



Release 47







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1 Document Objective

This manual is designed to introduce the functionality and features of the Tour Price Generator (TPG) within the Advanced Tours section of Travelink.

2 Summary of Document Changes

Date	Changed by	Version	Description of Changes
10/01/08	КС	Version 1	
28/03/08	КС	Version 2	New section added: 5.11 Update Margin
30/09/08	КМ	Version 3	New sections added: 5.10.1 Exclude dates from TPG 5.10.2 Apparent Air 5.10.3 Copy prices
08/12/08	JAA	Version 4 (rel 47)	Manual rewrite

3 TPG Overview

This section describes the main functions that constitute the Tour price Generator (TPG). This document assumes at least some working knowledge of the 'tours industry' pricing model and the Travelink product.



Figure 1 - High-level workflow of Tours modeling:

1. Tour Planning:

Brainstorming and tour dates mapped out for the next season. This is not a Travelink software feature, but is usually performed on paper and Excel.

2. Contracts and allocations:

Flight and ground allocations are loaded into Travelink. See separate user manual

3. Tour Set Up:

Travelink Tours are set up with components, costs, dates and rules. See separate user manual.

4. TPG price modeling:

Passenger predictions and margin curves are loaded and tweaked for modeling. This is the TPG functionality featured in this user manual.

5. TPG price loading:

Finalized prices are loaded onto the tours. This is the TPG functionality featured in this user manual.

6. Sell tours; Everything is ready for multi channel selling. The above process is a typical route to market for many tour operators. It is common for tour operators to use disparate systems or even Excel to manage the costing and price modeling, after which the reservations system is often manually loaded.

The key aim of the TPG is to drive accuracy and efficiency through loading and modeling in one system. Travelink allows contracts and costs to be loaded and then used for selling purposes; the TPG functionality provides an area of price modeling.

Note: The TPG UI recommended screen resolution is 1152 x 864.

4 Dependencies

The TPG relies on accurate data to be loaded into Travelink in the first instance. This accurate basic data is setup via the Advanced Tours interface allowing input of Tour Prices and Costs.

4.1 Tours Setup UI (separate user manual)

The Travelink user interface for the loading and management of data for Tours (the 'Advanced Tours' UI) is a clear, simple to use and intuitive UI with abundant functionality. There is a separate user manual for the Advanced Tours UI and this should be consulted for understanding the use of it and the full extent of the functionality it provides.

4.2 Tour Prices (separate user manual)

This feature is a separate development but it is important to understand it before understanding the TPG. Sufficient detail for process understanding is included as follows.

Travelink has previously held tour prices for just 4 price types; Adult (Ad), Child (Ch), Flight Inclusive (FI) and Land Only (LO). In conjunction with the need for more sophisticated pricing functions on tours and the new Tour Price Generator (TPG) the following functions have been developed:

- 1. LO and FI prices set up function, was enhanced so that tour components (accomm, extras etc) are each flagged as either LO or FI.
- 2. A feature in 'Tour Prices' allows user defined price types to be set up (e.g. single, twin, luxury etc).

These price types also need to be attributed to tour components. Each tour component needs to have a price type and it needs to be mandatory, default, optional or hidden. Each component can have more than one price type in this way. so for example, if a tour has a luxury room component, the price type 'luxury' could be default but the price type 'twin' could be optional, but no single price type would be attached to it. When 'hidden' it means the component is not available to that price type. See Figure 4 - Example price type matrix – completed.

Each price type needs to have an occupancy attributed to it e.g. single = 1, twin = 2, luxury = 2 etc. This will be used when price modeling in the TPG. One of the price types must be flagged as base. This is used in the tour search results screen.

The price types are tour master specific, they will populate each individual tour when loaded or modified.



3. **Set-up LO/FI Prices** and **Set up Child prices** switches are selectable. Selecting these price types will populate the prices grid. If none are selected then there will be just one price type called 'Adult Standard'. A new business rule allows a default for LO/FI and Child Prices in each new tour.

🗿 Tour Master Set-up - Mic	rosoft Internet Explorer	S 5 8
Travelisk	Season 🛛 All 💌 Tour Test tour 🔍 🗌 View Suppressed Tours	20 Recent Tours
ind venilik	Test tour	Release 39 BETA Version 1
Inventory Summary	Price Types 🛛 👔	
Tour Prices Tour Costs	Base Type Occupancy Standard Z Delete Select X Add	
Flights Accommodation Extras Car Hire	Set-up Child Prices	
Price Type Matrix	Commission Group	
Documentation 💌	Save	
Search Attributes 🔹	Prices	
Actions Leaders	Departure From Departure To Booking From Booking To Currency Adult	
Individual Tour Dates	1-Jan-1900 1-Jan-2020 1-Jan-2020 GBP ▼ 0 Delete 1-Jan-1900 1-Jan-2020 GBP ▼ 0 Add	
Tour Master Set-up - Mic	Save *** - Note, please add a band first and then add the prices to it. Not currently able to add prices in the footer. Update All Individual Tour Dates rosoff Internet Explorer Season All View Suppressed Tours	20 Recent Tours
Iravelink	Test tour	Release 39 BETA Version 1
Inventory	Price Types 👔	
Summary Tour Prices Tour Costs Flights Accommodation Extras Car Hire Price Type Matrix	Base Type Occupancy Twin 2 Delete Single 1 Delete Set-up Child Prices Set-up LO/FI Prices Price Components Separately	
Documentation 💌	Commission Group Select	
Search Attributes 💌	Save	
Actions	Prices	
Leaders Individual Tour Dates	Departure From Departure To Booking From Booking To Currency Adult FI Adult LO Single Single Single Single Single Single Departure To Single Single Single Single Single Departure To Single Departure To Single Single Single Departure To Single Single<	
	Save *** - Note, please add a band first and then add the prices to it. Not currently able to add prices in the footer. Update All Individual Tour Dates	

Figure 2 - Tour Prices Examples



🗿 Tour Master Set-up - Mic	crosoft Internet Explorer							
Fravelink	Season All	Tour T	hailand tour			View Suppressed	l Tours	20 Recent Tou
	Thailand tour							Release 39 BETA Versio
Inventory Summary	Component	Quick Select	FI Twin	LO Twin	FI Single	LO Single	Validated	
Four Prices Four Costs	Hilton Hotel (single room)	Select.	 Mandatory Default Optional Hidden 					
lights Accommodation Extras	Hilton Hotel (twin room)	Select 💌	 Mandatory Default Optional Niddep 	 Mandatory Default Optional Niddep 	 Mandatory Default Optional Hidden 	O Mandatory O Default O Optional		
Car Hire Price Type Matrix Documentation	– LHR-BKK (British Airways BA100 alloc)	Select 💌	O Mandatory O Default O Optional	O Mandatory O Default O Optional	 Mandatory Default Optional 	O Mandatory O Default O Optional		
Search Attributes 👻	BKK-LHR (British Airways BA101 alloc)	Select 💌	 Hidden Mandatory Default Optional 					
eaders ndividual Tour Dates	Jungle Extension	Select 💌	Hidden Mandatory Default Optional Hidden	Hidden Mandatory Default Optional Midden	Hidden Mandatory Default Optional Hidden	Hidden Mandatory Default Optional Midden		
	Eurocar Group A	Select 💌	 Mandatory Default Optional Hidden 					

Update All Individual Tour Dates Figure 3 - Example price type matrix

🗿 Tour Master Set-up - Mie	crosoft Internet Explorer							
Travelink	Season All 💊	Tour T	hailand tour		Vie	w Suppressed To	urs	20 Recent Tours
	Thailand tour							Release 39 BETA Version 1
Inventory	Component	Quick Select	FI Twin	LO Twin	FI Single	LO Single	Validated	
Taur Driver	Hilton Hotel (single room)	Select 🗸	• Hidden	• Hidden	Mandatory	Mandatory		
Tour Costs	(twin room) LHR-BKK	Select V	Mandatory Mandatory	Mandatory Middae	Hidden Mandatory	Hidden Midden		
Flights	BKK-LHR (British Airways BA101 alloc)	Select 🗸	Mandatory	HiddenHidden	Mandatory	 Hidden 		
Accommodation	Jungle Extension	Select 🗸	Optional	Optional	Optional	Optional		
Extras Car Hire	Eurocar Group A	Select 🖌	Hidden	Hidden	Hidden	Hidden	V	
Price Type Matrix	Save							
Documentation •	Update All Individual Tour Dat	es						

Figure 4 - Example price type matrix – completed

4.3 Tour Costs (separate user manual)

Costs can be set up in two ways:

- 1. In the component which is attached to the tour, e.g. the hotel contract.
- 2. As a tour cost.

Component costs can be configured according to the contract terms. This rich area of functionality has evolved to satisfy the most demanding of FIT operators in the UK.

Tour costs in Travelink can be configured to be per person or per tour and can also be aligned to quantities of passengers booked on the tour (passenger ranges). This is used during the booking process to select correct costs and update previous bookings as more bookings are made. The Tour Sales Analysis Report (TSAR) accurately reports margins on this basis. Additional data is required on each cost line which will be used by the TPG when price modeling.

The following high level details relate to Tour Costs. The full user manual is separate, but these specific items relate to the TPG calculation and are thus detailed in this document. See Figure 5 - Example Tour Costs.

A field for the selection of LO/FI.

A field must be populated with LO or FI. If a cost is LO it will always apply to both LO and FI. If it is FI it will only apply to FI. Each cost line defaults to LO. The concept is that an FI booking will take both the land and flight elements, whereas the LO booking just



takes the Land elements. This cost validation will work for both booking costs and the Tour Price Generator.

A field to select All Pax, Adult or Child (when per person = true).

If per tour cost flag is selected this field is greyed out. If per person flag is selected then this field must default to 'All Pax'. It may be changed to Adult or Child. The booking cost function and the TPG need to use the correct cost relevant to adults, children or all pax.

A field for pricing type.

The user defined pricing type is also a field on each cost line. The field is set to 'all' by default, but it will contain the list of pricing types as set up in Tour Prices against the tour master (e.g. single, twin etc). So that if a cost relates to a specific price type, then it should only be applied to bookings and TPG calculation for that price type.

Day of week column (1234567).

This is validated when calculating bookings costs and the TPG. For example, if a cost only occurs on a Tuesday, then this cost will only apply if the tour duration includes Tuesday.

Quantity / duration

This is a field in the cost line that allows the user to enter quantity (or number of days). Next to the QTY, there is a 'Unit Amount' field for the value of the one quantity and and also an 'Estimated Amount' and 'Actual Amount' fields that show the total for the cost line.

This could be per person or per tour. The 'Actual Amount' field will be the value used in TPG and booking process.

File Edit View Favorites	Tools H	elp																					4
🌀 Back 🔹 🜍 🕤 🛃	2 🟠	Search 7	👆 Favorites 🛛 🧭	8	• 🍓 🖻 • 🗖	0	1	3															
iddress 🕘 http://testing1/tra	velink/Compo	mentSetUp/Tours/T	ourSeries/TourSeries	.aspx?1	Mcode=1074									۷	🔁 Go							Links 🎽 🌀 Sr	nagit 📷
ravelink	Season	All	V Tou	Te	st tour			¥	1	🔲 View Supp	ressed Tours											20 Recent To	iurs
	Test	tour																			Relea	se 39 BETA Versi	ion 1
Inventory Summary	То	ur Costs (D																				
Tour Prices Tour Costs		Departure From	Departure To	PP PT	Description	UK	LO FI	AD Ch		Price Type	Days of Week	Supplier		Supplier Currency	Pax Ranges	Pax Range Lower	Pax Range Upper	Quantity	Unit Amount	Estimated Amount	Actual Amount	Comments	
liabte	Copy	1-Jan-2008	1-Mar-2008	PP	Regional Flights		LO	All	-	All 💌	1234567		18	[GBP]		0	0	1	11.00	11.00	11.00	Remove after	Delet
lights light Series Sectors	Сору	1-Jan-2008	1-Mar-2008		Marketing		LO	All	-	All 💌	1234567		12			0	0	1	27.00	27.00	27.00	Can remove a	Dele
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xtras	Copy	1-Jan-2008	1-Mar-2008		National Express		LO	All	• [All 🗸	1234567		1 K					1	1.50	1.50	1.50		Dele
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cruise	Сору	1-Jan-2008	1-Mar-2008		Coach		LO	All	•	All 💌	1234567		R	eur		0		1	3000.00	3000.00	3000.00		Delet
Price Type Matrix	Copy	1-Jan-2008	1-Mar-2006	FT	Tour Manager		LO	All	•	All 👻	1234567	A Pied	18			0	0	8	50.00	400.00	400.00		Delet
and the second	Copy	1-Jan-2008	1-Mar-2008		Airport Rep		LO	All		All 🗸	1234567					0		1	60.00	80.00	80.00		Delet
Contract of the second s	*			PP			LO	All	~	All 🗸	1234567	Select	4					0	0				Add

Figure 5 - Example Tour Costs

For information on how these costs are used, please see Section 5.10 Results.

5 The Tour Price Generator

5.1 Business rule

To switch in the TPG, in Business Rules, under the **'Tours'** tab, the switch for **Advanced Tours** must be activated.

🗿 Business Rules	Microsoft Internet Explorer	
Business Rules Set	tup.	<u> </u>
 Accommodation Accounts 	Enable use of tours	
 Batch File 	Multi Currency on Tours	
 Booking Form Browser 	Pop up tour filter before availability search	
 Clients/Agents 	Use Commission on Tours. NB: This will override any commission set up against the individual Agent on Tour Bookings	
 Dynamic Package Search 	Use Tour Date as the departure date for tour bookings	
> Extras	Medical Certificate Age	70
 Products 	Flight Contracts Against Tours	
Regional	Enable individual tour comments pop up during tour booking	
> Tours	Car hire comments pop up when booking	
Transport	Allow pricing tours by component	
Undate	Display Accom DB Comments On Tours	
> Close	Tour Date Banded Comments	
	HM/AN displayed on tours	
	Show Tour Flags menu and enable in searches	
	Allow Passenger Ranges for Costs on Tours	
	Show 'Book', 'Option' and 'Waitlist' buttons in tours booking process	
(Advanced Tours	
	Default "Margin Calculation" in TPG margin curve	
	Default "Set-up LO/ FI Prices" on Tour Setup	
	Default "Set-up Child Prices" on Tour Setup	

Figure 6 - Advanced Tours Business rule

A link to the TPG screen will appear in the general Travelink Set-up under the **Commercial** column.

🗿 Setup - Microsoft Internet Exp	lorer					
File Edit View Favorites Tools	Help	111				_
🌀 Back 🝷 🐑 - 💌 😰 🍕	🏠 🔎 Search 📩 Favori	tes 🚱 🎯 • 🍓 👿 •	- 🕝 🛱 🚳			
Address a http://testing1/travelink/Set	up/DirectoryListing.asp			✓ → Go L	inks » (🍃 SnagIt 🛛 🔠
Home Booking Search Qu	ote Search New Bookin	g Brochure Request Clien	ts	Reports Tools	Set Up	Support
Select 🗸						
Set Up						
Components	Lists	Configuration	Commercial	Maintenance		
Accommodation Availability	Accommodation Types	> Amadeus	Agency Groups	Data Checks		
Accommodation Master	> Airline	Bulletin Board	Agency Regions	Security UserGroup Security UserGroup Security	etup	
Accommodation	> Airports	Business Rules Setup	Cancellation Codes			
> Car Hire Setup	> Bank Accounts	Currency Conversion Rates	Commission Groups			
Coach Setup	Car Types	Currency Exchange Rate	Distribution Channels			
> Extras	Categories	Email Setup	> Master Agency Groups			
Flight Series	Comment Type Setup	Extract Rules	Suppliers			
Flight Setup	Company Setup	Flight Manager	(Tour Price Generator)			
Import Accommodation Prices	> Counties	Insurance Policy Versions				
> Insurance	Countries	Invoice Notes				
Package Setup	Credit Card Details	Ttinerary Notes	\sim			
> Tour Combinations	Flight Contract Types	Link Users To Products				
Tours Setup	Ground Handlers	New Quote Popup				
> Tours Setup - Advanced	> ICP XML Accounts	New Booking Popup				
Transfers	> Job Titles	New Option Popup				
Multiple Products	Languages	Package Adjustments				

Figure 7 - TPG in Travelink Setup



5.2 User Security Switches

There are two user security switches related to the TPG.

🗿 http://	/testing1/travelink/a	dmin.asp - Micr	osoft Internet Ex	plorer							
File Edit	View Favorites To	ools Help					hin fil		111		1
G Back	- 🔘 - 💌 🙎) 🏠 🔎 Sea	rch 🔶 Favorites	🙆 🍰 🎍	👿 • 🛄 🎯	12 3					
Address	http://testing1/travelin	k/admin.asp					Y 🔁	Go I	.inks » (ラ SnagIt 🗎	1
Home	Booking Search	Quote Search	New Booking	Brochure Reque	est Clients		Reports	Tools	Set Up	Support	
SDFTWA > Click Access	Here To Return To In Level 1 enabled	dex DK	Travelink A	ICP Connection Tes ICP Transaction Sta Security Set Up Administer Remote Basic Data Checks Data Dictionary Configure Style She Log File Viewer Report An Error Show Logged In Us Documents	t tts Scheduler eet ers						

Figure 8 - Link to Security Set Up

• Tour Price Generator – Setup

Only users with sufficient security level will be able to access the TPG link under Travelink Set Up.

• Tour Price Generator – Load Prices

The 'Load Prices' button will be disabled for users with insufficient security.



