



 ORIGINAL

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601 McCarthy Blvd.
New Bern, NC 28562

Proposal to Supply Aviation Fuel

Jack Brooks Regional Airport
Beaumont, TX
Due: September 30, 2020

Prepared by: Trey Baker | tbaker@titanfuels.aero | 252.361.3026
Submitted by: Titan Aviation Fuels | titanfuels.aero | 252.633.0066



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September 30th, 2020

Jefferson County Purchasing Department
1149 Pearl Street, 1st Floor
Beaumont, Texas 77701

Enclosed is our proposal to brand Jack Brooks Regional Airport as a Shell Aviation Branded Dealer. Titan Aviation Fuels (formerly known as Eastern Aviation Fuels (2019)) has been a trusted member to the aviation industry for over 44 years. We serve over 550 branded FBO's as the exclusive marketer of Shell Aviation fuel products in North America.

Titan Aviation Fuels/Shell Aviation is the primary business delivering quality fuel, marketing programs, refueling equipment, supplies, credit card processing, and quality control. This is demonstrated through 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 support your operations as specified in the RFP. I would like to express my appreciation for the time you have shared with our team and reviewing our proposal. I look forward to a long-term business relationship and adding Jack Brooks Regional Airport as a member of the Shell Aviation Branded Network.

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

Best regards,

Trey Baker

Trey Baker
Titan Aviation Fuels

Post Office Box 12327 New Bern, NC 28561-2327
Tel 252-633-0066 Fax 252-633-3125 Cell 252-361-3026 Email tbaker@titanfuels.aero

This proposal contains confidential information



Bidder Information Form

Instructions: Complete the form below. Please provide legible, accurate, and complete contact information. PLEASE PRINT.

Bid Name & Number: Term Contract for Aviation Fuel for Jack Brooks Regional Airport, IFB 20-042/YS

Bidder's Company/Business Name: Titan Aviation Fuels

Bidder's TAX ID Number: 56-1101119

Contact Person: Trey Baker **Title:** Regional Sales Manager

Phone Number (with area code): (252)361-3026

Alternate Phone Number if available (with area code): (252)633-0066

Fax Number (with area code): (252) 633-3125

Email Address: tbaker@titanfuels.aero

Mailing Address (Please provide a physical address for bid bond return, if applicable):

601 McCarthy Blvd.

Address

New Bern, NC 28562

City, State, Zip Code

OFFER AND ACCEPTANCE FORM

OFFER TO CONTRACT

To Jefferson County:

We hereby offer and agree to furnish the materials or service in compliance with all terms, conditions, specifications, and amendments in the Invitation for Bid and any written exceptions in the offer. We understand that the items in this Invitation for Bid, including, but not limited to, all required certificates are fully incorporated herein as a material and necessary part of the contract.

The undersigned hereby states, under penalty of perjury, that all information provided is true, accurate, and complete, and states that he/she has the authority to submit this bid, which will result in a binding contract if accepted by Jefferson County.

We acknowledge receipt of the following amendment(s): _____

I certify, under penalty of perjury, that I have the legal authorization to bind the firm hereunder:

Easton Aviation Fuels, Inc. dba Titan Aviation Fuels For clarification of this offer, contact:
Company Name

PO Box 12321

Address

Robert L. Stallings, IV

Name

New Bern NC 28561

City

State

Zip

252 633-0066

Phone

252-633-3125

Fax

[Signature]

Signature of Person Authorized to Sign

rstallings@titanfuels.aero

E-mail

Robert L. Stallings

Printed Name

President

Title

Bidder Shall Return Completed Form with Offer.

Acceptance of Offer

The Offer is hereby accepted for the following items: Aviation Fuel for Jack Brooks Regional Airport.
Contract Term: Three (3) years from November 1, 2020 through October 31, 2023.

The Contractor is now bound to sell the materials or services listed by the attached contract and based upon the Invitation for Bid, including all terms, conditions, specifications, amendments, etc., and the Contractor's Offer as accepted by Jefferson County.

This contract shall henceforth be referred to as Contract No. IFB 20-042/YS. Term Contract for Aviation Fuel for Jack Brooks Regional Airport. The Contractor has not been authorized to commence any billable work or to provide any material or service under this contract until Contractor receives a purchase order and/or a notice to proceed from the Jefferson County Purchasing Agent.

Countersigned:

Jeff R. Branick
County Judge

Date

Attest:

Carolyn L. Guldry
County Clerk

Bidder Shall Return Completed Form with Offer.

Bid Form

Using this form, each Offeror must state its proposed charges. Each Offeror's charges must include the entire cost of providing the services identified in this IFB.

Cost/Fee Proposals may be submitted in any form(s). Cost will be a factor in the County's selection process.

Item 1.

Price for AV Gas Low Lead 100 is the price in effect at time of delivery and is based on a formula price using Platts, U.S. Gulf Coast pipeline mid using Monday through Friday average effective on Tuesdays, plus bidder's markup per gallon, plus tax in effect.

Estimated Quantity	Description	Unit Price per Gallon	Estimated Total Price per Year
35,000 gallons	AV Gas Low Lead 100 (Total Delivered Price)	<u>\$ 2.42574</u>	<u>\$ 84,900.90</u>
	Platts Reference Price for 8-25-2020	<u>\$ 1.29104</u>	
	Bidder's Markup	<u>\$.045</u>	
	Taxes/Fees per Gallon	<u>\$.1979</u>	
	Unit Price per Gallon (price, bidder's markup, and taxes/fees per gallon)	<u>\$ 1.53394</u>	\$ _____
	Texas Delivery Fee (per delivery)	<u>\$.0718</u>	\$ _____

Item 2.

Price for Jet A is the price in effect at the time of delivery and is based on a formula price using Platts, U.S. Gulf Coast pipeline mid using Monday through Friday average effective on Tuesdays, plus freight, plus bidder's markup per gallon, plus tax in effect.

Estimated Quantity	Description	Unit Price per Gallon	Estimated Total Price per Year
500,000 gallons	Jet A (Total Delivered Price)	<u>\$ 1.50122</u>	<u>\$ 750,610.00</u>
	Platts Reference Price for 8-25-2020	<u>\$ 1.11092</u>	
	Bidder's Markup	<u>\$.0275</u>	
	Taxes/Fees per Gallon	<u>\$.2459</u>	
	Unit Price per Gallon (price, bidder's markup, and taxes/fees per gallon)	<u>\$ 1.38432</u>	\$ _____
	Texas Delivery Fee (per delivery)	<u>\$.0769</u>	<u>\$.0814</u> <u>(Secondary)</u>

Name of Company: Titan Aviation Fuels

(IFB 20-042/YS), Term Contract for Aviation Fuel for Jack Brooks Regional Airport

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This proposal contains confidential information



TOTAL PRICING / DELIVERY AND TERMS

Jack Brooks Regional Airport

TERMINAL	JET A		TERMINAL	AVGAS	
	Pasadena	Tyler		Deer Park	Tyler
INDEX	GC	GC	INDEX	GC 93 PUL	GC 93 PUL
TERMINAL RATE	1.150920	1.140920	TERMINAL RATE	\$2.111040	\$2.07104
MARK UP	0.027500	0.027500	MARK UP	\$0.045000	\$0.04500
*STATE TAX	0.000000	0.000000	*STATE TAX	\$0.000000	\$0.00000
FET	0.244000	0.244000	FET	\$0.194000	\$0.19400
FEES	0.001900	0.001900	FEES	\$0.003900	\$0.00390
**FREIGHT	0.076900	0.133500	**FREIGHT	\$0.071800	\$0.12530
DELIVERED PRICE	1.501220	1.547820	DELIVERED PRICE	\$2.425740	\$2.439240

* TAXES: THE STATE SALES TAX FOR AVIATION FUEL IS NOT INCLUDED IN THE ABOVE LISTED PRICING. THIS AMOUNT IS NOT CHARGED TO SHELL AVIATION DEALERS IF A COPY OF YOUR SALES TAX EXEMPTION FORM IS PROVIDED TO TITAN AVIATION FUELS/SHELL AVIATION TO KEEP ON FILE.

** FREIGHT CHARGES: EAF DOES NOT CONTROL THE RATES TRANSPORT CARRIERS CHARGE TO DELIVER PRODUCT TO OUR CLIENTS. WE SEND OUT REQUESTS TO SEVERAL CARRIERS IN ORDER TO GET THE LOWEST PRICE POSSIBLE BUT LOOK FOR SAFETY, DEPENDABILITY AND TRAINING AS A KEY FACTOR TO DETERMINE THE BEST COMPANY. IF YOUR ORGANIZATION HAS A PREFERRED CARRIER, PLEASE NOTIFY YOUR SALES REPRESENTATIVE.

PRICING DATE 8.25.2020 THRU 8.31.2020

Jet A price will be based on the previous week's average of the published market index based on terminal location and will be adjusted every Tuesday excluding holidays. If product is out at the primary terminal, Titan Aviation Fuels has the ability to provide product from alternate sources.

AVGAS/100LL price will be based on a Weekly Posted Rack Price based on terminal location and will be adjusted every Tuesday excluding holidays. If product is out at the primary terminal, Titan Aviation Fuels can provide product from alternate terminals.

- Fuel Quality: Titan Aviation Fuels will provide your FBO Jet A W/ Additive that meets the ASTM Specification D1655 (latest edition) and Aviation Gasoline 100LL that meets the requirements of the ASTM Specification D910 (latest edition)
- Titan Aviation Fuel offers Jet A with or without FSII
- Price Change Notification: Every Monday evening
- Product Delivery: Titan Aviation Fuels' offer is based upon the delivery of full transport loads of Jet A and Avgas 100LL
- Credit: Net (30) Day EFT
- Terms of Contract: Three (3) Years
- Weekly Pricing will be provided
- If there is a change in third-party, a 30-day notice will be given

This proposal contains confidential information



Bid Form (Continued)

Credit Cards honored and service fees:

Shell Aviation Card	1.89 %	(0% Fuel Contract)	AvCard	3.0 %
Multiservice Card	2.6 %		Discover	2.25 %
Mastercard/Visa	1.9 %		American Express	2.5 %
Gov't Air Card	0.0 %			%

Weighted Average of Fees (50% major oil)	\$ N/A
Increment due to the Average of Credit Card Fee	\$ N/A
AV Gas Low Lead 100 Effective Bid Price per Gallon	\$ N/A
Total Effective Bid per Gallon	\$ N/A
Jet A Effective Bid per Gallon	\$ N/A
Total Effective Bid per Gallon	\$ N/A
Effective Bid Value, Grand Total	\$ N/A
Bid Surety	\$ N/A
Additional Marketing Support (co-op advertising)	\$ 0.005 / Per Gallon

Refueler Truck

3,000 Gallon Jet A Refueler Truck – Annual Cost: NEW		\$ 1495
Make/Model	Ford F-450 - Gas Engine Powered	

Option: keep current
2018 Refueler at a
new rate of \$995
per month
(6 months Free)

Name of Company: Titan Aviation Fuels

Acknowledgment of Addenda (if any):

Addendum 1 _____ Date Received _____
Addendum 2 _____ Date Received _____
Addendum 3 _____ Date Received _____

Bidder Shall Return Completed Form with Offer.

Vendor References

Please list at least three (3) companies or governmental agencies (preferably a municipality) where the same or similar products and/or services as contained in this specification package were recently provided.

THIS FORM MUST BE RETURNED WITH YOUR BID.

REFERENCE ONE

Government/Company Name: City of Mesquite

Address: 1340 ARPT BLVD., Mesquite, Texas 75181

Contact Person and Title: Eric Pratt

Phone: (972) 216-4130 Fax: (972) 216-4149

Email Address: epratt@cityofmesquite.com Contract Period: 4 Years

Scope of Work: Aviation Fueling Services

REFERENCE TWO

Government/Company Name: City of Sugar Land

Address: 12888 B HWY 6 South, Sugar Land, Texas 77498

Contact Person and Title: Elizabeth Rosenbaum

Phone: (281) 275-2100 Fax: (281) 275-2404

Email Address: erosenbaum@sugarlandtx.gov Contract Period: 5 Years

Scope of Work: Aviation Fueling Services

REFERENCE THREE

Government/Company Name: City of Nacogdoches

Address: 556 Terry Crawford, OFC, Nacogdoches, Texas 75964

Contact Person and Title: Joe Cefalu

Phone: (036) 560-0567 Fax: (036) 560-3216

Email Address: cefalu@ci.nacogdoches.tx.us Contract Period: 3 Years with (2) 1 Year Options

Scope of Work: Aviation Fueling Services

Bidder Shall Return Completed Form with Offer.

This proposal contains confidential information

Signature Page

is permitted under Article 4413 (32c) V.A.C.S., other governmental entities may wish to participate under the same terms and conditions contained in this contract (i.e., piggyback). In the event any other entity participates, all purchase orders will be issued directly from and shipped directly to the entity requiring supplies/services. Jefferson County shall not be held responsible for any orders placed, deliveries made or payment for supplies/services ordered by another entity. Each entity reserves the right to determine their participation in this contract.

Would bidder be willing to allow other governmental entities to piggyback off this contract, if awarded, under the same terms and conditions? Yes ☐ No ☒

This bid shall remain in effect for ninety (90) days from bid opening and shall be exclusive of federal excise and state and local sales tax (exempt).

