

# Freighter Conversions Special Supplement



Supported by:



# It's Time for a Conversion



## Your Best Choice for Smart-Value Conversion Programs

**Our technologically advanced passenger-to-cargo conversions have made us world leaders in the field.**

- We hold leading aviation authorities' (such as FAA, EASA, CAAC & CAAI) Supplemental Type Certificate (STC) for:
  - B737-700BDSF
  - B737-800BDSF
  - B767-200BDSF
  - B767-300BDSF
  - B747-400BDSF
- STCs under development for BIG TWIN B777-300ERSF
- Under Boeing Licenses

[www.iai.co.il](http://www.iai.co.il) • [Aviation\\_Group@iai.co.il](mailto:Aviation_Group@iai.co.il)





## A sweet Spot for conversion

The new A321-200PCF is now in full operation with SmartLynx.  
Photo: SmartLynx

The Covid crisis and the boom in e-commerce have triggered strong demand for all-cargo aircraft capacity. **Keith Mwanalushi** speaks to the key players in the market about the driving forces behind recent conversions.

Since the peak of the Covid crisis in May last year, more than 200 aircraft have joined the global freighter fleet with newly converted Boeing 737-800s and A321s making up a significant chunk of recent passenger-to-freighter (P2F) conversions. Certainly, the demand to convert aircraft from passenger to cargo use has grown significantly putting the air cargo sector at the forefront of market recovery.

GA Telesis has been ramping up its cargo related business over the last several months and now has a commitment for six 737-800SF freighters under the Aeronautical Engineers Inc (AEI) conversion STC. "Our first aircraft was delivered to Ethiopian Airlines earlier this year," informs Marc Cho, Chief Investment Officer and President of L.I.F.T. (Leasing, Investments, Finance & Trading) at GA Telesis. He says a second aircraft has recently been delivered to Compass Cargo Airlines, a wholly owned subsidiary of ACT Airlines, both on long-term lease. Cho indicates that the other

conversion slots run through Q1 2022, and they are in active discussions with prospective operators for each of those positions. "We are also evaluating other



Marc Cho, Chief Investment Officer and President of L.I.F.T. at GA Telesis

freighter conversion STCs as we develop additional product lines in our freighter strategy," Cho hints.

At AEI they are currently offering five narrowbody conversion products to the global freighter market. These are: B737-800SF, B737-400SF, B737-300SF, MD80SF and the CRJ200 SF. "We currently have at least one of each type presently in conversion with the majority of our backlog comprised of B737-800SF's and B737-400SF's," says Bob Convey, AEI Senior Vice President of Sales and Marketing.

"We have seen a steady reduction in passenger aircraft pricing over the past 12 months which is having an effect on freighter values and lease rates," Convey observes. He adds that in recent months the downward trend of aircraft pricing has begun to level off and AEI are now seeing a pricing plateau take affect which will stabilise freighter pricing.

Conversion specialists IAI have been busy too lately with their P2F conversions for Boeing platforms – currently, it



IAI is making new progress with its BIG TWIN B777-300 conversion programme.  
Photo: IAI

provides P2F conversions for B737-300/400/700/800, B767-200/300, and B747-400 with over 250 aircraft having been converted. In July, IAI announced a new partnership for a B737-700/-800



Bob Convey, AEI Senior Vice President of Sales & Marketing

P2F conversion site in Italy, which will serve as the first such facility in Europe and by August IAI begun the structural modification phase in the conversion of the first B777-300ERSF in partnership GECAS.

“The Boeing platforms have proved to be very successful for cargo conversions – just as much as their aircraft performance and maintenance programme from the passenger configuration,” says Rafi Matalon, IAI Aviation Group VP Marketing. He also says IAI uses market trends to create the right solutions for operators and adjusts accordingly.

Clearly, transforming ageing passenger aircraft into cost-effective 21st century cargo platforms, and ensuring dependable freighter performance is a complex task. Matalon highlights two specific programmes as examples: The B737-700 has a maximum structure payload of 45,000 lbs and a maximum volume of 4,872 ft3, while the B737-800 has a maximum structure payload



Rafi Matalon, IAI Aviation Group VP Marketing

of 53,000 lbs and a maximum volume of 6,543 ft3. “These conversions are fit for domestic operation for general cargo and e-commerce and furthermore, all the aircraft receive FAA and EASA supplemental type certificates and other civil aviation authorities’ validations from around the world.”

Observingly, Matalon comments on the B737 Classics that are still operating in Europe saying they will need to be replaced by newer converted B737-700/800 aircraft, which is why IAI’s B737



Scott Butler Chief Commercial Officer, Ascent Aviation Services

platform conversions are fitted to the market requirements – “IAI’s new MRO conversion site in Italy will be a go-to for new European customers, providing the comforts of proximity and excellent service,” he suggests.

Scott Butler, Chief Commercial Officer at Ascent Aviation Services sees that most of the activity currently is related to lease and operator transitions for aircraft coming out of passenger operators and transitioning to the new lessor or cargo operator. Additionally, Ascent is partnering with Sine Draco in conversion of A321 aircraft and we will begin the conversion process in Q4 2021.