Home Booking Search Quote Search New Booking Brochure Request Clients

Reports Tools Set Up Support

>	Goto Users Section	
•	Goto Groups Section	1

Select... 🗸

Page	Security Level	Page	Security Level	
Admin Hold	L4 - Accounts 💌	Booking Search	Level 5	1
Client Search	Level 5 💌	Make Booking	Level 5	1
/iew Booking	Level 5 💌	Edit Costs in Booking Form	Level 5	1
liew Costs in Booking Form	*	Edit Prices in Booking Form	Level 5	1
/iew Prices in Booking Form	*	View Bonding in Booking Form	L1 - Hidden	1
Change Client on Confirmed Bookings	L10 - Product 🛛 👻	Remove Flight from Booking	L10 - Product	1
Client View	Level 5 💌 👻	Client Add	Level 5	1
Client Update	Level 15 💌	Agent View		1
Agent Add	L4 - Accounts 🛛 💌	Agent Update	Level 3	1
Option Expiry	L20 - Guests 💌	Waitlist		*
Crystal	~	Actions	L20 - Guests	4
atch File	L10 - Product 🗸	Reports	L10 - Product	1
Aarketing	Level 5	Settin	14 - Accounts	1
Suppliers Settin	14 - Accounts	Display Grids	120 - Guests	1
Change Elight Contract Allocations	14 - Accounts	Change Elight Contract Details	L4 - Accounts	
unange right Contract Allocations	L4 - Accounts	Undete Flight Contract Details	L4 - Accounts	_
(un magic wand on flights	L4 - Accounts 🛛 👻	Update Hight Details	L4 - Accounts	
dit Costings in Quote	Level 5 💌	View Costings in Quote		-
lide costs and margins in costing screen in quote	*	View Accounts	L10 - Product	1
1odify Availability	Level 5 💌	Add New Comment Type	L2 - Admin	1
elete Comment	L4 - Accounts 👻	Amend Comment	Level 5	1
atch Modify accommodation availability	Level 5 💌	Sales By Source Report	Level 5	1
Change flight Schedules	L10 - Product 🗸 🗸	Change Booking Pricing Type	L1 - Hidden	1
Override Change Over Day	Level 5 🗸 🗸	View CSC In NonTransacted Report	Level 5	1
Amend Manual Entry history items	Level 5 🗸	Allow Document Delete	L1 - Hidden	1
Sales Analysis Report	Level 5	Business Bules	11 - Hidden	•
	Lt - Hiddon	Amendments Report	Lovel E	
	L1 - Huden		Lever 5	
ar Hire Manifest	LIU - Product V	Flight Manifest	LIU - Product	
xtras Manifest	L10 - Product 💌	On Request Report	L10 - Product	1
lesort Report	L10 - Product 💌	Rooming List 1	L10 - Product	1
looming List 2	L10 - Product 💌	Supplier Report	L10 - Product	1
ransfer Manifest	L10 - Product 🛛 👻	Tours Manifest	L10 - Product	1
xtras By Supplier And Date	L10 - Product 🛛 👻	Accommodation Bookings Report	L10 - Product	1
Accommodation Bookings Report (by Resort)	L10 - Product 🛛 💌	Daily Bookings Report	Level 5	1
light Analysis	L10 - Product 🗸	Extras Revenue Report	L4 - Accounts	1
Component Cost Analysis	L4 - Accounts 🗸	Component Sales Analysis	Level 5	•
Thalet Sales Analysis	14 - Accounts	Accommodation Analysis Report	110 - Product	-
agent Sales Applysis	Lovel E	Realize Sales Report	L10 Product	
Agent Sales Analysis			LIG - Froduct	
our Sales Analysis	L10 - Product V	PNR Release	Level 5	_
1ail Status Changed	L10 - Product 💌	Agents Exception	L10 - Product	`
Deleted Flight Contracts Report	L10 - Product 💌	Travelink Generic Errors	L10 - Product	1
agents With No credit limit	L10 - Product 🛛 👻	Extras Use	L10 - Product	1
ares Period Summary	L10 - Product 🛛 👻	Accommodation Setup Report	L10 - Product	1
Accommodation Control Report	L10 - Product 🛛 💌	Fares Setup Report	L10 - Product	1
luid Accommodation Price Adjustments	Level 5 🗸	Resorts To Airports Report	L10 - Product	1
Resorts To Countries Report	L10 - Product 🗸	Tour Setup Extract	L10 - Product	1
Consortium Incentives Report	110 - Product 🗸	Quote Reports Menu	110 - Product	1
	L10 Product		Level 9	_
	L10 - Product	Baumant Dataila	LtO, Draduat	
voucher Dispatch	LIU - Product V	Payment Details	LIU - Product	
ravelink Tools	~	E-mail Audit Trail	Level 5	1
/iew Setup in Quote	L4 - Accounts 💌	Change Booked By	L4 - Accounts	1
inx Report	L1 - Hidden 💌	Sabre Flight Manifest	L10 - Product	1
1isc Flight	L1 - Hidden 🛛 👻	Misc Accommodation	L4 - Accounts	1
1isc Transfer	L4 - Accounts 🛛 👻	Misc Extra	L4 - Accounts	•
lisc Extra Type	L4 - Accounts 🗸 🗸	Misc Car Hire	L4 - Accounts	•
lisc Another	L1 - Hidden 💌	Alt Room Names	L1 - Hidden	1
wnamic Package Search	Level 5	Cancel Receipt	L1 - Hidden	-
dit Credit Card Surcharge field	L1 - Hidden	Manually Change Booking Product	14 - Accounts	_
an orone our our our ange neru	Ex - mouori	Accommodation Manual Load C	CF - MCCOUNTS	
	×	Accommodation Manual Load Screen		
Components		LINK Clients/Agents To Products		
ink Users To Products	· · · · · · · · · · · · · · · · · · ·		1	1
ink Users To Products Seneric Comment Checkbox Security	×	Change Agency Group		
ink Users To Products Seneric Comment Checkbox Security Commission Update Report	×	Change Agency Group Edit Receipt		1
Seneric Comment Checkbox Security Seneric Comment Checkbox Security Commission Update Report	· · · · · · · · · · · · · · · · · · ·	Change Agency Group Edit Receipt Coach Setup	Level 3	1

Figure 9 - Security Set Up

When the screen is first opened, the user will be presented with the following options:

5.3 Tour Master Search

It is possible to search for a tour master by **Season** and **Tour Name**. Search fields are in the form of drop down menus. Selecting a **Season** will narrow down the list of tours.

🗿 Tour Price Gener	rator BETA VERSION - Micr	osoft Internet Explo	rer		
			Tour Price Generator		
Travelink	Season Winter 07	Tour Load Existing	Select V Select Adventure Test Test tour	Tours Setup Edit	Add New File Delete Existing File Clone Existing File
			Thailand tour		Release 39 BETA Version 1
Figu	re 10 - Tour Mast	er Search			

5.4 Add New File

The **'Add New File'** link allows the user to create a new TPG file for the selected Tour. Click on this link and a new field will become available. Type the file name into it and click **'Save'**.

Tour Price Ger	nerator	
New File Name File 1	Save Cancel	
		Release 39 BETA Version 1
Turns the name of the file horn and	NH CAN	Release 39 BETA Ver:
	Tour Price Gen	Tour Price Generator New File Name File 1 Save Cancel

5.5 Load Existing File

Any files that were previously saved will appear in the **Load Existing** dropdown.

				Tour Price Ge	nerator		
	Season All	~	Tour	Test tour	×	Tours Setup	Add New File Delete Existing File
Taventik			Load Existing	Select	×	Edit	Clone Existing File
				File 1 File 2 File 3			Release 39 BETA Version 1
			/	7			
		/					

Figure 12 - Load Existing File

When the **Tour Master** and the **File** is selected, the Tour name and the file name will then be clearly displayed on the screen so that it is obvious which tour is being price modeled.



.

					Tour Price Gen	erator		
	1	Season	All	Tour	Test tour	*	Tours Setup	Add New File
ravenr	זא	-	-	Load Existing	File 1	~	Edit	Clone Existing File
est tour	- File	1						Release 39 BETA Vers
our Modellii	ng Mar	gin Curve	Results					
Tour Date	Places	Adult FI T	win Adult LO Twi	n Adult FI Single Adu	It LO Single			
2-Jan-2008	100	0	0	0 0	Сору			
9-Jan-2008	100	0	0	0				
16-Jan-2008	100	0	0	0				
23-Jan-2008	100	0	0	0				
30-Jan-2008	100	0	0	0				
6-Feb-2008	100	0	0					
13-Feb-2008	100	0	0	0				
20-Feb-2008	100	0	0	0				
27-Feb-2008	100	0	0	0				

Figure 13 - Tour name and File name

5.6 Delete Existing File

This link allows the user to delete a selected file.

🗿 Tour Price (Generato	or BETA VE	RSION - Micros	oft Internet Explo	rer					
						Tour Pric	e Generator			
Traveli	, k	Season All	*	Tour Load Existing	Test tour			*	Tours Setup Edit	Add New File Delete Existing File Clone Existing File
Test tour -	File 1	1								Release 39 BETA Version 1
Tour Modellin	g Mar	gin Curve R	esults							
Tour Date 2-Jan-2008 9-Jan-2008 16-Jan-2008 23-Jan-2008 30-Jan-2008 6-Feb-2008 13-Feb-2008 20-Feb-2008	Places 100 100 100 100 100 100 100	Adult FI Twin 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Adult LO Twin 4	Adult FI Single Adult 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	tt LO Single	Сору				
27-Feb-2008 Display Tour Passenger To	100 Dates tal Conti	0 ♥ (tic rol 0	0 < this box if you	want to use the to	ur departu	re dates)				

Figure 14 - Delete Existing File

Clicking on the 'Delete Existing File' link will display a warning check:





Figure 15 - Delete Existing file warning message

Note:

It will not be possible to delete the existing file if the 'Load Prices' program was already run for this file. See Section 5.12 Load Prices.

5.7 Clone Existing File

This link will allow a user to clone details from the selected file into a new file. At first, it will also show a warning "Are you sure you wish to clone this file?" If the user clicks **'OK'**, all data stored in 'Tour Modelling' and 'Margin Curve' will get copied into the new cloned record and the new cloned file will be displayed. The user can then make any necessary amendments and then re-run the TPG. (It will not clone any details in the 'Results'.)

🕘 Tour Price C	Generati	or BETA	VERSION - Micro	soft Internet Ex	plorer				
						Tour Pric	e Generator		6
Traveli	, k	Season	All 💌	Tour Load Existin	Test tour		~	Tours Setup Edit	Add New File Delete Existing File <u>Clone Existing File</u>
Test tour -	File :	1							Release 39 BETA Version 1
Tour Modellin	ig Man	gin Curve	Results						
Tour Date	Places	Adult FI T	win Adult LO Twin	Adult FI Single A	dult LO Single				
2-Jan-2008	100	50	0	0	0	Сору			
9-Jan-2008	100	50	0	0	0				
16-Jan-2008	100	50	0	0	0				
23-Jan-2008	100	50	0	0	0				
30-Jan-2008	100	50	0	0	0				
6-Feb-2008	100	50	0	0	0				
13-Feb-2008	100	50	0	0	0				
20-Feb-2008	100	50	0	0	0				
27-Feb-2008	100	50	0	0	0				
Display Tour	Dates tal Cont	rol 50	(tick this box if yo	u want to use the	tour departur	e dates)	,		

Figure 16 - Clone Existing File



					Tour Price Gene	rator		
raveli	k s	Season [4II 💌	Tour	Test tour	~	Tours Setup	Add New File Delete Existing File
raven	In			Load Existing	File 1 CLONE	*	Edit	Clone Existing File
o ot tour	File							
est tour	- rile .	I GLON	5					Release 39 BETA Vers
our Modellii	ng Man	gin Curve	Results					
Tour Date	Places	Adult FI T	win Adult LO Twin	Adult FI Single Adu	ult LO Single		-	
2-Jan-2008	100	50	0	0	Сору		New Clone	d file is displayed.
9-Jan-2008	100	50	0	0 0			Use the 'E	dit' link to amend the File name.
16-Jan-2008	100	50	0	0 0			en	
23-Jan-2008	100	50	0	0 0				
30-Jan-2008	100	50	0	0 0				
6-Feb-2008	100	50	0	0 0				
13-Feb-2008	100	50	0	0 0				
20-Feb-2008	100	50	0	0 0				
	100	50	0	0 0				

Figure 17 - Clone Existing File – Edit the File name

The TPG screen contains the following main sections, separated into 3 tabs:

- Tour Modelling
- Margin Curve
- Results

🗿 Tour Price Generato	r BETA VERSION - Microsoft Internet	Explorer					- 6 🛛
			Tour Price G	enerator			~
Travelink	Season All	Tour Load Existin	Test tour	V T	ours Setup dit	Add New File Delete Existing File Clone Existing File	
Test tour - File 1							Release 39 BETA Version 1
Tour Modelling Margin	Curve Results						
Figu	ıre 18 - TPG tabs						

5.8 Tour Modelling

The modelling section is setup in a grid style. All price types that have been set up in Tour Setup will be displayed in the tour modeling section as column headers.



Tour Master Set-up - I	Microsoft Internet Exp	lorer									
Travelink	Season All	*	Tour Test tour	8		~	🔲 View Suppr	essed Tours			20 Recent Tours
	Test tour										Release 39 BETA Version 1
Inventory Summary	Price Types	0									
Tour Prices Tour Costs	Base Twin	Туре	0ccl	upancy Delete							
Flights Accommodation Extras	Set-up Child Pric	es [Add							
Car Hire Price Type Matrix	Price Component	s Separately	3								
Documentation	Commission Gro	up 🤮	Select	×							
Search Attributes	Prices							*	/		
Audit Actions	Departure From	Departure To	Booking From	Booking To	Currency	Adult FI Twin	Adult LO Twin	Adult FI Single	Adult LO Single		
Leaders	1-Jan-2007	1-Jan-2009	1-Jan-1900	1-Jan-2020	GBP 💙	0] [0	0	0	Delete	
Individual Tour Dates			1-Jan-1900	1-Jan-2020	GBP 💌]			Add	

Figure 19 - Price types in Tour Setup

						Tour Price G	enerator			
Traveli	ik	Seaso	in All	~	Tour Load Existing	Test tour File 1	*	Tours Setup Edit	Add New File Delete Existing File Clone Existing File	
est tour	- File	1								Release 39 BETA Version 1
Four Modellin	ng Mar	gin Curve	Results							
Tour Date	Places	Adult FL Twi	Adult LO T	win Adult FL Sin						
2-Jan-2008	100	0	0			Сору				
9-Jan-2008	100	0	0	0	0					
16-Jan-2008	100	0	0	0	0					
23-Jan-2008	100	0	0	0	0					
30-Jan-2008	100	0	0	0	0					
6-Feb-2008	100	0	0	0	0					
13-Feb-2008	100	0	0	0	0					
20-Feb-2008	100	0	0	0	0					

Figure 20 - Price types in Tour Modeling

The left axis of the Tour Modelling grid shows either **Individual Tour Dates** or **Date bands (From and To)**.

When the Tour Modelling screen is first loaded, the default is to display all individual tour dates for the selected Tour Master record. This default is controlled via the **Display Tour Dates** tick box. See Figure 21 - Display Individual Tour Dates in Tour Modelling. When the **Display Tour Dates** tick box is switched in (showing individual tour dates), as each date is a tour date, it cannot be removed or edited.

				Tour Price Ge	enerator			
fravelińk	Season All	×	Tour Load Existing	Test tour File 1	> >	Tours Setup Edit	Add New File Delete Existing File Clone Existing File	
est tour - File 1	2							Release 39 BETA Versi
our Modelling Marg	in Curve Results							
1.00								
Tour Date Places	Adult FI Twin Adult LO	Twin Adult FI Single	Adult LO Single					
2-Jan-2008 100		0		Copy				
9-Jan-2008 100		0	0					
L6-Jan-2008 100		0	0					
23-Jan-2008 100		0	0					
30-Jan-2008 100	0	0	0					
S-Feb-2008 100	0	0	0					
13-Feb-2008 100	0 0	0	0					
20-Feb-2008 100	0 0	0	0					
27-Feb-2008 100	0 0	0	0					

Figure 21 - Display Individual Tour Dates in Tour Modelling



When the **Display Tour Dates** tick box is switched out, date bands can be manually entered. When date bands are used, rows are editable and the user is able to add and remove rows.

			Tour Price Generator			
ravelink	Season All	Tour	Test tour	V Tours Setu	p Add New File Delete Existing File Clone Existing File	
est tour - File	1	Load Existing	110 1	Edit		Release 39 BETA Version 1
our Modelling Mar	gin Curve Results					
Tour Date From T	our Date To Places Adult FI T	win Adult LO Twin Adult FI Sing	le Adult LO Single			
			Add			
Display Tour Dates	$\Box_{\mathbf{x}}$ (tick this box if you w	ant to use the tour departure d	ates)			
Passenger Total Cont	rol 0					
* Please pote all va	lues must match the occupancy of	of the priving type				
FIRASE LIDE, AU VA.	rues must match the occupancy t	n are pricing cype.				

Under each of the price type results is a blank field large enough to take 2 digits. This is repeated for each date band. These empty fields are used to enter expected passenger uptake numbers on the tour.

E.g. if there are 100 places on the tour, it is expected that 30 passengers will be 'Adult FI Twin', 10 passengers will be 'Adult LO Twin', 1 passenger will be 'FI Adult FI Single' and so on.

