

INSIDE

An AP Aviation Story

Coming To GRIPS With The
**Aviation
Business**



The Magazine in 60 Seconds

Welcome to this inaugural edition of our Aviation magazine, where we dive into the heart of aviation and its dynamic landscape. In the Group Chairman’s note, he shares his visionary perspective that guides our journey forward. The General Manager note unfolds the global impact and Ardova plc’s crucial role in Nigeria’s sky.

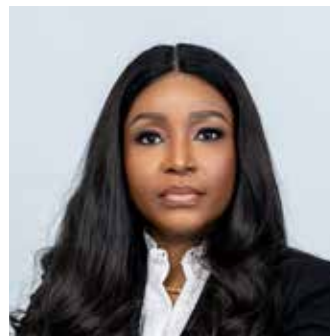
In a nutshell, this issue is packed with insightful contributions. Meet our accomplished contributors:



Abdul Wasiu Sowami
Chairman, Ardova Plc



Moshood Olajide
Managing Director, Ardova Plc



Abiola Babatunde-Ojo
Deputy Managing Director,
Ardova Plc



Toyin Leo-Olagbaiye
General Manager, Aviation



Modupe Ladipo DipM MCIM CMktr
Manager, Aviation Sales & Marketing



Dr. Betiku Olasimbo
Technical Consultant



Engineer Olusegun Daniel
Aviation Engineer



Samuel Ajimoh
Safety Officer

Our Editor Modupe, reflects on the 2023 year review, setting the tone for what’s to come in 2024 and beyond.

Venturing inside Air AP, you’ll find a headlining note on our latest endeavours, along with exciting new partners. Samuel delves into the vital topic of aviation safety, reaffirming our commitment to secure skies.

Dr. Betiku provides a comprehensive overview of the inaugural Aviation Workshop, detailing industry status both globally and locally. This includes a presentation brief overview from our technical partners in the industry. Modupe's insights from the IATA Energy Forums in Seattle May 2023 and Abu Dhabi in November 2023 sheds light on new horizons in the Aviation industry.

Explore the intricacies of the complex oil market as we draw on expert discussions from the IATA conferences, enriching the conversation.

The magazine isn't just business. Networking dinners, snapshots from conferences, bring our community together. Explore our feature articles on innovative potentials with ATMOS international, as well as the intriguing dynamics between private and commercial jets.

Unlock successful case studies through the eyes of:



Eve Messenger
Fuel Manager Virgin Atlantic



Captain Akin George
CEO, Anap Jets



Momodou Bah
Director of Supply Africa,
AEG Fuels



Stephen J Leonard
Vice President of Global Supply,
AEG Fuels

We capture the essence of Air AP's accomplishments. Engaging facts about aviation and a glimpse into the future wrap up this edition.

Welcome aboard this journey through the skies and beyond. Enjoy the read!

By Modupe Ladipo

Arдова Plc Vision

In an exclusive interview with the visionary leader at the helm of Arдова Plc, we delve into the profound insights shaping the trajectory of the organisation and its strategic aviation unit, Air AP.

Our Chairman illuminates his visionary outlook for Arдова Plc, articulating a robust vision that transcends the confines of conventional business. With a keen eye on the years to come, the goal is not merely growth but an impactful transformation that leaves an indelible mark on the aviation industry.

The Chairman provides a glimpse into the motivation behind its establishment and charts the transformative milestones awaiting on the horizon. These milestones, rooted in a commitment to excellence, are poised to drive Arдова's future growth and cement its position as an industry leader.

As the aviation industry undergoes rapid evolution, the Chairman outlines the strategic steps envisaged for Air AP. Staying at the forefront of these changes is not just a goal but a commitment to maintaining a competitive edge, ensuring that Air AP continues to set industry benchmarks.

This interview provides an intimate understanding of the Chairman's vision, offering readers an insider's perspective on the exciting future that Arдова Plc and Air AP are poised to carve in the aviation industry.



Abdul-Wasiu Sowami

Interview with the Chairman

Modupe Ladipo (ML): *What is the vision you have for Ardova Plc, and how do you see it impacting the industry in the years to come?*

Chairman, Mr Abdul Wasiru Sowami (AWS):

So, the vision that I have is an integrated downstream business, that has assets across all the value chain and is integrated in such a way that all the stakeholders which include our customers, our clients, internal resources that we have, the assets, government, Nigeria and the environment have a symbiotic relationship of great value and benefit for everybody involved. And how do we want to achieve that? I believe that Nigeria as a country that has both the human and material resources to be able to make businesses like Ardova Plc bring value for the society. So, my vision is to create an integrated business that cuts across all the value chain and brings value to all stakeholders.

ML: *Looking at Ardova Plc's journey thus far, what motivated its establishment, and what Transformational milestones are on the horizon to drive its future growth?*

AWS: As a businessman and entrepreneur, I have looked at the horizon. I have never done anything but the downstream business. I have seen a lot of gaps, especially over the last 20 to 30 years, where the major players in the downstream sector have been the international businesses.

Ardova Plc has taken that opportunity to promote Nigeria and also to ensure that Nigerian businesses are able to participate and also create value. So, what I see is a vision where in the next couple of years, both downstream and upstream, Nigerians are going to create value that will enhance the value of Nigeria.

ML: *As we delve into the heart of Air AP's journey it has been increasing its market share in the industry with significant growth*

post Covid, the future looks like it is poised to make a significant impact in the aviation landscape, what milestones do you anticipate for the growth of the strategic unit?

AWS: I'll take you a bit back. When we acquired Forte Oil in 2019, the aviation business was lagging significantly. If you look at figures, the aviation business was barely doing a million liters in a month. I recall that the management were having two options; either to sell that part of the business or buy over another aviation business in order to upscale. And I told them we have the tools we need to scale this business, we didn't need to sell the aviation business, neither did we need to buy another business. We just need to sit down and put forward strategies that will ensure that we can now gain market share and we also need to ensure that we provide the best of services.

I can say that the team, starting from the CEO to everybody in the Aviation team, have taken to the advice that the board has given that this is a business we can grow on our own and there has been significant uplift in the performance of the aviation business. And of course, the credit goes to the management and everybody in Air AP. It has been one of our success stories that I am very proud of. Moving forward, we have done a lot of investment. We have bought new trucks dedicated to moving the fuel, we do not need to outsource our trucking business. We have also invested in bowsers that we believe in the next 6 months; we will have new bowsers. We have also tried our best to market and get new partnerships.

As you can see, we have partnered with international airlines now. We are doing a lot of work; the company has ensured that we keep the relationships that we have and has financed trainings and business trip opportunities to onboard new clients. And I see a lot of opportunities coming. By the time all these assets are put together, we will be very strong

to challenge and realize the goal to be the number 1 aviation service provider in the country.

ML: *The inaugural Aviation Workshop seems to have been a significant event. How do such initiatives reflect your vision for the industry's advancement?*

AWS: First of all, I think it was a learning process. The idea of bringing technocrats who have been in the aviation business to come and school us if I may say on the trend especially when it comes to safety and general information about aviation in the world was for me very thought-provoking. I believe we should have this kind of session every year. My belief is that as a company we need to ensure that we are abreast with the global trend in aviation and I think workshops like that are going to keep us grounded and updated on trends and global standards in aviation.

ML: *Air AP has made some strategic technical partnerships in the industry. How do these collaborations align with your vision for local and/or global growth of the unit?*

AWS: If you look at the aviation business, it is a massive business, and you can only get the value that you want with partnership. What does partnership do? Technically, operationally and commercially, you need to partner with people that can add value to your business, and I think WFS has done that. I recall in the workshop, the gentleman from WFS (Riyan) was giving us figures and statistics and the growth opportunity that is in the business and I kind of align with that growth opportunity. And what that has done is help us to think forward and do additional investments. I remember it was after the workshop that we embarked on the additional investment in the bowsers. It is workshops like this that gives you the drive to move and do more in order to scale the business.

ML: *With the aviation industry rapidly evolving, what strategic steps do you foresee Air AP taking to stay at the forefront of these changes to maintain a competitive edge?*

AWS: First, the most important things to us are safety, quality and partnership. This means that we must offer the best quality products and seek out strategic partnerships. On aspect, we understand the market is highly competitive, therefore we will exhaust all options to ensure we remain competitive to thrive in the business. The other thing is about the commercials. All the counterparties want to deliver the cheapest products, what we are going to be doing is that we are going to be looking at all options on the table to be able to be commercially responsive.

We are also exploring all technical trading options like hedging and partnerships with the refineries coming up. These are the efforts we would be making to drive the business. We strongly believe that with the hard work the team is putting in, we would be able to get the best commercial options, increase market share and remain competitively relevant.

TLO: *Away from the bustling responsibilities of chairing Ardova Plc, how do you unwind and savor your leisure moments?*

AWS: I like to spend time bonding with my family. I also like sports particularly football and table tennis. I'm a fan of Arsenal football club, and I play Table Tennis.

I also spend time supporting my foundation-**Abdul-Lateef & Sanni Foundation.**

Positively impacting lives is very dear to my heart. Our projects are majorly focused on education and women empowerment initiatives.

Fuelling Growth: Insights from Ardova Plc's Managing Director on Strategic Expansion

Earlier in 2023, Prudent Energy Services Limited completed the acquisition of the minority stake in Ardova Plc. This made Prudent Energy and Services Limited the sole shareholder in Ardova Plc. Our objectives were clear: we aimed to transform the group's business by integrating a value creation framework across the entire organisation. By leveraging our significant investments across the energy value chain, we sought the right degree of flexibility to maximize growth opportunities.

To further invest in the growth and efficiency of our business, we needed to align our operations. This alignment ensures that we can capitalize on synergies and streamline processes, ultimately enhancing our competitive edge in the market.



