



## City of Killeen | KILE & KGRK

**Prepared By:**

Collin Cowsert, Area Manager South Central United States

**On behalf of:**

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



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Killeen Regional Airport | 802 N 2<sup>nd</sup> Street, Killeen, TX

July 30, 2025

Dear Evaluation Committee:

Thank you for taking the time to learn how Avfuel Corporation's comprehensive support systems can continue to enhance the City of Killeen's operations during a new contract term.

The following proposal not only outlines Avfuel's ability to supply fuel and services for the City of Killeen, 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 32 years as your preferred partner—Avfuel has a unique understanding of how to help the City of Killeen 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:

- ▶ **REFUELING EQUIPMENT** from the largest fleet offered by any fuel supplier, all built and maintained in-house.
- ▶ **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 new and existing facilities, 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,

A handwritten signature in black ink that reads 'Collin Cowser'.

Collin Cowser  
Area Manager, South Central United States  
Avfuel Corporation

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### 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.





## 4.2 Pricing Proposal

- Jet-A Fuel Pricing
- Avgas Pricing
- Price Breakdown
- Payment Terms





## City of Killeen RFP 25-32 – Price Revision

Dear City of Killeen,

Please find attached a revised Jet A price as part of Avfuel Corporation's proposal in response to the City of Killeen's RFP 25-32.

The original Platts index value of \$2.32 included in our proposal referenced an incorrect market week. The correct Platts index value for June 22, 2025, should be \$2.0180.

We respectfully request that this updated value be considered in reference to our original submission.

If you have any questions or require further clarification, please don't hesitate to reach out.

A handwritten signature in black ink, appearing to read 'Trent A. Reeder'.

Signature \_\_\_\_\_

Date 08/06/2025

**Trent A. Reeder**

Regional Sales Manager – South Central US, **Avfuel**

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**P:** +1-734-663-6466, ext. 425 **M:** +1- 325-370-5425



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Ann Arbor, MI 48108



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[www.avfuel.com](http://www.avfuel.com)

# Revised Pricing Proposal



## JET A

**PRICE EFFECTIVE: June 22, 2025**  
Pricing valid Tuesdays - Mondays

Location	KILE	KGRK
Index	Platts	Platts
Basis	United States Gulf Coast Jet Average	United States Gulf Coast Jet Average
Full Truck Load Delivery	7,500 Gallons	7,500 Gallons
Index Value: June 22, 2025	\$2.01810	\$2.01810
Fuel Differential	\$0.06190	\$0.06190
Base Freight Rate	\$0.06280	\$0.05830
Variable Diesel Fuel Surcharge	\$0.01382	\$0.01283
Total Freight	\$0.07662	\$0.07113
Itemized list of taxes and fees:		
Federal Excise Tax	\$0.24400	\$0.24400
Superfund/Oil Spill Fee	\$0.00619	\$0.00619
<b>Total Taxes:</b>	<b>\$0.25019</b>	<b>\$0.25019</b>
<b>Total Delivery Price</b>	<b>\$2.40681</b>	<b>\$2.40132</b>
<b>Primary Hauler:</b>	<b>Penn Tank Lines</b>	<b>Penn Tank Lines</b>
<b>Primary Terminal:</b>	<b>Flint Hills – Cedar Creek</b>	<b>Flint Hills – Cedar Creek</b>
<b>Alternate Hauler:</b>	<b>Maverick Tank Lines</b>	<b>Maverick Tank Lines</b>
<b>Alternate Terminal:</b>	<b>Valero – San Antonio</b>	<b>Valero – San Antonio</b>

# Pricing Proposal



**PRICE EFFECTIVE: June 17 - 23, 2025**  
*Pricing valid Tuesdays - Mondays*

## AVGAS

Location	KILE	KGRK
Weekly Price	Posted Rack Price	Posted Rack Price
Posted Rack Price: June 22, 2025	\$2.72160	\$2.72160
Full Truck Load Delivery	8,500 Gallons	8,500 Gallons
Base Freight Rate	\$0.24660	\$0.26220
Variable Diesel Fuel Surcharge	\$0.08138	\$0.08653
Total Freight	\$0.32798	\$0.34873
Itemized list of taxes and fees:		
Federal Excise Tax	\$0.19400	\$0.19400
Superfund/Oil Spill Fee	\$0.00619	\$0.00619
Texas Petroleum Delivery Tax	\$0.00086	\$0.00086
<b>Total Taxes:</b>	<b>\$0.20105</b>	<b>\$0.20105</b>
<b>Total Delivery Price</b>	<b>\$3.25063</b>	<b>\$3.27138</b>



### Contingency Statement – Fuel Supply Disruption Protocol

In the event of a terminal outage or any unforeseen disruption that may impact the regular supply of fuel to the City of Killeen, Avfuel has established a robust contingency plan to ensure continuity of service.

Avfuel will promptly notify the City of Killeen of any such supply issues. Upon notification, Avfuel will provide:

1. **A detailed explanation of the issue** causing the disruption.
2. **Alternative supply options**, including available terminals or routing solutions (split loads) to maintain delivery schedules.
3. **Information regarding any potential price impacts**, including associated transportation adjustments or market conditions that may affect cost.

### Unmatched Reliability

300+ Supply Terminals | 90+ Refiners | 100+ Transport Carriers

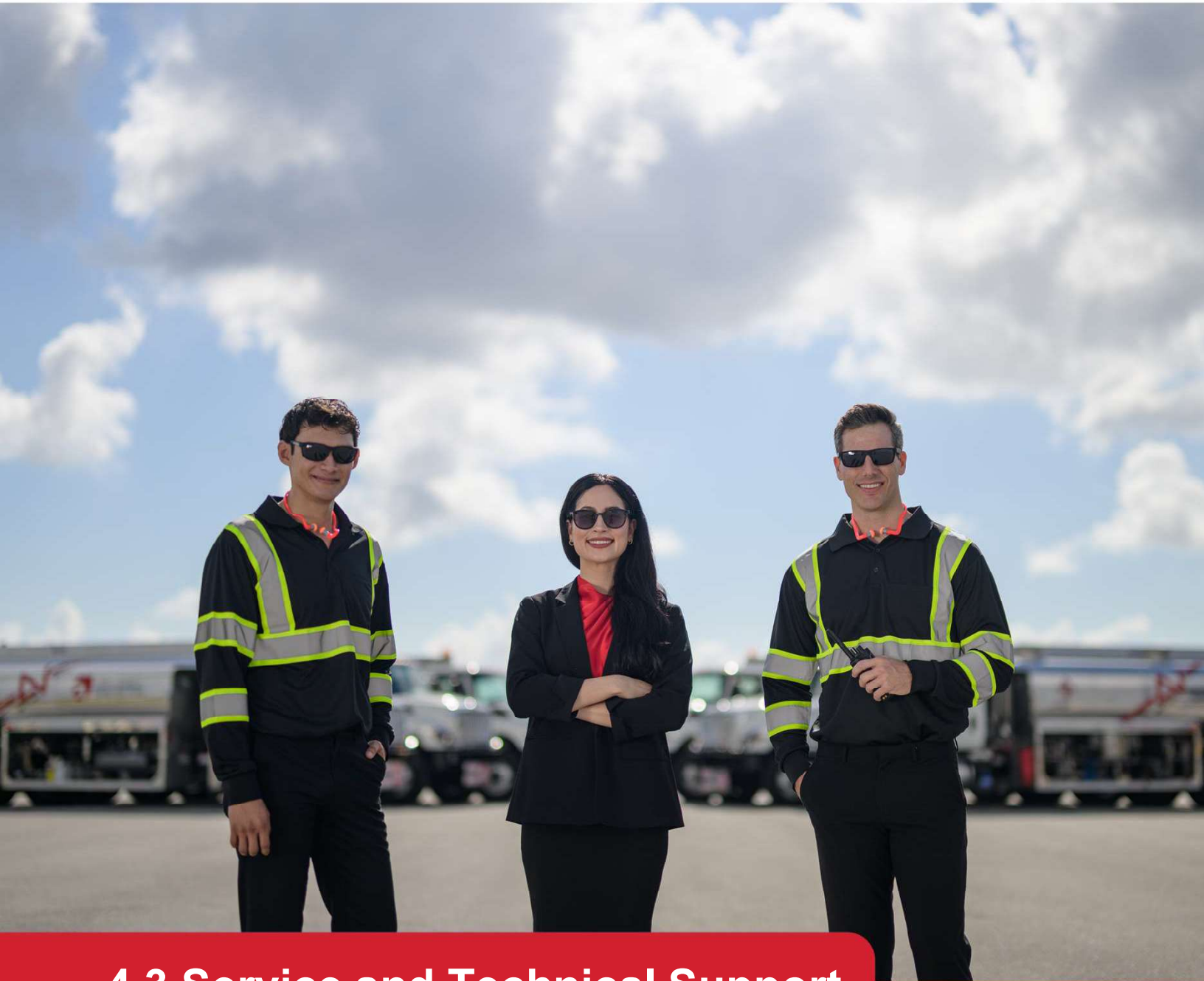
Avfuel maintains an industry-leading network of fuel terminals and an extensive roster of reputable haulers across Texas and the U.S. This diversified infrastructure enables us to rapidly adapt to supply challenges and **continuously meet the City of Killeen's fuel requirements reliably and efficiently, just as we have for more than three decades without fail.**