Populate the first row of these fields, and then use the **'Copy'** button to copy the values down to all other rows.

a rour Frice General	OF BE LA VERSION - MICTO	osoft internet exptorer					_ ē 🔀
			Tour Price G	enerator			<u> </u>
Travelink	Season All	✓ Tour Load Existing	Test tour File 1	V To	ours Setup dit	Add New File Delete Existing File Clone Existing File	
Test tour - File	1						Release 39 BETA Version 1
Tour Modelling	rgin Curve Results						
Tour Date Places	Adult FI Twin Adult LO Twin	Adult FI Single Adult LO Single	_				
2-Jan-2008 100	10	1 1	Copy /				
9-Jan-2008 100			Commenter of	Land Contract			
23-Jan-2008 100			microsof	r internet Explorer			
30-Jan-2008 100	0	0 0	2	The occupancy figures will	be copied to all dat	e bands	
6-Feb-2008 100	0 0	0 0					
13-Feb-2008 100	0 0	0			Cancel		
20-Feb-2008 100							
Display Tour Dates	V (tick this hav if us	o o	Controls				
Passenger Total Cont	trol 42	ou want to use the tour departure	uates)				
-							
Cour Price Generat	OF HELA VERSION - MICTO	nsott Internet Explorer					
		son memer expore	Tour Drico C	operator			
			Tour Price G	enerator			
Comme Live	Season All	Tour	Tour Price G	enerator	ours Setup	Add New File	
Travelink	Season All	Tour Load Existing	Tour Price G	enerator Ta	ours Setup dit	Add New File Delete Existing File Clone Existing File	
Travelink	Season All	Tour Load Existing	Tour Price G	enerator Ta Ed	ours Setup dit	Add New File Delete Existing File Clone Existing File	Release 39 BETA Version 1
Travelink Test tour - File	Season All	Tour Load Existing	Tour Price G	enerator V To V Ed	ours Setup dit	Add New File Delete Existing File Clone Existing File	Release 39 BETA Version 1
Travelink Test tour - File Tour Modelling	Season All 1 gin Curve Results	Tour Load Existing	Tour Price G	enerator V To V Ed	burs Setup dit	Add New File Delete Existing File Clone Existing File	Release 39 BETA Version 1
Travelink Test tour - File Tour Modelling Mar	Season All I gin Curve Results Adult FI Twin Adult LO Twin	Tour Load Existing	Tour Price G	enerator V To Ed	purs Setup dit	Add New File Delete Existing File Clone Existing File	Release 39 BETA Version 1
Test tour - File Tour Date Places 2-Jan-2008 100	Season All I gin Curve Results Adult FI Twin Adult LO Twin 30 10	Tour Load Existing	Tour Price G	enerator V To Ed	ours Setup dit	Add New File Delete Existing File Clone Existing File	Release 39 BETA Version 1
Tour Date Places 2-Jan-2008 100 9-Jan-2008 100	Season All I rgin Curve Results Adult FI Twin Adult LO Twin 30 10	Tour Load Existing	Tour Price G	enerator Te	ours Setup dit	Add New File Delete Existing File Clone Existing File	Release 39 BETA Version 1
Tour Date Places 2-Jan-2008 100 9-Jan-2008 100 16-Jan-2008 100	Season All I rgin Curve Results Adult FI Twin Adult LO Twin 30 10 30 10 10	Adult FI Single Adult LO Single	Test tour	enerator To	dit	Add New File Delete Existing File Clone Existing File	Release 39 BETA Version 1
Tour Nodelling Mar Tour Modelling Mar Tour Date Places 2-Jan-2008 100 9-Jan-2008 100 23-Jan-2008 100 23-Jan-2008 100	Season All 1	Adult FI Single Adult LO Single	Tour Price G	enerator To Ed	ours Setup dit	Add New File Dalete Existing File Clone Existing File	Release 39 BETA Version 1
Tour Date Places 2-Jan-2008 100 9-Jan-2008 100 23-Jan-2008 100 6-Jan-2008 100 23-Jan-2008 100 6-Jan-2008 100 23-Jan-2008 100 23-Jan-2008 100 23-Jan-2008 100 26-Jan-2008 100	Season All 1	Adult FI Single Adult LO Single	Tour Price G	enerator To Ed	burs Setup dit	Add New File Delete Existing File Clone Existing File	Release 39 BETA Version 1
Tour Date Places 2-Jan-2008 100 9-Jan-2008 100 16-Jan-2008 100 30-Jan-2008 100 16-Jan-2008 100 30-Jan-2008 100 30-Jan-2008 100 13-Feb-2008 100	Season All I Image: Curve Results Adult FI Twin Adult LO Twin 20 10 30 10 30 10 30 10 30 10 30 10 30 10	Image: Adult FI Single Adult LO Single Adult FI Single Adult LO Single 1 1 1 1 1 1 1 1 1 1	Tour Price G	enerator To Ed	Jurs Setup	Add New File Delete Existing File Clone Existing File	Release 39 BETA Version 1.
Tour Date Places 2-Jan-2008 100 9-Jan-2008 100 23-Jan-2008 100 16-Jan-2008 100 30-Jan-2008 100 13-Feb-2008 100 13-Feb-2008 100 20-Feb-2008 100	Season All I Image: Curve Results Adult FI Twin Adult LO Twin 30 10 30 10 30 10 30 10 30 10 30 10 30 10 30 10 30 10	Tour Load Existing Adult FI Single Adult LO Single L L L L L L L L L L L L L L L L L	Tour Price G	enerator To	purs Setup	Add New File Delete Existing File Clone Existing File	Release 39 BETA Version 1
Tour Date Places 2-Jan-2008 100 9-Jan-2008 100 23-Jan-2008 100 16-Jan-2008 100 23-Jan-2008 100 23-Jan-2008 100 20-Feb-2008 100 20-Feb-2008 100 20-Feb-2008 100 20-Feb-2008 100	Season All 1 Image: Curve Results Adult FI Twin Adult LO Twin 30 10 30 10 30 10 30 10 30 10 30 10 30 10	Tour Load Existing Adult FI Single Adult LO Single L <td>Tour Price G</td> <td>enerator To</td> <td>purs Setup</td> <td>Add New File Delete Existing File Clone Existing File</td> <td>Release 39 BETA Version 1</td>	Tour Price G	enerator To	purs Setup	Add New File Delete Existing File Clone Existing File	Release 39 BETA Version 1
Tour Date Places 2-Jan-2008 100 9-Jan-2008 100 23-Jan-2008 100 23-Feb-2008 100 Display Tour Dates 100	Season All 1	Y Tour Load Existing Adult FI Single Adult LO Single 1 1 1	Tour Price G	enerator To Ed	purs Setup it	Add New File Delete Existing File Clone Existing File	Release 39 BETA Version 1

Figure 23 – 'Copy' button in Tour Modeling



Data validation operates on these fields. Numbers entered need to match against occupancy set up.

E.g. If a 'twin' price type has been assigned an occupancy of 2, then only multiples of 2 may be entered in that field. Where occupancy = 1 then any number, if occupancy = 3 then only multiples of 3 and so on. If validation rejects a number then the system will display a message stating the occupancy amount and numbers allowed.

🗿 Tour Price Generato	or BETA VERSION - N	Microsoft Internet Explorer				- a 🗙
			Tour Price Generator			1
Travelink	Season All	Tour Load Existing	Test tour File 1	Tours Setup	Add New File Delete Existing File Clone Existing File	
Test tour - File 1	l	ţ.				Release 39 BETA Version 1
Tour Modelling Marg	gin Curve Results					
Tour Date Place 2-Jan-2008 100 9-Jan-2008 100 16-Jan-2008 100 23-Jan-2008 100 30-Jan-2008 100 30-Jan-2008 100 30-Jan-2008 100 10-Jan-2008 100 20-Jan-2008 100 20-Feb-2008 100 20-Feb-2008 100 27-Feb-2008 100 Display Tour Dates Passenger Total Contr Save ** ** Please note, all val ** All rows must match	Adult FI Twin Adult LO	Twin Adult FI Single Adult LO Single	Copy match the occupancy of 2 for this price type			

Figure 24 - Occupancy validation message

There is also a **Passenger Total Control** feature on this screen which will ensure that the total number of passengers required for modeling is correct on each departure date (see Figure 25 - Passenger Total Control).

Tour Price C	General	or BETA	VERSION - Mi	icrosoft Interne	t Explorer					
						Tour Price	Generator			
Traveli	ik	Sea	son All	×	Tour Load Existing	Test tour File 1	×	Tours Setup Edit	Add New File Delete Existing File Clone Existing File	
Test tour -	- File	1								Release 39 BETA Version 1
Tour Modellin	g Ma	rgin Curve	Results							
		a la la craz								
2-1an-2008	Places	Adult FI IN	VIN Adult LO II		Ine Aduit LO Single	Copy				
9-1ap-2008	100	30	10	1		COPY				
16-1ap-2008	100	30	10	1	1					
23-1ap-2008	100	30	10	1	1					
30-Jan-2008	100	30	10	1	1					
6-Feb-2008	100	30	10	1	1					
13-Feb-2008	100	30	10	1	1					
20-Feb-2008	100	30	10	1	1					
27-Feb-2008	100	30	10	1	1					
Display Tour Passenger To	Dates tal Con	♥ (trol 42	tick this box i	f you want to us	e the tour departure d	lates) Control is set to 42.				
				There	tore the passenger hu	impers on each departur	e date must add to 4.	2.)		
C 0111										
Save										
** Please note ** All rows mi	e, all va	lues must n	natch the occu	pancy of the pri-	sing type.					

Figure 25 - Passenger Total Control

If the passenger total numbers do not add up to the number entered in **Passenger Total Control** the system will display the following message:





Figure 26 - Passenger Total Control Warning message

5.9 Margin Curve

The **Margin Curve** section gives the ability to apply seasonal mark ups (or margins) to the costs. The user will need to work through the screen from top to bottom and hit **'Save'** at the end.

5.9.1 **Departure Dates**

The user can either enter the departure date bands in manually or pull the Departure Dates automatically from the Tour Modeling section by using the **'Get Dates'** button.

			Tour Price Gen	nerator			(ت) بل
Travelink	Season All 💌	Tour Load Existing	Test tour File 1	>	Tours Setup Edit	Add New File Delete Existing File Clone Existing File	
est tour - File 1	l	N.					Release 39 BETA Version 1
our Modelling Margi	n Curve Results	-					
Margin Calculation Include Supplements Booked Date From Booked Date To Round Prices by Selling Currency Comments	LO 0 V (use the percentage as total i V (include mandatory + condition 1-Jan-1900 1-Jan-2020 0 (Use 1-10 positive or nega GBP V Get Dates (Pull departure Dat	0 Add margin, rather than markup nal supplements in accom tive values to round to nea es from Tour Modelling)	when generating prices) cost calculations) rest pound. Enter 0 for no ro	Eithe Date	er type Date Bands in 9° button to pull Date	n manually or use the 'Get is from the 'Tour Modelling'	

Figure 27 - Departure Dates in Margin Curve

Each date (band) will need to be listed twice, once for LO and once for FI. Each date (band) also allows the user to enter **Amount** and **Percentage**.

5.9.2 Mark-up or Margin Calculations

The figure entered under the **Percentage** field will be the 'mark up' calculation, unless the user ticks the **Margin Calculation** tick box underneath the grid.

If the **Margin Calculation** tick box is switched in, the **Percentage** field will use 'margin' percentage calculation (instead of 'markup').

5.9.3 Include Supplements

When this is ticked, the system will also include mandatory and conditional supplements in the accommodation cost calculation.

5.9.4 Booked Dates (From – To)

This field defaults to 1/1/1900 - 1/1/2020. The user can amend the booked dates and separate TPG files can be created for different booking periods.



5.9.5 Round Prices By

The Round Prices by field allows the user to enter figures between 1 - 10. (Positive or Negative). Enter zero for no rounding.

E.g.: If Round prices by is set up to 9; and TPG calculates the price to be \pm 503.84, the final price will show as \pm 509.00

5.9.6 Selling Currency

The default selling currency which will be used by the TPG when creating selling prices will be the system base currency as set in Business Rules. This is in the Accounts section and is called 'Default currency for prices' (this will be Sterling for most UK operators but will be other currencies for non UK Tour operators).

5.9.7 Comments

A free type comments field allows text to be typed and saved (up to a 10000 character limit).

						ator			
ravelink	Season	All	•	Tour Load Exis	sting	*	Tours Setup Edit	Add New File Delete Existing File Clone Existing File	
st tour - Fil	e 1								Release 39 BETA Versio
ur Modelling Ma	rgin Curve Re	esults							
eparture From	Departure To	Type (FI/L	.0) Amount	Percentage	e				
1-Jan-2008	1-Mar-2008	FI	0	20	Delet				
1-Jan-2008	1-Mar-2008	LO	0	20	Delet				
argin Calculation	(use th	LO ne percenta	0 ge as total r	0 nargin, rathe	Add er than	ces)			
argin Calculation Include Supplement ooked Date From ooked Date To ound Prices by elling Currency	 ✓ (use the second secon	LO te percentar e mandator e 1-10 posit	ge as total r y + conditio] ive or nega	0 margin, rathe onal supplem tive values to	Add er than nents ir to round	ces) or no rounding)			

5.10 Results

It is now be possible to run the calculation to generate prices. The **'Run TPG'** button will calculate costs based on the Tour Modeling and produce a display of results for each individual tour departure date. This function will be used to run a calculation which marks up costs into prices.



						Тс	our Price G	ienerator				
		Season A		Tour		Test tour		*	Tours Setup	Add New File		
ave	elink			Load	Existing	File 1		~	Edit	Clone Existing File		
st to	our - File 1										Release S	9 BETA Version
Mod	elling Margin Cu	rve Result	s									
Ru	n TPG		Click on Ru	n TPG' button	; the syst	em will displa	ay the mess	sage below:				
our	Total Cost for T	otal Cost for	Total Cost for	FI Margin	FI Margin	LO Margin	LO	Total revenue for	Total profit for	Total Per-Person profit	Overall	Calculation
ate	the Tour	Adult FI	Adult LO	Amount	%	Amount	Margin %	departure	departure	for departure	Margin	Breakdown
ocur												
Save	Load Price	Audit			1	2						
				Microsoft	Internet	Explorer						
				9				21 1000 00100				
				\bigcirc	This will rem	ove all existing	results on thi	s file. Do you wish to co	ntinue?			
						ОК	Canc	el				
						ОК	Canc	el				
						ОК	Canc	el				

Figure 29 - Run TPG

								Tour Pri	ce Generato	or						
The second		Season [All	*	Tou	r	Test to	our		*	Tours Setup	Add Ne	w File Existing Fil	e		
avenn	ĸ				Loa	d Existing	File 1			*	Edit	Clone	Existing File			
st tour -	t tour - File 1 Release 39 BETA Version 1															
Modelling Margin Curve Results																
Modelling Margin Curve Results																
Kull IFG							1			1				Tabel Day		
	Total Cost	Total	Total	FI	FI	LO	LO	Adult FI	Adult LO	Adult FI	Adult LO	Total	Total	Percon	Overall	Calculatio
our Date	for the	Cost for	Cost for	Margin	Margin	Margin	Margin	Twin Sell	Twin Sell	Single Sell	Single Sell	revenue for	profit for	profit for	Margin	Breakdow
	Tour	Adult FI	Adult LO	Amount	%	Amount	%	Price	Price	Price	Price	departure	departure	departure	1.000	
-Jan-2008	23477.86	19578.42	3899.44	4940.58	20.15	989.56	20.24	789.00	439.00	849.00	499.00	29408.00	5930.14	141.19	20.17	View
-Jan-2008	21927.86	18028.42	3899.44	4630.58	20.44	989.56	20.24	729.00	439.00	789.00	499.00	27548.00	5620.14	133.81	20.40	View
6-Jan-2008	21927.86	18028.42	3899.44	4630.58	20.44	989.56	20.24	729.00	439.00	789.00	499.00	27548.00	5620.14	133.81	20.40	View
3-Jan-2008	21927.86	18028.42	3899.44	4630.58	20.44	989.56	20.24	729.00	439.00	789.00	499.00	27548.00	5620.14	133.81	20.40	View
0-Jan-2008	21927.86	18028.42	3899.44	4630.58	20.44	989.56	20.24	729.00	439.00	789.00	499.00	27548.00	5620.14	133.81	20.40	View
-Feb-2008	21927.86	18028.42	3899.44	4630.58	20.44	989.56	20.24	729.00	439.00	789.00	499.00	27548.00	5620.14	133.81	20.40	View
3-Feb-2008	21927.86	18028.42	3899.44	4630.58	20.44	989.56	20.24	729.00	439.00	789.00	499.00	27548.00	5620.14	133.81	20.40	View
0-Feb-2008	21927.86	18028.42	3899.44	4630.58	20.44	989.56	20.24	729.00	439.00	789.00	499.00	27548.00	5620.14	133.81	20.40	View
7-Feb-2008	21927.86	18028.42	3899.44	4630.58	20.44	989.56	20.24	729.00	439.00	789.00	499.00	27548.00	5620.14	133.81	20.40	View
	198900 74							L. Street			-	240702.00	E0001 26		20.27	

Figure 30 - TPG Results

The calculation principle is - Using the pax uptake values in the 'Tour Modelling' section, work out:

Component costs

Component costs will be calculated as per components data set up. This is only relevant to components flagged in the Price Type Matrix as tour 'Mandatory' and tour 'Default' components. Any 'Optional' or 'Hidden' components will not be included.

Where a price type has an occupancy attributed to it, the component cost will be based on that occupancy for that price type. E.g. If price type 'twin' has occupancy = 2, then cost will be 2 adults in that room. Mixing adults and children in rooms is out of scope of this functionality.

This occupancy factor is relevant for accomm and car hire, but not for flights and extras. The local currency costs will be converted to base currency using the exchange rate table, so that base currency costs for each component are calculated.



