

THE CLEAR CHOICE

CHANGING SEASONS WITH GROWTH LEADS TO MORE CHOICES IN PAFA

A Note From President Robert J. Hawkins



President/CEO Bob Hawkins in Alaska Aerofuel's 18,000 sf climate controlled hangar

It was another great summer in Fairbanks. Fall is short here so the leaves already turned rich colors and are falling to the ground. Flocks of geese, ducks and cranes have departed for warmer climates. As we move from one season to the next, it's been great to see so many familiar jets turning on the Alaska Aerofuel ramp, not to mention the many new jets also working their way to and from Asia. This season, more and more flight departments from around the world are discovering Alaska Aerofuel- the only FBO in Alaska with on-site US Customs & Immigration- delivers

a smooth, convenient and quick turn for their journey.

Thanks to the increase in tech-stops by business jets at Alaska Aerofuel in PAFA, the available options for your crews, from staging and swaps to specialty catering, have multiplied. More and more crews are learning that they can experience a seamless crew-swap while enjoying nice accommodations and a variety of activities during their stay. We now have added catering alternatives and new partnerships with local hotels to make certain your jet has an array of quality choices. We even offer sophisticated, authentic Asian catering by a local Chinese restaurant that specializes in culinary fare native to their homeland.

Whatever your jet, passenger, or crew needs, our CSRs are on hand to

ensure you receive special 'Aerofuel rates' and that all your instructions are followed to the letter. These offers are available throughout the year, but you will find the winters at PAFA offer superior benefits, including consistently dry weather and the best winter runway conditions in Alaska. The speed and convenience of on-site Customs & Immigration, the de-icing pad next to the Aerofuel ramp, and FREE de-icing on jets up to GLEX/GV in size guarantee greater efficiency on your turn.

With each passing season, Alaska Aerofuel in PAFA continues to enhance its services and amenities for you. We look forward to seeing you on the ramp any time of year!



Another new jet on the Aerofuel ramp this fall.

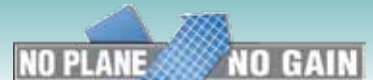
AVIATION & ECONOMIC CLIMATE

The attack on business jets continues. While it's obvious here in PAFA that business jets create jobs beyond the FBO and benefit local businesses, too, a hostile climate against business aviation persists.

The business jet community is very giving. Alaska Aerofuel happily contributes to many scholarship funds and charity events by regional and national aviation entities.

We must be active in NBAA and tell Congress how unnecessary taxes and regulation hurt the economy. Congress knows our position but needs reminded of how regulatory excess hurts those both inside and outside of aviation. We also need to remind local businesses of the economic and charitable benefits created by the business jet community.

The next time you contact Congress regarding BARR or a new tax, fee, or regulation, encourage someone who benefits from business aviation to contact Congress, too. Until then, the forecast is turbulent.



EXPANDED SERVICES FOR YOUR STAY IN FAIRBANKS

We want you to meet some of the many choices you have in PAFA for a great, overall turn as your jet comes through our ramp.

Marriott Springhill Suites

With its 'points' program that crews like, yes, Fairbanks has a Marriott. Alaska Aerofuel has enjoyed doing business with the Marriott SpringHill Suites for many years. Crews experience first-hand stellar customer service and comfort of this downtown property. With newly renovated, modern suites that offer 25% more space than the average room, separate sleeping and working areas and La Velle's Bistro, a crew favorite, on the first floor, the Fairbanks SpringHill Suites is always an excellent choice for lodging when in town. The hotel also offers a complimentary breakfast buffet, free high-speed Internet and on-site parking. A workout room, pool and hot tub round out the hotel's offerings, giving crews everything they need in one location.



Downtown Fairbanks' SpringHill Suites by Marriott

The Westmark

As we partner with Alaska Aerofuel with a commitment to excellence, we enjoy providing great service to all those passing through Fairbanks. The largest hotel property in Fairbanks, including a fitness center and much more; our staff is what will bring you back to Fairbanks' Westmark Hotel. Our managerial staff strives to ensure that your individual needs are met with excellence. We invite you to experience for yourself our warm and friendly atmosphere and great service. Come sit by the fireplace in our Red Lantern restaurant before your smooth ride home wherever your final destination may take you.

