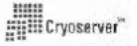


Message # 34

Message Key: 00031325CFBA6B343CDBE404AFD22D2ED69544E3



From: [REDACTED]@ports.je>

To: [REDACTED]@aviationbeauport.com>, Lyndon Farnham <L.Farnham@gov.je>

Cc: [REDACTED]@gov.je> [REDACTED]@gov.je>, [REDACTED]

Subject: RE: Aviation Fuel

Date: Wednesday, September 02, 2015 16:15 BST

[REDACTED]

[REDACTED]

3) Generic Question (3): Please explain how and where tenderers provide information on the structure of the supply chain in order to satisfy the stated priority of security of supply for aviation fuel.

Please see:

Section 2.4 of the ITT, where the Ports of Jersey expect responses to include how the tenderer will ensure continuity of supply pursuant to demand needs for the term of the contract

Section 7.1 of the ITT, where the Ports of Jersey expect responses to include supply chain provisions in the detailed mobilisation plan.

Section 7.5 of the ITT, where the Ports of Jersey expect the Operational Management Plan for the execution and management of all services, and Subsection (f) which asks for details on planning and scheduling, where we expect supply to be one of these services.

There are essentially 4 main elements of the operation as tendered.

- * Supply of Fuel
- * Operation of the Fuel farm
- * Into-plane operations
- * Maintenance

4) Generic Question (4): Please explain how the price to the end consumer is determined.

Please see:

Section 11.5 of the ITT, and Schedule 6 of the draft [REDACTED] as in the Operator shall provide each customer an invoice for Aviation Fuel that details:

- * The supply cost (expressed in Pence Per Litre),
- * The operating fee (expressed in Pence Per Litre), including land licence/property costs,

* The throughput fee (expressed in Pence Per Litre), and

* The GST if due.

We have developed a managed process for points 2 and 3, both of which are transparent through the Pence Per Litre charge. For point 1 we recognise that the supply costs are largely influenced by global market forces and the base price of oil and expect this to change over time as is has in recent months.

Our contractual requirements and KPIs are robust and whilst they are yet to be finalised with the successful Tenderer the KPI for Customer Service will require that commercial and general aviation customers are to be an integral part of this KPI. Our expectation is that pricing will be a major component of the measure of customer satisfaction.

I hope this provides further clarity for [REDACTED]

If you do have any further questions in respect of the tender, or where to find answers for particular points in the tender documentation, I would ask that you raise these through the Portal so that they are covered by the formal process.

Best regards,

[REDACTED]