Due to the increase in available aircraft for conversion Butler is observing fluctuations in demand for services to the freighter market – “Absolutely. While previously an anomaly, there are many aircraft coming through our lease transition process and are leaving to go to freighter conversion.” And in terms of innovation in the sector he believes the temporary zero-pax, cargo-only solutions have been a very innovative way to utilise a down-cycle in larger long-haul aircraft.

Another platform gaining traction for conversion is the Airbus A321. In June, cargo conversion specialist Vallair delivered a second A321 freighter conversion and this was the first ever

A321F to be operated by a European based carrier. MSN 891 had been prepared for delivery at Vallair’s specialist MRO and painting facility in Montpellier, France immediately following its conversion in the USA.

And remaining in the USA, Precision Aircraft Solutions have two narrowbody conversion products- the A321-200PCF and 757-200PCF. In addition to this, Zach Young, Director of Sales and Marketing tells that they also offer turn-key engineering and manufacturing solutions.

Speaking to AviTrader MRO about freighter values and lease rates in the current environment Young says the values pre-conversion versus post-conversion are inversely related. “Certainly, lower acquisition costs can mean lower on-ramp costs, but as long as freighters are in short supply and high in demand the higher market values of converted freighters will be supported.”



Zach Young, Director of Sales and Marketing, Precision Aircraft Solutions

Young points out that the bottleneck in the freighter supply chain currently is the availability of conversion slots with various providers. “As long as freighters remain in high demand, the freighter values and lease rates should not decrease. It is a possibility that we have a future surplus of freighters, especially the 737NG, which could eventually cause values and lease rates to soften.”



Daniel Kirk, VP, Global Leasing and Cargo, Pratt & Whitney

### Aftermarket gears up for support

Pratt & Whitney(P&W) recognises the unique aftermarket offerings required to meet the demands of the cargo conversion market and has developed creative and agile solutions to effectively support cargo customers, Daniel Kirk VP, Global Leasing and Cargo explains. “We offer engine swaps for custom built engines, purchases of engines already overhauled to fit cargo operators needs and overhauls for cost effective cargo-specific maintenance.” He says P&W also provides entry into service support, new and used material solutions, line maintenance services, engine health monitoring, and more. “Our solutions are tailored to make the ownership, operation and maintenance of Pratt & Whitney engines cost effective, efficient, and preferred for the cargo market,” Kirk highlights.

Kirk calls attention to several factors contributing to activity around cargo conversions. Firstly, he says P&W powered 767’s and V2500 powered A320 and A321’s are starting to enter the sweet spot for conversion, with the right vintages becoming available. “That sweet spot balances the acquisition costs and the remaining life in the aircraft and enables the value proposition to work

out for conversion. The second element is the increased interest in cargo we are seeing because of Covid, with belly capacity down dedicated freighters have been in high demand.” Kirk, like others in the industry sees that while some of the pandemic induced freighter demand is temporary, traffic across the board is recovering and belly capacity will come back and the trend towards e-commerce is ensuring that freighter growth is a long-term trend.

In terms of engine values, P&W have seen values hold up well. Kirk says while they had initially expected higher pandemic-induced retirements, that has not been realised and in fact, in 2020 they saw V2500 retirements below trends. “Airlines have been holding on to aircraft and engines to remain flexible for the recovery, and they are being proven right as recovery is now projected to happen faster than initially anticipated. We see that bearing out particularly in the US, and increasingly elsewhere with encouraging indicators on vaccine rollout and resulting traffic recovery.” Kirk adds that the majority of V2500 engines were delivered later in the programme, because of Airbus’ A320ceo production ramp up – “so we are looking at a young fleet that still has many years of life left.”

The Aircraft Group provides a wide scope of services in support of cargo conversions, from start to finish. James Palacios, Vice President and General

Manager says booming narrowbody freighter demand is a function of cost-effective feedstock becoming more readily available. That is fuelling demand and enquiries to The Aircraft Group for technical support surrounding the entire conversion process. “We are actively engaged with multiple A321 conversions and enquiries to support additional conversions is continuous. A key component of that aftermarket support relates to engine support, the ability to manage engine builds that meet the cost targets through reduced life cycle requirement of freighters i.e., shorter stub life or fewer remaining cycles required.”

The Aircraft Group has also seen a resurgence of interest even in the remaining 757 airframes, and interest in other platforms including B777 for new door STC’s and conversion activity even with smaller aircraft like ATR conversions.