Moshood Olajide
Managing Director, Ardova Plc

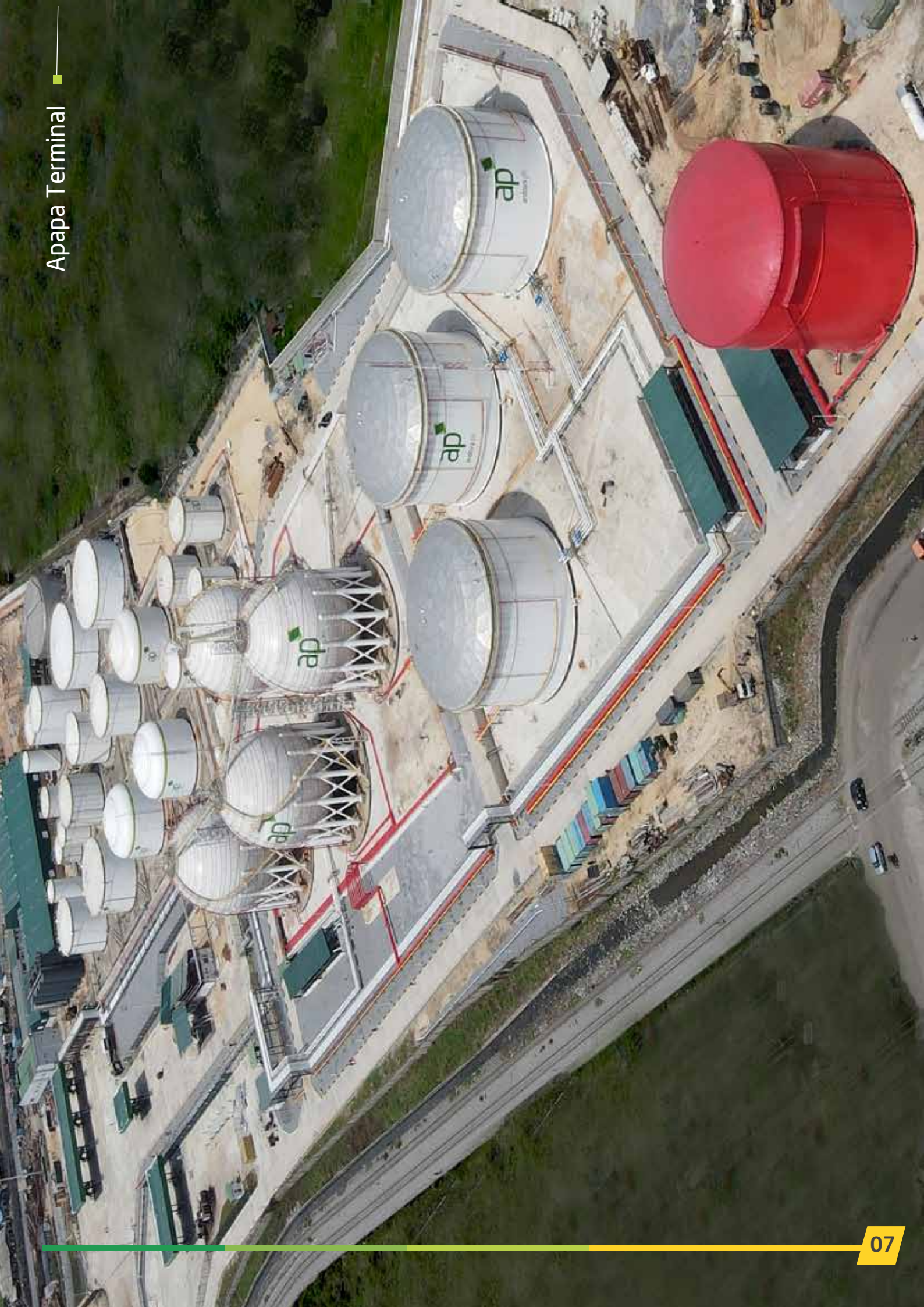
Expansion in Apapa Terminal

The project includes the construction of 24,000 metric tonnes (MT) Liquefied Petroleum Gas (LPG) storage facility, the upgrade of current fuel terminals and lubricants, tank modifications, and the enhancement of our Lubricant Blending Plant. Crucially, we have also expanded our ATK storage capacity to 11 million litres.

Additionally, the company has acquired a 15 million hydrant water system. The LPG storage facility is the largest of its kind in West Africa, contributing a 25% increase in Nigeria's LPG storage capacity and supporting the govern-

ment's plan to provide alternative clean energy sources to the populace. We are on course to accelerate the transition to renewable energy to enhance sustainable cities and communities in line with Sustainable Development Goals. Ardova will continue to set the pace and lead the path to growth and development.

Our decision to expand our operations in Apapa for ATK stems from our aggressive growth plans to gain more market share. We are well positioned to tackle challenges and ensure timely deliveries, reflecting our commitment to operational excellence.



Aviation's Global Impact & Arдова Plc's Crucial Role In Nigeria's Sky

Aviation has long been recognized as a catalyst for globalization, transcending borders and connecting people and economies across the globe. The ability to traverse vast distances in a matter of hours has not only revolutionized travel but has also played a pivotal role in facilitating international trade, fostering cultural exchange, and encouraging economic growth.

In the context of Nigeria, aviation holds a special significance as a key driver of economic development. The Nigerian aviation sector has experienced substantial growth, contributing significantly to the nation's GDP. This growth has been fueled by increased air travel, and cargo transportation.

Arдова Plc is a leading player in the aviation fueling industry. We have been at the forefront of supporting and ensuring the perpetuation of the Nigerian aviation industry. As a vital link in the aviation supply chain, we play a crucial role in facilitating the seamless operations of airlines across the country.

Arдова Plc's commitment to the aviation sector goes beyond providing fuel; it encompasses a comprehensive approach to fueling growth. By maintaining a robust and reliable supply chain, we ensure that airlines in Nigeria have access to unrestricted supply of aviation fuel across the major airports in the country. Furthermore, we place a strong emphasis on impeccable service delivery and optimized aircraft fueling services. Our dedication to efficiency has translated into improved on-time performance for airlines, a critical factor in the competitive aviation industry.

Looking ahead, we are committed to a future-forward approach, recognizing the dynamic nature of the aviation sector. By investing in our supply chain, sustainable practices, and strategic partnerships, we aim to ensure not only the immediate success of airlines but also long-term business continuity in the ever-evolving aviation landscape.

In conclusion, the synergy between aviation's global impact and its pivotal role in the Nigerian economy cannot be overstated. Arдова Plc's unwavering commitment to providing top-notch aviation fueling services underscores our dedication to the sustained growth and success we and our airline partners have witnessed. Through a focus on impeccable service delivery, optimization of fueling services, and a forward-looking approach, we stand as a key enabler of the future success of airlines in this sub-Saharan African giant called Nigeria.



Toyin Leo-Olagbaiye
Editor-in-Chief

Editor's note

Aviation 2023 Full-Year Review: Embracing Trends and Sustainability in 2024 and beyond

Modupe Ladipo

Amidst the ongoing evolution and dynamic shifts in the aviation industry, the outlook for the future of Aviation in 2024 and beyond is incredibly promising, showcasing numerous trends that will shape the future of air travel. With groundbreaking technological innovations and a steadfast commitment to sustainability initiatives, these emerging trends are set to revolutionize the way we fly and engage with aviation.

Post the challenges of the COVID-19 pandemic, the aviation industry has shown remarkable recovery and growth. According to a report by the International Air Transport Association (IATA), international traffic in May 2023 increased by a significant 40.9% compared to the same period in the previous year. The unwavering efforts of carriers worldwide have played a significant role in driving this remarkable growth, offering Air AP ample opportunities to further expand its presence in the international aviation space as a reliable supplier of aviation fuel.

In the context of African aviation, Nigeria has emerged as a notable player with a strong dedication to sustainability. As part of its ambitious goal to transform into a low-carbon economy, Nigeria actively contributes to global endeavors aimed at curbing greenhouse gas emissions.

According to an article by Premium times, the aviation sector has also proven its significance, playing a crucial role in contributing 20% to GDP growth during the initial quarter of 2023

While the complete transition to Sustainable Aviation Fuel (SAF) might entail significant costs, it is imperative to recognize its paramount role in mitigating the carbon emissions from aircraft, thereby making a valuable contribution to environmental sustainability.

According to IATA, SAF has the potential to slash carbon emissions by up to 80 per cent. Its production can be derived from various sources, such as waste oil and fats, green and municipal waste, and non-food crops. Moreover, it can be synthesized through a process that directly captures carbon from the air.

Fueled by mounting environmental concerns, the aviation sector is taking remarkable strides towards embracing sustainability in 2024 and beyond. Expect to witness a surge in airlines adopting eco-friendly practices aimed at curbing carbon emissions. Initiatives include investment in fuel-efficient aircraft, exploration of alternative and renewable fuels, and the widespread implementation of environmentally conscious practices across the entire aviation ecosystem. This collective focus on sustainability aspires to minimize the industry's ecological footprint and pave the way for a more environmentally

responsible approach to air travel.

The inaugural AP public Magazine looks forward to an exciting future filled with new and promising ventures. One highlight is the recently held aviation workshop with our esteemed Chairman and Executives, aligned with a vision for the future.

Furthermore, our participation in the IATA Aviation Energy Forum in Seattle, USA, during May 2023 and Abu Dhabi November 2023 as a Strategic Partner of IATA has led to invaluable insights, new collaborations, and partnerships,

fostering growth and progress in the industry. The aviation industry stands at the threshold of transformative trends and sustainable practices in 2024 and beyond. With a strong focus on environmental responsibility and technological advancements, the future of air travel holds great promise. As we continue to adapt and innovate at Air AP, aviation is poised to redefine the way we fly, making it more efficient, eco-friendly for generations to come.

Modupe Ladipo DipM MCIM CMktr
 Manager, Aviation Sales & Marketing



2024 Aviation Industry Trends

Advancements in Hydrogen-Electric Aviation: Navigating the Skies Toward a Greener Future

The aviation industry is undergoing a transformative shift as technological innovations propel it toward a more sustainable and eco-friendly future. A groundbreaking achievement was recently accomplished by H2FLY, a Stuttgart-based developer of hydrogen-electric powertrain systems for aircraft. In collaboration with various partners, H2FLY successfully completed the world's first piloted flight of an electric aircraft powered by liquid hydrogen.

range from 750 km to an impressive 1,500 km." This breakthrough positions H2FLY and its partners at the forefront of delivering emissions-free, medium- and long-haul commercial flights, a crucial step towards the industry's decarbonization.

"The aircraft uses liquid hydrogen to power a hydrogen-electric fuel cell system that powered the aircraft for the entire flight"

Unveiling the HY4 and Liquid Hydrogen Propulsion System

The hydrogen-electric 'HY4' demonstrator aircraft, taking off from Maribor, Slovenia, marked a significant milestone in the aviation sector. This successful flight campaign, consisting of four flights, showcased the reliability and efficiency of the hydrogen-electric fuel cell system.

Cryogenically stored liquid hydrogen powered the entire operation, with one flight lasting over three hours. This achievement is a testament to the potential of liquid hydrogen to revolutionize medium- and long-range emissions-free flight.

