

**FloraHolland Bleiswijk
2012 Trade Tariffs**
FloraHolland Connect

	Rate 2012	Rate 2011	Details
Registration fee for buyers	€ 250,00	€ 250,00	On the level of corporate customer number
The 2012 registration fee will be charged on the day in 2012 a transaction via FloraHolland Connect settle.			

Service charge 2012	Rate 2012 1)	Rate 2011	
Scale 1: 0 - 100,000	1,50%	1,50%	
Scale 2: 100,000 - 200,000	1,25%	1,25%	
Scale 3: 200,000 - 300,000	0,30%	0,30%	
Scale 4: 300,000 - 2,500,000	0,10%	0,10%	
Scale 5: 2,500,000 - 10,000,000	0,05%	0,05%	
Scale 6: 10,000,000 and up	0,03%	0,03%	
1) From 2012 there is one rate. From January 1st 2012 a m2-rate will be charged for using non-boxing space.			

Transaction charge	Rate 2012	Rate 2011	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 2012	Rate 2011	
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 2012	Rate 2011	Details
Multi-use packaging			
Cut flowers - Plastic			
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	€ 0,14	€ 0,13	
580 - Low container	€ 0,13	€ 0,13	
Cut flowers - Display			
596 - Small container rack	€ 0,11	€ 0,11	
597 - Large container rack	€ 0,11	€ 0,11	
Cut flowers - Boxes			
510 - Mixed box multi-use	€ 0,12	€ 0,12	
519 - General flower box	€ 0,16	€ 0,16	
525 - Lilly / lilac box	€ 0,17	€ 0,17	
527 - Large box	€ 0,31	€ 0,31	
Plants - Plastic - Red			
702 through 736 - Sivepo plant trays	€ 0,08	€ 0,08	
Plants - Plastic - Grey			
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	
Subturn			
505 Subturn Fc525	€ 0,07	€ 0,07	
509 Subturn Fc519	€ 0,07	€ 0,07	
511 Subturn Fc996	€ 0,11	€ 0,11	
512 Subturn Fc997	€ 0,11	€ 0,11	
513 Subturn Fc533	€ 0,06	€ 0,06	
514 Subturn Fc544	€ 0,06	€ 0,06	
515 Subturn Fc560	€ 0,06	€ 0,06	
516 Subturn Fc566	€ 0,06	€ 0,06	
517 Subturn Fc577	€ 0,06	€ 0,06	
518 Subturn Fc580	€ 0,06	€ 0,06	

Auction packaging

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

CC trolleys**Rental type**

Day rate container	€ 0,63	€ 0,94	Rental of CC is calculated for 5 days a week
Day rate trays	€ 0,10	€ 0,15	

Rental type - Peak surcharge

Day rate container	€ 0,95	€ 1,42	Peak period: night of 11/12 March ends on the night of 8/9 June 2012.
Day rate trays	€ 0,16	€ 0,24	

Storage

Day rate container	€ 0,04	€ -	CC trolleys storage is calculated for 5 days a week. During the peak period no storage will be calculated.
Day rate trays	€ 0,01	€ -	

Handling			
Rate per coupon	€ 1,50	€ -	During the peak period no handling will be calculated.
Rate container	€ 0,06	€ -	
Rate trays	€ 0,01	€ -	
Transfer CC trolleys			
Rate container	€ 0,02	€ -	Rate per container and tray for both parties.
Rate trays	€ 0,005	€ -	
Admin costs for transfer by fax cc trolley administration	€ 10,00	€ 0,80	During the peak period no transfer costs will be calculated (excluding admin costs).
Subscriptions			
Basic	€ 50,00	€ -	
Premium	€ 150,00	€ -	
Advanced	€ 1.000,00	€ -	
Other rates for logistics resources			
Costs for collective transport			
- digitally per line	€ 0,10	€ 0,10	for recognised cvv'ers
- digitally per line	€ 0,20	€ 0,20	for non-recognised cvv'ers
- per line on paper	€ 5,00	€ 5,00	
Surrender defective or missing cc container	€ 82,90	€ 82,90	
Surrender defective or missing cc plate	€ 12,25	€ 12,25	
Lock plates	Rate 2012	Rate 2011	Details
<i>Charges applicable to all locations, including Rhein-Maas. Biannual rent is not applicable in Aalsmeer.</i>			
Rental type			
Annual rent	€ 207,00	€ 197,00	Rental of a lock plate is calculated for 7 days a week.
Biannual rent	€ 115,00	€ 109,00	
Quarterly rent	€ 69,00	€ 66,00	
Monthly rent	€ 44,00	€ 42,00	
Weekly rent	€ 14,90	€ 14,20	
Daily rent	€ 4,68	€ 4,45	
Rental type - Peak surcharge			
Annual rent	€ -	€ -	Peak period: night of 11/12 March ends on the night of 8/9 June 2012. Peak surcharge is 7 day a week.
Biannual rent	€ 0,41	€ 0,39	
Quarterly rent	€ 0,47	€ 0,45	
Monthly rent	€ 0,92	€ 0,88	
Weekly rent	€ 1,72	€ 1,64	
Daily rent	€ 2,90	€ 2,76	
Other rates for lock plates			
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 (irreparable)	€ 25,00	€ 25,00	not applicable in Aalsmeer
Buy-out rate	€ 320,00	€ 320,00	
Internal overnight rental to the Naaldwijk, Rijnsburg, Bleiswijk and Eelde locations			
Period	unknown	€ 90,00	
Internal overnight rental	unknown	€ 7,20	per night
Sanction rate	unknown	€ 5,05	per night
The periods and rates for internal overnight rental will be announced in January 2012.			
Overnight box rental to Aalsmeer location			
Overnight rental	€ 0,67	€ 1,01	per night
Sanction rate	€ 5,05	€ 5,16	per night
Peak surcharge	€ 0,66	€ 0,99	
Box annual rent	€ 100,00	€ 150,00	per year

