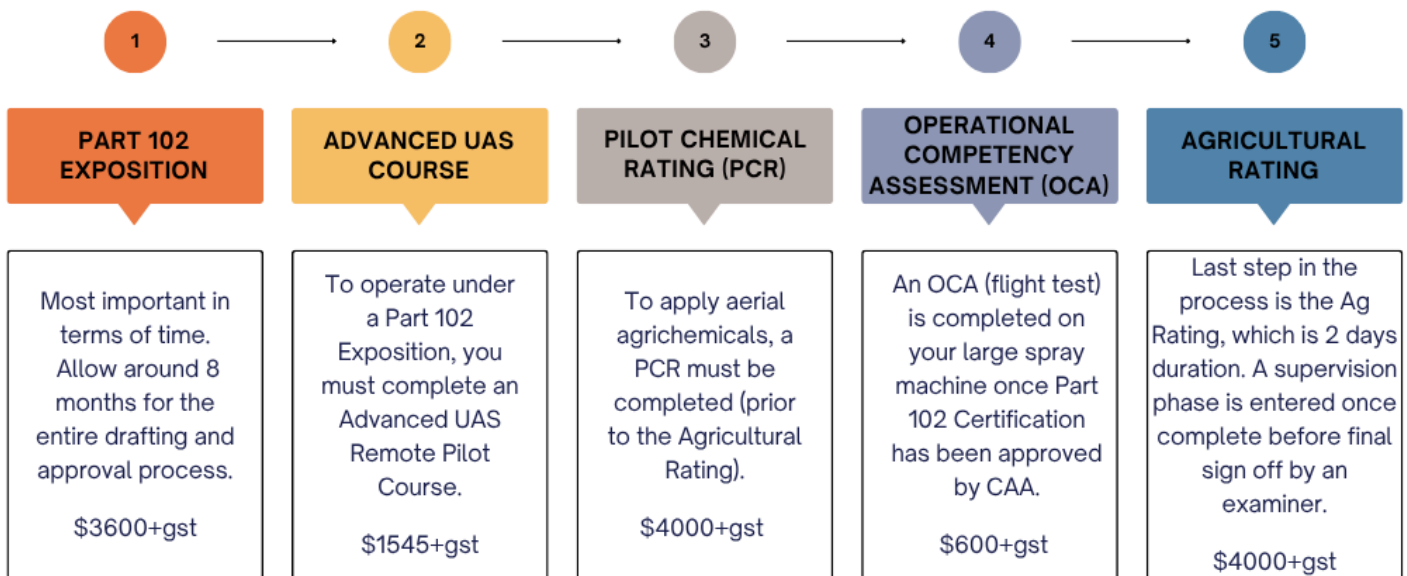




FENIXUAS.NZ

Fenix UAS Part 102 Certification and Agrichemical Application Qualification guide.

Overall initial process



To spray you need to have completed an Advanced Course, an OCA on your large spray machine, plus an Agricultural Rating. You also need to hold a Pilot Chemical Certificate, have Chemical Trespass Insurance in place, as well as a Part 102 operating manual (exposition) issued by CAA.

The process is broken down below, with reference to the flowchart further in the document.

(1) Part 102 Exposition (102 manual)

On the left-hand side of the flowchart, the **Part 102 Exposition** is the most important in terms of time. There is currently around a 6 month wait with CAA, and you'll need to allow roughly 7-8 months all up for the entire process. Our cost to manage your application from start to finish is \$3600+gst.

We work with you from start to finish of this process, which includes:

- Developing the Exposition;
- Consultations as needed with the client;
- Submitting the Application;
- Coaching for CAA interview and;
- Addressing any queries they may come back with.

(2) Advanced UAS course

While the Part 102 is in CAA's queue, you'll complete an **Advanced UAS Remote Pilot Certificate course** (for Part 102 Operations).

This certificate is awarded after successfully completing:

1. UAS101 Part 101 Ground Course;
2. UAS102 Part 102 Ground Course; and
3. UAS003 Flight Test

The cost to complete this course is \$1,545 + GST and it's a 3 day course.