The Hydrogen in Aviation (HIA) Alliance

In parallel to H2FLY's achievements, the Hydrogen in Aviation (HIA) alliance has emerged in the UK. Comprising leading companies such as EasyJet, Rolls-Royce, Airbus, Ørsted, GKN Aerospace, and Bristol Airport, the alliance aims to accelerate the delivery of zero-carbon aviation. The focus on the direct use of hydrogen as a promising alternative-fuel option for short-haul aviation aligns with the global pursuit of sustainable aviation solutions.

The successful piloted flight of the HY4 aircraft powered by liquid hydrogen is a monumental leap toward sustainable aviation. Commercialization and scaling up of the technology looks to be next on the agenda, the aviation industry stands at the cusp of a greener and more environmentally conscious era.

Doubling the Range with Liquid Hydrogen

Results from the test flights revealed a game-changing development for the HY4 aircraft. The use of liquid hydrogen, compared to gaseous hydrogen, "doubled the maximum

By Modupe Ladipo

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1. McDonald, R. (2023, September 7). H2FLY And Partners Complete World's First Piloted Flight of Liquid Hydrogen Powered Electric Aircraft, H2FLY, www.h2fly.de/2023/09/07/h2fly-and-partners-complete-worlds-first-piloted-flight-of-liquid-hydrogen-powered-electric-aircraft
2. Energy Institute Knowledge. (2023, September 20). First piloted flight of liquid hydrogen powered electric aircraft, www.knowledge.energyinst.org/new-energy-world/article?id=138244#:~:text=H2FLY%2C%20the%20Stuttgart%2C%20Germany%2D,aircraft%20powered%20by%20liquid%20hydrogen.
3. Green Car Congress (2023, September 10). UK hydrogen alliance established to accelerate zero carbon aviation, www.greencarcongress.com/2023/09/20230910-hia.html

Transforming Aviation Sustainability with SAF Blending Technologies

In the evolving landscape of aviation sustainability, various innovative solutions are emerging to address the critical challenges associated with last-mile sustainable aviation fuel (SAF) blending and distribution. A notable player in this arena is a Singaporean startup FLYORO© technologies that offers advanced technologies for seamless integration and precision in the production of SAF blend products.

The Rise of Last-Mile Solutions

As the aviation industry intensifies its focus on reducing carbon emissions and transitioning to more sustainable practices, the concept of last-mile solutions has gained prominence. These solutions specifically target the final stages of the fuel supply chain, aiming to enhance efficiency, minimize waste, and contribute to the industry's broader sustainability goals.

Modular Fuel Farms and Precision Blending

One key innovation comes in the form of modular fuel farms equipped with cutting-edge precision blending technology. These solutions enable airports to produce SAF blend products with a level of accuracy that meets the stringent requirements of the aviation sector. The modularity ensures seamless integration with existing infrastructure, providing a cost-effective and sustainable transition to greener fuel alternatives.

Zero Scale-Up Costs and Easy Integration

Partnerships with airports play a pivotal role in the successful deployment of last-mile solutions. By collaborating with airports, technology providers can deploy modular assets that seamlessly integrate with current fuel farms, eliminating the need for significant scale-up costs. This approach ensures a smoother transition to sustainable aviation practices while maintaining economic viability.

On-Demand Fuel Blending for Flexibility

In response to the dynamic nature of aviation operations, on-demand fuel blending services are becoming a game-changer. This capability enhances flexibility for airports, allowing them to adjust blend compositions in real-time. The result is not only improved efficiency in refueling processes but also a more responsive approach to the evolving needs of the aviation sector.

Reducing Carbon Emissions and Supply Chain Optimization

The integration of last-mile solutions contributes significantly to the reduction of carbon emissions in the aviation sector. By optimizing

the supply chain through modular and precision-centric technologies, excess costs are eliminated, and the overall environmental impact is minimized. This dual focus on economic and ecological efficiency positions last-mile solutions as integral to the industry's sustainable transformation.

As the aviation industry continues its journey toward sustainability, last-mile solutions stand out as a crucial element in achieving meaningful change. By addressing the challenges associated with fuel blending and distribution, these innovations are propelling aviation into an era where efficiency, flexibility, and environmental consciousness coexist harmoniously. In this collective effort, the skies of the future promise not only seamless travel but also a commitment to a more sustainable and responsible aviation industry.

By Modupe Ladipo

References:

1. Flyoro. (2024, March 7). The Future of Sustainable Aviation Fuels, Last-mile SAF blending and distribution. www.Flyoro.co



Air AP Fueling Destinations



Inside Air AP

About us

Air AP is a trusted supplier of choice for aviation fuels (Jet A1) to various local and international airlines, whom we provide aircraft refuelling services to through our aviation joint user hydrants in Ikeja, Lagos and joint aviation depots in Abuja, Port-Harcourt and Kano.

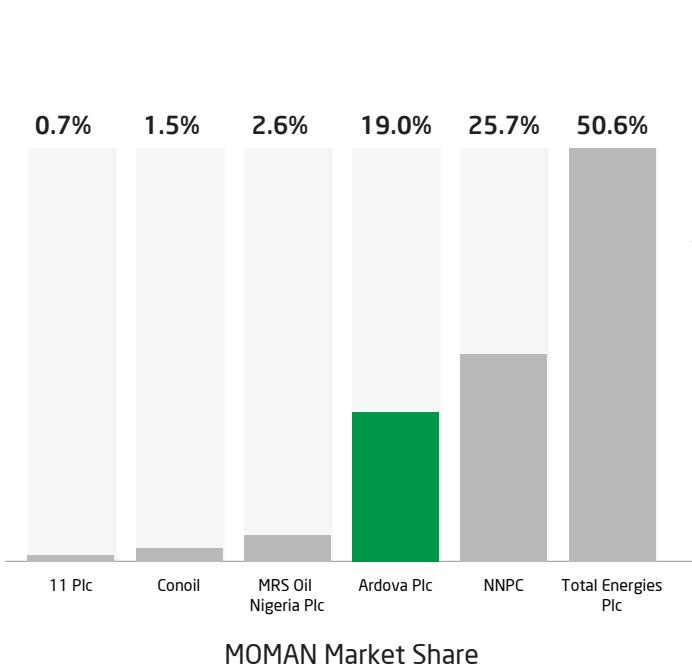
Some of our customers include DHL, Lufthansa, Virigin Atlantic, World Fuel Services, Air Peace, Arik Air, Max Air, Execujet, Chevron and ValueJet.

Growth In Aviation

Our robust team has successfully bolstered our market presence, as evidenced by the notable progression in our ranking according to MOMAN (Major Oil Marketers Association of Nigeria). We've experienced a significant ascent from the 5th position to the 3rd position over the years.

In H1 2021, our market share surged from 6.8% to an impressive 14.9%, and by H1 2023, it further expanded to 19%, reflecting a consistent upward trajectory in growth. This remarkable achievement can be attributed not only to the unwavering support of our local clients but also to our strategic entry into the international market.

Our venture into the global arena has proven successful, marked by securing major contracts with renowned entities such as Virgin Atlantic, DHL, WFS, AEG, Qatar Airways, among others. This diversification and expansion into international partnerships have played a pivotal role in propelling our overall success





Certificate of Recognition

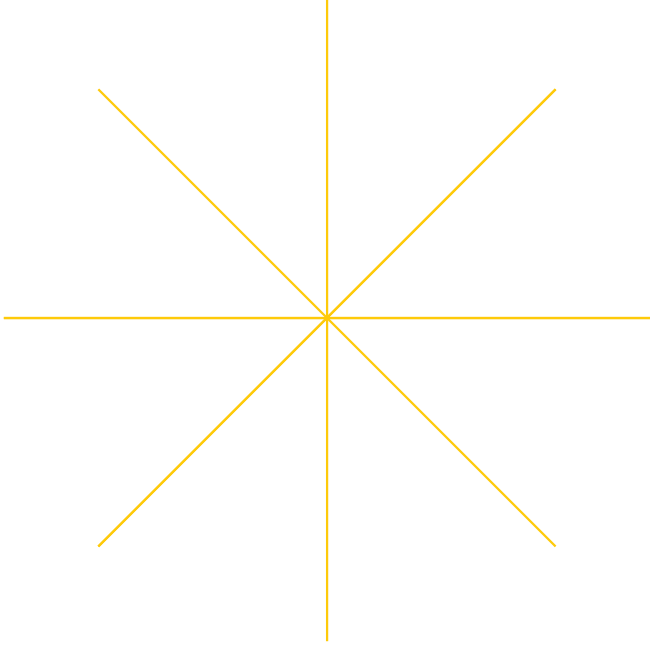
IATA is proud to recognize

Ardova PLC

as a valued member of the Strategic Partnerships
program, from January 2024 - December 2024

A handwritten signature in black ink, appearing to read 'Willie Walsh'.

Willie Walsh
Director General

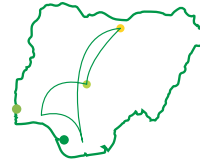


The Aviation Unit



The People:

We invest in the best talent to ensure excellent service across our business value chain.



Our Spread:

We have heavy presence in Lagos, Abuja, Port-Harcourt and Kano.



Our Technical Capacity:

Our aviation arm operates a recent expansion from 7.6 million litres to over 11 million litres capacity shore depot in Apapa and a 3 million litre capacity airside depot in Ikeja. We have access to the aviation ramp using 3 large capacity bowsers and hydrant lines in Lagos.



The Commitment:

The Aviation team are dedicated and devoted to our customers in all areas. Safety, product availability, price and on-time performance are key aspects where we give the best and leverage on our team's responsiveness to support our clients operations.



Our Operational Capabilities:

Our products are handled to the point of delivery under standards and guidelines furnished by International Air Transport Association (IATA) and Joint Inspection Group (JIG). We are ISO 9001 Certified to ensure excellent quality standards are maintained. We guarantee our Jet fuel is clean and dry meeting specification of the Department of Petroleum Resources (DPR) and UK Ministry of Defence - Defence Standard 91-091 latest issue.

Our People



Toyin Leo-Olagbaiye
General Manager, Aviation

A result-oriented and engaging business leader who formulates and translates vision to actionable objectives that deliver performance, profitability, and stakeholder value. With two decades of experience.

Increased sales volume by over 300% and maintained profitably within 1 year of leading the aviation business of Ardova Plc.