We remain committed to ensuring fuel availability and open communication under all operating conditions.

### Payment Terms:

Avfuel confirms it will continue to honor the 30-day payment terms for transactions with the City of Killeen at both the Killeen-Fort Hood Regional Airport (GRK) and Skylark Field (ILE).

All payments can be processed electronically or by check, with credit card transaction funds remitted to the City of Killeen twice per week as part of our standard electronic disbursement schedule.



## 4.3 Service and Technical Support

- **Aviation Fuels Quality Control Program**
- **Account Manager**
- **Fuel Delivery Capability**
- **Refueler Equipment**

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.

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

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



## IN-PERSON: SUPERVISORY FUEL SAFETY TRAINING SEMINAR

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



### MEET YOUR AVFUEL SALES CONTACTS



**Trent Reeder**

Regional Manager  
South Central U.S.  
8 Years with Avfuel



**Collin Cowsert**

Area Manager  
South Central U.S.  
1 Year with Avfuel



**Jim Korcek**

Vice President  
Commercial Sales  
18 Years with Avfuel

#### **Trent Reeder, Regional Manager, South Central United States**

With over eight years of experience at Avfuel, Trent oversees fuel operations, business development and customer relations across the South Central U.S. In this role, he supports a robust network of branded FBOs and aviation partners. Known for his customer-focused approach and industry insight, Trent plays a key role in driving growth and operational excellence in the region. Trent is based at Avfuel's office in Abilene, Texas.

#### **Collin Cowsert, Area Manager, South Central United States**

Collin joined Avfuel in 2024, bringing a strong background in aviation fuel sales to the company. In his role, Collin supports FBOs and aviation partners across the South Central U.S. with tailored fuel solutions and strategic operational support. Prior to joining Avfuel, he gained valuable industry expertise in aviation fuel sales, building a solid foundation in customer service and operations. Based in Texas, Collin has strong roots in the region and is a 2018 graduate of the University of Mary-Hardin Baylor.

#### **Jim Korcek, Vice President Commercial Sales**

With 18 years of experience at Avfuel, Jim provides strategic leadership in the growth and management of Avfuel's commercial fuel sales team. In this role, he drives relationships with airlines, cargo operators, government/military clients and sports charter partners, connecting Avfuel's branded FBO partners with this high-value customer base. Known for his deep industry insight and commitment to customer service, Jim plays a key role in advancing Avfuel's commercial fuel strategy, tailoring solutions for this unique sector of aviation and strengthening partnerships within a critical segment of the aviation market.

### Fuel Delivery Capabilities:

We utilize over 10 reliable haulers out of both the primary and secondary fuel terminals, ensuring consistent and dependable availability even during the busiest seasonal periods. This robust logistics network allows us to efficiently meet your fuel needs without interruption.

With this infrastructure, the City will be able to order up to 8,000 gallons of Jet-A and 8,500 gallons of 100LL Avgas per delivery.

### Fuel Delivery Equipment Overview:

#### Jet-A Delivery Fleet

- Truck Type: Dedicated Jet-A fuel trucks
- Truck Size: 8,000-gallon capacity
- Fleet Count: Multiple trucks available for daily dispatch, ensuring flexible and redundant coverage

#### 100LL Avgas Delivery Fleet

- Truck Type: Dedicated Avgas (100LL) fuel trucks
- Truck Size: 8,500-gallon capacity
- Fleet Count: Numerous trucks in service to ensure high-volume and consistent delivery scheduling

Our logistics strategy is designed to maintain supply continuity, optimize delivery lead times, and uphold the highest safety and compliance standards across all fuel types and transportation modes.

### Refueler Truck Confirmation:

Avfuel confirms it can provide the requested 5,000-gallon Jet-A refueler truck, and 1,000-gallon 100LL Avgas refueler truck to support the City of Killeen's operations. Please see pages 15-18 for more information on Avfuel's proposed refueling equipment.





**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



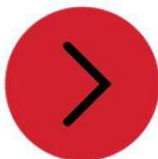
BARGE



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.

### 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

## Service and Technical Support



### THE EQUIPMENT YOU NEED TO FUEL YOUR OPERATION

All refuelers meet FAA, ATA 103 and NFPA 407 standards.



#### Skylark Field Airport

Year	Make	Type	Gallon Capacity	Truck Value	Monthly Lease Rate
2006-2010	International	Jet-A	3,000	\$130,000	\$1,500
2021-2024	Isuzu	Avgas	1,000	\$140,000	\$0

#### Killeen Regional Airport

Year	Make	Type	Gallon Capacity	Truck Value	Monthly Lease Rate
2021-2024	Freightliner M2	Jet-A	5,000	\$320,000	\$0
2021-2024	Freightliner M2	Jet-A	5,000	\$320,000	\$0

**Grant Option:** At the discretion of City of Killeen, if it is decided only one (1) 5,000-gallon refueler is needed, Avfuel will provide the City of Killeen with a \$75,000 Business Development Grant.

**Truck Purchase Opportunity:** Avfuel will conduct a thorough assessment of your existing 5,000-gallon trucks and provide a competitive offer based on current fair market value.

