



W Aviation FBO Aruba N.V
General Aviation Pricing Policy

General Manager
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List of Revisions

Company	Manual	Last Rev #	Date Revised	Revisions	Signed
W Aviation	Pricing Policy		01 October 2019		

Introduction

This manual serves as a policy and guideline for the pricing at FBO W Aviation Aruba NV (hereafter referred to as WA). It will specify all charges, method of calculations, and exception when it comes to the billing of general aviation flights for services rendered.

Definition of Terms

Term	Definition
AAA	Aruba Airport Authority N.V., operator of the airport.
After Hours Operations	After hours are between 00:00hrs and 6:59 hrs, local time, when airport is officially closed. Only exceptions for extensions that can be made are for air ambulance flights with prior notice.
AIRB	Aeropuerto International Reina Beatrix
Aircraft Parking	Parking an aircraft in the open air location on the GA apron or the main apron.
AMU	AAA's Apron Management Unit that regulates the activities and the movements of aircraft and vehicles on the apron, and manages the activities and movements of aircraft and vehicles on the apron.
Flight Training / Instructional Flight	Flights for the specific purpose of flight training and check by an institution other than an airline.
General Aviation/GA	All civil aviation operations other than scheduled air service and non-scheduled air transport operations for remuneration or hire or aerial work (ICAO Annex 6, Part 1, Chapter 1) with a maximum of 20 passengers.
GAT	General Aviation Terminal managed and operated by WA to service general aviation located on the south side of the airport runway within the airport premises.
ICAO	International Civil Aviation Organization
Main Terminal	The terminal managed and operated by AAA for commercial operations on the north side of the airport runway within the airport premises.
MTOW	Maximum Take off Weight. The maximum certified take-off weight in kilograms (kg).
Military or State Aircraft	Operations or aircraft of the armed forces or states other than those for remuneration which should be covered under public transportation operations as approved by the Governor of Aruba. (Note: no approval is necessary for military or state aircraft of the Kingdom of the Netherlands).

Revenue operations	Charter flights and special flights performed for remuneration other than scheduled flights.
Off-chocks time	Exact time when chocks are removed from nose and main gears of an aircraft that is ready for engine start-up and departure.
On-chocks time	Exact time when chocks are place at nose and main gears of an aircraft after arrival and engines are shutdown.
Passenger	Occupant of an aircraft seat, not acting as an active aircraft's crew, or medical crew.
Local	A person who resides in Aruba and/or has a resident permit which allow him/her to live in Aruba evidenced by an Official Identification Card (cedula/id card) issued by the Government of Aruba and/or passport supported by a resident permit issued by the appropriate Aruban Government Entity.
Local Based Operator	Operator who has the status of a local as defined above and whose aircraft is based at the AIRB and is not performing a revenue operation.
Sight Seeing/Local Flight	A flight for the carriage of passengers by air for remuneration which returns to the departure point, without making any type of landing and/or stop over at another airport and/or landing strip other than AIRB.
Transit Passenger	A passenger arriving at the GAT on a flight and subsequently departing GAT on the same aircraft without having left the customs area (origin \neq destination). Passengers making use of any of the US pre-clearance facilities at AIRB or GAT are not considered transit passengers.
WA	W Aviation FBO Aruba N.V, manager and operator of GAT.

Basic Ground Handling

All aircraft that lands at AIRB on the GA side need to pay a basic Ground Handling Fee. This Fee is for the basic services provided to the aircraft including: marshal assistance, baggage handling, and transportation to and from GAT, assistance through Immigration and Customs, flight plan filing, General Declarations and Department of Justice form, and assistance through departure.

Aircraft Ground Handling

The fee charged is per MTOW in KG, and there are 9 different weight categories as per Appendix 1.

1. This fixed fee is charged once per aircraft, upon departure.
2. A fixed monthly fee will be charged for Local Based Operators.

Additional Fees per Aircraft

Besides the Ground Handling, there are also additional fees that aircraft operators have to pay for, which are Landing & Parking Fees and Customs & Immigration fees. The landing fee is defined below, and the Customs & Immigration fee is a fixed fee and defined in Appendix 1.

Landing Fee

For landing an aircraft on the premises of AIRB (GA ramp), a landing fee will be charged. As per contract article 5.01(3), W Aviation has agreed to collect on behalf of AAA, in accordance with AAA's prevailing rate schedule, plus a mark up fee of 15%.

