

## **Managing the change - AFGUARD® implementation from an operational perspective**

Client: Frankfurt Jet Services (FJS)

Interview with Günther Hansel, General Manager, Frankfurt Jet Services, Germany



### Summary:

With Shareholders approval, FJS first acquired AFGUARD® about five years ago. A hydrant dispenser was installed with two sensors, one upstream and one downstream of the vessel. FJS have since collected enough positive data from the sensor to plan retrofitting their equipment with AFGUARD® in combination with the Dirt Defence Filter (EI 1599).

FJS are grateful for FAUDI Aviation's long history of supplying products of the highest quality which adhere to the most rigorous safety standards, and for the ease and speed with which AFGUARD® can be installed by their own technicians. Mr. Hansel recommends the company's AFGUARD® sensor solution to all fuel filtration users.

### Challenges before investment in AFGUARD®:

- 1) Chemical water detection, the prevailing method of fuel quality monitoring, is non-continuous, meaning that transparent, reliable measurements of quality and performance during the refuelling process are not possible. This means that fuel quality for the end customer could ultimately be compromised.
- 2) FJS are concerned about the health, safety and environmental issues associated with the use of disposable chemical water detector capsules.

### Solutions offered by AFGUARD®:

- 1) The sensor facilitates permanent and reliable monitoring of fuel quality, promoting the source of contamination to be traced.
- 2) The electronic water sensor offers a more cost-effective and sustainable solution to fuel quality monitoring in the long term, since ongoing investment in chemical water detector capsules is no longer needed.

Current challenge:

Around half of FJS's vehicles are equipped with filter monitor vessels, which, in line with EI standards, are to be phased out by the end of 2020. Time for investment in and installation of AFGUARD® as the sensor technology of the future is therefore limited.

FAUDI's solution:

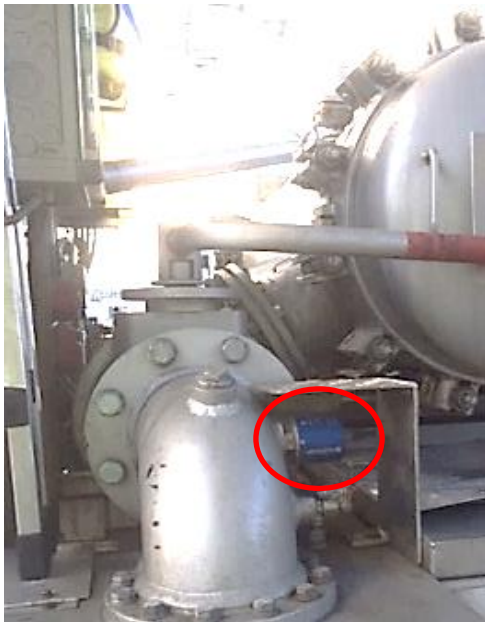
The quick and easy installation of AFGUARD® on FJS's equipment has been made possible by FAUDI's "Training on the Job" scheme. This involves FAUDI's technical engineers collaborating with qualified staff on the ground for the initial installation, who are then able to carry out subsequent installations themselves.

FAUDI's "Training on the Job" scheme is highly productive, and means that the company can expand its network of certified AFGUARD® installers as quickly as possible. As a result, customer concern about service inaccessibility will be increasingly less common.

Result:

FJS currently use a data logger attached to a USB for collecting data from AFGUARD®, and these are then processed on their own electronic system. In the coming year, they plan to invest in an independent means of analysis of the refuelling process, according to which the state and precise degree of contamination can be assessed.

Looking forward, Mr. Hansel sees AFGUARD® used in combination with the six-inch dirt defence filter as the safest and most cost-effective long-term solution to fuel filtration. Proceeding with their so-called "good conscience" approach, and having last year been acquired by Skytanking, a refuelling company with around 1,600 staff and operating in over 70 airports worldwide. FJS is going to increase their annual refuellings by 40%, up from 100,000 to 140,000 refuellings per year. With the help of planned investment in AFGUARD®, this would mean savings of 140,000 Chemical Water Detectors per year (not including the use of chemical detection in case of an AFGUARD alert condition in accordance with JIG 110).



AFGUARD® equipped on Hydrant  
Dispenser



DPGUARD® equipped on Hydrant  
Dispenser

*Günther Hansel: "FJS is going to increase their annual refuellings by 40%, up from 100,000 to 140,000 refuellings per year. This would mean savings of nearly 140,000 Chemical Water Detectors per year and possible reducing of 140.000 physical product contacts for our staff".*

Find out how we can put solutions like these in place to work for you.

**Get in touch: [www.faudi-aviation.com](http://www.faudi-aviation.com) or [contact@faudi-aviation.com](mailto:contact@faudi-aviation.com)**

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