### ADDITIONAL OFFERINGS

- **Flexible Leasing:** Ability to replace, return or add units during the term of the agreement
- **Training:** In-service / start-up training for all leased equipment
- **New Refueler Warranty**
  - First 12 months: Chassis and pumping system (bumper-to-bumper)
  - First 36 months: Emissions system
  - First 60 months: Tank
- **Refueler Truck Support:** Avfuel QA available 24/7/365
- **Avfuel responsible for overhaul or replacement** of engine, transmission, differential and belly valve. The lessee is responsible for all other maintenance.
- **Loaner Refueler Trucks** available as needed for support



**2006 - 2010 International**



**ENGINE:** ULSD Diesel

**TRANSMISSION:** Automatic

**FUEL TYPE:** Jet

**NUMBER OF HOSE REELS:** 3

**NUMBER OF METERS:** 2

**FSII ADDITIVE INJECTOR?** Available

**METER TYPE:** TCS3000 Electronic

**FUEL/DEFUEL?:** Yes

**TANK CAPACITY:** 3,000 Gallons

**TANK MATERIAL:** Aluminum

**RATED GPM:** 300

**DEFUEL CAPABILITY?** Yes

**BOTTOM LOAD TYPE:** Standard

**SCULLY HIGH-LEVEL SYSTEM:** 2-Wire  
Green



Meet all FAA, NFPA 407 & ATA 103 requirements

### 2021 - 2024 Isuzu NPR XD



*\*Photo may not be exact unit as described*

**ENGINE:** ULSD Diesel-SCR

**TRANSMISSION TYPE:** Automatic

**FUEL TYPE:** Avgas

**NUMBER OF HOSE REELS:** 1

**METER TYPE:** TCS3000 Electronic

**VAPOR RECOVERY?** Optional

**WIRELESS COMMUNICATION:** Yes

**TANK CAPACITY:** 1,200 Gallons

**TANK MATERIAL:** Aluminum

**RATED GPM:** 40

**DEFUEL CAPABILITY?** Yes

**BOTTOM LOAD TYPE:** OPW 2"

**IN-CAB TICKET PRINTER:** Roll or Slip

**SCULLY HIGH-LEVEL SYSTEM:** Yes



#### **Avgas Refueler Trucks:**

Meet all FAA, NFPA 407 & ATA 103 requirements



**2021 - 2024 Freightliner M2**



**ENGINE:** ULSD Diesel-SCR

**TRANSMISSION:** Automatic

**FUEL TYPE:** Jet

**NUMBER OF HOSE REELS:** 3

**NUMBER OF METERS:** 2

**FSII ADDITIVE INJECTOR?** Available

**METER TYPE:** TCS3000 Electronic

**CONDITION:** New

**TANK CAPACITY:** 5,000 Gallons

**TANK MATERIAL:** Stainless Steel

**RATED GPM:** 300

**DEFUEL CAPABILITY?** Yes

**BOTTOM LOAD TYPE:** Standard

**IN-CAB TICKET PRINTER:** Roll or Slip

**SCULLY HIGH-LEVEL SYSTEM:** Yes

**WIRELESS COMMUNICATION:** Yes



**Jet Refueler Trucks:**

Meet all FAA, NFPA 407 & ATA 103 requirements

# 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





"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**



**SETTING THE STANDARD FOR AVIATION REFUELING EQUIPMENT**

**30+**

DEDICATED TECHNICIANS,  
FABRICATORS & WELDERS

**35+**

YEARS OF OPERATION

**33,000**

SQ. FT. EQUIPMENT FACILITY





## 4.4 Customer Service Program

- Customer Support
- FAA Certification Support
- Credit Card Program
- Remote Processing Options

### Customer Support:

Avfuel is committed to delivering exceptional customer service and robust quality assurance support across all facets of fuel and refueler truck operations. Our customer service model is designed to ensure that any fueling or quality control concern is addressed promptly, professionally and effectively.

#### 24/7 Quality Assurance Support

Avfuel maintains a dedicated 24/7 Quality Assurance (QA) Team, staffed by highly trained and widely respected industry professionals. This elite team is available around the clock to support our customers with:

- Immediate assistance for any fuel quality concerns, including contamination, appearance discrepancies, additive levels, sampling procedures or fuel spills
- Technical guidance and resolution of refueler truck issues, including troubleshooting, fueling equipment maintenance and operational best practices.

Whether the issue arises on the ramp or in the fuel farm, our QA representatives are equipped with the expertise and authority to deliver fast, accurate and compliant solutions.



#### **Randy Harrison, Quality Assurance Manager**

Randy has 34 years of experience anchoring the quality assurance department for Avfuel's customers. He is a respected leader in the industry, holding a seat on the NATA/EI subcommittee. Randy is a Part 139 certificate holder for the FAA and developed Avfuel's FAA-approved Part 139 Supervisor Training Seminars. He also played a leading role in creating the Avfuel Training System. Randy has engineered and developed a variety of aviation fueling systems, including trucks and storage facilities.



#### **Brad Van Camp, Director of Technical Operations**

Brad brings 15 years of experience in aviation ground support equipment and refueling logistics. In his role, Brad oversees the procurement, deployment, maintenance and strategic management of Avfuel's refueling equipment fleet—the largest privately managed fleet in the aviation industry.

### List of Contacts:

#### Account Manager

Collin Cowsert  
(734) 358-7012  
[ccowsert@avfuel.com](mailto:ccowsert@avfuel.com)

#### Dispatch and Fuel Ordering

(800) 458-0675  
[dispatch@avfuel.com](mailto:dispatch@avfuel.com)

#### Quality Assurance

(734) 663-6466 ext. 20550  
[qa@avfuel.com](mailto:qa@avfuel.com)

### FAA Certification Support:

Avfuel proudly provides its branded FBO network with access to the robust Avfuel Training System (ATS), featuring FAA-Approved Line Service Fuel Safety Training and Supervisory Fuel Safety Training programs. These programs meet the full requirements of 14 CFR 139.321, ensuring compliance with FAA fuel handling and fire safety regulations. Upon successful completion, line service personnel receive a Line Service Fuel Safety Training Certification, while supervisory personnel earn a Supervisory Fuel Safety Certification equivalent to NATA standards.

Avfuel has extensive experience with FAA regulations surrounding fuel quality and fire safety training, as well as compliance-related paperwork, security protocols, and other operational elements necessary to assist airports with Part 139 certification. Avfuel's sister company, Avflight, owns and operates FBOs at over twenty (20) Part 139-certificated airports. Avflight's vast expertise in airport operations and FAA 139 compliance can be deployed to assist the City of Killeen in its pursuit of Part 139 certification and ongoing regulatory compliance.

Additionally, Avfuel offers free regional FAA-Approved Part 139 Fire Safety and Fuel Quality Assurance Training Seminars specifically designed for supervisory personnel. These in-depth seminars reinforce best practices in fueling operations, fire safety, and quality assurance, further enhancing safety culture and regulatory compliance across the Avfuel Network. See pages 9 and 10 for more information.

### Avfuel Credit Card Solutions:

Avfuel offers a comprehensive suite of aviation credit card programs designed to meet the operational and financial needs of flight departments, charter operators, corporate aviation, and general aviation users. Our card solutions provide exceptional flexibility, cost-efficiency and streamlined management across the Avfuel Network.



#### Avfuel Pro Card

The Avfuel Pro Card is the most flexible aviation payment solution available combining contract fuel benefits and retail purchasing in a single card. Cardholder benefits include:

- Access to Avfuel Contract Fuel pricing at 3,500+ global locations
- Use for contract fuel and non-fuel purchases on one transaction
- Easy online account management
- Consolidated billing and detailed reporting for ease of accounting
- Zero fees to cardholder.



#### Avfuel Contract Fuel Card

The Avfuel Contract Fuel Card is optimized for operators who prioritize cost control and efficiency. Key features:

- Pre-negotiated contract fuel rates
- Tail-specific pricing visible before fueling
- Simplified checkouts with no on-site price negotiation
- Easy integration into dispatch and scheduling workflows



#### Avfuel Retail Card

The Avfuel Retail Card is ideal for pilots and operators requiring retail fuel access on-demand. It offers:

- Acceptance at Avfuel-branded FBOs nationwide
- Itemized receipts and easy transaction tracking
- Centralized billing to reduce administrative workload

To ensure a seamless and convenient payment experience, Avfuel and its branded FBO network **accept all major credit cards, including Visa, Mastercard, American Express and Discover—as well as key aviation industry cards, such as the MultiService Aviation Card and the Government AIRCard.** This ensures operators have the flexibility to pay in the way that best suits their mission and accounting systems.

