

25th February 2018

To

- AENA, Jaime García-Legaz Ponce, Chairman CEO ibizaejecutivos@aena.es C/ Peonías, 1228042 Madrid ; By Post and Email
- Avia Partner Clive Sauvé-Hopkins CEO marina.put@aviapartner.aero
- Sky Valet Dominique Thillaud, Chairman Aéroports de la Côte d'Azur Group/Sky Valet Dominique.Thillaud@skyvalet.com
- Director Tourism IBIZA Sr. Vicente Torres Guasch presidencia@conselldeivissa.es

Dear Sirs,

I am a private pilot, having held a pilot's license for the past thirty four years and I normally visit Ibiza with my family for several short trips during each summer season in our light aircraft. We have been regularly coming to Ibiza for more than ten years.

I would like to make a complaint, initially to the airport authority regarding the recent excessive increase in airport charges being applied to general aviation movements which came into force during August 2017. Please see attached comparative invoice/quotation which show my charges from 2017 to 2018 will increase by 600%, from €240 to €1244, largely but not wholly due to the imposition of a "filter" or "security screening" charge.

I note the screening charge is (1) mandatory, and (2) there is no additional service being provided beyond the security screening provided during past years, and (3) the charge is excessively disproportionate to the security screening charges being imposed upon passengers of the many airlines serving the airport.

I am informed that this new charge is derived from granting a franchise of the General Aviation Terminal to two operating companies SkyValet and AviaPartner. I have reviewed in part the tender document and note the provision allowing them to introduce this NEW CHARGE up to a maximum of seventy euro per passage (crew and pax). I note that both franchisees have together chosen to set the charge at the same level of sixty euro, being 86% of the maximum.

Given that there is no alternative airport on the island of Ibiza I believe my free movement is being unfairly restricted by the imposition of this charge. The cost has suddenly and unexpectedly become prohibitive to the extent that I and a large number of other recreational flyers, including some with homes on Ibiza, can no longer exercise our right to fly to Ibiza.

Accordingly I ask the airport management and its two General Aviation Handling franchisees to review the basis of this new charging structure and find a solution to avoid its discriminatory position against the recreational aviation community .Continued.....

2.

I draw your attention the provisions in EU law; Treaty for Functioning European Union "TFEU" article 101/102.

My understanding is that AENA's Ibiza Airport is a regional monopoly by virtue of it being the sole airport on the Island of Ibiza. It is a gatekeeper to our airspace. Under article 101/102 TFEU (Treaty for functioning of the European Union, anti-competition regulation), AENA is certainly deemed to be a "Dominant Undertaking".

Article 102 of the TFEU specifically deals with abusive conduct by "Undertakings of a Dominant Position" and defines examples of abuse including "Excessive Pricing; High prices for goods or services that bear little or no reasonable relationship to the economic value of the goods or services provided". The widely recognised purpose of this rule is to protect consumers from being driven away or barred from access through extortion. In my view the current situation in Ibiza airport between AENA/SkyValet and AviaPartner amounts to the cartel situation which the TFEU 101/102 is aimed to prohibit.

I hope the airport management will urgently review this unacceptable situation and relax the imposition of this security screening charge.

Be advised that this letter should be considered the first communication in a formal complaint and I would be appreciate a coordinated response from the parties addressed within the next 21 days.

Yours sincerely,

A handwritten signature in black ink, appearing to read 'Stephen Williams', with a stylized, flowing script.

Stephen Williams
williamsflying@gmail.com



2017

IBIZAIR S.L.

Apdo. Correos 1.510
Aeropuerto Ibiza - 07800 IBIZA
Ph: 971 809 124 / 5
H 24: 639 602 538
Fax: 971 809 126
VHF: 131 425

NAME	Awo-Wine			INVOICE	1954
ADDRESS	Caroline House, 55 High Holborn			DATE	19/07/2017
CITY	London WC1V 6DX	COUNTRY	UK	FLIGHT NUMBER	N58JA
VAT		TELÉFONO		DATE FLIGHT	19/07/2017
				REGISTRATION	N58JA
				LOCATION	LEIB

SERVICE DESCRIPTION	UNIT	UNIT PRICE	AMOUNT	%IVA
LANDING & PARKING FEES	1	47,11 €	47,11 €	0,00 %
HANDLING SERVICES	1	130,00 €	130,00 €	21,00 %

NET VALUE	%I.V.A.	COST I.V.A.	SUBTOTAL
47,11 €	0,00 %	0,00 €	47,11 €
130,00 €	21,00 %	27,30 €	157,30 €

Our bank account: BBVA
0182-6838-75-0200034802
IBAN: ES69 0182-6838-75-0200034802
SWIFT: BBVAESMM

