

MRO

April 2017 - www.avitrader.com

Cabin Solutions

Industry interview
Royal Aero

Coming together AMES & PEMCO

MRO News
from around the world

People on the Move
latest appointments

AVITRADER
MRO

Published monthly by

AviTrader Publications Corp.
Suite 305, South Tower
5811 Cooney Road
Richmond, British Columbia
V6X 3M1
Canada

Email: p.jorssen@avitrader.com
Tel: +1 (424) 644-6996
www.avitrader.com

Editorial

Keith Mwanalushi, Editor
Email: keith@aeropublications.co.uk
Mobile: +44 (0) 7871 769 151

Design

Volker Dannenmann,
Layout & Design
Email: volker@dannenmann.com
Mobile: +34 657 218706

Advertising inquiries

Jenny Falk
Head of Sales & Marketing
Email: jenny.falk@avitrader.com
Tel: +49 (0) 8761 346007

Registration

AviTrader MRO is a subscription-free monthly publication.
To receive a personal copy in your inbox every month,
please click here to subscribe.

Opinion

Please send your comments and queries to editor@avitrader.com

American road trip

No doubt most of our readers and advertisers will be heading stateside for the MRO Americas conference in Orlando, Florida. The agenda seems very well thought out and should provide some valuable insight into the latest MRO trends.

An interesting discussion is the race for MRO globalization particularly in the current environment. Also on the agenda is the state of the airline fleet and requirements review - the operational and technical leadership of FedEx Express, an in-depth overview of the carrier's fleet status and what's new in tech-ops. Interesting stuff!

Following a very successful Aircraft Interiors show in Hamburg earlier this month, our cover story fol-

lows that theme with a close look at the key issues in aircraft cabin solutions. We outline some of the key projects currently being undertaken by the leading players in the field. We also look at some of the less sexy behind the scenes issues that airline and MRO's need to consider before cabin works can even begin.

In our Q&A this month Calum MacLeod, CEO at Royal Aero steps in the hot seat and takes us through the engine maintenance and engine management sector with highlights and trends that are shaping that space.

Happy conferencing to all our friends travelling to Orlando and safe travels.

Keith Mwanalushi
Editor

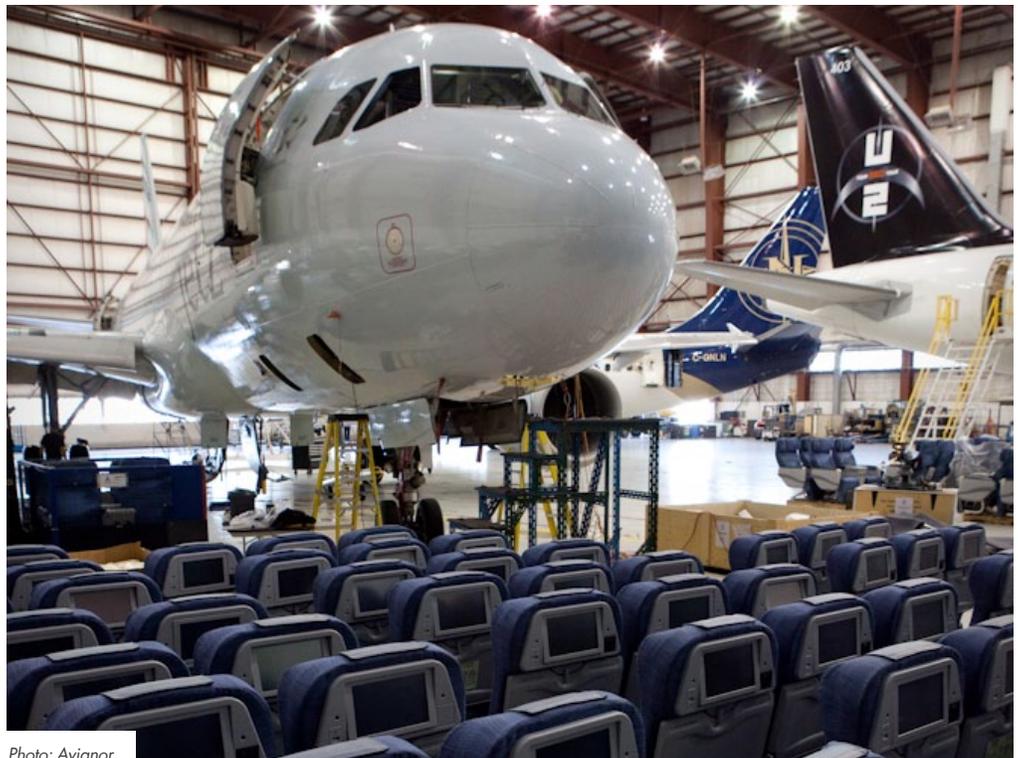


Photo: Avianor

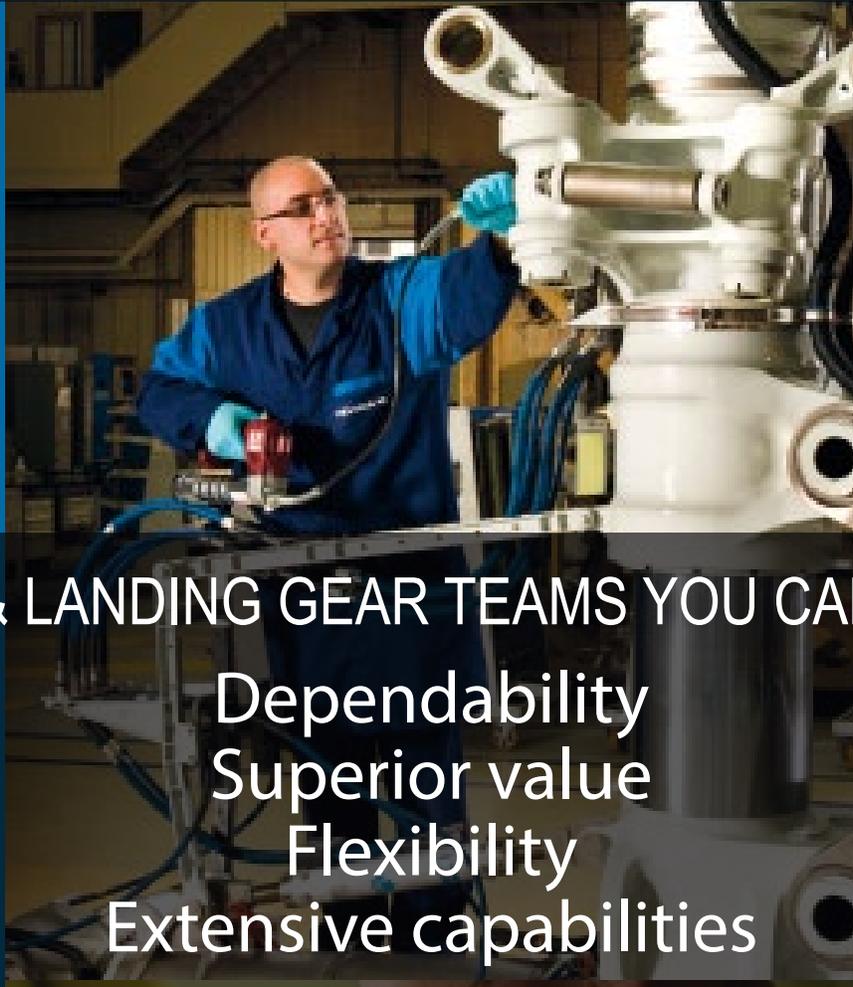
Contents

MRO and Production News	4
Finance News	13
Information Technology.	17
Other News	17
Cover story: Cabin fever	19
Industry Opinion: Countdown to a new paint job	23
Industry Interview: Calum M. MacLeod, CEO Royal Aero.	25
Company feature: Meeting of two minds: AMES and PEMCO	26
People on the Move	27

REVIMA GROUP



62 years of MRO experience



- THE APU & LANDING GEAR TEAMS YOU CAN RELY ON -

Dependability
Superior value
Flexibility
Extensive capabilities

LE BOURGET
AIRSHOW 2017

PARIS
JUNE 19-25

BOOTH D 157

VISIT US AT :

AP&M EUROPE
2017

LONDON
MAY 31 - JUN 1ST

BOOTH E33





Spoiler actuator with 3D printed valve block developed and manufactured by Liebherr-Aerospace
Photos: Liebherr-Aerospace



25441, was performed at HAECO Americas in Greensboro, NC.

