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Hi Julian,

As discussed on Friday, we have been offered direct flights from Launceston, 20tonne capacity. The freight would come off the SFM sales amount either via pre-set prices as direct sales or auction sales and supplier paid in seven days in line with SFM's payment terms. We would be able to do favourable commission rates as it will be plane loads. If plane is at capacity, freight would be as low as \$4.50/kg. Direct flights would provide Sydney with better quality and quality = better prices.

Would you be able to share with your network, as freight costs is a continuous concern for the industry, we will be working closely with this new network to build more affordable options for suppliers.

Aircraft

Aircraft: Adelaide based 737-800BCF aircraft

Payload Available: 20,000kg on 11 x PAG (could possibly take an additional 2000kg more as belly loaded freight)

Refer to the draft Load instruction report for payload across the aircraft

Schedule: Monday-Sunday

Arrive Launceston 12:32pm

Depart Launceston 12:50pm

Arrive Sydney 14:41pm

	Flt No	From	Depart		To	Arrive		Blox
			Local	UTC		Local	UTC	
	TFX42	BNE	0:10	14:10	MEL	3:30	16:30	2:24
	TFX36	MEL	4:10	17:10	ADL	4:55	18:25	1:16
	???	ADL	10:00	23:30	LST	12:32	1:32	2:02
	???	LST	12:50	1:50	SYD	14:41	3:41	1:51
	???	SYD	15:00	4:00	ADL	16:43	6:13	2:13
	TFX34	ADL	19:00	8:30	SYD	21:30	10:30	1:44
	TFX41	SYD	22:25	11:25	BNE	22:45	12:45	1:33
								13:03

Pricing

Total Cost of the Charter: US\$59,100.00.00* or AU\$90,000.00 + GST

Total cost per chargeable kg AU\$4.50 based on a payload of 20,000kg per flight

Price Includes:

- Aircraft and crew
- Landing, parking, and navigation fees

- Fuel**
- Ground Handling including Loading and unloading of the aircraft on ramp
- Aircraft insurance

Price Excludes:

- CTO costs : Could be up to A\$0.50 to 1.00 per kg
- Special equipment for loading/unloading
- Build/break warehouse fees and warehouse pass-through fees
- Documentation fees
- Commercial Cargo Insurance
- AWB fee:A\$73.00 per Awb or per individual shipper

As this is a charter the charter rate would cover the cost of the entire aircraft movement – if you only had 10,000kg the per kg rate would be AU\$9.00

*As we work in US\$ so there will be fluctuations in this price based on Exchange rate movements – but happy to lock this price in for a period

** As fuel cost fluctuate on a month-to-month basis, fuel pricing would need to be reviewed as needed

We would be happy to solidify this cost for October and November to allow us to get a few charters going, this will allow us to review the costs and drive additional savings

If you have any questions, please let me know

Regards

Jen



JEN ELLIOTT
HEAD OF SALES

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Sydney Fish Market is located on the traditional lands and waters of the Gadigal and Wangal people, who have lived and fished here for tens of thousands of years. We acknowledge the traditional custodians of this site and pay respect to Elders past and present.