERS)	1,020.00
DRIVERS UNIFORMS	3,400.00
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SUB TOTAL	\$ 374,559.00
DIVISION TOTAL	\$ 877,205.00
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MAINTENANCE DIVISION

MECHANIC SALARIES	\$	65,192.00
MECHANIC SUPERVISOR SALARY		34,729.00
MECHANICS FRINGE BENEFITS*		17,602.00
SUPERVISOR FRINGE BENEFITS*		9,377.00
* FICA, W/C, U/E & INSURANCE		
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SUB TOTAL	\$	126,900.00
TOWEL SERVICE		637.00
PROTECTIVE CLOTHING		1,041.00
UNIFORMS		2,636.00
CHEMICALS		1,190.00
TRUCK/HEAVY EQUIPMENT		
Misc. Bus Repair Parts		26,010.00
OTHER EQUIPMENT REPAIRS		
Contract Bus Repair Service		16,257.00
UNLEADED FUEL		3,036.00
HANDTOOLS		850.00
CUSTODIAL SUPPLIES		2,081.00
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SUB TOTAL	\$	53,738.00
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DIVISION TOTAL	\$	180,638.00
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CAPITAL NEEDS

BUS PAYM'TS FOR 14 SCHEDULE/CHARTER BUSES INCLUDING RELIEF EQUIPMENT	\$ 443,434.00
BUS PAYM'TS FOR 3 TOUR BUSES	96,432.00
LICENSES & PERMITS FOR 17 BUSES	21,658.00
SERVICE VEHICLES	.00
SERVICE VEHICLE LICENSES	1,412.00
OFFICE EQUIPMENT/FURNITURE	
Copier/PC/Desks & Etc.	.00
STATION EQUIPMENT (Freight Scales)	260.00
SHOP EQUIPMENT	.00
BUILDING & RENTAL BUILDINGS	25,000.00
BUILDING IMPROVEMENTS	
Internal Improvements	3,060.00
 SUB TOTAL	 \$ 591,256.00

BEFORE DEPRECIATION OF BUSES	
KANSA BUGET NEEDS	\$ 2,309,343.00
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DEPRECIATION OF 1/7 OF TOTAL COSTS	\$ 582,176.00
	=====

TOTAL BUDGET NEEDS	\$ 1,727,167.00
	=====

TOTAL OPERATING COST \$1

OPERATING MILES 1,228,466

KANSA STAGE LINES, INC. PROFIT PROJECTION

PLAN 2 YEAR 4

OPERATING MILES		1,228,466
AT	X	1.85
MILEAGE REVENUE	\$	<u>2,272,662.10</u>
TOUR REVENUE		530,584.78
TOTAL REVENUE	\$	<u>2,803,246.88</u>
TOTAL OPERATING COSTS		2,309,343.00
PROFIT MARGIN	\$	<u>493,903.88</u>

KANSA STAGE LINES BUSINESS PLAN 2

YEAR 5

ADMINISTRATIVE DIVISON

ADMINISTRATIVE SALARIES	\$ 166,216.00
ADMINISTRATIVE FRINGE BENEFITS*	44,879.00
* FICA, W/C, U/E & INSURANCE	

SUB TOTAL	\$ 211,095.00
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STATION & OFFICE SUPPLIES	5,094.00
TICKETS, FREIGHT BILLS & BAGGAGE CLAIM TICKETS	21,225.00
ELECTRICITY	27,061.00
GAS	10,824.00
WATER	1,841.00
LANDFILL	434.00
TRASH	651.00
HAZARDOUS WASTE	325.00
TELEPHONES (equipment usgae)	6,368.00
POSTAGE - REGULAR	1,951.00
POSTAGE - CERTIFIED	260.00
EXPRESS MAIL	131.00
TRAVEL EXPENSE	
For President & Advertising	30,000.00
PL/PD, VEHICLE & CARGO LIABILITY	
Buses, Service Vehicle & Buildings	302,961.00
MEDICAL/LABORARTORY	2,640.00
LEGAL SERVICES	
Auditing/Accounting & Attorney	5,306.00
TEMPORARY HELP (Sec. Vacation)	624.00
OTHER PROFESSIONAL HELP	1,041.00
MAINTENANCE - GROUNDS	1,561.00
PEST CONTROL SERVICES	216.00
JANITORIAL SERVICES	3,184.00
ADVDERTISING - Newspaper, Radios, T.V., Yellow Pages & Billboards	66,076.00
PERIODICALS For the Employees	216.00
MEMBERSHIPS - NBA, NBTA, ABA & KMCA	3,715.00
OTHER CONTRACTUALS	1,592.00