Modupe Ladipo
Manager, Aviation Sales & Marketing (LOS)

Our expert Aviation marketer in Lagos, Modupe, is a standout high performer with extensive experience. He holds a Chartered Marketing status from the UK's Chartered Institute of Marketing. Modupe played a crucial role in securing recent international bids from prestigious clients such as Virgin Atlantic, Lufthansa, Qatar Airways, Royal Petrol, United Capital Investment Group, and AEG Fuels. He successfully grew and diversified our client base catering to local clients, private jets and international airline.



Joseph Olanipekun
Aviation Sales Manager (ABV)

Joseph is our most experienced marketer in Abuja territory, and he manages the affairs in another clear strategic location. He has a persuasive charm that has been key in managing some of our most difficult clients in recent times, while also bringing in key internationally branded clients such as the international Arabs Air Carriers Organisation (AACO) and Egypt Air.



Yahaya Sulaimandikko
Aviation Sales Manager (KAN)

Yahaya manages our affairs in the Kano territory, and the peculiarities of our clients there. Yahaya has been key in understanding the needs of the customers in this territory and has been consistent in providing revenue from key customers like Max Air in this location.



Confidence Korie
Aviation Sales
Representative (PHC)

Our newest team member, has made a significant positive impact. Her contributions have been crucial, especially in efficiently managing the affairs of our bulk customers in the Port Harcourt territory, with a notable focus on Stein Energy.



Dorcas Shodunke
Sales Associate

Our Sales Associate in Aviation, has made impressive contributions to the team. She has excelled in managing key accounts like WFS and DHL, providing essential support to the sales team by efficiently handling communications and administrative affairs for some of our key clients.



Our Operational Capacities

Location	Tank Capacity (Liters)	Refueller Numbers	Bowser Capacity (Liters)
Lagos	3,000,000 and 3,500,000 Partnership with Juhi	3 Bowsers and 2 Hydrant servicers.	1 x 36,000 1 x 37,000 1 x 46,000
Abuja	750,000	3	2 x 36,000 1 x 19,000
Port Harcourt	750,000	2	1 x 28,000 1 x 26,000
Kano	700,000	2	1 x 62,000 1 x 50,000

Fueling Equipment		
	Bowser	Hydrant Servicer
Lagos	3	2
Abuja	3	-
Port Harcourt	2	-
Kano	2	-

Storage Capacity	
Lagos	6,500,000
Abuja	750,000
Port Harcourt	750,000
Kano	700,000

Our customers List



A Day in the Life of an Air AP Operator

A day in life delves into the dynamic world of aviation fueling with Aasa Olusegun James, an experienced Aviation Operator at Air AP. With a wealth of knowledge garnered over several years in the industry, Aasa takes us on a journey through the intricate details of his role as a front-line representative on the tarmac. Aasa specializes in into-plane fueling, playing a pivotal role in transporting ATK products from loading depots to the airside.

Dorcas Shodunke (DS) *Can you walk me through a typical day in your role as an Aviation Operator?*

Aasa Olusegun James (AOJ): As an Operator, we are at the front line in the industry, i.e. we are the representative of the company in the outside world when it comes to operations. What we do specifically as an aviation operator is called into-plane fueling. My daily activities as an operator are transporting the ATK product from the loading depot to the airside, carrying out the necessary analysis which is the water detector analysis and specific gravity at the airside before fueling the aircraft.

N.B: The aircraft is fueled at a Captain's request.

(DS) *Can you describe the equipment and technology you use during the aircraft fueling process and how it contributes to efficiency and safety?*

(AOJ): The name of the equipment used for aircraft fueling is called a **BOWSER**, note that it is totally different from the normal trucks we see. The Bowser is designed with a lot of safety precautions, but I will talk about the basics which are.

1. Safety in aircraft refueling starts with correct parking of the refuel truck on the ramp. Whether it is a fuel hydrant servicer or a bowser, it must be parked in a way such that it is always ready for an emergency exit.

2. Bonding the Bowser with the aircraft. It is of paramount importance in refueling safety due to electrostatics.
3. The next safety precaution before refueling commences is to check that neither the aircraft nor the refueling vehicle can move from their place. For this purpose, aircraft nose wheels, landing gear wheels and the aircraft refueling Bowser must be checked properly to mention a few.

(DS) *What kind of training and certifications are required for your role as an operator?*

(AOJ): As operators, our training regimen is comprehensive, covering various facets essential to our role. It encompasses everything from the intricacies of handling Jet A1 to mastering the operation of interlock systems in mobile equipment. Safety tips, insights into human factor relations, and the intricate process of defueling from an aircraft are all integral components of our learning journey.

The regulatory framework established by the Federal Airports Authority of Nigeria (FAAN) adds another layer of training sophistication. Annually, FAAN conducts thorough training sessions for all operators. These sessions delve into every aspect of the ramp environment, addressing critical elements such as safety protocols, speed limits, signage comprehension, perimeter road navigation, runway procedures, and distinguishing between authorized and unauthorized actions. This collective training

effort ensures that we, as operators, are equipped with a robust skill set and an unwavering commitment to safety and operational excellence.

(DS) *How do you communicate with ground personnel to ensure timely and accurate fueling operations?*

(AOJ): Communication is key in our operations, primarily facilitated by the airline ground personnel. For instance, Air peace ensures seamless coordination by sending us their schedule every morning, preemptively preventing any delays in the fueling process. However, in the event of an unforeseen delay from our end, our proactive approach comes into play.

Should circumstances dictate a slight delay, we promptly engage with the customer or the sales representative, ensuring transparent communication. By keeping all relevant parties informed ahead of time, we collectively navigate potential disruptions, fostering a collaborative and understanding environment within the aviation fueling process.

(DS) *What are the safety precautions & protocols you follow to ensure a smooth fueling process?*

(AOJ): First, God has been the one helping me. As an aviation operator, there are lot of safety precautions to follow to ensure smooth fueling process as it is paramount to note that the aircraft refueling Bowser is an inflammable equipment. From the depot, every morning as an operator, I drain the bowzers to be sure that there is no water or dirt in it. Check all tools to see if they are properly working and fixed before going to the ramp.

At the ramp as well, the bowser must be 5-meter distance away from the aircraft, also if the aircraft beacon light (a red light under the aircraft) keeps blinking it simply means "do not come near", before fueling I make sure all tools (nozzle, bonding cable, fire extinguisher etc.) are properly fixed to the aircraft. After fueling, I do

my 360 routine checks i.e. checking round the bowser to make sure everything is in normal condition.

(DS) *Have you faced any challenges and how did you handle them?*

(AOJ): Undoubtedly, we encounter numerous challenges in our line of work. Time emerges as a pivotal factor in the aviation industry, and one of our significant hurdles revolves around the intricacies of timing. Given that a substantial portion of private jet operations are unscheduled, predicting the precise moment an aircraft will be on the ground can be complex at times. Consequently, clashing with other aircraft fueling activities.

In addition, navigating through technical maintenance poses another challenge. The potential for unexpected disruptions to the seamless flow of operations is a real possibility. Yet, through effective communication and a shared understanding among the team, we've developed strategies to manage these situations, ensuring that any hurdles are overcome by the day's end.

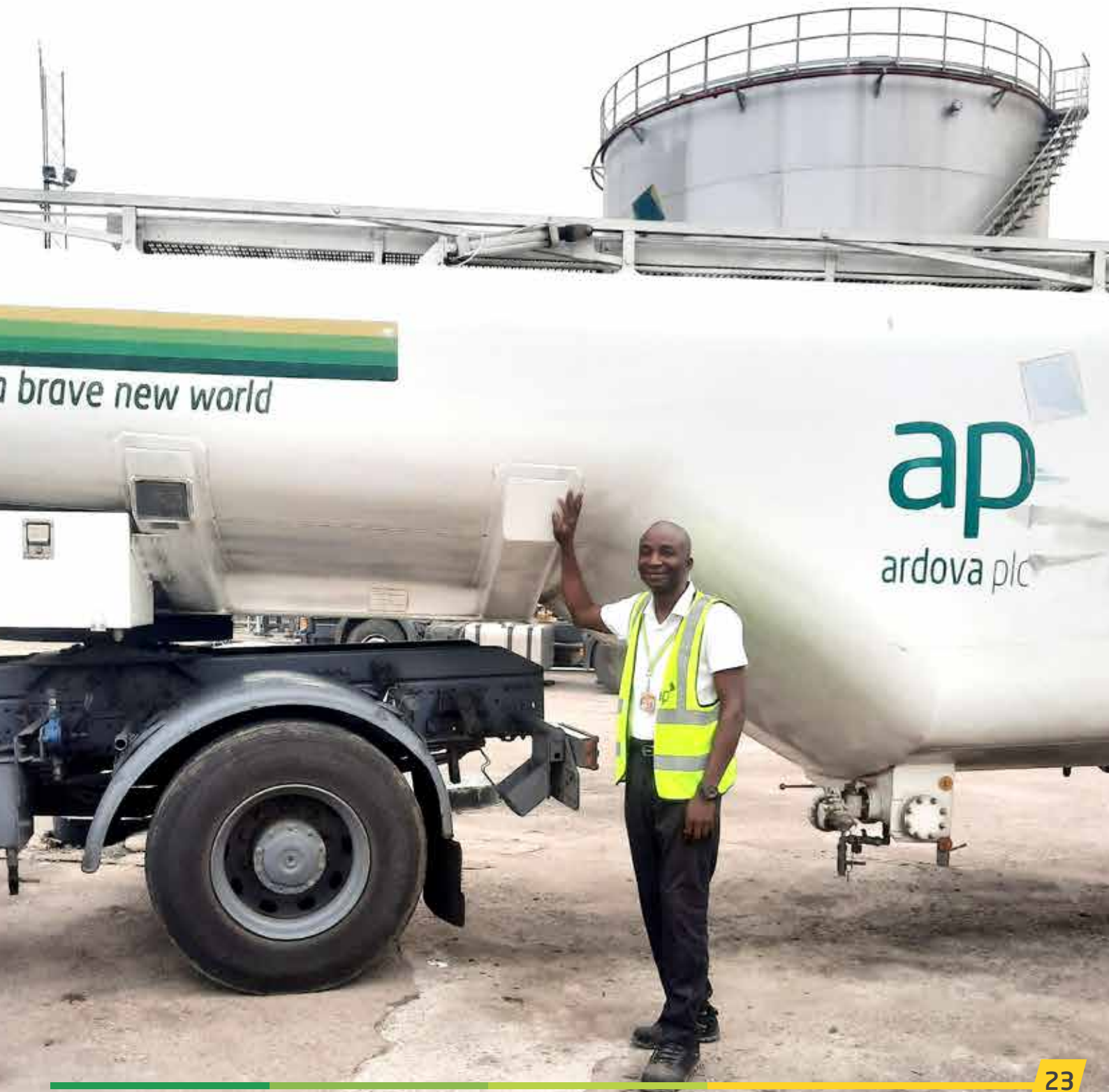
(DS) *How do you prioritize and manage your tasks when dealing with multiple aircrafts?*

(AOJ): In our facility, we maintain a strategic balance with three Bowsers and three operators assigned per shift. When the day presents a high volume of activities, each operator efficiently handles all three Bowsers. However, if one of the Bowsers undergoes maintenance, our operational adaptability comes into play. In such a scenario, two operators seamlessly manage a single Bowser dedicated to international fueling, while the remaining operator focuses on local fueling operations. This dynamic approach ensures that, even under varying circumstances, we can adeptly and effectively handle the operational pressure, maintaining a smooth and streamlined workflow.