ATSG subsidiaries to convert two B737-400 aircraft for China-based airline

Air Transport Services Group reported that its subsidiaries have acquired two Boeing 737-400 aircraft and will convert them to freighter configuration for lease to China-based Okay Airways. ATSG West Leasing, an aircraft leasing company based in Ireland and a wholly owned ATSG subsidiary, has acquired and will lease the aircraft to Okay in late 2017 for terms of seven years. PEMCO World Air Services, another wholly owned ATSG subsidiary, will convert the 737-400s to freighters this summer at PEMCO's facilities at the Tampa international airport.

HAECO PJS invests in 3-D printing capability

HAECO Private Jet Solutions has invested in three-dimensional (3-D) printing capability, enabling the company to provide customers with miniature 3-D models of their unique cabin industrial designs to scale. HAECO PJS' introduction of the new 3-D printing capability builds on the existing comprehensive portfolio of cabin services for private and business jet owners, including industrial design, design engineering, certification, cabin completion and after-sales support. HAECO PJS has a team of dedicated design engineers and experienced aircraft maintenance professionals as well as extensive in-house workshops.

AAR extends supply chain solutions into new product line via agreement with ASL Aviation

AAR has been awarded a multi-year component support contract from ASL Aviation Holdings. The new contract for power-by-the-hour support for ASL Group's airlines includes component support and repair for approximately 100 passenger and cargo aircraft, including ATR aircraft. AAR will support the contract with inventory purchased from ASL subsidiary ACLAS Global, which will be incorporated into AAR's existing global supply chain network located in Brussels, Hannover and Singapore. A new ATR team will be based in the UK to serve ATR customer parts requirements globally. The ATR is a leading regional aircraft with more than 1,300 delivered to operators across the globe.

First ever 3-D printed primary flight control component from Liebherr-Aerospace flown on Airbus aircraft

On March 30, 2017, Airbus successfully flew Liebherr-Aerospace's 3-D printed spoiler actuator valve block on a flight test A380. It is the first 3-D printed primary flight control hydraulic component flown on an Airbus aircraft. The valve block, made from titanium powder, is part of Liebherr-Aerospace's spoiler actuator and provides primary flight control functions on board the A380. It offers the same performance as the conventional valve block made from a titanium forging, but it is 35% lighter in weight and consists of fewer parts. The manufacturing process is less complex and extremely material-efficient compared to the traditional milling process: fine titanium powder is melted and built up layer by layer using a laser, which reduces titanium waste to a minimum. Liebherr-Aerospace developed the 3-D printed hydraulic component in close cooperation with Airbus and the Chemnitz University of Technology, Germany. The project was partly funded by the German Federal Ministry of Economic Affairs and Energy. The first flight testing of a 3-D printed primary flight control hydraulic component shows that Liebherr-Aerospace and Airbus are pioneering the way aircraft systems will be developed and manufactured in the future. Their continuous investment and research into 3-D printing now clearly yields fruit.

Air Gearbox International opens new 13,500m² Polish facility

Established as a joint company by Rolls-Royce and Safran Transmission Systems in 2015, Air Gearbox International (AGI) is celebrating the opening of a new 13,500m² plant in Ropczyce, south-east Poland. The expanded unit will be responsible for produce accessory drive trains (ADT) for all future Rolls-Royce civil aircraft engines. Currently employing over 50 people, staffing number are expected to increase to 200 direct positions. Accessory drive trains, also referred to as acces-

sory gearboxes, are a critical component of gas turbine engines, harnessing the engine's power to drive systems and accessories such as fuel pumps, hydraulic pumps and electrical generators. Already, production of ADTs for the Rolls-Royce Trent XWB engine, which powers the Airbus A350 XWB, is underway, and further projects will include future business jet applications and ADTs for the Trent 7000 engine, which will power Airbus' A330neo.

Jet Aviation to expand G650, BBJ and ACJ maintenance capabilities across Asia

Jet Aviation's MRO facilities in Asia have recently gained important approvals from the civil aviation authorities in Singapore (CAAS), Malaysia (DCA) and Taiwan (CAA) to support Gulfstream G650, Boeing B737 and Airbus ACJ A319/20/21 aircraft registered in Singapore, as well as Malaysia-registered Gulfstream G650 and Taiwan-registered Gulfstream G550/G650 aircraft. With these approvals, Jet Aviation is authorized to provide line and base maintenance to the above-noted aircraft from its maintenance facilities based in Asia. Earlier this year, the company received EASA approval to offer line maintenance support to Gulfstream G650 business jets in Hong Kong. Jet Aviation is currently seeking EASA and CAAC approvals for line and base maintenance for Gulfstream G650, Boeing 737 and Airbus 319/320/321 aircraft in the next 90 days.

Precision Aircraft Solutions completes conversion for Asia Pacific

Precision Aircraft Solutions has completed its second 757-200 passenger-to-freighter conversion for Asia Pacific Airlines, a subsidiary of Tan Holdings Corporation, serving Micronesia and the Western Pacific. Along with the cargo conversion, the aircraft received new winglets and flat-panel flight deck displays. Work on the B757-200PCF aircraft, MSN



Air New Zealand reveals new seat design for Airbus A320/A321neo fleet.
Photo: Air New Zealand

Air New Zealand unveils spacious new seat design

Air New Zealand has revealed a new Economy seat design at the Aircraft Interiors Expo in Hamburg, to be introduced on the airline's Airbus A320/A321neo (new engine option) fleet. The airline has worked with UK aerospace seating company Acro Aircraft Seating on the slimline design, a key feature of which is wider seats. The window and aisle seats will be one centimeter wider than those on the airline's current international Airbus fleet, with the middle seat three centimeters wider, ensuring a better sense of personal space across the row. The design also features a new seat cover developed in conjunction with New Zealand company Flight Interiors, which customer testing has demonstrated delivers superior comfort levels for longer. Air New Zealand has 13 Airbus A320neo aircraft on order to replace its current A320 fleet. The airline will receive a combination of A320neos and A321neos. Photo: Air New Zealand, Text: Air New Zealand reveals new seat design for Airbus A320/A321neo fleet.

Lufthansa Technik receives CAAC approval to perform heavy maintenance on Airbus ACJ319

The Civil Aviation Administration of China (CAAC) has approved Lufthansa Technik as a maintenance station for Airbus A319 aircraft. This new approval enables the company to perform line and heavy maintenance services as well as cabin refurbish-

ments on Chinese B-registered Airbus A319 aircraft. The approval has been obtained in line with the first A319ACJ base maintenance project already secured by Lufthansa Technik. A B-registered ACJ319 is currently undergoing a 6-year check at Lufthansa Technik's VIP maintenance facility in Hamburg/Germany. The aircraft was originally outfitted with a VIP cabin by the Lufthansa Technik Group for a Chinese customer. After six years of smooth and reliable operations, the aircraft now returns to Lufthansa Technik for its first major heavy maintenance check. Besides maintenance, the aircraft will receive a comprehensive cabin refurbishment to give the aircraft a new and fresh appeal. A maintenance check of this size requires the entire VIP removal and re-installation. It was important for the customer that such delicate work is performed by Lufthansa Technik's specialists for VIP interiors in order to protect and maintain the sensitive surfaces of the VIP cabin interior.

SR Technics releases 200th aircraft for easyJet out of Malta

SR Technics has completed the 200th aircraft for easyJet at its Malta facility. The landmark aircraft from easyJet departed from Malta International Airport for Geneva, Switzerland. Brendan McConnellogue, Head of Base and Line Maintenance at easyJet commented: "We are pleased to continue our long standing relationship with SR Technics in Malta and the successful delivery of the 200th aircraft is a fitting example of the teams pride and dedication to their work." The SR Technics narrow-body aircraft maintenance center at Malta International Airport provides base and heavy maintenance services and cabin modifications. The service portfolio in Malta is focused on the maintenance of the Airbus A320 family and the Boeing 737NG.

