EUROPEAN FUEL SUPPLIER VALCORA MARKS SUCCESSFUL FIRST YEAR WITH LAUNCH OF BIOFUEL PROGRAMME AT EBACE 2018.

News / Business aviation, Events / Festivals

Valcora, the Switzerland-based aviation fuel supplier, returns to EBACE 2018 – booth H99 - in a buoyant mood following a successful first year of operations. Since launch at EBACE 2017 Valcora has more than doubled its team, opened a Singapore office, and relocated its Geneva offices to accommodate future growth.

The Geneva-headquartered business has expanded the initial home-based team to a multi-cultural team of fuel professionals, based across its network of Geneva, Dublin, and Singapore offices. Business development has been driven by customers from Europe, China and Australia, that appreciate the intuitive digital platform which combines pricing transparency, a reliable fuel card and a team of dedicated 24/7 account managers, to enable real time fuel quotes and purchasing. North American aircraft flying into Europe are increasingly using the system and to ensure the high quality of customer support for these clients, office openings in Canada and the U.S. are planned before the end of 2018.

Valcora continues to improve its customer offering and during EBACE, founders Daniel Coetzer, CEO and Valerie Bouthiaux, General Manager, will launch a dedicated BioFuel programme. From June 2018 new and existing Valcora card holders can purchase biojet fuel through the online platform at selected airports. The “Be Smart, Fly Bio” initiative aims to encourage operators to switch to biojet fuel where available, and forms part of the company’s wider commitment to support the aviation industry’s move towards carbon

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neutral growth. “Our BioFuel programme makes uplifting biojet from our growing network of suppliers as easy as possible. The system will also, where appropriate, automatically calculate carbon offsetting, which reduces operational administration. With the CORSIA initiative just around the corner we want to make sure we play a part in making the planet a better place,” says Coetzer.

Coetzer and Bouthiaux continue to enhance the custom-made platform, which is available through iPads and other digital devices, by incorporating customer feedback and implementing additional functionality.The simple three-step process also demystifies complex fiscal rules and regulations, a feature which has been of great appeal to the market. To date Valcora has averaged 7.5 million litres of fuel delivery per month. It is regularly selected as a preferred supplier by private owners, corporations, and small to large fleet operators, including one of the world’s largest private charter operators Luxaviation.

At its eye-catching pink and green booth Valcora will demonstrate the latest software upgrades and streamlined system to existing and potential clients. “Our card holders value the reliability and efficiency of our service, which is supported by a dedicated back-office team that has worked extremely hard to make Valcora so successful. Without them we would not have been able to deliver such high standards to our customers, who are at the heart of our business,” concludes Coetzer.

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