Landing in Fairbanks has never been so tasty! Alaska Aerofuel and The Westmark Hotel and Conference Center have teamed up to offer an experience unlike any other in Alaska. Renowned Executive Chef Timothy Frank, along with the expert crew at Alaska Aerofuel, bring spotless service and the passion for great food to the aviation guests of Fairbanks. Take advantage of our big city flavor with small town charm. You can count on our team to ensure that meals during your travel are a thoroughly enjoyable experience. Just contact Alaska Aerofuel to begin your adventure.



The Westmark in Downtown



Chef Tim of The Westmark

WHERE'S YOUR AEROFUEL CUP & PUP?



Cup & Pup works in Bahamas

The Alaska Aerofuel mug and long-time mascot, the AeroHusky, aka "Cup & Pup," is a beloved set of trinkets Alaska Aerofuel enjoys giving to aviation folks. They are so popular, we are regularly asked for replacement "Cup & Pups" after someone is coerced into giving theirs away or they go "missing," only to show up in someone else's hands!

"Cup & Pups" live happily all over the globe, travel in all kinds of aircraft, and appear at many events. One even has a forever home



AeroPup goes to China



AeroPup lives on BBJ

on a BBJ!

People have kindly sent us pictures of their "Cup & Pup," including a story of this comfort creature helping a young lad survive the flu! Delighted that the Alaska Aerofuel "Cup & Pup" has brought joy to many, we gladly look forward to your "Cup & Pup" photos.



AeroPup comforts boy

EXPANDED SERVICES FOR YOUR STAY IN FAIRBANKS

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The Pump House

The opportunity to execute top-notch creative fare with the support of a professional kitchen and insightful entrepreneurs became the genesis of a lofty undertaking for the historic Pump House restaurant.

The certified staff of professional culinarians enjoys the fast paced, energetic business of catering to Aerofuel's state of the art FBO and its expanding services in Fairbanks, Alaska.

The relationship with Aerofuel jelled immediately, and the response from the FBO's private and corporate clientele has exceeded expectation.

Creative packaging, timely response and listening to the customer reveals complete success for everyone involved.



The Pump House deck and dining view of the Chena River



Pump House's Classic Lounge reminiscent of Gold Rush days

Sophie Station

Sophie Station Suites is a place where the staff treats you like you matter and are constantly creating an atmosphere where service is the ultimate amenity.

Spacious one-bedroom suites accommodate extended stay guests and the exceptional customer service makes it your first choice in Fairbanks!

Amenities include complimentary wireless internet, fully-equipped kitchens, a 24-hour fitness room and an internet kiosk in the lobby and The Express Room Lounge.

Zach's Restaurant serves up signature specialties for breakfast, lunch and dinner, featuring an excellent menu. Dine at Zach's or gather in The Express Room Lounge with friends.



Sophie Station near airport & town



Zach's Restaurant



The Alaska-style lobby of The Alpine Lodge across from the airport

Alpine Lodge

The Award-Winning Alpine Lodge is conveniently located near the airport and just minutes from Downtown Fairbanks. Offering beautifully appointed guest rooms and suites, complimentary shuttle, and Alaskan décor throughout the entire property. Spa and family suites with kitchenettes are also available. The Finish Line Restaurant and Lounge is on site and offers a deluxe continental breakfast along with lunch, dinner and weekly "theme" events. Alpine Lodge is a 100% Smoke Free hotel and restaurant.

"We love working with Alaska Aerofuel and their Corporate Aviation Clientele! We feel that Alaska Aerofuel and Alpine Lodge have the same Commitment to Service excellence!"

INNOVATION IN PAFA IMPROVES CONDITIONS

Weather conditions at Fairbanks, Alaska, differ radically from other parts of the continent. Though remote, the Fairbanks airport is key to statewide ventures and relies on ingenuity to run smoothly. The "Scruncher" is an example of Alaskan innovation that allows critical functions to continue throughout winter.

