

Fuel Surcharge

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 2025 Kitfox cost/hour based on 2024 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

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
Turn.1@icloud.com