

Expressions of Interest - Alderney Airport Fuel Concession

Introduction

Guernsey Airport is seeking initial expressions of interest from proven providers of aviation fuel supplies (both AvGas and Jet A1) to undertake a fuel concession at Alderney Airport with effect from April 2016.

The existing operator has expressed an intention to quit the concession and the Airport is seeking suitably experienced fuel operators with a proven track record in the aviation industry to undertake the service on a minimum 5 year term.

Background to Fuel supply at Alderney Airport

Alderney Airport's operational hours are currently from 07:30hrs to 18:30hrs year round, with a later closing time of 19:30hrs during summer weekends. It is expected that aviation fuel supplies will always be available during operational hours. On an infrequent basis fuel will also be required outside normal operating hours in the event of medical evacuation or other emergency.

The existing concession is operated using a variety of fuel bowser types and to date has traditionally delivered AvGAS fuel on an 'on demand' basis to private and commercial aircraft operators. (Full time operatives have not been permanently on site during airport opening hours but have responded to demands from fuel as required).

The fuel service is diversifying into the provision of Jet A1 fuel this winter and it is likely that both fuel types will be required for the foreseeable future.

AvGAS sales in 2014 (Jan – Dec) totalled 135,000 litres, with approximately 45% attributable to Aurigny the only commercial operator servicing the island. That airline will be switching primarily to Jet A1 fuelled aircraft – although some residual demand for AVGAS will continue.

The Fuel Concession

The concession is a solus agreement and the Airport can provide a bunded parking area for up to two vehicles and a site for a portacabin office / store. That facility is provided free of charge and there is a token concessionary rent levied by the Airport Authority for the lease of the land / car parking. No fee has traditionally been levied for the operation of the concession.

In addition the States of Alderney can provide a lease for an off-airport fuel storage facility currently comprising one static fixed tank for AvGas. Fuel importation onto Alderney is currently facilitated using ISO transport tanks.

Registration of Expressions of Interest

Guernsey Airport is seeking initial expressions of interest and once a basic evaluation is made a formal ITT process for the concession will follow.

The initial expression of interest should be submitted through completion of the attached form (with appropriate attachments by way of examples) and must include details of other similar aviation fuel supplies at UK licensed or unlicensed airports, including contact names and numbers for persons who can provide references on any applicants' operations at those sites.

The expression of interest should also include an example of an operations manual currently in use – suitably redacted to maintain confidentiality if necessary.

Any interested parties should also confirm that they are licensed aviation fuel providers in accordance with the latest Joint Inspection Group (JIG) requirements.

All expressions of interest must be lodged online using the attached form with suitable attachments where necessary and these can be uploaded at **www.channelislandtenders.com** by no later than 1700hrs on Friday 08 January 2016.

Further information or enquiries can be directed to Colin Le Ray, Airport Director at colin.leray@gov.gg or on 01481 234945



1	BASIC DETAILS OF YOUR ORGANISATION
1.1	Name of the organisation:
1.2	Contact name for enquiries about this Expression of Interest:
1.3	Contact position (Job Title):
1.4	Address:
1.5	Telephone number(s):
1.6	Fax number:
1.7	E-mail address:



1.8	Website address (if any):
1.9	How many staff do you employ in your organisation and how many are employed (if applicable) in the division involved in the subject of this PQQ?
2.1	QUALITY ASSURANCE
2.2	Does your organisation hold a recognised quality management certification for example BS/EN/ISO 9000 or equivalent?
2.3	If not, does your organisation have a quality management system? Yes / No
2.4	If you do not have quality certification or a quality management system, please explain why:



2.5	Is your organisation a licensed aviation fuel providers in accordance with the latest Joint Inspection Group (JIG) requirements? Yes / No
2.6	HEALTH & SAFETY
2.7	Does your organisation have a written health and safety at work policy?
A	If "No" please explain why:



B	<p><i>Has your organisation been the subject of any Health & Safety investigations in the last 5 years?</i></p> <p>Yes / No</p>
C	<p><i>If 'Yes', please give brief details:</i></p>
D	<p><i>If 'No', please give brief details:</i></p>

3	REFERENCES	
3.1	<p>Please provide details of up to three recent contracts that are relevant / comparable to the provision of Aviation Fuels.</p> <p>If you cannot provide three references, please explain why.</p>	
A	<p>Reference 1</p>	<p>Customer organisation:</p>



		Customer contact name:
		Contacts phone no.:
		Contract reference and brief description (<i>100 words max</i>).
		Value of contract:
		Date contract was completed:
B	Reference 2	Customer organisation:



		Customer contact name:
		Contacts phone no.:
		Contract reference and brief description (<i>100 works max</i>).
		Value of contract:
		Date contract was completed:
C	Reference 3	Customer organisation:



		Customer contact name:
		Contacts phone no.:
		Contract reference and brief description (<i>100 works max</i>).
		Value of contract:
		Date contract was completed:
3.2.	Explain why, if you are unable to supply 3 references.	



3.3	Confirm that you are happy for us to contact the reference customers detailed above. Yes / No
3.4.	How many other similar contracts in addition to the three above have been undertaken in the past three years?
3.5	Have you had any contracts terminated in the last three years? Yes / No



4	<p>Have you attached to this questionnaire an example of an existing fuelling operations manual that you have developed in providing aviation fuelling facilities elsewhere, ideally at one of your reference sites included in section 3.1.</p> <p>Yes / No</p>
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