(DS) *Can you share a memorable or challenging experience you have had while fueling aircraft and how it was resolved?*

(AOJ): In Aviation fueling, certain rules are non-negotiable. On a particularly memorable day, I found myself facing a situation where a pilot insisted on refueling his aircraft amidst a heavy downpour. However, adhering to aviation standards, fueling under such conditions, with the accompanying risks of electrical storms and lightning strikes, is strictly prohibited.

Despite the pressure exerted by the pilot, I held firm in my commitment to safety protocols. Recognizing the potential hazards, the pilot momentarily stepped away but returned later to express his admiration for my steadfastness. His gesture, a firm handshake, was a testament to the importance of upholding safety regulations even in the face of unexpected challenges



Aviation Safety Protocols

Safety protocols are a set of procedures and practices designed to prevent accidents and injuries. They are put in place in a variety of settings, including workplaces, schools, and homes. Safety protocols can help to protect people from a variety of hazards, such as falls, electrical shocks, and chemical spills. There are many different types of safety protocols, and the specific protocols that are in place will vary depending on the specific hazard that is being addressed.

Aviation safety protocols are a set of procedures and regulations that are designed to ensure the safety of passengers and crew during air travel. These protocols are developed and enforced by a variety of organizations, including the International Civil Aviation Organization (ICAO), the Federal Aviation Administration (FAA), and the European Aviation Safety Agency (EASA)

These protocols are constantly being updated and improved in order to keep pace with the everchanging aviation industry. As a result, air travel is one of the safest forms of transportation in the world.

Passengers and crew are required to follow several safety procedures, such as wearing seat belts and obeying the instructions of the flight crew. They are also provided with life vests and other safety equipment in the event of an emergency.

By following these protocols, the aviation industry has been able to achieve a very high level of safety.

Air travel, recognized as one of the safest forms of transportation globally, not only relies on the mentioned protocols for safety but also encourages passengers to take proactive steps. To enhance safety during air travel, consider arriving at the airport early, utilizing online check-in, adhering to the instructions provided by the flight crew, refraining from alcohol or drug consumption before and during the flight, maintaining hydration, periodically moving around during the journey, and opting for comfortable clothing. These additional measures contribute to a comprehensive approach in ensuring a secure and pleasant air travel experience.

By Samuel Ajimoh,
Safety Officer



The Inaugural Air AP Aviation Workshop



On the 21st of March 2023, a significant milestone unfolded for Air AP as we hosted our inaugural aviation workshop in the first quarter. This event brought together diverse segments of our business, uniting key stakeholders, including our Chairman and C-level executives. At the heart of our discussions was the profound role aviation plays as a global business enabler and a force for connectivity.

Recognizing Air AP's integral part in the broader landscape of globalization, our focus during this workshop was strategic sustainability in a fiercely competitive market. The workshop wasn't just a gathering; it was a deliberate effort to chart the course for a sustainable future in the Nigerian Jet fuel space, involving all stakeholders.

The session commenced with General Manager, Aviation providing a comprehensive state-of-the-unit address, setting the stage for what would be a day of insightful exploration. Our esteemed customer and international Technical Partner, World Fuel Services, lent their expertise to the discourse, offering a perspective on the Global Fuel Market. Their insights delved into recent trends and future expectations specifically tailored for the African Fuel Jet Space.

Dr. Betiku, our Local Technical Consultant, took a deep dive into Arдова's position in the Nigeria Jet Fuel Market. His exploration focused on enterprise competitiveness as a critical business sustainability strategy, particularly in a market as intensely competitive as ours.

As the day unfolded, the Chairman and our Managing Director engaged in illuminating discussions about the future. These dialogues, in tandem with our Technical Partners from WFS, explored not only the current state of affairs but also how Arдова is strategically positioning itself for sustainable growth. These conversations were not just theoretical; they were practical steps toward a future where sustainability is not just an aspiration but a tangible reality for Air AP.

In the glow of these discussions, the workshop became more than an event; it became a cornerstone in our journey toward a sustainable and competitive future.

The insights gained and the collaborations formed on that day are the building blocks for Air AP's strategic growth, ensuring that we don't just navigate the competitive market but thrive in it sustainably.

By Modupe Ladipo

Summary Of The Workshop

0.0 THEME: 'AIR AP STRATEGY FOR SUSTAINABLE GROWTH'

1.0 PAPER 1: "THE GLOBAL JET FUEL MARKET: RECENT TRENDS AND FUTURE EXPECTATIONS FOR THE AFRICAN JET FUEL SPACE" - RIYAN QIRBI OF WORLD FUEL SERVICES:

Paper highlight were:

1. In Africa there are great difficulties for the jet fuel business due to forex challenges
2. High cost of financing the business is a challenge
3. The Russian/ Ukraine war challenge
4. Government regulations (multiplicity) as a challenge
5. He identified infrastructure constraints as a key challenge, citing limited refining capacity and distribution networks as significant hurdles to the efficient supply of jet fuel in the region

2.0 PAPER 2: "ARDOVA IN NIGERIA JET FUEL MARKET-EXPLORING ENTERPRISE COMPETITIVENESS AS A BUSINESS SUSTAINABILITY STRATEGY IN A HIGHLY COMPETITIVE MARKET" - DR. OLASIMBO BETIKU OF MANGROVEHILLS CONSULTING LIMITED

Highlights were:

1. From global forecasts by World bank, IMF and JP Morgans, the global economy for 2023 was negative.
2. He stated that Innovation backed by long-term thinking as the only established way out of an economic downturn.
3. He stated Presently, there are 24 jet fuel marketing companies in Nigeria and are

categorized into four (4). Six companies controls over 50% of the jet fuel market in Nigeria and Ardova is a part of them (this is for over one and half decades).

4. He then identified building strong relationship with key stakeholders in the aviation industry, including airlines, airports, and aviation authorities. As part of the way out of challenges in paper 1.

5. Also fostering long-term partnerships and providing reliable and efficient services, was identified for Ardova to establish her strong presence in the market and to enhance her competitiveness.

6. He then identified eight (8) strategy pathway for Air AP in the quest to becoming the market leader in Nigeria as below:

(a) By creating a digital- monitored product hedging platform for real-time fueling availability and/or cost saving systems for customer airlines

(b) Enhanced business-business relationship by making Ardova to be energy think-tank to key decision makers/fuel managers for market/environment-induced changes so that safeguards responses can be put in place.

(c) Market differentiation via customers' segmentation for unique value addition and service delivery.

(d) Creating partnership with Airlines by special purpose vehicle/portfolios that can make the supply of jet fuel to be taken as backward integration.

(e) Carry-out complete value chain optimization- from sourcing, source logistics, handling and all aspects of resource optimization to reflect the present 'resource-leanness' realities so that prices can be competitive to customers.

- (f) Changing the competition scale from competition to coopetition so that resources can be well managed for value addition.
- (g) Optimized credit systems as way out of: Airline's liquidity management, management of pre-existing debts and a way to create an increased product supply.
- (h) Create a key accounts management system to enhance seamless business-to-business relationship to aid increased sales.

In conclusion, Ardova in the Nigeria jet fuel market needs to adopt various strategies to maintain enterprise competitiveness and ensure business sustainability by: Building strong relationships with key stakeholders, investing in infrastructure development, utilizing innovative technologies, diversifying the product portfolio, and emphasizing quality and safety standards. - these were the outcomes of the 2023 Air AP Aviation workshop.

Summarized by,
Miss Gawa Barikpena
Mangrovehills Consulting Limited





A snapshot of the Aviation workshop



Abiola Babatunde-Ojo
Deputy Managing Director,
Ardova Plc



Ibrahim Bangbopa,
General Manager,
Projects & Engineering Ardova Plc



Group Chief Executive Officer,
listening intently



Mr. Toyin Leo-Olagbaiye
(General Manager, Aviation)
giving a state of the unit address



WFS presentation



Managing Director, Ardova Plc and the
Group Chief Executive Officer, in deep
discussion with our International
Technical partners World Fuel Services



Our Safety officer Samuel Ajimoh in
deep discussion with our Aviation
Engineer, Olusegun Daniel



Dr. Olasimbo Betiku our Local technical consultant takes the presentation for
Ardova in Nigeria Jet fuel market-exploring enterprise competitiveness as a
business sustainability strategy in a highly competitive market



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DRIVE ON

Air AP Strategic Partnerships at IATA Energy Forum

Seattle, USA & Abu Dhabi, UAE- May & November 2023

Participating in the bi-annual International Air Transport Association (IATA) Aviation Forum as a strategic partner marked a significant triumph for Ardova Plc in 2023, with events hosted in both Seattle and Abu Dhabi. This experience transcended mere attendance; it unfolded as a pivotal moment that promised far-reaching implications for the future trajectory of Ardova within the dynamic landscape of the aviation industry.

The forum served as a nexus of industry leaders, fostering an environment conducive to networking, collaboration, and knowledge exchange. For Ardova Plc, being a strategic partner at this esteemed gathering provided a unique and valuable platform to engage with airline clients and establish connections with influential IATA strategic partners.

The interactions at these forums weren't just conversations—they were strategic dialogues that sowed the seeds for partnerships that will play a pivotal role in shaping the future of the air transport industry. Engaging with airline clients allowed Ardova to better

understand their evolving needs, challenges, and aspirations, fostering a more nuanced and responsive approach to our services.