- Tour costs
- 1. Per Person Tour Costs

Simple per person costs will be calculated.

Also the passenger range function (if set up) will calculate the per person cost based on the uptake predicted in the modeling section.

Adult and child values will also be respected (where set up).

The local currency costs will be converted to base currency using the exchange rate table, so that base currency costs for each cost are calculated.

2. Per Tour Costs

Simple per tour costs will be calculated.

Also the passenger range function (if set up) will calculate the per tour cost based on the uptake predicted in the modeling section.

For the purpose of modeling, each per tour cost will be equally divided between the predicted passengers for display in the results section.

The local currency costs will be converted to base currency using the exchange rate table, so that base currency costs for each cost are calculated.

Mark ups

Once the costs have been calculated the Margin Curve will apply the mark up to the individual tours. A different mark up may exist for LO and FI and date bands.

The **'Calculation Breakdown – View'** link will show a summary and also detailed breakdown of all costs and calculations of how exactly prices are arrived at.

The **Amount** and **Percentage** fields (under **Margin Curve** screen) can be either or both populated and will thus give a calculation of:

add base currency amount (if not populated then adds zero) then apply a mark up (or margin) percentage.

Prices for all price types set up for that tour will then be generated.

Using the rounding field (when positive) the tour prices will round up. E.g. if a 9 is in the rounding field, then a tour price of 2341.64 will round up to 2349.00 Using the rounding field (when negative) the tour prices will round down. E.g. if a -9 is in the rounding field, then a tour price of 2341.64 will round down to 2339.00

Where the component and tour cost are attributed to Adult, Child, FI or LO, then the calculation needs to use the correct data.

E.g. If a per person tour cost is set to 'FI' and 'All Pax' then the TPG will use that cost for both Adult and Child prices for the FI price type only.

The same applies for the 'price type' which is attributed to each cost and component.

The results section will be shown in a grid. Individual tour departure dates will run down the left axis, the column headers will show the following data in the following order (left to right):

Note:

All values in the results screen will show in the system base currency (GBP in this example).

Where one 'Standard' price type is used:

Total Cost for the Tour = (all component + tour costs * modeling value) **Total Costs for Adult** = (all adult component + adult tour costs * all adult value) **Margin Amount** = (Total revenue for departure – Total Cost for the Tour)



Margin % = (Margin Amount / Total Revenue * 100) Adult Standard Price (Editable) Total revenue for departure = (Total Cost for the Tour plus Mark up (or Margin))

Total profit for departure = (*Total Cost for the Total Plus Mark up* (or Margin)) **Total profit for departure** = (*Total revenue for dept – Total Cost for the tour*) **Total per-person profit for departure** = (*Total profit for dept / modeling value*) **Overall Margin** = (*Total profit for departure / Total revenue for dept * 100*)

🗿 Tour Master Set-up - Mi	rosoft Internet Explorer			
Travelink	Season All 💌 Tour Sur	f Adventure	View Suppressed Tours	20 Recent Tours
	Surf Adventure			Release 39 BETA Version 1
Inventory Summary	Price Types 🍈			
Tour Prices Tour Costs	Base Type	Occupancy 2 Delete		
Flights Flight Series Sectors Accommodation Extras	Set-up Child Prices			
Car Hire	Commission Group Select	~		
Price Type Matrix				
Documentation •	Prices			
Search Attributes •	Departure From Departure To Booking F	rom Booking To	Currency Adult Standard	
Audit	1-Jan-2007 1-Jan-2009 1-Jan-190	00 1-Jan-2020	GBP 👻 🚺 Delete	
Figure	31 - Standard price types	in Tours Se	t Up	

					Tou	r Price Generator					
-	Seasor	All	~	Tour	Surf Adventur	e	~	Tours Setup	Add New File Delete Existing File		
avenn	ĸ			Load Existin	File 1	*	Edit	Clone Existing File			
f Adven	iture - File 1									Releas	e 39 BETA Version
Modelling	Margin Curve R	esults									
Pup TPG											
Kull IFG	Total Cost for the	Total Cost for	Margin		Adult Standard Sell	Total revenue for	Total	profit for	Total Per-Person profit	Overall	Calculation
our Date	Tour	Adult	Amount	Margin	Price	departure	de	parture	for departure	Margin	Breakdown
Jan-2008	31322.86	31322.86	237.14	0.75	789.00	31560.00	237.1	14	5.93	0.75	View
Jan-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.1	L4	5.93	0.80	View
6-Jan-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.1	L4	5.93	0.80	View
3-Jan-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.1	14	5.93	0.80	View
D-Jan-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.1	L4	5.93	0.80	View
Feb-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.1	L4	5.93	0.80	View
3-Feb-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.1	14	5.93	0.80	View
0-Feb-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.1	L4	5.93	0.80	View
7-Feb-2008	29322.86	29322.86	237.14	0.80	739.00	29560.00	237.1	14	5.93	0.80	View
	265905.74					268040.00	2134.	26		0.80	

Figure 32 - TPG results for Standard Price Types

Where LO and FI are used:

Total Cost for the Tour = (Total Cost for FI + Total Cost for LO) Total Cost for FI Total Cost for LO FI Margin Amount = (Total FI price for the Tour – Total FI Cost for the Tour) FI Margin % = (FI Margin Amount / Total FI price * 100) LO Margin Amount = (Total LO price for the tour – Total LO Cost for the Tour) LO Margin % = (LO Margin Amount / Total LO price * 100) FI Price (Editable) LO Price (Editable) Total revenue for departure = (Total Cost for the Tour + Mark up (or Margin as per Margin Curve set up)) Total profit for departure = (Total revenue for dept – Total Cost for the tour)



Total per-person profit for departure = (Total profit for dept / total of modeling values)

Overall Margin = (Total profit for departure / Total revenue for dept * 100)

🖄 Tour Master Set-up - M	ur Master Sel-up - Microsoft Internet Explorer Season Image: Season <th></th>	
Travelink	Season 🛛 All 💌 Tour. Thailand Adventure 💟 🗌 View Suppressed Tours	20 Recent Tours
	Thailand Adventure	Release 39 BETA Version 1
Inventory Summary	Price Types 🕡	
Tour Prices Tour Costs	Base Type Occupancy Standard 2 Delete Select Add	
Flights Flight Series Sectors Accommodation Extras Car Hire Cruise	Set-up Child Prices Set-up LO/ FI Prices Price Components Separately Commission Group Select	
Price Type Matrix Documentation	Prices	
Search Attributes	Departure From Departure To Booking From Booking To Currency Adult FI Adult LO Standard Standard	
Audit Actions Leaders	1.3an-2007 1.3an-2009 1.3an-1900 1.3an-2020 GBP V 0.00 0.00 Delete 1.3an-1900 1.3an-2020 GBP V Add	
Individual Tour Dates	Save	

Figure 33 - LO / FI price types in Tours Set Up

							Tour	Price Generat	or					
avelin	k s	eason All		т	our	Thaila	nd Advent	ture	¥	Tours Setup	Add New Fi Delete Exis	ile ting File		
Load Existing File 1 Edit Clone Existing File														
ailand Adventure - File 1 Release 39 BETA Version 1														
r Modelling Margin Curve Results														
Run TPG								1	L.					
our Date	Total Cost for the Tour	Total Cost for Adult	Total Cost for Adult	FI Margin Amount	FI Margin	LO Margin Amount	LO Margin	Adult FI Standard Sell	Adult LO Standard Sel	Total revenue	Total profit for	Total Per- Person profit	Overall Margin	Calculation
		FI	LO		%		%	Price	Price	Tel acpartare	departure	for departure	(including)	a second second
-Jan-2008	28197.86	24798.28	3399,57	6199.57	20.00	849.89	20.00	774.95	424.95	35247.32	7049,46	140.99	20.00	View
-Jan-2008	26197.86	22798.28	3399.57	5699.57	20.00	849.89	20.00	712.45	424.95	32747.32	6549.46	130.99	20.00	View
6-Jan-2008	26197.86	22798.28	3399,57	5699.57	20.00	849,89	20.00	712.45	424.95	32747.32	6549,46	130.99	20.00	View
3-Jan-2008	26197.86	22798.28	3399.57	5699.57	20.00	849.89	20.00	712.45	424.95	32747.32	6549,46	130.99	20.00	View
0-Jan-2008	26197.86	22798.28	3399,57	5699.57	20.00	849.89	20.00	712.45	424.95	32747.32	6549.46	130.99	20.00	View
-Feb-2008	26197.86	22798.28	3399.57	5699.57	20.00	849.89	20.00	712.45	424.95	32747.32	6549,46	130.99	20.00	View
3-Feb-2008	26197.86	22798.28	3399,57	5699.57	20.00	849.89	20.00	712.45	424.95	32747.32	6549.46	130.99	20.00	View
0-Feb-2008	26197.86	22798.28	3399.57	5699.57	20.00	849.89	20.00	712.45	424.95	32747.32	6549,46	130.99	20.00	View
7-Feb-2008	26197.86	22798.28	3399.57	5699.57	20.00	849,89	20.00	712.45	424.95	32747.32	6549.46	130.99	20.00	View
		0.000	2.20.010.00	0.0000000	1720023	0.0208.000	100000	1 1 1 1 1 1 1 1	1 10000000	003005.00		0.00000		1918-11

Figure 34 - TPG Results for LO/FI price types

Where Adult and Child and LO and FI price types are used:

Total Cost for the Tour = (Total Cost for Adt FI + Child FI + Adult LO + Child LO) Total Cost for Adult FI Total Cost for Child FI Total Cost for Adult LO Total Cost for Child LO FI Margin Amount = (Total FI price for the Tour – Total FI Cost for the Tour) FI Margin % = (FI Margin Amount / Total FI price * 100) LO Margin Amount = (Total LO price for the tour – Total LO Cost for the Tour) LO Margin % = (LO Margin Amount / Total LO price * 100) Adult FI Price (Editable) Child FI Price (Editable) Adult LO Price (Editable)



Child LO Price (Editable)

Total revenue for departure = (Total Cost for the Tour + Mark up (or Margin as per Margin Curve set up))

Total profit for departure = (Total revenue for dept – Total Cost for the tour) **Total per-person profit for departure** = (Total profit for dept / total of modeling values)

Overall Margin = (Total profit for departure / Total revenue for dept * 100)

🖄 Tour Master Set-up - M	Aicrosoft Internet Explor	er								
Travelink	Season All	v	our Asia Tour	6		× [View Suppr	essed Tours		20 Recent Tours
	Asia Tour								Relea	se 39 BETA Version 1
Inventory Summary	Price Types	0	/							
Tour Prices Tour Costs Flight Series Sectors Accommodation Extras Car Hire Cruise	Base Standard Select Set-up Child Prices Set-up LO/ FI Prices Price Components S Commission Group	Type V V eparately Se	lect	Delete Add						
Price Type Matrix	Prices									
Search Attributes	Departure From E	eparture To	Booking From	Booking To	Currency	Adult FI Standard	Child FI Standard	Adult LO Standard	Child LO Standard	
	1-Jan-2007 1	-Jan-2009	1-Jan-1900	1-Jan-2020	GBP 😽	0.00	0.00	0.00	0.00	Delete

Figure 35 - Adult / Child / LO / FI price types in Tours Set Up

									Tour Pr	ice General	tor							
ravelin	k	Season	All	~		Tour Load	Existing	Asia Tou File 1	ir _		>	Tours Setup Edit		Add New File Delete Exist Clone Existi	e ing File ng File			
a Tour -	File 1															Relea	se 39 BE	TA Version
ur Modelling	Margin Cur	ve Resu	lts															
Run TPG																		
Tour Date	Total Cost for the Tour	Total Cost for Adult FI	Total Cost for Child FI	Total Cost for Adult LO	Total Cost for Child LO	FI Margin Amount	FI Margin %	LO Margin Amount	LO Margin %	Adult FI Standard Sell Price	Child FI Standard Sell Price	Adult LO Standard Sell Price	Child LO Standard Sell Price	Total revenue for departure	Total profit for departure	Total Per- Person profit for departure	Overall Margin	Calculation Breakdow
2-Jan-2008	30097.86	24448.57	3087.14	1987.29	574.86	6883.93	20.00	640.54	20.00	764.02	385.89	414.02	179.64	37622.32	7524,47	125.41	20.00	View
9-Jan-2008	27597.86	22448.57	2587.14	1987.29	574.86	6258.93	20.00	640.54	20.00	701.52	323.39	414.02	179.64	34497.32	6899.47	114.99	20.00	View
16-Jan-2008	27597.86	22448.57	2587.14	1987.29	574.86	6258.93	20.00	640.54	20.00	701.52	323.39	414.02	179.64	34497.32	6899.47	114.99	20.00	View
23-Jan-2008	27597.86	22448.57	2587.14	1987.29	574.86	6258.93	20.00	640.54	20.00	701.52	323.39	414.02	179.64	34497.32	6899.47	114.99	20.00	View
30-Jan-2008	27597.86	22448.57	2587.14	1987.29	574.86	6258.93	20.00	640.54	20.00	701.52	323.39	414.02	179.64	34497.32	6899.47	114.99	20.00	View
6-Feb-2008	27597.86	22448.57	2587.14	1987.29	574.86	6258.93	20.00	640.54	20.00	701.52	323.39	414.02	179.64	34497.32	6899.47	114.99	20.00	View
13-Feb-2008	27597.86	22448.57	2587.14	1987.29	574.86	6258.93	20.00	640.54	20.00	701.52	323.39	414.02	179.64	34497.32	6899.47	114.99	20.00	View
20-Feb-2008	27597.86	22448.57	2587.14	1987.29	574.86	6258.93	20.00	640.54	20.00	701.52	323.39	414.02	179.64	34497.32	6899,47	114.99	20.00	View
27-Feb-2008	27597.86	22448.57	2587.14	1987.29	574.86	6258.93	20.00	640.54	20.00	701.52	323.39	414.02	179.64	34497.32	6899.47	114.99	20.00	View
Totals	250880.74													313600.88	62720.14		20.00	

Figure 36 - TPG Results for Adult/Child/LO/FI price types

Where user defined price types are set up, more price columns will display:

Total Cost for the Tour Total Cost for Adult FI Total Cost for Child FI Total Cost for Adult LO Total Cost for Child LO FI Margin Amount = (Total FI price for the Tour – Total FI Cost for the Tour) FI Margin % = (FI Margin Amount / Total FI price * 100) LO Margin Amount = (Total LO price for the tour – Total LO Cost for the Tour) LO Margin % = (LO Margin Amount / Total LO price * 100) Adult FI Twin Price (Editable) Child FI Twin Price (Editable) Adult LO Twin Price (Editable)



Adult FI Single Price (Editable) Child FI Single Price (Editable) Adult LO Single Price (Editable) Child LO Single Price (Editable) Total revenue for departure = (Total Cost for the Tour + Mark up (or Margin as per Margin Curve set up)) Total profit for departure = (Total revenue for dept - Total Cost for the tour) Total per-person profit for departure = (Total profit for dept / total of modeling values)

Overall Margin = (Total profit for departure / Total revenue for dept * 100)

					×	View Sup	ppressed Tour:	5			20 Recent I	ours
	Test tour									Releas	e 39 BETA Ver	
ntory mary	Price Types 🕧											
r Prices Costs	Base Tyl	ie Occ 2 1	upancy Delete									
ts	Select	× [Add									
t Series Sectors	Set-up Child Prices	♥ ←										
is	Set-up LO/ FI Prices											
lire	Price Components Separati	ily 🔲										
e	Commission Group	Select	*									
Type Matrix									5	/		
imentation	• Prices								/			
ch Attributes	Departure From Departure	re To Booking From	Booking To	Currency	Adult FI	Child FI	Adult LO	Child LO	Adult FI	Child FI	Adult LO	Chil
	Departure riterrit Departu	o ro booking rrom	Doorning to	a arrenter	Twin	Twin	Tuin	THUD	Single	Single	Single	Sir

