

**REQUEST FOR EXPRESSION OF INTEREST
FOR
Jet Fuel Delivery Services**



Deadline for Submission: Friday, January 13, 2023 @ 3:00 p.m. (UTC-05:00)

Deadline for Clarification: Monday, January 9, 2023 @ 3:00 p.m. (UTC-05:00)

Requests for Clarification and EOIs are to be submitted to quotation@petrojam.com

REQUEST FOR EXPRESSIONS OF INTEREST (REOI)

Petrojam Limited hereby solicits Expressions of interest for Jet Fuel Delivery Services as Facilitating Partners (FPs) under a Fuel Supply Agreement with Jamaica Aircraft Refuelling Services (JARS)

Country: Jamaica

Name of Project: JET Fuel Supply to International Airports & Aerodrome

COMPANY PROFILE

1. INTRODUCTION

Jamaica Aircraft Refuelling Service (JARS) is a limited liability company which is domiciled in Jamaica. The registered office of the company is located at 36 Trafalgar Road, Kingston 10. JARS was established in July 1999 as a Joint Venture Partnership between Petrojam Limited and AirBP Amoco, with AirBP Amoco having controlling interest through a 51% share ownership and Petrojam Limited at 49%. JARS commenced operations in March 2000 with AirBP Amoco having responsibility for Marketing & Technical Services while JARS was responsible for managing the day-to-day operations of the company. JARS mission is *“To be the number one supplier of aviation services by providing a safe and efficient operation, enhancing customer satisfaction and ensuring stakeholders’ wealth”*. Petrojam Limited assumed sole ownership of JARS since June 2022 when the partnership with AirBP Amoco concluded.

2. OVERVIEW OF ACTIVITIES

On the inception of JARS in the Aviation business in March 2000, the company entered into a Joint Operating Agreement (JOA) with the Airport Authority of Jamaica for the shared storage facilities with then operators Shell and Esso at both International Airports, now called Norman Manley International Airport (NMIA) in Kingston and Sangster International Airport (SIA) in Montego Bay, to facilitate the commencement of its ‘into-plane’ refueling services. JARS also entered into an agreement with the Airport Authority of Jamaica in February 2013 for ‘into-plane’ refueling services at the Tinson Pen Aerodrome and Ian Fleming International Airport. JARS operated three (3) Rampster Hydrant Servicers at the NMIA and four (4) hydrant Servicers at SIA for providing ‘into-plane’ refueling services. The company operated two (2) refueling bowsers at the Ian Fleming International Airport while curbside fueling is done at Tinson Pen Aerodrome. The company’s market share of the into-plane refueling business grew to 11% by December 2000, and continued on a steady growth trajectory to 73% by December 2008. This was maintained until 2016.

JARS, as evidenced by the market share, was the preferred company for refueling services by most airlines. In 2020, JARS lost its customer base due to the impact of the COVID-19 pandemic which had countries closing their borders and restricting international air travel. This closure had severe financial impact on JARS. The company adjusted its business model and operations and, as at December 1, 2020, JARS ceased its operations at NMIA and SIA. JARS continues to provide ‘into-plane’ refueling services at the Tinson Pen Aerodrome and Ian Fleming International Airport.

JARS is desirous to resume operations at the two (2) major international airports NMIA and SIA, and is seeking to engage qualified entities in pursuit of partnership for the provision of into-plane refueling services.

3. MARKET

Jet Fuel sales volumes are primarily divided between the locations in Kingston and Montego Bay. As shown in table 1 below, approximately 70% of the Jet Fuel sales are via Sangster International Airport (SIA) and the remaining approximately 30% from NMIA in Kingston. The high sales volume at SIA is due largely to the Tourism/travel market. Jet Fuel sales are seasonal in nature as it is inexorably linked to the Tourism market. Flights into Jamaica are:

- 3.1** Long haul flights out of Western Europe terminating in Montego Bay at the Sangster International Airport (SIA), which is the HUB in Jamaica, and is in close proximity to most tourist destinations.
- 3.2** Major carriers terminate in Montego Bay and conduct their refuelling operations. TUI, Virgin Atlantic, British Airways and American Airlines are some of the carriers utilizing the SIA
- 3.3** Flights calling at the Norman Manley International Airport (NMIA) are generally short haul flights which usually taxi with their fuel for the return flight, which accounts for approximately 30% of all sales volumes.

3.4 The Boscobel Aerodrome in St. Mary was upgraded and renamed the Ian Fleming International Airport in January 2011. The upgrade allowed the facility to accommodate international flights with a few midsize carriers from QCAS and Intercaribbean Airways commencing flights into the airport. American Airlines was slated to commence flights into the airport in November 2022. The inaugural flight from American Airlines into the facility has been rescheduled to March 2023. It is anticipated that on commencement of flights from American Airlines into the facility, there will be significant increase in sales volume.

The summary of the package is shown below:

Table 1

Package #	Location	Projected Volume (Gals)	Total Market (Gals)	Market Share
1	SIA	13,623,953	46,905,760	29%
2	NMIA	6,710,305	20,102,468	33%
3	IFIA	24,000	24,000	100%
4	TPA	36,000	36,000	100%
	Total	20,394,258	67,068,228	

Location #1: Sangster International Airport (SIA) – Montego Bay

Location #2: Norman Manley International Airport (NMIA) – Kingston

Location #3: Ian Fleming International Airport (IFIA)

Location #4: Tinson Pen Aerodrome (TPA)

4. PROCUREMENT/SOLICITATION

The services will be procured as a single contract package with the requirement that all locations previously serviced by the former distributor must be covered under these services.

The type of contract will be Lump Sum and the contract duration will be three (3) years. The selection of the entity will be guided by the methodology as per the Public Procurement Act 2015.

