

**New in cars+...**

**New Features**

- [Pre-paid Fuel can be taxed differently than "Fuel-at-Close"](#)
- [Tighter controls on credit card deposit refunds](#)
- [New method to temporarily turn off one-way rentals.](#)

**Staff Pick**

Our favourite Snippet of Useful Information

[New record locking logic For Rental Agreements and Reservations](#)



**Did Your Know:**

[That there are five different ways that one-way charges can be added to a rental agreement?](#)

**Training**

Find out more about how we can tailor training sessions just for you. Check out our regular webinars [here](#)

Regular Webinars offered include:

- Pointers and tips for new users
- In-depth analysis and various uses for certain reports
- Showcase of **new features**



[Register Online](#)

**Rates, Rates, Rates and more Rates**

**Colista Mulholland-Youngman, Training Manager APAC, Thermeon Worldwide.**

cars+ has astonishing capabilities with regard to Rates.

All over the world car rental companies manage their pricing similarly but differently. Jurisdictions around the world apply local and national taxes in similar but different methodologies. cars+ has to process all of these with equal accuracy and great speed. It's easy to think then that rates, once set up, can be left "as they always were". Frequently though it is worth reviewing some rate structures in cars+ to see if there are new functions there that might help you achieve better sales, better utilisation and better yield.

For many cars+ users, rates are under constant scrutiny as the markets they operate have ever changing prices or new competitors offering the same product but in a different way. Even so, where prices are changed frequently, the structure of those rates may not often be changed. Where prices are under frequent review, other sectors of operation may not get changes and run on from year to year.

So even if you are a rental company changing [some] prices daily - or even more frequently - or you have an operation focused on annual corporate contracts, set aside an amount of time to review not just the prices but the structure of those rate products.

Staying competitive is often a case of maintaining prices within range of competition and offering similar or matching items included in the product. Equally though there may be areas of the market where you can spur business on by changing the structure of a rate.

Seasonal rates, where prices change according to a particular pick-up date, don't have to fall at the same time every year. Reviewing a previous high/peck season can allow you to build in a set of high and shoulder season rates - many in fact. So you are yielding the rates well in advance. Split season rates allow low and high season (or vice versa) to be added together.

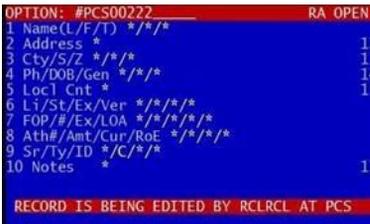
Kilometre or mileage based rates can be introduced for example, converting to unlimited odometer rates after a certain duration or charge amount. Local or Walk-up/in rates can be set-up with Yield thresholds so that the price will automatically rise and fall to maximise yield and retain competitiveness without counter staff remembering what rate to charge today!

Greater use of "corporate" or "contract" IDs can help reduce the quantity of rates you are managing - the contract reference tracks and reports the business, allows for business rules to be added and applied consistently. These can reuse a single group of rates, rather than trying to create a unique rate for each customer.

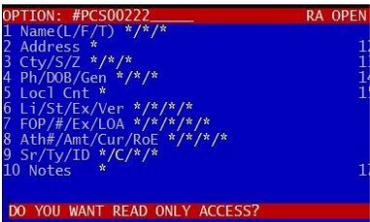
Similarly, discounts can be applied using the contract reference, for corporate and non-corporate customers. Discounts can be applied to allow counter staff flexibility - these are tracked and reported in cars+ of course - and the discount can be taken off a main rate rather than having to maintain a large number of rates for different conditions. Simplifying the number of rates you operate will in itself allow easier management, but using cars+, can increase the flexibility and yield you can achieve.

Colista

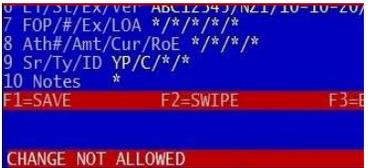
Colleagues,  
A major change has been made to how "locked" records are treated in cars+. When a record is "in use at another station" you are told which user has that record and their login location



You then get the option for a read only version



Attempting to save anything in read only gives you this message



For more information click on the cars+ Manual link in **Staff Pick**

**Interface now to:**



- Find previous Newsletters on [Thermeon.com](#)
- [Follow us on Facebook](#)
- [Follow us on LinkedIn](#)