The undersigned agrees, if this bid is accepted, to furnish any and all items upon which prices are offered, at the price and upon the terms and conditions contained in the Invitation for Bid, Conditions of Bidding, Terms of Contract, and Specifications and all other items made a part of the accepted contract.

The undersigned affirms that they are duly authorized to execute the contract, that this company, corporation, firm, partnership or individual has not prepared this bid in collusion with any other bidder, and that the contents of this bid as to prices, terms or conditions of said bid have not been communicated by the undersigned nor by any employee or agent to any other bidder or to any other person(s) engaged in this type of business prior to the official opening of this bid. And further, that neither the bidder nor their employees nor agents have been for the past six (6) months directly nor indirectly concerned in any pool or agreement or combination to control the price of goods or services on, nor to influence any person to bid or not to bid thereon.

Aviation Fuels, Inc. dba Titan Aviation Fuels
Bidder (Entity Name)

[Signature]
Signature

601 McCarthy Blvd
Street & Mailing Address

Robert L Stallings, II
Print Name

New Bern, NC 28522
City, State & Zip

9-17-20
Date Signed

252-633-0066
Telephone Number

252-633-3125
Fax Number

r.stallings@titanfuels.aero
E-mail Address

Bidder Shall Return Completed Form with Offer.

Conflict of Interest Questionnaire

CONFLICT OF INTEREST QUESTIONNAIRE For vendor doing business with local governmental entity		FORM CIQ
<p>This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.</p> <p>This questionnaire is being filed in accordance with Chapter 17B, Local Government Code, by a vendor who has a business relationship as defined by Section 17B.001(1-a) with a local governmental entity and the vendor meets requirements under Section 17B.006(a).</p> <p>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 17B.006(a-1), Local Government Code.</p> <p>A vendor commits an offense if the vendor knowingly violates Section 17B.006, Local Government Code. An offense under this section is a misdemeanor.</p>	<div style="border: 1px solid black; padding: 2px; text-align: center; font-weight: bold;">OFFICE USE ONLY</div> <div style="border: 1px solid black; height: 100px; margin-top: 5px;"></div>	
<p>1 Name of vendor who has a business relationship with local governmental entity.</p>		
<p>2 <input type="checkbox"/> Check this box if you are filing an update to a previously filed questionnaire.</p> <p style="font-size: small;">(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 of the facts that require the filing of a questionnaire.)</p>		
<p>3 Name of local government officer about whom the information in this section is disclosed.</p> <div style="text-align: center; margin: 10px 0;"> <hr style="width: 80%;"/> <p style="margin: 0;">Name of Officer</p> </div> <p style="font-size: small;">This section (item 3 including subparts A, B, C, & D) must be completed for each officer with whom the vendor has an employment or other business relationship as defined by Section 17B.001(1-a), Local Government Code. Attach additional pages to this Form CIQ as necessary.</p> <p>A. Is the local government officer named in this section likely to receive taxable income, other than investment income, from the vendor?</p> <p style="text-align: center;"> <input type="checkbox"/> Yes <input type="checkbox"/> No </p> <p>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 named in this section? (If the taxable income is not received from the local governmental entity?)</p> <p style="text-align: center;"> <input type="checkbox"/> Yes <input type="checkbox"/> No </p> <p>C. Is the filer of this questionnaire employed by a corporation or other business entity with respect to which the local government officer serves as an officer, director, or holds an ownership interest of one percent or more?</p> <p style="text-align: center;"> <input type="checkbox"/> Yes <input type="checkbox"/> No </p> <p>D. Describe each employment or business and family relationship with the local government officer named in this section.</p>		
<p>4</p> <div style="display: flex; justify-content: space-between; margin-top: 20px;"> <div style="width: 45%;"> <hr style="width: 80%;"/> <p style="font-size: small; margin: 0;">Signature of vendor doing business with the governmental entity</p> </div> <div style="width: 45%;"> <hr style="width: 80%;"/> <p style="font-size: small; margin: 0;">Date</p> </div> </div>		

Adopted 8/9/2013

Bidder Shall Return Completed Form with Offer.

Local Government Officer Conflicts Disclosure Statement - OFFICE USE ONLY

LOCAL GOVERNMENT OFFICER CONFLICTS DISCLOSURE STATEMENT		FORM CIS					
<p>This questionnaire reflects changes made to the law by H.B. 23, 84th Leg., Regular Session.</p> <p>This is the notice to the appropriate local governmental entity that the following local government officer has become aware of facts that require the officer to file this statement in accordance with Chapter 17B, Local Government Code.</p>		OFFICE USE ONLY Date Received: _____					
1	Name of Local Government Officer						
2	Office Held						
3	Name of vendor described by Sections 17B.001(7) and 17B.003(a), Local Government Code						
4	Description of the nature and extent of employment or other business relationship with vendor named in item 3						
5	<p>List gifts accepted by the local government officer and any family member. If aggregate value of the gifts accepted from vendor named in item 3 exceeds \$100 during the 12-month period described by Section 17B.003(a)(2)(B).</p> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">Date Gift Accepted</td> <td>Description of Gift</td> </tr> <tr> <td>Date Gift Accepted</td> <td>Description of Gift</td> </tr> <tr> <td>Date Gift Accepted</td> <td>Description of Gift</td> </tr> </table> <p style="text-align: center;">(attach additional forms as necessary)</p>		Date Gift Accepted	Description of Gift	Date Gift Accepted	Description of Gift	Date Gift Accepted
Date Gift Accepted	Description of Gift						
Date Gift Accepted	Description of Gift						
Date Gift Accepted	Description of Gift						
6	<p>AFFIDAVIT</p> <p>I, _____, under penalty of perjury that the above statement is true and correct. I acknowledge that the disclosure applies to each family member as defined by Section 17B.001(2), Local Government Code of this local government officer. I also acknowledge that this statement covers the 12-month period described by Section 17B.003(a)(2)(B), Local Government Code.</p> <p style="text-align: right;">_____ Signature of Local Government Officer</p> <p>SWORN AND SUBSCRIBED before me, by the said _____, this the _____ day of _____, 20____, to certify which, witness my hand and seal of office.</p> <table style="width: 100%; border-collapse: collapse; margin-top: 10px;"> <tr> <td style="width: 33%;">Signature of officer administering oath</td> <td style="width: 33%;">Printed name of officer administering oath</td> <td style="width: 33%;">Title of officer administering oath</td> </tr> </table>		Signature of officer administering oath	Printed name of officer administering oath	Title of officer administering oath		
Signature of officer administering oath	Printed name of officer administering oath	Title of officer administering oath					

Adopted 8/7/2015

Good Faith Effort (GFE) Determination Checklist

This information must be submitted with your bid.

Bidder intends to utilize subcontractors/subconsultants in the fulfillment of this contract (if awarded).
☐ Yes ☒ No

Instructions: In order to determine if a "Good Faith Effort" was made in soliciting HUBs for subcontracting opportunities, the following checklist and supporting documentation shall be completed by the Prime Contractor/Consultant, and returned with the Prime Contractor/ Consultant's bid. This list contains the minimum efforts that should be put forth by the Prime Contractor/Consultant when attempting to achieve or exceed the goals of HUB Subcontractor participation. The Prime Contractor/Consultant may extend his/her efforts in soliciting HUB Subcontractor participation beyond what is listed below.

Did the Prime Contractor/Consultant ...

- | | | |
|-----------------------------------------|----------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No | 1. To the extent practical, and consistent with standard and prudent industry standards, divide the contract work into the smallest feasible portions, to allow for maximum HUB Subcontractor participation? |
| <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No | 2. Notify in writing a reasonable number of HUBs, allowing sufficient time for effective participation of the planned work to be subcontracted? |
| <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No | 3. Provide HUBs that were genuinely interested in bidding on a subcontractor, adequate information regarding the project (i.e., plans, specifications, scope of work, bonding and insurance requirements, and a point of contact within the Prime Contractor/Consultant's organization)? |
| <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No | 4. Negotiate in good faith with interested HUBs, and not reject bids from HUBs that qualify as lowest and responsive bidders? |
| <input type="checkbox"/> Yes | <input checked="" type="checkbox"/> No | 5. Document reasons HUBs were rejected? Was a written rejection notice, including the reason for rejection, provided to the rejected HUBs? |
| <input checked="" type="checkbox"/> Yes | <input type="checkbox"/> No | 6. If Prime Contractor/Consultant has zero (0) HUB participation, please explain the reasons why. |

If "No" was selected, please explain and include any pertinent documentation with your bid.
If necessary, please use a separate sheet to answer the above questions.

Robert L. Stelling, Jr.
Printed Name of Authorized Representative

[Signature]
Signature

President
Title

9-17-20
Date

Bidder Shall Return Completed Form with Offer.

Notice of Intent (NOI) to Subcontract with Historically Underutilized Business (HUB)

This information must be submitted with your bid.

Bidder intends to utilize subcontractors/subconsultants in the fulfillment of this contract (if awarded).
☐ Yes ☒ No

Instructions for Prime Contractor/Consultant: Bidder shall submit this form with the bid; however, the information below may be submitted after contract award, but prior to beginning performance on the contract. Please submit one form for each HUB Subcontractor/Subconsultant with proper signatures, per the terms and conditions of your contract.

Contractor Name: _____ HUB: ☐ Yes ☐ No

Address: _____
Street City State

Phone (with area code): _____ Fax (with area code): _____

Project Title & No.: _____

Prime Contract Amount: \$ _____

HUB Subcontractor Name: _____

HUB Status (Gender & Ethnicity): _____

Certifying Agency: ☐ Tx. Bldg & Procurement Comm. ☒ Jefferson County ☐ Tx Unified Certification Prog.

Address: _____
Street State Zip

Phone (with area code): _____ Fax (with area code): _____

Proposed Subcontract Amount: \$ _____ Percentage of Prime Contract: _____ %

Description of Subcontract Work to be Performed: _____

Printed Name of Contractor Representative _____ Signature of Representative _____ Date _____

Printed Name of HUB _____ Signature of Representative _____ Date _____

NOTE: NOTHING ON THIS NOTICE OF INTENT FORM IS INTENDED TO CONFER ANY RIGHTS, EXPRESSED OR IMPLIED, TO ANY THIRD PARTIES.

Pre-Approval for Subcontractor Substitutions must be obtained from the Jefferson County Purchasing Agent's Representative. The "HUB Subcontractor/Subconsultant Change Form" must be completed and faxed to 409-835-8456.

Bidder Shall Return Completed Form with Offer.

Historically Underutilized Business (HUB) Subcontracting Participation Declaration Form

PAGE 1 OF 4

This information must be submitted with your bid.

Bidder intends to utilize subcontractors/subconsultants in the fulfillment of this contract (if awarded).

☐ Yes ☒ No

Prime Contractor: _____

HUB: ☐ Yes ☐ No

HUB Status (Gender & Ethnicity): _____

Address: _____
Street City State Zip

Phone (with area code): _____

Fax (with area code): _____

Project Title & No.: _____

IFB/RFQ: _____

Total Contract: \$ _____

Total HUB Subcontract: \$ _____

Construction HUB Goals: 12.8% MBE: _____ % 12.8% WBE: _____ %

Sub-goals: 1.7 African-American, 9.7% Hispanic, 0.8% Native American, 0.8% Asian American.
Use these goals as a guide to diversity.

FOR HUB OFFICE USE ONLY:

Verification date HUB Program Office reviewed and verified HUB information Date: _____ Initials: _____

PART I. HUB SUBCONTRACTOR DISCLOSURE

HUB Subcontractor Name: _____

HUB Status (Gender & Ethnicity): _____

Certifying Agency: ☐ Texas Department of Transportation ☐ Texas Unified Certification Program

Address: _____
Street City State Zip

Contact person: _____ Title: _____

Phone (with area code): _____ Fax (with area code): _____

Proposed Subcontract Amount: \$ _____ Percentage of Prime Contract: _____ %

Description of Subcontract Work to be Performed: _____

Bidder Shall Return Completed Form with Offer.

Historically Underutilized Business (HUB) Subcontracting Participation Declaration Form

PAGE 3 OF 4

PART II: STATEMENT OF NON-COMPLIANCE FOR NOT MEETING HUB SUBCONTRACTING GOALS

Please complete Good Faith Effort (GFE) Checklist and attach any supporting documentation.

Our firm was unable to meet the HUB goals for this project for the following reasons:

- ☐ All subcontractors to be utilized are "Non-HUBs." (Complete Part III)
- ☐ HUBs were solicited but did not respond.
- ☐ HUBs solicited were not competitive.
- ☐ HUBs were unavailable for the following trade(s):
- ☐ Other: _____

Was the Jefferson County HUB Office contacted for assistance in locating HUBs? ☒ Yes ☐ No

PART III: DISCLOSURE OF OTHER "NON-HUB" SUBCONTRACTS

The bidder shall use this area to provide a listing of all "Non-HUB" Subcontractors, including suppliers, that will perform under this project. A list of those "Non-HUB" Subcontractors that the bidder selects, after bid submission, shall be provided to the Purchasing Office not later than five (5) calendar days after being notified that bidder is the apparent low bidder. A list of those "Non-HUB" Subcontractors that are selected after contract award must be provided immediately after their selection.

