

From: Kevin Schumann
To: Erin Rauch
Subject: RE: Negotiations: GMU-1801-22, Air Charter Services - Pass Charters
Date: Wednesday, October 19, 2022 5:52:05 PM

Good afternoon Erin –

IS-BAO is a “standard” in the airline industry – not a certification but an approach (standard) to how the carrier works. Freight Runners and Breeze Airways (the two carriers we are using for MBB and WBB this season) have a SMS safety management system approach. IS-BAO is derived for intl. ops – however U.S. has similar approach which would be their SMS system.

Freight Runners and Breeze meet all other criteria listed as well.

Hope this email helps!

Regards,

Kevin Schumann
Account Manager


kschumann@passcharters.com
6886 South Service Dr.
Waterford, MI 48327
Cell: 248.762.4560
Fax 248.644.3316
www.passcharters.com

From: Erin Rauch [mailto:erauch@gmu.edu]
Sent: Wednesday, October 19, 2022 4:54 PM
To: Kevin Schumann <kschumann@passcharters.com>
Subject: RE: Negotiations: GMU-1801-22, Air Charter Services - Pass Charters

Hi Kevin,

We are wrapping things up and wanted to make sure you understand the specs that were outlined in the RFP and what Pass Charters would be agreeing to in the contract. How would you typically verify these items with the airline? I was able to find all the certificates on the airline’s website, but am not sure about the IS-BAO standard or captain and first officer items. Do you know how the highlighted items would be verified. To obtain an ATP cert, does the pilot need to meet those other requirements (the flight hours requirements below that line)?

Safety Requirement from RFP	Freight Runners
AR/GUS Platinum rating	Gold Rating - Okay
WYVERN Wingman PRO certification	Not held - Okay
Aviation Liability Insurance, Third Party Legal Liability, and Passenger Liability Insurance including AVN-52 with a combined singled limit not less than \$200 million dollars for any one accident or occurrence	\$150 Million - Okay
FAA 14 CFR Part 135 Air Carrier and Operating certificate.	Met - okay
Meet International Standard for Business Aircraft Operations (IS-BAO) safety standards;	
Captain:	
FAA Class 1 Medical Certificate	
Airline Transport Pilot (ATP) certification in appropriate category, class, and type	
Completed recurrent training within past 6 months in aircraft type to be used	
500 hours PIC time in aircraft type to be used with a minimum of 3500 hour total flight time	
50 hours flight time in past 90 days in aircraft type to be used	
Recurrent training completed within the past 12 months (training should be completed in a full motion-based simulator at a Part 142 transit center).	
First Officer:	
FAA Class II Medical Certificate	
Commercial Pilot Certificate in appropriate category, class, and type	
Employed as a full time pilot	
100 hours flight time in the aircraft type to be used with a minimum of 1500 hours total flight time	
50 hours flight time in the past 90 days in aircraft type to be used	
Current type rating for aircraft to be used.	

Thank you,

Erin Rauch, CPPB, VCO, CUPO
Assistant Director | Purchasing
George Mason University
erauch@gmu.edu | <https://fiscal.gmu.edu/purchasing/>

From: Kevin Schumann <kschumann@passcharters.com>
Sent: Thursday, October 13, 2022 6:50 PM
To: Erin Rauch <erauch@gmu.edu>
Subject: RE: Negotiations: GMU-1801-22, Air Charter Services - Pass Charters

Hi Erin –

After discussion; we can accept a \$1,500 per trip fee.

Unfortunately we cannot accept any sort of cap for fuel or de-icing. As mentioned, these numbers fluctuate too much to put any sort of pre-determined number on them.

Please let me know if I can provide any additional details here!