Electronic services

Floranet	Rate 2012	Rate 2011	Details
Subscription	€ 75,00	€ 75,00	per year
Transaction information	€ 0,08	€ 0,08	per page
Daily and weekly statistics	€ 0,16	€ 0,16	per page
TeleVBA			
Subscription	€ 420,00	€ 420,00	per year
Transaction information	€ 0,094	€ 0,094	per page
Daily and weekly statistics	€ 0,188	€ 0,188	per page
e-Trade			
Webshop	€ 175,00	€ 175,00	per 4 weeks + € 75 discount
Link to proprietary systems	€ 25,00	€ 25,00	per 4 weeks
EKT			
Subscription	€ 23,41	€ 23,41	per month
Use	€ 0,010	€ 0,010	per transaction
DESADV / DELMSG			
Connect message delivery	€ 0,010	€ 0,010	
Remote Buying (KOA)			
<u>all locations (from January 1st 2012)</u>			
Subscription	€ 216,67		per month
Discounted at 5 to 9 connections	10%		
Discounted at 10 to 19 connections	20%		
Discounted at more than 20 connections	30%		
<u>Aalsmeer (2011)</u>			
Subscription		€ 216,67	per month
Discount with sales between € 1 million and € 2 million		10%	
Discount with sales over € 2 million		20%	
<u>Other locations (2011)</u>			
Subscription		€ 200,00	per period
Discounted at 5 to 9 connections		10%	
Discounted at more than 10 connections		20%	

External services I&A

Connection box to MPN	Rate 2012	Rate 2011	Details
Subscription	€ 621,95	€ 609,75	
Single connection	€ 1.275,00	€ 1.250,00	if fiber optic is not present
Single connection	€ 561,00	€ 550,00	if fiber optic is present
Connection grandstand seat to MPN			
Subscription	€ 621,95	€ 609,75	
Single connection	€ 153,00	€ 150,00	
Internet access provider in box			
Subscription	see provider	see provider	
Single connection	see provider	see provider	Connection through MPN, delivery through provider
ADSL in auction room			
Subscription	€ 547,33	€ 536,60	"Consumer internet", limited availability
Single connection	€ 153,00	€ 150,00	
Mobile			
Subscription SIM only	€ 348,28	€ 341,45	
Subscription including GSM standard	€ 398,06	€ 390,25	mobile value € 65,00
Subscription including GSM luxury	€ 472,67	€ 463,40	mobile value € 120,00
Single connection	€ 20,40	€ 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 Rate (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)
Mobile data subscription			
Subscription national	€ 124,39	€ 121,95	Surcharge € 0,50 per Mb (www.vodafone.nl)
Subscription international	€ 248,78	€ 243,90	5 Mb free of charge, rate depending on country (ww.vodafone.nl)
Analog connections			
Subscription	€ 310,95	€ 304,85	
Single connection	€ 76,50	€ 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)

Clock rates

Commission on the sales	Rate 2012	Rate 2011	Details
Service charge (KB)	0,20%	0,20%	
Service charge (KNB)	0,50%	0,50%	
Minimum service charge KB	€ 15,75	€ 15,75	per day
Minimum service charge KNB	€ 34,50	€ 34,50	per day
Transaction charge			
Transaction charge 1 packaging	€ 0,52	€ 0,52	
Transaction charge 2 packagings	€ 0,41	€ 0,41	
Transaction charge 3 packagings	€ 0,26	€ 0,26	
Transaction charge 4 packagings	€ 0,14	€ 0,14	
Transaction charge 5-9 packagings	€ 0,07	€ 0,07	
Transaction charge >9 packagings	€ -	€ -	

