

The international guide to business airports, FBOs and ground support partners

Business Airport

I N T E R N A T I O N A L

July 2016

Discover new partners, routes and destinations

Green Aviation Fuel Services

GAS

STATION

Fill Up and Fly Lead-Free!

SAY NO
TO LEAD!

UNLEADED VS BIOJET

Which fuel will power your
future operations?

In this issue

Single engine operations:

Commercial use of single
engine aircraft will expand
Europe's charter market

Empty legs:

How to make money
from unsold seats



Location focus: Italy | Case study: Fontainebleau Aviation expansion
City guide: Rio de Janeiro | Interview: African Business Aviation Association

Fuel service

International operators can avoid refueling mishaps by enlisting **Avfuel's** support

Avfuel Corporation through its flight planning division, Avplan, recently bolstered its trip support systems to capture specific data that helps operators and commercial customers make informed decisions regarding when, where and how to purchase fuel. This sophisticated matrix enables Avfuel to stay abreast of emerging trends, including location performance and service levels, which greatly boosts efficiency and cost for a smoother fueling experience with less hassle and a lower price.

The following list of scenarios to avoid might sound obvious, but when a busy operator or novice flight planner undertakes the management of a complicated international trip with multiple fuel stops, the number of considerations can become overwhelming.

With enhanced systems and a principle of exclusively employing seasoned staff, Avplan provides reliable plans that avoid mishaps. While the following list certainly isn't exhaustive, it presents complications that are easily avoided with a reputable fuel supplier and experienced flight planner.

Radio silence

Most fueling locations advertise 24-hour service, but some are only readily available at certain times. Avplan ensures the fueling operation knows an aircraft's timeline by staying in contact with the ground handling operation from start to finish.

Grounded

Get back in the sky with an operation capable of handling an array of maintenance needs on the spot. "Always plan for unexpected maintenance," says Avplan senior operations specialist David Kang. "For example, due to mechanical issues, we recently had an aircraft sitting in Tocumen International Airport in Panama for a week. It was the intended fuel stop specifically picked for its ability to handle repairs if needed – and it was needed."

No fuel

Operators should choose a location with a reliable fuel supply by looking at its branded supplier. Stick with



Vital statistics

Established: 1973

Fueling locations: 3,000

Products: Global network, bulk fuel supply, contract fuel, trip support, training, insurance, FBO branding

Customers: FBOs, airports, airlines, freight/cargo, business aviation, helicopters, military

locations supported by one of two or three reputable fuel suppliers who have invested in the fueling operation and the industry's infrastructure to ensure uninterrupted supply. Avfuel also benefits its global operators and commercial customers with ad hoc fuel solutions for emergency needs.

Hidden costs

Additional charges associated with fuel transactions, such as card processing fees, interest rates on late payments and credit extensions, add up fast. Understand tax considerations and know what product liability insurance is offered – Avfuel assists with both. Dig past the obvious advertised fuel cost.

Bad handling

Know what certifications the fueling location has received and what type of training its employees complete. Avplan ensures that only the most qualified operations are included on a flight plan.

A 60-minute quick turn

Avplan can easily identify which locations have a track record of trusted, timely service. These locations are known for their consistency with quick turns and ground handling, providing a seamless experience for customers.

Looking for a latte

The best locations offer every service for which a discerning passenger could ask. For instance, customs may be right next door, or the facility may offer high-end refreshments. "One location we always trust is Hector International Airport in North Dakota," says Kang. "Crews like the airport because it has a great relationship with customs and can service any aircraft."

Diversions

Once operators select fueling locations with the above preventable complications in mind, it's imperative they go through the entire process again and select alternate locations that also fit the bill. International operators and commercial customers appreciate Avplan's logistical expertise and ability to select appropriate diversions in advance for a smooth trip.

By tracking fueling operations' performance and drawing on Avfuel's extensive resources, Avplan can save international operators time with a personalized flight plan and fuel schedule that offers maximum efficiency, avoids risk and saves money. ○

Above: Operators should choose a location with reliable fuel supply backed by a reputable fuel supplier. Avfuel's systems help operators make informed decisions regarding fuel purchases

AVFUEL

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