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<b>Ihre Zeichen</b> Your Reference	<b>Unsere Zeichen</b> Our Reference	<b>Datum</b> Date
	GF, mst	18.10.2018
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All Aircraft Operators and  
Handling Agents at  
Frankfurt Airport

### Warning Letter Price Increase Aircraft Deicing/Anti-icing per 1<sup>st</sup> of January 2019

Ladies and Gentlemen,

As we have informed you in our Preseason letter dated 15<sup>th</sup> of July 2018 we are able to keep the Fluid Charges for both alternatives, Alternative 1 and 2 stable until the end of 2018.

Starting in the last winter season the market for aircraft De-icing / Anti-icing fluid has seen dramatic changes. Raw material prices have reached a historic height with an increase of around 25%. We have taken measures to counterbalance this to some extent and are therefore able to keep fluid prices stable until the end of 2018.

The public tender for fluid supply has now been completed and Kilfrost Europe has been awarded the contract. As anticipated this has led to an increase in the cost of fluid procurement and **the following changes will become applicable starting on the 1<sup>th</sup> of January 2019:**

- ❖ **The price for De-icing will be increased by 0.08€ from 1.05 € to 1.13 € per liter.**
- ❖ **The price for Anti-icing will be increased by 0.14€ from 1.86 € to 2.00 € per liter.**

In the future there will be a price for the De-icing / Anti-icing at the beginning of the season, as well as a potential alignment by the 1<sup>st</sup> of January of each year. This is necessary due to the unsteady prices for raw materials which are required for fluid production.

The total number of trucks on site for this season will be 78 including contingency reserve. It was originally planned to have another two rental trucks from the manufacturer Safeaero on site. Due to engineering problems on part of the manufacturer these trucks will not be here on time and therefore not available for this season. Consequently we will operate with up to 70 trucks per shift this season (+8 compared to last season (62)).

Nevertheless the prices for Service Charge and Base Fee remain the same for this season, since we were able to keep the number of staff for the operational Aircraft Deicing stable by introducing one-man operated gate deicing starting last season. Increases in personnel costs unrelated to the increase of the number of trucks in use will be absorbed by NICE for the upcoming season. However we would like to inform you upfront, that the prices for Service Charge and Base Fee may increase substantially for season 2019/2020.

Therefore the Fluid used at Frankfurt Airport during the winter season 2018/19 will be:

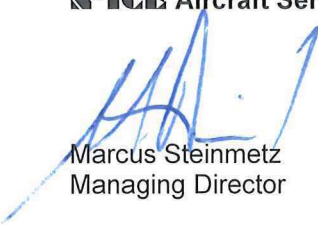
SAE AMS 1424 **Type I:** DF Plus Dyed / Kilfrost Ltd.  
SAE AMS 1428 **Type IV:** ABC – S Plus / Kilfrost Ltd.  
SAE AMS 1424 **Type I:** Safewing MP1 1938 Eco (80) / Clariant SE

Clariant will only still be in use until current inventory is used up.

In case of any questions please do not hesitate to contact us.

Yours faithfully,

**NICE Aircraft Services & Support GmbH**



Marcus Steinmetz  
Managing Director



Inga Engel-Wolf  
Inga Engel-Wolf  
Director Logistics