

Supporting regional aviation in France

THE CHALLENGE

Aéroport Reims en Champagne in France – part of the edeis Group network – was looking for a new kind of fuel provider that could meet its ever-changing needs. Having previously taken a traditional approach, the airport was now looking to enter a more flexible relationship, better suited to the demands of 21st century general aviation.

The airport in Reims, serving the surrounding Champagne region, has historically played a key role in the development of aviation. This project sees the airport moving back to its innovative roots, as in 1908 the first inter-town flight was accomplished here by Henri Farman, flying between Bouy and Reims on his Voisin aeroplane.

FINDING A SOLUTION

World Fuel Services responded to the Aéroport Reims en Champagne's competitive tender with an approach that was aligned to the needs of Reims' diverse customer base while helping the airport to achieve its commercial targets. As a result, World Fuel Services now provides 100% of the airport's Jet A-1 and Avgas fuel requirements.

Mark Amor, World Fuel Services' vice president, commented: "Reliability and flexibility were the two most important things Aéroports Reims en Champagne were looking for. World Fuel Services is now working with the airport to deliver a unique full-service solution, transforming its traditional approach to offer a more flexible, bespoke service."

World Fuel Services' proactive approach has meant the fuel provider was also able to start supporting nearby LFQA airport with its fuel needs, as well as offer additional services, such as World Fuel Services' renowned card payment processing system, simplifying the purchase of everything from fuel to training.

He added: "Our speed of response and flexible attitude were seen as real benefits by edeis while our focus on supporting Reims' future growth aspirations has had a huge impact on the airport as a whole. We look forward to continuing our relationship with Reims and providing solutions which aid and complement its success."

Traffic figures show France is experiencing strong growth in terms of business aviation, which World Fuel Services' expansion is helping to support. The fuel provider aims to act as a partner to regional airports in France, supporting them to meet the challenges of modern business aviation.