Collaborating with other influential partners within the IATA network broadened Ardova's horizons, offering opportunities for joint initiatives, shared insights, and collaborative efforts. These partnerships extend beyond individual transactions; they represent a collective commitment to advancing the industry, fostering global connectivity, and enhancing its overall prosperity.

In the ever-evolving industry of air transport, partnerships forged in forums like these are not just transactions; they are catalysts for innovation and progress. By aligning with like-minded industry leaders, Ardova Plc positions itself at the forefront of transformative initiatives that will define the future of air travel. The connections made and insights gained from these forums serve as a solid foundation for Ardova's continued growth, ensuring that it remains not just a participant but a driving force in the dynamic and interconnected world of aviation.



Nurturing Success at the IATA Aviation Forum in Seattle. Cultivating the start of a new thriving partnership as our Marketing Representative Modupe plants the seeds of a new fruitful business relationship with United Capital Investment Group.



Air AP and the Virgin Atlantic team - IATA Energy Forum in May 2023 with the Virgin Atlantic Team, from left to right, Toyin Leo-Olagbaiye (General Manager Aviation), Zoe B Adcock (Fuel Analyst, Virgin Atlantic), Eve Messenger (Fuel Manager, Virgin Atlantic), Ansar Hussain (VP Corporate Finance & Group Treasurer, Virgin Atlantic) Modupe Ladipo (Manager, Aviation Sales & Marketing)



IATA Energy Forum in Abu Dhabi 2023 at an AEG Fuels event from left to right, Modupe Ladipo (Aviation Sales & Marketing), Hemant Mistry, Director Net Zero Transition at IATA.



From left to right Modupe Ladipo (Manager, Aviation Sales & Marketing), Jaime Escobar-Corradine, Head of Fuel, Charges & Environment, Alta), Toyin Leo-Olagbaiye (General Manager Aviation) Aviation)



IATA Energy Forum welcome reception, from left to right, Esmeralda Lopez (World Fuel Services), Modupe Ladipo (Manager, Aviation Sales & Marketing), Fabrizio Maura, Aviation Fuel Manager, Eni.

Boeing 10 years anniversary AEF Networking Dinner at the Boeing Hangar, Seattle.

At the heart of the AEF Networking Dinner was an extraordinary venue—the Boeing Hangar in Seattle, the very home of Boeing. This location provided us with exclusive access to the cutting-edge technologies currently in collaboration with NASA. As we gathered in this iconic space to celebrate the 10th anniversary, the atmosphere was not just one of festivity but also an immersive experience into the forefront of aerospace innovation.

Immersed in the pulsating energy of Boeing's hub, we delved into the latest advancements, gaining privileged insights into the collaborative endeavors between Boeing and NASA.

This event wasn't merely a celebration of a decade of achievements; it was a journey into the future of aviation, where groundbreaking technologies are being sculpted.

As we commemorated this significant milestone, the Boeing Hangar served as more than just a venue—it was a testament to the enduring partnership between technology giants and the limitless possibilities that lie ahead. The AEF Networking Dinner in the Boeing Hangar was not just an occasion; it was an intersection of celebration, exploration, and anticipation for the next wave of aerospace innovations that will shape the industry in the years to come.

By Modupe Ladipo





Ardova Plc was invited by our esteemed client AEG, Modupe Ladipo joined the AEG Fuels team at a captivating event held on the iconic 63rd floor, providing a breathtaking city view from the Conrad Abu Dhabi Etihad Towers. In this spectacular setting, the AEG event unfolded as a memorable experience, bringing together industry leaders and professionals in a venue that matched the significance of the occasion. The towering backdrop of the Conrad Abu Dhabi Etihad Towers added a touch of grandeur to an already noteworthy gathering, creating an ambiance that seamlessly blended business networking with awe-inspiring surroundings.



Highlights and Extracts from the 2023 IATA Energy Forum Conferences

1. A positive global economic growth outlook for 2024
2. Fuel prices have risen from their Q2 lows Brent averaged \$91/bbl in October, Jet \$121/bbl
3. The international travel recovery is well-established Market re-openings give 'catch-up' momentum to Asia
4. Global passenger traffic expected to recover in 2024 But most regions return to pre-Covid levels this year
5. 90% of fuel is SAF by 2050 - SAF is growing quickly but volumes & impact remains limited
6. Possible to achieve Net Zero CO2 by 2050. - Success depends on the availability of: Hydrogen, biomass, & renewable electricity.
7. Airlines will buy all SAF available at competitive prices to meet Net Zero 2050. However, More than 400 million tonnes of SAF required by 2050.
8. Jet fuel demand, supply to return to pre-Covid-19 levels in 2024
9. Short-term Pricing - Jet fuel prices on the rise again. Strength in jet fuel market is mainly supply driven, margins expected to ease by the beginning of next year.
10. It appears that over the last decade we have transitioned from a world of slow deglobalization and slowing trade into a world of Great Power rivalries. - Factors such as The ongoing Israel-Hamas war
 - The ongoing war in the Ukraine essentially West vs. Russia
 - West vs. China on multiple fronts -Trade, Taiwan, South China Sea
 - West vs. North Korea
 - West vs. Iran and Iran proxie
 - Resurgence of ISIS in parts of Africa
 - Cyberattacks by Nation-states and criminals
 - The rise in Populism
 - Global Warming and Weather Events
 - Migration in Mediterranean Europe and the Southern US

Credit goes to IATA Strategic Partners for this information source.



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Aviation Africa Summit & Exhibition

Ardova Plc was invited for the 7th Edition of the Aviation Africa Summit & Exhibition in Abuja, hosted by the Nigeria Civil Aviation Authority (NCAA) in collaboration with Times Aerospace Events Ltd, we are thrilled to share the enriching experience.

Under the compelling theme “Stepping Up for Business,” the two-day summit at the International Conference Center (ICC) from September 13th to 14th, 2023, provided an insightful exploration into the future of Africa’s aviation industry. Building on the foundations laid by its predecessors, this edition delved into the impending implementation of the Yamoussoukro Decision (YD) and the Single African Air Transport Market (SAATM), aligning with the broader vision of the African Union Agenda 2063.

The summit, boasting a congregation of over 600 participants, including key figures from African airlines, Civil Aviation Authorities, global business aviation, and support indus-

tries, served as a dynamic platform for networking, knowledge exchange, and business development. The central theme of discussion was on SAF and the prospects of building infrastructures around it in Africa.

Our representative, Joseph, had the privilege of engaging with esteemed clients, fostering connections, and exploring growth opportunities within the West African and continental aviation communities.

Reflecting on this transformative experience, Aviation Africa 2023 not only highlighted the challenges and prospects within the industry but also emphasized the collaborative efforts needed to propel Africa’s aviation sector to new heights. As we navigate the post-summit landscape, the insights gained and connections forged promise to play a pivotal role in shaping our strategic approach to the ever-evolving aviation landscape.

By Modupe Ladipo



Joseph with one of our long standing customers AEG Fuels, standing from Left to right, Stephen J Leonard, Vice President of Global Supply, AEG Fuels, Joseph Olanipekun (Aviation Sales Manager, Abuja), Momodou Bah, Director of Supply Africa, AEG Fuels



Joseph Olanipekun (Aviation Sales Manager, Abuja).
Joseph with one of our new customers, Jetex



Joseph Olanipekun (Aviation Sales Manager, Abuja)
with one of our Bulk buying customers Stein Energy CEO,
Igbo Otemu.



Aviation Customer Service week

In celebration of Customer Service Week, we embarked on a meaningful journey to express our gratitude to some of our most valued local customers, those who have stood by us throughout the years. This gesture of appreciation was not merely a routine acknowledgment but a heartfelt effort to strengthen the bonds we've cultivated over time.

A delegation of senior executives and the Air AP team undertook this visit, carrying with them not just a token of gratitude but a sincere acknowledgment of the lasting partnerships we've forged. Each visit was adorned with a special presentation featuring signed letters of appreciation from our Chairman, a tangible representation of the trust and collaboration that has defined our relationship.

The significance of this endeavor extended beyond the ceremonial aspect. In addition to expressing our heartfelt thanks, we took the

opportunity to recognize the enduring commitment and loyalty of our partners through long service awards. These awards were not just tokens; they symbolized the years of partnership, the challenges faced and overcome together, and the shared successes that have defined our collective journey.

As we presented these letters and awards, the atmosphere resonated with a sense of gratitude and mutual respect. It was not merely a corporate ritual but a genuine expression of our appreciation for the pivotal role our customers play in shaping the trajectory of our business. Their feedback, support, and unwavering trust have been instrumental in our growth, and Customer Service Week provided the perfect occasion to express our heartfelt thanks.

By Modupe Ladipo





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Atmos International

Pit Sentry Case Study: Innovative Potentials

In our industry, where precision and safety are paramount, the traditional method of manually conducting pit valve integrity checks presented several challenges.

Hydrant operators often had to lift the pit valve lid, employing heavy equipment and intricate procedures, leading to a time-consuming, resource heavy and expensive process. Moreover, the risks associated with potential fuel releases and high maintenance costs posed serious concerns for the safety of our staff and the efficiency of our operations.

We discussed with Atmos International (Atmos) and our Air AP Marketing and Engineering team the possibilities of Atmos Pit Sentry emerging as a beacon of innovation, providing a comprehensive solution to these challenges.

By eliminating the need for heavy lifting, the tool is directly fixed to the pit valve, detecting hot valves without the need for additional equipment. The introduction of digital logging ensures accuracy and efficiency, mitigating the errors associated with manual record-keeping. Not only is the tool intrinsically safe, but it also aligns with industry standards, including ATA Specification 103, EI 1584, EI 1560 and JIG2 requirements, making it a reliable and forward-thinking choice.

In an industry where every second counts, the time-saving and cost-effective nature of Atmos Pit Sentry is a game-changer. The technology provides a seamless process for monthly pit valve integrity checks in Hydrant Fueling Systems, further enhancing the safety and efficiency of operations.

[Discover Atmos Pit Sentry](#)

By Modupe Ladipo



During a recent IATA conference in Seattle, we had the pleasure of connecting with a pioneering company named Atmos International. Their cutting-edge solution, the Atmos Pit Sentry, caught our attention as a modern-day technological marvel designed to revolutionize the integrity checks of pit valves in hydrant fueling systems.



IATA Aviation Forum in Seattle, May 2023, Modupe stands alongside the Atmos International team, united in innovation and shared aspirations.

