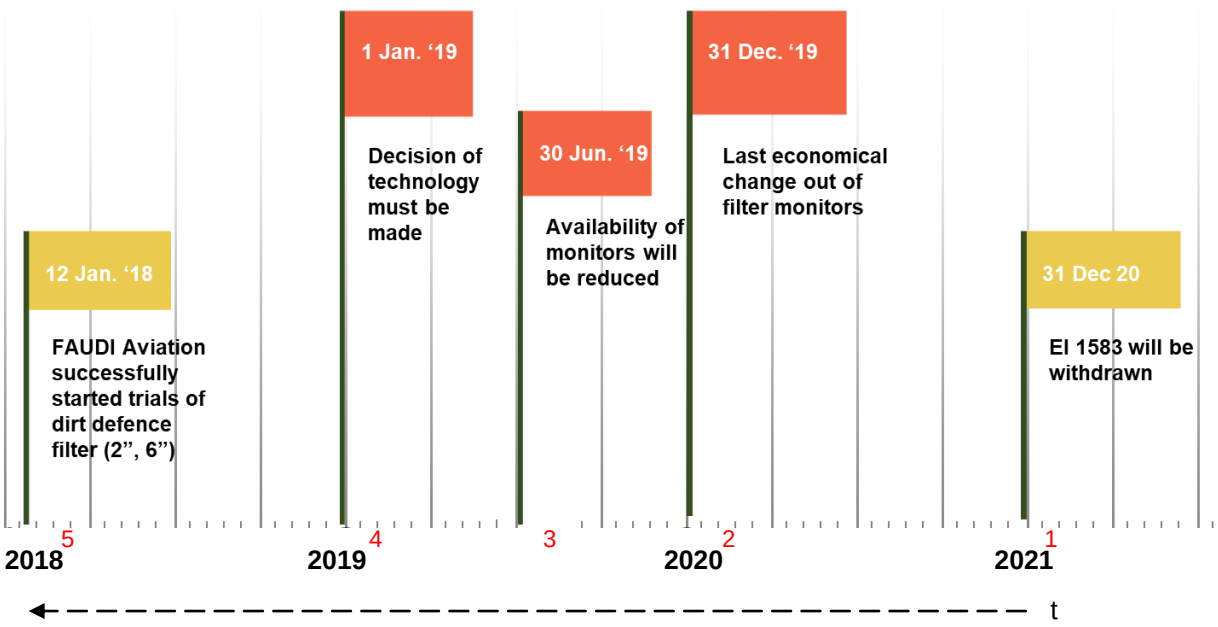
Distributor Information

Retrograde timeline for decision making on alternative solutions – A customer perspective

Chart 1: Timeline



No.	Date	Take into account
1	31st Dec 2020	EI 1583 will be withdrawn
2	31st Dec 2019	Last economical change out of used filter monitors with the same SAP technology (→operating time: 12 months or 1 bar)
3	30st Jun 2019	Availability of filter monitors will be reduced by FAUDI Aviation
4	1st Jan 2019	24 month from now on to decide on feasable alternative technology! (See page 2)
5	12th Jan 2018	FAUDI Aviation successfully started the first dirt defence filter trials with users of FM vessels in different climate zones and locations

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Q: Specification EI 1583 will be withdrawn by the 31st of December 2020 at the latest. What does it mean for me?

A: Users of this into-plane fuelling application are not able to purchase filter monitor elements to be compliant with EI 1583 beyond this deadline, if there is an acceptable or feasible filtration option.

Q: From an economical point of view, what is the latest opportunity to purchase filter monitors?

A: If there is a feasible or acceptable option for filter monitor elements, FAUDI Aviation is going to reduce raw material for the manufacture of filter monitors on stock by mid of 2019. We see the last economical change out of filter monitors by 31st of December 2019.

Q: Should I be waiting for others to test and decide what option is going to replace filter monitors?

A: Every user of into-plane fuelling applications needs to decide, which technology is going to replace filter monitors. Beyond the settled date 31st of December 2019, it is not economically meaningful to buy filter monitor elements. FAUDI Aviation recommends measuring the proportion of water to define your needs of a technology for into-plane filtration application. Please note that every airport is different and can not be seen as a benchmark for others!

Short calculation example to convert FM to FWS:

Approx. costs of conversion ≥ 20.000,00 to 30.000,00 EUR

Approx. conversion time is 130 – 150 man-hours

Average down time of fleet is variable and depends on operating time. A long term planning of 1 to 2 years is advised.

Q: What is FAUDI Aviation‘s alternative option? What are the advantages over other options?

A: FAUDI Aviation‘s EI 1598 AFGUARD® in conjunction with dirt defence filter (EI 1599) is to be seen as an alternative option for filter monitors. The intended performance of dirt defence filter is to continuously remove dirt from aviation fuel to levels acceptable for servicing modern aircraft. The AFGUARD® ensures free water content in fuel is acceptable for servicing an aircraft.

Advantages of the retrofit fuel filtration system:

a) Dirt defence filter elements have a lifetime of 60 months
b) Dirt defence filter elements have the comparable lowest acquisition costs
c) AFGUARD® and dirt defence filter system is the cost-effective retrofit solution compare to FWS conversion
d) Does not require modification on existing FM vessels -> See timeline of FWS conversion

Q: When does FAUDI Aviation start to run tests on dirt defence filter?

A: To test the EI 1599 models in conjunction with the EI 1598 complied AFGUARD® in ‘real-life’, we started with the first field trials with users of FM vessels in different climate zones and locations on 12th January 2018.

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