Subcontractor Name: _____

Address: _____
Street State Zip

Contact person: _____ Title: _____

Phone (with area code): _____ Fax (with area code): _____

Proposed Subcontract Amount: \$ _____ Percentage of Prime Contract: _____ %

Description of Subcontract Work to be Performed: _____

Subcontractor Name: _____

Address: _____
Street City State Zip

Contact person: _____ Title: _____

Phone (with area code): _____ Fax (with area code): _____

Proposed Subcontract Amount: \$ _____ Percentage of Prime Contract: _____ %

Description of Subcontract Work to be Performed: _____

Bidder Shall Return Completed Form with Offer.

Historically Underutilized Business (HUB) Subcontracting Participation Declaration Form

PAGE 4 OF 4

Subcontractor Name: _____
Address: _____
Street City State Zip
Contact person: _____ Title: _____
Phone (with area code): _____ Fax (with area code): _____
Proposed Subcontract Amount: \$ _____ Percentage of Prime Contract: _____ %
Description of Subcontract Work to be Performed: _____

Subcontractor Name: _____
Address: _____
Street City State Zip
Contact person: _____ Title: _____
Phone (with area code): _____ Fax (with area code): _____
Proposed Subcontract Amount: \$ _____ Percentage of Prime Contract: _____ %
Description of Subcontract Work to be Performed: _____

I hereby certify that I have read the HUB Program Instructions and Information, truthfully completed all applicable parts of this form, and attached any necessary supporting documentation as required. I fully understand that intentionally falsifying information on this document may result in my non-award of a contract award or termination of any resulting contract.

Name (print or type): _____
Title: _____
Signature: _____
Date: _____
E-mail address: _____
Contact person that will be in charge of invoicing for this project:
Name (print or type): _____
Title: _____
Date: _____
E-mail address: _____

Bidder Shall Return Completed Form with Offer.

Residence Certification/Tax Form

Pursuant to Texas Government Code §2252.001 et seq., as amended, Jefferson County requests Resident Certification. §2252.001 et seq. of the Government Code provides some restrictions on the awarding of governmental contracts; pertinent provisions of §2252.001 are stated below:

- (3) "Nonresident bidder" refers to a person who is not a resident.
- (4) "Resident bidder" refers to a person whose principal place of business is in this state, including a contractor whose ultimate parent company or majority owner has its principal place of business in this state.

I certify that _____ [company name] is a Resident Bidder of Texas as defined in Government Code §2252.001.

I certify that **Titan Aviation Fuels** [company name] is a Nonresident Bidder as defined in Government Code §2252.001 and our principal place of business is **New Bern, North Carolina** (city and state).

Taxpayer Identification Number (T.I.N.):	56-1101119
Company Name submitting bid/proposal:	Titan Aviation Fuels
Mailing address:	601 McCarthy Boulevard, New Bern, North Carolina 28562
If you are an individual, list the names and addresses of any partnership of which you are a general partner:	

Property: List all taxable property owned by you or above partnerships in Jefferson County.

Jefferson County Tax Acct. No.*	Property address or location**

* This is the property amount identification number assigned by the Jefferson County Appraisal District.

** For real property, specify the property address or legal description. For business property, specify the address where the property is located. For example, office equipment will normally be at your office, but inventory may be stored as a warehouse or other location.

Bidder Shall Return Completed Form with Offer.

House Bill 89 Verification

I, Robert L. Stallings, IV, the undersigned representative of (company or business name) Eastern Aviation Fuels, Inc. aka Titan Aviation Fuels (heretofore referred to as company) being an adult over the age of eighteen (18) years of age, after being duly sworn by the undersigned notary, do hereby depose and verify under oath that the company named above, under the provisions of Subtitle F, Title 10, Government Code Chapter 2270:

1. Does not boycott Israel currently; and
2. Will not boycott Israel during the term of the contract.

Pursuant to Section 2270.001, Texas Government Code:

1. "Boycott Israel" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made ordinary business purposes; and

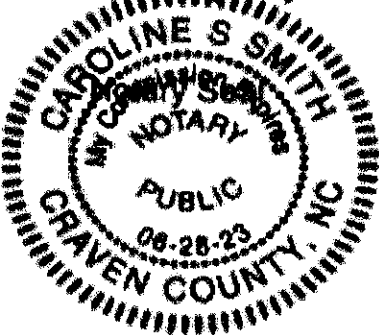
2. "Company" means a for-profit sole proprietorship, organization, association, corporation, partnership, joint venture, limited partnership, limited liability partnership, or an limited liability company, including a wholly owned subsidiary, majority-owned subsidiary, parent company or affiliate of those entities or business association that exist to make a profit.

[Signature]
Signature of Company Representative

9-17-20
Date

On this 17 day of September 20 20, personally appeared

Robert L. Stallings, IV, the above named person, who after by me being duly sworn, did swear and confirm that the above is true and correct.



Caroline S. Smith
Notary Signature

9/17/20
Date

Bidder Shall Return Completed Form with Offer.

Senate Bill 252 Certification

On this day, I, Deborah L. Clark, Purchasing Agent for Jefferson County, Texas, pursuant to Texas Government Code, Chapter 2252, Section 2252.152 and Section 2252.153, certify that I did review the website of the Comptroller of the State of Texas concerning the listing of companies that is identified under Section 806.051, Section 807.051, or Section 2253.253 and I have ascertained that the below named company is not contained on said listing of companies which do business with Iran, Sudan, or any Foreign Terrorist Organization.

Titan Aviation Fuels

Company Name

IFB 20-042/YS

IFB/RFP/RFQ number

Certification check performed by:

Purchasing Representative

Date

Bidder Shall Return Completed Form with Offer.

Bid Affidavit

The undersigned certifies that the bid prices contained in this bid have been carefully reviewed and are submitted as correct and final. Bidder further certifies and agrees to furnish any and/or all commodities upon which prices are extended at the price offered, and upon the conditions contained in the specifications and the Notice to Bidders.

STATE OF NORTH Carolina COUNTY OF Craven

BEFORE ME, the undersigned authority, a Notary Public in and for the State of NORTH Carolina

on this day personally appeared Robert L. Stallings, IV, who
(name)

after being by me duly sworn, did depose and say:

"I, Robert L. Stallings, IV am a duly authorized officer of/agent
(name)

for Eastern Aviation Fuels, Inc. dba Titan Aviation Fuels and have been duly authorized to execute the
(name of firm)

foregoing on behalf of the said Eastern Aviation Fuels, Inc. dba Titan Aviation Fuels
(name of firm)

I hereby certify that the foregoing bid has not been prepared in collusion with any other bidder or other person or persons engaged in the same line of business prior to the official opening of this bid. Further, I certify that the bidder is not now, nor has been for the past six (6) months, directly or indirectly concerned in any pool or agreement or combination, to control the price of services/commodities bid on, or to influence any person or persons to bid or not to bid thereon."

Name and address of bidder: Eastern Aviation Fuels, Inc. dba Titan Aviation Fuels
Po Box 12327 New Bern, NC 28561

Fax: 252-633-3125 Telephone# 252-633-0066

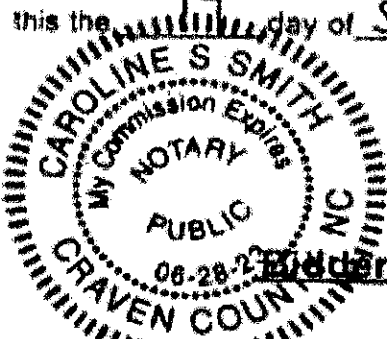
by: Robert L. Stallings, IV Title: President
(print name)

Signature: [Signature]

SUBSCRIBED AND SWORN to before me by the above-named
Robert L. Stallings, IV on

this the 17th day of September, 2020

Caroline S. Smith
Notary Public in and for
the State of NC



Bidder Shall Return Completed Form with Offer.

CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 1

Complete Nos. 1 - 4 and 6 if there are interested parties.
Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

OFFICE USE ONLY
CERTIFICATION OF FILING

Certificate Number:
2020-667934

Date Filed:
09/15/2020

Date Acknowledged:

1. Name of business entity filing form, and the city, state and country of the business entity's place of business.
Titan Aviation Fuels
New Bern, NC United States

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.
Jefferson County Purchasing Department

3	Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.	
	IFB 20-042/Y5 Aviation Fuel Services	

[illegible]

Check only if there is NO Interested Party. ☐

UNSWORN DECLARATION

My name is _____, and my date of birth is _____.

My address is

(street)	(city)	(state)	(zip code)	(country)
----------	--------	---------	------------	-----------

I declare under penalty of perjury that the foregoing is true and correct.

Executed in _____ County, State of _____, on the _____ day of _____, 20____.

(month) (year)

Signature of authorized agent of contracting business entity
(Declarant)

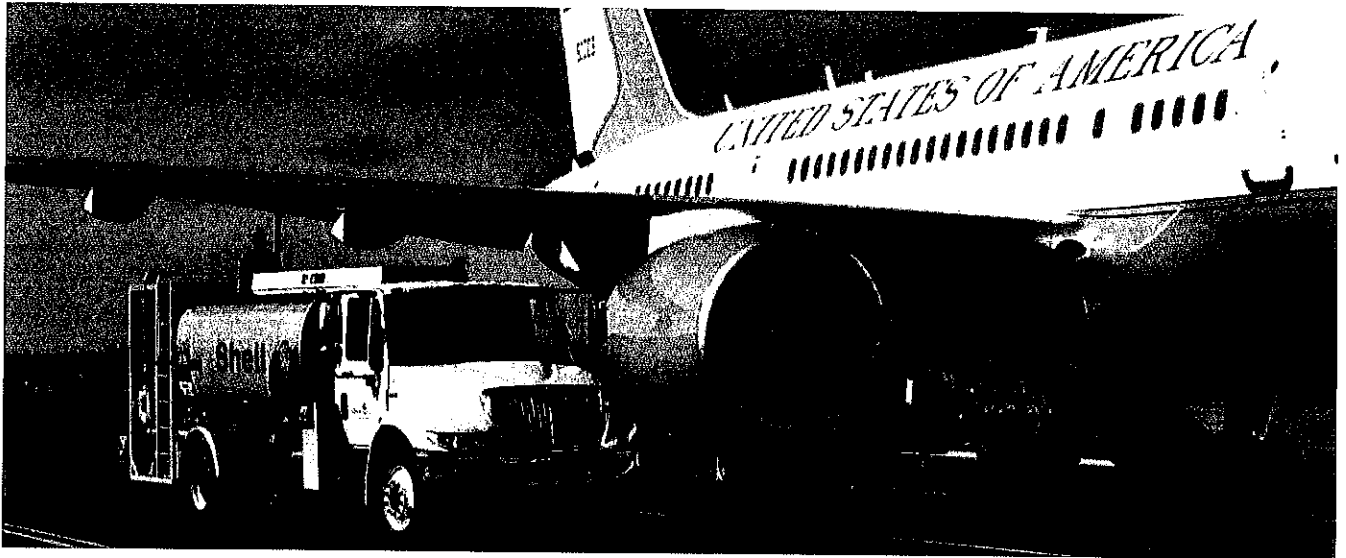
This proposal contains confidential information



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1. TAF Introduction
2. Offer & Pricing
3. Refueler Options
4. CC Rates & Invoicing
5. Marketing
6. Support Services
7. Implementation Plan
8. References

This proposal contains confidential information



INTRODUCTION

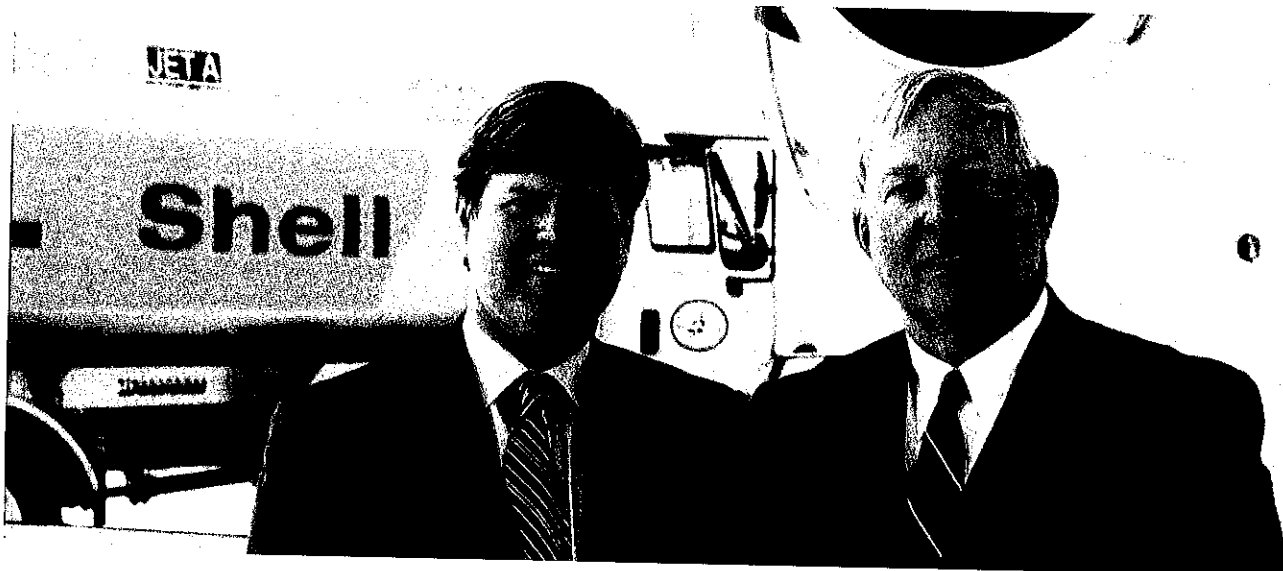
Titan Aviation Fuels offers your FBO the advantage of a partnership based on service, solutions, safety and innovation. Being the exclusive branded marketer of Shell Aviation fuels provides your FBO security of supply teamed with the service of a family operated company dedicated to aviation. We are committed to your success through our shared objectives:

- Reliable fuel supply
- Increased fuel sales
- Technical expertise and training
- Sales and marketing support
- Valuable network connections



PROFILE - TITAN AVIATION FUELS

- Exclusive general aviation sales and marketing entity for Shell Aviation products in the United States
- Titan Aviation Fuels was established in 1975 in New Bern, NC
- Over 550 branded FBOs throughout the United States
- 100% commitment to the General Aviation Market through membership, product, sales and support
- 85 plus dedicated employees who are customer service oriented, located around the United States
- A large fleet of aviation refuelers to meet our customers daily demands and special events
- Quality Control audit team dedicated to the consistent delivery of quality product, support and safety
- Dedicated sales and marketing team located throughout the United States who support daily operations
- Contract Fuel Programs designed to connect you directly to targeted customers and prospects
- Loyalty Rewards Program to promote increased sales and customer appreciation



THE TITAN AVIATION FUELS TEAM

Robbie Stallings, President

800-334-5732 (office)

252-671-5959 (cell)

rstallings@titanfuels.aero

Byron Gray, Sales Manager

800-334-5732 (office)

972-358-6809 (cell)

byron@titanfuels.aero

Mike Allen, VP Sales and Marketing

800-334-5732 (office)

919-740-9306 (cell)

mike@titanfuels.aero

Trey Baker, Sales Rep (Primary Point of Contact)

800-334-5732 (office)

252-361-3026 (cell)

tbaker@titanfuels.aero

Elise Donald, Director of Client Relations

800-334-5732 (office)

281-782-4067 (cell)

elise@titanfuels.aero

Patricia Remmers, Contract Fuel Sales Rep

800-334-5732 (office)

561-212-5494 (cell)

premmers@titanfuels.aero

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OFFER SUMMARY

Point-of-Sale System

Titan Aviation Fuels will provide your FBO with the VX-820 free of charge and with no monthly fees. The point-of-sale system integrates with both Shell AeroClass and Shell Contract Fuel.

Marketing

Titan Aviation Fuels will design and execute a marketing plan and provide ongoing marketing consultation for the duration of the contract.

Titan Aviation Fuels will provide \$10,000 towards any trainings, marketing, fuel farm upgrades, uniforms, etc., as well as any remaining funds from current contract

Signage

Titan Aviation Fuels will provide a lighted Shell Aviation sign at your self-serve location at no cost

Co-op

Titan Aviation Fuels 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. You will earn ½ cent per gallon of fuel purchased.

Fuel Quality Assurance and Training

Titan Aviation Fuels will provide your FBO annual on-site Quality Control inspections, access to ACE-GA training, and complimentary regional Quality Control Seminars.

Titan Aviation Fuels will provide FAR Part 139 & ATA 103 Training at no cost

Insurance Coverage

Shell offers a \$50,000,000 third party Aircraft Products/Completed Operations Liability Insurance program free of charge provided, underlying insurance minimums are met.

Refueler Trucks

New 2020 3000 Gallon Jet Refueler: \$1,495.00 Per Month

Current 2018 3000 Gallon Jet Refueler: \$995 Per Month (Including 6 Months Free)

Additional Offers

Titan Aviation Fuels will provide a free 6-month trial of Atlas Software free of cost, after the 6-month trial it will be \$50 per month (Basic Package)

Contract and Payment Terms

3 Year Contract

Payment due net 30 days via EFT

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

This proposal contains confidential information



TOTAL PRICING / DELIVERY AND TERMS

Jack Brooks Regional Airport

JET A			AVGAS		
TERMINAL	Pasadena	Tyler	TERMINAL	Deer Park	Tyler
INDEX	GC	GC	INDEX	GC 93 PUL	GC 93 PUL
TERMINAL RATE	1.150920	1.140920	TERMINAL RATE	\$2.111040	\$2.07104
MARK UP	0.027500	0.027500	MARK UP	\$0.045000	\$0.04500
*STATE TAX	0.000000	0.000000	*STATE TAX	\$0.000000	\$0.00000
FET	0.244000	0.244000	FET	\$0.194000	\$0.19400
FEES	0.001900	0.001900	FEES	\$0.003900	\$0.00390
**FREIGHT	0.076900	0.133500	**FREIGHT	\$0.071800	\$0.12530
DELIVERED PRICE	1.501220	1.547820	DELIVERED PRICE	\$2.425740	\$2.439240

* TAXES: THE STATE SALES TAX FOR AVIATION FUEL IS NOT INCLUDED IN THE ABOVE LISTED PRICING. THIS AMOUNT IS NOT CHARGED TO SHELL AVIATION DEALERS IF A COPY OF YOUR SALES TAX EXEMPTION FORM IS PROVIDED TO TITAN AVIATION FUELS/SHELL AVIATION TO KEEP ON FILE.

** FREIGHT CHARGES: EAF DOES NOT CONTROL THE RATES TRANSPORT CARRIERS CHARGE TO DELIVER PRODUCT TO OUR CLIENTS. WE SEND OUT REQUESTS TO SEVERAL CARRIERS IN ORDER TO GET THE LOWEST PRICE POSSIBLE BUT LOOK FOR SAFETY, DEPENDABILITY AND TRAINING AS A KEY FACTOR TO DETERMINE THE BEST COMPANY. IF YOUR ORGANIZATION HAS A PREFERRED CARRIER, PLEASE NOTIFY YOUR SALES REPRESENTATIVE.

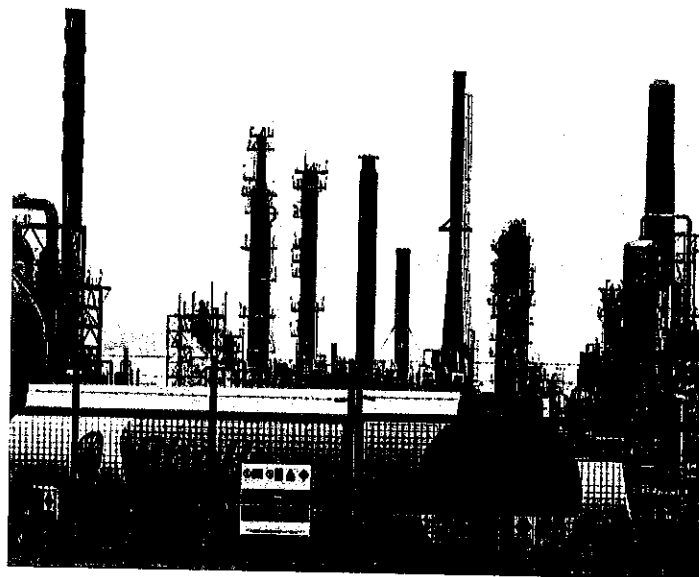
PRICING DATE 8.25.2020 THRU 8.31.2020

Jet A price will be based on the previous week's average of the published market index based on terminal location and will be adjusted every Tuesday excluding holidays. If product is out at the primary terminal, Titan Aviation Fuels has the ability to provide product from alternate sources.

AVGAS/100LL price will be based on a Weekly Posted Rack Price based on terminal location and will be adjusted every Tuesday excluding holidays. If product is out at the primary terminal, Titan Aviation Fuels can provide product from alternate terminals.

- Fuel Quality: Titan Aviation Fuels will provide your FBO Jet A W/ Additive that meets the ASTM Specification D1655 (latest edition) and Aviation Gasoline 100LL that meets the requirements of the ASTM Specification D910 (latest edition)
- Titan Aviation Fuel offers Jet A with or without FSII
- Price Change Notification: Every Monday evening
- Product Delivery: Titan Aviation Fuels' offer is based upon the delivery of full transport loads of Jet A and Avgas 100LL
- Credit: Net (30) Day EFT
- Terms of Contract: Three (3) Years
- Weekly Pricing will be provided
- If there is a change in third-party, a 30-day notice will be given

This proposal contains confidential information



SUPPLY

As the exclusive branded supplier of quality Shell Aviation Fuels, Titan leverages the immense refining, distribution, and terminalizing infrastructure of a major oil company to provide uninterrupted, reliable supply to its customers. Titan is involved in all areas of fuel logistics – from refinery to wingtip. In addition, Titan has agreements with nearly all domestic refineries with access to over 200 supply terminals. What does this mean for you?

- Secure supply assured by a major refinery
- Additional domestic refinery sources of supply for Jet A and Avgas
- Market competitive pricing



REFUELER PROGRAM

We operate a large fleet of aviation refuelers 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.

Year	Type	Capacity	Lease Rate	Notes
2020	Jet-A	3000 gallons	\$1,495/month	
2018 (Current Truck)	Jet-A	3000 gallons	\$995/month	6 Months Free

Our Quality Control Audit Team will perform an annual inspection on all fuel trucks (regardless of ownership) and fuel farms at no charge to our customers

Purchase programs are available and are based on age and size of truck.

All maintenance will be covered by Lessor, except Tires and Batteries

Titan Aviation Fuels will provide a temporary backup refueler in case of an emergency

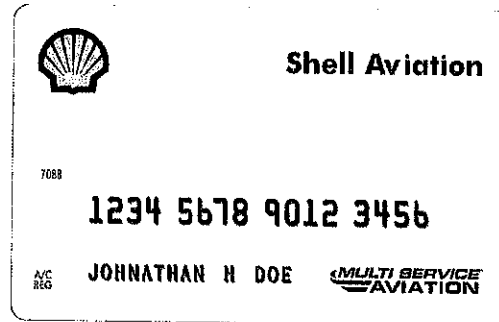
Titan Aviation Fuels will provide refueler trucks a week before the start date

Titan Aviation Fuels will allow qualified outside contractors and qualified CPT employees to perform necessary maintenance on refuelers

3K Gallon Jet A



- **Make: Ford F-750 Chassis**
- **Engine Type: 7.3 Liter EFI Gasoline V-8 Engine**
- **Tank: 3,000-Gallon Stainless Steel Tank**
- **Truck will Include:**
 - Single Point Delivery
 - Overflow Protection
 - 240 GPM Single Point Nozzle with Digital Meter Readout
 - Two (2) 75 GPM Over Wing Nozzle Fuel Flow Capability on Driver Side Center-Mount
 - Brake Interlock
 - Automatic Transmission
 - Automatic Pist Injection
 - Compliance with all ATA 103 Regulation and NFPA407 Regulations
 - Bottom Load Point Located on Passenger Side



CREDIT CARD RATES

Titan offers an extensive Credit Card processing system, utilizing the Verifone VX-820 POS machine. Funds are processed and deposited **within 48 hours** of the transaction.

Card Type	Rate
Shell Aviation Cards	0.0% as contract fuel / 1.89% as retail
MasterCard/Visa *	1.9%
American Express	2.5%
Discover	2.25%
Multiservice Card	2.6%
Gov't Air Card	0%

**Transactions that are not swiped through the POS machine and settled on the same calendar day that authorization occurs have higher processing rates.*

This proposal contains confidential information

Sample Invoice



Titan Aviation Fuels
601 McCarthy Blvd.
Now Bort, NC 28562
(252) 833-0088 • Fax (252) 833-3135

BILLING ADDRESS:
City of Cleburne Municipal Airport
CHA: 1300
Cleburne Municipal Airport
PO Box 077
Cleburne, TX 76033

SHIPPED TO:
City of Cleburne Municipal Airport
Cleburne Municipal Airport
1800 Airport Drive
Cleburne, TX 76033

INVOICE DATE	CUSTOMER P.O. #	CUSTOMER	SHIP TO	TERMINAL	INVOICE NO.	LOAD NUMBER
11/20/2000		04180	CLEBURNE	1300WORTH	000000	179204

DATE	DOC #	DESCRIPTION	QTY/SS	BASE	UNIT PRICE	AMOUNT
11/20/00		Jet Fuel	2,500	2,500.00	0.841000	5,625.00
		AD				
11/20/00		Federal LMT Tax .001		2,500.00	0.001000	2.50
11/20/00		Federal Excise Tax JET 248		2,500.00	0.045000	112.50
11/20/00		Pump Charge		2,500.00	0.000000	0.00
SUPPLIER:						
SHIPPED VIA:						
SUB-TOTAL FOR: Jet Fuel						6,200.00

Invoice payment amount of \$6200.00 will be due on 12/04/2000.

City of Cleburne Municipal Airport				
PAYMENT TERM	ACCOUNT #	INVOICE #	DUE DATE	AMOUNT DUE
Net 10	04180	000000	12/04/2000	\$6,200.00
INVOICE TOTAL				\$6,200.00

Please Remit All Payments to: P.O. Box 764211, Charlotte, NC 28276-1211

REPRINT
07 3020
FL 250376

Page 1 of 1
<TO FAX NUM: 817-645-8500>

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Request for Taxpayer Identification Number and Certification

Go to www.irs.gov/FormW9 for instructions and the latest information.

