



**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic order are available through GSA Advantage!, a menu-driven database system. The INTERNET address for GSA Advantage! is www.gsaadvantage.gov

SCHEDULE 599 TRAVEL SERVICES SOLUTIONS

Contract Number: GS-33F-0008U

For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at www.fss.gsa.gov

Period Covered by Contract: 2/14/2008 TO 2/14/2013



FLIGHTWORKS, INC.
600 TOWNPARK LN NW, STE 550
Kennesaw, GA 30144-5870
Phone Number: 770-422-7375
Fax Number: 770-499-0912
<http://www.flightworks.com>
Business Size: Small

1. The following Special Item Number (SIN) is hereby awarded as a part of this contract:

- SIN 599-4, Air charter Services

2. The following terms and conditions are made a part of the contract:

Basic Discount: 5% for all orders up to \$500,000 list. 7% for all single orders of \$500,000 to \$1,000,000 list. The list prices are as follows:

5% or 7%* discounts off full retail rates for hourly aircraft rental only (minimum two hours):

Aircraft Type	Hrly Rate (5%)*	Hrly Rate (7%)*	Commercial Price List Rate
Gulfstream 450	\$5,605	\$5,487	\$5,900
Gulfstream III	\$4,180	\$4,092	\$4,400
Falcon 2000	\$4,180	\$4,092	\$4,400
Falcon 2000EX	\$4,275	\$4,185	\$4,500
Gulfstream IISP and GII	\$3,895	\$3,813	\$4,100
Gulfstream 200	\$3,753	\$3,674	\$3,950
Falcon 50	\$3,705	\$3,627	\$3,900
Hawker 800XP	\$3,404	\$2,976	\$3,200
Hawker 80A	\$2,945	\$2,883	\$3,100
Citation Excel	\$2,850	\$2,790	\$3,000
Citation III	\$2,755	\$2,697	\$2,900
Citation CJ2	\$2,138	\$2,093	\$2,250
Citation Ultra	\$2,138	\$2,093	\$2,250

*The 7% discounted rate applies on one-time purchases of \$500,000 or more; otherwise the 5% discount rate applies.

The prices offered above with the 5% or 7% discount are exclusive of the 0.75% IFF

Various fees associated with the above air charter services may apply and will be negotiated directly between FlightWorks and the buyer of the service(s):

Cabin Manager (Flight Attendant) Fees – required on all Gulfstreams and Falcon aircraft. The average charge is \$500 per day.

Federal Excise Taxes (FET) – unless a Federal agency has a certified exemption from these airport (security, departure/arrival/segment fees) taxes, these will be passed on to the customer, currently 7.5% of the charter rental price.

Fuel Surcharge Fees – Due to the volatile changes in fuel prices, an additional surcharge may apply to travel. The price usually ranges from 6 to 17% of the hourly rate.

Landing and High Density Fees – Airports charge for aircraft to land and vary on locations, with average prices ranging from \$300 to \$800 per landing.

International Fees – These are charges for overfly permits and overseas landing permits. Charges vary and apply only to international flights.

Catering Fees – When customers require more than standard (sodas, chips, nuts, snacks) catering, including hot meals may apply, usually varies between \$25 - \$40 per person/per meal and the length of the trip.

Aircraft Standby Fees – Overnight/Aircraft Standby costs for the aircraft to remain overnight at locations, applies when the trip is more than one day. The standard price for this is \$350 per day.

Positioning Fees – when flying out of an airport which is not home base for FlightWorks, the time for travel from its Hub (Atlanta, GA, Manassas, VA or Denver, CO) to the airport to pick up the customer(s) will be added to the Total Cost as flight time.

Prompt Payment: NET 30 days

FOB: Destination

Minimum Order: \$50

Maximum Order: \$1,000,000

Contract Period: Five years from date of award plus three five-year option periods.

Price Reduction: The category of customer upon which the award is predicated will be FlightWorks' most favored customer account with Mr. Samsky, who receives discounts ranging from 30-40%. The Government receives the following discounts:

5% for all sales up to \$500,000 list

7% for all sales from \$500,000 list to \$1,000,000 list

The Government discounts shown above are exclusive of the Industrial Funding Fee (IFF). The Contractor agrees to remit the IFF and Sales Reporting under this contract pursuant to contract clause 552.238-74. The price relationship in this contract shall be maintained through the remainder of the contract period. Further, any change in the Contractor's commercial pricing arrangement with their most favored customer that disturbs this relationship (new or revised terms and conditions) may constitute a price reduction that may allow the Government to qualify for similar price reductions.