



Aviation Fuel Solutions Inc

Expertise you can trust

Strategic Fuel Procurement

Aviation Fuel Solutions Inc. (AFSI) recognizes the strategic importance of fuel in the airline business where fuel has become the number one operating expense. Equally, **AFSI** recognises that in a supply driven market, the traditional airline approach to fuel management can only but lead to escalating fuel costs. Today's reality requires a new mindset with bold new strategies and a different set of skills on the part of those who manage such a strategic resource.

AFSI has the right expertise and the required capabilities for such an undertaking. Its experts have a perfect understanding of the dynamics of the Jet fuel market, and our proven track record in the aviation fuel business have made us the preferred choice of airlines who are seeking to take fuel management to the next level.

Through the carefully planned strategies and solutions we would help you develop and implement, **AFSI** experts will leverage your dominant position in the market place as a major buyer of Jet fuel and get you the price/service you deserve to get.

Fuel cost management strategies involve the use of technology as well as various other measures at both strategic and tactical levels:



Technology: Automation

Use of Fuel Management Systems and e-invoicing where paper documents are eliminated enabling an airline to drastically reduce costs through better planning, procurement, control, delivery, hedging and audit of fuel transactions. (Link to [realTimeFuel 360°](#))

Strategic: Participate in fuel distribution/Self-Supply

- Fuel sourcing, e.g. ex-refinery
- Transportation, e.g. shipping, pipeline and trucking
- Storage, e.g. fuel farms
- Into-plane service – Airport fuel consortium
- Joint ventures

Tactical: Tendering fuel requirements

- Competitive bidding
- Pricing structure
- Credit terms
- Packaging locations



Project Review Cycle & Facilitation Sessions:

For project monitoring purposes and to ensure that the program is responsive to new market developments, AFSI uses a 3-month planning, action and reflection cycle. These project review sessions will serve to update the Airline's management and fuel staff on new market developments, intelligence gathered and new strategies to be deployed.

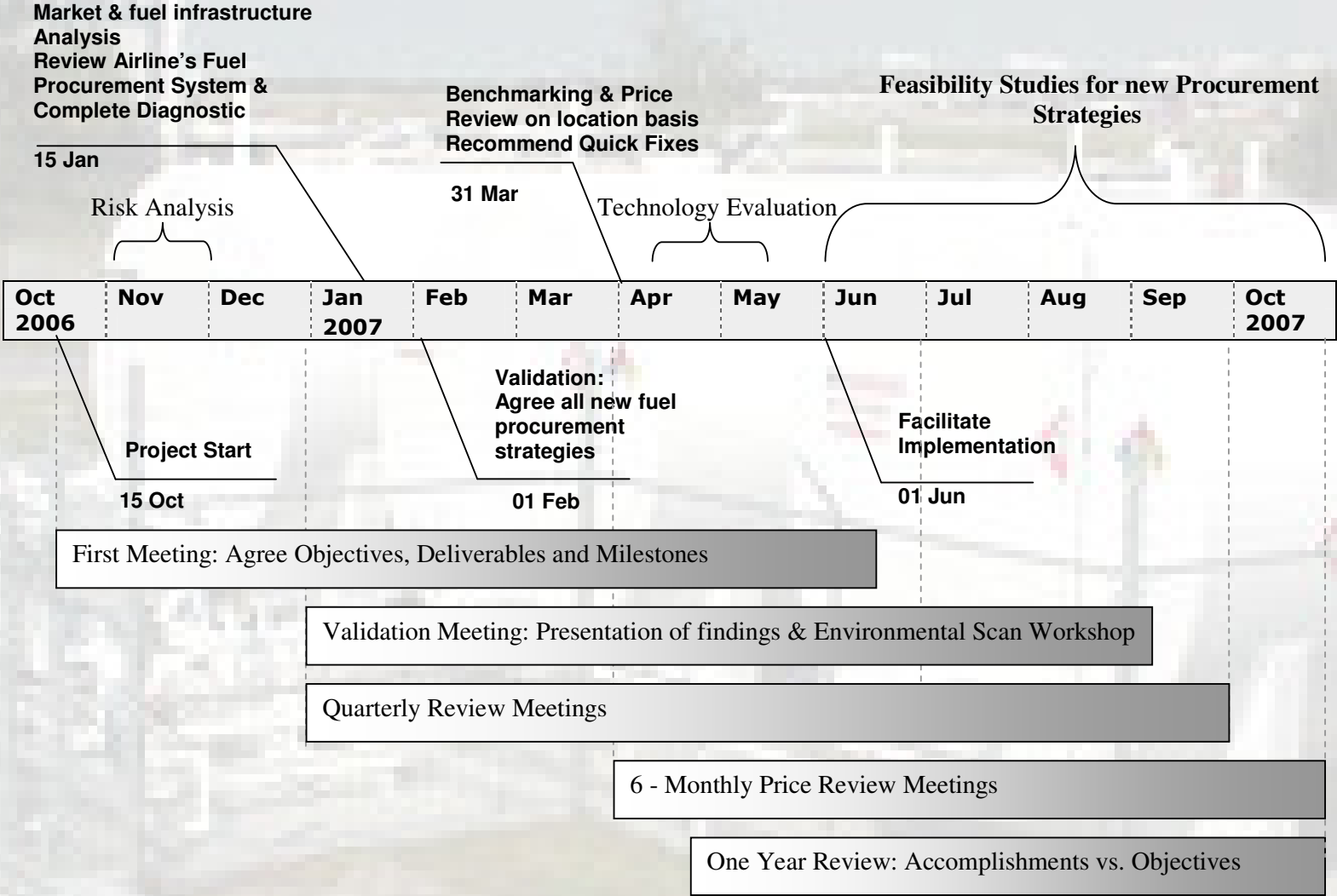
Role of the AFSI consultant:

The role of the consultant is first and foremost to provide external and independent expertise to enable the Airline to reduce the total costs of its fuel-purchasing program. More specifically it will accomplish the following:

- Market monitoring and intelligence gathering through market research and industry surveys
 - Supply and demand balance – global and regional
 - Inventory levels
 - Competitive rivalry
 - Pricing trends
 - Fuel supply logistics and infrastructure analysis
- Critical examination of current Airline's fuel procurement system
- Benchmark the Airline's fuel procurement system with other airlines
- Map out and evaluate strategies
- Periodic reviews with management
- Facilitate implementation



Project Timeline





Commitment

AFSI is committed to any project undertaken with confidentiality, understanding of customer's requirements, quality of work, on time delivery and full project management support.

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