

## FloraHolland Aalsmeer 2011 Trade Tariffs

### Clock rates

Registration fee	Rate 2011	Rate 2010	Details
Buyers	€ 6.200	€ 6.200	Collection as of 01/07/2011
Refund	0,525%	0,525%	Refund percentage over the clock sales.
<b>Commission on the sales</b>			
Service charge on the clock	0,10%	0,10%	For all buyers
Daily contribution	0,20%	0,20%	Only for casual buyers
Minimum daily contribution	€ 16,00	€ 16,00	Only for casual buyers
<b>Transaction charge</b>			
Transaction charge	€ 0,72	€ 0,82	Only on flowers
Split levy	€ 0,72	€ 0,82	Only on plants

### FloraHolland Connect

	Rate 2011	Rate 2010	Details
Registration fee for buyers	€ 250,00	€ 250,00	On the level of corporate customer number
The 2011 registration fee will be charged on the day in 2011 a transaction via FloraHolland Connect settle.			

Service charge 2011	Rate 1)	Rate 2)	
Scale 1: 0 - 100,000	1,50%	2,50%	
Scale 2: 100,000 - 200,000	1,25%	2,10%	
Scale 3: 200,000 - 300,000	0,30%	1,10%	
Scale 4: 300,000 - 2,500,000	0,10%	0,85%	
Scale 5: 2,500,000 - 10,000,000	0,05%	0,75%	
Scale 6: 10,000,000 and up	0,03%	0,68%	
1) box holding buyers and non-box holding buyers who make no use of the distribution 2) buyers who make use of the distribution in Naaldwijk and are non-box holders there, or are box holders in a location other than Naaldwijk.			

Transaction charge	Rate 2011	Rate 2010	Details
Buyer-Grower-day plants surcharge	€ 1,10	€ 1,10	
Buyer-Grower-day plants discount	€ 0,90	€ 0,90	For Florecom use
Buyer-Grower-day flowers surcharge	€ 0,50	€ 0,50	

### Trading scheme

Rates of the selling buyer	Rate 2011	Rate 2010	
Scale 1: 0 - 500,000	1,00%	1,00%	
Scale 2: 500,000 - 1,000,000	0,80%	0,80%	
Scale 3: 1,000,000 - 2,000,000	0,70%	0,70%	
Scale 4: 2,000,000 - 5,000,000	0,50%	0,50%	
Scale 5: 5,000,000 - 10,000,000	0,30%	0,30%	
Scale 6: 10,000,000 - 20,000,000	0,20%	0,20%	
Scale 7: 20,000,000 en hoger	0,10%	0,10%	
Non-electronic surcharge	0,50%	0,50%	

**Logistics resources**

	Rate 2011	Rate 2010	Details
<b>Multi-use packaging</b>			
<b>Cut flowers - Plastic</b>			
533 - Low export container	€ 0,13	€ 0,13	
544 - High export container	€ 0,13	€ 0,13	
560 - High container	€ 0,13	€ 0,13	
566 - Small container	€ 0,13	€ 0,13	
577 - Large container	€ 0,13	€ 0,13	
580 - Low container	€ 0,13	€ 0,13	
<b>Cut flowers - Display</b>			
596 - Small container rack	€ 0,11	€ 0,11	
597 - Large container rack	€ 0,11	€ 0,11	
<b>Cut flowers - Boxes</b>			
510 - Mixed box multi-use	€ 0,12	€ 0,11	
519 - General flower box	€ 0,16	€ 0,15	
525 - Lilly / lilac box	€ 0,17	€ 0,16	
527 - Large box	€ 0,31	€ 0,30	
<b>Plants - Plastic - Red</b>			
702 through 736 - Sivepo plant trays	€ 0,08	€ 0,08	
<b>Plants - Plastic - Grey</b>			
251 - Low plant container	€ 0,13	€ 0,13	
256 - High plant container	€ 0,13	€ 0,13	
261 - Multi-use plant holder	€ 0,08	€ 0,08	
266 through 280 - Multi-use trays 50x40	€ 0,13	€ 0,13	
<b>Subturn</b>			
505 Subturn Fc525	€ 0,07	€ 0,06	
509 Subturn Fc519	€ 0,07	€ 0,06	Was subturn code 505
511 Subturn Fc996	€ 0,11	€ -	effect from 1 January '11
512 Subturn Fc997	€ 0,11	€ -	effect from 1 January '11
513 Subturn Fc533	€ 0,06	€ -	effect from 1 January '11
514 Subturn Fc544	€ 0,06	€ -	effect from 1 January '11
515 Subturn Fc560	€ 0,06	€ -	effect from 1 January '11
516 Subturn Fc566	€ 0,06	€ -	effect from 1 January '11
517 Subturn Fc577	€ 0,06	€ -	effect from 1 January '11
518 Subturn Fc580	€ 0,60	€ -	effect from 1 January '11

