



To all upcoming Kitfox training pilots...

### Fuel Surcharge will be added

Due to the continuing Ukraine conflict, and the overall economic inflation... Unfortunately, our discounted fuel prices continue to rise - an increase of now over \$3.00/gallon in 6 months.

Additionally our Rotax engine oil & filters (manufactured and shipped from Europe) have also increased significantly (supply is already slow & limited - and I'm having to stockpile when I can get it).

Our discount fuel vendors don't expect their Aviation fuel prices to stabilize anytime soon - especially if the conflict(s) continues or escalates, AND the economic inflation continues.

We set our 2024 Kitfox cost/hour based on 2023 end-of-season actuals, plus anticipated increases - which would included fuel, insurance (also increasing due to nationwide losses, and lack of competition), consumables, parts + shipping, and labor costs. Unfortunately inflation is exceeding our expectation of cost increases.

Back in March (opening for the season) our average cost per gallon within our training radius - was \$5.50/gallon).

Our training fuel consumption (with all the Backcountry Takeoffs & Landings and high terrain climbs) - averages 8 gallons/hour (12 gal/hr in Takeoff, 9 gal/hr in climb, and 6 gal/hr in cruise).

Therefore, for every \$1 increase in fuel price/gallon - our fuel cost per hour increases \$8. Within our Backcountry training radius (depending on the vendor and location) we are currently are now between \$6.50>\$7.50 per gallon. An increase of \$2

BTW We consume about 2800 gallons/year/Kitfox. Therefore, with the fuel price volatility and the unexpected increased expenses listed, we must impose a fuel surcharge of \$12.00 per hour - immediately.

Unfortunately, further increases may still occur depending on international conflicts, increased public travel consumption reducing stockpiles, and our economy.

We understand, this increase will cause a slight increase in your overall training expense.

Everyone has a budget, and if you feel this increase exceeds your budget for your Kitfox-specific training - we remind you of our 60-day cancellation policy (see "Contract for Services"). We hope you still feel the training is valuable for the cost.

Best regards,

Terry Leadabrand - CFO  
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