Comlux grows in Asia with two new projects signed

Comlux Completion, the Completion and Service Center of the Comlux Group has signed two new projects, one Global 6000 and one BBJ, with repeat customers based in Asia. Both projects are for major refurbishments and will be performed in the Indianapolis facility. After a busy schedule in 2016 with not only multiple VIP completions (1 ACJ330, 1 BBJ and 1 SBJ), but also a steady stream of maintenance clients (3 BBJs, 1 ACJ), Comlux is growing its backlog. The undisclosed owner of the BBJ is represented by the aircraft management company, Sino

Jet, led by CEO Jenny Lau. It is the second BBJ managed by Sino Jet coming to Indianapolis. The workscope will consist of various cabin reconfigurations including adding a one-of-a-kind custom sideledge pull-out bed to allow more sleeping positions on the aircraft for more comfort on board.

Comlux also signed another repeat customer for a new Global 6000 aircraft. They have selected Comlux to perform a completely new and luxurious cabin interior design to include all new soft goods, seat designs, metallic treatments, fixtures, wood, stone counter tops, and decorative trim in order to provide the client a true one-of-a-kind experience reflecting their own personal flair.

Ryanair to open first Spanish C-check maintenance hangar in 2018

Ryanair will open its first Spanish C-check maintenance hangar at Seville Airport from early 2018. Construction of this state of the art maintenance hangar will begin shortly and will create up to 150 high-tech jobs, including licensed engineers, mechanics and support staff, as Ryanair invests over €8m at Seville Airport. This facility will accommodate heavy maintenance checks for Ryanair's Boeing 737-800 fleet, as it continues to take delivery of its 380 new Boeing aircraft order, which will allow the airline to grow to 600 aircraft and increase its passenger numbers to 200m p.a. by 2024, resulting in the creation of more than 1,000 new engineering jobs across Europe. Ryanair opened its base at Seville Airport in 2010 and recently launched its winter 2017 schedule with 15 new winter routes.

MTU Maintenance Canada and Barfield extend exclusive partnership by five years

MTU Maintenance and MRO provider Barfield have extended their exclusive line replaceable units (LRUs) contract for the V2500 engine by a further five years. The agreement covers complete V2500 LRU management, on a fixed price basis. The work will be performed at MTU's maintenance facility in Richmond, Canada. Barfield is an MRO provider, headquartered in Miami, that specializes in component services, and became part of the Air France Industries KLM Engineering & Maintenance group in 2014. This agreement expands the range of services the company can offer its airframe customers beyond its current capability for avionics, instrument, hydraulic, pneumatic and electronic components.



ADS-B out

Be ready for the mandate!

The FAA and EASA will mandate that all aircraft flying need to be equipped with an upgraded version of ADS-B out (DO-260B). As currently only a limited number of aircraft are flying with compliant hardware, a large retrofit program needs to be started, where 40k aircraft need to be modified.

The modification for ADS-B out may take considerable effort. Therefore most probably the heavy maintenance schedules will drive the window of opportunity to modify each aircraft.

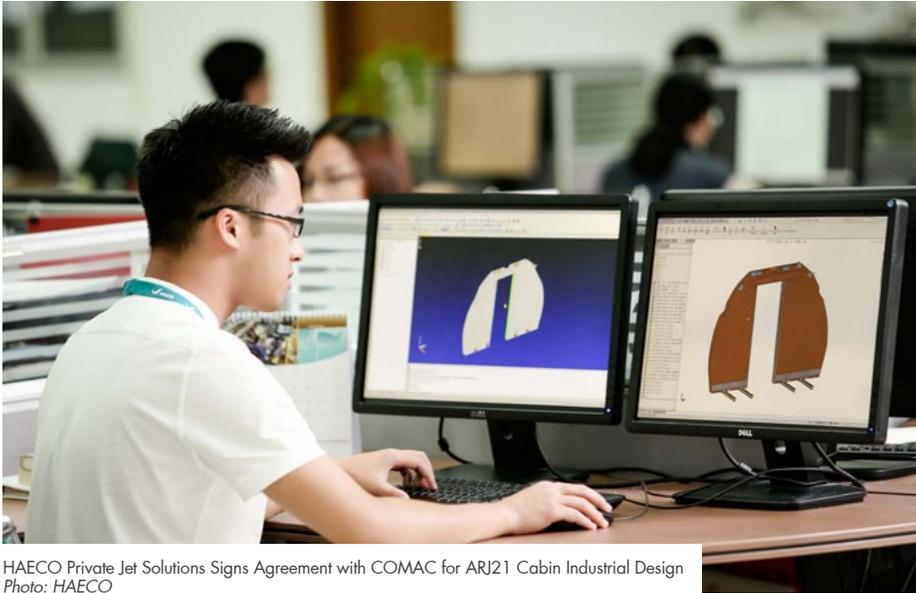
Aircraft Applicability

The ADS-B out modification will be available for a wide range of aircraft, including Airbus, Boeing, Bombardier and Fokker aircraft. Fokker can act as a one-stop-shop for your mixed fleet needs whatever they are.

Fokker Services offers you the ability to start your modification program to become compliant for the mandate. Request information about our integrated solution for your fleet today!

For more information contact Fokker Services through e-mail: adsb@fokker.com or visit www.fokker.com/ADS-B-out

Contact Fokker for your
ADS-B out solution today!



HAECO Private Jet Solutions Signs Agreement with COMAC for ARJ21 Cabin Industrial Design
Photo: HAECO

HAECO Private Jet Solutions signs agreement with COMAC for ARJ21 cabin industrial design

HAECO Private Jet Solutions (HAECO PJS) has signed a co-operation agreement with COMAC's Shanghai Aircraft Design and Research Institute (COMAC) to provide cabin industrial design services on the ARJ21 platform. HAECO PJS will provide both cabin industrial design services and concept drawings to COMAC to facilitate the aircraft manufacturer offering the ARJ21 platform to corporate, private, and government customers in addition to the existing commercial customer base. COMAC's ARJ21 began commercial operations in 2016. The current order book exceeds 350 aircraft. HAECO PJS, headquartered in Xiamen, has been providing turnkey cabin solutions to customers since 2012, with an extensive range of capabilities including

industrial design, design engineering, certification, cabin completion and after-sales support for an international and domestic base of private and business jet owners.

SIA Engineering Company and Stratasys sign MOU

SIA Engineering Company and Stratasys, the 3-D printing and additive manufacturing solutions company, have signed a Memorandum of Understanding (MOU), to establish a strategic partnership specializing in additive manufacturing to accelerate the adoption of 3-D printed production parts for commercial aviation. Under the MOU signed on April 5, the parties will explore a joint venture to be majority owned by SIAEC. This strategic partnership combines Stratasys' deep know-how and expertise in additive manufactur-

ing, including in the aerospace segment, with SIAEC's comprehensive maintenance, repair and overhaul (MRO) service offerings, to provide airline customers across the globe with scheduled maintenance and on-demand parts solutions. Together, the parties intend to establish a Singapore-based Additive Manufacturing Service Centre, offering design, engineering, certification support and part production to SIAEC's well-established network of partners and customers. Stratasys will provide the domain expertise related to additive manufacturing and will drive the development of aerospace applications together with SIAEC.

Aviointeriors and RUAG Aviation start cooperation

Aviointeriors CEO Mr. Ermanno De Vecchi has announced that the Latina-based seat manufacturer had been selected by RUAG Aviation to design and manufacture a brand new seat for installation in the Dornier 228. RUAG Aviation is also the manufacturer (OEM) of the Dornier 228, a versatile aircraft for special missions and passenger and cargo operations. "This seat will be designed, qualified, manufactured and delivered to RUAG within 26 weeks. This partnership will enable passengers of this commuter aircraft to utilize a modern, comfortable seat that will have substantial aesthetic and weight advantages over the seats that are currently installed in the Dornier aircraft. We at Aviointeriors took on board the need for RUAG to have an extremely short development phase and have selected a dedicated team of engineers to meet these requirements. We are extremely pleased that we have been selected and look forward to long relationship with RUAG and their customers."

VECTOR

AEROSPACE

24/7

READY TO SERVE
AROUND THE WORLD

Maintenance. Repair. Overhaul.

Engines. Airframes. Avionics. Dynamic Components

[Learn More](#)



Bombardier inaugurates its state-of-the-art business jet Service Centre in Tianjin, China
Photo: Bombardier

Bombardier Business Aircraft opens Business Jet Service Centre in Tianjin, China

Bombardier Business Aircraft, in collaboration with its partner the Tianjin Airport Economic Area (TAEA), have opened a state-of-the-art Service Centre in Tianjin, China. An inauguration event was held on April 7, 2017, ahead of the Asian Business Aviation Conference and Exhibition (ABACE), to officially open the Service Centre. The facility uses the same processes and procedures that govern Bombardier's worldwide network of service centers. Located near Beijing, the Tianjin Service Centre includes hangar space, offices, as well as back shop areas totaling over 8,500 m² (95,766 ft²). It offers maintenance, repair, overhaul, and associated activities and services, and complements the Bombardier Business Aircraft Support Network in Asia.

