

Sept.19,2024

Pam Odynski
Fort Saskatchewan Minor Hockey
gm@fsmhockey.com
780-340-1835

Dear Pam

Re: Fort Saskatchewan Minor Hockey Pricing 2024-2025 Season

Thank you for providing us the opportunity to submit our pricing for your transportation requirements for the **2024-2025 Hockey Season**. Our industry experience has allowed us to gain valuable insight into how to operate throughout Western Canada with focus on safety, cost controls and optimizations, and passenger and client approval.

Diversified safely transports your most important asset – your PEOPLE, through industry leading safety performance. We deliver on our commitment. With Best-in-Class Safety – Diversified cultivates a culture of safety with all our clients – we ensure our safety goals are aligned and our action plans are transparent. Our team of transportation professionals are ready to mobilize **Fort Saskatchewan Minor Hockey**, through planning, collaboration, and rapid operational deployment. Our transportation experts will find ways to optimize service delivery while saving your organization money.

We are available to you anytime. Our 24/7 Operations Centre is ready to respond to any last-minute changes or emergencies. And we guarantee your passengers a superior ridership experience in our comfortable and clean units.

Please note that our drivers abide by an hours-of-service regulation of 13 driving hours, 15 on duty hours a day.

Further to your request, I am pleased to provide the following quotation based on the services you have outlined:

Service: 2024-2025 Hockey Season.

This quotation does not guarantee availability, we recommend booking in advance to confirm trips

Rates: Based on 1x 55 passenger coach at a Day Rate.

Trip Details	Conditions	# of Units	Regular Trip Rate per bus per day
Preferred Client Pricing (In Province)	Booked at least 30 days prior to departure	1 Coach	\$ 1920.00
Demand Pricing (In Province)	Booked less than 30 days prior to departure	1 Coach	\$ 2300.00

This is a quotation only. Any new information beyond what has already been provided may result in a change in the quoted price.

Please note:

- Rate does not include GST.
- Rate does not include driver hotels/meals as required.
- An additional Fee of \$750.00 will be charged if a second driver is required due to HOS regulations.
- Rate includes fuel.
- A cancellation fee of \$750.00 will be charged without 72-hour notice of cancellation.
- Rates are based on in province trips. Out of province trips are limited and are quoted on a trip-by-trip basis. Permitting fees will be applied for out of province trips.

We look forward to partnering with you to ensure safe and reliable transportation services for your employees.

Please do not hesitate in contacting me at 780-743-2244 ext. 220 or charters@dtl.ca should you require any other information.

Thank you again for this opportunity and we look forward to hearing from you.

If you wish to approve these rates, please sign, and return this document.

Signature: _____ Date: _____

Yours very truly,
DIVERSIFIED TRANSPORTATION LTD.

Linda Sampson
Charter Sales Coordinator

Look Before You Book

DIVERSIFIED
safely home

Factors to consider when booking your next transportation service:

Risk Factor



R-Factor Score is shown as a number. The lower the number, the better the score, and the less likely the carrier is to have a future collision.

Collisions



Reputable organizations track all collisions, big or small, to closely monitor their safety and training programs. It is generally reported as collisions per million miles.

Training



Not all professional training programs are created equal. An MCPCC accredited program with simulator training can greatly increase a driver's professional abilities.

Maintenance



A strong indicator of a carrier's preventative maintenance program is their breakdowns per million miles report.

WCB Rating



Experience rating is a method of adjusting insurance premiums by comparing accident experience to the industry average of 1.15.

Equipment Age



A fleet that is regularly refurbished or replaced with newer vehicles is a good indicator of your carrier's investment in overall operational quality.

Scott Steffler

Business Development Manager

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OUR CORE VALUES: Safety | Customer Service | Resourcefulness | Integrity |
Positive Attitude | Teamwork | Loyalty | Accountability | Respect | Dedication

COMPARISON OF TRANSPORTATION COMPANIES			
	Diversified transportation	Competitor 1:	Competitor 2:
RISK FACTOR Industry Average: 0.152	0.038 (25% Lower than industry average)		
COLLISIONS (Per million miles) Industry Average: 8.6	3.1 (36% Lower than industry average)		
MAINTENANCE (On time performance)	99.7% On Time Performance		
TRAINING ACCREDITATION	Nationally Accredited Training Program		
WCB RATING Industry Average: \$1.94	\$1.46 (24.58% Lower than industry average)		
AVERAGE AGE OF EQUIPMENT	6 years		