									Tour	Price Gener	ator											
aveli	ik	Season	All	ĉ	~	Tour	I Existing	Test to File 1	ur		8	Tours Set Edit	tup	Add New File Delete Existi Clone Existi	ng File Ig File							
st tour -	File 1																			Releas	e 39 BET	A Version
r Modelling	Margin Cu	rve Resu	lts																			
Run TPG																						
	Total Cost	Total	Total	Total	Total	FI	FI	LO	LO	Adult FI	Child FI	Adult LO	Child LO	Adult FI	Child FI	Adult LO	Child LO	Total	Total	Total Per-	Overall	Calculatio
our Date	Total Cost for the Tour	Total Cost for Adult FI	Total Cost for Child FI	Total Cost for Adult LO	Total Cost for Child LO	FI Margin Amount	FI Margin %	LO Margin Amount	LO Margin %	Adult FI Twin Sell Price	Child FI Twin Sell Price	Adult LO Twin Sell Price	Child LO Twin Sell Price	Adult FI Single Sell Price	Child FI Single Sell Price	Adult LO Single Sell Price	Child LO Single Sell Price	Total revenue for departure	Total profit for departure	Total Per- Person profit for departure	Overall Margin	Calculati Breakdou
our Date Jan-2008	Total Cost for the Tour 23477.86	Total Cost for Adult FI 19578.42	Total Cost for Child FI 0.00	Total Cost for Adult LO 3899.44	Total Cost for Child LO 0.00	FI Margin Amount 11981.58	FI Margin % 37.96	LO Margin Amount 3899,44	LO Margin %	Adult FI Twin Sell Price 789.00	Child FI Twin Sell Price 409.00	Adult LO Twin Sell Price 439.00	Child LO Twin Sell Price 209.00	Adult FI Single Sell Price 849.00	Child FI Single Sell Price 519.00	Adult LO Single Sell Price 499.00	Child LO Single Sell Price 319.00	Total revenue for departure 31560.00	Total profit for departure 8082.14	Total Per- Person profit for departure 202.05	Overall Margin 25.61	Calculati Breakdo View
our Date Jan-2008 Jan-2008	Total Cost for the Tour 23477.86 21927.86	Total Cost for Adult FI 19578.42 18028.42	Total Cost for Child FI 0.00 0.00	Total Cost for Adult LO 3899.44 3899.44	Total Cost for Child LO 0.00 0.00	FI Margin Amount 11981.58 11131.58	FI Margin % 37.96 38.17	LO Margin Amount 3899.44	LO Margin % 0	Adult FI Twin Sell Price 789.00 729.00	Child FI Twin Sell Price 409.00 349.00	Adult LO Twin Sell Price 439.00 439.00	Child LO Twin Sell Price 209.00 209.00	Adult FI Single Sell Price 849.00 789.00	Child FI Single Sell Price 519.00 459.00	Adult LO Single Sell Price 499.00	Child LO Single Sell Price 319.00	Total revenue for departure 31560.00 29160.00	Total profit for departure 8082.14 7232.14	Total Per- Person profit for departure 202.05 180.80	Overall Margin 25.61 24.80	Calculati Breakdo View View
Four Date -Jan-2008 -Jan-2008 6-Jan-2008	Total Cost for the Tour 23477.86 21927.86	Total Cost for Adult FI 19578.42 18028.42 18028.42	Total Cost for Child FI 0.00 0.00	Total Cost for Adult LO 3899.44 3899.44	Total Cost for Child LO 0.00 0.00 0.00	FI Margin Amount 11981.58 11131.58 11131.58	FI Margin % 37.96 38.17 38.17	LO Margin Amount 3899,44 3899,44	LO Margin % 0 0	Adult FI Twin Sell Price 789.00 729.00 729.00	Child FI Twin Sell Price 409.00 349.00 349.00	Adult LO Twin Sell Price 439.00 439.00 439.00	Child LO Twin Sell Price 209.00 209.00 209.00	Adult FI Single Sell Price 849.00 789.00 789.00	Child FI Single Sell Price 519.00 459.00 459.00	Adult LO Single Sell Price 499.00 499.00 499.00	Child LO Single Sell Price 319.00 319.00	Total revenue for departure 31560.00 29160.00 29160.00	Total profit for departure 8082.14 7232.14 7232.14	Total Per- Person profit for departure 202.05 180.80 180.80	Overall Margin 25.61 24.80 24.80	Calculat Breakdo View View View

Figure 38 - TPG Results for Adult/Child/LO/FI/Twin/Single price types

All editable fields in the results grid, when edited, will re-calculate results immediately. E.g. changing FI adult twin price will update FI margin % and amount and total revenue and total profit and overall margin.

A breakdown of the calculation is viewable for each line of results.

5.10.1 Exclude dates from TPG

The column called **Load Price** in the TPG results screen allows the user to exclude dates so that only chosen tour departures can be repriced. The **Load Price** column shows a check box against each tour departure date and it is defaulted as checked in for all dates. There are also options to 'select all' or 'deselect all'.



🗿 Tou	ır Price Gene	rator - Mic	crosoft In	ternet Ex	plorer												- P
Ł	Traveli	nk Maste	Season Country r Product Product	All All All All		> > >	Tour Load	Existing	Prague File 1	Test Tou	r	~	Tours Setup Edit	Add New Delete E Clone Ex	File xisting File isting File		
Pra	gue Test -	Tour - F	ile 1	La contra													
Tour	Modelling Ma	argin Curve	Result	s													
F	Due TDC																
	Kuittre	·	[(1	1							0				
Loa Pric	d Tour Date	Total Cost for	Total Cost for	Total Cost for	Total Cost for	Total Cost for	FI Margin Amount	FI Margin	LO Margin	LO Margin	Adult FI twin Sell Price	Child FI twin Sell Price	Adult LO twin Sell	Child LO twin Sell	Adult FI single Sell	Child FI single Sell	Adult LC single Se
		the lour	Adult FI	Unite F1	Adult LU	Child LU		70	Amount	70			Price	Price	Price	Price	Price
	1-Oct-2008	80842.86	22710.72	2 19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.9
E	8-Oct-2008	80842.86	5 22710.72	19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.9
	15-Oct-200	8 80842.86	5 22710.72	2 19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.9
E	22-Oct-200	8 80842.86	5 22710.72	2 19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.9
v	29-Oct-200	8 80842.86	5 22710.72	2 19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.9
	5-Nov-2008	80842.86	5 22710.72	19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.9
	12-Nov-200	8 80842.86	5 22710.72	2 19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.9
	19-Nov-200	8 80842.86	5 22710.72	19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.9
	26-Nov-200	8 80842.86	22710.72	19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981,92	1231.9
Sele	ct All / DeSele	ct All N	ote: All va	alues are s	hown in c	urrency: G	GBP Ba	ise price :	type is tw	in							
Cop	y Prices From		to	*	e.	Go											
					When	n tour pr	ices are	loaded	l, only t	he chec	ked depar	ture dates	will be repr	iced.			
	Save			/	will n	ot be af	fected.	our pri	Les Ior i	.ours ue	parting of	r the oth, 1	J dilu 2211u	October			
	Update Mar	rgin	This will c	opy the m	argin in th	ne results i	table to th	e margin	curve tal	ole.							
	Load Price	es 🗶	Audit														

Figure 39 – Load Price check box in TPG results

When tour prices are loaded, only checked departure dates will be repriced. The audit screen will only show those departures that have been updated.

PG Audit	Prague T	est Tour	(File 1)			
Prices were	loaded to	the indivi	dual tours Th	at the fol e audit so	llowing tim creen con	es firms tha
30/09/200	8 10:02:39	kamila.c	de cooke co	parture d lumn.	lates that	were pre
Tour Date	Price Type	Currency	AdultLO	ChildLO	AdultFI	ChildFI
01 Oct 2008	twin	GBP	1356.9198	1356.9198	1481.9198	1419.4198
01 Oct 2008	single	GBP	1231.9198	919.4198	1356.9198	981.9198
29 Oct 2008	twin	GBP	1356.9198	1356.9198	1481.9198	1419.4198
29 Oct 2008	single	GBP	1231.9198	919.4198	1356.9198	981.9198
05 Nov 2008	twin	GBP	1356.9198	1356.9198	1481.9198	1419.4198
05 Nov 2008	single	GBP	1231.9198	919.4198	1356.9198	981.9198
12 Nov 2008	twin	GBP	1356.9198	1356.9198	1481.9198	1419.4198
12 Nov 2008	single	GBP	1231.9198	919.4198	1356.9198	981.9198
19 Nov 2008	twin	GBP	1356.9198	1356.9198	1481.9198	1419.4198
19 Nov 2008	single	GBP	1231.9198	919.4198	1356.9198	981.9198
26 Nov 2008	twin	GBP	1356.9198	1356.9198	1481.9198	1419.4198
26 Nov 2008	single	GBP	1231.9198	919.4198	1356.9198	981.9198

Figure 40 – TPG Audit screen – exclude dates

5.10.2 Apparent Air

Where FI and LO prices exist, the TPG results screen will show a column: 'Apparent Air Adult'

If FI, LO and Child prices exist, the TPG results screen will also show an 'Apparent Air Child' column.

(If FI and LO prices don't exist, these columns will not show.)



This will take the price types marked as 'Base' and calculate the difference for adults and children as follows:

FI adult base price – LO adult base price = Apparent Air Adult value.

¢т	raveli	nk Maste	Season Country r Product Product	All All All All		> > >	Tour Load	Existing	Prague File 1	Test Tou	r	× ×	Tours Setu Edit	P Add New Delete E Clone E>	r File xisting File cisting File										
Pragu	ie Test T	our - F	ile 1	a l																					
Tour Mc	Run TPG	rgin Curve	Result	5													Adı (14	ılt FI twin 81.92 -13	- Adult L 56.92 =	0 twin = 125)	Apparer	nt Air Ad	ult (twir	1)	
Load Price	Tour Date	Total Cost for the Tour	Total Cost for Adult FI	Total Cost for Child FI	Total Cost for Adult LO	Total Cost for Child LO	FI Margin Amount	FI Margin %	LO Margin Amount	LO Margin %	Adult FI twin Sell Price	Child FI twin Sell Price	Adult LO twin Sell Price	Child LO twin Sell Price	Adult FI single Sell Price	Child FI single Sell Price	Adult LO single Sell Price	Child LO single Sell Price	Total revenue for departure	Total profit for departure	Total Per- Person profit for departure	Apparent Air Adult (twin)	Apparent Air Child (twin)	Overall Margin	Calculation Breakdown
	1-Oct-2008	80842.86	22710.73	19210.73	2 20710.73	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	2 252.63	125.00	62.50	20.00	View
	8-Oct-2008	80842.86	22710.72	19210.73	2 20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	8 20210.72	252.63	125.00	62.50	20.00	View
	15-Oct-2008	80842.86	22710.72	19210.72	2 20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00	View
	22-Oct-2008	80842.86	22710.72	19210.73	2 20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00	View
	29-Oct-2008	80842.86	22710.72	19210.72	2 20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00	View
	5-Nov-2008	80842.86	22710.72	19210.72	2 20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	8 20210.72	252.63	125.00	62.50	20.00	View
	12-Nov-2008	80842.86	22710.72	19210.72	2 20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00	View
	19-Nov-2008	80842.86	22710.72	19210.72	2 20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00	View
	26-Nov-2008	80842.86	22710.72	19210.72	2 20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00	View
Select Copy F	All / DeSelec	t All N	ote: All va	alues are :	shown in c	Go	SBP Ba	ise price	type is tw	in															

Figure 41 – Apparent Air Adult

FI child base price – LO child base price = Apparent Air Child value

<u>к</u> о 1	lavein	Master	Country Product	All		~ ~	Tour	Existing	Prague File 1	Test Tour	r.	*	Tours Setup Edit	Add New Delete E Clone Ex	File xisting File isting File										
ragu	ie Test Ti	our - F	ile 1	All		×																			
our Mo	odelling Man	gin Curve	Result	3																					
	Run TPG																	Child F (1419.	l twin - C 42 - 1356	hild LO t .92 = 62	win = Ap .50)	parent	Air Child	(twin)	1
Load Price	Tour Date	Total Cost for the Tour	Total Cost for Adult FI	Total Cost for Child FI	Total Cost for Adult LO	Total Cost for Child LO	FI Margin Amount	FI Margin %	LO Margin Amount	LO Margin %	Adult FI twin Sell Price	Child FI twin Sell Price	Adult LO twin Sell Price	Child LO twin Sell Price	Adult FI single Sell Price	Child FI single Sell Price	Adult LO single Sell Price	Child LO single Sell Price	Total revenue for departure	Total profit for departure	Total Per- Person profit for departure	Apparent Air Adult (thin)	Apparent Air Child (twin)	Overall Margin	Calculati Breakdo
	1-Oct-2008	80842.86	22710.7	19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00) View
	8-Oct-2008	80842.86	22710.7	2 19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00	View
	15-Oct-2008	80842.86	22710.73	19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00	View
	22-0ct-2008	80842.86	22710.7	19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00	View
	29-0ct-2008	80842.86	22710.73	19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00	View
	5-Nov-2008	80842.86	22710.7	19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00	View
	12-Nov-2008	80842.86	22710.7	19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00) View
V	19-Nov-2008	80842.86	22710.7	19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00	View
	26-Nov-2008	80842.86	22710.73	19210.72	20710.72	18210.72	10480.36	20.00	9730.36	20.00	1481.92	1419.42	1356.92	1356.92	1356.92	981.92	1231.92	919.42	101053.58	20210.72	252.63	125.00	62.50	20.00	View

Figure 42 – Apparent Air Child

The column headers will also include the base price type name (e.g. twin).

5.10.3 Copy prices

Sometimes tour operators use the base tour price as twin and they pass the cost of having a single room on to the client, but do not pass on the savings of having a triple room.

The 'copy prices' functionality in TPG results screen allows the user to copy all prices from one price type to another price type (in this example it would set all triple prices to be the same as twins).

\$	raveli	nk Mast	Season Country er Product Product	Al Al Al Al		> > > > >	Tour Load	Existing	Progue 7	Fest Tour	1	> >	Tours Setu Edit	Add New Delete E Clone Ex	File xisting File sisting File														
Prag	ie Test T	our -	File 3																										
Tour M	delling Ma	rgin Curv	Resul	ts																									
	Run TPG																												
Load Price	Tour Date	Total Cost fo the Tou	Total r Cost fo r Adult F	Total Cost for Child FI	Total Cost fo Adult Lo	Total Cost for Child LO	FI Margin Amount	FI Margin %	LO Margin Amount	LO Margin %	Adult FI twin Sell Price	Child FI twin Sell Price	Adult LO twin Sell Price	Child LO twin Sell Price	Adult FI single Sell Price	Child FI single Sell Price	Adult LO single Sell Price	Child LO single Sell Price	Adult FI triple Sell Price	Child FI triple Sell Price	Adult LO triple Sell Prips	Child LO triple Sell Price	Total revenue for departure	Total profit for departure	Total Per- Person profit for departure	Apparent. Air Adult (twin)	Apparent Air Child (twin)	Overall Margin 1	Calculation Breakdown
V	1-Oct-2008	82397.1	5 21898.2	8 21539.9	0 18998.2	8 19960.7	11127.83	20.39	9939.02	20.33	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	1619.00	2239.00	1489.00	2179.00	103464.0	21066.85	198.74	130.00	60.00	20.36	View
	8-0ct-2008	82397.1	5 21898.2	8 21539.9	0 18998.2	8 19960.7	11127.83	20.39	9939.02	20.33	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	1619.00	2239.00	1489.00	2179.00	103464.0	21066.85	198.74	130.00	60.00	20.36	View
	15-0ct-2008	82397.1	5 21898.2	8 21539.9	0 18998.2	8 19960.7	11127.83	20.39	9939.02	20.33	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	1619.00	2239.00	1489.00	2179.00	103464.0	21066.85	198.74	130.00	60.00	20.36	View
	22-0ct-2008	82397.1	5 21898.2	8 21539.9	0 18998.2	8 19960.7	11127.83	20.39	9939.02	20.33	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	1619.00	2239.00	1489.00	2179.00	103464.0	21066.85	198.74	130.00	60.00	20.36	View
	29-0ct-2008	82397.1	5 21898.2	8 21539.9	0 18998.2	8 19960.7	11127.83	20.39	9939.02	20.33	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	1619.00	2239.00	1489.00	2179.00	103464.0	21066.85	198.74	130.00	60.00	20.36	View
	5-Nov-2008	82397.1	5 21898.2	8 21539.9	0 18998.2	8 19960.7	11127.83	20.39	9939.02	20.33	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	1619.00	2239.00	1489.00	2179.00	103464.0	21066.85	198.74	130.00	60.00	20.36	View
	12-Nov-200	82397.1	5 21898.2	8 21539.9	0 18998.2	8 19960.7	11127.83	20.39	9939.02	20.33	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	1619.00	2239.00	1489.00	2179.00	103464.0	21066.85	198.74	130.00	60.00	20.36	View
	19-Nov-200	82397.1	5 21898.2	8 21539.9	0 18998.2	8 19960.7	11127.83	20.39	9939.02	20.33	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	1619.00	2239.00	1489.00	2179.00	103464.0	21066.85	198.74	130.00	60.00	20.36	View
	26-Nov-2001	82397.1	5 21898.2	8 21539.9	0 18998.2	8 19960.7	11127.83	20.39	9939.02	20.33	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	1619.00	2239.00	1489.00	2179.00	103464.0	21066.85	198.74	130.00	60.00	20.36	View
Copy	All / DeSelect Prices From Save		Note: All v	alues are	shown in	Go	GBP Ba	ie price t	ype is twi																				

Figure 43 – TPG results before copying prices

Select the price type you wish to copy from (e.g. twin) and the price type you wish to copy to (e.g. triple), then click the **'Go'** button.

All Adult/Child/LO and FI price types will be copied and the copy from and to fields selected will remain on the screen upon saving.

