

THE “INDUSTRY SECRETS” PRICING PLAYBOOK

10 Insider Tricks to Slash Your Coach Hire Quote

(Without Sacrificing VIP Quality)

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Stop Overpaying for Group Travel

We know group travel is expensive. At Globus SW Ltd, we’d rather you spent your budget on the destination, not wasted on inefficient logistics.

We believe in transparency. That is why we have created this guide to show you how the industry really prices jobs. By tweaking your plans slightly, you can often save hundreds of pounds without having to settle for an old, uncomfortable vehicle.

Here are the 10 secrets most coach companies won’t tell you.

Trick #1: The “Golden Window” (Timing is Money)

* The Secret: Between 07:30 – 09:30 and 15:00 – 16:30, almost every bus in the country is busy with school runs or commuter contracts. This is “Peak Time.”

* The Fix: Shifting your departure time from 08:30 to 10:00 turns your trip into an “off-peak” booking. This simple change can save you up to 20% because you are utilizing a vehicle that would otherwise be sitting idle.

Trick #2: The “15-Hour Trap” (Driver Laws)

* The Secret: UK and EU laws strictly limit how long a driver can work. If your day trip itinerary spans 14+ hours (e.g., 6 am to 9 pm), the company usually must legally send two drivers. This almost doubles your labor costs.

* The Fix: Shave just 60 minutes off your itinerary (leave an hour later or return an hour earlier). Keeping the duty day under the limit keeps it a “single-driver” job, saving you massive amounts on wages.

Trick #3: The “Single Pick-Up” Rule

* The Secret: Asking the coach to pick up Auntie Sheila in one town, then the groomsmen in another, and the rest of the group in a third location destroys your budget. Every stop adds “duty time” and increases the risk of traffic delays, which operators price in as a buffer.

* The Fix: Arrange a central meeting point for your group before the bus arrives. One pick-up and one drop-off is always the cheapest option.

Trick #4: The “Shuttle Loop” Strategy

* The Secret: If you need to move 100 people a short distance (e.g., from a church to a reception venue 2 miles away), you don’t need two 50-seater coaches.

* The Fix: Hire one luxury coach and run a “shuttle service” with two trips. You pay for one vehicle instead of two. (Note: This only works for short distances!).

[Section 2: The Vehicle Hacks]

Trick #5: The “Minibus vs. Coach” Myth

* The Secret: Many organizers think, “We have 30 people, so two 16-seater minibuses will be cheaper than one 49-seater coach.”

* The Reality: Usually, they aren’t. Two minibuses mean two drivers, two engines, and double the fuel.

* The Fix: Always ask for a quote for a single large vehicle first. “Right-sizing” your vehicle is the quickest way to lower the cost-per-head.

Trick #6: The “Luggage Space” Error

* The Secret: Clients often book a massive 53-seater for just 20 people because they have golf clubs or band equipment, fearing a smaller bus won’t fit the gear.

* The Fix: Ask if the company has a trailer or a specific “VIP Midi” coach with a large boot. You might fit perfectly in a luxury 30-seater, which is cheaper and easier to park than a full-size tour bus.

[Section 3: The Planning Hacks]

Trick #7: The “Keep vs. Return” Dilemma

* The Secret: If you are going away for a weekend (e.g., London to Scotland Friday to Sunday), don’t assume sending the bus home is cheaper. Driving an empty bus back to base costs fuel and wear.

* The Fix: Often, paying for the driver’s hotel and food for two nights is cheaper than the fuel cost of the bus driving empty back and forth. Ask us to quote both options!

Trick #8: The Sunday Premium

* The Secret: Just like any other industry, labor costs often go up on Sundays and Bank Holidays.

* The Fix: If your trip date is flexible, moving a generic outing from a Sunday to a Saturday (or better yet, a weekday) can sometimes lower the base rate.

Trick #9: The “Series” Discount

* The Secret: If you book a coach for a one-off trip, you pay the “retail” price. But if you know you are doing this trip 6 times a year (e.g., sports away games), you are a “contract” client.

* The Fix: Tell us upfront if this is a recurring trip. We can often offer a “bulk booking” rate that isn’t available for single trips.

Trick #10: The Hidden “External Costs” Checklist

* The Secret: Some cheap quotes look great because they hide the extras. You might get hit with surprise invoices later.

* The Fix: Before booking, always ask if the quote includes:

* Parking Permits: Especially in city centers.

* Clean Air Zones: ULEZ (London), CAZ (Bath, Bristol, Birmingham).

* Driver Accommodation: Required for overnight trips.

* Ferry/Toll Crossings.

Bonus Trick: Why “Cheapest” is Often Most Expensive

A breakdown on a motorway with 50 people on board is a nightmare. Some operators cut costs by running older fleets with poor maintenance. Value isn’t just the price on the quote; it’s the guarantee the trip actually happens comfortably.

Ready to book smarter?

Don’t just book a bus. Book a VIP experience.

Contact us today for a quote that maximizes your budget and your comfort.

Globus SW Ltd

Moving Minds. Moving You.

* Online Quote: www.globus.vip

* Call Us: 0800 043 8880