Lufthansa Technik to convert 33 aircraft from airberlin

With 33 Air Berlin aircraft due to be operated by Eurowings, Lufthansa Technik's engineering department in Hamburg provides extensive engineering services to convert the cabins. The Eurowings technicians in Düsseldorf will be adapting the fleet, comprised of Airbus A319 and A320 aircraft, to the airline's standards through to the end of April. For Eurowings, this access to 33 aircraft is a milestone on the way to making the brand a leading provider of low-cost direct flights in Europe. Lufthansa Technik's engineers prepared the required design documents for modifications that included an increase in the seat pitch and the corresponding adjustment of the service elements above the passengers. Other tasks comprise the installation of new

safety belts, the adaptation of the in-flight entertainment hardware, and the application of new foils in the Eurowings design to the cabin monuments. At the end of April, all 33 Air Berlin aircraft will be available to Eurowings for operation with the new cabin design.

ATR signs contract with Geven for new passenger seats

Turboprop manufacturer ATR, and the Italian producer of aircraft interiors, Geven, have signed a contract to equip the ATR-600 series aircraft with brand new passenger seats. Named Neo Classic and Neo Prestige, they have been specifically designed for ATR by the Italian designer Giugiaro. This contract affirms ATR's continuing tradition of ensuring the highest standard of on-board comfort by offering the widest intra-armrest space on the turboprop market: 18 inches for both the Neo Classic and Neo Prestige. In addition, the Neo Prestige can be reclined, has a larger tray table, and a backrest which is two inches higher than the one for the Neo Classic. Wider, more comfortable and easy to retrofit on ATR-600s and older ATR versions, the new seats also of-



Passenger seat Neo Classic
Photo: ATR

fer weight savings of up to 170 Kg. Additionally, thanks to an optimized use of space and cutting-edge design, it is now possible to offer two additional seats in some cabin layouts, while keeping the same operational weights, thereby profiting from the additional payload.

Aviointeriors and digEcor announce new partnership

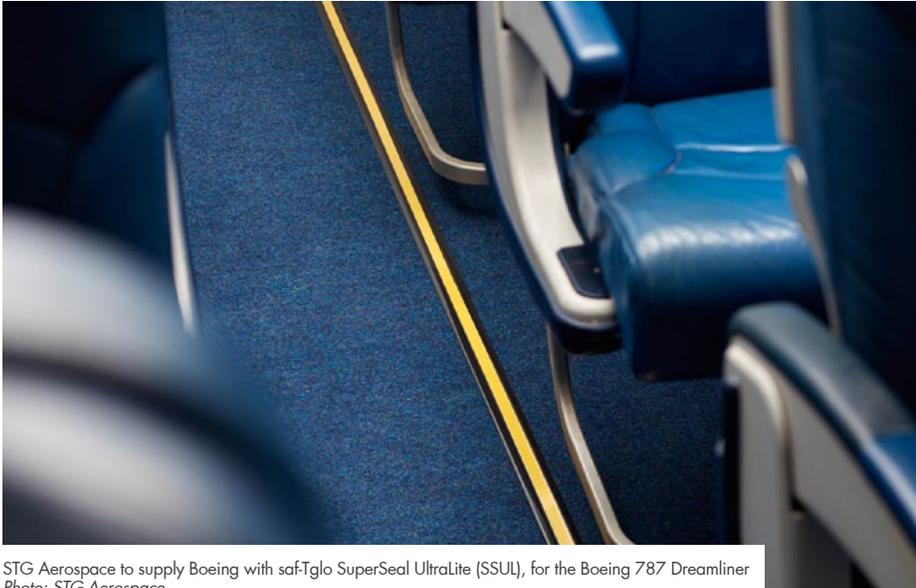
At the Aircraft Interiors Expo in Hamburg, Aviointeriors announced a new partnership with Australia's digEcor, a leader in aircraft onboard entertainment. The agreement between the two companies includes the development of a series of Aviointeriors seats for Economy, Business and First Class, integrated with services arranged by digEcor, and a portfolio that includes innovative systems with HD screens of various sizes, and active noise control (ANC) a particular method to cancel out ambient noise. Aviointeriors offers the Adagio first-class seat, the Adagio seat unveiled at Hamburg, and the Sofia, Canova and Columbus seats.

Airbus selects HAECO for supplier option

Airbus has selected HAECO Cabin Solutions, a division of HAECO Americas and a business unit within the HAECO Group, as its supplier for the Centerline Ceiling Stowage (CCS) compartment linefit option for new A320 Family aircraft. The option will also be available as a retrofit for newer in-service A320 Family aircraft which have the 'Enhanced Cabin'. The CCS is designed to hold crew luggage, onboard wheelchairs, life rafts and other emergency equipment, among other items. The compartment is offered in two sizes, and is available in two positions on the A320 and three positions on the A321. The ceiling compartment will be compatible with fixed and pivoting bins, and will also be available as a retrofit option through an Airbus service bulletin modification.



Passenger seat Neo Prestige for ATR-600 series aircraft
Photo: ATR



STG Aerospace to supply Boeing with saf-Tglo SuperSeal UltraLite (SSUL), for the Boeing 787 Dreamliner
Photo: STG Aerospace

STG Aerospace marks the way on Boeing 787 Dreamliner

STG Aerospace, a world leader in lighting technologies for aircraft interiors, has won a major new contract to supply Boeing with its next generation photoluminescent floor path marking system, saf-Tglo SuperSeal UltraLite (SSUL), for the Boeing 787 Dreamliner. This latest contract win builds on the company's outstanding performance and service delivery as a Tier 1 Boeing supplier, having this year been awarded their eighth consecutive supplier award for superior performance. STG Aerospace has been supplying the photoluminescent floor path marking system to Boeing for the Next-Generation 737 for more than 16 years. As a line fit option on the 787 Dreamliner fleet, saf-Tglo SSUL is fully certified by EASA and FAA for virtually every Boeing, Airbus and Embraer airplane model and enables the operators of multiple aircraft-type fleets to have a common supplier for their emergency egress marking system. The lightest and most discrete Emergency Escape Path Marking System available, SSUL is also 17% brighter and 70% lighter than the previous SSL system, helping to reduce airline fuel costs.

Boeing awards Ipeco 777X High Comfort Attendant Seat contract

Ipeco has been selected by Boeing to design and manufacture a High Comfort Attendant Seat (HCAS) for the next-generation Boeing 777X airplane. This success follows on from the contract award last year for the Pilot and Observer seating for this exciting new programme. The HCAS will be offered as an

option to airlines with an anticipated selection rate of up to four seats per airplane. This contract award is a significant achievement because it is the first time that Boeing has awarded a cabin attendant seat programme to Ipeco. This win also adds to Ipeco's growing portfolio of cabin attendant seating across various other airframer platforms.

EASA Part 145 approval awarded to Texel Air W.L.L

Texel Air has received its initial EASA Part 145 approval, effective March 21, 2017. An established Airline and MRO based in the Kingdom of Bahrain with experience in narrow-body aircraft, Texel has now extended its maintenance services to include the Airbus 320 family and Boeing 737 Classic and NG family under its newly acquired EASA 145 approval. This will further expand and enhance the company's service offerings to build on existing capability at Bahrain International Airport. The decision to seek EASA 145 approval was to meet the growing demand from existing and new customers. The approval provides coverage for Line Maintenance services for Airbus A318, A319, A320, A321 and both Classic and New Generation Boeing B737's.

Direct Maintenance to open line station at Dublin Airport

Direct Maintenance has opened its newest line station at Dublin Airport (DUB) in Ireland. Following diligent planning and preparations during the past months, the

local government has formally approved Direct Maintenance to provide third-party line maintenance support to airlines operating into Dublin Airport. Building on its solid industry reputation of providing high quality and customer-focused line maintenance support for affordable rates, Direct Maintenance looks forward to starting to support its launch customers at Dublin Airport in the very near future.