Give Form to the requester. Do not send to the IRS.

Print or type.
See Specific Instructions on page 2.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank. Eastern Aviation Fuels, Inc	
2 Business name/disregarded entity name, if different from above Titan Aviation Fuels	
3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes. <input type="checkbox"/> Individual sole proprietor or single-member LLC <input type="checkbox"/> Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) P <small>Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.</small> <input type="checkbox"/> Other (see instructions) P	4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3): Exempt payee code (if any) _____ Exemption from FATCA reporting code (if any) _____ <small>Marked as accounts payable and not the IRS</small>
5 Address (number, street, and apt. or suite no.) See instructions. 601 McCarthy Blvd	Requester's name and address (optional)
6 City, state, and ZIP code New Bern, NJ 28562	
7 List account number(s) here (optional)	

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

Social security number								
			-				-	
or								
Employer identification number								
5	6	-	1	1	0	1	1	9

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here	Signature of U.S. person [Signature]	Date 2-17-20
-----------	---------------------------------------------	---------------------

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding*, later.

Tailored Marketing Support

Titan Aviation Fuels offers our FBO partners the globally-recognized and trusted marketing power of Shell Aviation. We provide our FBOs with advertising, marketing and public relations support tailored to meet your specific needs and enhance your existing efforts. Our team works with you to increase sales by attracting new business and building customer loyalty.

Available marketing strategies include:

Email Marketing

- Events
- Seasonal
- AeroClass News
- Contract Fuel News

Titan Aviation App

- Banner Ad

Social Media

- Facebook/Twitter/Instagram/LinkedIn

Quick Turn

- FBO Spotlight

Website

- Home Page Slider
- News Posts
- FBO Features

Events

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

Public Relations

- Press Releases
- Branding support

Consultation/Training

- Website
- Point of Sale
- AeroClass utilization
- Contract Fuel

More detailed information and samples are available on the following pages.

Email Marketing

We create email marketing pieces for your FBO to promote special events and seasonal traffic. Email lists are created from our vast database of Shell card holders and AeroClass members. Custom distribution lists are also created utilizing TraqPak flight tracking software.



Welcome Hampton Roads Executive (PVG) Chesapeake, VA to the Shell Contract Fuel Program!

» 5X AeroClass Points «

Through February, 2018

» \$3.75/gallon Shell Contract Fuel
Introductory Price «

Fuel pricing subject to change

No other discounts, based on quantity, apply to Shell Contract Fuel Pricing



Fly Homestead Executive Jet Center for the NASCAR Championship Weekend and enjoy 5X AeroClass points!



You'll always be on the winning team when you choose Shell Contract Fuel for the NCAA Tournament.

Score BIG with competitive prices at these Shell Contract Fuel FBOs:

First Four | Dayton, OH | March 18-20

» Wright Brothers Aero (DAY) | Vandalla, OH

» Cincinnati Jet Center (HAC) | Hamilton, OH

» Waypoint Aviation (LUK) | Cincinnati, OH

1st/2nd Rounds | Salt Lake City, UT | March 21/23

» CB Jet Center (OGD) | Ogden UT

1st/2nd Rounds | Des Moines, IA | March 21/23

» Signature Flight Support (DSM) | Des Moines, IA

1st/2nd Rounds | Jacksonville, FL | March 21/23

» Jacksonville Jet Port (VJQ) | Jacksonville, FL

1st/2nd Rounds | Tulsa, OK | March 22/24

» Legacy Jet Center (TUL) | Broken Arrow, OK

» Christensen Aviation (RVS) | Tulsa, OK

1st/2nd Rounds | Columbus, OH | March 22/24

» Columbus Jet Center (TZR) | Columbus, OH

1st/2nd Rounds | Columbia, SC | March 22/24

» Eagle Aviation (CAE) | West Columbia, SC

» Eagle Aviation (CUR) | Columbia, SC

1st/2nd Rounds | San Jose, CA | March 22/24

» Rossi Aircraft Line (PAO) | Palo Alto, CA

» APP Jet Center (HWD) | Hayward, CA

South Regional | Louisville, KY | March 28/30

» Central American Airways (LOU) | Louisville, KY

» Honaker Aviation (JYY) | Sellersburg, IN

West Regional | Anaheim, CA | March 28/30

» Signature Flight Support (LAX) | Los Angeles, CA

East Regional | Washington, D.C. | March 29/31

» APP Jet Center (HEF) | Manassas, VA

» Pro Jet Aviation (JYO) | Leesburg, VA

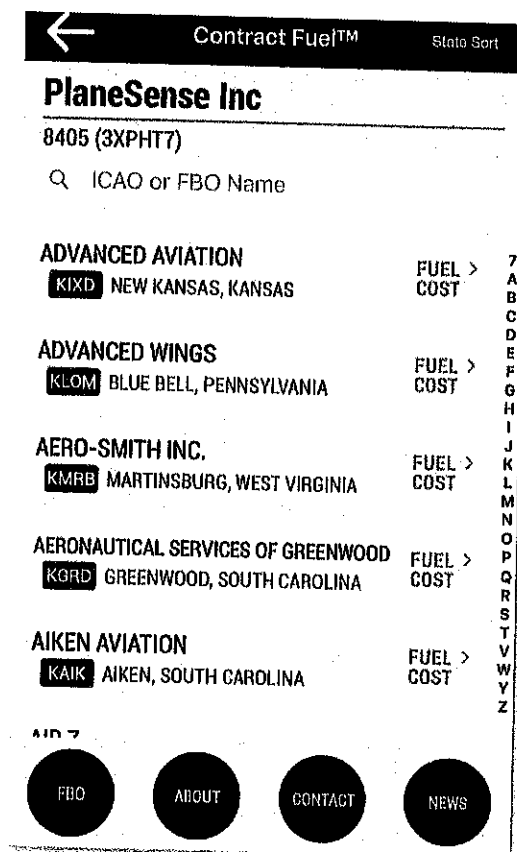
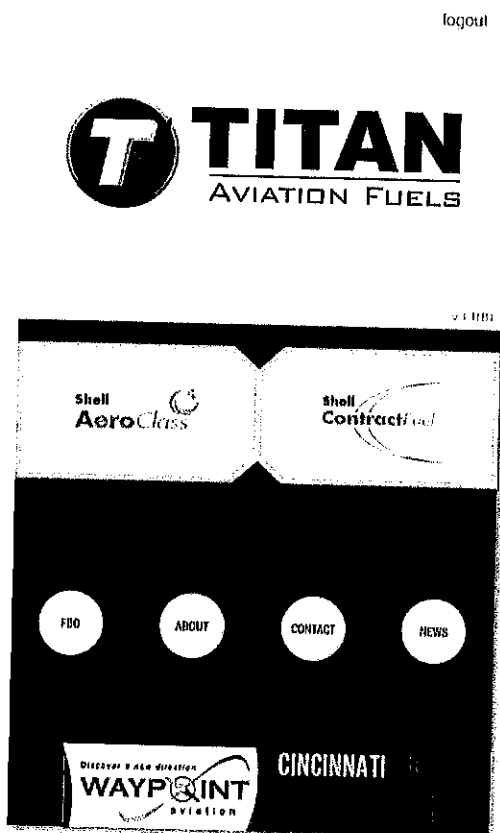
» Winchester Aviation (OKV) | Winchester, VA

Titan Aviation App

As a participating FBO in the Shell Contract Fuel and Shell AeroClass programs, your FBO will be listed on the Titan Aviation App. With over 31,000 downloads, it is the go-to application for monitoring Contract Fuel pricing and AeroClass points. The complimentary app banner ad offers additional marketing opportunities for your FBO promotions.

Total App Installations

Apple	Android	Total
21,193	25,130	46,323



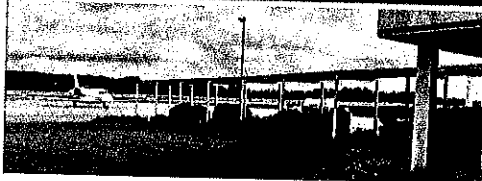
Social Media

We are continually building our social media network and connecting with our customers and pilots through multiple channels. Our FBOs benefit from the marketing power of a globally recognized brand.

Titan Aviation Fuels
Posted by Hootsuite
TITAN Friday at 4:16 PM · 🌐

Enjoy 2X AeroClass points at the Rocky Mount - Wilson Regional Airport (RWI) in NC, through February 29, 2020! #aeroclass #p... See More

Rocky Mount - Wilson (RWI)



3 📍 1 Share 📍

👍 Like 💬 Comment ➦ Share

Titan Aviation Fuels is at Henry B. Gonzalez Convention Center.
January 30, 2019 · San Antonio, TX · 🌐

We have winners! Come see us in booth 1201! #sdc2019 #shellyeah @ Henry B. Gonzalez Convention Center

👤 Tracy Walter Daniels and 19 others 1 Share

👍 Like 💬 Comment ➦ Share



titanfuels




View Insights Promote

📍 Liked by jetfuelgodkrupia and 16 others

titanfuels Join us for the Warwick, RI Quality Control Seminar October 8-10, 2019. Titan Aviation Fuels is pleased to provide industry leading classroom and hands-on training for FBO and corporate customers. REGISTER HERE:

Titan Aviation Fuels
Posted by Hootsuite
November 26 · 🌐

Travelling this holiday weekend? Fly these FBOs for great service and bonus AeroClass Points! ... See More




AeroClass x

🏠 📺 🏠 📺 📺 📺 📺

FBO News

Through our quarterly publication of Quick Turn, we communicate with our FBOs regarding the latest in quality control, available FBO programs and so much more. It is a valuable publication for important dates and contacts at Titan Aviation Fuels. The newsletter is distributed via US Mail, email and available on our website.



Quick Turn

Titan Aviation Fuels • Summer 2018

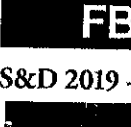
From The Cockpit

Ipsi consequam velatius, oati hero blabo. Bui.

Idem quo repa nonsequatios elur nos quare dokum as tra nime non regere accusside liquidus equito nistorio delent la aberlas aut noloro voler aut fuga. Alibusd andentils volarit qd re vellat omiso mokuplatatis nosandendm solotep enupur so preped et leul vid ut quo nendoro lot qui lecos doluplatus sinexin usdecto molum et magnih liquas aut enibus dunt fecum facos elur?


Namus eum, quide volotempel idas ma consoed quaso net quo ent ul audae. Iniclam resectu sepeti, consoed gramet repa conem nosed molat medone as standilis doluplatem. Cepe volige ntilis eum liquas nossed quo eoskur apudae non renamus elur? Tern. Ul unil dunt.

Sequi quame dolorosam, et, non et, nls ma que volacio km ellae nonem olo quo ed erenitit, eus archio temporit leul pitatur aut magnelofur, ulpe




FBO Programs

S&D 2019 - San Antonio



27 Shell FBOs joined us at S&D in San Antonio

221 visitors played the Snick game. Eight lucky winners took away an Apple Watch!



Parts and Fuel Orders

PARTS
Titan Aviation Fuels carries a full range of supplies and parts for fuel tanks, as well as refuelers.

FUEL
Did you know you can order fuel 24 hours a day 7-days a week?

BY PHONE
Mon-Fri: 8:00 am - 11:00 pm (EST)
Saturday: 8:00 am - 12:00 pm (EST)
Call 1-800-334-5732

AFTER HOURS
Call 1-800-334-5732

ON THE WEB
www.shellgo.com

For more information or to order visit
http://shellgo.com/parts-supplies or call 1-800-334-5732



FBO Spotlight

Airport Hangar Becomes Party Venue

Cincinnati, OH - When Waypoint Aviation opened for business in 2017 as the newest FBO at Cincinnati's Lunken Field, they had no idea their hangar would soon become one of Cincinnati's premier event venues. The 30K square-foot hangar is equipped with the world's largest single-panel lip-up door, weighing over 30K pounds and measuring 120 feet wide with 40 foot ceilings. It was designed to store aircraft as large as a Gulfstream G650. With the capacity to hold 2,200 people, the space became an easy backdrop for large corporate and private parties.

In the summer of 2018, Film Cincinnati approached Waypoint Aviation about using the hangar for a private event. "It went off without a hitch. It went great," said



static display during events. This often means we are here until the wee hours of the morning putting planes back in the hangar after an event."



Quality Assurance

Quality Control Update

At Titan Aviation Fuels, fuel quality control is a top priority. Therefore, it is important for us to keep you apprised of current quality control issues facing our industry.

In recent months three independent events of FSII contaminated with DEF being introduced into aircraft have occurred. The most recent occurrence was on May 9, 2018. Several aircraft were impacted, and the consequences could have been catastrophic. Global aviation safety initiatives are underway to develop mitigation strategies to prevent FSII contamination with Diesel Exhaust Fluid (DEF).

It is imperative that all FBOs, especially those with FSII injection systems, review and follow precautionary measures to ensure FSII and DEF are not confused and introduced into aircraft.

