

# FLIGHT SCIENCES

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## Press Release

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FOR IMMEDIATE RELEASE

### **First Anniversary for Canadian Airline Fuel Management Program Shows Solid Performance, Continuous Improvements**

SANTA BARBARA, CALIFORNIA USA: Air Transat, a Canadian airline has announced the first year results of a fuel management program it developed in association with Flight Sciences, a US consulting firm that specializes in aviation fuel conservation programs. The airline, which operates a fleet of Airbus A330s and A340s, has trimmed it's annual USD100 million fuel bill by more than five percent. "We have been immensely gratified with the first year results of the program our company-wide fuel management team put together," said Capt. Simon Lavoie, project manager for the program.

"The solutions our team proposed were structured by our internal team, and adapted to our operation and culture."

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commented Capt. Lavoie, "However, we have to give credit to Flight Sciences for teaching our staff the techniques to evaluate various proposals, focusing their efforts, and crafting the plan that helped us implement this program smoothly and effectively.

"Based on the success of the first year, Flight Sciences and Air Transat have entered into a long-term arrangement that gives fuel management high priority at Air Transat, and ensures a continuous flow of innovations into the operation.

As the costs of fuel at Air Transat soared over the past five years, the company attempted to put together a plan that relied on internal resources. While the airline had a wealth of expertise and experience in every phase of operations, they discovered that the obstacles inside the corporate culture were difficult to overcome. "We've been inside major airlines, such as Austrian Air, Swissair, British Airways, and Cathay Pacific." notes Robert Callahan, President of Flight Sciences. "We know how high and wide those department walls can be. Sometimes the team members need a little boost to get over them."

The strategy employed by Callahan and his team of consultants is to attack fuel usage from every angle - ground operations, flight planning, catering, engineering, and so on. This involves staff members from every corner of the airline and introduces people who would rarely meeting the course of every day business.

"Of course, getting these people together is one thing," says Callahan, "getting them to share common goals is another."

Callahan pulls the teams together with frequent meetings during an intense introduction phase, where many ideas are discussed, analyzed, and prioritized.

"Typically, this level of scrutiny is never applied to fuel management proposals. The wide scope of the program encourages many different perspectives. In a short time, people learn to appreciate the skills and concerns of every person a proposal can impact."

"We have to admit," adds Capt. Lavoie, "That this process produced a significant change in our culture. The whole program was significantly more than the sum of the parts. Our team owns the program, but Flight Sciences gave us the opportunity and the tools to put it together. The fuel management life cycle has been formalized at Air Transat, and this process is now an integral part of every major decision that influences fuel consumption."

Flight Sciences is currently in the final phases of a proposal to develop and implement a similar program with PAT/Air Portugal. For more information about Flight Sciences fuel management services, see the company web site at [www.flightsciences.com](http://www.flightsciences.com), or call Robert Callahan at 805-565-0995.

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