### Remote Processing Options:

Remote processing options are available with Avfuel's cards, depending on the POS software utilized by the FBO. Phone, tablet and meter integration are available with Avman and X-1FBO. Tablet integration is available with the Avfuel Hub. ***All Avfuel cards work with the following POS systems: the Avfuel Hub, X-1FBO, Avman, FBO Director, FBO 360 and Total FBO (See Page 37 and 38 for more details).***



## Processing Fees

Save Significantly With 0% Processing on Avfuel Cards



Card Type	Rate	Card Type	Rate
Avfuel Pro Card	0% Contract Fuel 2.25% Retail- & Non-Fuel	Discover	3.27%
Avfuel Contract Fuel	0% Fuel 2.25% Non-Fuel items	American Express	3.95%
Avfuel Retail Card	0% Avgas 2.25% 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.



## 4.5 Branding Package

- Signage Plan
- Regulatory Labels
- Promotional Materials
- Advertising Programs
- Co-Op Programs
- Trade Show Participation
- Industry Memberships



### 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 City 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**.



### Promotional Materials:

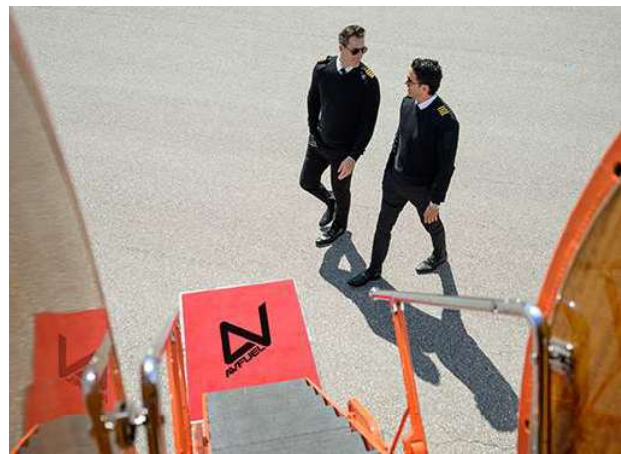
Upon request, Avfuel can also provide your facility with Avfuel-branded items like:

- Windsocks
- Welcome mats
- Uniform patches
- Hats
- Point-of-purchase displays
- Digital and physical interior signage
- Banner development
- Social media graphics

Avfuel can also provide the City with an array of popular giveaway items for events and pilots. This includes, but is not limited to, items like the following:

- Balsa wood airplanes
- Hats
- Stress-ball airplanes
- Stationary/pens
- Sunglasses

Avfuel's sales and marketing teams will work directly with the City to supply it with promotional items as needed from its fully-stocked supply.





### Advertising Programs:

Avfuel promotes its network of branded FBOs, and its Avfuel Contract Fuel and AVTRIP programs in a variety of domestic and international trade publications, including, but not limited to, Aviation International News, Professional Pilot Magazine, Airport Business, Business Aviation Magazine, Executive & VIP Aviation International, and many more. Avfuel also promotes its network and programs through electronic advertising on highly-trafficked sites such as AirNav and FltPlan.com.

Avfuel FBOs are continually promoted through both national and international advertising, established relationships with industry media, and regular communication to Avfuel's loyal customer groups.

### Marketing Experts Working for You

Managing these initiatives is Avfuel's in-house team of aviation marketing experts who work for Avfuel's branded partners at **NO COST**. A renewed partnership with Avfuel grants the City unrestricted access to these professionals and the **opportunity to utilize this free service at more regular intervals, particularly as the City prepares to open a brand new FBO facility.**

With decades of aviation-specific expertise, the team blends creative vision with industry insight to deliver impactful marketing and creative strategies tailored to your unique needs. 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**



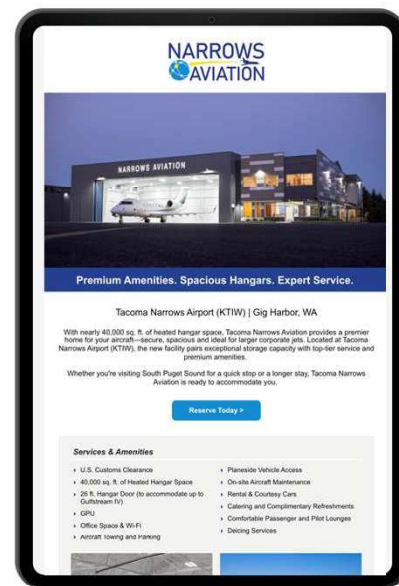
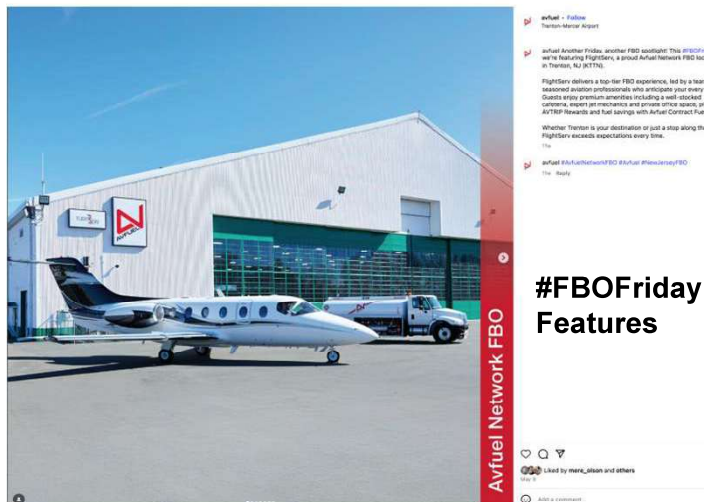
**SOCIAL MEDIA  
PLATFORMS**

### Sample Marketing Deliverables: KILE New Facility Support

Avfuel's marketing team has extensive experience supporting its branded partners with both general exposure needs and marketing campaigns for unique milestones. As it pertains to the City's new FBO facility at KILE, Avfuel's marketing team would be ready to assist with a number of recommended promotional activities, including, but not limited to, the following.

- **Press Release:** Writing, editing, distributing
- **Grand Opening Support:** Invitations, story boarding, vendor recommendations, etc.
- **Shot List Recommendations:** Tips for getting the most out of professional photoshoots
- **Email Blast Communications:** Enhancing exposure to attract traffic
- **Letter to Tenants:** Updating current customer base
- **Newsletter Inclusion:** Sharing developments with Avfuel's customer base of 6,000+ Avfuel Contract Fuel flight departments and 65,000+ registered AVTRIP members
- **Social Media:** Coordinating announcements on Avfuel's robust social channels

Avfuel will work directly with the City and airport leadership to determine how it can best assist you in your marketing needs as this exciting development progresses, as well as for any other developments, such as future commercial and hangar developments at KGRK.



## Co-Op Program



Avfuel's co-op Program is a value-added benefit available to its branded FBO partners, designed to help offset the cost of local and regional advertising efforts while strengthening brand presence and visibility within the aviation community.

Co-op marketing funds accrue at a rate of **\$0.005 per gallon** includes all gallons including commercial and military gallons.

Co-op funds can be applied toward a wide variety of marketing and promotional activities, including, but not limited to, web advertising, print media, direct mail, uniforms, signage and displays, and social media.

### Industry Involvement:

#### Trade Show Participation:

We look forward to showcasing our partnership on a national stage, and creating meaningful opportunities for engagement, innovation and visibility within the aviation community.

- **4 Years at SDC (See Page 34 for more details)**

Avfuel is proud to welcome the City of Killeen as a valued co-exhibitor at the NBAA Schedulers & Dispatchers Conference (SDC) for four years during the contract duration. This includes:

- Floorspace cost (10x10') with NBAA
- Full booth display kit (10')
- Custom booth graphic design
- Avfuel traffic-creating activity participation cost and promotional support

**Estimated value: \$37,000**

#### TXDOT Attendance

Avfuel is also pleased to sponsor the attendance of four representatives at the annual TXDOT convention.

