



City of Independence | KIIB

Prepared By:

Josh Diggs, Area Manager of the Great Plains

On behalf of:

Avfuel Corporation | 47 West Ellsworth Rd. | Ann Arbor, MI 48108



CONFIDENTIAL

Unpublished Bid Proposal Materials © 2025 Avfuel. This material is protected under US copyright law and is registered with the US Copyright Office. This copy of the material is provided for the limited purposes of review and consideration of the information conveyed within. No portion of this material may be reproduced in any form, further distributed, or published, for any purpose. By accepting receipt of this material, you agree to be bound by the above limitations and conditions, and in particular, you warrant and represent that: (i) you will not forward this material to any other person, or reproduce or publish this presentation, in whole or in part, for any purpose, unless Avfuel expressly provides otherwise, and (ii) you have read and agree to comply with the contents of this notice.

Brett Soukup, Airport Manager | City of Independence | 1684 230th St., Independence, IA 50644

Date: November 26, 2025

Dear Brett:

Thank you for taking the time to learn how Avfuel's comprehensive support systems can continue to enhance James H Connell Field at Independence Municipal Airport operations during a new contract term.

The following proposal not only outlines Avfuel's ability to supply fuel and services for James H Connell Field at Independence Municipal Airport , but also how Avfuel's programs and dedicated support team can continue to help you realize your goals. How? **By further leveraging our dedicated sales, marketing and support experts to actively nurture connectivity with current and prospective partners on your behalf.**

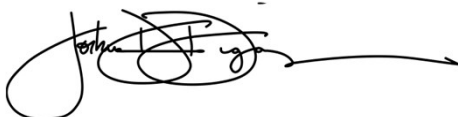
With a 50+ year track record of providing reliable, uninterrupted fuel supply, industry-leading solutions to support back-office operations, and traffic-generating marketing and sales support—including 8 years as your preferred partner—Avfuel has a unique understanding of how to help James H Connell Field at Independence Municipal Airport succeed in a competitive market.

Backed by proven solutions and 250+ dedicated employees, I am confident an extended partnership can help streamline your operations and further accelerate your business in the years to come. Working as a team, we plan to accomplish this with a number of high-value offerings for a new contract term, including:

- ▶ **Self-Serve unit:** Avfuel will cover the cost of the QTPod M4000 unit in conjunction with a seven (7) year contract. The City will be responsible for the cost of the installation.
- ▶ **IN-HOUSE TRAINING SOLUTIONS**, including PART 139 FAA-approved fuel safety, Avfuel programs, sales and customer service.
- ▶ **MARKETING AT NO COST** to assist your operation in promoting its facility and brand for the duration of the contract.
- ▶ **A CONNECTED AND ACTIVE PARTNER** that's not only engaged at a high-level in numerous industry endeavors, but also proactively connects you with industry stakeholders and initiatives.

With a half-century focus on aviation, Avfuel became the industry's first and foremost all-round aviation facilitator. Our diverse business lines and programs—from card processing and FBO training, to equipment and commercial fuel services—propelled us to the forefront of the aviation industry. It would be our honor to continue putting our programs, reputation, aviation commitment and *people* to work for you.

Best regards,



Josh Diggs
Area Sales Manager of the Great Plains
Avfuel Corporation

Table of Contents

Meet Avfuel	P. 4
Fuel Supply & Logistics	P. 8
Refueling Equipment	P. 11
Avfuel Training Programs	P. 15
Payment Processing	P. 18
Selling Solutions	P. 21
Contract Fuel	P. 23
Commercial & Military	P. 26
AVTRIP Pilot Rewards	P. 27
Branding Package	P. 28
Complimentary Programs	P. 31
Avfuel Network Rewards	P. 32
Avsurance	P. 33
Marketing Support	P. 34
Pricing Overview	P. 37
Credit Card Processing Rates	P. 38
Jet Fuel Pricing	P. 39
Avgas Pricing	P. 40
Financial Summary	P. 41

Important

This comprehensive proposal is submitted for approval within 90 days and is subject to the execution of the contract documents satisfactory to both parties, which will incorporate the proposal terms and, when executed, become binding to both parties. In case of any discrepancy between the contract documents, this proposal, a request for proposal or any other correspondence between our organizations, the content of the contract documents will take precedence.

Confidential

All material in this document is to be considered confidential and you are hereby notified that any disclosure, copying or distribution is strictly prohibited.



Meet Avfuel

Unmatched Experience & Support



FOCUSED ON FUELING CONNECTIONS

At Avfuel, we've made it our mission since 1973 to facilitate global connectivity through the sale of aviation fuel and services. While fuel is our commodity, people are our business. When you partner with Avfuel, you partner with a company dedicated to connecting you to:

- The fuel you need, whenever you need it
- The solutions you require to operate efficiently
- Fuel consumers, increasing traffic to your ramp
- Industry-leading technologies, all managed in-house for your direct access
- A team of **250+ aviation professionals**, focused on your success

DIFFERENTIATORS

- **Aviation-only Focus**
- **Globally-recognized Brand**
- **Largest Branded Network in U.S.**
- **24/7/365 Access to Avfuel Experts**
- **50+ Years of Consistent Growth**
- **Prominent Leadership Positions on Industry Boards & Committees**
- **In-house Solutions Proven to Grow Your Business**



How do we do this?

With the expertise that comes from a half-century of logistical expertise, supporting and connecting every type of aviation fuel consumer: FBOs, flight departments, military aircraft, commercial airlines and everyone in-between.

With this level of connectivity, Avfuel touches 1 in every 3 U.S. business flights.



Avfuel: So Much More Than Just a Supplier

Many fuel suppliers “check all the boxes” when it comes to fuel supply and related services, but few can boast the successes seen in each of these value-added solutions. As the original comprehensive supplier of aviation fuel and services, **Avfuel has perfected each of these in-house offerings across 50+ years.**

EQUIPMENT FACILITY

The only OEM owned by a fuel supplier.



DLA RELATIONSHIPS

Opportunities for connection with a key segment.



CONTRACT FUEL

Serving 32.5k aircraft who trust the Avfuel brand.



SALES + MARKETING

Dedicated aviation pros who know how to reach goals.



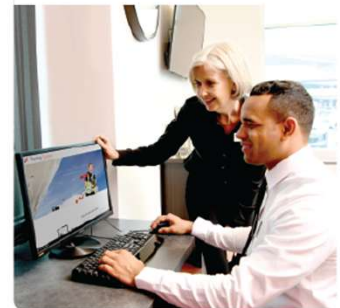
LOYALTY REWARDS

Historically preferred among flight crews.



FBO RESOURCES

Staff training + rewards for next-level customer care.



**THIS DEDICATION EARNED US A
29% SHARE OF U.S. BRANDED FBOS**

THE NUMBERS BEHIND SO MUCH MORE

50+

YEARS DEDICATED
TO AVIATION

90+

REFINERY
PARTNERS

300+

SUPPLY
TERMINALS

33K+

SQUARE-FOOT
TRUCK SHOP

3500+

GLOBAL FUELING
LOCATIONS

675+

BRANDED FBO
PARTNERS

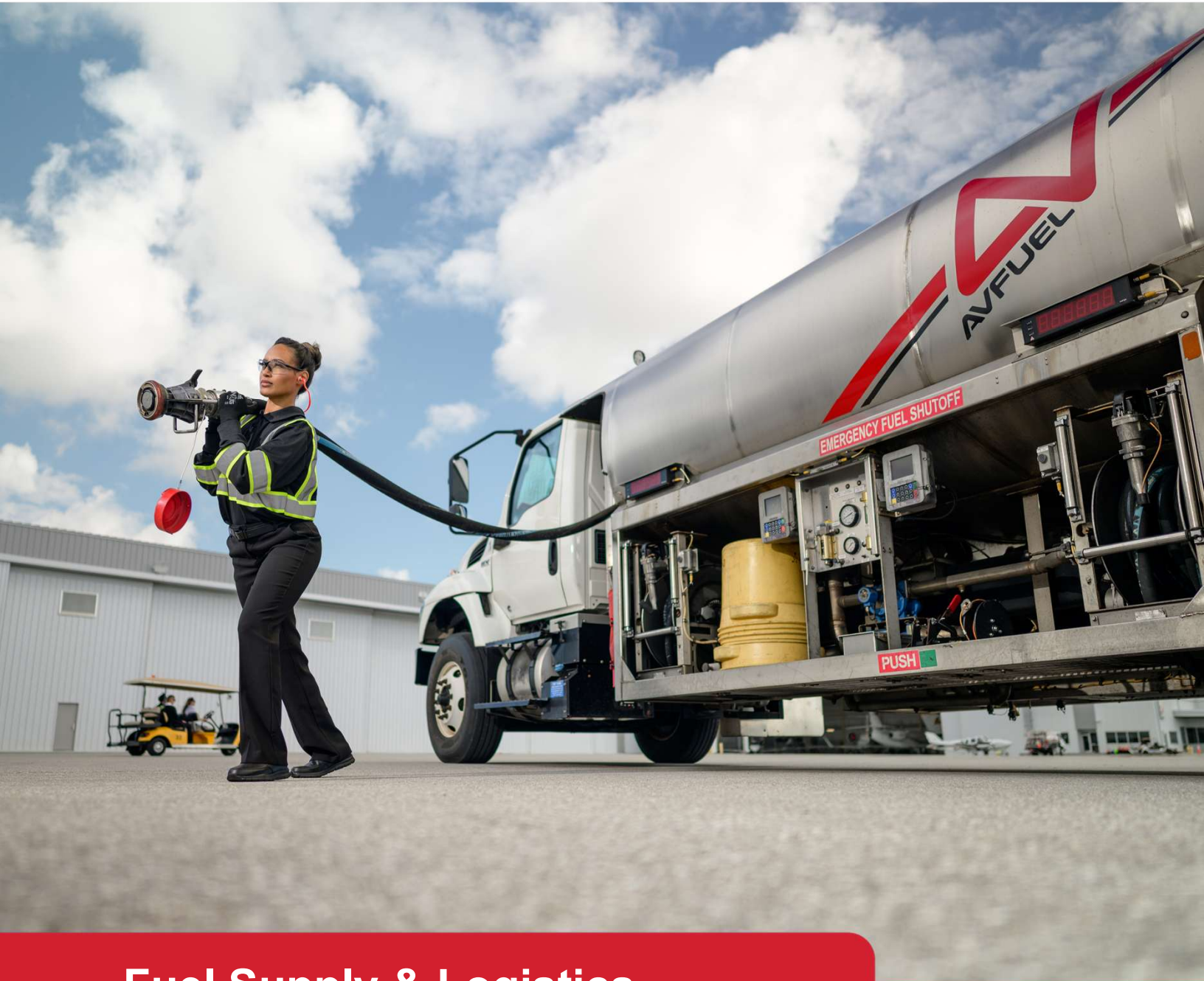
28K+

ACTIVE AVTRIP
MEMBERS

10+

SUPPORTING
SERVICE LINES





Fuel Supply & Logistics

The Reliability You Need at a Higher Value

**NO OTHER SUPPLIER HAS CURATED MORE
RELATIONSHIPS WITH REFINERS & SUPPLIERS.**

REDUNDANCY KEEPS YOU FUELED DURING FLUCTUATIONS & EMERGENCIES.

90+

REFINERY
PARTNERS



300+

SUPPLY
TERMINALS



100+

TRANSPORT
CARRIERS



**DELIVERING
YOUR FUEL VIA**



PIPELINE



BARGE



RAIL



TRUCK



YOUR POWERFUL SOURCE OF POWER

Rely on our expertise in the movement, scheduling and safe handling of aviation fuel. With Avfuel, nothing comes between you and your fuel.

Logistics: Dispatching Your Fuel

ORDERING FUEL HAS NEVER BEEN EASIER

CALL US 24/7/365 FOR QUICK ACCESS TO AVFUEL'S DISPATCH PROFESSIONALS.

Special circumstances are our specialty. With Avfuel, you gain logistics experts with extensive experience handling fuel deliveries, including for special events and emergency orders.



WE KEEP IT SIMPLE TO MAKE IT SIMPLE



DELIVERY TIME FOR
JET A **24 HOURS**
AVGAS **24 HOURS**



24/7/365
CALL OR ORDER
ONLINE



Refueling Equipment

We Keep You Running on the Ground

SELF SERVICE FUEL SYSTEM FINANCING



Avfuel offers to purchase the QTPod M4000 and Veeder Root system for the City of Independence in conjunction with a seven (7) year term. The City will be responsible for the cost of the installations.

LARGEST REFUELER FLEET IN THE U.S.



1K+
VEHICLES

REFUELING EQUIPMENT IS A CRITICAL COMPONENT OF YOUR DAILY BUSINESS.

AVFUEL'S QA TEAM IS AVAILABLE 24/7/365

Our fuel quality assurance team is a group of recognized experts that work with FBOs, transport companies, terminals and handlers on the proper handling of aviation products.



THAT'S WHY WE MAKE CONSTRUCTING THEM A CRITICAL PART OF OURS.

As the only fuel supplier with an in-house OEM, our equipment not only features advanced technologies, but is also backed by the industry's most knowledgeable team of refueler specialists.

Avfuel has a fleet of **1,000+ refueling trucks** available for lease.

OUR PRIORITY? KEEP YOUR OPERATION RUNNING.

- **Electronic meters** to streamline operations
- Trend-setting, high-tech truck designs
- **Parts and supplies** ready to ship
- Maintenance guidelines
- Sleek branding decals on new or existing equipment

The Only Supplier-Owned OEM



"I've never seen a supplier care so much about every detail of our trucks. They have a whole team to make sure their equipment is just right."

Avfuel FBO Customer



AVTANK
CORPORATION
ANN ARBOR, MI

SETTING THE STANDARD FOR AVIATION REFUELING EQUIPMENT

30+

DEDICATED TECHNICIANS,
FABRICATORS & WELDERS

35+

YEARS OF OPERATION

33,000

SQ. FT. EQUIPMENT FACILITY



Avfuel Training Programs

Quality Assurance • Customer Service • Front Counter
Ensuring Your Staff Are On-boarded and Trained for Success

Avfuel offers its branded FBOs access to the online Avfuel Training System (ATS), which includes **FAA-Approved Line Service Fuel Safety Training and Supervisory Fuel Safety Training to satisfy 14 CFR 139.321**. Upon completion, employees receive a Line Service Fuel Safety Training Certification or Supervisory Certification equivalent to NATA.

ONLINE FAA-APPROVED SUPERVISORY & LINE SERVICE FUEL SAFETY MODULES



FUEL SAFETY TRAINING

- Fuel Handling and Fire Safety
- Aviation Fuels and Additives
- Fuel System Icing Inhibitor (FSII)
- Contaminants and Fuel Testing Methods
- Receiving a Load of Aviation Fuel
- Aviation Fueling Components
- Fuel Storage Systems
- Mobile Refueling Equipment
- Aircraft Fueling and General Operations
- Record Keeping Best Practices
- **For Supervisors:** Effective Training Techniques



AVFUEL CUSTOMER SERVICE TRAINING

- Culture and Brand
- Service Essentials
- Amaze and Wow



AVFUEL FRONT COUNTER TRAINING

- Avfuel Contract Fuel
- AVTRIP
- Avfuel Network Referrals & Rewards



RAMP SAFETY

- Aircraft Marshalling
- Aircraft Towing Equipment
- Aircraft Towing Procedures
- De-icing and Anti-icing Introduction
- De-icing and Anti-icing Fluid Handling Procedures
- De-icing and Anti-icing Fluid Application
- General Aviation Security

PRICING

All subscriptions include unlimited seats for the year, and training on customer service, front counter and ramp safety.

<div>BASIC</div> <div>FREE</div> <div>General Fuel Safety Lesson <i>Free to Avfuel-branded FBOs</i></div>	<div>FREE for KIIB</div> <div>PRO</div> <div>\$750*</div> <div>FAA-Approved Line Fuel Safety Training</div> <div>Certifications Awarded Upon Completion</div>	<div>FREE for KIIB</div> <div>PRO+</div> <div>\$1250*</div> <div>FAA-Approved Line Fuel Safety Training</div> <div>FAA-Approved Supervisory Training</div> <div>Certifications Awarded Upon Completion</div>
---	---	--

**Prices indicate the initial subscription setup fee. Annual fee at time of subscription renewal is \$300 for PRO and \$500 for PRO+.*



IN-PERSON: SUPERVISORY FUEL SAFETY TRAINING SEMINAR

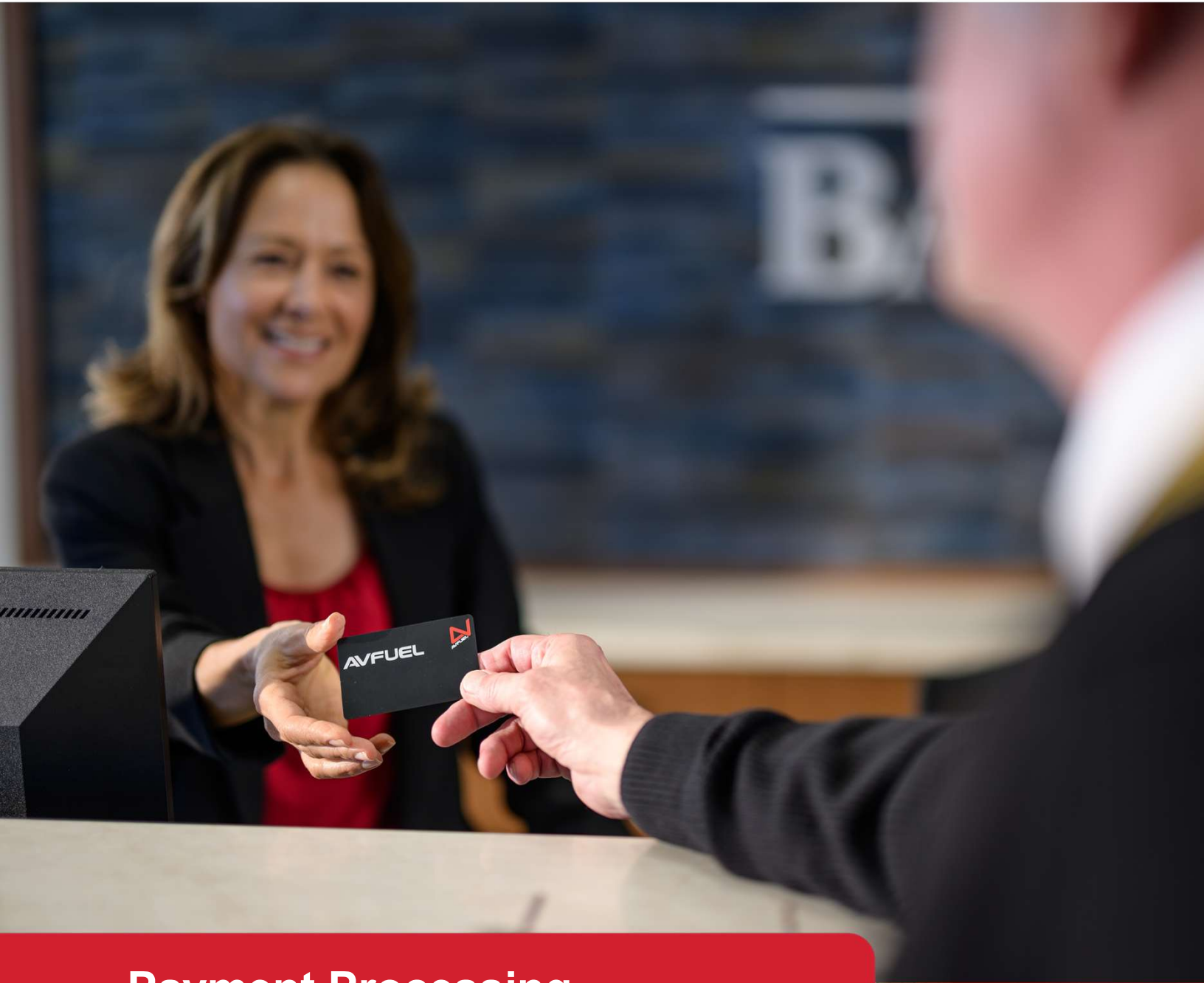
Avfuel provides its customers with **FREE** 14 CFR FAA-approved Part 139 Supervisory Fuel Safety Training Seminars.



Slide 17

- 13** SALES: If not offering for free, delete the free boxes. If offering for free, put in the identifier or logo of the FBO and either take out or adjust the language in italics with the asterisk about the annual subscription fee

Krista Lodes, 9/10/2024

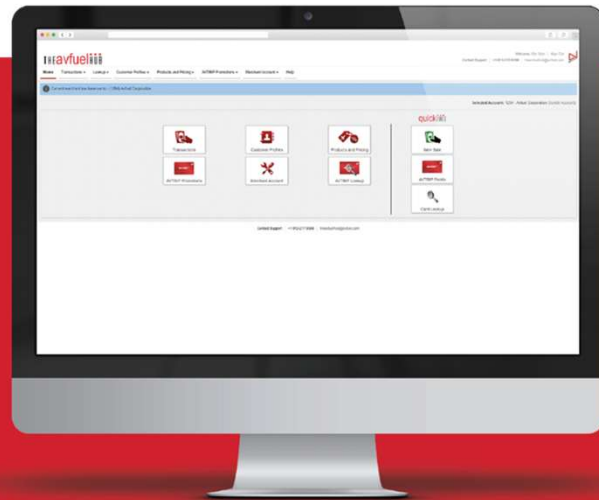


Payment Processing

Saving You Time and Money

**STREAMLINE YOUR
OPERATIONS WITH MORE
EFFICIENT TRANSACTIONS.**

THE **avfuel** HUB



Avfuel will provide your operation with **the Avfuel Hub**, Avfuel's proprietary web-based point-of-sale and processing system, which centralizes and streamlines the sale of fuel, products and services at your FBO.

Designed with the user in mind, the Avfuel Hub increases transaction efficiency and allows for a more customer-focused experience.

CORE FEATURES



Electronic processing of all transactions
(sales, voids, credits, post-authorizations)



Integrated with Avfuel Contract Fuel
and AVTRIP rewards



Easy customer lookup by name, tail
number, city or card type



Minimal steps and pre-populated data
for quick processing



Avfuel Contract Fuel Pre-Authorizations
are sent directly to the Avfuel Hub



Print and email receipt options



Create on-demand reports



Manage customer data



International processing capabilities



PCI (Payment Card Industry) compliant,
improving credit card security

Card Processing: Third-Party Software Integration

Should you decide to use a different third-party POS provider, Avfuel's card programs can be used on the following certified software:



Advanced Certification & Avfuel Network Pricing: Avman & X-1 FBO

Avfuel worked with **Avman** and **X-1FBO** to incorporate specific features that better cater to Avfuel-branded FBO locations, making Avfuel's card programs even more intuitive and seamless at the front desk. These features include:



Avfuel Pro Card / Contract Fuel

Account Lookup: By name, tail number, city or card type

Contract fuel authorization integration directly into invoice/transaction screen for ease of use



AVTRIP Rewards Enhanced Usability:

AVTRIP Member lookup, emailed receipt capability, user activity tracking by transaction

**REDUCED PRICING
FOR AVFUEL FBOS**



SOFTWARE CONSULTATION AND REFERRALS

Not sure which point-of-sale is best for your operation?

Our expert team can help guide you on the best solution and connect you with Avfuel Network customers who have used each product for greater insight.



Solutions for Selling More

Contract Fuel, Sales Support, Loyalty Rewards



Two Programs Connect You to Tens of Thousands of Loyal Customers

AVFUEL



FUELING

32,500

AIRCRAFT

No Fees for Cardholders

AVTRIP ✓



AVTRIP PILOT
123456

REWARDING

28,000

MEMBERS

**\$30 Million Awarded
Since 1993**

Avfuel Contract Fuel



6k

CUSTOMERS



32.5k

TURBINE AIRCRAFT



3.5k

LOCATIONS



LAND MORE TRAFFIC. SAVE MORE ON PROCESSING. MAKE MORE IN SALES.

- Transact Avfuel Contract Fuel with the Avfuel Pro Card.
- The Avfuel Pro Card can be used for contract fuel, retail fuel and non-fuel flight expenses.
- You enjoy no fees on contract fuel transactions.
- Improve your margins with custom into-plane rates.
- Transactions are simplified with an approved direct-bill format for fractional operators, like NetJets and Flexjet.
- All third-party (reseller) transactions are processed through your point-of-sale system to streamline billing and reduce receivables
- We take a targeted approach to prospecting by leveraging market data (TRAQPak/AMSTAT, FAA, etc.), and assessing flight patterns and buying history.



**PROCESSING
FEES**

*One Northeastern Avfuel-branded FBO
SAVED MORE THAN \$50,000/YEAR
in processing fees alone by leveraging
Avfuel Contract Fuel.*

Slide 23

SM19 [@D'Aprile, Karolina] after the Fort Wayne stuff - can you incorporate the digital card into these CF Pages? Just one instance is fine :)
Slovan, Katie M., 6/13/2025

OUR CONTRACT FUEL SALES TEAM LANDS YOU MORE BUSINESS

Expand your team by putting our sales professionals to work for you. Our team is ready to develop a targeted list of prospects, make the connection and drive business to your ramp by leveraging relationships with thousands of flight departments who love Avfuel Contract Fuel.



OUR THREE-TIERED PROSPECTING APPROACH

1

OPERATOR ANALYSIS

We can collaborate with you to analyze who visits your FBO without buying fuel.

- Using market data, we'll identify your most common departure/destination points.
- We'll ensure pricing is in-line and competitive with those markets.

2

COMPETITOR ANALYSIS

We can analyze operators that fly to your competition.

- With 6K+ flight department customers, we have insight on decision-making criteria.
- Operators often prioritize service, maintenance offerings, facilities, amenities and fuel price.
- Our team works with you and operators to align their needs with your offerings.

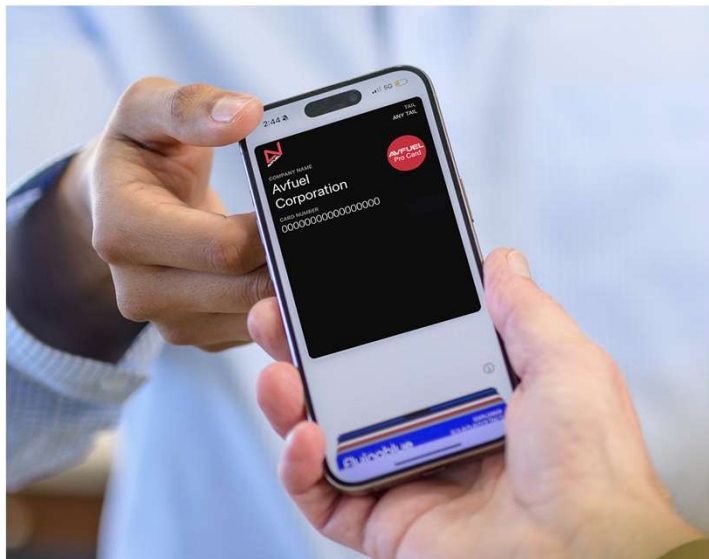
3

AIRPORT ANALYSIS

We can examine nearby airports using comprehensive market data.

- We'll target operators open to moving their business.
- While some might use other airports for their location, others may not know you're an option.
- Our team can help identify prospects for diversions, fuel stops or a less-congested alternative.

WHY CARDHOLDERS LOVE AVFUEL CONTRACT FUEL



- **No need to split transactions.**
 - Fuel and non-fuel items can be on one invoice, saving time.
- **Zero fees.**
- **Global acceptance** at 3,500+ locations.
- **Competitive prices** on fuel.
- **24/7/365 support.**
- **Easy account management** online.



Of all the independent fuel suppliers in our industry, Avfuel is NetJets' largest fuel provider. This not only speaks to Avfuel's size, scope, scale and capabilities on the supply side, but also its dedication to accurate and timely invoicing; and its team's round-the-clock availability for questions and invoice resolution, when required.

NETJETS®

Andy Naudhauser
VP, Global Procurement
NetJets

Slide 25

7

SALES: If keeping the previous page, delete this one.

Krista Lodes, 9/10/2024

AVTRIP Rewards: Pilot Loyalty Program



INCREASE FUEL SALES WHILE DECREASING DEEP DISCOUNTS.

AVTRIP isn't only business aviation's longest running pilot rewards program—it's also the industry's most popular. As the only proven fuel supplier sales enhancement tool, AVTRIP is lucrative for operators and FBOs alike.

8

FREE 90-DAY TRIPLE POINT PROMOTION

Avfuel offers a 90-day triple AVTRIP Point promotion at a time of your choosing; Avfuel will cover the bonus points at NO COST.

1¢

PER POINT *Min 2pts/gal*

**SAVING YOU MONEY
ON FUEL DISCOUNTS**



28k

**Active Members
per Quarter**



65k

**Total Registered
Members**



\$30M

**In Total Cash
Awards**

**REACHING MORE THAN
\$1 MILLION ANNUALLY**

Slide 26

8

SALES: Keep, update or delete the 90-day promo depending on your deal

Krista Lodes, 9/10/2024

AVTRIP Rewards: Pilot Loyalty Rewards

SO MUCH TO LOVE

PILOTS ASK FOR IT. MEMBERS LOVE IT. **FBOS SELL MORE FUEL BECAUSE OF IT.**

WHAT MEMBERS LOVE



For every
5,000 points



Tiered membership
to earn more



525 Locations



Automatic,
digital awards



Points never
expire

Multiple ways to earn
(uplift fuel, engage with Avfuel,
compounding points, etc.)

WHAT YOU'LL LOVE



Low cost:
2¢ per gallon



Softens need for
fuel discounts



Avfuel covers
extra tiered points



Simple to transact
with POS



Tiered membership
incentivizes pilots
to fly and fuel in
the Avfuel Network



Personalized
support

**LEARN MORE
ABOUT AVTRIP**





Branding Package

Sleek Assets. Zero Cost.

LEVERAGE THE POWER OF A GLOBAL BRAND, RECOGNIZED BY THOUSANDS OF OPERATORS WORLDWIDE.



OUTDOOR SIGNAGE

Avfuel will provide signage at **NO COST** and will work with the airport to identify effective outdoor signage, and propose plans for approval and integration.

Pictured: Avfuel's standard brushed-aluminum, hangar-mounted signage from Day to Night. Available at 7 x 6.5', 9.x10' or custom sizing as appropriate.



REFUELER TRUCK BRANDING

Avfuel will provide decals to brand refueling equipment, in addition to providing all regulatory type labeling and placards (i.e., product identification, No Smoking, Flammable, Hazardous ID labels) at **NO COST**.

FRONT COUNTER SIGNAGE

Avfuel will provide counter signage to promote our programs at **NO COST**.



Branding Package: Bonus Items



BONUS BRANDING

Upon request, Avfuel can also provide your facility with the following Avfuel-branded items:

- Windsocks
- Welcome Mats
- Uniform Patches
- Hats
- Point-of-purchase Displays
- Interior Signage



CO-OP ADVERTISING FUNDS



Avfuel sets aside funds from your retail purchases that can be used to market your FBO.

- Can be used for virtually any advertising medium:
web | print | direct-mail | uniforms | etc.
- Accrues **\$0.005 per gallon** on all general aviation gallons sold (excludes military, airline/cargo and contract fuel gallons)



Complimentary Programs

A Snapshot of Avfuel's Extra Offerings



PARTNER WITH THE ONLY SUPPLIER REWARDING YOUR STAFF

When FBO staff members engage with the Avfuel Network, they earn points that translate to cash awards. It's a simple, but rewarding way to show our appreciation. Staff can earn points by:

- Referring pilots to Avfuel-branded FBOs
- Signing up AVTRIP members
- Completing training
- And MORE!



KEEP PILOTS FLYING WITHIN THE AVFUEL NETWORK AND ONTO **YOUR RAMP**

This web-based system is designed to **increase referrals within the Avfuel Network of 675+ branded FBOs for enhanced connectivity**—the ultimate way to take advantage of a network of our size and scope.

The program thrives on system of reciprocity—just as you refer pilots to other FBOs, other FBOs refer pilots to you. Your FBO is notified every time you are referred, giving you a strategic advantage to earn business and increase visibility.



MANAGE RISKS WITH \$50 MILLION EXCESS PRODUCTS LIABILITY COVERAGE.

Avfuel's in-house aviation insurance subsidiary, Avsurance, has **MORE THAN 30 YEARS** of hands-on experience providing coverage to FBOs and airports.

Avfuel-branded operations are granted third-party, **\$50 MILLION USD** excess products liability coverage for fueling operations, provided underlying requirements are met, including a certificate of insurance evidencing \$1 million USD CSL airport premises and products liability with Avfuel as additional insured.



INSURANCE COVERAGE FOR ALL FBO NEEDS

Insurance coverage for all FBO needs is available, including items such as courtesy cars, aircraft maintenance, environmental exposure, fuel farms and more.

COVERAGES INCLUDE, BUT ARE NOT LIMITED TO:

- | | | |
|--|--|--|
| <ul style="list-style-type: none"> • Aviation general liability insurance • Premises insurance • Hangar keepers insurance • Airport insurance • Heliport insurance • Airport property insurance • Helicopter insurance • Workers' compensation | <ul style="list-style-type: none"> • Aircraft hull and liability insurance • Air ambulance insurance • Part 135 insurance • Part 91 insurance • Scheduled 121 operator insurance • Cargo insurance • Freight insurance • Flight school insurance | <ul style="list-style-type: none"> • Environmental liability insurance • Crew car insurance • Commercial auto insurance • Mobile equipment insurance • Commercial property insurance • Products & completed operation insurance • Heavy lift insurance • Pipeline patrol insurance |
|--|--|--|

Avfuel Marketing: Your Team of Experts



BIZAV EXPERTS BRING STRATEGIC MARKETING TO FRUITION ON YOUR BEHALF

As a member of the Avfuel Network, our fully-staffed marketing team works for you, providing creative strategies tailored to your unique needs.

Avfuel Marketing is proficient in the most effective marketing strategies available today, combining proven communication platforms with new technologies. **What's more?** Our marketing team knows how to align your brand with Avfuel's global recognition to put you squarely in front of a wide array of high-volume aviation customers. This approach helps you:

- Increase visibility
- Attract business
- Earn loyalty
- Increase sales
- Meet your specific goals

CHECK US OUT ON SOCIAL:



YOU'LL LOVE ACCESS TO:



A Team of Aviation Marketing Experts Ready to Collaborate

LK23



On-Demand Marketing at Your Fingertips for the Entire Term



Slide 34

LK23

SALES: If you need to offer a marketing plan, notify marketing in advance and change the text next to the rocket ship to: A Comprehensive Marketing Plan to Kickstart Your Branding

Lodes, Krista A., 1/2/2025

Avfuel Marketing: Your Team of Experts

FULL-STACK MARKETING SERVICES

Our marketing services are unique to you and often require an initial discovery phase. Depending on your goals, we're ready to execute tactics under the umbrellas of:



**BRANDING &
IMAGERY**



**PRINTED
COLLATERAL**



**PUBLIC
RELATIONS**



**EVENT
ASSISTANCE**



**CUSTOMER
RETENTION**



**SALES &
TRAINING**



**DIGITAL
MARKETING**



**PHOTOSHOOT
ASSISTANCE**



**SOCIAL MEDIA
PLATFORMS**

AVFUEL MARKETING'S LEADERSHIP TEAM



Marci Ammerman
VP Marketing
Avfuel Tenure: 36 Years



Buffey Muth
Director Marketing | Partnership Programs
Avfuel Tenure: 20 Years



Katie Slovan
Director Marketing | Brand Experience
Avfuel Tenure: 16 Years

LAND YOUR BRAND IN FRONT OF A LARGER AUDIENCE



32,500

Contract Fuel
Aircraft



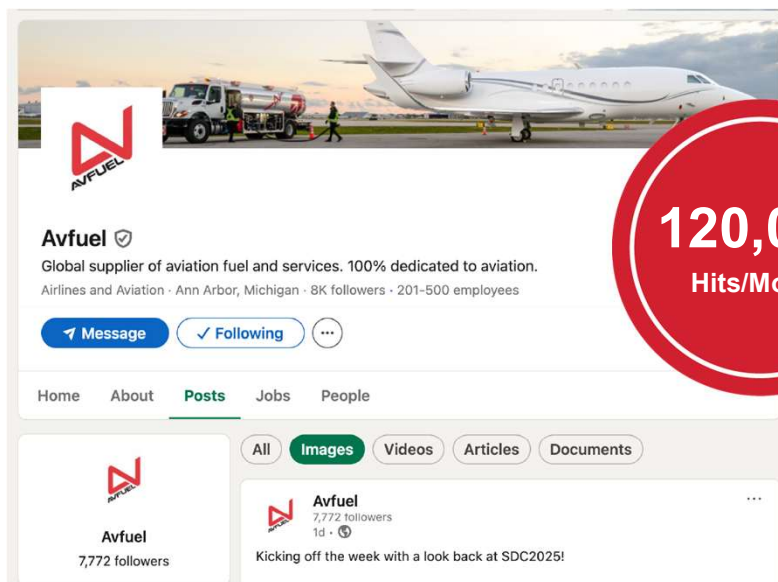
45,000

Media Contacts
& Subscribers



65,000

AVTRIP Members



120,000
Hits/Month

On Social Media
& Avfuel.com



2,180,000,000

TOTAL POTENTIAL REACH FROM EARNED MEDIA ACROSS 2024

AVFUEL PRIORITIZES EXPOSURE FOR ITS BRANDED PARTNERS



Of the press releases Avfuel wrote, edited and distributed in 2024, 86% were focused on its partners and their accomplishments. We celebrate our partners and put their names in front of international aviation audiences.



Pricing Overview

More Value for Your Business

Save Significantly With 0% Processing on Avfuel Cards



Card Type	Rate	Card Type	Rate
Avfuel Pro Card	0% Contract Fuel 0% Retail- & Non-Fuel	Discover	3.27%
Avfuel Contract Fuel	0% Fuel 0% Non-Fuel items	American Express	3.95%
Avfuel Retail Card	0% Avgas 0% Jet & Non-Fuel	MultiService	3.35%
MasterCard & Visa	2.39% Qualified 3.32% Non-Qualified	Avcard	2.95%
KHI Card	3.25%	Government AIRCard	0.0% Contracted 6.55% Non-Contracted
The Avfuel Hub \$0/month software \$0/month optional printer			

- All transaction data is accessible via the Avfuel Hub
- All payments are electronically processed
- Credit card funds are remitted to FBOs twice per week
- Compatible with current versions of Total Aviation Software, Total FBO, X-1 FBO, AVMAN, FBO Director, QT and FuelMaster.



PRICE EFFECTIVE: November 3, 2025
Pricing changes daily

JET A

Supply Locations	Iowa City, IA
Daily Price	Posted Rack Price
Posted Rack Price: November 3, 2025	\$2.6165
3rd Party Freight	Sully Transport- Primary
Full Truck Load Delivery	8,000 gallon
Mileage	65
Base Freight Rate	\$0.04498
Variable Diesel Fuel Surcharge	15%
Diesel Fuel Surcharge Rate	\$0.00589
Total Freight Charges	\$0.05087
Total Delivered Price (excl tax)	\$2.66737
Supplier/Terminal Combinations:	
Primary Flint Hills/ Iowa City, IA	
Alternate Terminals Flint Hills/ Des Moines, IA	
Alternate Haulers Harms Oil ** Split-Load deliveries available.	

Prices Exclude Federal, State and Local Taxes



PRICE EFFECTIVE: November 4 - 10, 2025

Pricing valid Tuesdays - Mondays

AVGAS

Supply Locations	St. Paul
Weekly Price	Posted Rack Price
Posted Rack Price: November 4, 2025	\$3.40550
3rd Party Freight	Wayne Transport - Primary
Full Truck Load Delivery	8,300 gallon
Mileage	
Base Freight Rate	\$0.12068
Variable Diesel Fuel Surcharge	25%
Diesel Fuel Surcharge Rate	\$0.04344
Total Freight Charges	\$0.16894
Total Delivered Price (excl tax)	\$3.57444
Supplier/Terminal Combinations:	
Primary Shell from St. Paul, MN	
Alternate Terminals Delek from Tyler, TX	
Alternate Haulers Scott Rud Trucking Alliance Tank Lines	
** Split-Load deliveries available.	

Prices Exclude Federal, State and Local Taxes



Financial Summary



Redundant Fuel Supply

- Jet-A with FSII indexed pricing
- FSII injection available at terminal
- Multiple supply points for both jet fuel and avgas



Self-Serve System

\$12,000

- Avfuel offers to cover the cost of the purchase of the QTPod M4000 unit.
- City of Independence will be responsible for the cost of the installation.



World-Class Training Resources

VALUE: \$19,250

- Web-based Avfuel Training System (ATS) cost waived | **\$1,250 value annually**
- Regional Fuel Quality and Safety Seminars, FAA Pt. 139-approved | **\$1,500 annual value**

CONTRACT & PAYMENT TERMS

Payment Terms: Net fifteen (15) days from date of invoice via EFT

Credit Limit: \$60,000.00

Contract Term: Seven (7) year Aviation Fuel Supply Agreement