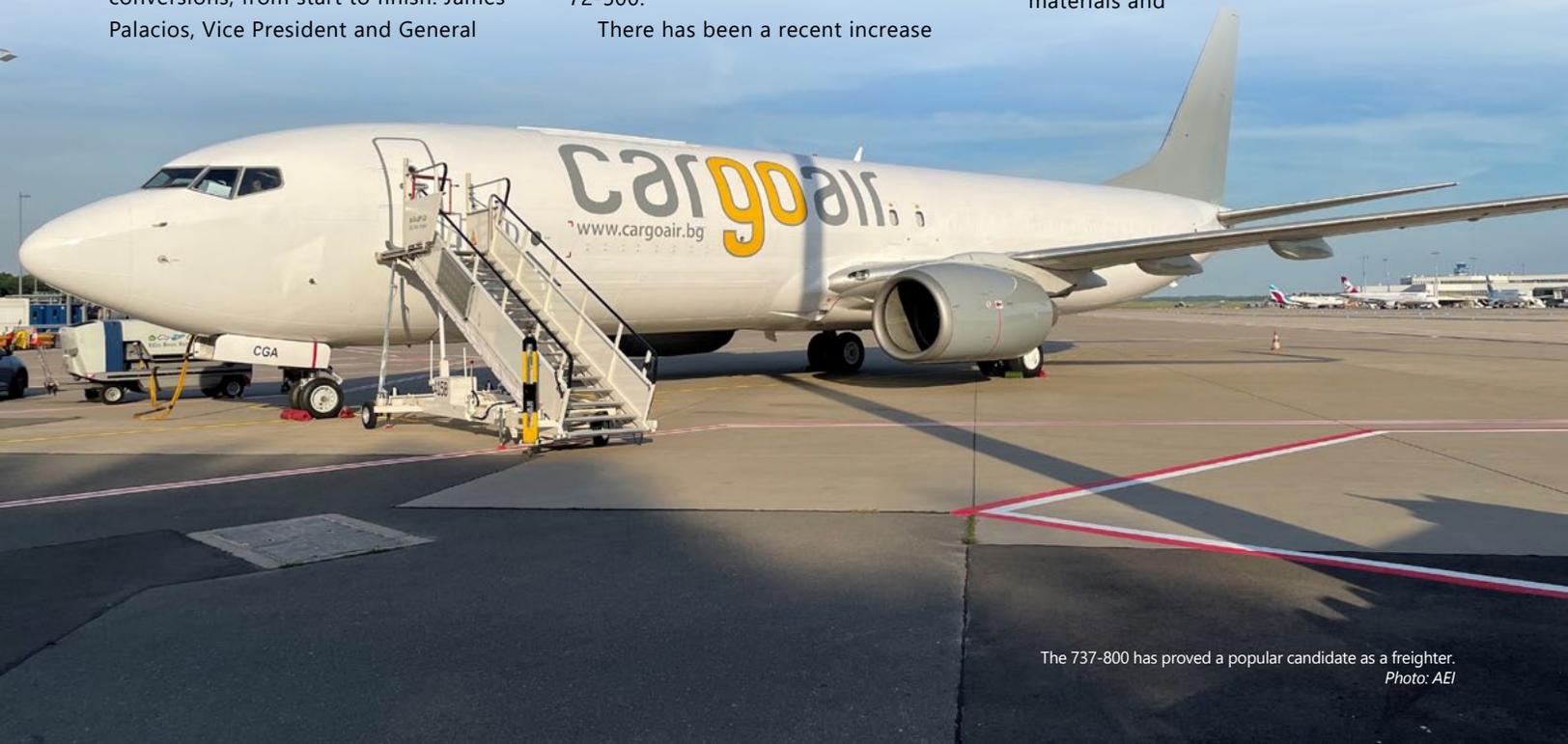
And speaking of ATRs, Skyways Technics offers to convert any passenger ATR aircraft into cargo configuration. This is done with the renowned AKKA STC, which is the fastest way to convert passenger aircraft to cargo, according to Mogens A Nielsen, the Production Director at Skyways. “From start to finish the aircraft can be converted in just five weeks,” Nielsen reports. So far, he says the conversions are carried out on following types: ATR 42-300, 72-202 and 72-500.

There has been a recent increase



James Palacios, VP and General Manager at The Aircraft Group

in the level of interest for software to manage freighter conversions, confirms Kirk Baugher, Executive Vice President, Business Development at Pentagon 2000 Software. However, Baugher points out that the available supply of lower cost aircraft by itself does not justify the business case for conversions. “A recent increase in air freight due to the pandemic has created additional demand, but an offsetting increase in costs for materials and



The 737-800 has proved a popular candidate as a freighter. Photo: AEI



Kirk Baugher, EVP Business Development at Pentagon 2000 Software

labour required to perform a conversion have dampened some of the enthusiasm," he stresses.

The Pentagon 2000SQL system incorporates the full set of operations software required to perform cargo conversions and includes integrated accounting and financials as an option to tie it all together into a complete end-to-end solution.

### Narrowbody cash converters

Industry players have been ramping up P2F capabilities with noticeable opportunities as a wave of narrowbodies enter the freighter market, especially for the B757, B737 and A321 platforms.

Given the established base of operators for the 737 Classic freighter

and AEI's position in that market, GA Telesis is focused on the 737-800 and the AEI conversion STC to launch their expansion into freighter aircraft leasing.

Data given by GA Telesis shows that aside from improved fuel burn lower operating cost and reduced maintenance cost because of longer maintenance intervals, the 737-800 converted freighter also has increased cargo capacity both in the upper hold and the lower hold. As a result, Marc Cho says this aircraft will provide a compelling option for both established cargo operators and new entrants to the market looking to grow into the 'express' or e-commerce cargo space where next day delivery is becoming an essential requirement.