**Estimated value: \$7,200**

#### Industry Memberships:

Avfuel is extremely proactive in the aviation industry, with high-level employees serving in leadership roles on the National Business Aviation Association (NBAA), National Aviation Transportation Association (NATA), NBAA's Schedulers & Dispatchers Committee and other regional boards and committees.



**C.R. Sincok, II**, Executive Vice President of Avfuel Corporation

- National Business Aviation Association (NBAA) – Board Position
- National Air Transportation Association (NATA) – Board Position
- NBAA Schedulers and Dispatchers
- American Association of Airport Executives (AAAE)
- Experimental Aircraft Association (EAA)
- Aircraft Owners and Pilots Association (AOPA)



**Keith Sawyer**, Manager of Alternative Fuels

- NATA/NBAA/ICAO Steering Committee
- NATA/GAMA Environmental Committees
- NATA/NBAA CoSAFA on Book and Claim Guidelines for BA
- ICAO CAEP (Committee on Environmental Protection)
- BTS (Blenders Tax Credit) Committee
- IATA: Numerous Foundational Meetings
- SFO and CA Airport SAF Working Group on Sustainability and SAF



**Randy Harrison**, Quality Assurance Manager:

- NATA/EI (Energy Institute) Subcommittee

Avfuel uses its globally-recognized brand and positions in industry organizations to advocate for the unique needs of its more than 700 branded FBO partners, and the general aviation community in general.

## Branding Package



### LAND YOUR BRAND IN FRONT OF A LARGER AUDIENCE



**32,500**

Contract Fuel  
Aircraft



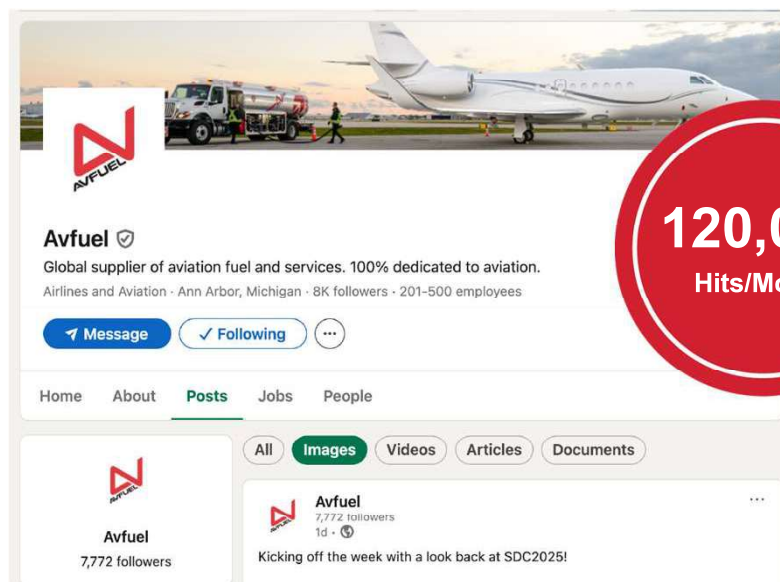
**45,000**

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



**86%**

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.



### NO SIGN IS MORE SOUGHT AT INDUSTRY EVENTS THAN AVFUEL'S

We participate at 75 industry events a year to keep the Avfuel Network in front of pilots, schedulers, dispatchers and operators.  
**Our goal? Drive traffic to our partners' ramps.**

### WHEREVER WE GO, WE GO **BIG**



**Largest exhibits  
at industry's most  
attended events**



**Numerous  
sponsorship  
opportunities**



**100+  
Co-exhibiting  
partners per year**

# 75

INDUSTRY EVENTS  
PER YEAR

NBAA BACE

NBAA SDC

EBACE

IATA

LABACE

AIR OPS

AirVenture

NBAA Regional Forums

CBAA

ALTA

DLA Energy Conference

Air Charter Expo

Malta Aviation

Conference and Expo

CJI Miami

... AND MORE!

### THE AVFUEL TEAM'S ON THE SHOW FLOOR TO ...

Heighten Exposure | Educate Attendees | Facetime With Operators & Customers | Learn From Customers  
Make New Industry Friends | Strengthen Existing Relationships  
**DRIVE BUSINESS FOR AVFUEL AND ITS NETWORK FBOS!**



CONFIDENTIAL Unpublished Bid Proposal Materials  
© 2025 Avfuel



### EXHIBIT WITH AVFUEL AT SDC IN THE LARGEST SUPPLIER AISLES AT THE SHOW.

VIEW RECAP



**FUEL** up with us

#### CUSTOM DISPLAY: PROMOTING YOUR BRAND

Avfuel's creative team manages the graphic design and production processes for exhibitor booth displays. Benefits for first-time exhibitors (or returning exhibitors who order a new display) include:

- A dedicated designer for custom artwork
- Exclusive discounts on exhibit products
- Orders delivered directly to their booth
- Optional assembly and teardown service
- Repeat usage for trade shows or events

#### TRAFFIC GENERATION IN SDC'S MOST-VISITED FUEL ROW

Avfuel's marketing team develops and executes an attention-grabbing activity — including supply of all collateral and giveaways—in which qualified attendees visit a certain number of FBOs to claim prizes. Leading up to the show, this activity and exhibiting FBOs are highlighted via:

- Emails to Avfuel Contract Fuel & AVTRIP customers
- Emails to previous activity participants
- Features in Avfuel customer newsletters
- Posts on Avfuel social media channels







## 4.6 Additional Considerations

- Marketing/Business Development Grants
- Employee Uniforms and PPE
- Test Equipment and QC Supplies
- Fuel Delivery Equipment
- POS System and FBO Software
- Aviation Oils and Fluids

### Marketing/Business Development Grants:

If it is decided only one (1) refueler truck is needed at Killeen Regional Airport, Avfuel will provide a **\$75,000 business development grant**, which can be used at the discretion of the City of Killeen.

### Employee Uniforms and PPE:

The City of Killeen may utilize funds accrued through its participation in the co-op program to cover expenses related to uniforms and personal protective equipment (PPE).

Avfuel can provide uniform options through third parties, including a 10% Discount for Avfuel FBOs through FBOEssentials.com



### Test Equipment and QC Supplies:

Avfuel confirms that it will supply all necessary test equipment and quality control (QC) supplies required for safe and compliant fuel handling operations. This includes, but is not limited to, the following items: hydrometers, white test buckets, Millipore testing supplies, fuel filters, fuel-water separators, quality control posters, and guidebooks. Avfuel is committed to maintaining the highest standards of fuel quality and operational safety. The above-listed items will be provided in accordance with industry best practices and applicable regulatory guidelines to ensure reliable field testing and filtration.

Should additional QC items be needed beyond those listed, Avfuel will work collaboratively with the City of Killeen to ensure appropriate procurement and timely delivery.

### Fuel Delivery Equipment:

As a special offering unique to the City, funds accrued through participation in Avfuel's co-op program may be utilized to support fuel delivery equipment upgrades. These upgrades may include, but are not limited to, investments in new fuel hoses, nozzles, pumps, and related dispensing infrastructure necessary to maintain operational efficiency and safety standards.

Additionally, Avfuel is pleased to provide 24-hour parts support to its valued partners. Our around-the-clock service includes expedited assistance and fulfillment for critical fuel system components, such as hoses, fuel pumps, nozzles and more, ensuring your operations remain uninterrupted and compliant with fueling standards.