Landing Fee Calculation

The amount of the landing fee is determined based on the landing fee rate in Appendix 1 and the following factor:

The aircraft's MTOW in kilograms divided by a thousand. For example: for an aircraft which MTOW is 15,638 kg, the factor used to calculate the landing fee will be 15.638.

Exemptions

Landing of an aircraft at the GAT will lead to charges for landing, unless exempted by AAA as follows:

- Official military of local state/police aircraft are exempted from landing fees.
- The flight was qualified as an Instrument Flight Check.
- The flight was qualified as a flight that is operated with an official Search & Rescue aircraft.
- The flight was qualified as a Technical Return or as a return due to weather conditions, engine trouble, or any other unforeseen causes.
- Local Flights.
- Local based operators.
- Local based operators performing revenue operations approved by AAA (Depending on their agreement with WA).

Parking Fee

For parking an aircraft in designated general use areas of the airport, a parking fee per hour will be charged.

As per contract article 5.01 (3), W Aviation has agreed to collect on behalf of AAA, in accordance with AAA's prevailing rate schedule, plus a mark up fee of 15%.

Long Term Parking Fee

For parking an aircraft in designated areas for an extended time after twenty four (24) hours a different rate will be applied.

Exemptions

Parking of an aircraft will lead to charges, unless exempted by AAA as follows:

- Official military and/or local state/police aircraft are exempted from landing fees.
- The flight was qualified as an Instrument Flight Check.
- The flight was qualifies as a Technical Return or as a return due to weather conditions, Local flights should be listed as exempted from these fees engine trouble, or any other unforeseen causes.
- Local flights.
- Local based operators.
- Local based operators performing revenue operations approved by AAA (depending on their agreement with WA).

For further details on parking fee, please refer to Appendix 1.

Aircraft Relocation and Towing Fee

For assistance rendered during the relocation of parking of the aircraft (which assistance is performed by the ramp department at WA), relocation/towing fee based on the MTOW will be due in accordance with the charges laid down in Appendix 1.

If the relocation is due to the request of AAA, then the relocation fee will be waived.

Passenger Charges

The amount of passenger charges is determined by the number of passengers on board the aircraft upon departure from the GAT multiplied by the rates listed in the charged overview as per Appendix 1. All departing passengers are charged three items, which sums up to USD. 53.50, and is what WA considers the “General Aviation Passenger Charge” and this consists of the following

- Passenger Facilitation Charge USD 23.00
- Security Surcharge USD 3.00
- Terminal Fee USD 27.50

Transfer passengers are exempted of the Passenger Facility Charge. Passengers arriving by air with a commercial flight at the main terminal and continuing their travel within 24 hours on a GA flight are making full use of the GA facilities and hence pay the applicable charges for the use of the GAT and will be charged by the operator of the GAT. The charge for a transfer passenger amounts to USD 30.50 per transfer passenger, being the sum of the security surcharge and terminal fee. The charges for passengers will be invoiced directly to the particular aircraft operator or pilot.

Agreement for Carriage

The agreement for carriage between an operator/aircraft and the passenger must be evidenced by a General Declaration which must show the following particulars:

- The registration of the aircraft on which the aircraft intends to depart.
- The airport from which the passenger intends to depart.
- The date of this intended departure.
- The airport at which the passenger intends to arrive.
- The passenger’s full name, date of birth, nationality and passport number.

Exemptions

Enplaned passengers on an aircraft will lead to General Aviation Passenger Charge unless exempted by one of the following reasons:

- Transit passengers on a GA flight.
- Transfer passengers who have a scheduled departure to a different destination within 24 hours after arrival at AIRB or at the GAT. The transfer passenger must be evidenced by an airline ticket or General Declaration to qualify for exemption or proven by a departure within 24 hours after having landed in Aruba, evidenced by a local immigration stamp in the passenger's passport and supported by the boarding pass of the arriving flight or General Declaration.
- Infants: Passengers under two years of age, up to the date of departure. A copy of the infant's passport must be provided as proof.
- Military personnel on official military flights operated by a military aircraft.
- Pilot, Co-pilot, and cabin attendants on duty (applies for cabin attendants and crew only for aircrafts weighing more than 12,001KG).
- Diplomatic passport holders, under the condition that a diplomatic passport is submitted, and a copy is provided as proof.
- Flights operated by means of a state aircraft approved by the Governor of Aruba.
- Passengers who depart from AIRB due to circumstances beyond the control of the operator. If due to weather or technical failure, the aircraft has to return to AIRB, there will be no passenger charged for the passengers as this is not an originally planned departure, and provided they already paid these fees in their original departure attempt.

