

Freedom Aviation – Consumables Cost of Goods Sold (COGS) Sheet

This sheet outlines the projected costs and suggested pricing for consumables offered to members. Costs are based on current supplier pricing and expected usage for high-tier membership levels. Pricing is designed to provide a reasonable margin while covering operational costs.

Item	Cost per Unit	Suggested Price	Notes
TKS Fluid (per gallon)	\$16.78	\$50.00	55-gallon drum purchase pays off after ~14 gallons sold
Oil – 15W-50 (per quart)	\$9.08	\$10.00	Case of 6: \$110
Oil – 20W-50 (per quart)	\$5.92	\$10.00	Preferred for SR22T owners
Oxygen	\$400–\$1,000+	May rent 150 lbs monthly/yearly; consider outsourcing to maintenance	
Windscreen Cleaner (per bottle)	\$10.00	Included in Membership	Usage-based
Microfiber Towels (bulk pack)	\$10.00	Included in Membership	Usage-based
Bug Scrub Pads (bulk pack)	\$10.00	Included in Membership	Usage-based
General Cleaning Supplies	\$10.00	Included in Membership	Usage-based

Consumables will be usage-based for higher membership tiers. TKS and oil represent the largest variable cost. Oxygen should be strategically outsourced or managed via rental until a consistent usage model is established. Cleaning supply usage will scale with membership activity, though current inventory should cover early demand.