



Overcoming the Hurdles and the Challenges in the Caribbean

CTO State of the Industry Conference
Westin Resort, St. Maarten

Presenter: Mr. Edwin Hodge Managing Director of Winair

- Brief History of Winair
- Current role in the aviation of the region
- Hurdles in the environment
- Future Plans

Current Destinations

Winair was founded in 1962, with the main intention of connecting the sister islands of Saba, Statia and St. Maarten for the purpose of Socio-Economic reasons.

Current Winair Route Structure:



An average of 15 flights per day are operated to St. Barths

Past/Present Fleet

		2012	2011	2010	2009
<u>Aircraft Type</u>	<u>Seats:</u>	<u>Fleet</u>	<u>Fleet</u>	<u>Fleet</u>	<u>Fleet</u>
Twin Otter – DHC-6	19	4*	3*	4*	4





Book a Flight

From

- Select origin -

Departure date

21 July 2009

To

- Select destination -

Return date

28 July 2009

- Return
- One way

- 1 Adults
- 0 Children 2-12 years
- 0 Infant 0-2 years

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Current Passenger Carriage

- Winair Transports an average of 150,000 passengers per year
- About 66,000 flights per year
- Of the 150,000, some 82,000 are on essential routes (Saba, Statia and Nevis)
- Some 50,000 passengers annually travel for medical reasons using Winair



Hurdles within the Environment

- ⦿ Cost of doing business in general
- ⦿ The choice of Aircraft and destinations we fly to
- ⦿ Government and airport taxation
- ⦿ Geographical location of the islands

Hurdles within the Environment

- Trying to educate the public that the closer the Islands are does not mean cheaper fares
- Pricing that the market can bear with, while still not operating at a loss
- Political Issues

Future Plans

- Expansion to viable destinations
- Attract higher end tourists

① Questions and Comments