**Auction packaging**

See the internet to view a current code & price list of auction packaging options.

**CC trolleys**
**Rental type**

Day rate container	€ 0,94	€ 0,94	Rental of CC is calculated for 5 days a week
Day rate trays	€ 0,15	€ 0,15	

**Rental type - Peak surcharge**

Day rate container	€ 1,42	€ 1,42	Peak period: night of 3/4 April ends on the night of 2/3 July 2011
Day rate trays	€ 0,24	€ 0,24	

<b>Other rates for logistics resources</b>			
Transference of DT's	€ 0,80	€ 0,80	
Costs for collective transport			
- digitally per line	unknown	€ -	for recognised cvv'ers
- digitally per line	unknown	€ 0,20	for non-recorgnised cvv'ers
- per line on paper	unknown	€ 0,80	
Surrender defective or missing cc container	€ 82,90	€ 82,90	
Surrender defective or missing cc plate	€ 12,25	€ 12,25	

<b>Lock plates</b>	<b>Rate 2011</b>	<b>Rate 2010</b>	<b>Details</b>
<b>Charges applicable to all locations, including Rhein-Maas</b>			
<i>In 2010 Aalsmeer had different lockplate rates, in 2011 these harmonized.</i>			
<i>The biannual rent does not apply in Aalsmeer.</i>			
<b>Rental type</b>			
Annual rent	€ 197,00	€ 197,00	Rental of a lock plate is calculated for 7 days a week.
Biannual rent	€ 109,00	€ 109,00	
Quarterly rent	€ 66,00	€ 66,00	
Monthly rent	€ 42,00	€ 42,00	
Weekly rent	€ 14,20	€ 14,20	
Daily rent	€ 4,45	€ 4,45	
<b>Rental type - Peak surcharge</b>			
Annual rent	€ -	€ -	Peak period: night of 3/4 April ends on the night of 2/3 July 2011 Peak surcharge is 7 day a week.
Biannual rent	€ 0,39	€ 0,39	
Quarterly rent	€ 0,45	€ 0,45	
Monthly rent	€ 0,88	€ 0,88	
Weekly rent	€ 1,64	€ 1,64	
Daily rent	€ 2,76	€ 2,76	
<b>Other rates for lock plates</b>			
Storage costs	€ 2,00	€ 2,00	not applicable in Aalsmeer
Cancellation costs	€ 12,50	€ 12,50	not applicable in Aalsmeer
Damaged lock plate (repairable)	€ 12,50	€ 12,50	not applicable in Aalsmeer
Damaged lock plate (irrepairable)	€ 25,00	€ 25,00	not applicable in Aalsmeer
Buy-out rate	€ 320,00	€ 320,00	
<b>Internal overnight rental to the Naaldwijk, Rijnsburg, Bleiswijk and Eelde locations</b>			
Period	unknown	unknown	
Internal overnight rental	unknown	€ 94,40	per period
Internal overnight rental	€ 7,20	€ 7,20	per night
Sanction rate	€ 5,05	€ 5,05	per night
The periods and rates for internal overnight rental will be announced at a later date, in consultation with the VGB.			
<b>Overnight box rental to Aalsmeer location</b>			
Overnight rental	€ 1,01	€ 1,10	per night
Sanction rate	€ 5,16	€ 5,16	per night
Peak surcharge	€ 0,99	€ 1,08	
Box annual rent	€ 150,00	€ 163,36	per year

### Real estate

Rental of space at the VBA Centrum	Rate 2011	Rate 2010	Details
Box rent	€ 66,05	€ 65,40	per m2
Front area	€ 48,31	€ 47,83	per m2
Docks, box holders	€ 2.860,14	€ 2.831,82	per year
Docks, non-box holders	€ 3,15	€ 3,12	per hour
<b>Rental of space at VBA Zuid</b>			
Miscellaneous (business) activity building	€ 67,46	€ 66,79	per m2
Miscellaneous (business) activity building mezzanine floor	€ 56,30	€ 55,74	per m2
Docks	€ 3.068,81	€ 3.038,43	per year

