

FEATHER RIVER RAIL SOCIETY

DATE: January 2020
 ITEM: Old Business Item 1
 FROM: Eugene Vicknair

REVISION TO RUN A LOCOMOTIVE PRICING STRUCTURE

During the December Board Meeting and based on comments from several members before the meeting, it was suggested we look at a new way of structuring the RAL pricing, especially with an eye toward dropping the “Plan” system and going to an ala-carte style pricing where each locomotive had a base price and a discount for multiple bookings.

After reviewing several scenarios, I believe a progressive percent discount for multiple hours is the best approach. In the spreadsheet below, new per hour prices are proposed, plus a 14% discount for second hour and 20% for hours beyond that.

This new structure should provide better revenue for multiple hour bookings, provide more pricing and booking flexibility, and allow RAL bookings to better work with the software I have been evaluating.

Please review and let us discuss.

Run A Locomotive

proposed new fee structure

Plan C currently \$350 for basic

locomotive	current	proposed	2 hour discount	% discount	3 hour + discount	% discount	
SP TR6A 1100	\$225	\$225	-\$32	14%	-\$45	20%	
"WP" S1 512	\$225	\$225	-\$32	14%	-\$45	20%	out of service
Army H-16-44 1857	\$225	\$250	-\$35	14%	-\$50	20%	out of service
WP SW1500 1503		\$400	-\$56	14%	-\$80	20%	

WP F7A 917-D	\$250	\$325	-\$46	14%	-\$65	20%	out of service	
SP GP9 2873	\$250	\$275	-\$39	14%	-\$55	20%		
WP GP20 2001	\$400	\$400	-\$56	14%	-\$80	20%		
	engine 1	engine 2	2 hour total		discount	hour avg.		
2 hour	1100	2001	\$538		-\$88	\$268.75		
	1100	2873	\$430		-\$70	\$215.00		
	1857	1100	\$409		-\$67	\$204.25		
	2873	2001	\$581		-\$95	\$290.25		
	917-D	917-D	\$559		-\$91	\$279.50		
	engine 1	engine 2	engine 3	3 hour total		discount	hour avg.	
3 hour	1100	917-D	2001	\$817		-\$133	\$272.33	
	917-D	917-D	1503	\$840		-\$210	\$280.00	
	engine 1	engine 2	engine 3	engine 4	4 hour total		discount	hour avg.
4 hour	1100	1857	917-D	2001	\$960		-\$240	\$240.00