

FUEL SUPPLY PROPOSAL

CORPORATE AVIATION

||| JET A-1

worldwide aviation jet fuel solutions

FUELING A PASSION FOR A HIGHER STANDARD





Our company

JET A UK is independent global supplier of aviation fuel and services. Headquartered in Edinburgh, Scotland connects a diverse array of aviation customers with the systems and solutions needed to attract more business and to conduct operations efficiently and effectively. Private, Corporate and charter operators as well as commercial and cargo airlines represent just some of the customer types that benefit from JET A UK's modern fuel and service solutions.

QUALITY

Quality, Safety, Health and Environment is the most important procedures for JET A UK. Our systematic approach includes regular risk assessments to ensure we follow best working practices, preempt incidents, and continually improve our performance in accordance with ICAO/FAA/EASA requirements and recommendations. We are trusted supplier of products that meet or exceed industry standards.

HIGH STANDARDS

Supplying fuel safely and securely is a top priority. Certain products we supply are potentially hazardous and the environments in which we deliver can be challenging. We ensure vessels and vehicles involved in transporting fuels are vetted to meet stringent standards. Similarly, contractors and local suppliers are evaluated for quality, reliability and QMS performance, and trained to ensure the best service for our customers.

Our key points



COMPREHENSIVE FUEL PRICES

The combination of JET UK worldwide supplier network, experienced logistics team and competitive pricing allows for stable supply, maximum procurement efficiencies and fuel savings. We can deliver into-storage or directly into the wing of the aircraft and arrange for scheduled airline, charter, corporate or cargo and ad-hoc fuel supply. Our commercial fuel team is extremely knowledgeable, experienced and reliable.



PERSONAL CUSTOMER CARE

When partnering with JET A UK, operators are ensured specifically-tailored management services, flight and ground support, refueling packages, flexible credit facilities, affordable pricing structures as well as high quality services in accordance with safety requirements for every mission and every trip.



FUELING WITH PASSION

JET A UK is focused exclusively on aviation. We continue to solicit and incorporate the insight of pilots, flight departments, and FBOs as we add and adapt our offerings. We're not in the business of simply selling fuel and services – we're in the business of connecting people, companies, and cultures.

JET A UK's global network includes a fueling network of over 1,800 worldwide locations spanning six continents.

Aircraft owners and operators benefit from solutions including less-than-retail rates on jet fuel through JET A UK

Contract and JET A UK Rewards Program, marketing support, credit and financial facilities.

JET A UK is focused on permanent improvement of our programs.

And continue to upgrade the offerings taking into account our customers, pilots and flight departments requirements.

Fuel efficiency factors in Corporate Aviation

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Being on the other side of the negotiation isn't easy either. Fuel suppliers need to respond quickly and competitively to a large number of invitations to tender and the complexity around how jet fuel prices at airports are determined, plus the volatility of the energy market, make this a real administration pain.

However, the need to put fuel contracts is not going to go away, so how can we make the experience easier for operators? To answer that we need to first understand exactly where the problems lie.



High volumes of data

Operators typically have extensive networks, which include many locations. They need to have fuel supply contracts in place for each location and these contracts need to cover supply of the product (the fuel), associated services and for some locations, storage and fuel logistics.

In order to create invitations to tender for all of these contracts, operators need to have a lot of data at their fingertips – the volume forecast, budget, flight schedule, details of the services required at each location and so on.

Operators need to make decision quickly and competitively but this is a challenge because of the number of different price components involved in jet fuel, and the dynamic nature of the energy market.

Each airport has their own specific fees, taxes and fuel pricing structure so operators need to gather and centralize all of this pricing data. If you consider that operators may control at hundreds of locations, this is no mean feat. Furthermore, some of this information changes on a daily basis such as jet fuel indexes and exchange rates.

Significant information exchange

The process of tendering also requires airlines and suppliers to communicate regularly and exchange a great deal of data: tender documents, bids, new round notifications, re-submitted bids, awards/declines, contracts and so on.

Managing these communications (and documenting them for audit purposes) requires a lot of effort on operator's side.

Data in different formats

It's difficult for operators to accurately compare the bids they receive from fuel suppliers, because they are presented in different formats. They also contain different payment terms, jet fuel price indexes, units of measure, currencies, and so on.

Operator's fuel managers are forced to perform a 'normalization' process, where they make conversions and adjustments so that they can compare the bids like-for-like. This is a largely manual task involving a lot of data inputting, so it's inefficient and prone to human error.

Being our client you never face with such difficulties. We are great at doing what we do.

We have a wealth of expertise, modern techniques and energy. Our management solutions are the industry envy. We understand our clients' individual needs and design solutions that fit with their unique requirements.

We identify and strive to achieve your goals, using sound long-term strategies and the latest technologies. We will help to uplift your fleet efficiently.

Our professional Team Staff

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Our ultra-responsive dispatch team works around the clock to coordinate deliveries, stay abreast of the landscape, and arrange extra fuel for peak time periods. JET A UK dispatch team is available 24/7/365, meaning customers are never left without options.

JET A UK LP

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Why choose us?

- ◆ *One source specifically-tailored solutions*
- ◆ *Comprehensive prices through global network access & rewards program*
- ◆ *Professional staff support & Personal customer care*