Convey from AEI reckons the 737-800 is the ideal freighter conversion candidate for several reasons, built in large quantities with just under 5,000 units in the zone of conversion meaning the oldest units are just over 20 years old. He says these and other attributes combined will make the 737-800 the most popular freighter in history with an estimated 2,000 units potential being converted.

Following IAI's collaboration with Atitech in Italy for a new conversion facility Rafi Matalon explains that the new partnership will allow B737NG aircraft conversions on multiple lines and will expand the capacity to carry out such conversions, including potential expansions in other types of conversions down the road. "Currently, the B737NG is beginning to phase out from the passenger world – at the same time, the 737MAX is gaining an entrance into

service." Similarly, IAI see around 5000 potential aircraft of this model and high market demand make the 737NG an ideal candidate for conversion – "The establishment of the centre [in Italy] is a testament to IAI's growing impact around the world," Matalon notes.

At Precision Aircraft Solutions they have developed their expertise especially around the A321-200PCF and Zach Young points to several merits for conversion of the type compared to similar aircraft on the market including additional full main deck positions, significant volume and payload advantages and additional containerised volume. Young stresses that the A321-200PCF has the lowest operating empty weight with the highest standard payload among competing A321 programmes.

With 59% of A321's being powered by the V2500, there is no doubt that the V2500 is the preferred engine on the A321. From an A321 freighter perspective, naturally that means there is a larger pool of V2500 powered engines that can be tapped into for conversion and it's easier to build a uniform A321 freighter fleet around the V2500.

Kirk from P&W feels the V2500 fleet is very much in the prime of its life and has a long future ahead, both in passenger and freighter service, as well as in military service on Embraer's C-390 Millennium – "That perhaps is one of the best testimonies to the V2500's staying power, we will remain in production for many years to come, not only ensuring the story of the V2500 continues but also our commitment and support to our customers," Kirk ends.



IAI announced a new partnership for a B737NG P2F conversion site in Italy.  
Photo: IAI

# LOGISTICS



With our Logistics Solutions Group, you have access to extensive professional handling for all of your aviation logistics needs. Our team is experienced in managing logistics, warehousing, and distribution for all types of material, from consumables to large structures. In addition, our highly motivated team is also moving engines of all sizes, including Trent 800, CF6-80, and PW4000, around the world.

- **International Shipping**
- **Domestic Shipping**
- **Airfreight**
- **Sea Freight**
- **Ground Transport**
- **3PL Management**
- **Logistics Project Management**
- **Customs Brokerage**
- **AOG Support - 24/7/365**

We offer our clients a comprehensive solution of integrated logistics solutions through our distribution centers in the USA, Europe, and our Taiwan facility. Professional logistics management for our customers and delivering on-time, every time, is part of our GA Telesis DNA.



**REQUEST YOUR QUOTE - [LOGISTICS@GATELESIS.COM](mailto:LOGISTICS@GATELESIS.COM)**

**Volga-Dnepr Group is ready to review MC-21 freighter version**

During MAKS 2021, International Aviation and Space Salon held in Zhukovsky (Russia), Volga-Dnepr Group delegation headed by Chairman of the Board, Alexey Isaykin, visited MC-21-300 – the new generation Russian passenger plane which is going to be manufactured in several modifications from 150 up to 211 seats.

During the visit, the companies discussed the possibility of the production of a freighter version. Amid the capacity constraints, emerging demand for freighters and increase of cargo volumes worldwide Irkut Corporation believes it is in a favourable position to commence the freighter programme. Volga-Dnepr Group might become the possible launch customer of the MC-21-200 freighter version.

**Compass Cargo Airlines takes delivery of second B737-800SF freighter conversion**

GA Telesis, LLC (“GAT”) announced the delivery of its second B737-800SF (MSN 28826) passenger-to-freighter (“P2F”) conversion to Compass Cargo Airlines, Bulgaria. The aircraft was delivered from Aeronautical Engineers, Inc. (“AEI”) authorized Conversion Center, Commercial Jet, in Miami. This follows the delivery of the first B737-800SF freighter to Ethiopian Airlines in March 2021.



Compass has received the second B737-800SF

Photo: Compass Cargo

GA Telesis’ Leasing, Investment, Financing & Trading (“LIFT”) Group has achieved great success since announcing their expansion in the air cargo market, leading LIFT to commit to four additional firm orders for P2F conversions with AEI.

“We are delighted to partner with Compass Cargo Airlines to provide their first B737-800SF. Compass Cargo Airlines is a new, rapidly growing operator in the narrow body freighter space, and we are very pleased to be able to support their B737-800SF needs to facilitate their successful expansion,” commented Marc Cho, President of LIFT.

“We are ecstatic with the delivery of our first B737-800SF. The B737-800SF will allow us to offer our customers the most advanced narrow-body freighter technology with high fuel efficiency and increased capacities. GA Telesis is the ideal partner, supporting us to grow our fleet in accordance with the increasing demand for this aircraft,” said Pentcho Pentchev, Managing Director, Compass Cargo Airlines, Bulgaria.