Zimex Aviation and Lufthansa Technik AERO Alzey further expand partnership

Swiss airline Zimex Aviation and Lufthansa Technik AERO Alzey have signed an exclusive five-year contract for the maintenance of eight PW124B engines from the Canadian manufacturer, Pratt & Whitney.

The engines are installed in ATR 72 aircraft. With this new contract, Zimex Aviation and Lufthansa Technik AERO Alzey are expanding their partnership further. "On the basis of Lufthansa Technik AERO Alzey's many years of experience in the maintenance of PW124B engines and the compilation of individual customer solutions for planned and unplanned events, we can offer our customers the highest standards of adherence to deadlines and reliability," said Hugo Kopp, CEO of Zimex Aviation.

STS Component Solutions enters new strategic partnership with FW Marsh

STS Component Solutions (STSCS), a division of STS Aviation Group, has announced its new partnership with FW Marsh Energy Services for Aeroderivative Field Service Solutions. FW Marsh is a globally recognized provider of Field Service in the Aeroderivative market with a broad portfolio of capabilities as an OEM approved, ISO 9001/2008 certified, provider of repair services, inspections, training and technical services. STS is now able to offer innovative, reliable, and cost-effective solutions to its Aeroderivative customers by utilizing FW Marsh's knowledge, technical expertise, and established global field service infrastructure. This new alliance will greatly benefit STSCS' customer base by helping to reduce costs and streamline aeroderivative maintenance, repair services and parts requirements. STSCS views this new partnership as a greater expansion of its Aeroderivative support capabilities that were initially launched in 2014, further enhancing its ability to provide comprehensive support to our customers within this market.



Satair Group Kit Factory Inauguration Ceremony on March 13, 2017 (Cake cutting)
Photo: Satair Group

Satair Group opens new Airbus aftermarket centralized kitting centre

Satair Group has inaugurated an additional centralized aftermarket kitting centre at Hamburg to add significant extra capacity to its already impressive kit marshalling capability for Airbus aircraft, and to achieve another milestone in the logistic and supply chain history of Airbus and Satair Group. Opened on March 13, 2017, Satair Group's Kit Factory Unit 2 sits adjacent to the original Kit Factory Unit 1 which opened in January 2015 and which, for the first time, consolidated all kit marshalling activities from all Airbus European sites at one centralized location. The new Kit Factory Unit 2 adds an additional 5,300 m² of warehousing to the 10,000 m² Kit Factory Unit 1 to enable Satair Group to further improve its overall logistic process. This means that Satair Group will be able to more than double kit delivery performance to 110,000 kits a year in 2017, while the yearly stock picking performance will double from 1,000,000 this year to 2,000,000 over the next five years.

West Star Aviation receives STC for installing USB cabin charging ports on Falcon 900/900EX aircraft

West Star Aviation have received a Supplemental Type Certificate (STC) for the installation of Universal Serial Bus (USB) cabin charging ports on Innov8 Cabin Solutions CabinFLEX (CFLEX) Charge systems. Innov8's CFLEX arm features a USB charging option and a unique design that is interchangeable for all major PED devices with flexible solutions for corporate, personal, charter, fractional and VIP missions, with top and side ledge mounting options.

Cebu Pacific Air inks maintenance pact with Air France KLM MRO arm

Cebu Pacific Air (CEB) has chosen Air France Industries KLM Engineering & Maintenance (AFI KLM E&M) to provide component support for its Airbus A320 fleet. The selection of AFI KLM E&M came following a call for tenders by CEB in September 2016 for the carrier's expanding fleet of Airbus passenger jets. The long-term contract covers a fleet of over 40 Airbus A320s, and encompasses full component support and solutions, including repairs and local pool access to maximize aircraft availability, for both its A320neos and its future A320neos. CEB currently has a fleet of 59 aircraft, comprised of four Airbus A319s, 36 Airbus A320neos, seven Airbus A330s, eight ATR 72-500s, and four ATR 72-600 aircraft. Between 2017 and 2021, CEB expects delivery of 45 brand-new aircraft as part of its fleet renewal program. Comprised of 12 ATR 72-600 aircraft, one brand-new Airbus A330, and 32 Airbus A321neos, the new aircraft will bring the CEB fleet to 85 by 2021. CEB has one of the youngest and most modern aircraft fleets in the world, with an average age of 4.94 years.

Praxair Surface Technologies signs long-term contract to supply Rolls-Royce

Praxair Surface Technologies (PST) has been awarded a long-term contract by leading aero engine manufacturer Rolls-Royce. Over the ten-year contract, PST will apply its Tribomet abrasive coatings to rotating components in jet engines of wide-body aircraft. The coatings help prevent frictional heating, increase fuel efficiency, and extend component life. The project, which will begin in mid-2017, will be serviced from PST's coating operations in In-

dianapolis and Weston-super-Mare, England. Rolls-Royce is a major aerospace company in Indiana. However, this contract supports coating operations for Rolls-Royce Crosspointe, a facility located south of Richmond, Virginia, that manufactures engine components for its large Trent engine family.

Textron Aviation selects Henkel to provide new material to protect composite aircraft components

Henkel has been selected by aerospace manufacturer Textron Aviation to provide its new high-impact surfacing film to help protect composite components against lightning strikes. It will be used in the manufacturing of several of its leading turboprop and business jet products. This innovative film adhesive produces a 30% weight saving compared to other surfacing films, is resistant to UV waves and so reducing the need for sanding and reworking before painting, and provides an excellent surface finish, enabling a flawless paint appearance. Textron Aviation is the first aerospace manufacturer to use the new material, which Henkel expects to be widely adopted in the industry. Henkel's surfacing film, LOCTITE EA 9845 LC AERO is a thin epoxy applied to an aircraft's exterior to protect the composites, filling voids and pin holes. Since composites are non-metallic and cannot dissipate energy from lightning strikes, aircraft manufacturers historically have used a two-step process, first applying the adhesive layer and then adding a layer of copper or aluminum mesh to diffuse energy from lightning. The new technology from Henkel transforms this two-step process into a single step that integrates the adhesive layer and copper mesh into one, ready-to-use film. The surfacing material reduces production time, eliminates waste from scrap mesh, and lowers costs.

HAECO Component Overhaul completes first Boeing 737NG flap ballscrew overhaul

HAECO Component Overhaul (Xiamen) has reported that the company, in collaboration with Umbra Cuscinetti, has completed its first Boeing 737NG flap ballscrew overhaul for a commercial airline customer in Mainland China. HAECO Component Overhaul is the sole Authorised Repair Station for Umbra's Boeing 737NG flap ballscrew products in Mainland China. This new achievement marks a significant milestone in the business as well as technical collaboration between the company and Umbra – which is an aircraft component Original Equipment Manufacturer (OEM).



TRUEAERO



AEROXCHANGEMEMBER
Aviation Supply Chain Solutions

Our global redistribution network allows us to offer a variety of commercial engine parts for CFM56-3/ 5A/ 5B/ 5C/ 7B, CF6-80C/80E, PW2000, PW4000, V2500, and Trent 500/800. In addition to our extensive engine inventory, we also support commercial airframe parts for Airbus A320, A330, A340, and Boeing 777. Our diversified services not only include our parts availability, but we also provide our customers with financial and operational advantages through our engine management and leasing programs.

Engine Parts.

Airframe Parts

Engine Management

Asset Leasing / Trading

Aircraft / Engine Lease Management





HAITEC now offers line maintenance support at Frankfurt/Main airport
Photo: HAITEC

HAITEC opens new line maintenance station in Frankfurt/Main

As of March 2017, HAITEC now offers line maintenance support at Germany's largest airport in Frankfurt/Main. The planning and opening of new Line Maintenance stations is a key element of HAITEC's growth strategy. Headquartered at Hahn Airport and one of Europe's largest aircraft maintenance organizations with 22.000 m² hangar space and currently more than 400 employees, HAITEC now provides Line Maintenance support at seven international airports. "In recent years, we have continuously expanded our aircraft maintenance service portfolio and appreciate the trust Airlines place in us. By launching our Line Maintenance operations and supporting new customers at Frankfurt/Main Airport, HAITEC has achieved a major goal. We look forward to serving our customers at one of Europe's most important hubs with our experienced, highly qualified team," explained Gereon Arens, CEO of HAITEC.