Regards,

Kevin Schumann
Account Manager



From: Erin Rauch [<mailto:erauch@gmu.edu>]
Sent: Tuesday, October 11, 2022 11:37 PM
To: Kevin Schumann <kschumann@passcharters.com>
Subject: RE: Negotiations: GMU-1801-22, Air Charter Services - Pass Charters

Hi Kevin,

We are trying to figure out a pricing structure for the contract and are open to suggestions. We understand the costs and fees the airline invoices to Pass Charters will vary and can't be predetermined in a contract, we are okay with this.

Is it possible to agree on a set fee per flight for your booking and management services that would be added to Mason's invoice with the costs that are passed through from the airline? For example, the invoice would have a breakdown similar to what I've outlined below:

Aircraft Services	
1/15/22 Providence, RI (PVD) - Washington, VA (IAD)	\$ 26,480
De-icing fee	\$ 10
Fuel surcharge	\$ 60
Booking Fee	\$ 1,500
Balance Due	\$ 28,050

Would you accept a set fee of \$1,500 per booking/round trip flight?

Thank you,

Erin Rauch, CPPB, VCO, CUPO
Assistant Director | Purchasing
George Mason University
erauch@gmu.edu | <https://fiscal.gmu.edu/purchasing/>

From: Kevin Schumann <kschumann@passcharters.com>
Sent: Wednesday, October 5, 2022 8:08 PM
To: Erin Rauch <erauch@gmu.edu>
Subject: RE: Negotiations: GMU-1801-22, Air Charter Services - Pass Charters

Good evening Erin –

Our management oversight, vendor selection, scheduling and dispatching, finance management on top of other various items is at 3%.

Regards,

Kevin Schumann
Account Manager



From: Erin Rauch [<mailto:erauch@gmu.edu>]
Sent: Wednesday, October 5, 2022 6:29 PM
To: Kevin Schumann <kschumann@passcharters.com>
Subject: RE: Negotiations: GMU-1801-22, Air Charter Services - Pass Charters

Hi Kevin,

We understand that there may be fuel surcharge, de-icing and other costs passed to you from the carrier. What fixed fee or fee schedule will you use, per flight, to cover your overhead and profit?

Thank you,

Erin Rauch, CPPB, VCO, CUPO
Assistant Director | Purchasing
George Mason University
erauch@gmu.edu | <https://fiscal.gmu.edu/purchasing/>

From: Kevin Schumann <kschumann@passcharters.com>
Sent: Monday, September 26, 2022 9:24 AM
To: Erin Rauch <erauch@gmu.edu>
Cc: James Russell <jruessell@gmu.edu>
Subject: RE: Negotiations: GMU-1801-22, Air Charter Services - Pass Charters

Good morning Erin –

Hope you had a great weekend and apologize for the delay in getting this back to you.

Attached is our completed negotiation letter.

Please let me know if there is anything else needed for this request!

Regards,

Kevin Schumann
Account Manager



kschumann@passcharters.com
6886 South Service Dr.
Waterford, MI 48327
Cell: 248.762.4560
Fax 248.644.3316
www.passcharters.com

From: Erin Rauch [<mailto:erauch@gmu.edu>]
Sent: Thursday, September 22, 2022 6:29 PM
To: Kevin Schumann <kschumann@passcharters.com>
Cc: James Russell <jrussell@gmu.edu>
Subject: RE: Negotiations: GMU-1801-22, Air Charter Services - Pass Charters
Importance: High

Hi Kevin,

I wanted to confirm you received my below email. Responses were requested for today.

Thank you,

Erin Rauch, CPPB, VCO, CUPO
Assistant Director | Purchasing
George Mason University
erauch@gmu.edu | <https://fiscal.gmu.edu/purchasing/>

From: Erin Rauch <erauch@gmu.edu>
Sent: Friday, September 16, 2022 12:12 PM
To: kschumann@passcharters.com
Subject: Negotiations: GMU-1801-22, Air Charter Services - Pass Charters
Importance: High

Good Afternoon,

Please see the attached letter for your response.

Thank you,

Erin Rauch, CPPB, VCO, CUPO
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