Managing the Change - AFGUARD® implementation from a strategic perspective

Client: Shell Aviation

Interview with Bernhard Maedler, Global Manager Aviation Vehicles, Equipment & Standards, Shell Aviation

Summary:

Shell Aviation sees its investment in AFGUARD® as a continuation of its long-term collaboration with FAUDI Aviation. The company recognises FAUDI's leading role in the fuel filtration industry, enabled by its practical approach to finding solutions for clean fuel at all stages of the supply chain, and considers such innovation in line with their own stringent equipment as well as industry standards. With hundreds of refuelling vehicles in daily operation worldwide, Shell understands the importance of keeping up with developments in filtration and sensor technology in order to maintain its position at the forefront of the aviation industry. Bernhard Maedler recommends installing AFGUARD® on all newly built vehicles and on large operations with high costs for chemical water detection.

Benefits of AFGUARD® investment:

1) At the time that AFGUARD® came to market, Shell Aviation was seeking a long-term, cost-effective, and robust solution to the issue of free water detection in Jet Fuel. AFGUARD® allows for continuous monitoring versus spot monitoring of chemical water detectors.
2) AFGUARD® allows for the potential of alternative into plane filtration with-out water removal capability since filter monitors will be phased out by the end of 2020.

FAUDI's Solutions:

1) AFGUARD® facilitates continuous monitoring of fuel, meaning that fuelling can be automatically stopped in the event that the critical value for water content is exceeded.

2) AFGUARD® is an important step for Shell's investment in alternative filtration technology, such as FAUDI Aviation's Dirt Defence Filters (EI 1599).
3) AFGUARD® is a more cost-effective into plane monitoring solution in the long term, since investment in the purchase, storage and disposal of chemical water detector capsules is no longer necessary.

Potential objections for investment in AFGUARD®:

1) Bernhard Maedler suggests that a lack of certified AFGUARD® installers at or near the airport may act as a deterrent from purchasing the water sensor.
2) Smaller airports might be uncertain about the financial sense of discontinuing the use of chemical water detectors in favour of AFGUARD®.

FAUDI's Solutions:

1) Shell Aviation recognises that FAUDI's technical services, in particular its training of certified installers, offer viable solutions to customer concerns. As AFGUARD®'s installer network continues to grow, certified service providers are becoming more readily accessible.

Results:

Looking forward, Shell Aviation will start a phased approach to retrofit AFGUARD® on their own fuelling equipment. Bernhard Maedler, recommends the electronic water sensor to any customers operating newly built vehicles with filter monitor vessels, as well as to those with high operating costs on chemical water detectors. Shell is gradually preparing their vehicle fleet to provide into plane services with robust water detection solutions. In terms of future development in the industry, the company expects to see the deployment of various sensing technologies throughout the supply chain.

Bernhard Mädler: "Currently the combination of EI 1598 water sensor with EI 1599 dirt defence filters is the only viable drop-in solution for into-plane equipment with filter monitor vessels."

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

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October 2018