## Additional Considerations

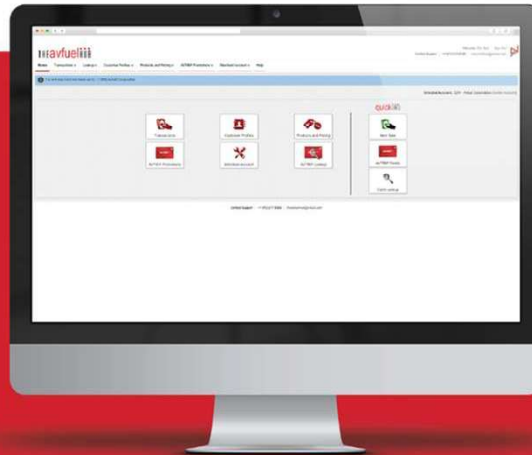


### POS and FBO Software:

Avfuel will provide access to **The Avfuel Hub**—its comprehensive digital platform for fuel management, operations support and account services—will be provided to the City of Killeen at **NO COST**. This complimentary access includes all standard features of the Avfuel Hub, such as:

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

THE **avfuel** HUB



### 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

## Additional Considerations



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



#### **AVTRIP Rewards Enhanced Usability:**

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

**REDUCED PRICING  
FOR AVFUEL FBOS**



#### **COMING SOON:**

- Contract fuel authorization integration directly into invoice/transaction screen for ease of use
- Sign up an AVTRIP rewards member in X-1 directly



### **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.

- **Aviation Oils and Fluids:**

Avfuel confirms aviation oils and fluids are available for purchase through its dedicated parts department. This includes a full range of high-quality products necessary for aircraft maintenance and operational performance.

Our parts department is fully equipped to support the City of Killeen's needs with timely order fulfillment and competitive pricing. Avfuel remains committed to ensuring the availability of essential products to maintain aircraft reliability and safety.





## 4.7 Compliance and Certification

- **Company Certifications**
- **References**
- **Legal and Financial Information**

### **Company Certifications:**

Avfuel has extensive experience working in compliance with the regulations and standards set forth by the Federal Aviation Administration (FAA). Our operations are guided by strict adherence to FAA regulations to ensure safety and reliability across all facets of aviation fuel supply, distribution and services.

All Avfuel training programs pass or exceed FAA regulations and meet 14 CFR FAA-approved Part 139 Supervisory Fuel Safety Training requirements.

Avfuel is also certified as a Tier 2 Green Aviation Business under the National Air Transportation Association Sustainability Standard.

All Avfuel employees have been certified through SensCy Cyber Security Compliance audit system.

# CONFLICT OF INTEREST QUESTIONNAIRE

For vendor doing business with local governmental entity

FORM CIQ

This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.

This questionnaire is being filed in accordance with Chapter 176, Local Government Code, by a vendor who has a business relationship as defined by Section 176.001(1-a) with a local governmental entity and the vendor meets requirements under Section 176.006(a).

By law this questionnaire must be filed with the records administrator of the local governmental entity not later than the 7th business day after the date the vendor becomes aware of facts that require the statement to be filed. See Section 176.006(a-1), Local Government Code.

A vendor commits an offense if the vendor knowingly violates Section 176.006, Local Government Code. An offense under this section is a misdemeanor.

## OFFICE USE ONLY

Date Received

1 Name of vendor who has a business relationship with local governmental entity.

2 ☐ Check this box if you are filing an update to a previously filed questionnaire. (The law requires that you file an updated completed questionnaire with the appropriate filing authority not later than the 7th business day after the date on which you became aware that the originally filed questionnaire was incomplete or inaccurate.)

3 Name of local government officer about whom the information is being disclosed.

\_\_\_\_\_  
Name of Officer

4 Describe each employment or other business relationship with the local government officer, or a family member of the officer, as described by Section 176.003(a)(2)(A). Also describe any family relationship with the local government officer. Complete subparts A and B for each employment or business relationship described. Attach additional pages to this Form CIQ as necessary.

A. Is the local government officer or a family member of the officer receiving or likely to receive taxable income, other than investment income, from the vendor?

☐ Yes

☐ No

B. Is the vendor receiving or likely to receive taxable income, other than investment income, from or at the direction of the local government officer or a family member of the officer AND the taxable income is not received from the local governmental entity?

☐ Yes

☐ No

5 Describe each employment or business relationship that the vendor named in Section 1 maintains with a corporation or other business entity with respect to which the local government officer serves as an officer or director or holds an ownership interest of one percent or more.

6 ☐ Check this box if the vendor has given the local government officer or a family member of the officer one or more gifts as described in Section 176.003(a)(2)(B), excluding gifts described in Section 176.003(a-1).

7

\_\_\_\_\_  
Signature of vendor doing business with the governmental entity

\_\_\_\_\_  
Date



## CONFLICT OF INTEREST QUESTIONNAIRE

### For vendor doing business with local governmental entity

A complete copy of Chapter 176 of the Local Government Code may be found at <http://www.statutes.legis.state.tx.us/Docs/LG/htm/LG.176.htm>. For easy reference, below are some of the sections cited on this form.

**Local Government Code § 176.001(1-a):** "Business relationship" means a connection between two or more parties based on commercial activity of one of the parties. The term does not include a connection based on:

- (A) a transaction that is subject to rate or fee regulation by a federal, state, or local governmental entity or an agency of a federal, state, or local governmental entity;
- (B) a transaction conducted at a price and subject to terms available to the public; or
- (C) a purchase or lease of goods or services from a person that is chartered by a state or federal agency and that is subject to regular examination by, and reporting to, that agency.

**Local Government Code § 176.003(a)(2)(A) and (B):**

(a) A local government officer shall file a conflicts disclosure statement with respect to a vendor if:

\*\*\*

(2) the vendor:

(A) has an employment or other business relationship with the local government officer or a family member of the officer that results in the officer or family member receiving taxable income, other than investment income, that exceeds \$2,500 during the 12-month period preceding the date that the officer becomes aware that

(i) a contract between the local governmental entity and vendor has been executed; or

(ii) the local governmental entity is considering entering into a contract with the vendor;

(B) has given to the local government officer or a family member of the officer one or more gifts that have an aggregate value of more than \$100 in the 12-month period preceding the date the officer becomes aware that:

- (i) a contract between the local governmental entity and vendor has been executed; or
- (ii) the local governmental entity is considering entering into a contract with the vendor.

**Local Government Code § 176.006(a) and (a-1)**

(a) A vendor shall file a completed conflict of interest questionnaire if the vendor has a business relationship with a local governmental entity and:

(1) has an employment or other business relationship with a local government officer of that local governmental entity, or a family member of the officer, described by Section 176.003(a)(2)(A);

(2) has given a local government officer of that local governmental entity, or a family member of the officer, one or more gifts with the aggregate value specified by Section 176.003(a)(2)(B), excluding any gift described by Section 176.003(a-1); or

(3) has a family relationship with a local government officer of that local governmental entity.

(a-1) The completed conflict of interest questionnaire must be filed with the appropriate records administrator not later than the seventh business day after the later of:

(1) the date that the vendor:

(A) begins discussions or negotiations to enter into a contract with the local governmental entity; or

(B) submits to the local governmental entity an application, response to a request for proposals or bids, correspondence, or another writing related to a potential contract with the local governmental entity; or

(2) the date the vendor becomes aware:

(A) of an employment or other business relationship with a local government officer, or a family member of the officer, described by Subsection (a);

(B) that the vendor has given one or more gifts described by Subsection (a); or

(C) of a family relationship with a local government officer.

## REFERENCES

Please provide three references:

### Reference No. 1

Company Name City of McKinney

Address 1508 East Industrial Airport Blvd. McKinney, TX 75070

Type of Business Public general aviation airport

Contact Person Andrew Griffin, General Manager

Email Address agriffin2@flytki.com

Telephone and Fax #'s (972) 547-3401

Date and Type of Service(s) Provided Branding Start Date: 2013; City of McKinney has been an Avfuel-branded FBO since 2013 for aviation fuel and services, including refueler trucks, insurance, contract fuel and marketing.