SUB TOTAL	\$ 495,297.00
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PRINTING - INTERNAL	2,388.00
PRINTING - EXTERNAL	5,571.00
OTHER OFFICE SUPPLIES	1,364.00

SUB TOTAL	\$ 9,323.00
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DIVISION TOTAL	\$ 715,715.00
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1-41

OPERATION DIVISION

DRIVERS SALARIES FOR SCHEDULE/ CHARTER DRIVERS AT \$.31 PER MILE	\$ 356,025.00
TOUR DRIVERS AT \$.35 PER MILE	56,000.00
SUPERVISOR SALARY	36,466.00
DRIVERS FRINGE BENEFITS*	113,677.00
SUPERVISOR FRINGE BENEFITS*	9,846.00
* FICA, W/C, U/E & INSURANCE	
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SUB TOTAL	\$ 572,014.00
NON - AUTO BATTERIES	2,724.00
SERVICE VEHICLE BATTERIES	112.00
BUS TIRES	20,163.00
SERVICE VEHICLE TIRES	260.00
LUBRICANTS	5,191.00
DIESEL FUEL AT \$1.03 PER GAL.	269,544.00
DIESEL FUEL TAX \$.41 PER GAL.	107,294.00
ANTIFREEZE	1,340.00
OTHER EQUIPMENT SUPPLIES (FILTERS)	1,254.00
DRIVERS UNIFORMS	3,828.00
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SUB TOTAL	\$ 411,710.00
DIVISION TOTAL	\$ 983,724.00 =====

MAINTENANCE DIVISION

MECHANIC SALARIES	\$	88,212.00
MECHANIC SUPERVISOR SALARY		36,466.00
MECHANICS FRINGE BENEFITS*		23,817.00
SUPERVISOR FRINGE BENEFITS*		9,846.00
* FICA, W/C, U/E & INSURANCE		
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SUB TOTAL	\$	158,341.00
TOWEL SERVICE		650.00
PROTECTIVE CLOTHING		1,041.00
UNIFORMS		2,689.00
CHEMICALS		1,216.00
TRUCK/HEAVY EQUIPMENT		
Misc. Bus Repair Parts		29,659.00
OTHER EQUIPMENT REPAIRS		
Contract Bus Repair Service		18,525.00
UNLEADED FUEL		4,000.00
HANDTOOLS		900.00
CUSTODIAL SUPPLIES		2,123.00
		<hr/>
SUB TOTAL	\$	60,803.00
DIVISION TOTAL	\$	219,144.00
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CAPITAL NEEDS

BUS PAYM'TS FOR 15 SCHEDULE/CHARTER BUSES INCLUDING RELIEF EQUIPMENT	\$ 478,927.00
BUS PAYM'TS FOR 4 TOUR BUSES	138,297.00
LICENSES & PERMITS FOR 19 BUSES	24,700.00
SERVICE VEHICLES	.00
SERVICE VEHICLE LICENSES	1,384.00
OFFICE EQUIPMENT/FURNITURE	
Copier/PC/Desks & Etc.	.00
STATION EQUIPMENT (Freight Scales)	265.00
SHOP EQUIPMENT	.00
BUILDING & RENTAL BUILDINGS	25,000.00
BUILDING IMPROVEMENTS	
Internal Improvements	3,121.00
 SUB TOTAL	 \$ 671,694.00

BEFORE DEPRECIATION OF BUSES	
KANSA BUGET NEEDS	\$ 2,590,277.00
	=====

DEPRECIATION OF 1/7 OF TOTAL COSTS	\$ 659,534.00
	=====

TOTAL BUDGET NEEDS	\$ 1,930,743.00
	=====

TOTAL OPERATING COST \$1

OPERATING MILES 1,308,466

KANSA STAGE LINES, INC. PROFIT PROJECTION

PLAN 2 YEAR 5

OPERATING MILES		1,308,466
AT	X	1.85
MILEAGE REVENUE	\$	<u>2,420,662.10</u>
TOUR REVENUE		712,004.35
TOTAL REVENUE	\$	<u>3,132,666.45</u>
TOTAL OPERATING COSTS		2,590,277.00
PROFIT MARGIN	\$	<u>542,389.45</u>

LYNE LAWARENCE TEMPLETON
359 COUNTRY ACRES
WICHITA, KANSAS 67212
(316) 722 - 7664

PERSONAL

Date of Birth - April 14, 1939
Place of Birth - Helena, Missouri
S.S # - 486 - 40 - 5125
Married with one child in the home.