Appendix 1 – Rates and Charges (in USD)

Airport Charges

Passenger Facility Charge

Passengers to Bonaire	USD. 8.75	Per passenger
Passengers to all other destinations	USD. 23.00	Per passenger

Security Surcharge

Passengers to all destinations	USD. 3.00	Per passenger
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Terminal Service Charge

Terminal Fee	USD. 27.50	Per passenger
Terminal Fee for Locals	USD. 11.50	Per local passenger

Parking Fee

Rate first 24 hrs	USD 0.62	Per kilogram ton of MTOW
Rate after 24 hrs	USD 0.31	Per kilogram ton of MTOW

Landing Fee

USD 3.15	Per kilogram ton of MTOW
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AUA Customs and Immigration facilities:

Customs and Immigration	USD. 35.00	Per aircraft
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AUA Customs and Immigration facilities (additional fee for afterhours):

Customs and Immigration Afterhours	USD. 8.50	Per aircraft
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General Aviation Charges

Ground Handling

(0 KG – 1,000KG)	\$ 195.00
(1,000 KG – 2,000KG)	\$ 260.00
(2,001 KG – 4,000 KG)	\$ 310.00
(4,001 KG – 6,000 KG)	\$ 460.00
(6,001 KG – 8,000 KG)	\$ 585.00
(8,001 KG – 12,000 KG)	\$ 850.00
(12,001 KG – 16,000 KG)	\$ 1,045.00
(16,001 KG – 20,000 KG)	\$ 1,265.00
(20,001 KG – 45,000 KG)	\$ 1,595.00
(45,001 KG →)	\$ 1,970.00

Ground handling for flights qualified as operated by a local based operator

Monthly fee	\$954.00
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Relocation Fee USD. 160.00

Lavatory Services

Lavatory Service provided by WA (Small)	USD. 110.00	per aircraft
Lavatory Service provided by WA (Med)	USD. 160.00	per aircraft
Lavatory Service provided by WA (Large)	USD. 195.00	per aircraft

Third Party Service Providers

Catering Based on the requested menu

Potable Water Service USD. 150.00

Ground Power Unit (Start pack)
provided by WA USD. 160.00

Hotel Arrangements USD. 30.00 for aircrafts weighing less than 12,000 KG. Aircrafts who weigh more do no pay for this service

Ice Bags USD. 6.00 per bag

Administration Fee Third Party Services 20% of total amount invoiced

Administration Fee 6% of total amount invoiced

All fees are subject to periodical evaluation and adjustment in consultation with all parties to the agreement.

Note: When paying in Aruban Florins, all above charges are converted AWG. 1.80 = US\$ 1.00

Appendix 2

Exemptions as per basic W Aviation guidelines:

	PFC	SSC	FBO Term Serv Chrg	Total Charge to Pax
Transit pax using same plane to different destinations within 24 hours	\$ -	\$ 3.00	\$ 27.50	\$ 30.50
Transit pax using different plane to different destinations within 24 hours	\$ -	\$ 3.00	\$ 27.50	\$ 30.50
Infant < 2 years	\$ -	\$ -	\$ -	\$ -
Diplomats with official passport	\$ -	\$ -	\$ -	\$ -
Pilot & Co-pilot on aircraft <12,000KG	\$ -	\$ -	\$ -	\$ -
Pilot & Co-pilot on aircraft >12,001KG and extra crew/flight attendant	\$ -	\$ -	\$ -	\$ -
All passengers on local flights (Crew and copilot will be exempted)	\$ -	\$ 3.00	\$ 11.50	\$ 14.50
All working crew on air ambulance flight	\$ -	\$ 3.00	\$ 27.50	\$ 30.50
Military	\$ -	\$ -	\$ -	\$ -
Deportees	\$ -	\$ -	\$ -	\$ -
Weather	\$ -	\$ -	\$ -	\$ -
State Aircrafts	\$ -	\$ -	\$ -	\$ -