### Reference No. 2

Company Name Brazoria County Airport

Address 8000 Airport Way, Angleton, TX 77515

Type of Business County-owned, public-use airport

Contact Person Jeff Bilyeu, Director of Aviation

Email Address jbilyeu@brazoria-county.com

Telephone and Fax #'s (979) 849-5755

Date and Type of Service(s) Provided Branding Start Date: 2018; Brazoria County has been an Avfuel-branded FBO since 2018 for aviation fuel and services, including refueler trucks, insurance, contract fuel and marketing.

### Reference No. 3

Company Name City of New Braunfels

Address 2333 FM 758 City Terminal, New Braunfels, TX 78130

Type of Business Public-use, city-owned general aviation airport

Contact Person Robert Lee, Airport Director

Email Address rlee@nbtexas.org

Telephone and Fax #'s (830) 625-1501

Date and Type of Service(s) Provided Branding start date: 2021; the City of New Braunfels has been an Avfuel-branded FBO since 2021 for aviation fuel and services, including refueler trucks, contract fuel and marketing

## Emergency Business Service Contact Notice

During a natural disaster, or homeland security event, there may be a need for the City of Killeen to access your business for products or services after normal business hours and/or holidays. The City may request City employee pick up or vendor delivery of product or services

For this purpose, a primary and secondary emergency contact name and phone number are required. It is critical the vendor's emergency contact information remains current. City shall be contacted by E-mail with any change to a contact name or phone number of these emergency contacts. Updates may be emailed to [lluciano@killeentexas.gov](mailto:lluciano@killeentexas.gov)

All products or services requested during an emergency event are to be supplied as per the established contract prices, terms, and conditions. The vendor shall provide the fee (pricing) for an after-hours emergency opening of the business, if any. In general, orders will be placed using a City of Killeen procurement card (Master Card) or City issued Purchase Order. The billing is to include the emergency opening fee, if applicable.

The contractor shall provide the names, phone numbers and fee (pricing), if any, for an after-hour's emergency opening of the business listed below.

Business Name: Avfuel Corporation

Contract #: Request for Proposal 25-32 Aviation Fuel Supplier for ILE and GRK

Description: Aviation fuel and services supplier for City of Killeen.

Primary Contact (Name): Collin Cowser

Primary Contact Phone Numbers: Home: (734) 663-6466 ext. 20245 Cell: (734) 358-7012

Secondary Contact (Name): Avfuel Dispatch

Secondary Contact Phone Numbers: Home: (800) 458-0672 Cell: (734) 663-6466 ext. 20515

After Hours emergency opening fee, if applicable: \$ 0.00



### **Legal Documentation:**

Avfuel is committed to maintaining transparency and full compliance with all applicable regulatory and contractual obligations. Upon request, Avfuel will provide any necessary legal documentation relevant to our partnership, programs or operations as required by the City of Killeen or other authorized entities.

### **Financial Information:**

Avfuel is a privately-owned corporation that has been in business since 1973 and has always been profitable, with annual sales over 3.0 billion USD. A private meeting to confirm financial information can be arranged with Avfuel's Vice President of Finance. Should further support be needed, a confidential meeting with Avfuel's senior bank officers from Comerica Bank will be arranged to attest to its financial stability, capacity and availability of credit lines.

### **Bank Reference**

Aaron Hasenjager  
Comerica Bank  
One Detroit Center  
500 Woodward Avenue  
Detroit, Michigan 48226  
Fax: 900-835-6400

## Financial Summary



### Refueler Truck Purchasing

VALUE: MARKET

- Avfuel will conduct a thorough assessment of your existing 5,000-gallon trucks and provide a competitive offer based on current fair market value.



### Refueler Truck Leasing

VALUE: \$561,600

- Three refueler trucks provided at NO COST; one refueler at a discounted rate
- 24/7/365 quality assurance experts on hand for troubleshooting needs
- Large parts department for maintenance and expedited shipments
- Loaner refueler trucks available at NO COST



### Business Development Grant

VALUE: \$75,000

- \$75,000 Business Development Grant **if** only one (1) 5,000-gallon refueler is delivered to Killen Regional Airport



### Convention Support: 4 years

VALUE: \$44,200

On an annual basis, provided Avfuel is a conference exhibitor and FBO elects to co-exhibit with Avfuel, Avfuel will waive the cost for the City of Killeen to co-exhibit at NBAA SDC and attend TXDOT:

- **NBAA SDC** – Avfuel will cover the costs for exhibit space in the Avfuel Aisle, Avfuel's traffic-generating activity, one exhibitor badge, and one graphic to keep and reuse at future NBAA SDC events. | **\$9,250 annual value**
- **TXDOT** – Avfuel will cover the cost for 4 members to attend the annual TXDOT convention | **\$1,800 annual value**



### World-Class Training Resources

VALUE: \$31,000

- On-site quality assurance inspection & training by request | **\$5,000 value per visit**
- 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**



### AVTRIP BONUS POINTS: 3X Points for 90 Days

VALUE: \$1,110

- Bonus points of a triple point promotion for 90 days at NO COST
- FBO to decide timeframe for promotion. Excludes commercial and military gallons.

## CONTRACT & PAYMENT TERMS

**Payment Terms:** Net thirty (30) days via ACH.

**Credit Limit:** City of Killeen's credit limit will be increased to \$100,000

**Contract Term:** Two (2) year with two (2) one (1) year renewal options

**Aviation Fuel Supply Agreement effective September 16, 2025, or date of city's request**



## Supplemental Information





**Two Programs  
Connect You to Tens  
of Thousands of  
Loyal Customers**



FUELING

**32,500**

AIRCRAFT

**No Fees for Cardholders**



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.*

## 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**

## LAND HIGH-VOLUME ACCOUNTS

Avfuel has a dedicated sales team on hand to help its FBOs land high-volume business with **commercial carriers and military operations**. Our commercial fuel division actively works with the following customer segments to win you contracts or direct them to your ramp:



**Scheduled operators**



**Military & Federal Agencies**



**Special event charters** (e.g., sports)



**Freight and cargo**

### COMMERCIAL FUEL SALES SUPPORT

#### Make Services Compelling

Avfuel explores service requirements to strengthen the tender, from de-icing and ground handling, to maintenance and customs.

#### Annually Review Service Rates

Rate stagnation becomes counterproductive. We can annually advise on rates by taking into consideration business costs.

#### Liaise on Your Behalf

Avfuel maintains a direct line of communication with you and commercial carriers to promote retention, resolve discrepancies and create business opportunities.



### MILITARY FUEL SALES SUPPORT

#### Assist With DLA Submissions

Avfuel's dedicated DLA contract team can help you with the complex submission package.

#### Streamline Payments

Avfuel FBOs efficiently process the AIRCard.

#### Simplify Taxes

Avfuel can eliminate tax filing complications from government agency exemptions.

#### Provide Resources

Avfuel can help you fulfill DLA requirements with fuel, trucks/equipment, payment processing, training, quality assurance support 247/7/365, aviation insurance, etc.





## 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.

### 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**.

(Excludes commercial and military gallons)

**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**



## 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



## Optional: Avfuel Network Rewards



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





### DIRECTING HIGH-VOLUME, INTERNATIONAL OPERATORS TO YOUR FBO.

Avplan is Avfuel's trip-planning and flight-support company that facilitates high-volume clients with personalized service for all travel—domestic and global. Combined with Avfuel Contract Fuel and AVTRIP rewards, Avplan lands Avfuel FBOs more business.



