



April 7, 2021

To: Our Aviation Gasoline Customers

Aloha!

As many of you know, Island Energy Services planned to cease 100 Aviation Gasoline production in Hawaii soon after acquiring Chevron's refinery in Kapolei on Oahu in late 2016. That time finally arrived a couple of months ago. IES's stock of 100 Aviation Gasoline is almost gone, and Air Service Hawaii has begun importing 100LL from overseas.

Personal politics and engine models drive opinions about what fuel type is best, but Hawaii was about the last place on Earth to offer 100/130 avgas. I know our Robinson helicopter operators welcome the move to 100LL, but many of our clients who operate high performance, turbocharged engines will miss the "lean" anti-knock characteristics of the green stuff. At this point there is no choice. Blue is all there is now, we've already blended tens of thousands of gallons of it into our existing inventory beginning in early March. In another month or two, at all five of our avgas resale locations, "avgas" will be 100% blue.

Given the lead times involved to load, ship, distribute, and off-load the train of ISO tanks we are scheduling to meet your needs, it is especially important that we know about any of our large commercial customers' plans to significantly change demand. Please call or email me directly if you would like to discuss further. starter@airservicehawaii.com

If you do not have an account with us already, please call our Honolulu Dispatch department at 808-839-5037 (press 3) to establish one. We'll need your name, aircraft type and tail number, and valid credit card information. Otherwise, you may provide a credit card upon delivery.

Air Service Hawaii provides aviation fuels and aircraft ground handling services at six airports in our state; Lihue, Honolulu, Lanai, Maui, Hilo, and Kona. We're locally owned and managed, with experienced, dedicated, and caring staff throughout our island chain. If you are already a customer, thank you for your business and your trust. If you are about to become one, we sincerely welcome the opportunity to serve your needs.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Shaen Tarter', is written over a light blue grid background.

Shaen Tarter- President