Key Points: Atmos Pit Sentry

This is a modern-day technology tool designed to check integrity of pit valve of hydrant fueling systems. Initially, in most hydrant systems, pit valve integrity check has always been carried out manually which involves one or two hydrant operators. Hydrant operators lift the pit valve lid and perform the test using either a heavy hydrant coupler fitted with a pressure gauge, pressure bleed valve and stainless bucket to contain discharged fuel or a pole fitted with a shield to contain the leaked jet fuel within the pit valve.

Challenges Of Integrity Test Carried Out Manually

- It is time consuming and expensive.
- High risk of jet fuel being released to the environment when connecting the heavy coupler to the pit valve which presents health and safety risk to staff especially if the hot valve seals have failed and are already hot before an attempted inspection.
- Cost of maintenance is high.
- Refueling staff are at risk of connecting to a hot valve as pit valve integrity checks are performed once a month and not before every refueling activity.
- Results are logged on pen and paper and are subject to an individual's interpretation.

Solution Brought By Atmos Pit Sentry

- Heavy lifting is removed as Atmos Pit Sentry is directly fixed to the pit valve and detects hot valves without hydrant operators needing to obtain a heavy coupler or pole from their vehicles.
- Digital logging results as against manual logging which is prone to errors.
- It is intrinsically safe.
- It supports industry standards, JIG and EI
- It is time saving and cost-effective.

To ensure seamless monthly pit valve integrity check in Hydrant Fueling System, Atmos Pit Sentry Tools are hardware solutions recommended.

By Olusegun Daniel

The Symbiotic Bond Between Anap Jets and Arдова Plc

In business travel, where time is of the essence and efficiency is paramount, Anap Jets has carved a niche for itself as an industry frontrunner. Driving their pursuit of excellence in a strong collaboration with Arдова Plc, a trusted supplier of aviation fuel.

In this in-depth feature, we explore the core of this unique partnership and sit down for an exclusive conversation with Captain Akin George, CEO and Pilot of Anap Jets. Through this interview, we unveil the journey of Anap Jets, their future ambitions, and the backing they receive from Arдова.



Captain Akin George
CEO Anap Jets

At the helm of Anap Jets stands Captain Akin George, who combines his passion for aviation with an enterprising spirit. A seasoned pilot himself, Mr George brings a deep understanding of the nuances of business aviation, infusing his expertise into every facet of Anap Jets' operations.

An Interview with Captain Akin George

Modupe Ladipo (ML): *Captain Akin George, Arдова has enjoyed this business relationship with Anap for several years, what inspired you to venture into the Corporate Aviation business and establish Anap Jets?*

Captain Akin George (AG): Delving into the corporate jet business was based on the Vision of Anap Jets's Board which was to be the first name that comes to mind when thinking about business aviation in Sub-Saharan Africa by providing a quick, convenient, safe, and financially prudent way to get our clients from one location to another in the sub-region and beyond.

Anap Jets was established by Mr Atedo Peterside who currently sits as the chairman of the organization. The initial core business of Anap Jets was getting high net worth individuals and corporates to buy a fraction of an aircraft, as opposed to owning one, while Anap Jets worries about the maintenance, crewing,

and management of the aircraft.

ML: *That is very insightful and strategic, Can you tell us how the partnership with Arдова Plc contributed to the success of Anap Jets?*

AG: When Anap Jets started flight operations in January 2015, Arдова was the first supplier of aviation fuel (Jet A1) in the country we approached to provide support to our flight operations. Arдова got onboard and provided their services to us at reasonable financial terms even though we were a new entrant into the market without any history in the aviation industry.

ML: *That is fantastic to know that Arдова has supported you from day one. How do you envision the future growth of Anap Jets in the coming years?*

AG: Growth of Anap Jets over the years is based on the market which is highly influenced by the

economic situation both domestically and internationally. We hope to operate increased long range and intercontinental flights in the coming years.

ML: *We are optimistic to have a positive economic outlook in future for all parties. Are there any plans to expand your fleet and destinations served to meet growing demands?*

AG: With regards to destinations, we are approved to operate commercially into European Union countries including the UK. This provides us with next focus of our growth.

ML: *This is a fantastic approved operational network and a great foundation setting you up for growth. How will the partnership with Ardova Plc play a role in your future expansion strategies?*

AG: It is expected that our relationship with Ardova will continue to grow and blossom as we increase our flying and introduce additional aircraft into our fleet.

ML: *Thanks Sir. As a seasoned professional in the aviation industry, what trends do you foresee shaping the private jet sector in the near future?*

AG: The private jet sector will continue to improve gradually with the regulatory authorities ensuring that only the right players in the industry are allowed to operate. We see more players coming into the sector as macroeconomic factors (especially FX) of the country gets better.

ML: *I agree Sir, the regulatory authorities will play a huge role in improving the private jet sector. How is Anap Jets embracing innovation to stay ahead of the competition and offer cutting-edge services?*

AG: Anap Jets continues to employ the latest generation of corporate Jet Aircraft that

provide efficiency, reliability, and value for money. We continue to make use of IT tools that enhances collaboration among our team in delivering real time solutions and improved turnaround time to our clientele.

ML: *Fantastic Sir, clearly Anap Jets is positioned well to be at the forefront of innovation. What specific factors give you confidence in Ardova's ability to continue supporting Anap Jets' business operations?*

AG: Ardova is well known in the industry and has been around for much longer than Anap Jets. Over the years, Ardova has also rebranded and improved on their services. We expect that this shall continue.

ML: *How has Ardova demonstrated its commitment to meeting your organization's unique needs?*

AG: The customer service from Ardova has been one that responds to our requirements as and when needed. Ardova often go the extra mile to ensure that they exceed our expectations anytime their service is required.

ML: *Thank you Sir, it is our pleasure to continue to serve and exceed your expectations at Ardova Plc.*

As we ascend into the future, the synergy between Anap Jets and Ardova continues to redefine the business aviation sector, setting new benchmarks for efficiency and reliability. Anap Jet's vision, combined with Ardova's steadfast support, ensures that Anap Jets remains at the forefront of innovation, catering to the needs of discerning business travellers worldwide. With the sky as their canvas, this remarkable partnership promises to elevate business air travel to unprecedented altitudes, ensuring each journey with Anap Jets is an unforgettable experience.

By Modupe Ladipo



The Embraer Legacy 600 one of the newest additions to Anap Jets fleet - The Legacy 600 is a super mid-sized aircraft that seats up to 13 passengers. It has the largest cabin and in-flight accessible baggage compartment in its class. This aircraft is known for its incredible comfort and reliability. Even when it comes to making what might seem more difficult journeys for an executive jet, the Legacy 600 won't let you down. It is perfectly suited for long-range travel all over Africa and to parts of Europe, South America and Middle East.



Air AP team and Prudent Group Executives pay a customer service week visit to Anap Jets to appreciate and gift a long service award.



Prudent Group customer service week, gifts and appreciation awards to Anap Jets CEO from left to right, Adeola Bello (Group Financial Controller, Prudent Group), Aloaye Ekhaesomi (Anap Jets, Marketing), Captain Akin George (Anap Jets, CEO)

A Skyward Partnership: Air AP and Virgin Atlantic Airways



In this case study, we explore the successful partnership between Air AP and Virgin Atlantic Airways. In a captivating interview, Modupe engages with Eve Messenger, offering an exclusive glimpse into the remarkable collaboration between Air AP and Virgin Atlantic. We had the pleasure of interviewing Eve, a key representative of Virgin Atlantic, to gain valuable insights into the collaborative journey. Let's delve into how this partnership has blossomed and what the future holds for this dynamic alliance.



IATA Energy Forum in May 2023 with the Virgin Atlantic Team, from left to right, Toyin Leo-Olagbaiye (Head, ATK, Air AP), Zoe B Adcock (Fuel Analyst, Virgin Atlantic), Eve Messenger (Fuel Manager, Virgin Atlantic), Ansar Hussain (VP Corporate Finance & Group Treasurer, Virgin Atlantic) Modupe Ladipo (Aviation Sales & Marketing, Air AP)



Engaging in a conversation about future possibilities, we had a delightful discussion with a satisfied Virgin Atlantic team, their Vice President of Finance and the Head of the fueling unit regarding Air AP. Ensuring client satisfaction is of utmost importance to us at Air AP. Our participation in the International Air Transport Association (IATA) Aviation forum in Seattle proved highly successful for Ardova Plc, offering a remarkable opportunity to establish connections and collaborate with our airline clients.

By Modupe Ladipo



Air AP Hydrant Servicer fueling a Virgin Atlantic flight bound for London, Heathrow.

An Interview with Eve Messenger



Eve Messenger
Fuel Manager Virgin Atlantic

Modupe Ladipo (ML): *Thank you for taking the time to speak with us, Eve. Could you tell us a little about your role at Virgin Atlantic Airways and your background within the aviation industry?*

Eve Messenger (EM): I have worked at Virgin Atlantic for 26 years, starting Finance and moving to the fuel team 22 years ago as the analyst, and now managing the team. Virgin was much smaller then and it's been great to see the growth but still feel like a family. Although the fuel team is a small team of 4, we deal with all aspects of the physical fuel supply from procurement, accounting, disruptions through to the payment of invoices. Fueling is a great, diverse part of the aviation sector, always evolving and challenging, and I've seen a fair few challenging times throughout my years at Virgin Atlantic

ML: *It's wonderful to hear about your journey. Let's talk about the partnership between Virgin Atlantic and Air AP. What were your initial goals when partnering with Ardova?*

EM: Supply reliability and safety is our main priority in all of our locations, and in turn building a trusted long-term relationship, especially in locations where supply reliability can be a challenge.

ML: *That sounds like a solid foundation. Now, looking back on your journey with Air AP, what specific achievements or milestones have you accomplished together so far?*

EM: Its always a risk when you contract with a supplier new to your business, but we have managed to build a great working relationship with Ardova over the last couple of years. The team are always contactable, friendly and great at keeping us updated as to any supply challenges, which thankfully have been few and far between.

ML: That's impressive, Looking ahead, how do you envision growing the relationship between Virgin Atlantic and Air AP in the future?

EM: As Lagos is the only location Virgin Atlantic flies to that Air AP supply, unfortunately it's difficult for us to grow our relationship in other locations, however, I do see us continuing the partnership at LOS for many years to come. If Virgin was to expand our network to other Ardova locations, I would not hesitate to have Ardova as our contracted supplier in more locations.

ML: *Absolutely. Finally, what gives you the confidence to continue relying on Ardova's support to meet Virgin Atlantic's business objectives?*

EM: As previously mentioned, the communication is excellent, and Ardova are a supplier that we trust and will continue to trust in years to come.