# THE MERCHANT FREIGHTER

**Meeting Modern Air Cargo Needs**

DEDICATION MATTERS

- Global 24/7 customer AOG support network
- Over 137 Precision converted freighters in-work or in-service worldwide

DESIGN MATTERS

- Up to 6 flight deck occupants (2 crew + 4 pax) with bag stowage
- Standalone main cargo door hydraulic system
- Clean, robust Telair cargo handling system
- No permanent ballast

PERFORMANCE MATTERS

- 14 88x125” main deck positions
- Lowest operating empty weight (OEW)
- More standard revenue payload and less dead weight
- 61,071 available ton miles\*

\*assumes weight variant 000/no ACTs.

A Precision Aircraft Solutions / ATSG Joint Venture

FAA STC  
ST02716SE  
APPROVED

**Telair**  
EQUIPPED

Contact us today for details and delivery schedules:  
**USA (336) 540-0400** Eastern Time Zone | [www.precisionaircraft.com](http://www.precisionaircraft.com) | [zachary.young@precisionaircraft.com](mailto:zachary.young@precisionaircraft.com)

## C&L Aviation completes first Saab 340B+ cargo conversion

C&L Aviation Services has completed a cargo conversion on a Saab 340B+ at the company's Maine-based MRO facility. This is the first B+ model in the world that has been converted for cargo operations. The operator, which has taken possession of this aircraft, has signed an agreement with C&L to complete an additional 5 conversions in 2021 and 2022.

For the conversion, C&L utilized an EASA- and FAA-approved conversion kit provided by Sweden-based Täby Air Maintenance (TAM's), C&L's partner in conversions since the two companies signed an agreement in 2018.

"We have been pleased with the way this first B+ model project has come together", said C&L CEO Chris Kilgour. The

Saab 340B+ models are aircraft with production serial numbers from 340-360 to 340-459. With low acquisition costs, and a maximum cargo volume of 1,280 cu ft, and a maximum payload of 9,325 lbs., the Saab 340B+ is an ideal aircraft for cargo operation.



C&L plans to convert 5 other B+ models in 2021 and 2022

Photo: C&L Aviation Group

## ATSG accelerates A321 strategy for conversion and lease



ATSG sees huge potential in the A321 P2F

Photo: Keith Mwanalushi

Air Transport Services Group, Inc. (ATSG), announced that its Cargo Aircraft Management (CAM) leasing business has committed to purchase its first two Airbus A321-200 passenger aircraft, one this year and a second in the first quarter of 2022.

Freighter conversion of the first aircraft will begin in the fourth quarter of 2021 with its redelivery to a CAM dry lease customer projected to occur in the second quarter of 2022. The second aircraft will begin freighter conversion in the second quarter of 2022 with redelivery projected during the fourth quarter of 2022.

Both aircraft will undergo passenger-to-freighter conversion at ATSG's PEMCO Conversions facilities in Tampa, Fla. Recently, PEMCO Conversions inducted its first A321-200 for conversion. The engineering design for passenger-to-freighter conversion was approved by the FAA in April and is owned by 321 Precision Conversions, a joint venture of ATSG and Precision Aircraft Solutions.

## AviAM Leasing adds 737-800BCF to fleet

In July, AviAM Leasing welcomed its first 737-800BCF to the fleet. The P2F conversion project was the first of its kind for the company. Having acquired the aircraft in March 2021, AviAM Leasing used the opportunity to begin strengthening its position in the freighter aircraft market. With a commitment to having ten 737-800 converted freighters by mid-2022, the completed conversion on the company's first Boeing 737-800 aircraft is a major step forward for the aircraft lessor.

The 737-800 Boeing Converted Freighter (BCF) underwent the P2F conversion works at the Taikoo (Shandong) Aircraft Engineering Company Limited (STAECO) facility in Jinan (TNA), China. AviAM Leasing also reports that the second 737-800BCF has already begun undergoing P2F conversion work at GAMECO, Guangzhou Aircraft Maintenance Engineering, and after successful completion of the conversion process will be delivered to its ultimate tenant in the later stages of 2021.

## BBAM orders new A321P2F freighter conversions from EFW



BBAM is now the largest aircraft lessor for the A320-A321P2F programme Photo: EFW

BBAM Limited Partnership (BBAM) and Elbe Flugzeugwerke (EFW), a joint venture of ST Engineering and Airbus, announced an agreement for Airbus A320/A321 Passenger-to-Freighter (P2F) orders including options. The new orders by BBAM bring the total number of its A320/A321P2F to no less than 20, with the conversions to be carried out by EFW through 2025. The agreement comes with the option to add new conversion slots every year starting in 2026.

"With this latest order, BBAM is now the largest aircraft lessor for the A320/A321P2F programme, and one of the top P2F customers of EFW," said Andreas Sperl, Chief Executive Officer of EFW. "The order volume by BBAM translates into a full conversion line with a minimum of five slots per year, with many of the conversions to be carried out at the airframe facility of our parent company, ST Engineering, in the U.S. When combined with top-notch conversion standards, our A321P2F solution offers unique benefits for air freight activities, including best-in-class economics, reduced noise, lower carbon footprint, real-time health monitoring and the highest level in reliability."