TOTAL
204,41 €

En cumplimiento de lo establecido en la LOPD, le informamos que sus datos serán tratados en nuestros ficheros, con la finalidad del mantenimiento y cumplimiento de la relación entidad-cliente y prestación de servicios derivada de la misma, incluyendo el envío de comunicaciones informativas, comerciales y de cortesía en el marco de la citada relación. Así mismo, sus datos serán cedidos en todos aquellos casos en que sea necesario para el desarrollo, cumplimiento y control de la relación entidad-cliente y prestación de servicios derivada de la misma o en los supuestos en que lo autorice una norma con rango de ley. En cumplimiento de la LOPD puede ejercitar sus derechos ARCO ante IBIZAIR SL, con dirección en BLOQUE TECNICO AEROPUERTO IBIZA, 07817 - SANT JORDI (Balears (Illes)), adjuntando fotocopia de su DNI.

Registro Mercantil de Baleares, Tomo, 878, Folio 170, Hoja P.M. 3504 - N.I.F. B-07562689



2018

#BZP18B002

Invoice # IBZP18B002
Invoice date 13/02/2018
Accounting code 5505
Your VAT nbr

Proforma

STEPHEN WILLIAMS
16 SMITH TERRACE

SW3 4DL LONDON
UNITED KINGDOM

Phone +34916782648
Our VAT nbr ES B 84427376
Email invoices.svs@skyvalet.com

Handling reference concerned	Arrival	Departure
Reference IBZ002810	From EGGW - London/Luton	To EGGW - London/Luton
Registration N58JA	E/ATA 04 May 2018 11:30z	E/ATD 07 May 2018 11:30z
A/C Type C340	PAX 5	PAX 5
MTOW 2900	CallSign	CallSign
	Flight type Private	Flight type Private
	Company reference	Company reference

Name	Qty	Unit price (€)	Discount (%)	Amount before VAT (€)	VAT
Administration fees Airport security	5	0.6588		3.29	21
Filter	12	60.00		720.00	21
Administration fees Passengers	5	0.9728		4.86	21
H Ramp	1	2.547		2.55	21
Administration fees H Ramp	1	0.382		0.38	21
H Pax	5	0.0424		0.21	21
Administration fees H Pax	5	0.0064		0.03	21
H Bag	1	8.0223		8.02	21
Administration fees H Bag	1	1.2033		1.20	21
Administration fees Meteorological	2.9	0.0313378		0.09	21
Administration fees Landing	1	2.9966		3.00	21
Administration fees Parking	1	7.3834		7.38	21
Administration fees Service Air Traffic of airport	1	1.6026		1.60	21
Administration fees Air Security rate (AESR)	5	0.09		0.45	0
Administration fees Infrastructures PRM assistance	5	0.1071		0.54	21
Handling	1	139.00		139.00	21
Slot (in/out) / PPR Arrangement	1	20.00		20.00	21

BIC / IBAN TARGO BANK
CMCIESMM
ES63 0216 16 14658200151339

VAT Rate	Amount before VAT	VAT Amount	Amount VAT Incl.
21	912.15	191.55	1103.70
10	0.00	0.00	0.00
5	0.00	0.00	0.00
Excluded	0.45	0.00	0.45
Total amount	912.60	191.55	1104.15
Total Disbursement			141.40 €
Net amount to pay			1245.55 €

Inscrita en el R.M. de Madrid, Hoja M-386192, folio 131, Tomo 21.689. C.I.F. B-84427376 - Madrid 09-08-2005
Calle Alfonso XII 8, bajo dicho, Madrid 28014, Spain

Stephen Williams

From: Aviapartner IBZ FBO <ibz.executive@aviapartner.aero>
Sent: 25 February 2018 10:13
To: Stephen Williams
Subject: RE: Landing and Handling Charges Quotation - LEIB

Dear Stephen,

Would you like a breakdown for each service you would need for a basic turnaround??

This would be as follows:

- Basic handling: 135€
- Landing fees: Approximately 95€ this cannot be exact until the day of your departure, it is AENA that will provide us the exact cost on the day of departure.
- Pushback if needed: 52€
- Screening on arrival: 360€
- Screening on departure: 360€
- 10% disbursement on any extra services you require from 3rd parties, such as catering, VIP transport from the GAT to any location on the island, flowers, etc...

As per the security screening, this is an input from the Airport authorities and it is mandatory to pay for this service.

Please let me know if this information is what you require.

If you have any other queries, please let us know.

Kind regards.

Carlos Márquez.

Ground Operations Officer

FBO Operations Ibiza

Aviapartner IBIZA FBO SA | Terminal Aviación General – Aeropuerto Ibiza | 07800 Ibiza | Spain

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