The selected entity will be required to provide Aircraft Refuelling Services at the locations reflected in table 1 above.

NB. As a condition of the Lease and Service provision, the selected entity shall purchase all supplies of Jet Fuel from Petrojam Limited.

SERVICES:

Interested parties are to select from the following service options:

- **Option 1** – partner with JARS in all aspects of the business, that is, operation, marketing, training and into-plane refuelling services at all locations listed in Table 1 above.
- **Option 2** – enter into a Technical Service Agreement covering marketing and training. JARS will be responsible for the operational side of the business
- **Option 3** – full divestment of JARS

In all options shown above, the selected entity will be required to purchase all Jet Fuel from Petrojam Limited.

Interested parties are to state the preferred option.

Bidders should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services at the locations they are interested in.

EXISTING ASSET BY LOCATION

TRUCKS & TOWABLE UNITS								
Location	Fueler #	Capacity	Make	Service	Year	Serial Number	Fuel Type	Status
SIA	HS 3514	1000 GPM	Rampstar	Hydrant Servicer	1999	Vin R1033	JetA1	Repairable
SIA	HS 3515	1000 GPM	Rampstar	Hydrant Servicer	1999	Vin R1034	JetA1	Damage
SIA	HS 3526	1000 GPM	Rampstar	Hydrant Servicer	2000	Vin R1122	JetA1	Repairable
SIA	HS 3553		ISUZU - HS Electric	Hydrant Servicer	2003	JALB4BI5537003876	JetA1	Repairable
SIA	196HCF001	300 GPM	Hydrant Cart	Hydrant Servicer	N/A	196-001	JetA1	Refurbished
SIA	PL000110	450 GPM	Platform Ladder		N/A	PL000110	JetA1	New
NMIA	HS 3528	10,000 Gal	Rampstar	Hydrant Servicer	2000	Vin R1080	JetA1	Repairable
NMIA	HS 3529	10,000 Gal	Rampstar	Hydrant Servicer	2000	Vin R1081	JetA1	Repairable
NMIA	HS 3530	8,000 Gal	Rampstar	Hydrant Servicer	2000	Vin R1082	JetA1	Repairable
IFIA	HS 5055	5,000 Gal	Rampstar	Refuelling Bowser	1999	Vin R1021	JetA1	In-Service
IFIA	HS 3517	1,000 Gal	ISUZU	Refuelling Bowser	1999	JALC4B147006805	JetA1	In-Service
IFIA	HS 3520	750 Gal	FORD	Refuelling Bowser	2000	1FDWVF36F2YED42390	AVGAS	In-Service
TANKS & SKIDS								
TPA	Tank #1	11,800 Gal					AVGAS	In-Service
TPA	Tank #2	10,000 Gal					AVGAS	In-Service
TPA	Tank #3	30,800 Gal					JetA1	In-Service
TPA	SKID 1						AVGAS	In-service
TPA	SKID 2						JetA1	In-service
IFIA	Tank #1	30,800 Gal					JetA1	In-service
IFIA	Tank #3	13,800 Gal					AVGAS	In-service
IFIA	SKID 1						JetA1	In-service
IFIA	SKID 2						AVGAS	In-service
	KEY							
	SIA	Sangster International Airport - Montego Bay						
	NMIA	Norman Manley International Airport - Kingston						
	IFIA	Ian Fleming International Airport - Boscobel, St. Mary						
	TPA	Tinson Pen Aerodrome - Kingston.						

GUIDELINES ON CONTENTS OF THE EOI:

The following instructions need to be followed when submitting Expressions of Interest (EOI).

- EOIs should be submitted in soft copies within the stated deadline.
- Documents are to be submitted to quotation@petrojam.com no later than **Friday, January 13, 2023 at 3:00 p.m. Jamaica Time (UTC-05:00)**. The subject line of the email should read 'EOI for Jet Fuel Delivery Service'. **Late submissions will be rejected.**
- Clarifications are to be submitted to quotation@petrojam.com no later than Monday, January 9, 2023 at 3:00 p.m. Jamaica Time (UTC-05:00). The subject line of the email should read 'EOI for Jet Fuel Delivery Service.' **Clarifications submitted after the date and time shown above will not be addressed.**
- EOIs are to be submitted as a pdf document. All pages must be signed and submitted as a pdf document
- The EOI must be a maximum of 15 pages. Any EOI submission over 15 pages will only be reviewed for the first 15 pages.

The following elements must be included in the EOI

- A cover letter expressing interest in the services and briefly stating which package is being applied for (Maximum 2 pages)
- Organization Structure
- Information on manpower with qualifications, technical and professional competence necessary for successful implementation of the assignment (no need to provide CVs)
- Experience of the firm/ firms submitting the EOI in a tabular form including country, client and donor, project title, project reference number, contract value, # of international staff months, # of national staff months, contract period. List only the most important and relevant ones. (Maximum 5 pages) (Note: List the largest value and most relevant projects to this assignment first)
- Contact details of the firm or all the firms forming part of the joint venture. (Maximum 1 page)

- Submit audited financial statement with annual turnover for the last 3 years.
- Provide evidence for being in business for at least the last five (5) years.
- Copies of verifiable or similar nature contracts with certificates and full address and contact information of the employer.

CRITERIA FOR SHORT-LISTING:

Entities to be shortlisted:

- Should have demonstrated sound financial status and capacity by submitting audited financial statement with annual turnover for the last three (3) years.
- Provided proof that the entity has been in business for, at least, the last five (5) years and has executed at least two contracts of a similar nature.
- Organizational Structure – outline of the proposed organization structure (org. chart)
- Manpower with qualifications, technical and professional competence necessary for successful implementation of the assignment (no need to provide CVs)