"Our commitment to the P2F programme demonstrates our confidence in the ability of EFW and ST Engineering to deliver long-term value enhancement for the A320s and A321s in our fleet," said Steve Zissis, President and Chief Executive Officer of BBAM. "We have committed to the A320/A321P2F programme well into the future – beyond 2026 – because we see it as a greener and highly innovative solution for our airline customers, and an excellent way to drive value for our investors."

In January this year, BBAM announced the delivery of the world's first Airbus A321P2F on lease to Titan Airways.

## IAI and GECAS begin first 777-300ERSF conversion

Israel Aerospace Industries (IAI) has begun the structural modification phase in the conversion of the first Boeing 777-300ERSF, in partnership with GE Capital Aviation Services (GECAS). The beginning of the conversion marks the end of the development process and the start of the structural and systems modification phase. The conversion process will take approximately 130 days, at the end of which the passenger aircraft will be turned into a freighter aircraft.

The development process is complicated and highlights IAI engineers' extensive experience in aviation, with their envisioned goal of creating a cargo conversion aircraft that will have the high quality and capabilities providing clients with the optimal solution. The passenger-to-freighter conversion includes changing the structure, which involves installing a new cargo door, replacing and strengthening the aircraft floor, installing reinforcements near the cargo opening, and modifying electrical systems to enable safe

and convenient operation. In addition, the process will include receiving certification for the converted aircraft by the Civil Aviation Authority of Israel (CAAI), the Federal Aviation Administration (FAA), among others.

Executive VP of the Aviation Group at IAI Yossi Melamed said: "Two years ago, we took our first steps on the courageous journey of the cooperation agreement to convert the B777-300ERSF aircraft. Over the course of these past two years, we have invested thousands of hours coupled with engineering and logistical efforts, in order to reach this moment in accordance with the original schedule. Now, we are beginning the structural modification phase of the conversion. The demand for converting the B777 aircraft is high, and I expect that the open spots for conversions will be quickly filled. Since IAI does not have wide competition in the field of passenger to freighter conversions, we expect to receive over 50 aircraft that will undergo conversion. I would like to thank GECAS for believing in IAI's abilities and vision, and to our suppliers for their support and assistance during this process."

Over the past few years, there has been an increased demand for cargo jets due to a rise in e-commerce, which has peaked during the COVID-19 pandemic, specifically for the B767 model. As of today, all the slots for converting the B767 are filled until 2022. IAI is the leading conversion center for cargo jets, and among its customers are market leaders including as Amazon, DHL, UPS and others.



Executive VP of the Aviation Group at IAI, Yossi Melamed

Photo: IAI

## AEI to provide Aviation Holdings III with three additional B737-800SF freighter conversions

Aeronautical Engineers, Inc. (AEI) announced a follow-on contract to provide Aviation Holdings III Investments, LLC (Aviation Holdings), with three additional AEI B737-800SF freighter conversions. In March of this year, AEI announced Aviation Holdings would be adding three AEI B737-800SF freighter conversions.

Upon completion of this order, Aviation Holdings will own a total of 11 AEI B737-800SF freighters. The first aircraft of this order will commence modification in May 2022 and will be modified by the authorized AEI Conversion Center, Commercial Jet, in Dothan, Alabama. Commercial Jet will also modify the second aircraft, commencing in August 2022. The final aircraft of this order will also commence modification in August 2022, which will be performed by KF Aerospace, based in Canada.

The AEI converted B737-800SF freighter offers a main deck payload of up to 52,700 lbs. (23,904 kg) and incorporates eleven full height 88" x 125" container positions, plus an additional position for an AEP/AEH. The conversion also incorporates new floor beams aft of the wing box, a large 86" x 137" main cargo door with a single vent door system. AEI's forward-thinking design allows for containers to be loaded into the aircraft a full 16.5" aft of the forward door jamb, ensuring ground operators have sufficient manoeuvring room which minimizes potential door and aircraft strikes. Additionally, the AEI B737-800SF includes a flexible Ankra Cargo Loading System, a rigid 9g barrier, five supernumerary seats as standard, a galley, and full lavatory. When combined with proven reliability, the AEI converted B737-800SF will allow Aviation Holdings to keep their aircraft in the air, generating revenue.

The Global Leader in  
Narrowbody Conversions



**B737-800SF / B737-400SF / B737-300SF / CRJ200 SF / MD-80SF**



**[aeronautical-engineers.com](http://aeronautical-engineers.com)**

Robert T. Convey / Senior Vice President Sales & Marketing / +1 818.406.3666 / [rconvey@aeronautical-engineers.com](mailto:rconvey@aeronautical-engineers.com)



## GA Telesis

GA Telesis is the leading provider of integrated services in the commercial aviation industry. Through the GA Telesis Ecosystem™, the company is distinctly positioned, across six continents, to leverage its resources to create innovative solutions for its customers. Consisting of global operations through the following five divisions, the GA Telesis Ecosystem™ provides an unparalleled resource to airlines.