Used on the "east ramp" primarily by small, personal aircraft, the "Scruncher" was built by PAFA's maintenance crew to sustain airport and runway operations. Made of obsolete parts from Sweepster runway broom heads, the "Scruncher" took 150 hours to build. It uses broom cores and all-poly bristles down to 4.5 inches with no spacers. Six lube points take only two minutes to grease. The frame is constructed of 4x6 rectangular tube and .5" end plates. The drive differential was removed and individual bearings installed in its place to let each 9' core turn independently for cornering. The hitch attaches to an Oshkosh plow truck hands-free quick hitch. It has four retractable legs for storage support, one on each end and two spaced evenly on either side of the hitch. An adjustable wiper cleans snow from between bristles. Grooming is performed on new snow as the bristles "punch" air out. Braking action is improved on packed surfaces by adding a rough texture to the surface.

It's Alaskan innovation like that makes the Interior highly functional and why PAFA is exceptional on many levels.



The "Scruncher" keeps breaking action optimum for small aircraft on the East Ramp at PAFA

PARTNERSHIPS FOR SUCCESS

Partnerships formed by Alaska Aerofuel are important on and off the ramp. To continue providing stellar service to your jets and keeping the aviation industry strong, activities beyond Fairbanks play a role, including safety and technical education, vendor relations, industry support, charitable giving, and government relations. As an Avfuel dealer, Alaska Aerofuel also offers flight departments access to marketing and creative services, education and training, AVTRIP pilot rewards, and more.

"Alaska Aerofuel is an ideal partner and offers distinct advantages over other Alaska locations, such as shorter over-the-pole flight paths and less congested airspace. High quality and service standards plus the availability of onsite U.S. Customs and Immigration enhance its appeal as an international tech stop, especially as aviation evolves as a global industry," says Avfuel Director of Marketing Marci Ammerman.

By supporting organizations like Women in Corporate Aviation, www.wca-intl.org, Alaska Aerofuel offers membership diverse opportunities within the industry, such as networking, scholarships, and online interaction and mentoring to aspiring professionals.

From regional events to industry celebrations and activism, Alaska Aerofuel is happy to support the thriving aviation industry and the far-reaching economic impact it brings.



Patrick Loughman, Avfuel International Fuel Sales with AAI at NBAA Regional in Florida



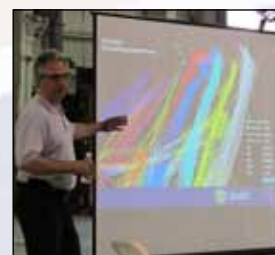
Working together on the AAI ramp for another successful quick-turn.

FRIENDS ON AND OFF THE RAMP



Alaska Aerofuel and FlightSafety enjoy fine dining with S & D attendees in Savannah.

Northeast Schedulers & Dispatchers hold an informative luncheon at HPN with presenters from Traffic Management of NY TRACON, NE Tactical Operations and the NBAA GA Desk.



Michelle Mooney, Manager of the Foxtrot Team for Universal Weather and Aviation, Inc., greets a jet at PAFA during a recent visit.



Alaska Aerofuel Director of Marketing, Jacqueline Dispoto at booth during the Business World Airport Expo in Farnborough, England.



Midwest Regional Aviation Professionals (MRAP) enjoy a summer evening tour learning about the unusual and spooky history of Chicago.

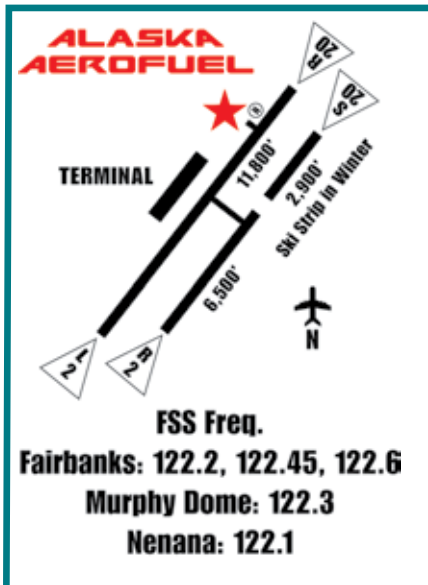


THE CLEAR CHOICE

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Alaska Aerofuel:
Alaska's only FBO
With ON-SITE
Customs &
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FREE
DE-ICING
on all
tech-stops
(up to GV/GLEX in size)



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**SURPASSING
EXPECTATIONS**

**IN A PART OF THE WORLD
YOU LEAST EXPECT IT!**

• **Double AVTRIP Points** •
December 15, 2011 - March 31, 2012