🕸 Tr	aveli	nk Maste	Season Country r Product Product ile 3	AI AI AI		2 2 2	Tour Load I	Existing	Prague Te File 3	st Tour		× ×	Tours Setup Edit	Add New Fi Delete Exis Clone Exist	le ting File ing File														
Tour Mod	elling Ma	rgin Curvi	Result	ts:																									
	Run TPG											_	_			\sim			_										
Load Price	Tour Date	Total Cost for the Tour	Total Cost for Adult FI	Total Cost for Child FI	Total Cost for Adult L0	Total Cost for Child LO	FI Margin Amount	FI Margin %	LO Margin Amount	LO Margin %	Adult FI twin Sell Price	Child FI twi Sell Price	n Adult LO twin Sell Price	Child LO twin Sell Price	Adult FI single Sell Price	Child FI single Sell Price	Adult LO single Sell Price	Child LO single Sell Price	Adult FI triple Sell Price	Child PI triple Sell Price	Adult LO triple Sell Price	Child LO triple Sell Price	Total revenue for departure	Total profit for departure	Total Per- Person profit for departure	Apparent / Air Adult / (twin)	Apparent Air Child (twin)	Overall C Margin B	Calculation Sreakdown
✓ ¹	Oct-2008	82397.1	5 21898.2	8 21539.90	18998.28	19960.70	-18122.17	-71.58	-19310.98	-98.28	339.00	269.00	209.00	209.00	959.00	589.00	839.00	\$19.00	339.00	269.00	209.00	209.00	44964.00	-37433.15	-353.14	130.00	60.00	-83.25	View
	Oct-2008	82397.1	21898.2	8 21539.90	18998.28	19960.70	-18122.17	-71.58	-19310.98	-98.28	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	339.00	269.00	209.00	209.00	44964.00	-37433.15	-353.14	130.00	60.00	-83.25	View
¥ 1	5-Oct-2001	82397.1	5 21898.2	8 21539.90	18998.28	19960.70	-18122.17	-71.58	9-19310.98	-98.28	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	339.00	269.00	209.00	209.00	44964.00	-37433.15	-353.14	130.00	60.00	-83,25	View
2	2-Oct-2008	82397.1	5 21898.2	8 21539.90	18998.28	19960.70	-18122.17	-71.58	-19310.98	-98.28	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	339.00	269.00	209.00	209.00	44964.00	-37433.15	-353.14	130.00	60.00	-83.25	View
₽ ²¹	9-0ct-2001	8 82397.1	5 21898 2	8 21539.90	18998.28	19960.70	-18122.17	-71.50	-19310.98	-98,28	339.00	269.00	209.00	209.00	959.00	589.00	839,00	\$19.00	339.00	269.00	209.00	209.00	44964.00	-37433.15	-353,14	130.00	60.00	-83,25	View
₽ ^s	Nov-2008	82397.1	5 21898.2	8 21539.90	18998.28	19960.70	-18122.17	-71.58	8-19310.98	-98.28	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	339.00	269.00	209.00	209.00	44964.00	-37433.15	-353.14	130.00	60.00	-83.25	View
¥ 1	2-Nov-200	8 82397.1	5 21898 2	8 21539.90	18998.28	19960.70	-18122.17	-71,58	-19310.98	-98.28	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	339.00	269.00	209.00	209.00	44964.00	-37433.15	-353.14	130.00	60.00	-83.25	View
¥ 1'	9×Nov×200	8 82397.1	5 21898.2	8 21539.90	18998.28	19960.70	-18122.17	+71.58	-19310.98	-98.28	339.00	269.00	209.00	209.00	959.00	589.00	839.00	519.00	339.00	269.00	209.00	209.00	44964.00	-37433.15	-353.14	130.00	60.00	-83.25	View
₽ ²	5-Nov-200	8 82397.1	21898.2	21539.90	18998.28	19960.70	-18122.17	-71.50	-19310.98	-98.28	339.00	269.00	209.00	209.00	959.00	589.00	839,00	\$19.00	339.00	269.00	209.00	209.00	44964.00	-37433.15	-353.14	130.00	60.00	-83,25	View
Select A Copy Pri	II / DeSele ces From (Save Ipdate Man Load Price	tain s	to to This will a Audit	alues are s iple v	argin in t	Go Go	GBP Bas	e price t	ype is twin curve table												~								

Figure 44 – TPG results after prices were copied

Note:

If price types have been copied, in the 'View' Calculation Breakdown screen, the figures displayed in the Summary on the top of the screen will not match with the Breakdown calculations.

5.11 Update Margin

Users of the TPG will manually amend the price results. This manual amendment will update the margin column in the results tables. If the user then runs TPG again (a reprice later in the year), it is set that the same updated margin is used rather than the original margin.



Tour Price Gene	rator - Microsof	t Interne	t Explorer								
Traveli	Sea Sea	son All		~			-				
¢ Iraveii	Cour	ntry 0		*	Tour		Prague Tour		*	Tours Setup	Add New File
	Master Proc	luct All		*	Load E	xisting	File 1		~	Edit	Clone Existing File
	Proc	luct All		~	2						
ague Tour	- File 1										
ur Modelling Ma	argin Curve R	esults	This is	an examle	of the o	riginal ı	nargin curve	table.			
				/							
Departure From	Departure To	Type (F	I/LO) Amount	Percentage	Amount						
1-Apr-2008	1-Apr-2008	FI	0	20.00	0	Delete	Copy				
1-Apr-2008	1-Apr-2008	LO	0	20.00	0	Delete					
8-Apr-2008	8-Apr-2008	FI	0	20.00	0	Delete					
8-Apr-2008	8-Apr-2008	LO	0	20.00	0	Delete					
15-Apr-2008	15-Apr-2008	FI	0	20.00	0	Delete					
15-Apr-2008	15-Apr-2008	LO	0	20.00	0	Delete					
22-Apr-2008	22-Apr-2008	FI	0	20.00	0	Delete					
22-Apr-2008	22-Apr-2008	LO	0	20.00	0	Delete					
29-Apr-2008	29-Apr-2008	FI	0	20.00	0	Delete					
29-Apr-2008	29-Apr-2008	LO	0	20.00	0	Delete					
		FI	0	0	0	Add					

Figure 45 – Original Margin Curve

Tour Price G	enerator -	Microsof	t Interne	t Explore	ſ										
Trave	elink	Seas Coun	on All try O			*	Tour	Prag	je Tour		~	Tours Setu	Add Ne	w File	
	Ma	aster Prod	uct All			*	Load Existi	ing File 1	8		*	Edit	Clone E	xisting File	12
ci 14.		Prod	uct All			~									_
ague Tou	ur - File	1													
our Modelling	Margin C	urve	ults												
Run	TPG					In this e	example th	ne original	margin wa	is 20%					
Tour Date	Total Cost for the Tour	Total Cost for Adult FI	Total Cost for Adult LO	FI Margin Amount	FI Margin %	LO Margin Amount	LO Margin %	Adult FI Twin Sell Price	Adult LO Twin Sell Price	Adult FI Single Sell Price	Adult LO Single Sell Price	Total revenue for departure	Total profit for departure	Total Per- Person profit for departure	Over Març
1-Apr-2008	18797.00	14473.69	4323.31	3618,42	20.00	1080.83	20.00	328.95	140.98	986.84	798.87	23496.25	4699.25	78.32	20
8-Apr-2008	18797.00	14473.69	4323.31	3618.42	20.00	1080.83	20.00	328.95	140.98	986.84	798.87	23496.25	4699.25	78.32	20
15-Apr-2008	18797.00	14473.69	4323.31	3618,42	20.00	1080.83	20.00	328.95	140.98	986.84	798.87	23496.25	4699.25	78.32	20
22-Apr-2008	18797.00	14473.69	4323.31	3618,42	20.00	1080.83	20.00	328.95	140.98	986.84	798.87	23496.25	4699.25	78.32	20
29-Apr-2008	18797.00	14473.69	4323.31	3618,42	20.00	1080.83	20.00	328.95	140.98	986.84	798.87	23496.25	4699.25	78.32	20
Totals	93985.00			<u>.</u>	~		\sim					117481.25	23496.25	i	2

Figure 46 – Original Margin



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		Prod	uct All			*								2	
ague Tou	ur - File	1													
our Modelling	Margin Ci	urve Res	ults												
Run	TPG			Pric	es were also cha	manual nged	amended,	therefore	the margin	%					
	Total Cost	Total	Total	FI	FI	LO	LO	Adult FI	Adult LO	Adult FI	Adult LO	Total revenue	Total	Total Per- Person	Ove
Tour Date	for the Tour	Cost for Adult FI	Cost for Adult LO	Margin Amount	Margin %	Margin Amount	Margin %	Twin Sell Price	Twin Sell Price	Single Sell Price	Single Sell Price	for departure	departure	profit for departure	Man
1-Apr-2008	18797.00	14473.69	4323.31	7260.51	33.41	1671.04	27.88	420.00	200.00	986.84	798.87	27728.55	8931.55	148.86	32
8-Apr-2008	18797.00	14473.69	4323.31	7260.51	33.41	1671.04	27.88	420.00	200.00	986.84	798.87	27728.55	8931.55	148.86	32
15-Apr-2008	18797.00	14473.69	4323.31	4460.51	23.56	1171.04	21.31	350.00	150.00	986.84	798.87	24428.55	5631.55	93.86	23
22-Apr-2008	18797.00	14473.69	4323.31	3618.51	20.00	1080.84	20.00	328.95	140.98	986.84	798.87	23496.35	4699.35	78.32	20
29-Apr-2008	18797.00	14473.69	4323.31	3618.51	20.00	1080.84	20.00	328.95	140.98	986.84	798.87	23496.35	4699.35	78.32	20
Totals	93985.00											126878.35	32893.35		25

Figure 47 – Updated margin

The user is now able to click on the **'Update Margin'** button, which will copy the updated margin into the Margin Curve Table.

IIave	link	Seas	on All			*									
		Count	try 0			*	Tour	Prag	ue Tour		*	Tours Setup	Add Net	v File	
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		Prode	uct All			Y									
gue Tou	ur - File	1													
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four Date	for the	Cost for	Cost for	Margin	Margin	Margin	Margin	Twin Sell	Twin Sell	Single Sell	Single Sell	revenue	profit for	Person	Ove
	Tour	Adult FI	Adult LO	Amount	%	Amount	%	Price	Price	Price	Price	for departure	departure	profit for departure	Ma
-Apr-2008	18797.00	14473.69	4323.31	7260.51	Micro	soft Inte	rnet Explo	irer		84	798.87	27728.55	8931.55	148.86	5 3
-Apr-2008	18797.00	14473.69	4323.31	7260.51						84	798.87	27728.55	8931.55	148.86	3
5-Apr-2008	18797.00	14473.69	4323.31	4460.51	4) This w	/ill overwrite t	the margin in	the margin curv	e table 84	798.87	24428.55	5631.55	93.86	i 2
2-Apr-2008	18797.00	14473.69	4323.31	3618.51					-	84	798.87	23496.35	4699.35	78.32	2
9-Apr-2008	18797.00	14473.69	4323.31	3618.51			ОК	Can	e	84	798.87	23496.35	4699.35	78.32	2 2
Totals	93985.00					1						126878.35	32893.35		2

Figure 48 – Update Margin button

The values in the margin column are copied into the margin curve and saved.



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our Modelling Ma	argin Curve R	esults		The Marg	in Curve	now sl	hows the new updated r	nargin.		
					/					
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1-Apr-2008	1-Apr-2008	LO	0	27.88	0	Delete				
8-Apr-2008	8-Apr-2008	FI	0	33.41	0	Delete				
8-Apr-2008	8-Apr-2008	LO	0	27.88	0	Delete				
15-Apr-2008	15-Apr-2008	FI	0	23.56	0	Delete				
15-Apr-2008	15-Apr-2008	LO	0	21.31	0	Delete				
22-Apr-2008	22-Apr-2008	FI	0	20.00	0	Delete				
22-Apr-2008	22-Apr-2008	LO	0	20.00	0	Delete				
29-Apr-2008	29-Apr-2008	FI	0	20.00	0	Delete				
29-Apr-2008	29-Apr-2008	LO	0	20.00	0	Delete				
		FI	0	0	0	Add				
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Include Suppleme	nts 🔽 (inclu	de mandato	rv + conditi	ional supplem	ents in a		st calculations)			
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Booked Date To	1-Jan-202	0	1							
Dound Drives by	0 /11							and the set		

5.12 Load Prices

The **'Load Prices'** button will load the resulting prices into the individual tours (see Figure 51 - Prices loaded against the Individual Tour Date. Loading a second time will overwrite existing prices.

Note:

Prices will not show in the Tour Master screen (prices are against individual tours not the tour master).

The **'Load prices'** button has its own user security level (see Section 5.2). A prompt will warn the user that existing prices will be overwritten. The system will also display a message when price loading is completed.



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ant tour	File 1				_		78							5 -1		
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	for the Tour	FI	LO	Amount	%	Amount	%	Sell Price	Sell Price	Price	Price	departure	departure	for departure	Margin	Breakdown
2-Jan-2008	25322.86	25322.86	0.00	6330.72	20.00	0.00	0	791.34	441.34	853.84	503.84	31653.57	6330.72	158.27	20.00	View
9-Jan-2008	23322.86	23322.86	0.00	5830.72	20.00	0.00	0	728.84	441.34	791.34	503.84	29153.57	5830.72	145.77	20.00	View
16-Jan-2008	23322.86	23322.86	0.00	5830.72	20.00	0.00	0	728.84	441.34	791.34	503.84	29153.57	5830.72	145.77	20.00	View
23-Jan-2008	23322.86	23322.86	0.00	5830.72	20.00	0.00	0	728.84	441.34	791.34	503.84	29153.57	5830.72	145.77	20.00	View
0-Jan-2008	23322.86	23322.86	0.00	5830.72	Nicroroft	Internet I	voloror					29153.57	5830.72	145.77	20.00	View
-Feb-2008	23322.86	23322.86	0.00	5830.72	menosom	- intentier i	Abouet					29153.57	5830.72	145.77	20.00	View
L3-Feb-2008	23322.86	23322.86	0.00	5830.72	?	This will delet	te and reloa	d prices for this b	ooking date range	on all Individ	ual Tour Dates.	29153.57	5830.72	145.77	20.00	View
0-Feb-2008	23322.86	23322.86	0.00	5830.72	~							29153.57	5830.72	145.77	20.00	View
27-Feb-2008	23322.86	23322.86	0.00	5830.72				ок	Cancel			29153.57	5830.72	145.77	20.00	View
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5.13 Audit

All prices loaded will write to the tour audit trail within tour set up.

On the TPG the audit link will detail each occasion that 'load prices' has been used, detailing tour dates affected, tour name, prices loaded, date and time and the user who performed the action.

If prices are manually edited and saved on the TPG, these are also audited with tour dates affected, tour name, prices changed from and to, date and time and user who performed the action all being recorded.





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Tour Date Price Type Curre	ncy AdultLO ChildLO	AdultFI ChildFI		
02 Jan 2008 Twin GBP	441.3393 206.9643	791.3393 413.2143		
)2 Jan 2008 Single GBP	503.8393 316.3393	853.8393 522.5893		
19 Jan 2008 Twin GBP	441.3393 206.9643	728.8393 350.7143		
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6 Jan 2008 Single GBP	503.8393 316.3393	791.3393 460.0893		
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0 Feb 2008 Single GBP	503.8393 316.3393	791.3393 460.0893		
7 Feb 2008 Twin GBP	441.3393 206.9643	728.8393 350.7143		
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2 Jan 2008 Single GBP	503 8393 316 3393	853 8393 522 5893		
9 Jan 2008 Twin GBP	441,3393 206,9643	728,8393 350,7143		
9 Jan 2008 Single GBP	503.8393 316.3393	791.3393 460.0893		
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6 Jan 2008 Single GBP	503.8393 316.3393	791.3393 460.0893		
3 Jan 2008 Twin GBP	441.3393 206.9643	728.8393 350.7143		
3 Jan 2008 Single GBP	503.8393 316.3393	791.3393 460.0893		
30 Jan 2008 Twin GBP	441.3393 206.9643	728.8393 350.7143		
U Jan 2008 Single GBP	503.8393 316.3393	791.3393 460.0893		
6 Feb 2008 Single GBP	503 8393 316 3393	791 3393 460 0993		
3 Feb 2008 Twin GBP	441.3393 206 9643	728.8393 350.7143		
3 Feb 2008 Single GBP	503.8393 316.3393	791.3393 460.0893		
0 Feb 2008 Twin GBP	441.3393 206.9643	728.8393 350.7143		
0 Feb 2008 Single GBP	503.8393 316.3393	791.3393 460.0893		
7 Feb 2008 Twin GBP	441.3393 206.9643	728.8393 350.7143		
27 Feb 2008 Single GBP	503.8393 316.3393	791.3393 460.0893		

Figure 52 - TPG price audit

6 Use Case Scenarios

6.1 Scenario 1

This is a simple scenario using typical components. The tour is modeled on 40 adults all sharing a standard twin room and all taking the international flights. However, price types for LO and Single are still required. Child pricing is not required on this tour.

The price types set up are thus:

Adult FI Twin

Adult LO Twin

Adult FI Single

Adult LO Single



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Figure	53 - Exa	mple pr	ice type	set up								

The components used on the tour are OB and IB flights, Twin and Single rooms. These are mandatory for the relevant price type.

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Tour Prices Tour Costs Flights Accommodation Extras	Component Hilton Hotel (single room) Hilton Hotel (twin room) LIR-BKK (British Airways BA100 alloc) BK(:LIR (British Airways BA101 alloc) Save Update All Individual Tour Da	Quick Select FI Twin Select V O Hidden Select V O Mandatory Select V O Mandatory Select V O Mandatory	LO Twin Hidden Mandatory Hidden Hidden	FL Single Mandatory Hidden Mandatory Mandatory	 Lo Single Mandatory Hidden Hidden Hidden 	Validated V V	
Car Hire Cruise Price Type Matrix							

Figure 54 - Example of Price Type Matrix

The costs are set up in the components.

The hotel costs are:

50 Euros per person per night based on 2 adults sharing for a twin room 60 Euros per person per night for a single room

The flights are 230 Pounds per person on the OB flight and zero Pounds on the IB flight.

Tour costs are set up to cover;

- Regional flights
 This is a flat cost which is allocated to all passengers (thus LO) for TPG modeling,
 this will be removed from tour set up after generating tour prices as it is not a
 valid accrual, the actual accrual will be determined on each booking as regional
 flights are booked.
- Marketing and VAT These are flat costs which is allocated to all passengers (thus LO) for TPG modeling, this may or may not be removed from the tour set up depending on



margin analysis requirements, it is likely that this cost should not go to the general ledger.

- National Express
 This is a flat cost which is allocated to all passengers (thus LO) for TPG modeling
 and final accruals.
- Excursion profit

This is a flat negative cost which is allocated to all passengers (thus LO) used to predict a profit on optional extras on the tour and thus build it into the TPG function, this will be removed from tour set up after generating tour prices as it is not a valid accrual, the actual accrual will be determined on each booking as extras are booked.