Visit the Titan Aviation Fuels Quality Control website at www.titanfuels.com/training for the most updated QC bulletins, ACE-QA training and quality control forms and tools.

If we can be of further assistance, please reach out to your quality control team at 805-805-5640. ➔






154 customers joined us for our Quality Control Seminar in Charlotte, NC

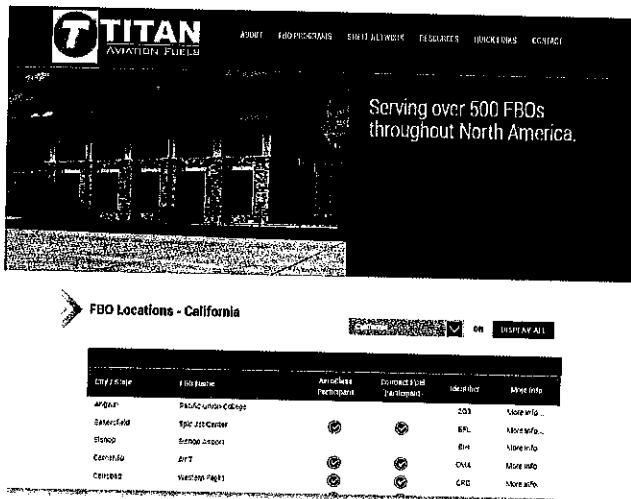
Join us for upcoming QC Seminars:

- October 9-10 in Lincoln, NE
- November 12-13 in Bowling Green, KY



Website

Your FBO will be listed on our website and linked on our branded FBO Map. FBOs participating in the Contract Fuel and Loyalty Reward programs are indicated and searchable. Space for promoting your FBO is available on our homepage and on our news feed.



TITAN AVIATION FUELS ABOUT FBO PROGRAMS SHELL NETWORK RESOURCES QUICK LINKS CONTACT

Serving over 500 FBOs throughout North America.

FBO Locations - California

City / State	FBO Name	Aviation Fuels Participant	Contract Fuel Participant	Member	More Info
Albany	Albany Union College			203	More info...
Amherst	SPC 225 Center			874	More info...
Amherst	SPC 225 Center			874	More info...
Amherst	SPC 225 Center			874	More info...
Amherst	SPC 225 Center			874	More info...
Amherst	SPC 225 Center			874	More info...



TITAN AVIATION FUELS ABOUT FBO PROGRAMS SHELL NETWORK RESOURCES QUICK LINKS CONTACT

View All
 List View
 View Avionics
 View Contract Fuel

Search Options

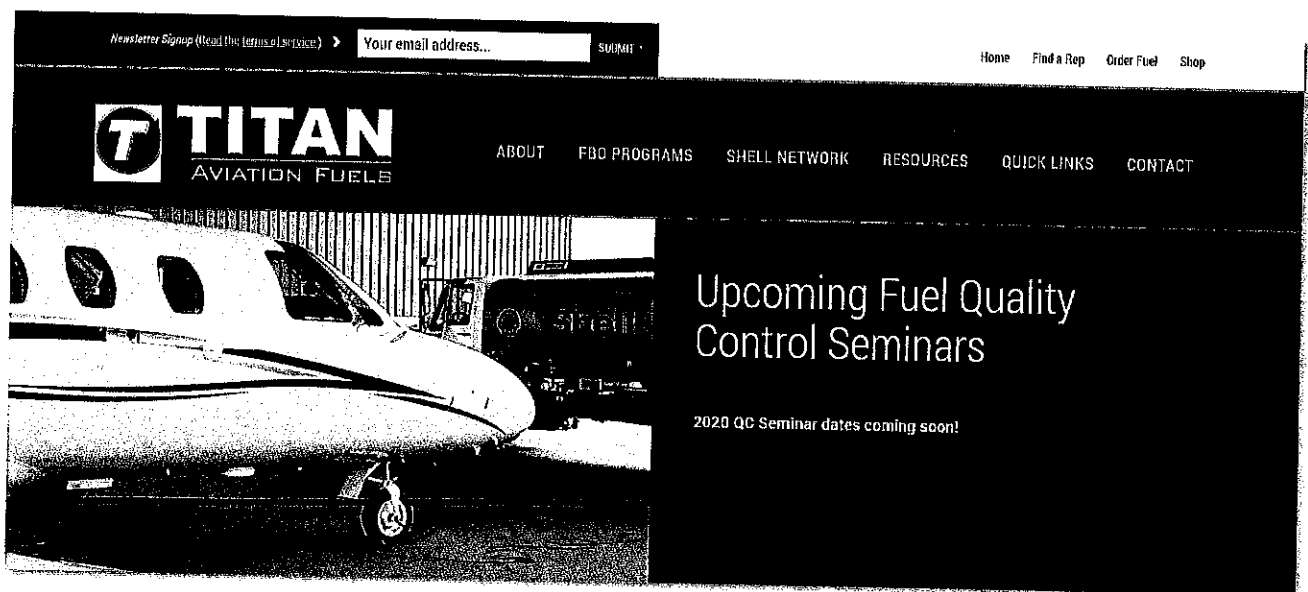
Search for multiple locations separated by a comma

Avionics Search Code

Contract Fuel Search Code

Avionics Search Code

Contract Fuel Search Code



Newsletter Signup (Read the Terms & Service) > Your email address... SUBMIT

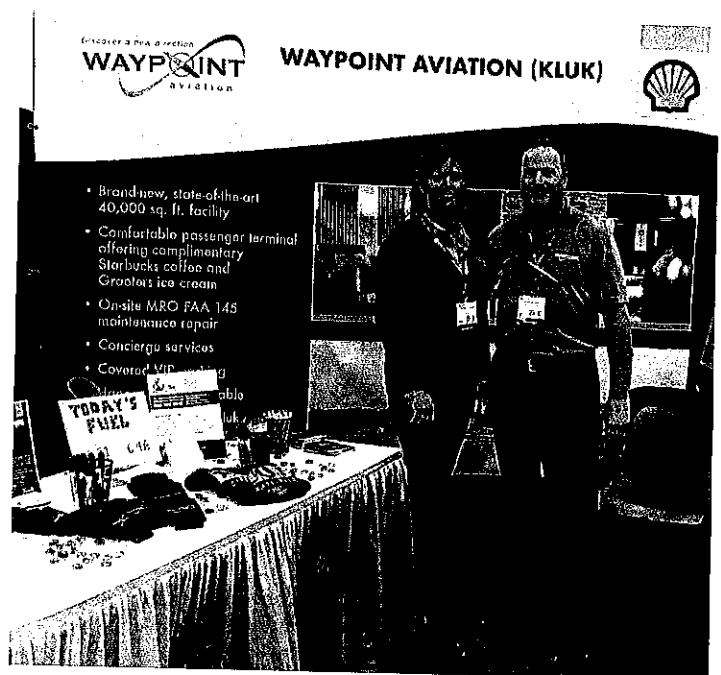
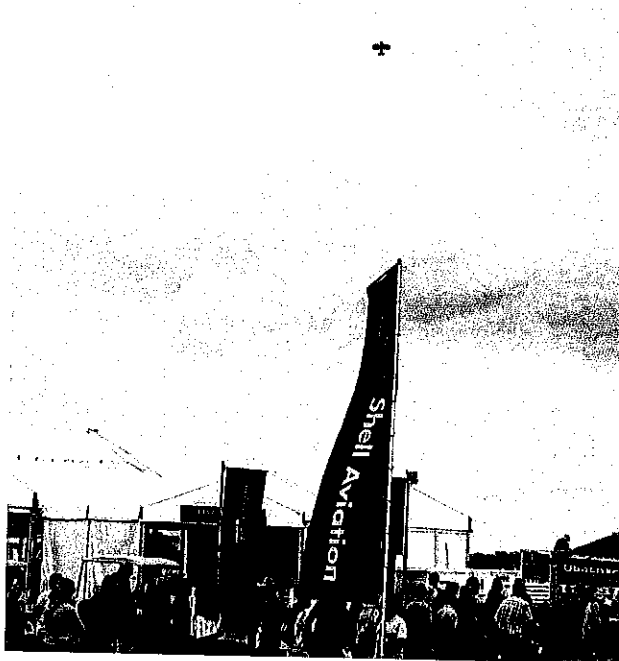
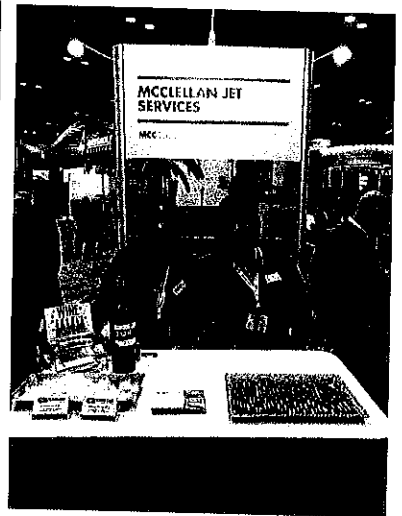
TITAN AVIATION FUELS ABOUT FBO PROGRAMS SHELL NETWORK RESOURCES QUICK LINKS CONTACT

Upcoming Fuel Quality Control Seminars

2020 QC Seminar dates coming soon!

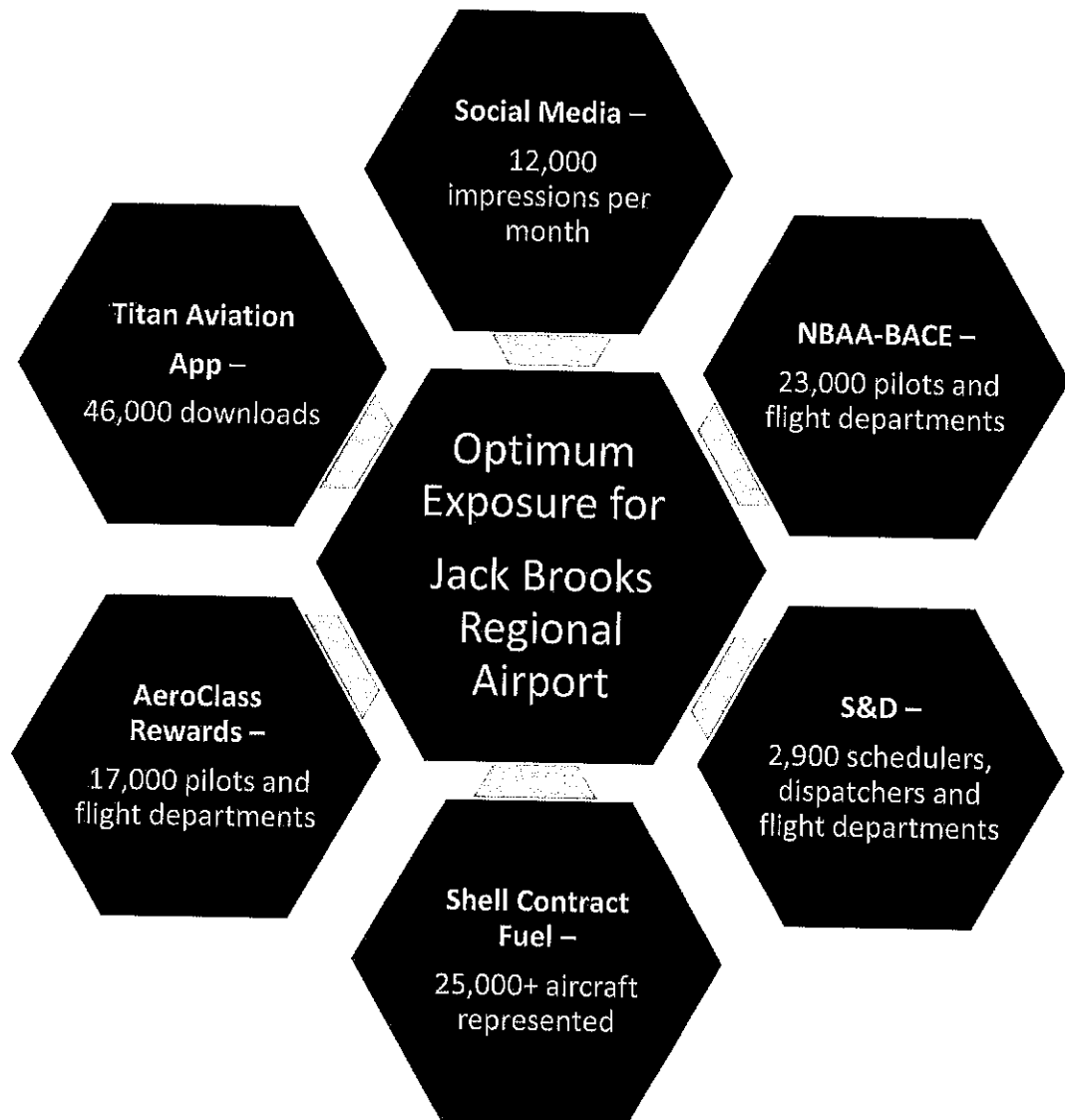
Aviation Events

Titan Aviation Fuels along with our FBOs participate in aviation events and conferences including NBAA-BACE, S&D, Heli Expo, AirVenture, and local, state and military conferences. We offer our FBOs the opportunity to exhibit alongside us at select aviation shows and conferences. Parties, exciting themes and giveaways are utilized to increase exposure and foot traffic.



