

## Tech Tip Tuesday—April 8, 2025

### Company Transfer Rates

Zone Rates are where rates are set up for point-to-point trips, such as airport trips. While there are other ways to do this, most people just have a separate profile for each vehicle type, and those are usually your standard or retail rates.

If you have negotiated rates with a client, the recommend way is to use Charges/Fees to automatically apply a discount, which is easy to implement, and also reminds your client that they are actually getting a discount.

However, every once in a while there might be a situation where for a particular zone pair, you want to charge a different price (higher or lower) for a certain client, and not have it obvious that it's a different price.

The way to implement this in Livery Coach is with a Company Transfer rate.

Simply navigate to your Zone Rates and select the zone profile and pair you want to focus on. (Note that the screen shots below were created for this tip to simplify the pictures, which is why there are so few zones). You can see by examining the image below that the regular rate from West Chester, PA to PHL Airport is \$150. (You could also click on the "Transfer" button for more detail.)

Zone Information for Sedan 2025

Select a Zone	State(Province) Zip(Postal Code)	Select a Major Zone	State(Province) Zip(Postal Code)
PHL Airport	PA 19153	PHL Airport	PA 19153
West Chester, PA	PA		

Search For:

Search For:

**Show Duplication Record**

Zone ID	Short Name	Major Zone	S_MRate	S_MTimeDuration	S_MDistance	M_SRa
1703127	WC	PHL	150.00	60	0	1

Transfer  
Company Transfer  
Detail  
Edit  
Add  
Delete  
Multiple Deletion  
Apply To  
Copy Zone Rates  
Close

With that zone pair highlighted, now click on the “Company Transfer” button, right below the Transfer button.

Zone Information for Sedan 2025

Select a Zone	State(Province) Zip(Postal Code)	Select a Major Zone	State(Province) Zip(Postal Code)
PHL Airport	PA 19153	PHL Airport	PA 19153
West Chester, PA	PA		

Transfer  
**Company Transfer**  
Detail  
Edit

If you haven’t ever been here before for this profile and zone pair, you will be greeted with an empty window. But to add a Company Transfer rate, simply click the Add button at the bottom of the window.

Zone Company

Company Name	Rate Group	WC to PHL Rate	WC to PHL Duration	PHL to WC Rate	PHL to WC Duration

Add Edit Delete Close

You now have the ability to select a Company from the dropdown list of all companies in your system, and enter your override rate. Note that you can also use this feature with Rate Groups.

The screenshot shows a window titled "Edit Zone to Zone Information" with two tabs: "WC To PHL" and "PHL To WC". Below the tabs, there are radio buttons for "Company Name" (selected) and "Rate Group". A dropdown menu for "Company Name" is set to "Livery Coach Solutions, LLC". A "Copy >>>" button is located below the dropdown. At the bottom, there are two input fields for "Rate / Time (Mins)": the first is for "WC To PHL" with a rate of 200.00 and a duration of 60; the second is for "PHL To WC" with a rate of 200.00 and a duration of 75.

Once done, click OK at the bottom of the screen. You should now see your entry in the window.

The screenshot shows a window titled "Zone Company" containing a table with the following data:

Company Name	Rate Group	WC to PHL Rate	WC to PHL Duration	PHL to WC Rate	PHL to WC Duration
Livery Coach Solutions, LLC		200	60	200	

Below the table, there are buttons for "Add", "Edit", "Delete", and "Close".

Now, when a booker from the company (Livery Coach Solutions, LLC in our example) books a trip from West Chester, PA to PHL, and it's zoned with that profile, the correct (override) rate will be applied.

The screenshot shows a "Rate Breakdown" dialog box with the following options:

- Hourly Rate: [Redacted]
- Zoned Rate: 200.00
- Un-Zone Hour Limit: 1