Empty legs and full fare work

Why selling an empty leg does not take a booking from you or another operator.

WORKED EXAMPLE (ILLUSTRATIVE)

Operator Y has a client booked from Leeds to Manchester Airport at £200, Y's full fare. Operator X has a car going back empty from Leeds to Manchester Airport and lists the leg at £100.

Leeds to Manchester Airport	Y's client	X's empty leg
Price	£200, full fare	£100, empty leg
Time	When the client chooses	When X's car is going back anyway
Booked	Direct with Y, as always	On LuxeLegs, in the 72 hours before it runs
Without LuxeLegs	Y earns £200	X earns £0, and the traveller travels another way
With LuxeLegs	Y earns £200	X earns £75 on Launch after 25% commission

WHAT THE EXAMPLE SHOWS

Y keeps the fare

Y's client wants a car at their time. An empty leg runs at X's time, so it cannot replace that booking.

A different traveller

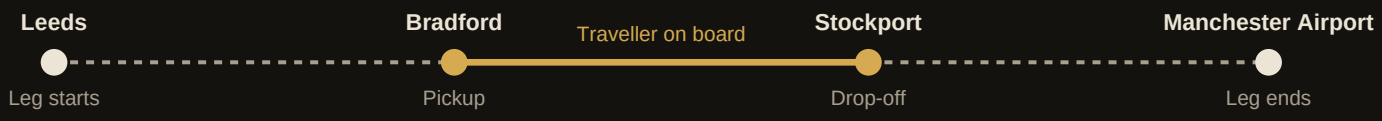
The traveller on X's leg would not have paid £200 for a car, so they were not a customer of either operator.

New to the industry

They may well be new to chauffeur travel. The route earns £300 between the two operators where it earned £200.

WITH LUXEROUTE

With LuxeRoute, the traveller is even more likely to be someone who was never going to or from those exact places. X sets one total allowance, such as 25% or 25 miles, and the whole deviation must fit inside it.



Illustrative, mileages rounded. A Leeds to Manchester Airport leg of about 53 miles with a 25% allowance can drive up to about 66 miles. Leeds to Bradford, Bradford to Stockport and Stockport to the airport is about 58 miles, so it fits. The traveller's trip must be at least half the leg, and you accept or decline every request.

WHAT KEEPS IT THAT WAY

72 hours

A leg only shows in the 72 hours before it runs, so there is no standing cheap list for clients to wait on.

Your price

You set the price and any floor. No discounts, auctions or surge.

Real empty legs only

List a leg only when the car is going that way anyway.

Sign up and list your empty legs free at luxe-legs.app.

luxe-legs.com/operators | info@luxe-legs.com