AEG Fuels' Thriving Partnership with Air AP

An Exclusive Interview with Stephen J. Leonard, Vice President of Global Supply, & Momodou Bah, Director of Supply Africa, AEG Fuels.

In the fast-paced world of aviation, partnerships play a pivotal role in driving success and innovation.

A shining example of this is the flourishing collaboration between AEG Fuels and Ardova.

In this exclusive interview, we sit down with Momodou Bah, Director of Supply Africa and Stephen J. Leonard, Vice President of Global Supply at AEG Fuels to unravel the journey of growth forged through their partnership with Ardova.



Stephen J. Leonard
Vice President
of Global Supply,
AEG Fuels



Momodou Bah
Director of Supply Africa,
AEG Fuels

An Interview with the AEG Team on their success journey with Air AP;

Modupe Ladipo (ML): *We are thrilled about the longstanding partnership with AEG Fuels; it has been an incredible journey. To kick things off, could you share some background information on AEG Fuels and delve into your respective roles within the company?*

Stephen J. Leonard (SL): AEG Fuels is a global supply chain management and Aviation fuel distribution company; we provide fuel solutions in 3,000 airports around the world. A big part of that business is engaging with suppliers at the airport to provide into-wing reselling function. That business is built on tight relationships with good companies, entrepreneurial companies, companies that are committed to doing things the right way in terms of looking forward and growing the business.

In terms of my role within the company, I am AEG'S Vice President of Global Supply, I am

based in our headquarters in Miami, Florida. I work with our Supply Directors around the world to create a marketable product for our sales team. We have on every continent a team of people that work to support our suppliers and support our customers in providing a product that guarantees them on time refueling with operational excellence at a competitive price.

Momodou Bah (MB): I am the supply Director for Africa, my key role is to go around Africa and identify those suppliers that are able to give us the value that we want to create for our customers.

ML: *AEG Fuels is clearly a well established company and we have enjoyed the relationship with AEG over the years, can you tell me a bit about our journey over the years with AEG?*

MB: The journey with Ardova started with the predecessor of Forte Oil. At the point at which Ardova was taking over we had a call and that was the beginning of the change. We started from no where and we got to a point where a lot of our ad hoc business was going to Ardova and we also had commercial business in Lagos where we were fueling Virgin Atlantic and also in Abuja we had Qatar Airways. We had some prime customers that we worked together on and won. It has been a very good run with Ardova.

Nigeria is a very interesting market, we find things go high, things go low, which is why unlike many markets, in Nigeria we work with multiple suppliers. We do work with multiple suppliers in other markets but not as many as we would work with in Nigeria.

This is because of the supply chain dynamics, operational issues that come, trust issues of the suppliers in terms of supply guarantee. Most customers when you offer them one supplier, they want a second and a third, that is just what gives them comfort. Which is why when we work in Nigeria, mostly for big clients we would say we want you to be part of a basket of suppliers to service the needs of our customers as we have done in the past.

ML: *Stephen, how do you see the partnership with Ardova growing over time?*

SL: I see it growing in a beautiful way, Nigeria is one of the largest economies in the region, one of the most Entrepreneurial places that I have had the privilege of attending and the culture of Ardova, the idea of working with a company that is focused on doing things in a new way, doing things better, really aligns with our culture and our goals. So I see us continue to bring value to this market, creating a standard of quality, professionalism that sets the bar for competitors in the region and ultimately lead to a fruitful relationship and partnership for years to come.

ML: *What trends do you see in the industry, and how do you think Ardova can support AEG Fuels amidst these changes?*

SL: The big trends I see, firstly are the reemergence of supply chain integrity, following COVID-19 all of the global disruptions in the supply of Jet fuel and different choke points along the supply chain starting to really come to the surface in terms of areas to address, a renewed focus on creating supply chains that are robust that have second and third options and release valves and I think Ardova seems to be thinking about all those things all the time.

The second one is e-fuelling, advancement of technology into the states. For all of the worlds technology advancements the energy industry have lagged in those areas, aviation now and companies participating really have an opportunity to do something different and there is a receptive audience with our airline customers. The biggest trend I see is a renewed focus on creating technology solutions that improve efficiency and improve the experience of participating in this refueling space.

ML: *Momodou, Over the years, looking at the relationship with Ardova could you share what specific attributes of Ardova's approach give you confidence in the company?*

MB: I think we have had this discussion in the past, when I travel around Africa and talk to suppliers, one of the things I request more than anything is responsiveness. Some of our clients are VIPs, military, government, air ambulances etc. I go and have a conversation with suppliers and some of them will say I need 72 hours notice, I need 48 hours notice, I don't have 48 minutes notice because if we have a commercial airline with a diversion, they wouldn't know that there would be a problem around Lagos airspace, 48 hours before it happens. So we want to work with suppliers who will be there that minute that moment we want them. And I think, especially in the early days when we started working with Ardova, what made us lean towards working with Ardova was because of the responsiveness, when the phone rang you were there and your responsiveness to emails confirmed when we required. That is a

very important thing for a supplier who wants to continue to service AEG Fuels and Ardova demonstrated that, so long as that carries on you will be hearing from us.

ML: *Thank you for sharing those experiences, we truly appreciate the partnership with AEG Fuels and we look forward to witnessing further growth with you. On a lighter note, how has your trip been so far to Nigeria?*

SL: Its my first time in Nigeria, so far it has been excellent and starting with the welcoming of the Ardova team, and just being open and excited to be in the country, for me it has been a great experience and I look forward to coming back for many years.

MB: I am back again! I look forward to visiting again.

ML: *Thank you Momodou and Stephen we look forward to welcoming you back.*



AEG Fuels with the Air AP team in our Ikeja depo Facility.



Stephen and Momodou's visit in Aviation office Lagos, Nigeria in September 2023 inspecting



Momodou Bah's Visit to our Aviation office Lagos, Nigeria in June 2023.

Did you know?

Facts about aviation

Did you know that within the intricacies of aviation lie remarkable details that often escape the notice of many? Join us as we unravel the curtain with Engineer Olusegun Daniel on some lesser-known aspects of the industry, starting with these intriguing facts:



1

**Chemical
Water Detector**
(Shell Water Detector)

Ques: *Did you know that shell water detector turns green when it detects water in a jet fuel?*

Note: Shell Water Detector is a safety device used for determining the presence in jet fuels of finely dispersed undissolved water in concentration lower than what can be visually detected or examined. The central yellow portion of the capsule reacts immediately it detects water and the colour changes depending on the concentration of the water in the fuel. The colour changes **yellowish green** at lower water contamination. It advances to obvious **green** at increased water and finally **blue/black** at very high level of water contamination. Carefully note that at zero water contamination, the center of capsule remains appreciably **yellow**.

2

**Differential
Pressure Gauge
(DPG) Reading**

Ques: *Did you know that filter elements in a filtration vessel are due for change at 15psi DPG reading?*

Note: A differential Pressure Gauge is commonly used to measure the pressure difference between two points in a system. In the context of jet fuels, it can be employed to monitor the pressure drop across filters or other components in the fuel system. This helps ensure the systems efficiency and detect potential issues that could affect the fuel flow or quality. Differential pressure gauges are essential instruments for maintaining the proper operation and safety of jet fuel handling equipment. At 15psi reading for Filter Water Separators system, both in fixed and mobile equipment, the filter elements are due for change.

3

Wand Sensor

Ques: *Did you know that Wand sensor is a safety device designed to prevent accident against wings of an aircraft?*

Note: Platform wand sensor of a refueller is a safety device designed to prevent accident against wings of an aircraft. Its functionality is periodically checked on monthly basis. When a platform/deck moves up towards a wing of an aircraft, the wand sensor shuts the refueller immediately the string/antenna of the wand sensor touches the wing of the aircraft. This eventually prevents collision of the refueller platform with the aircraft wing.

By Olusegun Daniel

The Future

2024 and beyond

As we reflect on the aviation milestones achieved in 2023, the aviation industry braces itself for an exhilarating journey into the future. The year ahead promises a tapestry of innovation, sustainability, and transformative trends that will shape the very fabric of air travel.

A paradigm shift is underway as the aviation industry steers towards sustainability in 2024 and beyond. The adoption of Sustainable Aviation Fuel (SAF) takes center stage, offering a potent tool to slash carbon emissions by up to 80%, as per IATA.

Virgin Atlantic's Historic 100% SAF Flight Marks a Milestone in Sustainable Aviation

Witnessing milestones in the aviation industry has been truly remarkable. A standout moment was Virgin Atlantic's historic flight in November 2023, marking the world's first journey powered entirely by Sustainable Aviation Fuel (SAF), soaring from London Heathrow to New York. This groundbreaking event serves as a beacon, illuminating the path for similar initiatives to blossom globally.

The aviation landscape is evolving, with airlines increasingly embracing sustainability as a cornerstone of their operations. As the ripples from Virgin Atlantic's trailblazing flight extend across the industry, we can confidently predict a future where more carriers worldwide follow suit, further integrating 100% Sustainable Aviation Fuel into their fleets. This trajectory is not just a glimpse into the future; it's a commitment to a more sustainable and environmentally conscious era of air travel.

The industry's commitment to sustainability extends beyond fuel choices. Airlines are set to embrace eco-friendly practices, from investing

in fuel-efficient aircraft to exploring alternative and renewable fuels. Environmental consciousness is poised to permeate every facet of the aviation ecosystem, reflecting a collective determination to minimize the industry's ecological footprint.

Embracing the Future: A Glimpse into Air AP's Ventures

As we eagerly anticipate the promising future that lies ahead, Air AP proudly reflects on recent ventures that have shaped its trajectory. An aviation workshop with our esteemed Chairman and Executives has set the stage for strategic initiatives aligned with a vision for the future. Participation in the IATA Aviation Energy Forum in Seattle, USA, May 2023 and Abu Dhabi in November 2023 as a Strategic Partner has not only provided invaluable insights but has also forged collaborations and partnerships that promise growth and progress for the industry.

In 2024 and beyond, the aviation industry stands at the threshold of transformative trends and sustainable practices. With a steadfast focus on environmental responsibility and technological advancements, the future of air travel holds great promise. At Air AP, we remain committed to adapting, innovating, and contributing to a more efficient, eco-friendly era of aviation that will resonate for generations to come. As we soar into the future, the skies are not just the limit but a canvas for a sustainable, responsible, and exciting journey in aviation.

See you in our next issue.

By Modupe Ladipo



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