

New in cars+...

All Release Notices can be found at the online [cars+ Manual](#)

October Releases

- [A new audit report for missing RA numbers](#)
- [New controls over the counter's ability to add options and pre-paid fuel to an existing RA](#)
- [New program for adding new privileges to existing open reservations](#)
- [Batch Incident Entry has been given additional capabilities](#)
- [New report for auditing the set up of Location Groups within Groups](#)

Staff Pick

Our favourite change to cars+ this month is...



The Rate, Currency Exchange and IT files can now use the F6 function key to find the record that was or will be effective for a specific date and time [More](#)

Training

Fleet planning and allocation made simple for Station and Regional staff

webPLAN

Online training session **04 December**

Register Online
Web-based seminar... pre-live online educational... viewers can submit questions... see slides while the speaker... interactive elements - the a

Hourly Rates – Not Just for Renting Cars

by Mike Pickford, Client Services Manager (US Region)



The use of hourly rates is a good opportunity to enter several niche areas of the rental market that perhaps your competitors haven't yet entered. Here is how some clients have used hourly rates to earn additional revenue:

- ✓ Truck rental – such as for house moving
- ✓ Rentals to people in urban areas who don't own a vehicle, especially on weekends in order to go shopping or run other errands
- ✓ Luxury vehicle rental to corporate executives in town for a few hours needing to impress at a business meeting
- ✓ Rentals to cruise ship passengers who are in port for a half day or so
- ✓ Moped rentals – especially in areas where cars are not allowed
- ✓ Motorcycle rental for sightseeing
- ✓ Rental of small electric vehicles for sightseeing
- ✓ Bicycle and electric bike rental
- ✓ Scuba gear rental



How does cars+ support this?

- Hourly rates are set up in cars+ much the same as tiered rates. They are charged as a "package rate" for blocks of hours. An example hourly rate structure could be set up as follows:
 - \$20.00 for rentals of 3 hours or shorter
 - \$35.00 for rentals from 4 through 6 hours
 - \$60.00 for rentals from 7 to 24 hours
- Hourly rates have a maximum of 24 hours. Using "Max Days Change To", if the rental goes longer than 24 hours, it will automatically switch over to a "standard" daily rate structure.
- cars+ has the ability to rent "vehicles" that either do not have a fuel tank and/or an odometer (per the examples above: electric vehicles, bicycles or scuba gear). For electric vehicles, a starting and ending battery charge level can be entered in lieu of the tank level.
- More information on setting up hourly rates can be found in the manual chapter [Edit Rental Rules/Rates](#).

cars+ Tips & Hints

Did you know.....That the caret symbol "^" next to the CC Auth # in the DEPPAY file search means that the auth was manually entered and did NOT come from EDC? [Learn how](#)

Colleagues,

Firstly, many thanks to all of you who stopped by to say hello to our team at World Travel Market earlier this month. As ever, it was great to see faces, old and new and facilitate introductions to brokers and other "friendly" companies, such as CarCloud.

We were asked a few times, largely by prospects in the Middle East and emerging countries, about cars+ ability to support "short" rentals. Therefore, we figured it worthwhile to remind our existing clients about this feature. Hence, Mike's article about Hourly Rentals and how to support those with hourly rate plans. Thinking beyond car rental, this opens up the potential to rent out a range of assets.

Finally, the latest release of cars+iR will be out in December. This will require minimal setup on new devices. For details refer to the [cars+ manual](#) or contact support.

Andy
Andy Thorburn, CEO

XML News

Interface **now** to:

