



[EASTERN AVIATION FUELS, INC DBA TITAN AVIATION FUELS] RESPONSE DOCUMENT REPORT

ITB No. ITB-006-2026

AVIATION FUELS ANNUAL CONTRACT

RESPONSE DEADLINE: February 5, 2026 at 2:00 pm

Report Generated: Tuesday, February 17, 2026

Eastern Aviation Fuels, INC dba Titan Aviation Fuels Response

CONTACT INFORMATION

Company:

Eastern Aviation Fuels, INC dba Titan Aviation Fuels

Email:

deron.webb@titanfuels.aero

Contact:

Deron Webb

Address:

601 Mccarthy Blvd
New Bern, North Carolina, NC 28562

Phone:

(252) 933-4533

Website:

www.titanfuels.aero

Submission Date:

Feb 5, 2026 12:03 PM (Eastern Time)

ADDENDA CONFIRMATION

Addendum #1

Confirmed Jan 28, 2026 9:35 AM by Deron Webb

QUESTIONNAIRE

1. References*

As per the [Terms and Conditions](#), please provide the company name, address, contact person, telephone number and length of time services, using the following format, of at least three (3) client/customer references.

***Note: only list those client/customers in which a similar type of equipment/product of scope of work/service was provided.**

Company Name: _____

Address: _____

Business Phone #: _____

Contact Person: _____

Email: _____

Length of time services provided: _____

1. Palatka Municipal Airport,
4015 Reid St., Palatka, FL 32177
904-504-6430

Yul McNair

ymcnair@palatka-fl.gov

15 years

2. Williston Municipal Airport

1800 SW 19th Ave., Williston, FL 32696

352-266-5792

Benton Stegall

bentonstegall@willistonfl.gov

10 years

3. Punta Gorda Airport

27450 Challenger Blvd., Punta Gorda, FL 33982

941-639-4119

Eric Berg

eberg@flypgd.com

26 years

2. Title and Organization*

Please provide your title and organization's name.

Regional Sales Manager, Titan Aviation Fuels

3. Local Office*

Please provide the city and state for your local office. If you do not have a local office, please type "N/A".

North Port, Florida

4. Principal Office*

Please provide the city and state for your Principal Office.

New Bern, North Carolina

5. Conflict of Interest Statement*

1. The above named entity is submitting a Bid for the City of Lake City ITB-006-2026 described as AVIATION FUELS ANNUAL CONTRACT.
2. The Affiant has made diligent inquiry and provides the information contained in the Affidavit based upon his/her own knowledge.
3. The Affiant states that only one submittal for the above proposal is being submitted and that the above named entity has no financial interest in other entities submitting proposals for the same project.
4. Neither the Affiant nor the above named entity has directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraints of free competitive pricing in connection with the entity's submittal for the above proposal. This statement restricts the discussion of pricing data until the completion of negotiations if necessary and execution of the Contract for this project.
5. Neither the entity nor its affiliates, nor anyone associated with them, is presently suspended or otherwise ineligible from participation in contract letting by any local, State, or Federal Agency.
6. Neither the entity nor its affiliates, nor anyone associated with them have any potential conflict of interest due to any other clients, contracts, or property interests for this project.
7. I certify that no member of the entity's ownership or management is presently applying for an employee position or actively seeking an elected position with the City of Lake City.
8. I certify that no member of the entity's ownership or management, or staff has a vested interest in any aspect of the City of lake City.

9. In the event that a conflict of interest is identified in the provision of services, I, on behalf of the above named entity, will immediately notify the City of Lake City.

Confirmed

6. Disputes Disclosure Form*

Please select all that pertain to your organization. To answer yes, click on the options that pertain to your organization.

None

7. Disputes Disclosure Form - Explanation*

If you answered yes for any in the previous question, state the nature of the request for equitable adjustment, contract claim, litigation, or protest, and state a brief description of the case, the outcome or status of the suit and the monetary amounts or extended contract time involved. If you selected none, please type "N/A".

N/A

8. Disputes Disclosure Form - Acknowledgement*

I hereby certify that all statements made are true and agree and understand that any misstatement or misrepresentation or falsification of facts shall be cause for forfeiture of rights for further consideration of this proposal for the City of Lake City.

Confirmed

9. Drug Free Workplace Certificate*

I, the undersigned, in accordance with Florida Statute 287.087, hereby certify that, as an authorized signatory on behalf of our organization, publishes a written statement notifying that the unlawful manufacture, distribution, dispensing, possession or use of a controlled substance is prohibited in the workplace named above, and specifying actions that will be taken against violations of such prohibition.

- Informs employees about the dangers of drug abuse in the work place, the firm’s policy of maintaining a drug free working environment, and available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug use violations.
- Gives each employee engaged in providing commodities or contractual services that are under bid or proposal, a copy of the statement specified above.
- Notifies the employees that as a condition of working on the commodities or contractual services that are under bid or proposal, the employee will abide by the terms of the statement and will notify the employer of any conviction of, plea of guilty or nolo contendere to, any violation of Chapter 1893, of any controlled substance law of the State of Florida or the United States, for a violation occurring in the work place, no later than five (5) days after such conviction, and requires employees to sign copies of such written (*) statement to acknowledge their receipt.
- Imposes a sanction on, or requires the satisfactory participation in, a drug abuse assistance or rehabilitation program, if such is available in the employee’s community, by any employee who is so convicted.
- Makes a good faith effort to continue to maintain a drug free work place through the implementation of the drug free workplace program.

“As a person authorized to sign this statement, I certify that the above named business, firm or corporation complies fully with the requirements set forth herein”.

Confirmed

10. Non-Collusion Affidavit*

1. By submitting a response to this solicitation, the Bidder Acknowledges that he/she is authorized to submit the attached response on behalf of their organization for:
ITB-006-2026, AVIATION FUELS ANNUAL CONTRACT;
2. He/She is fully informed respecting the preparation and contents of the attached proposal and of all pertinent circumstances respecting such proposal;
3. Such Proposal is genuine and is not a collusive or sham proposal;

4. Neither the said Bidder nor any of its officers, partners, owners, agents, representatives, employees, or parties in interest, including this affiant, has in any way colluded, connived, or agreed, directly or indirectly, with any other Bidder, firm or person to submit a collusive or sham Proposal in connection with such Contract, or has in any manner, directly or indirectly, sought by agreement or collusion or communication or conference with any other Bidder, firm, or person to fix the price or prices in the attached proposal or any other Bidder, or to fix any overhead, profit or cost element of the proposal price or the proposal price of any other Bidder, or to secure through any collusion, connivance, or unlawful agreement any advantage against the City of Lake City, Florida or any person interested in the proposed Contract; and;
5. The price or prices quoted in the attached proposal are fair and proper and are not tainted by any collusion, conspiracy, connivance, or unlawful agreement on the part of the Bidder or any of its agents, representatives, owners, employees, or parties in interest, including this affiant.

Confirmed

11. Human Trafficking Affidavit*

Please download the below documents, complete, and upload.

- [Human Trafficking \(4\).docx](#)

Scan2026-01-20_081958.pdf

12. E-Verify Affirmation Statement*

ITB-006-2026-AVIATION FUELS ANNUAL CONTRACT

Contractor/Proposer/Bidder acknowledges and agrees to utilize the U.S. Department of Homeland Security's E-Verify System to verify the employment eligibility of,

(a) all persons employed by Contractor/Proposer/Bidder to perform employment duties within Florida during the term of the Contract, and,

(b) all persons (including subcontractors/vendors) assigned by Contractor/Proposer/Bidder to perform work pursuant to the Contract.

The Contractor/Proposer/Bidder acknowledges and agrees that use of the U.S. Department of Homeland Security's E-Verify System during the term of the Contract is a condition of the Contract.

Confirmed

13. Bidder's Checklist*

By submitting a response to this solicitation, the bidder acknowledges that they have read, understand and agree to all requirements and that they have completed in their entirety all required documents and/or attachments as a part of their bid submission.

Confirmed

14. Clarifications and Exceptions*

Please explain in detail any deviation from the specifications. Each deviation must be itemized by number and must specifically refer to the applicable specification. Otherwise it will be considered that items offered are in strict compliance with these specifications and the successful Bidder will be held responsible for meeting the specification. If there will not be any deviation, please type "N/A".

N/A

15. Federal Identification No. (FEID)*

Please provide your FEIN number here.

56-1101119

16. Sworn Statement Under Section 287.133(3)(n), Florida Statutes on Public Entity Crimes Acknowledgments*

1. This sworn statement is submitted with ITB-006-2026.
2. I understand that a "public entity crime" as defined in Paragraph 287.133(1)(g), Florida Statutes, means a violation of any state or federal law by a person with respect to, and directly related to, the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid or contract for goods or services to be provided to any public entity or an agency or political subdivision of any other state or of the United States and involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy or material misrepresentations.
3. I understand that "convicted" or "conviction" as defined in Paragraph 287.133(1)(b), Florida Statutes, means a finding of guilt or a conviction of a public entity crime, with or without an adjudication of guilt, in any federal or state trial court of record

relating to charges brought by indictment or information after July 1, 1989, as a result of a jury verdict, non-jury trial, or entry of a plea of guilty or nolo contendere.

4. I understand that an “affiliate” as defined in Paragraph 287.133(1)(a), Florida Statutes means:
 - a. A predecessor or successor of a person convicted of a public entity crime; or
 - b. an entity under the control of any natural person who is active in the management of the entity and who has been convicted of a public entity crime. The term “affiliate” includes those officers, directors, executives, partners, shareholders, employees, members and agents who are active in the management of an affiliate. The Ownership by one person of shares constituting a controlling interest in another person, or a pooling of equipment or income among persons when not for fair market value under an arm’s length agreement, shall be a prima facie case that one person controls another person. A person who knowingly enters into a joint venture with a person who has been convicted of a public entity crime in Florida during the preceding 36 months shall be considered an affiliate.
5. I understand that a “person” as defined in Paragraph 287.133(1)(c), Florida Statutes, means any natural person or entity organized under the laws of any state of the United States with the legal power to enter into a binding contract and which bids or applies to bid on contracts for the provision of goods or services let by a public entity, or which otherwise transacts or applies to transact business with a public entity. The term “person” includes those officers, directors, executives, partners, shareholders, employees, members and agents who are active in management of an entity.

Confirmed

17. Please indicate which statement applies.*

Based on information and belief, the statement, which I have marked below, is true in relation to the entity submitting this sworn statement.

Neither the entity submitting this sworn statement, nor any officers, directors, executives, partners, shareholders, employees, members or agents who are active in management of the entity, nor any affiliate of the entity have been charged with or convicted of a public entity crime subsequent to July 1, 1989.

18. Required Documents

Please upload your Final Order if you selected Option 3 or Option 4 above.

No response submitted

19. Describe Action Taken

Please describe any action taken by, or pending with, the Department of General Services, if you selected Option 5 above.

N/A

20. Documents

Please upload any additional bid documents.

TITAN_Overview_Template_2025_(Lake_City_Gateway_Airport)_2_(1).pdf

PRICE TABLES

AVIATION FUELS- AV GAS

Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Comments
1	AVGAS (RACK PRICE) COST PER GALLON AT CLOSEST PRIMARY TERMINAL ON OCTOBER 1ST, 2025	1	GALLON	\$3.1207	\$3.1207	

Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Comments
2	AVGAS (RACK PRICE) COST PER GALLON AT CLOSEST PRIMARY TERMINAL ON NOVEMBER 1ST, 2025	1	GALLON	\$2.8431	\$2.8431	

Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Comments
3	AVGAS (RACK PRICE) COST PER GALLON AT CLOSEST PRIMARY TERMINAL ON DECEMBER 1ST, 2025	1	GALLON	\$3.0126	\$3.0126	
4	AVGAS FIXED MARK UP IN CENTS BASED ON NO MINIMUM	1	GALLON	\$0.05	\$0.05	

Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Comments
5	AVGAS FIXED FRIEG HT COST	1	GALLO N	\$0.127 7	\$0.127 7	
6	AV GAS RACK PRICE DATE OF JANUA RY 31ST 2026	1	GALLO N	\$2.871 6	\$2.871 6	
TOTAL					\$12.02 57	

AVIATION FUELS- JET A WITH PRIST PREMIXED

Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Comments
1	JET A (RACK PRICE) COST PER GALLO N AT CLOSE ST PRIMA RY TERMI NAL ON OCTO BER 1ST 2025	1	GALLO N	\$2.338 3	\$2.338 3	

Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Comments
2	JET A (RACK PRICE) COST PER GALLON AT CLOSEST PRIMARY TERMINAL ON NOVEMBER 1ST 2025	1	GALLON	\$2.2936	\$2.2936	

Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Comments
3	JET A (RACK PRICE) COST PER GALLON AT CLOSEST PRIMARY TERMINAL ON DECEMBER 1ST 2025	1	GALLON	\$2.4218	\$2.4218	

Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Comments
4	JET A WITH PRIST PREMIXED FIXED MARK UP IN CENTS BASED ON NO MINIMUM	1	GALLON	\$0.03	\$0.03	
5	JET A WITH PRIST PREMIXED FIXED FRIEGHT COST	1	GALLON	\$0.1544	\$0.1544	

Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Comments
6	JET A WITH PRIST PREMIUM RACK PRICE DATE JANUARY 31ST 2026	1	GALLON	\$2.1122	\$2.1122	
TOTAL					\$9.3503	

LOCATION - AV GAS

Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Comments
1	AV GAS LOCATION OF CLOSEST PRIMARY TERMINAL WHICH WILL BE USED	1	LOCATION	\$0.00	\$0.00	Tampa, FL
TOTAL					\$0.00	

LOCATION- JET A WITH PRIST PREMIXED

[EASTERN AVIATION FUELS, INC DBA TITAN AVIATION FUELS] RESPONSE DOCUMENT REPORT
 ITB No. ITB-006-2026
 AVIATION FUELS ANNUAL CONTRACT

Line Item	Description	Quantity	Unit of Measure	Unit Cost	Total	Comments
1	JET A LOCATIONS OF CLOSEST PRIMARY TERMINAL WHICH WILL BE USED	1	LOCATION	\$0.00	\$0.00	Cape Canaveral, FL
TOTAL					\$0.00	

HUMAN TRAFFICKING AFFIDAVIT

1. I am over the age of 18 and I have personal knowledge of the matters set forth except as otherwise set forth herein.
2. I currently serve as REGIONAL SALES MANAGER (Role) of TITAN AVIATION FUELS (Company).
3. TITAN AVIATION FUELS (Company) does not use coercion for labor or services, as those terms are defined in Florida Statute 787.06.
4. This declaration is made pursuant to Florida Statute 92.525. I understand that making a false statement in this declaration may subject me to criminal penalties.

Under penalties of perjury, I DERON S. WEBB REGIONAL SALES MANAGER (Signatory Name and Title), declare that I have read the foregoing Human Trafficking Affidavit and that the facts stated in it are true.

Further Affiant sayeth naught.

COMPANY

TITAN AVIATION FUELS
NAME OF BUSINESS ENTITY

D. S. W.
SIGNATURE

DERON S. WEBB REGIONAL SALES MGR.
TYPE NAME AND TITLE



The City of Lake City logo is centered on a white horizontal band. It features a stylized palm tree in blue and green above the text 'CITY OF LAKE CITY' in a gold, serif font. Below this, the tagline 'Florida's Gateway Est. 1859' is written in a smaller, blue, sans-serif font. The background of the entire graphic is a dark blue field with a pattern of small white dots. Below the logo, the text 'PROPOSAL TO SUPPLY AVIATION FUEL TO:' is written in white, all-caps, sans-serif font. Underneath that, 'Lake City Gateway Airport' is written in a smaller white, sans-serif font. At the bottom, the date 'February 5, 2026' is written in a white, sans-serif font.

Prepared by:
Deron S. Webb
deron.webb@titanfuels.aero
252-933-4533

Submitted by:
TITAN Aviation Fuels
601 McCarthy Blvd
New Bern, NC 28562



February 5th, 2026

Lake City Gateway Airport
3524 East US HWY 90
Lake City, FL 32055

TITAN Aviation Fuels is submitting the following proposal to continue to service Lake City Gateway Airport as a TITAN Aviation Fuels branded dealer. Having been a trusted member of the aviation community for over 50 years, we have developed a network of 665 plus branded locations throughout North America. Titan Aviation Fuels is a North Carolina company based in New Bern, NC which was started in 1975.

TITAN Aviation Fuels has provided Lake City Gateway Airport quality fuel, marketing programs, DLA Military inspection and bid support, refueling equipment, supplies, credit card processing, and quality control. We have been successful providing quality assurance, communication, transparency, safety programs and designing best practices for the success of both of our businesses.

This proposal will outline our ability to continue to support your operation as specified in the RFP. I look forward to the opportunity to continue a long-term business relationship with Lake City Gateway Airport as a member of the TITAN Aviation Fuels branded Network.

Names and contact information of the people who will be authorized to make representations for TITAN Aviation Fuels.

- Deron S. Webb (Southeast Regional Sales Manager) dwebb@titanfuels.aero cell: 252-933-4533
- Chuck Buckland (Vice President Sales – East) cbuckland@titanfuels.aero cell: 252-671-1759
- David Sierzant (SVP Contract Fuels) david@titanfuels.aero cell: 912-313-6018
- Laura Santucci (Contract Fuel Sales Southeast) laura.santucci@titanfuels.aero cell: 561-245-1301

I look forward to your response and feel free to contact me with any questions.

Best regards,

Deron S. Webb

Deron S. Webb, Southeast Regional Sales Manager
TITAN Aviation Fuels
Deron.webb@titanfuels.aero
Cell 252-933-4533

FUELING SUCCESS SINCE 1975

VOTED #1 AVIATION FUEL BRAND IN 2025

TITAN AVIATION FUELS EXPERIENCE

TITAN Aviation Fuels was founded by Robert L. Stallings, III in 1975 as a wholesale aviation fuel distributor. He combined his knowledge of the petroleum industry gained from working in an automotive fuel business and his love for aviation by creating a fuel supply and marketing company dedicated to the sale of aviation fuels.

TITAN provides fuel and services globally and is a leading supplier in the United States. Established over 50 years ago, TITAN is focused 100% on the aviation market. Our supply coverage extends throughout North America, the Caribbean, Europe, Africa, and beyond.. TITAN serves thousands of customers including approximately 650 TITAN branded locations, airports, airlines, helicopter companies, corporate flight departments, freight companies, the military and aerial applicators.

Many of our team members are pilots which provides them first-hand knowledge of the industry. **Our passion and dedication to the aviation industry are evident in our continued innovation and development of new services and products that benefit our customer base and the aviation industry.** TITAN's sales staff have decades of sales experience.

WHAT SETS US APART:

- 100% commitment to the aviation market through card membership, product, sales, and support
- **650+ TITAN branded FBOs**
- 2,500 fueling locations around the world
- 200+ dedicated employees who are customer service oriented
- **One of the largest fleets of aviation refuelers to meet our customers daily demands and special events**
- **Quality Control team dedicated to the consistent delivery of quality product, support, and safety**
- **Dedicated aviation sales and marketing team focused on your success**
- **Contract Fuel Programs designed to connect you directly to targeted customers**
- **Loyalty Rewards Program to promote increased sales and customer appreciation**
- In-house, wholly owned fuel transport company (Marlin Transport) dedicated to the transport and delivery of aviation product (Jet and Avgas)

TITAN MILESTONES:

- **1975 TITAN is founded**
- 1995 Wayne Oil Company acquired
- 1996 Regal Aviation Fuels acquired
- 1998 Hi-Tech Fuels acquired
- 2000 Dees Oil Company acquired
- **2001 Marlin Transport founded**
- 2004 TITAN Aerospace Insurance founded
- 2005 Bell Fuels acquired
- **2018 Launched "Atlas" proprietary web-based FBO management software package**
- 2022 Acquired Akryl a European-based fuel supplier
- **2025 Acquired Multi Service Aviation Card**

TITAN AVIATION FUELS EXPERIENCE - LEADERSHIP

Buddy Stallings, Chairman

Buddy founded Eastern Aviation Fuels Inc. doing business as TITAN Aviation Fuels in 1975. He is a former member of the N.C. Aeronautics Council and the National Air Transportation Association Board of Directors. He holds an ATP Fixed Wing rating with more than 10,000 hours, as well as a rotorcraft license.

Robbie Stallings, President

Robbie graduated in 1994 from the University of North Carolina at Chapel Hill with a BA in Political Science. He began his career with TITAN Aviation Fuels in 1994. He has worked in all aspects of the company including fuel quality control and Refueler Fleet Manager before becoming Vice President in 2003 and then President in 2012. Robbie is responsible for managing the day-to-day operations and strategic vision of TITAN Aviation Fuels.

Steve Drzymalla, Chief Commercial Officer

Steve has more than 20 years of aviation industry experience, holding senior leadership positions in sales, business development, and commercial operations. He brings a collaborative leadership style and is well respected in this industry for his positive impact on both the culture and the teams he has led.

Mike Allen, Executive Vice President

Mike graduated from Wake Forest University and holds an MBA. Mike is responsible for overseeing sales, marketing, operations, and fuel distribution of TITAN Aviation Fuels for over thirty-eight years. He is an instrument rated pilot with over 20,000 hours of flight experience.

Christy Willis, Vice President - Operations

Christy, with a bachelor's degree in Business - Accounting and Finance, has dedicated 27 years to TITAN. Throughout her tenure, Christy has cultivated strong relationships with refiners, carriers, airlines, cargo operators, and other key stakeholders across the aviation industry. Her passion for operational excellence and unwavering commitment to ensuring timely and reliable fuel supply is a true 24/7/365 endeavor.

David Sierzant, Senior Vice President - Contract Fuel

David serves TITAN with 25+ years of experience leading operations, strategy, and growth across aviation fuel distribution with customer-focused solutions. In his role as Committee Chair of the National Air Transportation Association, Airport Business Committee, David is actively involved in shaping aviation policy and promoting best practices within the industry. His leadership reflects a deep commitment to advancing aviation through collaboration, innovation, and service.

Kathy Moss, Vice President - Global Business Development

With a bachelor's degree in business and psychology, Kathy has been a dedicated advocate for FBOs, handlers, and aviation professionals. Kathy leverages her expertise to enhance customer service training, implement value-added programs, and execute strategic marketing plans. Her efforts have consistently delivered impactful results for FBOs, handlers, flight departments, and operators worldwide.

Service and Technical Support

Deron Webb, Regional Sales Manager MAIN CONTACT

deron.webb@titanfuels.aero | (M) 252.933.4533

Deron has 30 years of aviation experience managing large FBOs. He fully understands the challenges of managing airport operations with associated FBO responsibilities. Deron is available 24/7/365.



Laura Santucci, Contract Fuel Sales – Southeast Region

laura.santucci@titanfuels.aero | (M) 561.245.1301

For the past 25 years, Laura has been recognized by her peers as a subject matter expert and thought leader in Aviation Fuel Supply Chain, Fixed Base Operations and FAA part 91/135/121 Flight Operations. Laura has demonstrated a consistent track record of accomplishments as both an executive, leader, and key team member for diverse aviation service companies.



Will Smith, Fleet Manager (M) 919.922.5685

Will Smith holds a bachelor's degree in information processing from East Carolina University and has over twenty years of experience in equipment logistics, ordering, repair, and contract management. He is available 24/7 for all questions related to TITAN's fleet of refuelers.

Elise Donald, Director Client Relations (M) 281.782.4067

Elise has been with TITAN for five years. Prior to joining TITAN, she worked at Million Air Houston and Signature Flight Support in various customer support and sales support roles. Currently, she handles all POS machine, credit card processing, banking set up, and customer onboarding, to include sign installations.

Michael Mattern, Quality Assurance Manager (M) 865.806.5640

Michael Mattern has been with TITAN Aviation Fuels for over twenty years. Before joining the TITAN team, he served in the United States Marine Corps for thirty-one years in the aviation field with 29 of those years in the Quality Control/Assurance area. Michael brings with him over fifty years of aviation industry experience.

Michele Lee, Fuel Logistics Team Manager (Dispatch) 252.633-0066

Michele has been part of the TITAN dispatch department for 22 years, with an unwavering dedication to on time, customer-focused logistics. Overseeing the daily operations of fuel scheduling and delivery, she also helps to encourage, motivate and support her fellow Dispatchers with their common goal of providing the best fuel delivery and customer service in the industry.

Elissa Moss, Director of Marketing (M) 919.210.4039

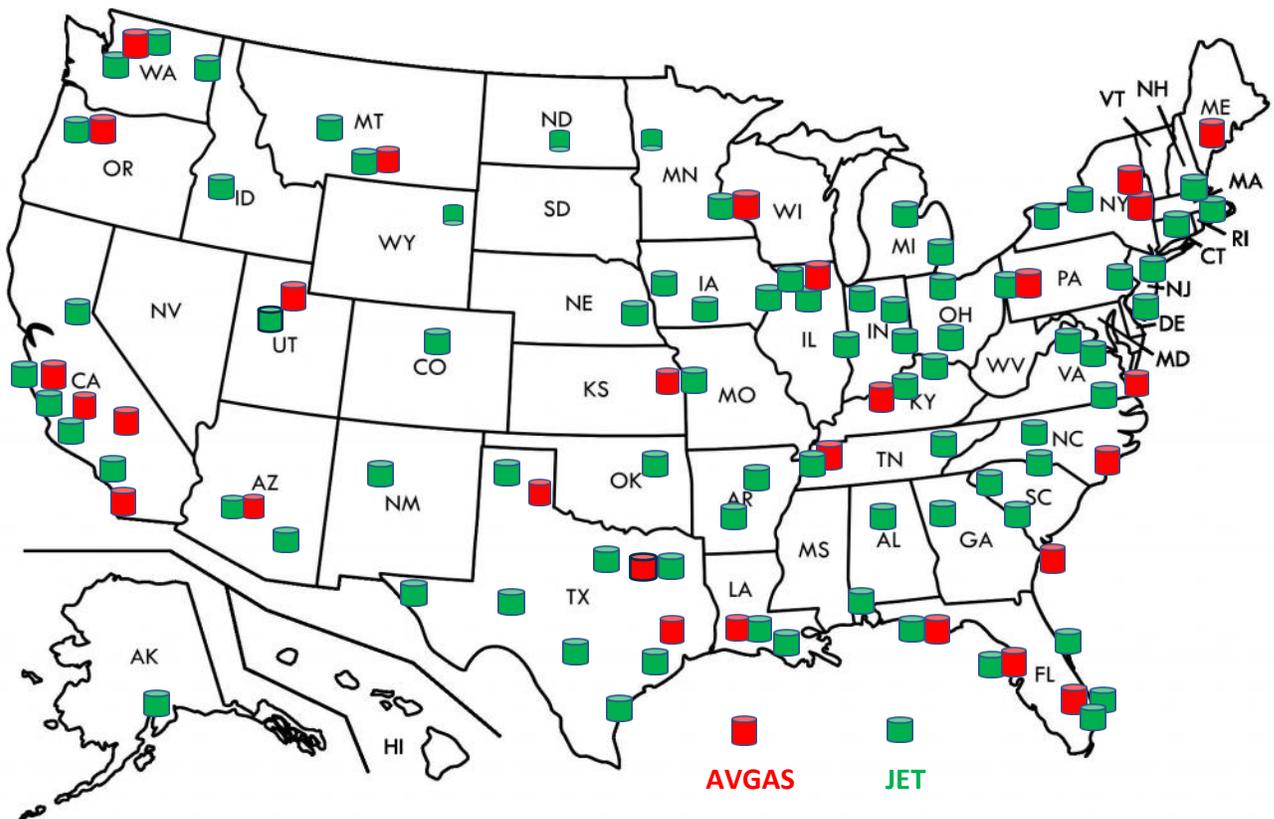
Elissa is an experienced marketing and events leader with 15+ years of success in brand growth, client engagement, and experiential marketing. Elissa brings a passion for relationship building, creative strategy, and precision event execution. Elissa holds a degree in Business Management and Marketing from NC State and is known for delivering results-driven campaigns and memorable client experiences.

PRODUCT SPECIFICATION / SUPPLY LOGISTICS

RELIABLE SUPPLY

TITAN leverages its distribution and terminal infrastructure to provide uninterrupted, reliable supply to its customers. TITAN is involved in all areas of fuel logistics – from refinery to wingtip. **TITAN has agreements with all domestic refineries with access to over 250 supply terminals.**

TITAN makes the process of delivering top-quality fuel and service to your customers safe and simple. Each tanker supplying fuel to the Airport fuel farm will be dedicated to aviation fuel products only.



30 Refiners



250 Terminals



100 Freight Carriers

SUPPLY & TRANSPORT CAPABILITIES

The following map illustrates TITAN's supply points in close proximity to your FBO. Each location labeled with a TITAN truck icon, indicates that we have TITAN-owned transport equipment. These dedicated trucks will ensure timely deliveries during peak demand.

- Secure/Redundant supply
- Additional domestic refinery sources of supply for Jet A and Avgas



■ JET-A

● AVGAS



TITAN OWNED AND OPERATED DELIVERY TRANSPORTS IN YOUR REGION ENSURE CONTROLLED & RELIABLE SUPPLY



COMMERCIAL SALES

TITAN has built a robust global supply base that allows us to provide fuel and services to thousands of commercial operations across the globe. TITAN's expertise lies in effectively executing supply chain logistics.

The TITAN commercial supply team's core values are:

- Communication
- Trust
- Care
- Collective Responsibility
- Pride

TITAN has exceeded 150% growth in the airline business with 100% customer satisfaction and zero service failures or disruptions.

WE ARE AVAILABLE TO HELP YOU 24/7/365.

Our commercial customers include:

- Major Airlines
- Regional airlines
- Government entities
- Military aircraft
- Freight and Cargo Operators

TITAN has active contracts with over 50 airlines, to include the following domestic carriers:

- Advanced Airlines
- American Airlines
- Alaska Airlines
- Atlas Air
- Avelo Airlines
- Allegiant Airlines
- Breeze Airlines
- Delta Airlines
- Frontier Airlines
- Hawaiian Airlines
- jetBlue Airlines
- Southwest Airlines
- Sun Country Airlines
- United Airlines
- Amazon
- UPS
- FedEx

This proposal contains confidential information



DLA CONTRACT BIDDING – EXPERIENCED TEAM

TITAN provides government and military contracted fuelings across the world. With a dedicated and experienced DLA contracting team, TITAN can support all your DLA fueling needs by fostering strategic relationships and alliances between our FBOs and senior military members and domestic and foreign governments. TITAN processes the Government Air Card at all branded locations and will support your DLA Contracts.

TITAN supports over 55+ DLA contracts within the TITAN FBO Network uplifting over 75 million gallons of fuel annually.

DLA SOLICITATIONS – PROVEN PROCESS

TITAN will work closely with your team to submit a competitive DLA Bid when the DLA Solicitations are available. TITAN only submits a bid with one FBO on the field. A successful bid requires competitive fuel pricing from TITAN and competitive pricing for FBO services and Into Plane Rates.

In the most recent DLA Solicitation, Central US, we worked closely with our TITAN branded FBOs to provide market analysis and submit 8 DLA Bids. TITAN and our Branded FBOs were successful - winning 6 out of 8 bids. The unsuccessful bids were based upon significantly lower Into Plane Rates from the competing FBO.

TITAN will support your location by submitting a competitive bid for a DLA Contract.

PRODUCT SPECIFICATIONS / FUEL DELIVERY

FUEL AND QUALITY SPECIFICATIONS:

- 100LL AVGAS meets or exceeds ASTM D-910 specifications, latest revision, and shall be of the Aviation Gasoline type, 100 octane, low lead (AVGAS 100LL).
- Jet-A meets or exceeds ASTM D-1655 specifications, latest revisions, shall also conform to MIL-DTL-85470B specifications.
- Certificate of Analysis for each delivery.
- All fuel storage, fuel handling, refueling vehicles, equipment, and related training of all personnel engaged in the handling and distribution of aviation fuel shall be in strict conformance to the current version of FAA AC 150/5230-4B, Aircraft Fuel Storage, Handling, Training, and Dispensing on Airports.
- TITAN can perform and document the following tests before shipments are unloaded at the fuel farm and delivered with dedicated fuel transports.
 - Visual, Color, & Clarity
 - Gauging
 - Bottom sediment and water
 - Temperature & API Gravity
- Fuel ordering: Available 24/7. Call 800-334-5732 TITAN dispatch team or place fuel order online at our website www.titanfuels.aero or via email at dispatch@titanfuels.aero. Processing of fuel request is completed within 24 hours of request and objective is to deliver within 24-48 hours of order placed or sooner. Office Hours of operation are Monday through Friday 7 am to 9 pm EST. For after hours or emergency deliveries of fuel, we operate a dispatch system, and someone is available during afterhours and weekends. Fuel Delivery available 7 days per week 6 am – 7 pm.
- TITAN Aviation will furnish the necessary adapters for road transport vehicles delivering into the fuel storage system.
- TITAN will provide written product quality reports and inspect all fuel handling equipment at the request of the FBO.
- TITAN will inspect all fuel metering equipment to ensure the proper certification signage and seals are displayed as required by federal and state law at the request of the FBO.

EMERGENCY FUEL DELIVERIES:

- TITAN Aviation Fuels has contracts with several fuel carriers across the country. Should there be an event and or emergency which requires a fuel delivery outside the norm, our dispatch is available 24/7 as well as your sales representative.
- Our dispatch team will contact the normal carrier in your area to source a time for delivery. Since we have several terminals to pull product, we can reach beyond the normal terminals and carriers to schedule the most immediate delivery. Our goal is to assist your operation and meet the demands of the customer.
- Our contract spill and clean up company is CHEMTREC 800.262.8200.

TITAN CREDIT CARD SOLUTIONS & INTERNATIONAL CONTRACT FUEL PROGRAM

CREDIT CARD RATES



TITAN’s card processing platform not only works seamlessly with ATLAS FBO Management Software (TITAN’s proprietary web-based point-of-sale system), but also with numerous FBO point-of-sale systems such as Total FBO, X1 FBO, FBO Director, Avman, My Flight Solutions, etc. It is also compatible with QT Pod and FuelMaster, the most common self-serve card readers used in the aviation industry.

TITAN offers an extensive Credit Card processing system, utilizing the Verifone VX-820 POS machine.

Your credit card settlements are processed and deposited **within 48 hours** of the transaction.

This is an expedited processing time in this industry to support your operation’s cashflow and getting your money back to your operation.

Card Type	Rate
TITAN Aviation Contract Fuel	0% - Fuel and non-fuel charges
TITAN Aviation Card – White Card	0%
Multi Service Aviation Card – Retail Card	2.50%
MasterCard*	2.10%
Visa*	2.10%
American Express	2.85%
Discover	2.85%
AvCard	2.85%
Gov’t Air Card	0% Contracted /4.25% Non-Contracted

**Unqualified Transactions that are not swiped through the POS machine (card on file) may be subject to higher processing rates.*

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TITAN INTERNATIONAL CONTRACT FUEL PROGRAM: GLOBAL NETWORK



TITAN is dedicated to your success. Our International Contract Fuel Sales Team strategically works with our FBO Network and Flight Departments providing a customized solution focused on increasing your revenue and reducing your expenses.

The TITAN Contract Fuel Team consults with you on a regular basis to:

- Understand your business growth goals through consistent communication, meetings and measurable data tracking
- Strategize to attract traffic and maximize profitability by working within your plan focusing on card conversions to your preferred payment method
- Capitalize volume and drive repeat visits with TITAN Contract Fuel and TITAN Rewards
- Target new business, understand the market, and market promotions/special events

Working with the TITAN Contract Fuel Team, you can expect:

- Ability to leverage TITAN's database
- Collaboration with bulk and flight department sales teams, connections to make a successful partnership
- Evaluation of current business and future growth opportunities



TITAN INTERNATIONAL CONTRACT FUEL PLUS PROGRAM:

TITAN's internationally recognized contract fuel program is one of aviation's most widely utilized and preferred fuel purchasing programs.

With one of the industry's largest networks, TITAN Contract Fuel is an integral part of the fuel buying process for all flight operations types. **Boasting a customer base of over +6,000 flight departments (made up of over 20,000 aircraft),** TITAN Contract Fuel is accessible to fractionals, corporate and private aircraft, charter operators, airlines, and government and military operations.

TITAN Contract Fuel streamlines the transaction experience for both sides of the counter:

FBO: TITAN Contract Fuel eliminates the use of multiple payment methods, consolidating all purchases to a single method of payment.

Customer (Flight Department or Operators): Pre-notified pricing is available via www.titanfuels.aero, pricing files delivered directly to flight departments, as well as web-based API integration with the industry's leading fuel price consolidation and flight scheduling software companies. These integrations allow customers to pre-approve fuel uplifts or present their TITAN Contract Fuel Card upon arrival to the FBO for all fuel and non-fuel purchases during their stay.

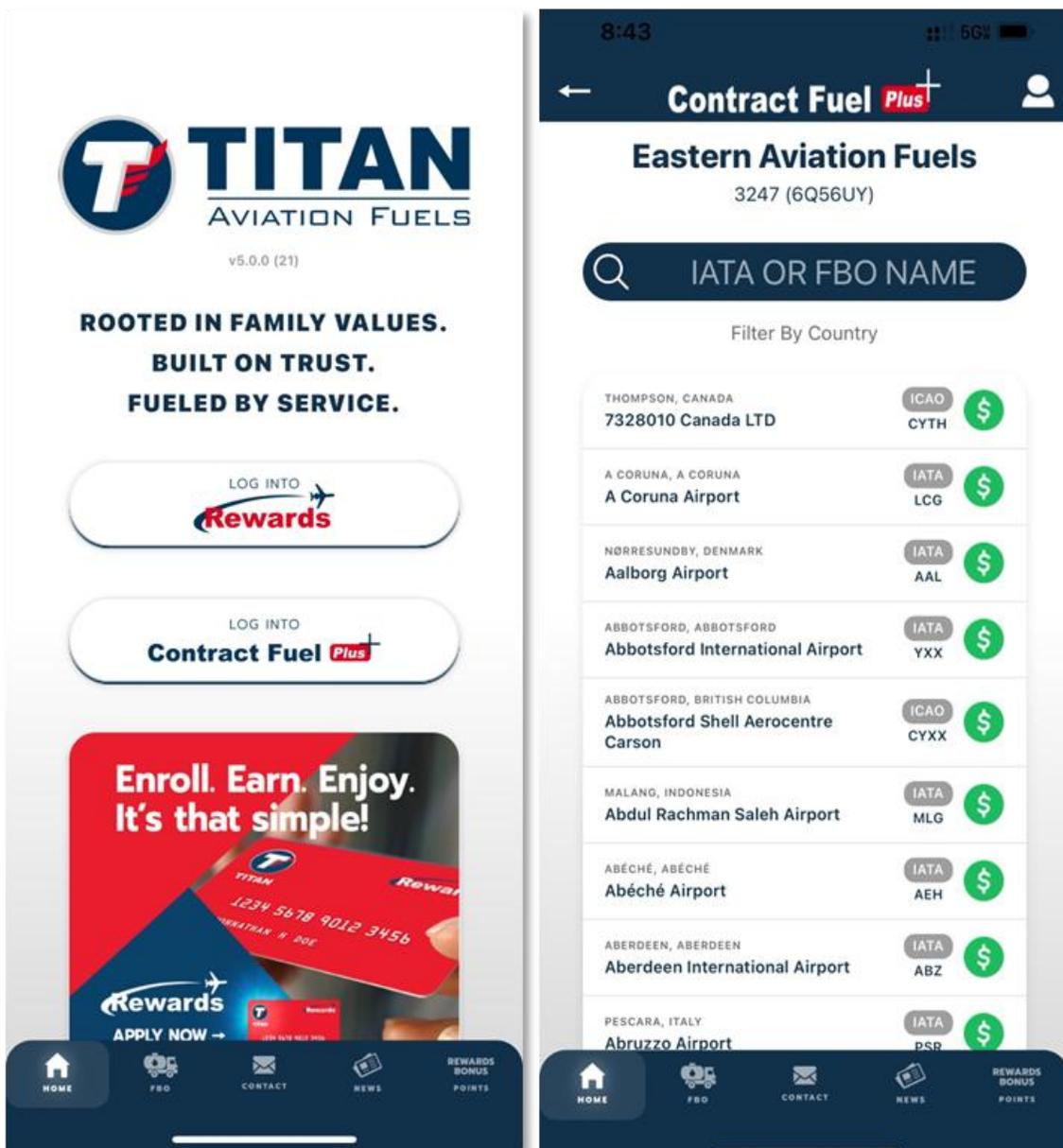
Program highlights:

- **0% processing fees on fuel and ancillary charges**
- Availability at over 2,400 locations and growing
- Each FBO location is assigned a Contract Fuel representative to drive business to your location
- **Payment will be wired to your account within 48 hours**
- Third-party contract fuel and reseller transactions can be processed through our system
- Participating FBOs benefit from continued exposure through newsletters, email marketing, attendance at aviation conferences, and print advertising

TITAN INTERNATIONAL CONTRACT FUEL PROGRAM : FLIGHT DEPARTMENT APP

As a participating FBO in the Contract Fuel and Rewards programs, your FBO will be listed on the TITAN Aviation App. With over 46,000 downloads, it is the go-to application for monitoring Contract Fuel pricing and Rewards points. The complimentary app banner ad offers additional marketing opportunities for your FBO promotions.

TITAN App Downloads		
Apple	Android	Total
21,193	25,130	46,323



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REFUELER PROGRAM



REFUELER LEASE PROGRAM: LEASE RATES



We operate one of the largest supplier refueler fleets of 1,100+ for lease, purchase, or temporary use. Our lease programs are suited to the needs of each customer. Our fuel trucks meet or exceed industry standards and are available with customer requested options.

Our Quality Control Audit Team will perform an annual inspection on all fuel trucks (regardless of ownership) and fuel storage systems at no charge to our customers. Purchase programs are based on age and size of truck.

All wear items and all preventative maintenance will be covered by the Lessee. **Contact Will Smith at (919) 922-5685 with any questions.** See lease agreement for details.

TITAN Aviation Fuels is dedicated to bring the most reliable refueler fleet to their partners.

The fleet is continually being modernized, and the team supports our FBO's volume growth and large events:

- 53% of our fleet are new – 10 years
- 58 refuelers currently on order
- 70+ refuelers are inventoried and available to be put into service, at anytime

Loaner Trucks are available upon request and will be provided if a truck becomes inoperable or in the case of a special event.

REFUELER LEASE PROGRAM: TITAN MAINTENANCE FACILITY AND REFUELER TRANSPORT



TITAN has a state-of-the-art truck maintenance facility. With a dedicated transport truck specifically for the purpose of refueler delivery, TITAN can deliver replacement or supplemental trucks for special events and emergencies.

- 25,000 square foot dedicated maintenance facility
- Dedicated customer support with remote diagnostic capabilities
- Large inventory of aviation refueler parts and maintenance items
- Owned and dedicated transport tractor trailer for refueler deliveries to enhance response times
- Emergency refuelers are available for delivery to your location, should you need a replacement refueler or additional refuelers for large events
- Six (6) full-time maintenance experts.



REFUELER LEASE PROGRAM: LINE SERVICE PARTS AND SUPPLIES



We distribute refueling equipment from leading manufacturers. We maintain a large inventory of parts to handle unexpected emergencies, and we have negotiated competitive prices from our suppliers so that we can pass these savings along to our customers. We have an aviation equipment leasing program available as needed. We also offer an online parts store for your convenience.

<https://www.titanfuels.aero/parts-supplies/> or 1-800-334-5732

Following is a list of some of our suppliers:

- Anti-Icing Additive (FSII)-Prist
- Type I Deicing Fluid (concentrate or premixed) totes and bulk
- Type IV Deicing Fluid Totes
- Gorman-Rupp
- Velcon Filters
- Hannay Reels
- Betts Valves
- Gammon Technical Products
- OCV
- Thiem
- Liquid Controls

FUEL QUALITY CONTROL PROGRAM & TRAINING

FUEL QUALITY CONTROL PROGRAM: PROFESSIONAL LINE SERVICE TRAINING PROGRAM



TITAN Aviation Fuels offers a proprietary FAA approved Quality Control Program. Our head of Quality Control, Mike Mattern has been with the company for over 20 years and is nationally recognized as a leader in the QC field. He brings 30 years of military QC experience and a team of four quality control professionals. Any emergency service needs can be requested 24-hours/365-days at 800-334-5732. The team consists of five dedicated quality control auditors.

TITAN will provide the following at no cost to your FBO:

- Annual On-Site Quality Control Inspections – Our QC inspectors will perform annual quality control inspections free of charge of refuelers and fuel farm.
- Quality Control manuals will be provided free of charge.
- ACE Certification Program – An interactive web-based line service/supervisor training program. After completion of the program, your employees will have the knowledge and skills required to safely perform operations and technical tasks at your FBO.
- **Regional Seminars – Three-day training seminars cover various quality control topics including filtration, ATA Spec 103, proper documentation, fuel receipt procedures, and QC tests.**
- **FAR Part 139 Fire Training – In conjunction with our seminars TITAN also teaches and certifies line service personnel in fire prevention and fire mitigation.**
- Day Three - Optional HAZMAT and hands-on Quality Control Training.
- All training is specific to the following areas: ground servicing, safety, refueling piston aircraft, refueling turbo prop aircraft, refueling jet aircraft, towing aircraft, quality control, fuel farm management, customer service, fire safety and maintenance.
- TITAN agrees to replace fuel filters and will clean the fuel system, if it is determined that a contaminated load of fuel was received into the fuel farm.
- **All Quality Control training will be provided free of charge.**

FUEL QUALITY CONTROL PROGRAM: FBO PROFESSIONAL TRAINING PROGRAMS



Your team can access the NATA Safety 1st Training Center through an annual subscription that provides unlimited use of all content.

TITAN has negotiated access to Safety 1st training for all line service personnel, which will satisfy all training requirements related to mobile refueling, piston aircraft, turboprop aircraft, towing, DEF procedures, fire safety, lavatory service, towing, ground handling, and GPU operations.

Your team will also have access to the full suite of NATA Safety 1st products, including CSR training, and Fuel Safety Supervisor training at the TITAN Aviation Fuels discounted pricing. NATA Safety 1st program will be offered at no cost to Lake City Gateway Airport for the duration of the contract.



TITAN AVIATION FUELS PROPRIETARY TRAINING: AVIATION COMPETENCY AND EDUCATION COURSE

TITAN also provides, free of charge, online instruction through our in-house, ACE Training program which meets or exceeds FAR 139.321. Program revised in 2025.

ACE Training focuses specifically on aviation fuel quality control of TITAN's products and fire safety:

- ACE Certification Program – An interactive web-based line service/supervisor training program. After completion of the program, your employees will have the knowledge and skills required to safely perform operations and technical tasks at your FBO and on your fuel farm.
- Annual Regional Seminars – Quality Control regional 3-day in-person seminar as scheduled are provided at no cost that meet the 14CFR 139.321 Supervisory Train-the-Trainers and Line Service Supervisor requirements as per FAA AC 150/5230_4c and AC 150_5230_4c Addendum. Training also includes the following:
 - Customer Services
 - Ground Servicing Aircraft
 - Fuel Safety
 - Mobile Refueler Familiarization
 - Refueling Piston Aircraft
 - Refueling Jet Aircraft
 - Tug Driver/Tug, Towbar and Towbarless Towing of Aircraft
 - DEF Contamination Prevention
 - Fire Safety
 - Lavatory Services
 - Ground Power Unit Operation
- FAR Part 139 Fire Training – In conjunction with our seminars TITAN also teaches and certifies line service personnel in fire prevention and fire mitigation.
- HAZMAT Training – TITAN provides Hazmat training to those who ship hazardous materials.

TITAN BUSINESS DEVELOPMENT AND MARKETING SUPPORT



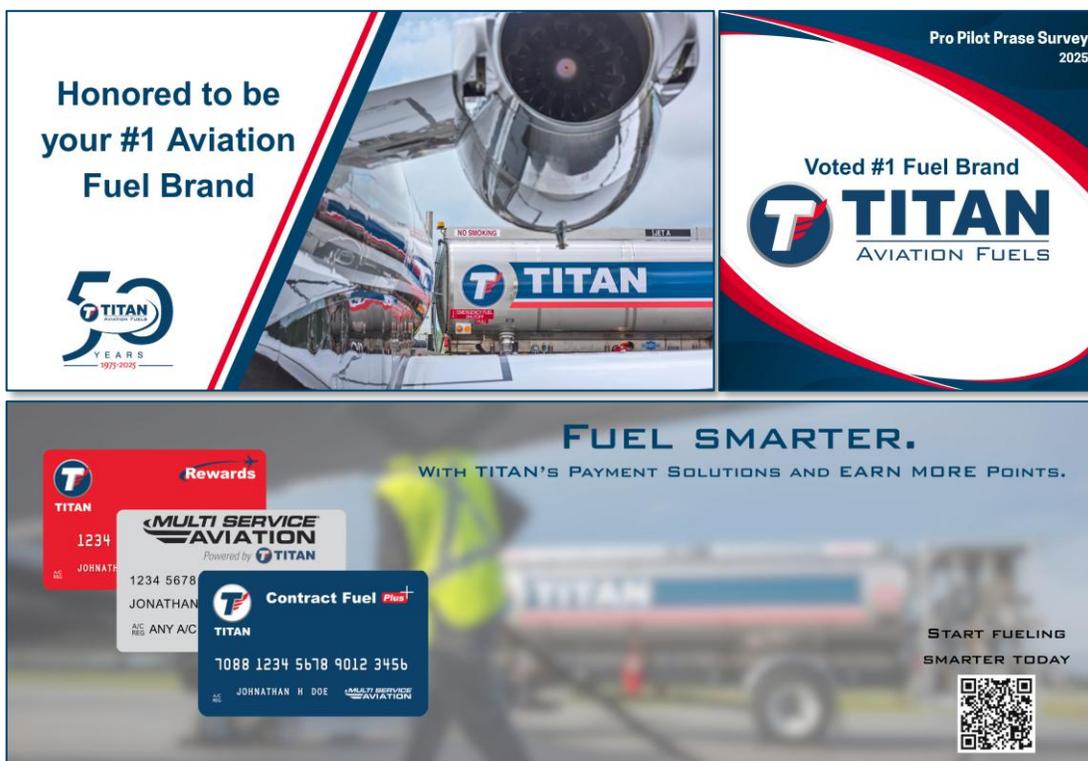
TITAN BUSINESS DEVELOPMENT AND MARKETING SUPPORT: OVERVIEW

The TITAN marketing network connects our 20,000+ most active fuel and reward cardholders with our 665+ branded FBOs, giving your FBO the reach of a widely recognized global brand and putting you squarely in front of TITAN's wide variety of aviation customers.

With a team of marketing specialists and event planners who know aviation, the TITAN marketing team provides free end-to-end solutions.

A branding partnership with TITAN grants you access to the industry's foremost in-house marketing team dedicated to aviation.

TITAN marketing combines proven communication platforms with innovative technologies to help you attract business, earn customer loyalty and increase sales.



Email Marketing

- Events
- Seasonal
- Rewards Program News
- Contract Fuel News

Website

- Home Page Slider
- News Posts
- FBO Features

Events

- NBAA
- S&D
- EBACE
- Regional Forums
- Heli Expo
- State and Local Conferences
- Military Conferences

TITAN Aviation App

- Banner Ad

Social Media

- Facebook/Twitter/Instagram/LinkedIn

Public Relations

- Press Releases
- Branding support

Consultation/Training

- Website
- Point of Sale
- TITAN Rewards utilization
- TITAN Contract Fuel+

TITAN BUSINESS DEVELOPMENT AND MARKETING SUPPORT: EMAIL MARKETING SUPPORT

TITAN will create email marketing pieces promoting the Lake City Gateway Airport, as part of the TITAN Network, as well as for special events to a customized distribution list based on historic traffic.

- An email distribution list is created from our vast database of TITAN Contract Fuel and TITAN Rewards card holders to welcome your location to the TITAN Network
- Custom distribution lists are also created for special events promoting your location as their best option for arriving aircraft.

This marketing support is FREE to the Lake City Gateway Airport.

TITAN Lake City Gateway Airport (KLCQ)

CITY OF LAKE CITY
Florida Gateway Est. 1899

**KLCQ YOUR GATEWAY TO
NORTH FLORIDA!**

Features:

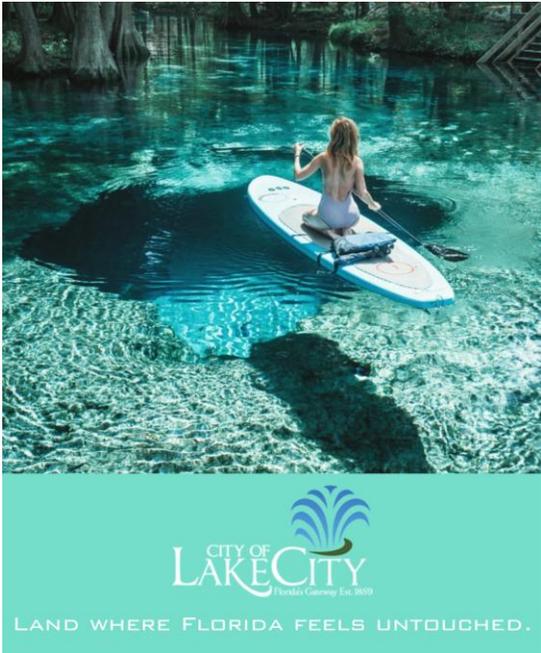
- Ideally located
- Passenger + Pilot Lounges
- Conference Room
- Superior Service
- TITAN Contract Fuel
- TITAN Rewards

TITAN
AVIATION FUELS
252.633.0066 | www.titanfuels.aero

TITAN BUSINESS DEVELOPMENT AND MARKETING SUPPORT: SOCIAL MEDIA SUPPORT

We are continually building our social media network and connecting with our customers and pilots through multiple channels.

TITAN will create social media posts for Lake City Gateway Airport to promote special events and seasonal traffic free of charge.



TITAN BUSINESS DEVELOPMENT AND MARKETING SUPPORT: INDUSTRY EVENTS

TITAN Aviation Fuels along with our FBOs participate in aviation events and conferences around the world. We offer our FBOs the opportunity to exhibit alongside us at select aviation shows and conferences. Social events, exciting themes, and giveaways are utilized to increase exposure and foot traffic.

Event Highlights:

NBAA –BACE - TITAN offers a premium footprint on the show floor with three spacious meeting rooms and in-booth coffee and cocktail hours to host customers and prospects. Over \$10,000 dollars in prizes are given away to draw traffic to our co-exhibiting FBOs. Over 1,200 attendees participate in TITAN activities.

NBAA Schedulers & Dispatchers – Over 55 TITAN FBOs exhibit within the TITAN Rows each year. TITAN provides a turn-key option that allows easy travel and set-up. Your booth will be set-up, broken down and stored for ease. Over 1000 conference attendees take part in our booth activities and social events.

EBACE – TITAN’s international presence is strong each year at EBACE in Geneva, Switzerland. We offer our FBOs the opportunity to co-exhibit at EBACE. TITAN hosts in-booth cocktail receptions for your customers and prospects.

Regional Forums/Local and State Conferences – With a presence at all NBAA Regional Conferences and state and local airport conferences. We offer our FBOs support by contributing to sponsorships, supplying branded giveaways and booth design support.

Military Conferences – TITAN exhibits at many U.S. military conferences across the country to support our FBOs who elect to exhibit and attend after hours events with the TITAN team to form relationships with key military personnel.



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TITAN BUSINESS DEVELOPMENT AND MARKETING SUPPORT: PILOT LOYALTY PROGRAM



The TITAN Rewards program provides an incentive for pilots to purchase additional fuel from participating FBOs. Every time a member pilot refuels at a participating TITAN FBO, the pilot receives points redeemable for valuable Visa gift cards. This program provides a means to increase your FBOs business through bringing in new customers, building loyalty and increasing uplifts.

TITAN funds 1 point per \$10 US Dollar spent on all Multi Service Aviation transactions for flight department TITAN Rewards Members.

PILOT BENEFITS:

Pilots earn 1 point for every gallon of fuel purchased. The points never expire and are redeemable for VISA gift cards in the following denominations:

- 1000 points = \$10
- 2500 points = \$25
- 5000 points = \$50
- 10,000 points = \$100

Pilots may also choose to donate their points to charity. Each year TITAN will select an aviation charity for members' points to be donated. Currently, the Corporate Angel Network has been selected.

FBO PARTICIPATION:

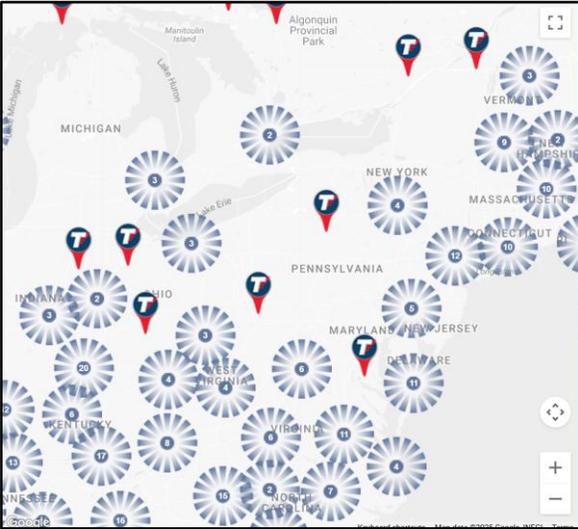
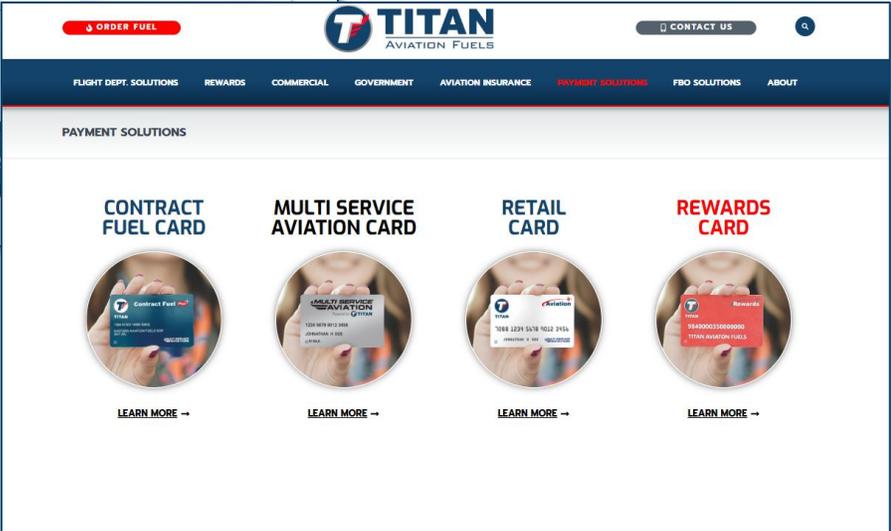
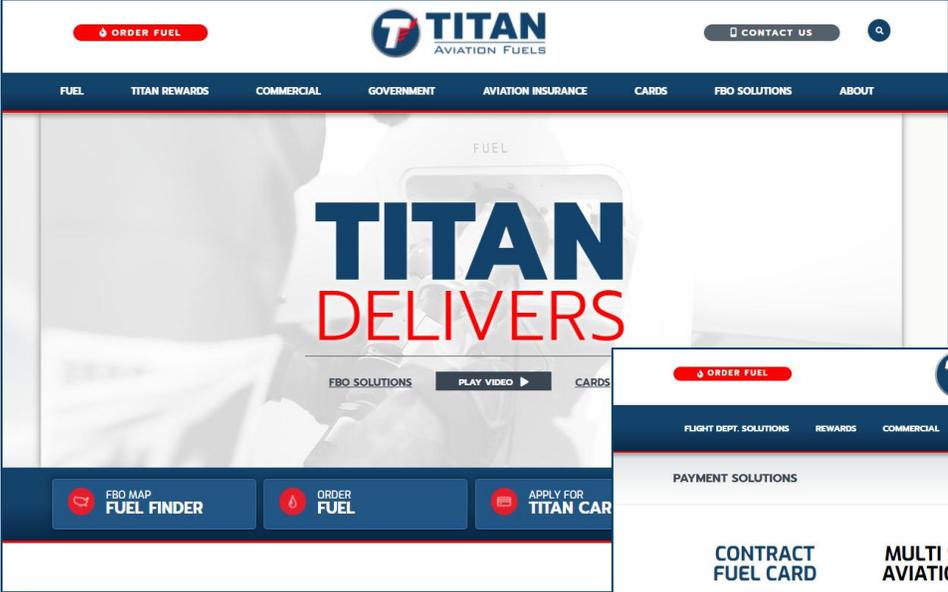
Your FBO will be provided TITAN Reward marketing materials for the lobby and entrances as well as a listing on the TITAN website and mobile app.

TITAN REWARDS STATS:

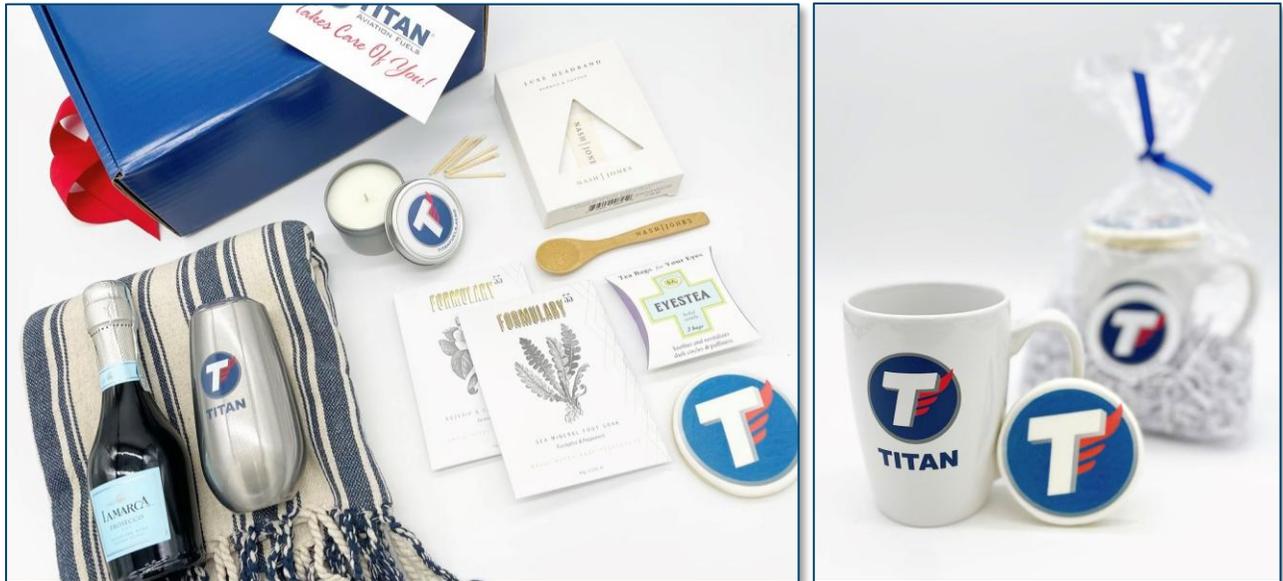
- 20,000+ members
- 500+ participating FBOs
- The Industry's preferred program for overall experience, ease of use, communications, managing account, redeeming awards and number of locations.
- TITAN aggressively promotes TITAN Rewards and TITAN Rewards FBOs through ongoing-targeted marketing efforts, including TITAN Rewards brochures displayed at participating FBOs; designations in digital flight directories; advertising in print and electronic industry media; regular communications to TITAN Rewards members; and promotion at conventions and industry events. This exposure is in addition to your customized TITAN Rewards Marketing.

TITAN BUSINESS DEVELOPMENT AND MARKETING SUPPORT: WEBSITE

Lake City Gateway Airport will be listed on our website and linked on our branded FBO Map. FBOs participating in the Contract Fuel and TITAN Rewards programs are indicated and searchable. Space for promoting your location is available on our homepage and on our news feed.



TITAN BUSINESS DEVELOPMENT AND MARKETING SUPPORT: CO-OP FUNDS



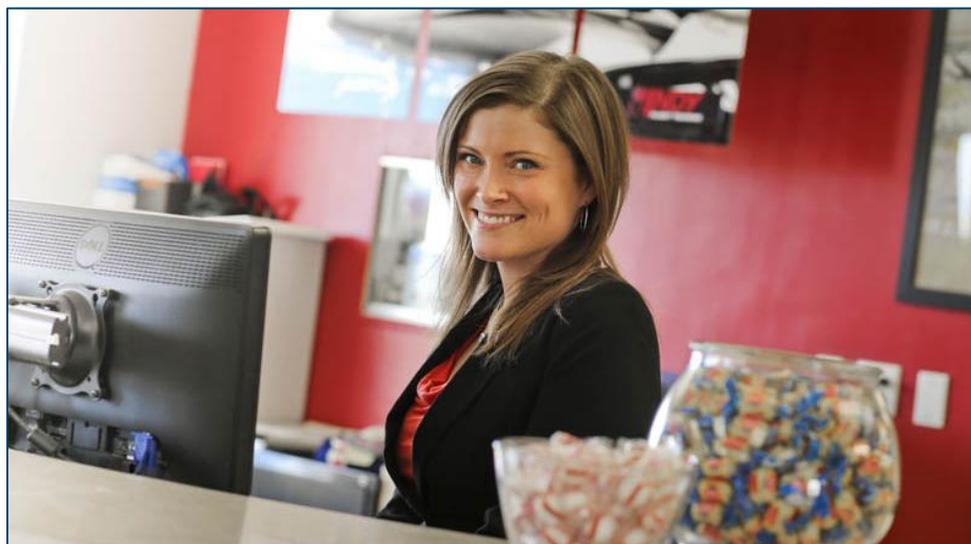
TITAN provides a co-op advertising program to assist in your sales efforts. This program is designed to defray up to 50% of your advertising and promotional costs.

- Co-op funds are reviewed and disbursed at the end of each quarter.
- Your operation will earn ½ cent per gallon of general aviation fuel purchased during that quarter in co-op funds, which establishes our maximum contribution for the quarter.
- Invoices for any advertising/promotional items purchased using the TITAN Aviation Fuels logo may be applied to the earned co-op funds. This includes all aviation directory-related expenses (AirNav, Foreflight, etc.). TITAN reimburses half the cost of each invoice up to the amount of co-op funds earned. The total reimbursement cannot exceed our maximum contribution at ½ cent per gallon sold.
- Invoices may be applied towards reimbursement of uniform costs; TITAN is partnered with Unifirst Uniform services to offer discounted pricing.

ADDITIONAL PROGRAM INFORMATION



ATLAS FBO MANAGEMENT SOFTWARE



ATLAS FBO POS software automates the handling of many elements of FBO business management. The web-based software is PCI certified compliant.

The Atlas software program features:

- Integration of fuel cards, bank cards, Air Card and the TITAN Buyback
- Fuel Inventory Management
- Item Inventory and Tax/Fee table
- Extensive reporting ability
- Export to QuickBooks
- Customer resource management
- Automated client contract specific pricing, Cost + or Retail –
- Direct billing, customer statements and recurring invoices
- User friendly card experience
- Loyalty Rewards
- Payment processing and reimbursement within 48 hours

We started using Atlas January 1, 2025, and have had no issues that could not be solved by just a phone call.

We chose Atlas to simplify the payment process for all transactions. It has also cut back errors in charging customers the wrong item.

I was surprised the most about how quickly the staff took to the system. We were expecting it to take months of training, but after the first two weeks the questions started to go away.

it is easy to use, and it has reduced our errors in transactions significantly.

Sydney Beall – Mid-Ohio Reginal Airport

We've been using Atlas for several months now, and the difference has been night and day. We chose Atlas because it was purpose-built for FBOs, and it offered the streamlined, modern solution we were looking for. From day one, the transition was smooth, and the support team made onboarding easy.

Atlas has significantly improved our operational flow — from fuel tracking and invoicing to customer service at the front desk, everything is faster and more accurate. What surprised me most is how intuitive the system is, even for new team members, which has been a huge win for training and consistency.

It's reliable, efficient, and backed by a team that truly understands the needs of our industry.

Ethan McDonald - Flightline First

AVIATION INSURANCE



TITAN's aviation insurance subsidiary, TITAN Aerospace Insurance, has 20 years of hands-on experience providing coverage to FBOs and airports.

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:

- Aviation general liability insurance
- Premises insurance
- Hangar keepers' insurance
- Airport insurance
- Heliport insurance
- Airport property insurance
- Helicopter insurance
- Workers' compensation
- Aircraft hull and liability insurance
- Air ambulance insurance
- Heavy lift insurance
- Pipeline patrol insurance
- Part 135 insurance
- Part 91 insurance
- Scheduled 121 operator insurance
- Cargo insurance
- Freight insurance
- Flight school insurance
- Environmental liability insurance
- Crew car insurance
- Commercial auto insurance
- Mobile equipment insurance
- Commercial property insurance
- Products & completed operation insurance

Offices located in:

Greensboro, NC | Atlanta, GA | Memphis, TN | Knoxville, TN | Dallas, TX | Denver, CO



EXCESS LIABILITY INSURANCE

TITAN offers a \$50,000,000 third party Aircraft Products/Completed Operations Liability Insurance program free of charge. The following guidelines apply:

- TITAN Aviation Fuels is named as additional insured parties as suppliers of aviation petroleum products including refueling, de-fueling and/or lubrication of aircraft
- The policy must reflect a minimum limit of \$500,000 each occurrence combined single limit for third party bodily injury and/or property damage, without restrictive per person sub-limits for bodily injury
- Acceptable liability coverage must include products, premises, and completed operations

OFFER INCENTIVES SUMMARY

Discretionary Fund

- A discretionary fund of **\$160,000** will be provided to the Airport for use at the Airport's discretion. This fund may be paid out as a one-time payment, or managed and tracked by Regional Sales Manager for use towards fuel system maintenance/repair, equipment needs, uniforms, advertising, etc. **Five (5) year value = \$160,000**

Marketing

TITAN Aviation Fuels will design and execute a marketing plan and provide ongoing marketing consultation for the duration of the contract to include:

- Media Release/welcome email/social media campaign/marketing consultation/brand support/targeted prospecting. **Five (5) year value = \$50,000**
- Co-op Marketing Program: Co-op funds of .005 cents per gallons provided on delivered gallons (Calculated on 397,500 gallons/year for 5 years x \$0.005). **Five (5) year value = \$9,937**

Signage

TITAN Aviation Fuels already provides a pole sign and/or wall sign at no cost to the FBO.

Fuel Quality Assurance and Training

TITAN Aviation Fuels will provide an annual on-site Quality Control inspections, access to ACE-GA Line Service training, NATA Safety 1st for all line service and CSR's, and complimentary Regional Quality Control Seminars. **Five (5) year value = \$25,000.**

Insurance Coverage

TITAN Aviation Fuels provides an increased value of \$50,000,000 third party Aircraft Products/Completed Operations Liability Insurance program free of charge, provided underlying insurance minimums are met.

Contract and Payment Terms

Contract Term: Minimum of three (3) years with two (2) one-year renewal options effective on or about April 1, 2026

Payment Term: Net 30

Credit card funds including in-to-plane fees remitted within 48 hours of transaction

Total of Five (5) year contractual financial incentives = \$244,937

THANK YOU FOR THE OPPORTUNITY

Deron S. Webb

Regional Sales Manager - Southeast

Phone 252-933-4533

Deron.webb@titanfuels.aero