### External services I&A

Connection box to MPN	Rate 2011	Rate 2010	Details
Subscription	€ 609,75	€ 600,00	
Single connection	€ 1.250,00	€ 1.250,00	if fiber optic is not present
Single connection	€ 550,00	€ 550,00	if fiber optic is present
<b>Connection grandstand seat to MPN</b>			
Subscription	€ 609,75	€ 600,00	
Single connection	€ 150,00	€ 150,00	
<b>Internet access provider in box</b>			
Subscription	see provider	see provider	
Single connection	see provider	see provider	Connection through MPN, delivery through provider
<b>ADSL in auction room</b>			
Subscription	€ 536,60	€ 528,00	"Consumer internet", limited availability
Single connection	€ 150,00	€ 150,00	
<b>Mobile</b>			
Subscription SIM only	€ 341,45	€ 336,00	
Subscription including GSM standard	€ 390,25	€ 384,00	GSM value € 65,00
Subscription including GSM luxury	€ 463,40	€ 456,00	GSM value € 120,00
Single connection	€ 20,00	€ 20,00	
Calling via 5-digit number	no charge	no charge	part of the subscription
External calls to fixed and (inter)national	public tariff	public tariff	KPN Vast Tarief (ww.kpn.com)
Calls to mobile numbers	no charge	no charge	part of the subscription
Making and receiving calls abroad	public tariff	public tariff	Vodafone (www.vodafone.nl)
<b>Mobile data subscription</b>			
Subscription national	€ 121,95	€ 120,00	Surcharge € 0,50 per Mb (www.vodafone.nl)
Subscription international	€ 243,90	€ 240,00	5 Mb free of charge, rate depending on country (ww.vodafone.nl)
<b>Analog connections</b>			
Subscription	€ 304,85	€ 300,00	
Single connection	€ 75,00	€ 75,00	If wiring is present
Calling via 5-digit number	no charge	no charge	Part of the subscription
External calls	public tariff	public tariff	KPN Vast Tarief (ww.kpn.com)

### Electronic services

Floranet	Rate 2011	Rate 2010	Details
Subscription	€ 75,00	€ 75,00	
Transaction information	€ 0,08	€ 0,08	
Daily and weekly statistics	€ 0,16	€ 0,16	
<b>TeleVBA</b>			
Subscription	€ 35,00	€ 35,00	Only information from
Transaction information	€ 0,094	€ 0,094	Aalsmeer
Daily and weekly statistics	€ 0,188	€ 0,188	
<b>e-Trade</b>			
Webshop	€ 175,00	€ 175,00	per 4 weeks, € 75 discount
Link to proprietary systems	€ 200,00	€ 200,00	as long as catalogue isn't available
<b>EKT</b>			
Subscription	€ 23,41	€ 23,41	per month
Use	€ 0,010	€ 0,031	per transaction
<b>DESADV / DELMSG</b>			
Connect message delivery	€ 0,010	€ 0,031	
<b>Remote Buying (KOA)</b>			
Subscription	€ 216,67	€ 216,67	per month
Discount with sales between € 1 million and € 2 million	10%	10%	
Discount with sales over € 2 million	20%	20%	
<b>Other electronic services</b>			
Clock supply Online (KAO)	€ 10,00	€ 10,00	per month
Clock in the canteen	€ 25,00	€ 25,00	per month
Total workplace purchasing flowers	€ 285,00	€ 285,00	per month
Marker selection by scanning (AMS)	€ 25,00	-	per month

### Logistic handling charge

	Rate 2011	Rate 2010	Details
Bonus on the whole trolley	€ 1,10-	€ 1,10-	Only on flowers
DT levy	€ 1,00	€ 1,00	Only on plants

### Miscellaneous

	Rate 2011	Rate 2010	Details
Entire batch reinspection	free	free	
Auction at your own expense	€ 35,00	€ 35,00	per transaction
Auction gallery locker	€ 48,50	€ 48,50	per year
Auction gallery locker	€ 16,00	€ 16,00	once