



# Aviation Fuel Solutions Inc

*Expertise you can trust*

## Personnel Training

**Aviation Fuel Solutions Inc. (AFSI)** is an aviation consulting company based on the South-shore of Montreal, Canada. Aviation Fuel Solutions is specialized in aviation fuel and conducts commercial and technical work for major customers who include international Airlines, Airports, Oil companies and agencies like IATA, the UN and ICAO. The company leverages a unique web of strategic partners and leading aviation fuel experts to offer a most comprehensive set of solutions to the industry.



**AFSI's** principals combine more than 55 years of experience in the management of aviation fuel in areas ranging from facility planning, personal training, operational and quality manuals, procurement through operational efficiency to fuel price risk management. **AFSI** consultants, have hands-on airline experience for having previously been in the employ of international airlines. As such, they have perfect understanding of the workings of the airline business and the dynamics of the jet fuel supply market. This combined with their international exposure provides **AFSI** with a unique perspective on the aviation fuel industry.

Our outstanding personal training service to the Airlines, Oil Companies and many other Industries related to the Aviation Fuel is unique in terms of expertise and content whether it is commercial or technical training.

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# Commercial Training



**Aviation fuel training courses can be tailored after assessing client's need based on their operations or as required by the clients on an ad-hoc basis.**

**Example of a Commercial Training course;**

## **AVIATION FUEL MANAGEMENT COURSE**

### **1. Background Information**

- What is jet fuel?
- How is it made?
- Specifications
- Quality control

### **2. Airport Operations**

- Fuel handling
- Ticketing and Invoicing
- Supply chain and logistics
- Closed and open systems
- Tarbox indemnity insurance arrangement
- Analysing supply situation at 2 MD stations
- Operational Safety – Video

### **3 Fuel Efficiency**

- Goal: Minimising fuel cost
- Influences on fuel efficiency
- Fuel conservation and controlling process
- Measure every flight
- Tankering technique



#### **4 Pricing**

- Oil Market
- Platts price discovery process
- Basics of jet fuel pricing
- Price structure
- Stages of buying

#### **5 Course Exercise**

- Planning and budgeting
- Determining fuel requirements
- Tendering
- Negotiating
- Awards and Contracts – The IATA Model Agreement
- Monitoring
- Group work
- Review and learning points

#### **6 Welcome to the “real world”**

- Determining MD’s jet fuel requirements
- Internal processes for planning, budgeting, etc

#### **7 Analysis of MD’s jet fuel supply chain**

- Strategic locations
- Market intelligence
- Supply and pricing options



## **8 Tender Process**

- Developing an RFP
- Key elements in tender invitation

## **9 Analysis and Negotiation**

- Identifying gaps
- Best-practice
- Recommendations

## **10 Fuel Price Risk Management and Hedging Overview**

- Rationale and basics
- MD exposure to price volatility

## **11 Fuel Price Risk Management**

- Simple derivative instruments
  - Market view
  - Recommendations
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**AFSI has completed many projects over the years such as;**

**Recently completed projects**

- Aviation fuel Quality and Drumming storage manuals for a Canadian corporation
- Staff training of an international airline on detail fuel tendering process
- IATA Fuel Filter Monitor Study Project
- Research in Jet Fuel Specification, U.S National Petroleum Refinery Association (NPRA)
- UN POL Manual
- Fuel Training sessions in Moscow, Geneva, Nigeria and Angola
- Study on Into-Plane Fuel Market at Changi International Airport, Singapore
- IATA fuel freezing point harmonization project

**Current projects**

- A/S Global Risk Management – Setting up an Aviation Fuel Risk Management operation for a Danish Bunker Risk Management company
  - IATA – Accredited Instructor for Airline Fuel Management and the Jet fuel Price Risk Management courses
  - UN – Fuel consulting of petroleum, oils and lubricants in Peace-Keeping missions
  - Comport Aerospace Services Ltd – Subject mater expert, software application consulting
  - IATA – Fuel consultant, Subject matter expert
  - ICAO - Aviation Fuel Safety expert
  - IATA – Consultant for IATA Safety Audit for Ground Operations (ISAGO)
  - UN – Fuel pricing, invoicing discrepancies and dispute resolution
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### **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.

### **Contact**

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