OGMA supplies components for Embraer's second generation of commercial aircraft

OGMA will produce several structural components for the E-Jets E2, Embraer's second generation of commercial aircraft. Launched in June 2013, the E2 Program aims to reinforce Embraer's market leadership in the seats segment up to 130+. Embraer chose OGMA as the supplier of important structural components for the wing and the empennage for the three models of its new aircraft: E175-E2, E190-E2 e E195-E2. The supply agree-

ment with Embraer entails medium- and long-term component manufacturing.

Thales signs avionics and support contract on AirAsia's entire A320neo fleet

Thales has been selected by AirAsia for the equipment of avionics systems on their new fleet of 304 A320neos. The contract will also include a long-term Repair-By-The-Hour support agreement. Deliveries of the aircraft started in October 2016. Thales will equip the 304 single-aisle aircraft with its Flight Management System (FMS)¹, the navigation solution of choice for Airbus aircraft, alongside the THALES/ACSS T3CAS2 surveillance platform, the preferred solution for all Airbus single-aisle aircraft. The new fleet will also feature a Low Range Radio Altimeter (LRRA) and Emergency Location Transmitters (ELT).

Lufthansa Technik presents new cabin monument for Airbus A320 family

At the Aircraft Interiors Expo in Hamburg, Lufthansa Technik and Diehl Aerosystems are presenting a completely new development in cabin monuments for the Airbus A320 family, that goes by the name of "High-Density Solution". By combining the aft galley and an accessibly designed dual lavatory facility in a single cabin element, the two companies have managed to save up to 150 kilograms of weight. At the same time, space is created for a minimum of six additional passenger seats without a change in seat spacing, increasing the capacity of the A320 to 186

seats. Thanks to a newly designed video display system, it is possible for the first time to do without the cabin crew seat in the rear part of the cabin, which was previously required to ensure direct view. This expensive, difficult and maintenance-intensive installation can now be omitted completely. Depending on the selected configuration, the High-Density Solution monument can hold up to nineteen standard container and eight half-size trolleys in the galley area while still offering space for all the usual coffee machines and ovens. USB ports for charging are also installed.

Air Astana signs engine services contract with LHT

Air Astana, the national carrier of Kazakhstan, has concluded an exclusive long-term repair and overhaul agreement with Lufthansa Technik for the V2500 engines powering its Airbus A320 fleet. Peter Foster, President and CEO, signed the corresponding contract. Lufthansa Technik will provide the full range of engine repair and overhaul services, including warranty management and spare engine coverage. With several of its V2500 engines having been overhauled by Lufthansa Technik since 2015, Air Astana was able to assess the quality, reliability and timely performance of work by its partner. The new contract covers 25 planned shop visits and any non-scheduled removals. The engine repair and overhaul will be performed in Lufthansa Technik's engine shop in Hamburg. The first engine to be overhauled under the terms of the new contract is scheduled to arrive in the shop in April.

Safran and Toray sign master contract for the purchasing of high performance composite materials

A 10-year master agreement has been signed by Safran and Toray, a major milestone in the historical partnership between the two companies. Thanks to this contract, both partners have now established the frame for the supply of high-performance composite materials dedicated to the manufacturing of new generation of aircraft equipment parts. Safran and Toray intend to reinforce their collaboration to meet the challenges of a growing aviation market, creating advanced yet competitive technologies and offering environmental protective solutions. World leader of high-performance carbon fiber and composite materials, Toray will support international leader Safran with the whole variety of innovative materials and newest technologies developed by the group.



Jet Aviation performs its first BBJ Split Scimitar Winglets retrofit in Basel
Photo: Jet Aviation

Jet Aviation performs first BBJ Split Scimitar Winglets retrofit in Basel

Jet Aviation has reported that its maintenance facility in Basel has successfully concluded its first retrofit installation of Split Scimitar Winglets (SSWs) on a BBJ1. The SSW retrofit was completed with EASA-approved Supplemental Type Certification (STC). Split Scimitar Winglets (SSW) technology is unique in that it builds on the existing Blended Winglet design to provide a range increase of more than two percent, further providing a striking new appearance without increasing the wing span. The retrofit relies on a patented design

from Aviation Partners, Inc. (API) that involves adding a new Scimitar-tipped large Ventral Strake, reinforcing the internal wing and winglet structure, and replacing the winglet tips with new aerodynamically shaped Scimitar tips. API is the exclusive provider of SSWs for all BBJ, BBJ 2 and BBJ 3 aircraft.

AAR signs landing gear contract with IndiGo

AAR, a global leader in aviation aftermarket services, has signed an agreement with India's largest airline IndiGo, to provide support for

landing gear overhaul services. The contract includes up to 49 full ship sets of A320 landing gear, as well as assemblies and subassemblies, for the next five years. The agreement expands AAR Landing Gear Services' footprint in the Asia-Pacific region and spearheads a relationship with the growing low-fare carrier, which AAR currently supports through exclusive components upon request. IndiGo currently operates 129 aircraft, which fly to 42 domestic and five international destinations.

Bombardier Business Aircraft establishes five line maintenance stations in Europe

Bombardier Business Aircraft has reported its establishment of five new line maintenance stations across Europe. The facilities provide line maintenance support to Bombardier Business Aircraft customers in Europe, complementing the tip-to-tail heavy maintenance services provided by Bombardier's Service and Support Network in the region and worldwide. The facilities are located in Linz, Austria; Nice and Cannes, France; and Milan and Olbia, Italy and provide scheduled line maintenance along with unscheduled and AOG maintenance support for Bombardier Learjet, Challenger and Global aircraft in the Europe region. The five stations are connected to Bombardier Business Aircraft's 24/7 Customer Response Centre, as well as Bombardier Business Aircraft's Customer Support Team.

Finance News

Rockwell Collins' acquisition of B/E Aerospace gets EC clearance

Under the EU Merger Regulations, the European Commission has given the go-ahead to the acquisition of B/E Aerospace by Rockwell Collins. The Commission decided that a merger of the two U.S. companies would not raise any concerns over competition as there were no overlaps or vertical links between the two companies' products, nor would their combined products shut out competitors to the market.

Rockwell Collins is a provider of avionics and cabin electronics products and solutions for commercial and government application aircrafts, while B/E Aerospace is a supplier of aircraft cabin interior products such as cabin seats, lighting and oxygen systems, and food and beverage preparation and storage equipment. The intended acquisition of B/E Aerospace was announced at the end of October, 2016, for an agreed figure of US\$6.4bn plus the assumption

of US\$1.9bn in debt. The acquisition will allow both companies to sell to each other's customers while also enabling the deployment of Rockwell's capability with onboard connectivity to make Internet-enabled seats, galleys, lavatories and other cabin systems that B/E Aerospace provides. The combination has the potential to create cost savings of about US\$160m, with 90% captured in the first full year of the acquisition, while also providing a double-digit percentage boost to per-share earnings in the first full year. The two companies also aim to generate more than US\$6.0bn in free cash flow over five years.

DAE reports full year 2016 financial results

Dubai Aerospace Enterprise (DAE) has reported financial results for full year 2016. Total revenue amounted to US\$417.8m (AED

TPAerospace

TPAerospace

WHEELS & BRAKES

IT'S THAT SIMPLE

**PROPERTY OF
FED EX**

TPAEROSPACE.COM

1,534m) for full year 2016, an increase of 22% from US\$341.7m (AED 1,255m) for full year 2015. Net income from Continuing Operations amounted to US\$124.9m (AED 459m) for full year 2016, an increase of 323% from US\$29.5m (AED 108m) for full year 2015. DAE reported total net income of US\$199.0m (AED 731m) for full year 2016, a decrease of 67% from US\$610.4m (AED 2,241m) for full year 2015. (2015 results included a gain on the sale of StandardAero.)

Astronics Corporation acquires Custom Control Concepts

Astronics Corporation, a leading supplier of advanced technologies and products to the global aerospace, defense, and semiconductor industries, has purchased the operating assets of Custom Control Concepts (CCC), located in Kent, Washington. CCC is the established market share leader in providing cabin management and in-flight entertainment (IFE) systems for the complete range of privately operated Boeing and Airbus aircraft, along with other select fixed- and rotary-wing aircraft models. Founded in 1998, CCC has completed more than 165 technology installations to date. Astronics does not expect the acquisition to materially impact 2017 earnings, and has not released the terms of the transaction at this time.

