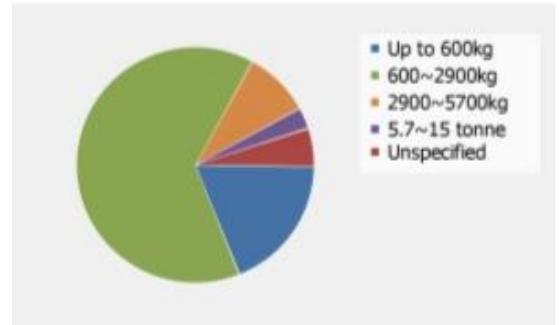


Landing Fees... 'Flat fee' or '\$ / tonne'? Recently we've been asked by several airports about the merits of 'Flat Fee' compared to 'Fee by weight calculated to the Kg'. Those using flat fees or weight bands usually do so for historical reasons... 'back in the day' it was too hard to work out every aircraft's fees down to the Kg on a calculator.



Computers are good at maths, so it's no harder now to bill to the Kg. Airports that have changed to 'Weight to the Kg' have found it better as the fee is automatically adjusted for the usage of facilities... runway wear, car parking, use of toilets, the neighbours noise tolerance etc... all tend to be related to the size of the aircraft. A fee right down to the Kg also makes it quicker to match up payments to the invoice (and identify the right invoice when the payee does not quote a reference), as most invoices will be for different amounts.

A change to the fee calculation doesn't have to change the overall fees, and can be cost neutral, increase or decrease fees, depending on what \$/tonne you set. So far everyone who has made this change has liked it.

The importance of Capturing all Movement Data: Counting every movement (Take-offs and Touch-and-Go as well as Landings) is important. More movements recorded makes it easier to get the funding needed. Equally important, some Airports are having movement limits imposed for environmental reasons... you need to have all movements captured to avoid getting short-changed in future. Higher numbers also lead to more appropriate resource allocation, recognition of the workload of the people involved and a measure of the Airports importance to the region.

It's also important for Airport Health & Safety to fully understand the scale and intensity of your operations.

Some Airports charge Landings from ATC 'movement' data: The Control Tower people do great work for an airport... but collecting data for landing fee billing is not one of them. We've recently done a detailed comparison of an Airport's Air Traffic Control reports with those from Aimm, and they are very different:

- Formations: Helicopters often fly in close formation where a group of tourists exceeds the capacity of one helo. For Air Traffic purposes these are one event, and correctly logged as such by ATC. Aimm treats them as individual aircraft as they are a movement each. At one Client airport this identified an additional \$50,000 a year of chargeable income.
- ATC log 'events' in their airspace, which includes aircraft flying over and not landing.
- Limited reporting. At some airports the ATC data only covers aircraft of over 5700kg, or only certain types of movement.
- Task priority: When they get busy, ATC give absolute priority to maintaining aircraft separation (and rightly so), the reporting function gets cut out as less important.



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- Hours on Watch: Most ATC towers have set hours-on-watch, so won't log movements outside those. Aimm is 24 / 7 / 365.

Some ATC Towered airports have some of these factors, some have all... we've yet to see an ATC report that did not suffer from at least some of them.

For Aimm clients - New Aimm feature, 'Quick Fetch' of particular radio calls: To quickly check a disputed landing fee, click in the new 'fetch' column on the Aimm Website alongside the disputed landing. The radio call(s) for that time will be emailed directly to you so you can listen, forward them to the pilot if confirmed, or credit the landing fee if not.

Note that the old 'Full Fetch' is still provided for investigating incidents / complaints / search and rescue, as that fetches EVERY radio call for any stated period, including those that did not result in a landing entry. It can bring in calls right up to the last few minutes at the Airport... unlike the Quick Fetch which can only bring in calls after the Landing call has been transcribed.

You can fetch calls from any Internet connected device... no need for a rush trip to the Airport at weekends for an incident / complaint / Search and Rescue request.

Early week for Airport Maintenance? At many Airports, Monday and Tuesday run at only half the average level. It's less disruptive, to both the aircraft and the maintenance people, to book maintenance on the quiet days. When scheduling maintenance, look at the 'Movements by days of the week' graph on the Aimm 'Dashboard' report that is sent in the first week of each month. There will be some days consistently less busy.

More on those pesky Drones: Many tourists are arriving with small folding drones (not much bigger than a large mobile phone) packed in their luggage, all the better to capture some great photos of the local scenery. The ultimate 'selfie stick'. Which is fine so long as they don't fly them around an airport. Unfortunately, some do just that and several tourist airport operators told us they have had drones flying right out onto the apron to capture close ups of the photographer's friends arriving back in a helicopter from a scenic flight. While a small drone strike is not likely to bring down a large tourist helo, the drone could easily become uncontrollable in the downwash, be blown into aircraft or people, and a rotor strike would ground the aircraft for weeks and cost \$100,000 or more in blade replacement.

Not just the airports either... some of the tourist destinations now have signs up in town prohibiting drones being flown anywhere in town, the locals having become tired of looking out of the windows to see a drone hovering there taking shots of them having breakfast ☹️ It will take some time for an etiquette to develop on what is, and is not, acceptable to do with a drone.

Unauthorised drones are prohibited by the NZ Department of Conservation above conservation areas including National parks, reserves and conservation areas.



Previous Aimm newsletters with items of interest for airfields/airports in Australia and New Zealand are posted on our website, www.aimm.aero The newsletter topics remain relevant for a long time.



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