 Tour manager, coach and airport rep These are 'per tour' costs for all passengers (LO and FI), the calculation in Figure 55 - Example of Tour Costs screen set up, shows that these are divided equally between the passengers modeled. The accrual will be later held at tour level for bookings finance management.

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Accommodation	Copy	1-Jan-2008	1-Mar-2008	PP	[VAT		LO	All	¥	All	*	1234567		R			0	0	1	8.00	8.00	8.00	can remove a	Delete
Fyfrac	Copy	1-Jan-2008	1-Mar-2008		National Express		LO	All	×	All	~	1234567		18					1	1.50	1.50	1.50		Delete
Car Hirp	Copy	1-Jan-2008	1-Mar-2008	[PP]	Excursion profit		LO	All	~	All	~	1234567		12			0	0	1	-10.00	-10.00	-10.00	Remove after	Delete
Cruise	Copy	1-Jan-2008	1-Mar-2008		Coach		LO	All	4	All	~	1234567		K					1	3000.00	3000.00	3000.00		Delete
Price Type Matrix	Copy	1-Jan-2008	1-Mar-2008	PT	Tour Manager		LO	All	¥	All	*	1234567		12			0	0	8	50.00	400.00	400.00		Delete
	Copy	1-Jan-2008	1-Mar-2008		Airport Rep		LO	All	×	All	~	1234567	A Pied	12					1	60.00	80.00	80.00		Delete
				on		173	102	ΔU	~	All	×	1234567	Select	~					0	0				bbA

Figure 55 - Example of Tour Costs screen set up

				Tour Price G	enerator			
Traveliek	Season All	× .	our	Test tour	~	Tours Setup	Add New File	
in a venifik		1	oad Existing	File 1	¥	Edit	Clone Existing File	
est tour - File	1							Release 39 BETA Version
our Modelling Ma	argin Curve Results							
Tour Date Place	s Adult FI Twin Adult LO	Twin Adult FI Single Adult	LO Single					
2-Jan-2008 100	40 0	0 0		Сору				
9-Jan-2008 100	40 0	0 0						
16-Jan-2008 100	40 0	0 0						
23-Jan-2008 100	40 0	0 0						
30-Jan-2008 100	40 0	0 0						
6-Feb-2008 100	40 0	0 0						
13-Feb-2008 100	40 0	0 0						
20-Feb-2008 100	40 0	0 0						
27-Feb-2008 100	40 0	0 0						

Figure 56 - Example 1: TPG – Tour Modeling



								Tour Price	Generator							
avelink	c s	Season Al	I <u>.</u>	~	To	ur ad Existing	Test to File 1	ur		V Tours	Setup	Add Nev Delete I Clone E	w File Existing File xisting File			
t tour - F	ile 1													Re	lease 39 B	ETA Versio
Modelling	Margin Curv	e Results	1													
eparture From -Jan-2008 -Jan-2008	Departure 1-Mar-20 1-Mar-20	e To Type 08 FI 08 LO	(FI/LO) A	nount Pe	rcentage 20 / C 20 A)elete)elete add										
gin Calculati lude Supplen oked Date Fri oked Date To und Prices by ling Currency	on V (nents V (om 1-Jan 1-Jan 9 y GBP	use the per include mar -1900 -2020 (Use 1-10	centage as ndatory + c	total març conditional r negative	iin, rather + supplemen values to r	than markı its in accon round to ne	up when ge n cost calc arest pour	enerating price ulations) nd. Enter 0 for	s) no rounding)							
nments									~							
									120							
-																
F	igure	57 - 1		ipie 1	.: 190	3 – M	argn		8							
ur Price G avelin	igure ienerator k	57 - I	Exam	icrosoft I	nternet f	xplorer r d Existing	Test to	Tour Pri	e Generator	·	Fours Setup Edit	Add Ne Delete Clone I	w File Existing File	e		
ur Price G avelin t tour -	Figure	57 - I	All	icrosoft I	nternet f	xplorer r d Existing	Test to File 1	Tour Pri	e Generator	· ·	Tours Setup Edit	Add Ne Delete Clone t	w File Existing File Existing File	e Relea	se 39 BE	T A Version
F ur Price G avelin t tour -	Figure	BETA VER Season	EXAM RSION - M All	icrosoft	nternet f	xplorer r d Existing	Test to File 1	Tour Pri	e Generator	× ×	Tours Setup Edit	Add Ne Delete Clone I	w File Existing File Existing File	e Relea	se 39 BE	TA Version
F avelin t tour - Modelling	Figure	BETA VER Season	EXAM RSION - M All	icrosoft I	nternet f	xplorer r d Existing	Test to File 1	Tour Pri	e Generator	×	Tours Setup Edit	Add Ne Delete Clone I	w File Existing File Existing File	e Relea	se 39 BE	TA Versior
F ur Price G avelin t tour - Modelling Run TPG	Figure	BETA VER Season	Exam ISION - M All	icrosoft I	nternet f	r d Existing	Test to File 1	Tour Pri	e Generator	, V (Tours Setup Edit	Add Ne Delete Clone I	w File Existing File Existing File	e Relea Total Per-	se 39 BE	TA Version
F ur Price G avelin t tour - Modelling Run TPG	Figure	BETA VER Season rve Resu Total Cost for Adult FI	All Total Cost for Adult LO	FI Margin Amount	FI Margin %	r d Existing LO Margin Amount	LO Margin %	Tour Pri our Adult FI Twin Sell Price	e Generator Adult LO Twin Sell Price	Adult FI Single Sell Price	Tours Setup Edit Adult LO Single Sell Price	Add Ne Delete Clone I Total revenue for departure	w File Existing File Xisting File Total profit for departure	e Relea Total Per- Person profit for departure	se 39 BE ⁻ Overall Margin	Calculati Breakdov
F ur Price G avelin t tour - Modelling Run TPG our Date -Jan-2008	Figure	Season Season Total Cost for Adult FI 23322.86	All Total Cost for Adult LO 0.00	FI Margin S837.14	FI Margin % 20.02	LO Margin Armount 0.00	Test to File 1	Adult FI Twin Sell Price 729.00	Adult LO Twin Sell Price 449.00	Adult FI Single Sell Price 799.00	Tours Setup Edit Adult LO Single Sell Price 509.00	Add Ne Delete Clone I Total revenue for departure 29160.00	w File Existing File Xisting File Total profit for departure 5837.14	Relea Total Per- Person profit for departure 145.93	se 39 BE Overall Margin 20.02	Calculati Breakdou View
F ur Price G avelin t tour - Modelling Run TPG our Date -Jan-2008 -Jan-2008	Figure	BETA VER Season Season Total Cost for Adult FI 23322.86	All Total Cost for Adult LO 0.00	FI Margin Amount 5837.14	FI Margin % 20.02 20.02	LO Margin Amount 0.00 0.00	LO Margin % 0	Adult FI Twin Sell Price 729.00 729.00	Adult LO Twin Sell Price 449.00	Adult FI Single Sell Price 799.00 799.00	Fours Setup ≘dit Adult LO Single Sell Price 509.00 509.00	Add Ne Delete Clone I Total revenue for departure 29160.00 29160.00	w File Existing File Xisting File Total profit for departure 5837.14 5837.14	Relea Total Per- Person profit for departure 145.93 145.93	Se 39 BE Overall Margin 20.02 20.02	Calculati Breakdow View View
F ur Price G avelin t tour - Modelling Run TPG our Date Jan-2008 5-Jan-2008	Figure	Season Total Cost for Adult FI 23322.86 23322.86	All Total Cost for Adult LO 0.00 0.00	FI Margin Amount 5837.14 5837.14	FI Margin % 20.02 20.02 20.02	LO Margin Armount 0.00 0.00	LO Margin % 0 0	Tour Pri bur Adult FI Twin Sell Price 729.00 729.00 729.00	Adult LO Twin Sell Price 449.00 449.00	Adult FI Single Sell Price 799.00 799.00 799.00	Adult LO Single Sell Price 509.00 509.00	Add Ne Delete Clone I revenue for departure 29160.00 29160.00	w File Existing File Existing File Total profit for departure 5837.14 5837.14	Relea Total Per- Person profit for departure 145,93 145,93 145,93	Se 39 BE Overall Margin 20.02 20.02 20.02	Calculati Breakdou View View View
ur Price G avelin bour Date -Jan-2008 6-Jan-2008 3-Jan-2008	ienerator ienerator ik File 1 Margin Cu Total Cost for the Tour 23322.86 23322.86 23322.86 23322.86	Season Total Cost for Adult FI 23322.86 23322.86 23322.86	All Total Cost for Adult LO 0.00 0.00 0.00	FI Margin Amount 5837.14 5837.14	FI Margin % 20.02 20.02 20.02 20.02	LO Margin Amount 0.00 0.00 0.00	LO Margin % 0 0 0	Tour Pri bur Adult FI Twin Sell Price 729.00 729.00 729.00 729.00	Adult LO Twin Sell Price 449.00 449.00 449.00	Adult FI Single Sell Price 799.00 799.00 799.00	Adult LO Single Sell Price 509.00 509.00 509.00	Add Ne Delete Clone I revenue for departure 29160.00 29160.00 29160.00	w File Existing File Existing File Total profit for departure 5837.14 5837.14 5837.14	Relea Total Per- Person profit for departure 145.93 145.93 145.93 145.93	Overall Margin 20.02 20.02 20.02	Calculati Breakdou View View View
ur Price G velin t tour - Modelling Run TPG our Date Jan-2008 6-Jan-2008 3-Jan-2008 3-Jan-2008	ienerator ienerator ik File 1 Margin Cu Total Cost for the Tour 23322.86 23322.86 23322.86 23322.86 23322.86	57 - 1 BETA VER Season rve Resu Total Cost for Adult FI 23322.86 23322.86 23322.86 23322.86 23322.86 23322.86	Exam KSION - M All Total Cost for Adult LO 0.000 0.000 0.000 0.000	FI Margin Amount 5837.14 5837.14 5837.14 5837.14	FI Margin % 20.02 20.02 20.02 20.02	xplorer r d Existing Margin Amount 0.00 0.00 0.00 0.00	LO Margin % 0 0 0 0 0 0	Tour Pri bur Adult FI Twin Sell Price 729.00 729.00 729.00 729.00 729.00 729.00 729.00 729.00	Adult LO Twin Sell Frice 449.00 449.00 449.00 449.00	Adult FI Single Sell Price 799.00 799.00 799.00 799.00	Adult LO Single Sell Price 509.00 509.00 509.00 509.00	Add Ne Delete Clone I revenue for departure 29160.00 29160.00 29160.00 29160.00	w File Existing File xisting File profit for departure 5837.14 5837.14 5837.14 5837.14	Relea Total Per- Person profit for departure 145.93 145.93 145.93 145.93 145.93	Overall Margin 20.02 20.02 20.02	Calculatii Breakdov View View View View View
F Transport Transpor	File 1 Margin Cu Total Cost for the Tour 23322.86 23322.86 23322.86 23322.86 23322.86 23322.86 23322.86	BETA VER BETA VER Season rve Result Total Cost for Adult FI 23322.86 23322.86 23322.86 23322.86 23322.86 23322.86 23322.86	Exam RSION - M All Total Cost for 0.000 0.000 0.000 0.000 0.000 0.000	FI Margin 5837.14 5837.14 5837.14 5837.14 5837.14 5837.14 5837.14	FI Margin % 20.02 20.02 20.02 20.02 20.02 20.02	LO Margin Amount 0.00 0.00 0.00 0.00	LO Margin % 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Adult FI Twin Sell Price 729.00 729.00 729.00 729.00 729.00 729.00	Adult LO Twin Sell Price 449.00 449.00 449.00 449.00 449.00	Adult FI Single Sell Price 799.00 799.00 799.00 799.00 799.00 799.00	Tours Setup Edit Adult LO Single Sell Price 509.00 509.00 509.00 509.00 509.00	Total revenue for departure 29160.00 29160.00 29160.00 29160.00 29160.00	w File Existing File Existing File Total profit for departure 5837.14 5837.14 5837.14 5837.14 5837.14	Relea Total Per- Person profit for departure 145.93 145.93 145.93 145.93 145.93	Overall Margin 20.02 20.02 20.02 20.02 20.02	Calculatit Breakdow View View View View View
F avelin totoling Cour Date -Jan-2008 -	Eigure	57 - 1 BETA VER Season Type Resu Total Cost for Aduit FI 23322.86 23322.86 23322.86 23322.86 23322.86 23322.86 23322.86	Exam RSION - M All Total Cost for Adult LO 0.0000 0.00000 0.000000 0.0000 0.000000 0.000000	FI Margin S837.14 5837.14 5837.14 5837.14 5837.14 5837.14	FI Nargin 20.02 20.02 20.02 20.02 20.02 20.02 20.02	LO Margin A.Mount 0.00 0.00 0.00 0.00 0.00	LO Margin % 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Adult FI Twin Sell Price 729.00 729.00 729.00 729.00 729.00 729.00 729.00 729.00	Adult LO Twin Sell Price 449.00 449.00 449.00 449.00 449.00 449.00	Adult FI Single Sell Price 799.00 799.00 799.00 799.00 799.00 799.00 799.00 799.00	Adult LO Single Sell Price 509.00 509.00 509.00 509.00 509.00 509.00	Total revenue for departure 29160.00 29160.00 29160.00 29160.00 29160.00 29160.00 29160.00	w File Existing File Existing File profit for departure 5837.14 5837.14 5837.14 5837.14 5837.14 5837.14 5837.14	Rolea Total Per- Person profit for departure 145.93 145.93 145.93 145.93 145.93 145.93	Overall Margin 20.02 20.02 20.02 20.02 20.02 20.02	Calculati Calculati Breakdow View View View View View View View Vie
F our Price G avelin avelin tour Price G avelin tour Price G Run TPG Cour Date -Jan-2008 6-J	File 1 Margin Cu Total Cost for the 23322.86 23322.86 23322.86 23322.86 23322.86 23322.86 23322.86 23322.86 23322.86	57 - 1 BETA VER Season Type Resu Total Cost for Adult FI 23322.86 23322.86 23322.86 23322.86 23322.86 23322.86 23322.86 23322.86	EXAM ISION - M All Total Cost for Adult LO 0.0000 0.00000 0.0000 0.0000 0.0000 0.0000 0.00	FI Margin 5837.14 5837.14 5837.14 5837.14 5837.14 5837.14	FI Margin % 20.02 20.02 20.02 20.02 20.02 20.02 20.02 20.02 20.02 20.02 20.02	r d Existing d Existing Amount 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.	LO Margin % 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Adult FI Twin Sell Price 729.00 729.00 729.00 729.00 729.00 729.00 729.00 729.00 729.00 729.00	Adult LO Twin Sell Price 449.00 449.00 449.00 449.00 449.00 449.00 449.00 449.00	Adult FI Single Sell Price 799.00 799.00 799.00 799.00 799.00 799.00 799.00 799.00 799.00	Tours Setup Edit Adult LO Single Sell Price 509.00 509.00 509.00 509.00 509.00 509.00 509.00	Total revenue for 29160.00 29160.00 29160.00 29160.00 29160.00 29160.00 29160.00 29160.00 29160.00 29160.00 29160.00 29160.00 29160.00	w File Existing File Existing File profit for departure 5837.14 5837.14 5837.14 5837.14 5837.14 5837.14 5837.14	Relea Total Per- Person profit for departure 145.93 145.93 145.93 145.93 145.93 145.93	Overall Margin 20.02 20.02 20.02 20.02 20.02 20.02 20.02	Calculatic Breakdow View View View View View View View Vie

Figure 58 - Example 1: TPG - Results



TPG Calculation Breakdown Use Case Scenario One (File 1) Jan 2 2008 Individual Tour Date Setup Summary Price Type COSTS PRICES OCCUPANCIES Adult L0 Adult FI Adult Adult FI Totals Cost Price Profit margin Adult L0 0.00 0.00 0.00 0 Adult FI 23322.66 29160.00 5837.14 20.02 Child L0 0.00 0.00 0.00 0 0 Child L0 0.00 0.00 0.00 0 0 0 Child FI 0.00 0.00 0.00 0.00 0 0 0 Total LO 0.00 0.00 0.00 0 Total FI 23322.86 29160.00 5837.14 20.02 Grand Total 23322.86 29160.00 5837.14 20.02 Note, margin is calculated as (profit/price) * 100 BreakDown

SingleLO

Cost Type	Component		Adult	Child	Comment
Accommodation	Hilton Hotel single	LO	300.0000	150.0000	02/01/2008 for 7 nights Per Person Based On X Sharing Occupancy=1 UnitCost= 420 eur Adult Conditional Supps= 0 Adult Mandatory Supps= 0 Child Conditional Supps= 0 Child Mandatory Supps= 0
Accommodation	Hilton Hotel twin	LO	0.0000	0.0000	Not selected on Matrix
Flights	Jan 2 2008 LHR BKK BA100	LO	0.0000	0.0000	Not selected on Matrix
Flights	Jan 8 2008 BKK LHR BA101	LO	0.0000	0.0000	Not selected on Matrix
Per Person	Excursion profit	LO	-10.0000	-10.0000	Supplier Cost=-10.00 GBP -LO-
Per Person	Marketing	LO	27.0000	27.0000	Supplier Cost=27.00 GBP -LO-
Per Person	National Express	LO	1.5000	1.5000	Supplier Cost=1.50 GBP -LO-
Per Person	Regional Flights	LO	11.0000	11.0000	Supplier Cost=11.00 GBP -LO-
Per Person	VAT	LO	8.0000	8.0000	Supplier Cost=8.00 GBP -LO-
Per Tour	Airport Rep	LO	2.0000	2.0000	Supplier Cost=80.00 GBP Tot Occupancy=40 Per Person =2.00 GBP Supplier Cost=2.00 GBP -LO-
Per Tour	Coach	LO	53.5714	53.5714	Supplier Cost=3,000.00 eur Tot Occupancy=40 Per Person =75.00 eur Supplier Cost=75.00 eur -LO-
Per lour	Lour Manager	LU	10.0000	10.0000	Supplier Cost=400.00 GBP Tot Occupancy=40 Per Person =10.00 GBP Supplier Cost=10.00 GBP -LO-
		10	403 0714	253 0714	