**Flight Solutions Group (FSG)** is a global integrator of component supply solutions providing Engine, Airframe, Tooling/GSE, and Logistics supply-chain solutions. In addition, FSG offers customized flight-hour programs, inventory leasing and management, repair management, component distribution, and 24/7/365 AOG Service.

**MRO Services Group** provides extensive Aerostructures and Component Systems to repair and overhaul nacelle systems, flight control surface and composite, hydraulics, pneumatics, fuel systems, actuation, electrical power system, and landing gear systems.

**Leasing, Investments, Finance & Trading (LIFT)** is GA Telesis' multi-strategy aviation financial platform specializing in aircraft and engine leasing and trading, asset-based finance, structured credit, investment management, and asset management and remarketing.

**GA Telesis Engines Services (GATES)**, an engine MRO based in Helsinki, Finland, specializes in the overhaul of CFM56-5B, CFM56-7B, and CF6-80C2 engine models. It also provides targeted engine maintenance through its Special Procedures Aeroengine Hospitals (SPAH) that will have two operational locations in 2021 with planned global expansion.

**Digital Innovation Group (DIG)** is a software development company with multiple subsidiaries delivering Software as a Service (SaaS) solutions, including blockchain identity services, digital document certification, and federally compliant Electronic Funds Transfer services for B2B.

The Company's core business is its mission to ensure "Customer Success," built from a reputation for unsurpassed excellence and integrity.

## Aeronautical Engineers, Inc. (AEI)

Since 1958, Aeronautical Engineers, Inc. (AEI) has provided advanced engineering solutions to aircraft owners and operators. Today, AEI is a global leader in passenger-to-freighter conversions for a wide array of narrowbody aircraft, helping customers extend the life of the aircraft and increase the value of their asset.

AEI has developed over 130 Supplemental Type Certificates (STCs) - over 520 aircraft have been modified with AEI STCs - more than any other conversion provider. In addition, we have built a network of authorized AEI Conversion Centers, located around the world, to ensure the highest quality conversion, delivered consistently, in a timely manner, and at a competitive price.

AEI's conversion solutions involve the complete transformation of a passenger aircraft into a freighter, including installation of main cargo door, class E cargo compartment, smoke detection system, rigid 9g barrier, cargo handling system and many other features. Our cargo doors are known to be the most robust and reliable in the industry, and the entire package is designed to maximize the aircraft's operating efficiency and long-term value.

AEI, in partnership with its network of authorized AEI Conversion Centers, offers a comprehensive package of conversion services that includes engineering, manufacturing, installation, maintenance, and support. This coordinated approach provides AEI customers with accelerated project schedules, improved quality, and a single-source solution.

We manufacture our freighter conversion components in our North American facilities, providing AEI with complete control of product quality and the supply chain. AEI continues to enhance individual components and sub-assemblies to reduce weight, while shortening the installation time to accelerate the return of the aircraft to revenue service.

AEI currently offers passenger-to-freighter conversions for the Boeing 737-800, 737-400, 737-300, MD-80 series, and CRJ200 aircraft, and hold various regulatory approvals on its products, including FAA, EASA, and CAAC.





# ASCENT AVIATION SERVICES



**MAINTAINING  
THE MAGIC OF FLIGHT**



**PINAL AIR PARK**  
Marana Arizona



**TUCSON INTL AIRPORT**  
Tucson Arizona

Ascent Aviation Services is one of the largest aircraft maintenance operations in the world providing fully integrated aviation maintenance, repair and overhaul (MRO), line maintenance, storage and reclamation services to owners, operators and lessors of wide body, narrow body, and regional aircraft.

A Class IV 14 CFR Part 145 certified Repair Station maintaining approvals and certifications from regulatory authorities globally, including FAA, EASA, BDA/AMO, TCCA, NCAA, and 2-Reg

Experts in comprehensive full life aircraft care, providing solutions for a wide array of commercial aircraft in an ideal Arizona climate.



Wide Body



Narrow Body



Regional

**EXPERT SERVICE FOR YOUR ENTIRE FLEET**

**ascentmro.com - 520-682-4181**

**Services Provided  
out of two facilities  
that span more than  
1250 acres and  
include 5 hangars**

- Heavy Maintenance
- Flight Line
- Storage
- Reclamation
- Paint & Exterior Detailing
- Component Repair & Overhaul
- NDT & Composite
- Interiors
- Structures
- Avionics
- Modifications
- Transitions
- FBO Fuel Services
- On-Call Maintenance

**SEE OUR WEBSITE FOR CAREER OPPORTUNITIES**  
<https://ascentmro.com/about/careers.html>



## IAI

Where Courage  
Meets Technology

In a fast-evolving world, where adversaries constantly challenge national defense, you need experienced and skillful allies on which to rely. IAI is that trusted partner, courageous and innovative, delivering critical capabilities today; that's Where Courage Meets Technology.

