



WINDSOCK AVIATION, LTD.

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July 18, 2011

Dear Pilots and Students,

After a long and deliberate review of operating expenses it has become apparent that aviation fuel has increased in price in the last year to a point that we can no longer cover the continuous creeping increases. Windsock has not changed its rental cost since coming to Florence in February 2009, 2 ½ years ago but now must modify our rates. It's really about fuel costs because the engine overhaul at 2,000 hours and 100 hour inspections were always preplanned.

Effective with flight time on or after August 1, 2011 the "wet" rate for N517DL will be \$110 per hour. This is actually a comparable price to another C-172N in our area at \$110 per hour and equal to or less expensive than other cities in a 100 mile radius, but there is more to the value at Windsock Aviation. Consider these points.

- o N517DL has a Garmin 430 and digital transponder not normally found in similar rental aircraft
- o We don't charge extra for headphones as others do, if they have spare phones available at all
- o We are currently reimbursing off airport fuel costs at 100% of the rate you paid, and it can be very expensive at some destinations.
- o We are flexible with overnight trips based on length and the current trend in hours flown. Just contact us to see if we can accommodate your plans outside of the rental agreement terms.
- o We offer a 10% discount for 10 hours of block prepayment and will continue to do so. Block prepay is seldom found anywhere today because of rapidly escalating operating costs like fuel and maintenance. If you choose to prepay by the block your new rate will be \$99 an hour.

If you have a balance on a block prepayment you will be charged the old block rate until that money is flown off regardless of when you fly, even after August 1, 2011.

We appreciate your business and especially the outstanding safety record.

Finally I want to offer a special "thank you" to Florence Regional Airport for their support of Windsock Aviation. Since we arrived in Florence they have been supportive both financially and operationally. Without their support we would never have been able to offer such low prices or continue with our new comparatively low rates after August 1. Our local airport believes that local citizens should have an opportunity to learn to fly, or exercise their freedom to fly if already licensed, and they have supported that belief in a very substantial way. We are most grateful.

Sincerely,

George Roberts, Owner
Windsock Aviation Ltd.