Avolon completes US\$10.38bn acquisition of CIT Group aircraft leasing business

Avolon Holdings, the international aircraft leasing company, has completed the acquisition of the aircraft leasing business of CIT Group. Avolon is now the world's third-largest aircraft leasing company, with a combined fleet, as of December 31, 2016, of 868 aircraft valued at over US\$43bn. Avolon now serves 149 customers in 62 countries with approximately one third of in-service aircraft leased into each of the Americas, EMEA and Asia-Pacific regions, providing balanced geographic exposure. The combined business had an owned fleet of 551 aircraft at December 31, 2016, with an average aircraft age of 4.7 years: the youngest owned, in-service fleet among the world's top three aircraft leasing companies. Total orders and commitments for 301 aircraft include 282 new technology aircraft comprising: 196 Airbus aircraft (A320neo family, A330neo and A350); 61 Boeing 737 MAX aircraft, and 25 Boeing 787 aircraft.

Kaman increases stake in India joint venture with Kineco

Kaman Aerospace Group, a subsidiary of Kaman Corporation and Kineco Limited, has reported that Kaman has increased its stake in the parties' Indian manufacturing joint venture, Kineco Kaman Composites India (JV), to 49% from 26%. The Goa-based JV manufactures advanced composite structures for aerospace, imaging/medical, and other industries for customers including BAE Systems, Hindustan Aeronautics Limited, and Vikram Sarabhai Space Centre. The joint venture employs more than 150 people at its composites manufacturing facility in Goa. The operation produces complex composite structures utilizing

the latest carbon material and autoclave curing technology. The business has brought together Kaman's proven manufacturing expertise and decades of aerospace composites fabrication experience with Kineco's knowledge of local markets and advanced composites manufacturing capabilities.

IAI posts net loss of US\$110m for 2016

Israel Aerospace Industries, Israel's largest national military and civilian security defense company, issued its consolidated financial statements for the year ended December 31, 2016. The company reported new engagements signed with customers at a scope exceeding US\$4bn. The scope of new engagements derives from a record number of global medium-sized transactions signed, alongside existing long-term contracts with the MOD. The result is a major increase in order backlog in excess of US\$9bn, representing about 2.5 years of operation (as opposed to US\$8.5bn at the end of 2015). The company reported sales totaling US\$3.6bn and a net loss of US\$110m. The loss mainly arises from a non-recurring provision in the amount of US\$162m for the early retirement of more than 800 employees in the context of the growth agreement signed in the third quarter of 2016. Save for this provision, the company would have recognized (adjusted) net income totaling US\$24m. The company also reported positive cash flows from operating activities of US\$156m.

Kaney Aerospace acquires BVR Technologies

Kaney Aerospace, an engineering, manufacturing and technology company serving Tier 1 and airframe prime manufacturers, has completed its acquisition of BVR Technologies from Esterline Corporation. The combined company will operate as Kaney Aerospace with a workforce of over 120 employees primarily in Rockford, Illinois, with annual sales in excess of US\$20m to the aerospace and medical equipment industries. Kaney Aerospace counts industry leaders such as Boeing, Embraer, GE Aviation, Honeywell, Rockwell Collins, Sikorsky, Stryker Medical, Toshiba, United Technologies and Woodward as its customers.

StandardAero agrees to acquire PAS Technologies to expand MRO portfolio

StandardAero has entered into a definitive agreement to acquire PAS Technologies, a high-technology components provider, to expand its portfolio of industry-leading MRO service offerings. Terms of the transaction were not disclosed. PAS specializes in providing cost-effective OEM and MRO solutions for the aerospace, oil and gas, and industrial gas turbine markets. By using innovative and proprietary high-technology processes, along with solutions licensed from OEMs, the company provides great value for customers whose components are exposed to high wear, high heat, and corrosive environments. The company's highly engineered innovative products are known for advanced technology and unsurpassed reliability. The transaction is expected to close within the next 60 days.

GE Aviation acquires AirVault

GE Aviation has acquired Critical Technologies, branded as AirVault, a privately owned supplier of cloud-based digital records management. AirVault's expertise to digitally manage mission-critical records across an industrial supply chain network strengthens GE's ability to focus on asset lifecycle management and maintenance optimization for the aviation industry. The combination of AirVault and GE will further enable web-based fleet maintenance records management across the aviation ecosystem with GE's Configuration Data Exchange. The ability to connect records and data across aviation companies and the IT systems they use to manage their fleets will drive productivity and data availability. Coupled with GE's Predix industrial cloud platform, this further strengthens the team in developing meaningful insights and optimizing operations over a wide range of aviation applications.

ARI fully acquires UAM

Aircraft Recycling International Limited (ARI) has acquired a 100% equity interest in Universal Asset Management (UAM), one of the leading global aviation services providers based in Tennessee, USA. UAM has nearly three decades of commercial and technical experience managing customers' aviation assets, disassembling aircraft and supplying after-market components to the commercial aviation industry. With its track record of disassembling over 300 aircraft, UAM, which is known for its cutting-edge technological solutions, has raised the bar in the aircraft recycling industry. UAM is now a wholly owned US subsidiary of ARI, responsible for ARI's aircraft recycling business overseas, and a part of its global disassembly and distribution platform. Together, ARI and UAM will form global solutions for aging aircraft, further consolidating CALC's status as a full value-chain aircraft solutions provider.

Willis Lease Finance reports 2016 pre-tax profit up 87.4% to US\$23.9m

Willis Lease Finance Corporation has reported pretax earnings for 2016 of US\$23.9m, up 87.4% from US\$12.8m in 2015, on record revenue of US\$207.3m. Net income attributable to common shareholders for 2016 was US\$13.8m, compared to US\$6.5m in 2015. Fourth-quarter 2016 net income attributable to common shareholders was US\$2.4m, compared to US\$3.0m in 2015. Fourth-quarter 2016 results were impacted by a US\$3.6m non-cash write down as compared to a US\$0.6m non-cash write down in the fourth quarter 2015. Pre-tax earnings increased 87.4% to US\$23.9m in 2016, from US\$12.8m in 2015. Average utilization in the fourth quarter was sustained at 92%, up from 91% reported for the year ago period. Total revenues grew 4.7% to US\$207.3m in 2016, fueled primarily by a growing lease portfolio, higher portfolio utilization and rising lease rates. Lease rent revenues grew 11.0% to US\$119.9m and 8.0% to US\$31.2m for the full year and fourth quarter of 2016, respectively. The equipment portfolio grew 2.5% in 2016 to US\$1.137bn, from US\$1.109bn a year ago. The company purchased US\$149m of equipment in 2016, compared to US\$171m in 2015. In the fourth quarter of 2016, the company

purchased two aircraft and fourteen engines for US\$64m.

HAECO posts 2016 final results

The HAECO Group reported an attributable profit of HK\$975m in 2016. The profit included a gain of HK\$805m on disposal of the interest of Hong Kong Aero Engine Services Limited (HAESL) in Singapore Aero Engine Services Limited (SAESL) and an impairment charge of HK\$285m in respect of the goodwill recorded on the acquisition of TIMCO Aviation Services (TIMCO). The HAECO Group's 2015 attributable profit was HK\$464m. Disregarding the gain on disposal in 2016 and impairment charges in both years, the HAECO Group's 2016 attributable profit was HK\$516m, 8.2% higher than in 2015. HAECO USA Holdings, (HAECO Americas) recorded a higher loss in 2016. This principally reflected losses on some seat contracts and a reduction in the number of seats sold and in cabin integration work. Airframe services results improved, with more man hours having been sold, but the benefit of this was offset in part by costs incurred with a view to improving efficiency and work flow. (US\$1.00 = HK\$7.77 at time of publication.)

CIT reaches agreement to sell stake in TC-CIT Aviation joint ventures

CIT Group, a provider of commercial lending and leasing services, has reached an agreement to sell its 30% ownership stake in the commercial aircraft leasing joint ventures TC-CIT Aviation Ireland and TC-CIT Aviation U.S., to its joint venture partner, Tokyo Century Corporation (TC). The share purchase is expected to close on or prior to March 31, 2017, subject to the satisfaction of customary closing conditions. Following this transaction, TC will be the sole owner of the entities.

