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World Fuel Services Wins Second edeis Group Contract
New Contract to Supply Fuel at Aeroport Reims en Champagne expands Footprint in France

November 30, 2017 – LONDON – Global energy leader World Fuel Services (WFS) has won its second contract with edeis Group, at Aeroport Reims en Champagne (LFQA), in France. The deal will see WFS supply 100% of the airport’s Jet A-1 and Avgas fuel requirements.

As part of the contract, LFQA – a leading business aviation airport close to Paris – will also benefit from WFS’ card payment processing system to help simplify customers’ purchases of everything from fuel to training.

“Our new relationship with LFQA is the result of a competitive tender with the airport looking for a fuel supplier that is reliable and flexible, first and foremost,” said Mark Amor, vice president at WFS. “We can support LFQA’s diverse customer base while at the same time helping them to achieve their commercial targets.”

WFS is now working with the airport on a unique full service solution, changing the traditional model and instead offering a bespoke, flexible service.

“We offer a proactive approach to overcoming challenges that demonstrates our philosophy of working in true partnership with our customers. Our speed of response and the flexible attitude we bring to designing solutions that truly work for customers was seen as a real benefit by edeis,” Amor added.

This announcement is just one of a recent spate of wins for WFS, which has been rapidly expanding across Europe.

In May, the fuels and service solutions specialist announced it had won a new contract to supply Nimes Airport, where it supports the emergency services work of firefighters and provides much-needed, consistent provisions to address seasonal forest fires in the south of France and Corsica each summer.

As a result of acquiring the ExxonMobil's General Aviation business earlier in 2017, WFS expanded its existing on-the-ground network into France, at Le Bourget, Nice, and Bordeaux airports.

WFS provides a unique, bespoke service to aircraft manufacturer Dassault Aviation at its Bordeaux site, where it tests and manufactures its range of aircraft including the new Falcon 5X – the latest in its range of business jets. The development, maintenance, and repair of the Falcon series takes place at a 7,200sqm purpose-built facility at the airport.

At Nice, the second busiest airport in France, WFS is one of only three operators to supply fuel, catering to a broad customer base including low-cost airlines business jets and helicopters. WFS also offers a self-service pump for the helipad, a custom solution for the busy airport.

“Recent traffic figures show that the French business aviation market is experiencing a period of strong growth¹, making this an exciting time for us to be in the market,” said Amor. “We are committed to supporting the aviation industry in France as a partner able to meet modern aviation business challenges. Our recent successes at some of the busiest airports in France show what we can achieve when working together, hand-in-hand with our customers.”

About World Fuel Services Corporation

Headquartered in Miami, Florida, World Fuel Services is a global energy management company involved in providing energy procurement advisory services, supply fulfillment and transaction and payment management solutions to commercial and industrial customers, principally in the aviation, marine and land transportation industries. World Fuel Services sells fuel and delivers services to its clients at more than 8,000 locations in more than 200 countries and territories worldwide. For more information, call 305-428-8000 or visit www.wfscorp.com.

¹ EBBA, Traffic Tracker, October 2017

<http://www.ebaa.org/en/news-publications/news/october-marks-full-year-of-bizav-traffic-growth.aspx>