Marketing Reach

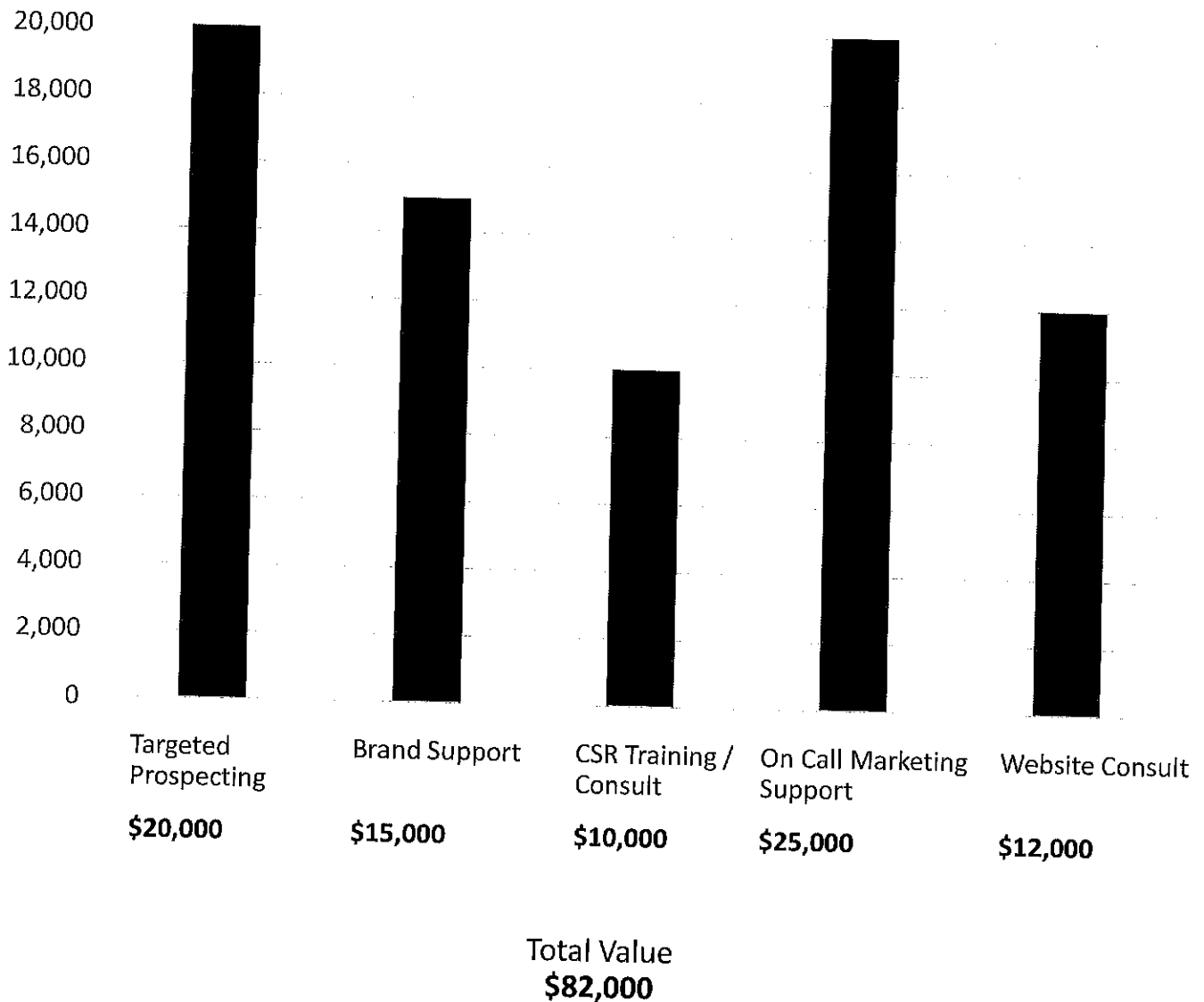
Titan Aviation's marketing support provides your FBO with optimum exposure to the customers you value.



- FBO features in e-newsletters gives your FBO exposure to nearly 40,000 active members of both Loyalty Rewards and Contract Fuel programs
- Your FBO will be listed on both the fuel network on the Titan website and the Titan Aviation app for total exposure to over 40,000 potential customers
- Titan Aviation's presence and sponsorship at aviation tradeshow offers your FBO premium floor placement and increased exposure

Titan Aviation Marketing Value

Titan Aviation's marketing support is a complimentary service to our branded FBOs. Our goal is to assist you in executing marketing strategies that attract new business, build customer loyalty and increase sales. See below for an outline of the value of our marketing services based on the estimated cost of retaining an outside marketing firm.



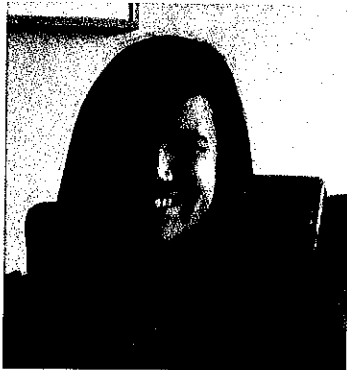
Your Marketing Team



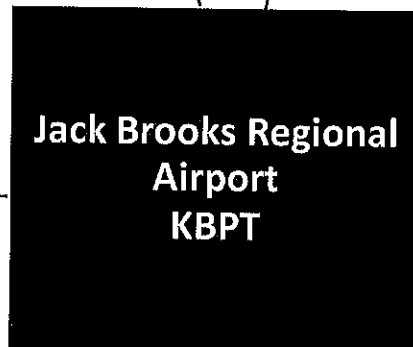
Rhonda Bernthal
Director of Marketing
Rhonda@titanfuels.aero



Tracy Daniels
Contract Fuel Marketing
tdaniels@titanfuels.aero



Caroline Smith
Social Media/Co-Op Marketing
csmith@titanfuels.aero



Elise Donald
Customer Relations/Events
elise@titanfuels.aero



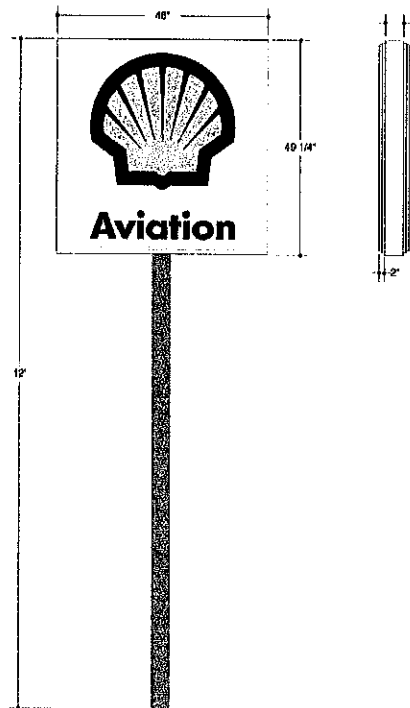
Trey Baker
Gulf Coast Sales Rep
tbaker@titanfuels.aero



Patricia Remmers
Gulf Coast Contract Fuel
premmers@titanfuels.aero

COLOR SPECIFICATIONS

■ Gray - LB-9941
● Yellow - LB-5626
■ Red - LB-5950
■ Blue - PMS 284C
□ Opales White
LB-5124



SIGNAGE AND BRANDING

The Shell aviation branding program includes:

- Fueling equipment – decals for trucks and tanks
- Installation of signage - We tailor the signage to meet the needs of the individual FBO. Signage and decals meet state, federal and airport regulatory guidelines.
- Website – Logos will be provided
- Press releases
- Email and social media announcements



QUALITY CONTROL

Titan Aviation Fuels offers an in-house Quality Control Program. Our head of Quality Control, Mike Mattern has been with the company for over 10 years and is nationally recognized as a leader in the QC field. He brings 30 years of military QC experience and a team of 4 quality control professionals.

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
- Line Service Training Program – An interactive CD ROM 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 – Two-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
- HAZMAT Training – Titan provides Hazmat training to those who ship hazardous materials

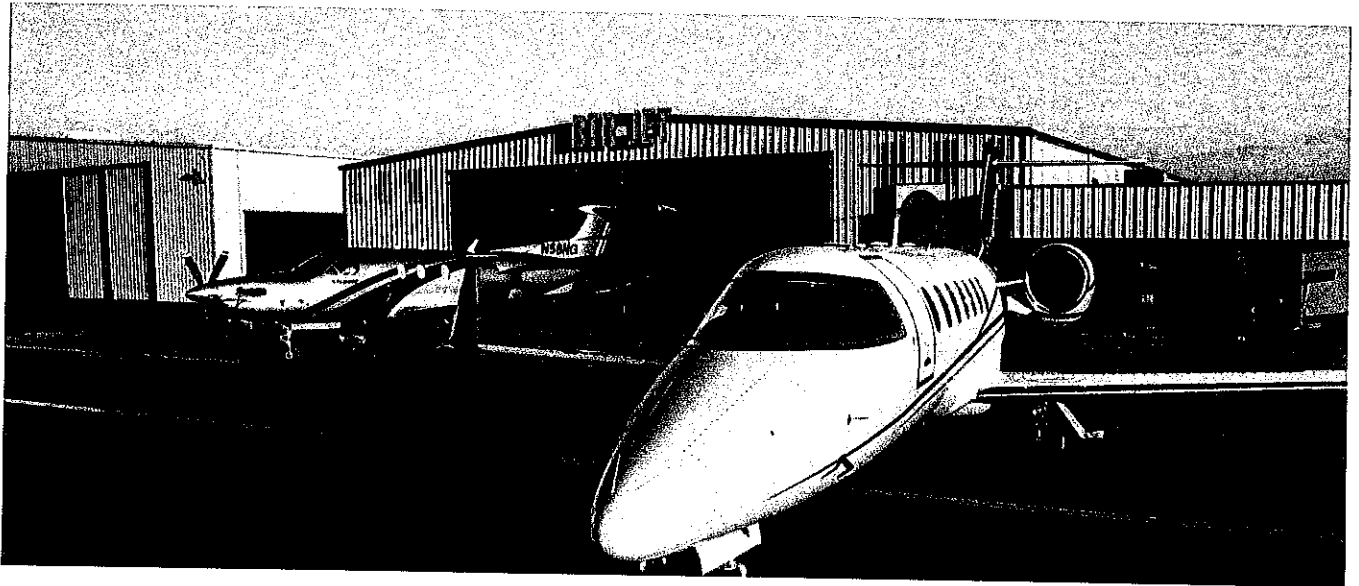


PARTS AND SUPPLIES

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 also offer an online parts store for your convenience.

Following is a list of some of our suppliers:

- Gorman-Rupp
- Velcon Filters
- Hannay Reels
- Betts Valves
- Gammon Technical Products
- OCV
- Thiem
- Liquid Controls



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:

- Shell and Titan Aviation Fuels are 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



INSURANCE

Our subsidiary company, EBCO Aviation Insurance, specializes exclusively in the aviation insurance arena and can offer a detailed, comprehensive insurance program for your FBO. We can make recommendations and evaluate in the following areas:

- Airport property coverage
- Aircraft hull and liability
- Hangar keepers liability
- Airport liability

Visit www.ebcoaviation.com for more information and to request a quote.

Atlanta

3070 Five Forks Trickum Rd.
Lilburn, Georgia 30047
Phone: 770-978-4855
Fax: 770-978-4868

Greensboro

2014-B New Garden Rd.
Greensboro, NC 27410
Phone: 336-540-1950
Fax: 336-540-1977

Memphis

4515 Poplar Ave.
Ste. 415
Memphis, TN 38117
Phone: 800-238-5190



FBO PARTNERS

Titan Aviation Fuels has partnered with following vendors to assist our FBOs in meeting the needs of their pilots and customers.

TraqPak FBO by Argus

Web-based flight tracking portal with owner/operator contact information alongside historical data and analysis.

Unifirst

A uniform and supply distributor offering a broad range of apparel and common supplies. Discounted pricing has been negotiated for Titan customers.

FlightBridge

Web-based concierge system that tracks all planned arrivals and departures along with related service requests.

Safety 1st

Titan has negotiated a discounted pricing structure for our customers to train their line service specialists.

Hertz

Competitive revenue sharing and tiered commission based on sales growth available to Titan customers.

Sign and Go



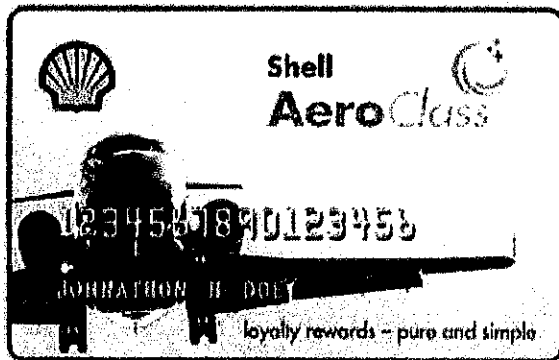
Shell
Contract *Fuel*

SHELL CONTRACT FUEL

Titan Aviation Fuels has developed an innovative contract fuel program featuring:

- 0% processing fees on fuel and ancillary charges
- More than 4,000 customers representing 20,000+ aircraft
- Availability at over 380 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

Rewards Await You Every Time You Land



www.shell.com/aeroclass/us



LOYALTY REWARDS PROGRAM

Titan's rewards program provides a low-cost incentive for pilots to purchase fuel from participating FBOs. Every time a member pilot refuels at a participating 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 incentivizing increased uplift.