Our upcoming course dates for the next few months can be found here:

<https://fenixuas.nz/coursedates/>

(3) Pilot Chemical Rating

Around the same time, you can complete a **Pilot Chemical Rating**. This can be done prior to CAA approving the Part 102 exposition.

AirEx Ltd is our preferred provider. Their in-person course is run over two consecutive days and costs \$4000+gst.

More information can be found on their website <https://airex.nz>

(4) Operational Competency Assessment (OCA)

Once your Part 102 is approved by CAA, you'll complete an **Operational Competency Assessment (OCA)** with the large machine you intend to spray with.

This is through us, and is currently \$600+gst (or as per your service proposal).

(5) Agricultural Rating

The next step is to complete an **Agricultural Rating**. The cost for an Ag Rating is \$4000+gst and includes both theory and practical components of an Ag Rating, as well as the supervision phase (explained below) and final sign off. *Chemical trespass insurance **must** be in-place before we go ahead with the rating. These can be completed at your location or that of the examiners. Duration: 2-3 days.

The prerequisites are:

- An approved Part 102 exposition and the corresponding Op Specs,
- Completed an Advanced (102) UAS Remote Pilot Course,
- An OCA on the large machine,
- A Pilot Chemical Rating cert.
- Chemical Trespass Insurance with “*Fenix Flight Training Ltd*” as named parties.

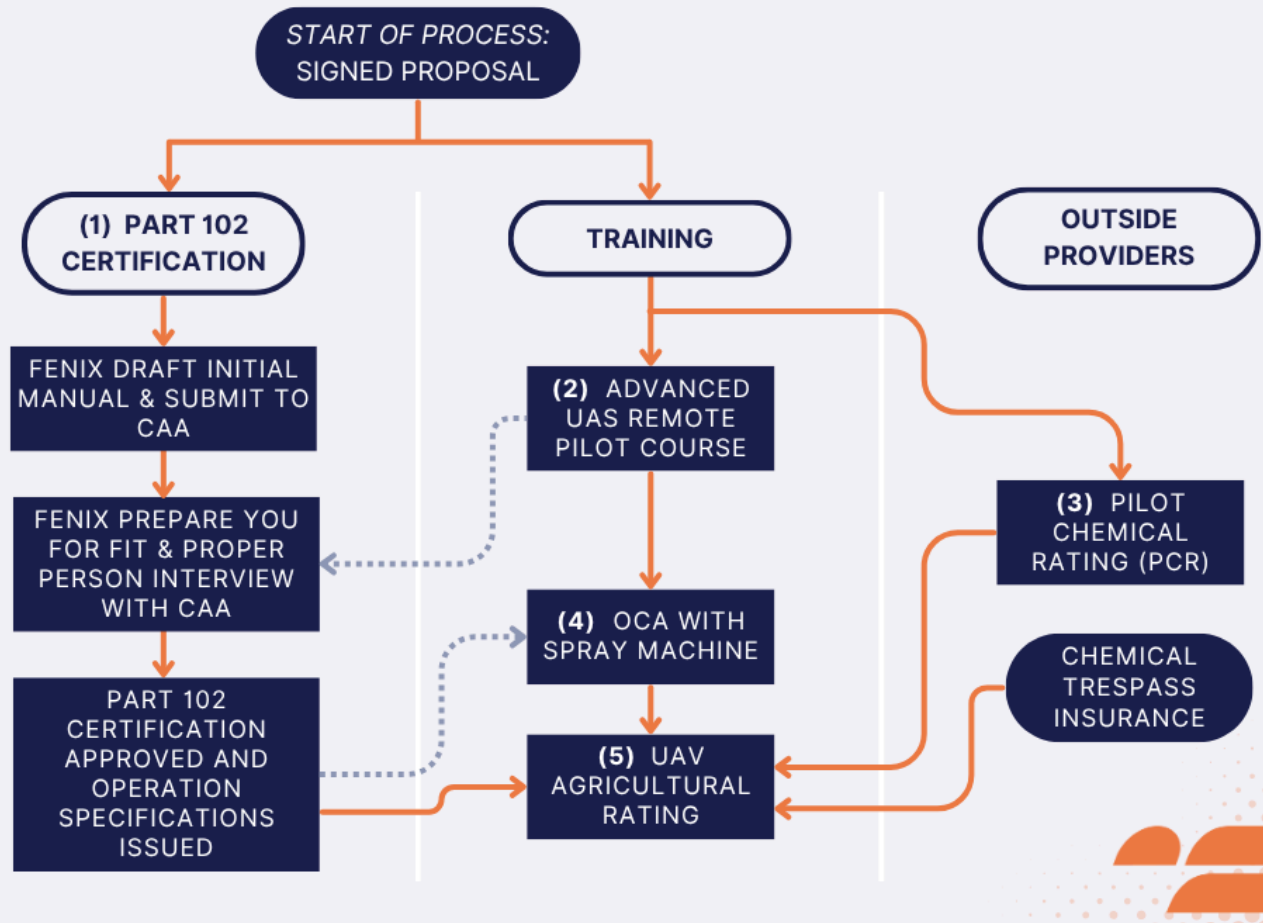
Once you've completed the theory and practical, you'll be issued with a "Restricted" Ag Rating. This means you're under supervision for the first few jobs you complete, until the instructor deems you capable and competent to operate under an "Unrestricted" Rating. The supervision timeframe is roughly around 3-4 months depending how many jobs you have during this time. From there, you'll be able to operate independently.

