

# **QCIA Airport Services Fueling Operation**

**Presenter: Brian Hodson**

**QCIA Airport Services Manager**

**Quad City International Airport (MLI)**

# **\$17 Million Terminal Expansion Completed in 2001**



**[www.qcairport.com](http://www.qcairport.com)**

# **MLI (Moline/Quad Cities)**

- **Small Hub Airport**
- **31 Daily Departures**
- **6 Airlines to 8 Hubs**
- **Record 407,769 Enplanements  
in 2003**

[www.qcairport.com](http://www.qcairport.com)

# WHO IS



# ?

- **Subsidiary of Metropolitan Airport**

**Authority of Rock Island County, IL**

- **Located at Quad City International**

**Airport (MLI) - Moline, IL**

# FORMATION



**Formed to provide fueling services to airlines and charter companies in anticipation of the former fuel vendor ceasing operation on November 1, 2003**

# FORMATION



**Purchased two Garsite 5,000  
gallon refueling tenders from  
previous fuel vendor**

# FORMATION



**Fixed based operator was approached to assume the fueling operation but declined the opportunity**

# 1993 TRUCK



# 1999 TRUCK



# OPERATIONS ROOM



# FORMATION



## FUEL FARM

- Owned by the Airport Authority



# FORMATION



## FUEL FARM

- **8 Tanks**
- **Total Capacity - 149,000 gallons**
- **4 tanks - 20,000 gallons**
- **3 tanks - 18,000 gallons**
- **1 tank - 15,000 gallons**

# FORMATION



## STAFF

- **One working Manager**
- **Three full-time**
- **Two part-time**

# FORMATION



- **Contracts sent to Airlines**
  - **Notice sent to Airline Quality Control departments for training purposes**
  - **ATA 103 standards reviewed**
  - **NFPA 407 training completed**
- 139.321 (b)(c) of revised FAR part 139**

# FINANCES



**Start-up Funds - \$600,000**

**Provided by the Airport Authority**

# FINANCES



## START-UP COSTS

- **Consulting contract services - \$5,000**
- **Fuel trucks (two) - \$120,000**
- **Insurance - \$88,000**
- **Initial fuel purchase - \$8,900**
- **Operations Room - \$6,500**
- **Spark-free radios - \$1,500**
- **Training - \$1,000**
- **Uniforms, Supplies, Misc. - \$9,000**

# FINANCES



## MONTHLY COSTS

- **Average payroll - \$10,000**  
**(Includes Insurance and benefits)**
- **Uniforms - \$200**
- **Communication service - \$150**
- **Office rent and utilities – No Charge**
- **Management fee – 10%**

# FUELING



- **Each airline purchases own fuel**
- **QCIA Airport Services orders fuel**
- **ATA 103 and Airline Standards followed**

# FUELING



- **QCIA Airport Services purchases fuel for re-sale**
- **Base rate for resale of fuel established on monthly basis**

# FUELING



## PURSUING CHARTER REFUELING

- **Letter sent to charter/commercial airlines**
- **Fueling and Ground Handling Services Brochure was included**

# **FUELING PERFORMANCE**

## **PERFORMANCE AVERAGES FOR THE FIRST THREE MONTHS OF OPERATION:**

- **Daily gallons pumped - 9,500**
- **Daily hook-ups - 25**

# INCOME



## Signatory Airline Fees

- **Hook-up Fee - \$40**

**Monthly average - \$32,000**

- **Into Plane Fee - 5¢ per gallon**

**(Based on sliding scale)**

**Monthly average - \$15,000**

# INCOME



## Non-Signatory Fees

- **Base rate established by the first of each month for resale.**

# **FUTURE GOAL**



- **Provide ground handling for charters and scheduled service**
- **Upgrade fuel truck**

# **FUTURE GOAL**

## **Acquire ground equipment**

**Air start**

**Bag carts**

**Belt loader**

**De-icing truck**

**Lav cart**

**Tugs**

**Water cart**

**THANK YOU**

**Bhodson@qcairport.com**

**www.qcairport.com**