EDUCATION

1970-1973 University Of Missouri.
Maryville, Missouri.
Law Enforcement Training.
196 Hours.

1970 Missouri Highway Patrol Academy
Jefferson City, Missouri
Law Enforcement Training
Grade Avg. 89.6

1965 St. Joseph Junior College
St. Joseph, Missouri
One Semester, Rates and Tariffs.

1964 National Safety Council
Chicago, Illinois
Transportation Safety Supervision

1958 U.S. Army Mechanics Training
Ft. Leonard Wood, Missouri
Graduated third from top of class.

EXPERIENCE

4/1990

Metropolitan Transit Authority
Wichita, Kansas.

Duties:

City Bus Driver; Drive regular routes to provide transportation for the public on time, safely.

9/1983 to 4/1990

Sunflower Tours Inc.
Cheney, Kansas.
Business Manager.

Duties:

Tour Coordinator; routing, lodging, meals, activities, costs of all of the above, and agents commissions.
Sales and promotions, contacting and working with travel agents, coordinate all promotion material for travel agents.
Custom design tours for clients and travel agents.
Booking of charters.
Maintain compliance with State and Federal Safety Regulations and permitting.
Employment and screening of drivers.

1/83 - 4/83

Safelite Industries
Wichita, Kansas.
Driver Supervisor

Duties:

Interviewing and screening over the road drivers, institute a routing program for nation wide travel. Maintain compliance of Transportation Safety Regulations.

1981 - 1982

Exhibitors Film Delivery
Wichita, Kansas.
Dock Supervisor

Duties:

Supervision of 15 employees for the transfer of inbound and out bound freight to its proper destination.

1976 - 1981

Truck and Bus Driver
Village Charters
Wichita, Kansas.
Bus Driver

Duties:

Drove Charter and Tour Bus.

Trenton St. Joseph Coaches
St. Joseph, Missouri.
Bus Driver / Driver Trainer

Duties:

Drove regular route and charter bus, driver trainer, assisted in dispatch and auditing of depots, worked in the maintenance of motor coaches. I had worked for this company on different occasions from 1960 until this move.

Pasco Steel Corporation
Wathena, Kansas.
Truck Driver

Duties:

Drove Tractor Trailer and delivered pre-fab steel buildings in the United States and Canada.

1974 - 1976
St. Francis Hospital
Memphis, Tennessee.
Assistant Safety and Security Director

Duties:

To start an inhouse safety and security program prior to and after the hospital was constructed. Control inhouse narcotics theft.

9 / 1974 - 10 / 1974
Container Transit
Milwaukee, Wisconsin
Safety Consultant

Duties:

To bring Safety Department in compliance with the State and Federal Safety Regulations.

6 / 1974 - 9 / 1974
Gordon's Transports
Memphis, Tennessee.
Regional Safety Supervisor

Duties:

Employment and road patrol supervision of road drivers, accident investigation, inspection of company terminals. Indirect supervision of over 800 drivers.

6 / 1973 - 6 / 1974
Southern Trucking Corp.
Memphis, Tennessee.
Safety Director

Duties:

Maintain compliance with State and Federal Safety Regulations, employment and screening company drivers, owner - operators, city drivers and mechanics. Safety inspections of all equipment. Accident investigation. Safety program for accident prevention. Supervision of 120 drivers and mechanics.

10 / 1969 - 6 / 1973
Atchinson County Sheriff's Department
Rockport, Missouri.
Deputy Sheriff

Duties:

Criminal investigation, accident investigation.
Manage jail, incarceration of prisoners, records keeping, fingerprinting, and providing for security in the jail, feeding of prisoners.
Public relations to the news media.
My family and I lived in the living quarters attached to the jail.

CULBS AND ORGANIZATIONS

Past member of:

Odd Fellows Lodge,
Tennessee Council of Safety Supervisors,
International Association of Auto Theft Investigators,
Missouri Sheriff's Association.

Present member of:

Wichita Air Capitol L.I.O.N.s Club - President, Second Term.
Wichita Pachyderm Club.

REFERENCES

Furnished upon request.