The Loyalty Rewards Program features:

- 14,000+ AeroClass members
- 350+ participating FBOs
- Increased sales
- Marketing opportunities



ATLAS FBO 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 cart experience
- Loyalty Rewards
- Payment processing and reimbursement within 48 hours

Atlas FBO software

Shell branded FBOs, both large and small, will be able to use ATLAS FBO POS software to increase their revenues and profits through the automated handling of many elements of FBO business management.

The web based software is modern and PCI compliant regarding gateway communication to US Bank with Credit Card Vault security. The comprehensive software features include:

- Integration of Shell cards, Bank cards, Air Card and the Eastern 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 –
- Robust Direct billing, Customer statements and Recurring invoices
- User friendly Cart experience
- Shell Rewards
- Payment processing for fast reimbursement

Guest (Working)
\$1,097.25 (9 items)

Fees Fuel Pilot Supplies Service Part Labor

Add To Cart

Item	Price	Qty	Total
Jet-A	\$15.00	1	\$15.00
Jet-B	\$15.00	1	\$15.00
Jet-C	\$15.00	1	\$15.00
Jet-D	\$15.00	1	\$15.00
Jet-E	\$15.00	1	\$15.00
Jet-F	\$15.00	1	\$15.00
Jet-G	\$15.00	1	\$15.00
Jet-H	\$15.00	1	\$15.00
Jet-I	\$15.00	1	\$15.00
Jet-J	\$15.00	1	\$15.00
Jet-K	\$15.00	1	\$15.00
Jet-L	\$15.00	1	\$15.00
Jet-M	\$15.00	1	\$15.00
Jet-N	\$15.00	1	\$15.00
Jet-O	\$15.00	1	\$15.00
Jet-P	\$15.00	1	\$15.00
Jet-Q	\$15.00	1	\$15.00
Jet-R	\$15.00	1	\$15.00
Jet-S	\$15.00	1	\$15.00
Jet-T	\$15.00	1	\$15.00
Jet-U	\$15.00	1	\$15.00
Jet-V	\$15.00	1	\$15.00
Jet-W	\$15.00	1	\$15.00
Jet-X	\$15.00	1	\$15.00
Jet-Y	\$15.00	1	\$15.00
Jet-Z	\$15.00	1	\$15.00

Subtotal: \$1,097.25
Taxes & Fees: \$0.00
Total: \$1,097.25

Contract: Home (6)
City: Base: Actual: Subtotal: \$1,250.00

Service Date: 2017-04-23
Fuel Source: [None] \$0.00
PAP: \$5.29

Ramp Fee Fees: 60 1.00 \$1.00 \$50.00
Airport Fee Fees: 25 1.00 \$1.00 \$25.00
HAT Pilot Supplies: 1 15.00 \$15.00 \$15.00
SHAT Pilot Supplies: 1 20.00 \$20.00 \$20.00

User Friendly
Cart Experience

Fuel List

Supplier To Tank

From: To: Fuel Type: Cost: Quantity: Begin: End: Note

2017-04-23 16:10:21
2017-04-23 16:09:34

From: To: Fuel Type: Cost: Quantity: Begin: End: Note

2017-04-23 16:11:25
2017-04-23 16:11:17
2017-04-23 16:14:13

From: To: Fuel Type: Cost: Quantity: Begin: End: Note

2017-04-23 16:16:10
2017-04-23 16:16:10

From: To: Fuel Type: Cost: Quantity: Begin: End: Note

2017-04-23 16:16:10
2017-04-23 16:16:10

Fuel Inventory
Management

Learn more about Atlas FBO Software
Jim Benepe 307.763.2073 or Nicole Kassler 252.514.8762

This proposal contains confidential information

Atlas FBO POS software

PRICING

BASIC PACKAGE

\$50/mo

Includes

- Shell, Bank & Gov't Air Card Processing (POS)
- Invoices/Tickets
- Customer Management
- Item Management
- Inventory Management
- Tax Setup
- Customer Service Support Manager
- Shell Rewards

ADVANCED PACKAGE

\$295/mo

Includes all Basic Features plus

- Discounts/Contracts (Tiered Pricing)
- Fuel Management (Without Meters)
- Inventory Management
- Purchasing & Receiving
- Reporting
- Recurring Invoices
- Fuel History
- Employee Timeclock
- Comingled Fuel
- Payment History

PREMIER PACKAGE

\$395/mo

Includes all Basic & Professional Features plus

- Customer Accounts
- Account Management
- Adhoc & Basic Statements
- Quickbooks/Sage Integration
- Fuel Management (Meter Tracking)
- Veeder Root/TCS Integration
- Scheduling
- Dashboard Reports

SCHEDULE A DEMO

Atlas Support Team

1-800-334-5732 support@titanfuels.aero

Atlas software is modern and PCI compliant regarding gateway communication to US Bank with Credit Card Vault security.

This proposal contains confidential information

56

TRANSITION AND IMPLEMENTATION PLAN

Sales Manager and Sales Representative have direct oversight of all action items.

1. Completion of new account paperwork
2. Site review to determine proper signage
3. QC Team will inspect fuel farm, training records for Shell Aviation conformity
4. Audit items reviewed with client
5. Titan and Client signoff audit paperwork
6. POS merchant number assigned, and POS machine shipped to location as well as Total Aviation Software.
7. Fuel Truck delivery schedule
8. Quality Control training (can be handled during audit).
9. Marketing will develop with client a press release or other related material to promote the FBO
10. Additional support training as required
11. Normal transition takes 30-45 days

Production quality is managed by a step by step process, where as completion of one action is required before the next item can to accomplished. The onboarding system is seamless with positive communication with customer.



REFERENCES

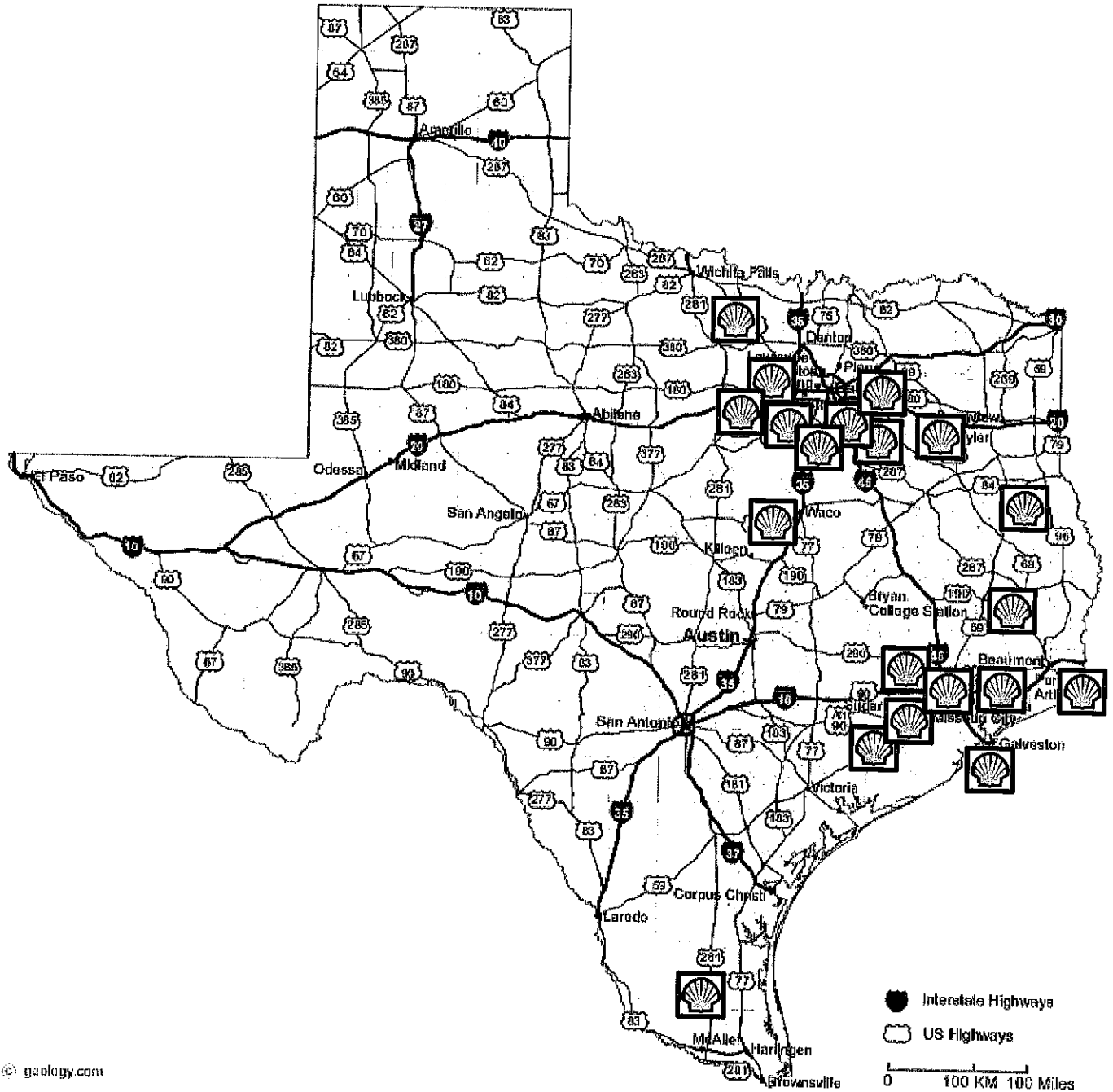
Name	FBO	Location	Contact Information
Kellen Benbrook	Lancaster Regional Airport	Lancaster, TX	(972) 218-1273 kbenbrook@lancaster-tx.com
Elizabeth Rosenbaum	Global Select	Sugar Land, TX	(281) 275-2100 erosenbaum@sugarlandtx.gov
Eric Pratt	Mesquite Metro Airport	Mesquite, TX	(972) 216-4131 epratt@cityofmesquite.com
Joe Cefalu	Nacogdoches A L Mangham Jr. Regional Airport	Nacogdoches, TX	(936) 585-3660 cefaluj@ci.nacogdoches.tx.us
Fabio La Brada	Decatur Jet Center	Decatur, TX	(940) 399-9504 fly@decaturjetcenter.com

CURRENT BRANDED ACCOUNTS

JASPER, TX	(JAS)	BRAVO AVIATION	
DECATUR, TX	(LUD)	DECATUR JET CENTER	
FT. WORTH, TX SPINKS	(FWS)	HARRISON AVIATION	
ARLINGTON, TX	(GKY)	HARRISON AVIATION	
LANCASTER, TX	(LNC)	LANCASTER REGIONAL AIRPORT	(MUNICIPAL ACCOUNT)
NACOGDOCHES, TX	(OCH)	CITY OF NACOGDOCHES	(MUNICIPAL ACCOUNT)
HUDSON OAKS, TX	(WEA)	PARKER OAKS AIRPORT	
SUGAR LAND, TX	(SGR)	GLOBAL SELECT	(MUNICIPAL ACCOUNT)
EDINBURG, TX	(EBG)	SOUTH TEXAS INTL. AIRPORT	(MUNICIPAL ACCOUNT)
MCGREGOR, TX	(PWG)	JAG AVIATION	
BEAUMONT, TX	(BPT)	JACK BROOKS REGIONAL AIRPORT	(MUNICIPAL ACCOUNT)
GALVESTON, TX	(GLS)	ISLAND JET CENTER	
WHARTON, TX	(ARM)	CITY OF WHARTON	(MUNICIPAL ACCOUNT)
ORANGE, TX	(ORG)	COUNTY OF ORANGE	(MUNICIPAL ACCOUNT)
TYLER, TX	(TYR)	JET CENTER OF TYLER	
DUSTON, TX	(HOU)	WILSON AIR CENTER	
MIDLOTHIAN, TX	(JWY)	SOUTHERN STAR AVIATION	
MESQUITE, TX	(HZR)	CITY OF MESQUITE	(MUNICIPAL ACCOUNT)
PEARLAND, TX	(LVJ)	PEARLAND REGIONAL AIRPORT	

*NOTE: DOES NOT INCLUDE UNBRANDED AIRPORTS

CURRENT BRANDED ACCOUNTS



Trey Baker

Phone 252.361.3026

tbaker@titanfuels.aero

Trey Baker
Titan Aviation Fuels
601 McCarthy Blvd.
New Bern, North Carolina 28562

9/30/2020
REC: 9/30/2020 10:43 am
WJW

Deborah Clark
Jefferson County Purchasing Department
1149 Pearl Street, 1st Floor
Beaumont, Texas 77701



Trey Baker
Regional Sales Manager

P.O. Box 12327
New Bern, NC 28561-2327
Office 252-633-0066
Fax 252-633-3125
Mobile 252-361-3026
Email tbaker@titanfuels.aero
Website www.titanfuels.aero

BID NAME: TERM CONTRACT FOR AVIATION FUEL
FOR JACK BROOKS REGIONAL AIRPORT

BID NO.: IFB 20-0427YS
Bid Due Date/Time: 11:00 AM CST, Wednesday
September 30, 2020

SEALED BID