Flowchart of process

Below is the entire process broken down with the numbered steps of above.

The light blue dotted line indicates courses/certifications that need to be completed/issued prior to the next step in the process.

PART 102 CERTIFICATION & TRAINING



Other initial costs

CAA: CAA charge \$312 per hour to assess each Part 102 application. They require a 2-hour upfront payment when we submit a Part 102 (exposition) to them. We (Fenix) bill you this payment as part of the first invoice, then pay CAA on your behalf when the 102 is submitted. All up, CAA charges could be around \$1500-\$2000 depending on how much time they spend on each manual during the approval process. They directly bill you the remainder of their costs once the Part 102 Certification is issued.

Ag Rating: There may also be extra costs associated with an Ag Rating if we need to send an examiner to your location (mileage, accom etc). Likewise, if you need to travel to the Ag Rating, this is also a cost to you.

Retailers for agricultural drones

DJI: Agsmart UAV

Contact is Vaughan Ward
agsmartuav@xtra.co.nz
027 299 1225

XAG: Airborne Solutions

Contact: Scotty Horgan
scott@airbornesolutions.co.nz
027 288 5034

ABZ Drones: DO Drones

Contact is David Okros
david@dodrones.co.nz
020 4019 5893

DJI: Ferntech

Contact: Travis Watkins
travis@ferntech.co.nz
022 157 5649

DJI: Incredible Group

Contact: Cody Stevens
cody@incredible.co.nz
027 688 5002

Custom Drones: SPS Automation

Contact: Scott Spooner
scott.spooner@spsautomation.com
027 696 1269

Ongoing costs

Annual refresher training

- Annual Operational Competency Assessments (OCAs) at \$600+gst per person.
- Annual Agricultural Competency Assessments (ACAs) at \$600+gst per person.

We like align these for the client so they're done on the same day, and are then due at the same time each year.

Changes to the Part 102

Once your initial Part 102 manual has been approved by CAA and your certification issued, most subsequent changes to the document are required to be signed off by CAA.

We charge amendments (changes to your manual) at \$100-200+gst per hour. We also manage the resubmission to CAA.

CAA also charge hourly to review and approve the amendment at \$312 per hour.

Part 102 Exposition 5-yearly renewal costs

Every 5 years the Part 102 Exposition must go through a renewal at CAA. This is to ensure the certification still meets the requirements of the operator and to ensure the Prime Person is still competent to fulfil the role of Prime Person for that certificate.

We manage these changes for you and make changes/updates to the manual as required. Just like amendments, charges for this are \$100-200+gst per hour with Fenix UAS, and \$312 per hour with CAA.

Contact Us

- Phone: 06 777 5288
- Email: enquiries@fenixuas.nz
- Website: www.fenixuas.nz