Real estate

	Rate 2012	Rate 2011	Details
Box rent	€ 58,88	€ 57,39	per m2 each year
Front area	€ 36,46	€ 35,54	per m2 each year
Flexible space	€ 1,95	€ 1,90	per m2 each week
Office facade	€ 117,75	€ 114,77	per m2 each year
Office prefab	€ 88,17	€ 85,94	per m2 each year
Dock	€ 3.123,08	€ 3.043,94	per year
Cold store (unit)	€ 8.193,92	€ 7.986,28	per year
Cold store (m2)	€ 59,64	€ 58,13	per m2 each year
Platform	€ 5,54	€ 5,40	per m2 each year
Locker	€ 35,47	€ 34,57	per unit each year
Service charges	€ 24,57	€ 23,95	per m2 each year

Electricity

	Rate 2012	Rate 2011	Details
Cost allocation 0 to 50,000 kWh	€ 0,1646	€ 0,1700	
Cost allocation 50,000 to 100,000 kWh	€ 0,1501	€ 0,1555	
Cost allocation >100,000 kWh	€ 0,1371	€ 0,1425	
Cost allocation water consumption	€ 1,40	€ 1,40	per m3

Waste

	Rate 2012	Rate 2011	Details
Rental			
Rental 1300L rolling trolley refuse	€ 145,70	€ 142,00	per year
Rental 1300L rolling trolley green	€ 107,30	€ 104,57	per year
Rental of water trays	€ 166,55	€ 162,35	per year
Emptying and dumping			
750L rolling trolley refuse	€ 20,67	€ 20,15	per emptying, incl. kg
1300L rolling trolley refuse	€ 30,68	€ 29,90	per emptying, incl. kg
1300L rolling trolley clean biodegradable	€ 18,98	€ 18,50	per emptying, incl. kg
1300L rolling trolley dirty biodegradable	€ 22,32	€ 21,75	per emptying, incl. kg
Green waste per bag	€ 1,69	€ 1,65	per bag
Refuse per bag	€ 3,85	€ 3,75	per bag

Logistic handling charge

	Rate 2012	Rate 2011	Details
Service activiteiten			
Service activities (DT)	€ 4,36	€ 4,25	per danish trolley
Service activities (trolley)	€ 4,87	€ 4,75	per trolley
Service activities (hourly rate)	€ 26,68	€ 26,00	per hour
Service activities splitting	€ 3,08	€ 3,00	flowers/plants
Service activities printer receipt control	€ 1,03	€ 1,00	per printer receipt
Service activities receipt control	€ 1,80	€ 1,75	per receipt
Service activities sealing	€ 1,28	€ 1,25	per trolley
Service activities splitting 2 branches	€ 1,03	€ 1,00	per trolley
Service activities splitting 3 branches	€ 1,28	€ 1,25	per trolley
Service activities splitting 4 branches	€ 1,80	€ 1,75	per trolley
Commercial preparation for auction (to 5 containers)	€ 12,50	-	per trolley
Commercial preparation for auction (from 5 containers)	€ 9,00	-	per trolley
Priority divide			
Priority divide daily subscription continuous	€ 34,90	€ 34,00	per day
Priority divide day subscription occasionally	€ 45,15	€ 44,00	per day
Priority divide week pass (5 days)	€ 120,00	€ 117,00	per week
Priority divide annual subscription 1 day	€ 1.391,00	€ 1.356,00	per year
Priority divide annual subscription 2 days	€ 2.750,00	€ 2.680,00	per year
Priority divide annual subscription 3 days	€ 4.110,00	€ 4.004,00	per year
Priority divide annual subscription 5 days	€ 5.465,00	€ 5.327,00	per year
Transport			
Transport cost per packaging	€ 1,09	€ 1,06	per packaging
Transport costs > 6 trolleys	€ 1,11	€ 1,09	per trolley
Transport costs per trolley/danish trolley	€ 2,21	€ 2,15	per (danish) trolley
Transport costs pallet	€ 3,30	€ 3,21	per pallet
Transport costs packaging pickup/delivery	€ 2,52	€ 2,46	per trolley
Cooling / storage / transfer			
Cooling trolley	€ 3,78	€ 3,69	per trolley
Cooling trolley (peak period)	€ 11,34	€ 11,06	per trolley
Cold room, collection and delivery	€ 1,34	€ 1,31	per trolley
Storage costs	€ 1,89	€ 1,84	per trolley
Storage costs, collection and delivery	€ 9,45	€ 9,21	peak period, per trolley
Storage costs, collection and delivery	€ 1,34	€ 1,31	per trolley
Transfer clock trading/auction preparation	€ 8,30	€ 8,09	per trolley
Dock reservations			
Dock reservations for the auction ad hoc	€ 7,00	-	per day
Dock reservations for the auction contract	€ 6,00	-	per day
Dock reservations for the auction contract	€ 312,00	-	per year
Dock reservations after the auction ad hoc	€ 5,50	-	per day
Dock reservations after the auction contract	€ 4,50	-	per day
Dock reservations after the auction contract	€ 234,00	-	per year
Dock reservations all day ad hoc	€ 15,00	-	per day
Dock reservations all day contract	€ 12,04	-	per day
Dock reservations all day contract	€ 626,00	-	per year
Dock reservations every hour longer	€ 2,50	-	per hour