Adult COST=403.0714 Child COST=253.0714 Markup Amount=0 Percent=20 (Margin)

Adult Price=503.8392 Child Price=316.3392

Rounding=9 Adult Price=509 Child Price=319

SingleFI

Cost Type	Component		Adult	Child	Comment
Accommodation	Hilton Hotel single room	FI	300.0000	150.0000	02/01/2008 for 7 nights Per Person Based On X Sharing Occupancy=1 UnitCost= 420 eur Adult Conditional Supps= 0 Adult Mandatory Supps= 0 Child Conditional Supps= 0 Child Mandatory Supps= 0
Accommodation	Hilton Hotel twin room	FI	0.0000	0.0000	Not selected on Matrix
Flights	Jan 2 2008 LHR BKK BA100	FI	230.0000	115.0000	Contract Type=alloc Adult=230.0000GBP Child=115.0000GBP Adult Supps= 0.0000 Child Supps= 0.0000
Flights	Jan 8 2008 BKK LHR BA101	FI	0.0000	0.0000	Contract Type=alloc Adult=0.0000GBP Child=0.0000GBP Adult Supps= 0.0000 Child Supps= 0.0000
Per Person	Excursion profit	FI	-10.0000	-10.0000	Supplier Cost=-10.00 GBP -LO-
Per Person	Marketing	FI	27.0000	27.0000	Supplier Cost=27.00 GBP -LO-
Per Person	National Express	FI	1.5000	1.5000	Supplier Cost=1.50 GBP -LO-
Per Person	Regional Flights	FI	11.0000	11.0000	Supplier Cost=11.00 GBP -LO-
Per Person	VAT	FI	8.0000	8.0000	Supplier Cost=8.00 GBP -LO-
Per Tour	Airport Rep	FI	2.0000	2.0000	Supplier Cost=80.00 GBP Tot Occupancy=40 Per Person =2.00 GBP Supplier Cost=2.00 GBP -LO-
Per Tour	Coach	FI	53.5714	53.5714	Supplier Cost=3,000.00 eur Tot Occupancy=40 Per Person =75.00 eur Supplier Cost=75.00 eur -LO-
Per Tour	Tour Manager	FI	10.0000	10.0000	Supplier Cost=400.00 GBP Tot Occupancy=40 Per Person =10.00 GBP Supplier Cost=10.00 GBP -LO-
		FI	633.0714	368.0714	

Adult COST=633.0714 Child COST=368.0714 Markup Amount=0 Percent=20 (Margin)

Adult Price=791.3392 Child Price=460.0892

Rounding=9 Adult Price=799 Child Price=469

TwinLO

Cost Type	Component		Adult	Child	Comment
Accommodation	Hilton Hotel single room	LO	0.0000	0.0000	Not selected on Matrix
Accommodation	Hilton Hotel twin room	LO	250.0000	62.5000	02/01/2008 for 7 nights Per Person Based On X Sharing Occupancy=2 UnitCost= 700 eur Adult Conditional Supps= 0 Adult Mandatory Supps= 0 Child Conditional Supps= 0 Child Mandatory Supps= 0
Flights	Jan 2 2008 LHR BKK BA100	LO	0.0000	0.0000	Not selected on Matrix
Flights	Jan 8 2008 BKK LHR BA101	LO	0.0000	0.0000	Not selected on Matrix
Per Person	Excursion profit	LO	-10.0000	-10.0000	Supplier Cost=-10.00 GBP -LO-
Per Person	Marketing	LO	27.0000	27.0000	Supplier Cost=27.00 GBP -LO-
Per Person	National Express	LO	1.5000	1.5000	Supplier Cost=1.50 GBP -LO-
Per Person	Regional Flights	LO	11.0000	11.0000	Supplier Cost=11.00 GBP -LO-
Per Person	VAT	LO	8.0000	8.0000	Supplier Cost=8.00 GBP -LO-
Per Tour	Airport Rep	LO	2.0000	2.0000	Supplier Cost=80.00 GBP Tot Occupancy=40 Per Person =2.00 GBP Supplier Cost=2.00 GBP -LO-
Per Tour	Coach	LO	53.5714	53.5714	Supplier Cost=3,000.00 eur Tot Occupancy=40 Per Person =75.00 eur Supplier Cost=75.00 eur -LO-
Per Tour	Tour Manager	LO	10.0000	10.0000	Supplier Cost=400.00 GBP Tot Occupancy=40 Per Person =10.00 GBP Supplier Cost=10.00 GBP -LO-
		LO	353.0714	165.5714	

Adult COST=353.0714 Child COST=165.5714 Markup Amount=0 Percent=20 (Margin) Adult Price=441.3392 Child Price=206.9642

```
Rounding=9
Adult Price=449
Child Price=209
```

Cost Type	Component		Adult	Child	Comment
Accommodation	Hilton Hotel single room	FI	0.0000	0.0000	Not selected on Matrix
Accommodation	Hilton Hotel twin	FI	250.0000	62.5000	02/01/2008 for 7 nights Per Person Based On X Sharing Occupancy=2 UnitCost= 700 eur Adult Conditional Supps= 0 Adult Mandatory Supps= 0 Child Conditional Supps= 0 Child Mandatory Supps= 0
Flights	Jan 2 2008 LHR BKK BA100	FI	230.0000	115.0000	Contract Type=alloc Adult=230.0000GBP Child=115.0000GBP Adult Supps= 0.0000 Child Supps= 0.0000
Flights	Jan 8 2008 BKK LHR BA101	FI	0.0000	0.0000	Contract Type=alloc Adult=0.0000GBP Child=0.0000GBP Adult Supps= 0.0000 Child Supps= 0.0000
Per Person	Excursion profit	FI	-10.0000	-10.0000	Supplier Cost=-10.00 GBP -LO-
Per Person	Marketing	FI	27.0000	27.0000	Supplier Cost=27.00 GBP -LO-
Per Person	National Express	FI	1.5000	1.5000	Supplier Cost=1.50 GBP -LO-
Per Person	Regional Flights	FI	11.0000	11.0000	Supplier Cost=11.00 GBP -LO-
Per Person	VAT	FI	8.0000	8.0000	Supplier Cost=8.00 GBP -LO-
Per Tour	Airport Rep	FI	2.0000	2.0000	Supplier Cost=80.00 GBP Tot Occupancy=40 Per Person =2.00 GBP Supplier Cost=2.00 GBP -LO-
Per Tour	Coach	FI	53.5714	53.5714	Supplier Cost=3,000.00 eur Tot Occupancy=40 Per Person =75.00 eur Supplier Cost=75.00 eur -LO-
Per Tour	Tour Manager	FI	10.0000	10.0000	Supplier Cost=400.00 GBP Tot Occupancy=40 Per Person =10.00 GBP Supplier Cost=10.00 GBP -LO-
		FI	583.0714	280.5714	
Adult COST=583 Child COST=280 Markup Amount=	.0714 5714 0 Percent=20 (Margir)			
Adult Price=728. Child Price=350.	392 7142				

Figure 59 - Example 1: TPG - Calculation Breakdown

Rounding=9 Adult Price=729 Child Price=359



The calculation was run and the spreadsheet in Figure 60 below represents the workings:

				NIGNTS	Excnarige rate	FI Twin Standard	LO Twin Standard	FI Single Standard	LO Single Standard	
Components										1
Hotel twin	50 Euros	naga	7	1.4	LO	250.00	250.00			I
Hotel single	60 Euros	pppn	7	1.4	LO			300.00	300.00	
Flights	230 GBP	рр			FI	230.00		230.00		
Regional flight	11 GBP	рр			LO	11.00	11.00	11.00	11.00	
Per person costs										
Marketing	27 GBP	total			LO	27.00	27.00	27.00	27.00	
VAT	8 GBP	total			LO	8.00	8.00	8.00	8.00	
National express	1.5 GBP	total			LO	1.50	1.50	1.50	1.50	
Excursion profit	-10 GBP	total			LO	-10.00	-10.00	-10.00	-10.00	
						517.50	287.50	567.50	337.50	
Per tour costs										
Tour manager	50 GBP	per da	y 8		LO	10.00				
Coach	3000 Euros	total		1.	4 L O	53.57				
Airport rep	80 GBP	total			LO	2.00				
Passenger load						40	0	0	0 0	40
Total cost pp						583.07	353.07	633.07	403.07	23322.9
Add 20% margin						728.84	441.34	791.34	503.84	
Selling price (round =	9)					729.00	449.00	799.00	509.00	29160.00
Margin						20.02%	21.36%	20.77%	20.81%	20.02%
Profit per person						145.93	95.93	165.93	105.93	

		DETA TEL						Tour Pri	ce Generato	r l						Concern Des	
aveli	relink Season All Tour Load Existing							Jur		~	Tours Setup Edit	Add Ne Delete Clone I	Add New File Delete Existing File Clone Existing File				
st tour - r Modelling	File 1	rve Resi	ults											Relea	se 39 BE	FA Version 1	
Run TPG	_																
		£									1						
Tour Date	Total Cost for the Tour	Total Cost for Adult FI	Total Cost for Adult LO	FI Margin Amount	FI Margin %	LO Margin Amount	LO Margin %	Adult FI Twin Sell Price	Adult LO Twin Sell Price	Adult FI Single Sell Price	Adult LO Single Sell Price	Total revenue for departure	Total profit for departure	Total Per- Person profit for departure	Overall Margin	Calculation Breakdown	
Four Date	Total Cost for the Tour 23322.86	Total Cost for Adult FI 23322.86	Total Cost for Adult LO 0.00	FI Margin Amount 5837.14	FI Margin % 20.02	LO Margin Amount 0.00	LO Margin %	Adult FI Twin Sell Price 729.00	Adult LO Twin Sell Price 449.00	Adult FI Single Sell Price 799.00	Adult LO Single Sell Price 509.00	Total revenue for departure 29160.00	Total profit for departure 5837.14	Total Per- Person profit for departure 145.93	Overall Margin 20.02	Calculation Breakdown View	
Tour Date ?-Jan-2008 }-Jan-2008	Total Cost for the Tour 23322.86 23322.86	Total Cost for Adult FI 23322.86	Total Cost for Adult LO 0.00	FI Margin Amount 5837.14 5837.14	FI Margin % 20.02 20.02	LO Margin Amount 0.00 0.00	LO Margin % 0	Adult FI Twin Sell Price 729.00 729.00	Adult LO Twin Sell Price 449.00 449.00	Adult FI Single Sell Price 799.00	Adult LO Single Sell Price 509.00	Total revenue for departure 29160.00 29160.00	Total profit for departure 5837.14 5837.14	Total Per- Person profit for departure 145.93 145.93	Overall Margin 20.02 20.02	Calculation Breakdown View View	

Figure 60 - Example 1: TPG - Results



6.2 Scenario 2

Using the same example as scenario 1, this example has a different modeling in that 42 passengers are predicted and are itemised across price types as follows:

The difference here is (compared to scenario 1):

- Per tour costs are now divided by 42
- Passengers are split across price types and thus the calculation is using each price type.
- The final prices and revenue totals are different.

	_					Tour Price G	enerator			
raveli	ńk	Seaso	n All	~	Tour Load Existing	Test tour File 1	*	Tours Setup Edit	Add New File Delete Existing File Clone Existing File	
est tour ·	- File 1	2							Releas	e 39 BETA Version 1
our Modellin	ng Margi	in Curve	Results							
Tour Date 2-Jan-2008 9-Jan-2008 16-Jan-2008 23-Jan-2008 30-Jan-2008 30-Jan-2008 13-Feb-2008 20-Feb-2008 27-Feb-2008	Places / 100 (100) 100) 100) 100) 100) 100 (100) 100 (100)	adult FI TV 30 30 30 30 30 30 30 30 30 30	vin Adult LO T 10 10 10 10 10 10 10 10 10 10	Win Adult FI 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Single Adult LO S	ingle Copy				
Display Tour Passenger To Save	Dates otal Contro		tick this box i	f you want to	o use the tour de	parture dates)				

Figure 61 - Example 2: TPG - Tour Modeling

					Tour	Price Generator			
	Season	All	~	Tour	Test tour		Tours Setup	Add New File	
ravelink				Load Exist	ng File 1		Edit	Clone Existing File	
est tour - Fi	e 1								Release 39 BE
our Modelling M	argin Curve Re	asults							
		1	Tarran	i					
Departure From	Departure To	Type (FI/LO) Amount	Percentage	Dalata				
1-Jan-2008	1-Mar-2008		0		Delete				
1-341-2000	1-1101-2000		0	20	Add				
Include Suppleme Booked Date Fror Booked Date To Round Prices by Selling Currency	ints ♥ (includ n 1-Jan-1900 9 (Us GBP ♥	e mandatory	+ conditio + conditio ve or negat	nal suppleme ive values to	nts in accom cost cal	culations) nd. Enter 0 for no roundin	3)		
county contenes						~			

Figure 62 - Example 2: TPG - Margin Curve



Tour Price Generator	. BETA VERSI	ON - Microsoft	Internet Ex	plorer											
					5	Tour Prio	e Generator								2
Travelisk	Season All	Y	Tour		Test tour			*	Tours Setup	Add Ner Delete	w File Existing File				
naventik			Load	Existing	File 1			Y	Edit	Clone E	ixisting File				
Test tour - File 1												Relea	ise 39 BET	A Version 1	
Tour Modelling Margin Cu	arve Results	5													
Run TPG															
Total Cost	t Total	Total FI	FI	LO	LO A	dult FI	Adult LO	Adult FI	I Adult LO	Total	Total	Total Per-	Quantit	Calculation	
Tour Date for the Tour	Cost for Co Adult FI Ac	ost for Margin Jult LO Amount	Margin Margin A	4argin mount	Margin T	vin Sell Price	Twin Sell S Price	ingle Se Price	ell Single Sell r Price	revenue for departure	profit for departure	profit for	Margin	Breakdown	
2-Jan-2008 21927.86	18028.42 38	399.44 4630.58	20.44	989.56	20.24	729.00	439.00	789.0	0 509.00 2	27548.00	5620.14	departure 133.81	20.40	View	
9-Jan-2008 21927.86	18028.42 38	399.44 4630.58	20,44	989.56	20.24	729.00	439.00	789.0	0 509.00 2	27548.00	5620.14	133.81	20.40	View	
16-Jan-2008 21927.86	18028.42 38	399.44 4630.58	20.44	989.56	20.24	729.00	439.00	789.0	0 509.00 2	27548.00	5620.14	133.81	20.40	View	
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				Niah	je ra			anda	anda		anda		anda		
					anç.			Sta	Ste	5	Sta		Ste		
					Sch			_vin	, N		ngle		Jale	5	
					ш			E	Q	2			Sii		
									_		ш		2		
Components														_	1
Hotel twin	50) Euros	pppn	7	1.4	LO	250	.00	250.00	0					
Hotel single	60) Euros	pppn	7	1.4	LO					300.00		300.00)	
Flights	230) GBP	рр			FI LO	230	.00	11.0	0	230.00		11.00	2	
Regional hight		GBF	ΡÞ			LO		.00	11.00	0	11.00		11.00	,	
Per person cost	s														
Marketing	27	GBP	total			LO	27	.00	27.00	0	27.00		27.00)	
VAT	8	3 GBP	total			LO	8	.00	8.00	0	8.00		8.00)	
National express	1.5	5 GBP	total			LO	1	.50	1.50	0	1.50		1.50)	
Excursion profit	-10) GBP	total			LO	-10	.00	-10.00	0	-10.00		-10.00)	
							517	.50	207.50	0	507.50		557.50	,	
Per tour costs															
Tour manager	50) GBP	per dav	8		10	a	52	9.5	2	9 52		9.53	>	
Coach	3000) Euros	total	0	1.4	LO	51	.02	51.02	2	51.02		51.02	2	
Airport rep	80) GBP	total			LO	1	.91	1.9	1	1.91		1.91	I	
_										•					
Passenger load								30	10	U	1		1	I 42	
Total cost pp							579	.95	349.9	5	629.95		399.95	5	219
Add 20% margin	O`						724	.94	437.44	4	787.44		499.94	1	~
Selling price (rou	nd = 9)						729	.00	439.00	U	789.00		509.00	J	27
Margin							20.4	5%	20.28%	6 2	20.16%	2	21.42%	, D	20.
Profit per person							149	.05	89.0	5	159.05	_	109.05	5	

Figure 63 - Example 2: TPG - Results

Note:

When modeling tour prices, it is useful to see how booked passengers affect the margin of a tour as bookings increase. E.g. 5 pax is a negative margin but 8 or more is a positive margin. Using the TPG results screen, it is possible to edit prices and passengers to see the effect on margin. Thus it is possible to derive the minimum passenger required number from this screen.

It is not possible to model a mix of adults and children in the same price type in the TPG. Only adults or children can be modeled in a room e.g. 2 adults or 2 children, not 1 adult and 1 child.



7 Appendix 1 – Acronyms used in this Document

Acronym	Definition
Accomm	Accommodation
FI	Flight Inclusive
IB	In Bound
LO	Land Only
OB	Out Bound
Pax	Passengers
TPG	Tour Price Generator
UI	User Interface



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