As a world leader in defense, aerospace, and commercial aviation markets, IAI leverages state-of-the-art technologies and decades of combat-proven experience, providing solutions for your national defense and security challenges.

IAI delivers large turnkey projects acting in a prime contracting role or as a subcontractor on dozens of large programs for aerospace, land, sea, and cyber domains and across multi-domains. Our vast portfolio spans strategic air and missile defense, precision strike, air, land, and undersea unmanned systems (UXS), along with sensors and C5I solutions.

## Precision Aircraft Solutions

The Precision Aircraft Solutions B757-200PCF set "The Standard" and dominates the market for B757-200 Freighters. By 1Q 2022, Precision is on track to have redelivered its 150th 757 freighter conversion. In 2017, a joint venture was established between Precision Aircraft Solutions and Air Transport Services Group (ATSG), creating 321 Precision Conversions. The FAA STC was issued in April 2021 and the first aircraft is currently in service with SmartLynx (Latvia) and flying on behalf of DHL. The new A321-200PCF is on track to lead its market sector as the most efficient, reliable, and profitable A321 freighter conversion available today. In 2022, Precision will be converting the A321-200PCF across five conversion lines, and the B757-200PCF across four conversion lines.

Precision Aircraft Solutions is constantly researching and developing new products and innovations for the next generation of aircraft conversions. Backed by years of experience, we understand the technical challenges, the global regulatory requirements, and — most importantly — the customer's desire for maximum utility at affordable, on-ramp pricing.

We are committed to providing the best solutions for all parties; owners, investors, end users, crews and mission managers and continue to lead the industry in mission conversions, extending aircraft economic life and incorporation of new systems technology for more cost-effective operations.

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



**PRECISION**  
AIRCRAFT SOLUTIONS

WHERE CHANGE TAKES FLIGHT



**GO BEYOND**

## Pratt & Whitney

At Pratt & Whitney, we believe that powered flight has transformed – and will continue to transform – the world. It’s an engine for human progress and an instrument to rise above.

That’s why we work with an explorer’s heart and a perfectionist’s grit to design, build, and service the world’s most advanced and unrelenting aircraft engines. We do this across a diverse portfolio – including Commercial Engines, Military Engines, Business Aviation, General Aviation, Regional Aviation, and Helicopter Aviation – and as a way of turning possibilities into realities for our customers.

This is our mission, and a challenge to which we rise every day. It’s about more than transporting people and cargo reliably to their destinations. It’s about more than providing the care and intelligence to service aircraft engines expertly. It’s about innovating and engineering a new and exciting future for aviation – one in which the full potential of human progress can be unleashed.

This is how we at Pratt & Whitney approach our work, and this is why we are inspired to go beyond.

## Ascent Aviation Services

Ascent Aviation Services is one of the largest aircraft maintenance operations in the world providing fully integrated aviation maintenance, repair and overhaul (MRO), heavy maintenance, storage, reclamation, paint and interior services to owners, operators and lessors of wide body, narrow body, and regional aircraft.

Ascent Aviation Services currently operates two maintenance facilities that span more than 1,250 acres and houses five hangars in southern Arizona. Ascent Aviation Services is a Class IV 14 CFR Part 145 certified Repair Station and maintains approvals and certifications from regulatory authorities globally, including FAA, EASA, BDA/AMO, TCCA, NCAA, and 2-REG. Experts in comprehensive full life aircraft care, providing solutions for a wide array of commercial aircraft in an ideal Arizona climate.

Additional services include component repair and overhaul, NDT and composite, structures, avionics, modifications, transitions, FBO, fuelling, and on-call maintenance.

Providing expert service for your entire fleet.



**ASCENT**  
AVIATION SERVICES



GO BEYOND

## ENGINEWISE

# TOMORROW'S MAINTENANCE SOLUTIONS. AVAILABLE TO YOU TODAY.

**ADVANCING THE PERFORMANCE, RELIABILITY AND HEALTH OF YOUR ENGINES.**

Pratt & Whitney's complete EngineWise® service platform combines predictive technologies, tailored solutions and shared expertise to deliver unprecedented levels of support to your fleet. Reducing your costs and providing greater insights – it's how we help you operate your engines worry-free.

EXPLORE OUR DIGITAL SOLUTIONS AT [PRATTWHITNEY.COM](https://prattwhitney.com)



# AVITRADER MRO

The leading industry publication linking aircraft maintenance, the aftermarket, and aircraft operators

Avitrader MRO is a monthly digital magazine providing news and senior level analysis on the global commercial aviation MRO industry. Over the past decade the publication has grown to be a leading source of insight and analysis on the key issues facing the aircraft maintenance and aftermarket sectors.

**14,600+**  
Direct Distribution

**50,000+**  
Inter-Company Distribution

**12**  
Annual Editions

Subscribe for free online and get the magazine straight to your inbox  
[www.avitrader.com](http://www.avitrader.com)



For advertising and commercial opportunities, please contact:

**Tamar Jorssen**

Vice President Sales & Business Development

Email: [tamar.jorssen@avitrader.com](mailto:tamar.jorssen@avitrader.com)

Phone: +1 (788) 213 8543

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