

Flight Pricing

Introduction

Pricing for aircraft hire is complex with a number of different charges required due to the variety of factors involved. The type (price group) of aircraft, the length of flight whether the pilot is simply hiring (Private Hire) or under Training, possibly the type of training, any fuel surcharge, the commercial arrangement between the pilot and flying club and maybe the day of the week can all affect the charge to be applied.

This complexity in itself is a good reason to consider using **QuDieMGA** software given the potential for error, particularly when inexperienced staff may be employed at peak times.

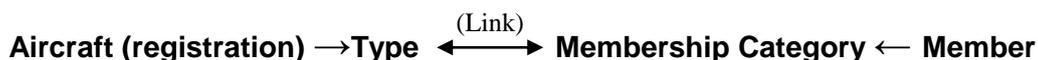
QuDieMGA solves the problem

By creating links between aircraft and members and setting a rate/hour for Training and Private Hire flights for each, the charge for the flight can be calculated based on the flight details entered.

As part of setting-up, an Aircraft is identified as a "Type" which can be assigned to all aircraft with the same pricing structure.

Each member is assigned a Membership Category from a list created by the flying club.

The link is shown below:



For each Link a Rate/Hour is set-up for Training and Private Hire flights. If required two further Rates/Hour may be set-up for weekday (Monday-Friday) flights. A fuel surcharge may also be set-up

Having set-up the Links necessary to cover all possible combinations of Aircraft and Members' pricing arrangements, **QuDieMGA** is able to raise invoices for flights, without the user having to calculate the appropriate charge or even understand the pricing structure.

The Process

Details entered in the **Flight Entry** screen are essentially those normally recorded in the Flight Log Sheet, so all concerned will be familiar with them.

From the Pilot's name their Membership Category is identified in the database.

From the Aircraft Registration the Type is identified in the database.

The resulting **Membership Category**↔**Aircraft Type** Link (see above) identifies the correct price structure for the flight. The details entered in the **Flight Entry** screen identify whether the **Hire** or **Training** rate is applied. If **Midweek** prices are entered, these are used if the **Date** entered indicates the flight took place Monday to Friday. If a **Fuel Surcharge** is entered, this is applied to the flight charge also. Leaving the **Midweek** and **Fuel Surcharge** entries as zero disables these functions.

Preparing to Setup Pricing

There is no limit to the range of pricing options that **QuDieMGA** can handle; you could literally have a different price for every aircraft for each individual member if you so desired. This would obviously be unmanageable in practice, and we would recommend your pricing structure should limit as far as practical the number of different aircraft price groups and price levels offered.

In our experience we have found it to be a good idea to use the opportunity to review your pricing structure and reduce the options as far as possible (without compromising your commercial objectives) to simplify its maintenance in the future and make it more understandable to members.

From your price structure identify:

- How many Aircraft Types you require to accommodate the range of different prices you charge for your aircraft and what you want to call each type. You can use C150, PA28 etc but if, for example, you charge the same for all two seat aircraft and four seat aircraft, it may be simpler to define aircraft types for pricing purposes as “2 seat” and “4 seat”. **The point is to not have more types than is necessary for your pricing structure.**
- How many Membership categories you require to accommodate the different price levels you offer and what you want to call each category. For example, in addition to the Standard (List) price, you may offer more advantageous prices for members with deposit accounts or have a higher rate for advanced courses.

Setting-up Pricing

Aircraft Types

- On the **Setup & Analysis** screen open **Aircraft Commercial**.
- Enter the **Type** decided above applicable to the aircraft. Highlight and copy the **Type** entry.
- Select other aircraft of same **Type** from the **DISPLAY** box and paste the entry into the **Type** field.
- Select an aircraft of the next **Type** from the **DISPLAY** box and make the appropriate entry in the **TYPE** field. Highlight and copy the **Type** entry.
- Select other aircraft of same **Type** from the **DISPLAY** box and paste the entry into the **Type** field.
- Repeat the process to complete all Aircraft Type entries.
- Close the **Aircraft Commercial** screen.

Membership Categories

- On the **Setup & Analysis** screen open **Membership Categories**. STANDARD category is pre-entered.
- Click **Add Membership Category**.
- Enter the first Category name decided above in the **Category** field.
- Enter a **Minimum Account Balance** if required.
- Click **Add Membership Category** and repeat the procedure complete all Categories required.
- Close the **Membership Categories** screen.

Pricing

- On the **Setup & Analysis** screen open **Aircraft Commercial**.
- Click **Rates/Hr**.
- From the **Type** drop down box select the first Type.
- From the **Membership** drop down box select **STANDARD**.
- Enter required **Rates/Hour** including vat applicable to the **Type/Category** combination.
- In the vacant line below, repeat the process to enter all **Type/Category** combinations with the **Rates/Hour** applicable to each.
- Close the **Flying Rates** screen.
- From the **Aircraft Commercial** screen **DISPLAY** each Aircraft in turn and open the **Rates/Hr** screen to list the pricing structure set-up for each. Check entries are correct and amend as necessary.
- Close the **Flying Rates** and **Aircraft Commercial** screens.

Members

- On the **Setup & Analysis** screen open **Members**.
- Members will have the STANDARD Membership Category by default.
- Use the **DISPLAY** box to select members who require a different Membership Category and select the appropriate category from the **Category** drop down box.
- Close the **Members** screen.

That's it! Your pricing structure is set-up and will be applied automatically for each member's flights.