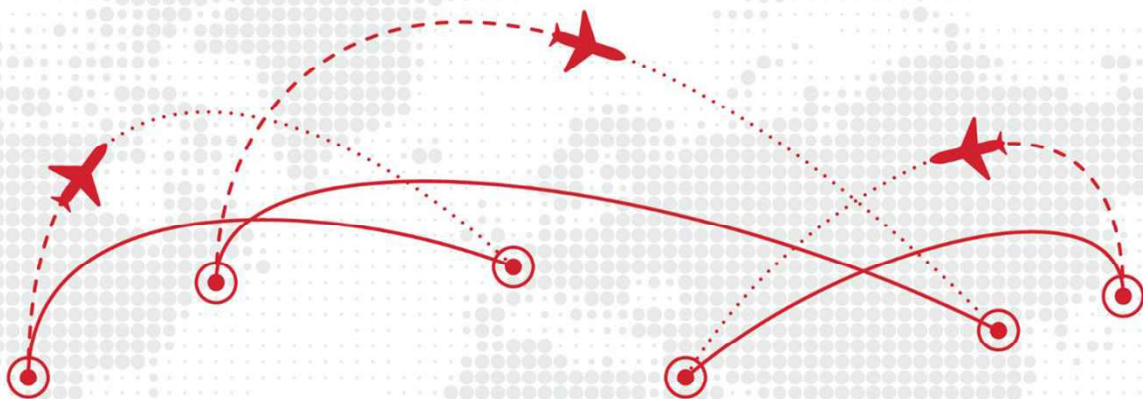
**PUTS AVFUEL FBOS ON THE FLIGHT  
PATH OF MORE CUSTOMERS FROM  
MORE COUNTRIES**



**IN-HOUSE TEAM OF METEOROLOGISTS,  
PLANNERS AND FLIGHT-FOLLOWERS**

### **30+ YEARS** OF PROFESSIONAL EXPERIENCE IN AVIATION PLANNING, INCLUDING:

- Flight following
- Communications
- Government agency relations
- NOTAMs
- Permits
- Arrival and departure slots
- Computerized flight planning
- Weather services
- Visas

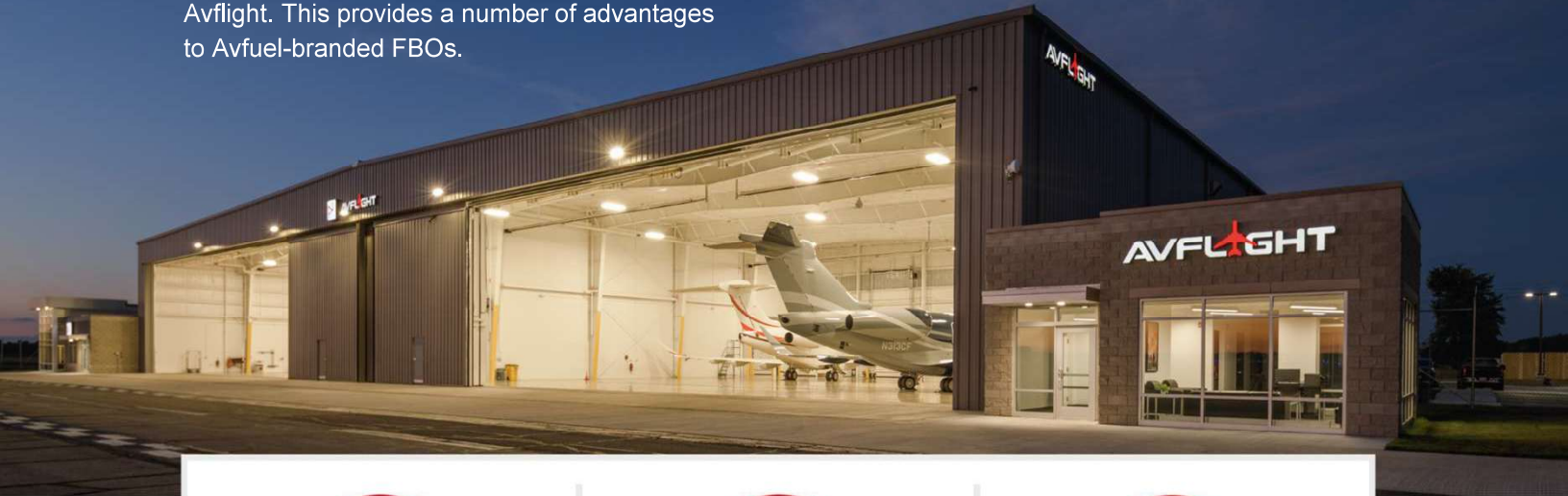


## Avflight: A Network of FBOs

### INSIGHTS FROM 27 OWNED FBOS READY TO COLLABORATE WITH YOU.



Avfuel is unique in the fuel supply industry in that it not only claims to understand the FBO business, but has first-hand experience in the daily operation and challenges of FBO ownership through its sister company, Avflight. This provides a number of advantages to Avfuel-branded FBOs.



#### BETA TESTING

With Avflight, Avfuel is able to beta-test new solutions and updates to existing programs. This ensures every offering Avfuel provides has been thoroughly vetted in the market and built with direct feedback from FBO users.



#### KNOWLEDGE SHARING

Avflight's team members love sharing their expertise with fellow Avfuel-branded locations. With 27 FBOs throughout North America and Europe, Avflight personnel have extensive experience in a vast array of FBO events and situations, and they're eager to share what they've learned.



#### EXCLUSIVE PARTNERSHIPS

Avflight has been known to work with Avfuel-branded FBOs on exclusive, beneficial partnerships, including preferred pricing structures and direct referrals.





## Graphic Design, Promotion Collaboration





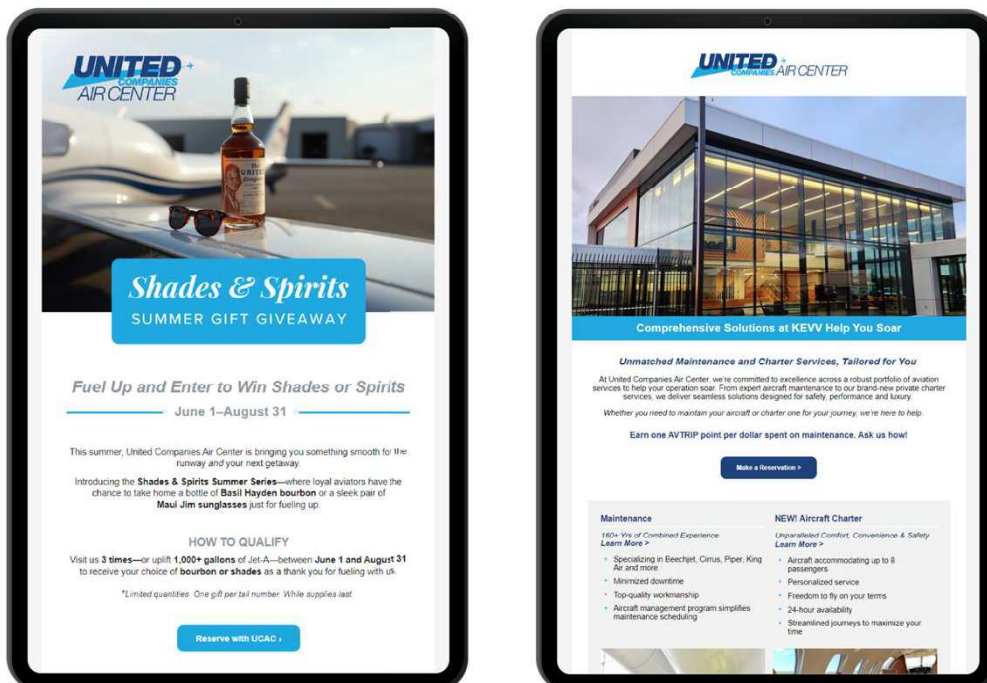
## Branding Package



## Collaboration, Copywriting, & Design



## Email Marketing



## Event Signage



## Social Media Graphics