B/E Aerospace stockholders approve merger with Rockwell Collins

B/E Aerospace stockholders voted in favor of the proposal to adopt the previously announced Agreement and Plan of Merger, dated October 23, 2016 by and among B/E Aerospace and Rockwell Collins, at a special meeting of stockholders held on March 9, 2017. At the special meeting, approximately 99% of all votes cast, which represents approximately 79% of all outstanding shares on January 18, 2017, the record date for the special meeting, were voted in favor of the proposal to adopt the Merger Agreement. Under the terms of the Merger Agreement, each share of B/E Aerospace common stock issued and outstanding immediately prior to the effective time of the merger will be canceled and automatically converted into the right to receive US\$34.10 in cash, without interest, and 0.3101 of a share of Rockwell Collins common stock, subject to a 7.5% collar. Based upon Rockwell Collins closing price of US\$97.65 on March 8, 2017, the total implied value for each B/E Aerospace share is US\$64.38. The merger is subject to certain additional customary closing conditions, including receipt of regulatory approvals in certain jurisdictions. The merger is expected to close during the spring of 2017.

Commsoft's OASES system has been chosen by Farnborough Airport-based **Jetdeck Aviation (Jetdeck)** to support its planned CAMO operations, with implementation commencing immediately. This is now the sixth contract signed for OASES in the first quarter of 2017, covering the engineering activities of eight aviation operations in eight different countries. Jetdeck will be accessing the system through Commsoft's private cloud hosting service, which eliminates the need to install extra hardware. Being structured in a modular format to allow for scalability, Jetdeck has chosen to implement the following modules, Core, Airworthiness and Planning.

Airbus has selected **UnaBiz** to advance research in digitalization of aircraft maintenance operations through the adoption of Internet of Things (IoT) solutions. The contract sees both parties enter into a research and technology agreement in the field of Maintenance Repair and Overhaul (MRO). In a data-driven environment, communication between the various components must be available on demand and accurate at all times. Beyond the wired network, most components of the infrastructure are mobile and require some form of wireless commu-

nication, especially in transmitting small packets of data over a long distance. This is where **UnaBiz** comes into the picture. The recent boom in IoT has brought new wireless network solutions to the market. Most existing wireless solutions are based on private networks that require the setup of a dedicated number of beacons to serve a single company, limiting the coverage and significantly increasing the cost of ownership and operation. By working with **UnaBiz**, Airbus can leverage on Sigfox's low-power, wide-area network (LPWAN), a technology that is low-cost in terms of capital investment and operation, ultra-low in power consumption, simple to deploy, and which has a global coverage.

Commsoft, a leader in aviation engineering and maintenance software, has reported that OASES has been chosen by **Nordic Aviation Maintenance Organisation (NAMO)** to support its CAMO and MRO operations. This will initially be with NAMO OY in Finland, followed by possible implementation in Sharjah, UAE. OASES offers technical sophistication whilst being intuitively user-friendly. The system is structured in a modular format to allow for scalability and NAMO will be implementing the Core,

Airworthiness, Planning, Production, Materials and Warranty modules, all of which NAMO will be accessing through Commsoft's private cloud hosting service, thereby avoiding the need to install any additional hardware. The company is also likely to add the Commercial module at a later date. NAMO is an EASA Part 145 and Part M subpart G certified maintenance organization with its headquarters in Finland. The company is approved to perform line/base maintenance for all of the following aircraft types: Airbus A318, A319, A320, A321 and A330 aircraft as well as Boeing 747 and 757 models.

Component Control has released that **ATS Aviation Services**, a division of **Advanced Technology Services (ATS)**, an equipment maintenance, industrial parts, and IT managed services provider, has chosen Quantum Control MRO and Logistics software to enhance its agility and customer responsiveness. "Quantum's ease of use, flexibility and scalability will enable ATS Aviation Services to adapt quickly to new customers and their changing needs, as well as provide tailored solutions for specific customer requirements," said Wayne Trzeciak, Aviation Parts and Logistics Manager.

Other News

Elliott Aviation, a leading business aviation services company, has received FAA STC approval for the activation and use of GoGo ATG & 4G Wi-Fi products in Phenom 100, Lear 40/40XR45/45XR/70/75, Premier I/IA and the Socata TBM Series. This STC allows for blanket approval of the activation of the new AC band of aircraft wireless router protocols to allow for faster Wi-Fi speeds. The STC applies to new installations and allows for updates to existing installations that cover the bands A, B, G and N. Additional aircraft that can be upgraded to the AC band under this STC include the Hawker series, King Air 200/300 series, Phenom 300 and Beechjet 400A/Hawker 400XP planes.

Gogo, a leading global provider of broadband connectivity products and services for aviation, has been selected by **Airbus** as a lead supplier for its High Bandwidth Connectivity (HBC) program. The designation officially enables factory line-fit installation of Gogo's 2Ku global satellite solution on the Airbus A320 Family, A330, and A380 aircraft after a successful offerability process and further system certification. Being part of Airbus' HBC program means airlines can place future aircraft orders with Airbus and have Gogo's 2Ku technology installed at the factory on all major fleet types. Those aircraft are then delivered with the technology already installed and ready for service on day one.

Boeing has reported investments in two early-stage technology companies through the ventures' arm of a new group called **Boeing HorizonX**, an innovation cell focused on accelerating potentially transformative aerospace technologies, manufacturing innovations and emerging business models. Boeing HorizonX has made a venture investment in Washington, D.C.-based **Upskill**, a provider of enterprise software for augmented reality wearables focused on enhancing productivity, quality and safety in manufacturing, field service and logistics. Boeing has

been working with Upskill for more than two years to evaluate the use of its technology across multiple locations nationally. In addition, Boeing HorizonX is partnering with **JetBlue Technology Ventures** to invest in **Zunum Aero**, a Kirkland, Washington-based company that is pursuing the development of alternative propulsion aircraft, with potential for performance and efficiency improvements in a range of aerospace applications. Boeing HorizonX is led by Steve Nordlund, who takes on this role after serving as vice president of strategy for **Boeing Defense, Space & Security**.

Icelandair has selected the **saf-Tglo** blu photoluminescent floor path marking system for installation on its new fleet of Boeing 737 MAX 8 and MAX 9 aircraft. Icelandair has already installed **STG Aerospace's** green-glowing SSUL system across its Boeing 757 and 767 fleets, and its decision to install the latest evolution of saf-Tglo on its latest fleet to enter service at the end of 2017 shows the airline's commitment to deliver the highest possible standard of cabin experience to its passengers.

Embraer has selected **Panasonic Avionics Corporation (Panasonic)** to provide inflight entertainment and connectivity (IFEC) for the E-Jets E2, the second generation of E-Jets family of commercial aircraft. The new contract extended the partnership between the two companies, with Panasonic now offering Wi-Fi Streaming Entertainment and Wi-Fi connectivity services for the E2s aircraft. Embraer customers will now benefit from Panasonic's management tools and services that enable the delivery of an enhanced entertainment experience and increased broadband connectivity to passengers. The technology also offers a robust business platform for the airlines. The system will be installed in the E2 demo aircraft.

FLIGHT HOUR PROGRAMS

**ANNUAL
FLIGHT HOURS
SUPPORTED**

387,019

**INVENTORY
EXCLUSIVELY
FOR PROGRAMS**

\$150,000,000

GA Telesis is a global provider of inventory based flight hour programs. When you need a solution to support your fleet come to the PRO.

Your job is in the sky, our job is to keep you there.®



GA
telesis®

www.gatelesis.com
email: programs@gatelesis.com



Operators need to be clear on the scope of changes that are required for cabins.
Photo: BA

Cabin fever

Aircraft cabin modification and refurbishment is big business and increasingly competitive. **Keith Mwanalushi** examines the latest trends and projects from the key players in the industry.

The annual Aircraft Interiors Expo in Hamburg reminds us just how much innovation and technology is influencing aircraft cabin interiors and there are several key factors an aircraft operator needs to consider before attempting a cabin reconfiguration project.

Jonathan Stodel, Director of Engineering at Avmax says operators need to be clear on the scope of changes that are required, and be prepared to have detailed discussions with potential service providers prior to any work actually starting on the aircraft.

"Information that is critical to understand are the level of change being considered, for example is the change cosmetic to upgrade colours or replace worn out material or is an actual configuration change being contemplated that may involve changing seating capacity or layout and new materials," Stodel suggests.

Physical changes to a cabin layout may trigger an additional set of regulatory requirements that need to be considered over and above the more obvious material flammability requirements. "The use of exotic materials can also have a significant impact on the cost of a project and the delivery schedule. Keeping the material choice simple with known materials can go a long way to keeping certification costs down," advises Stodel.

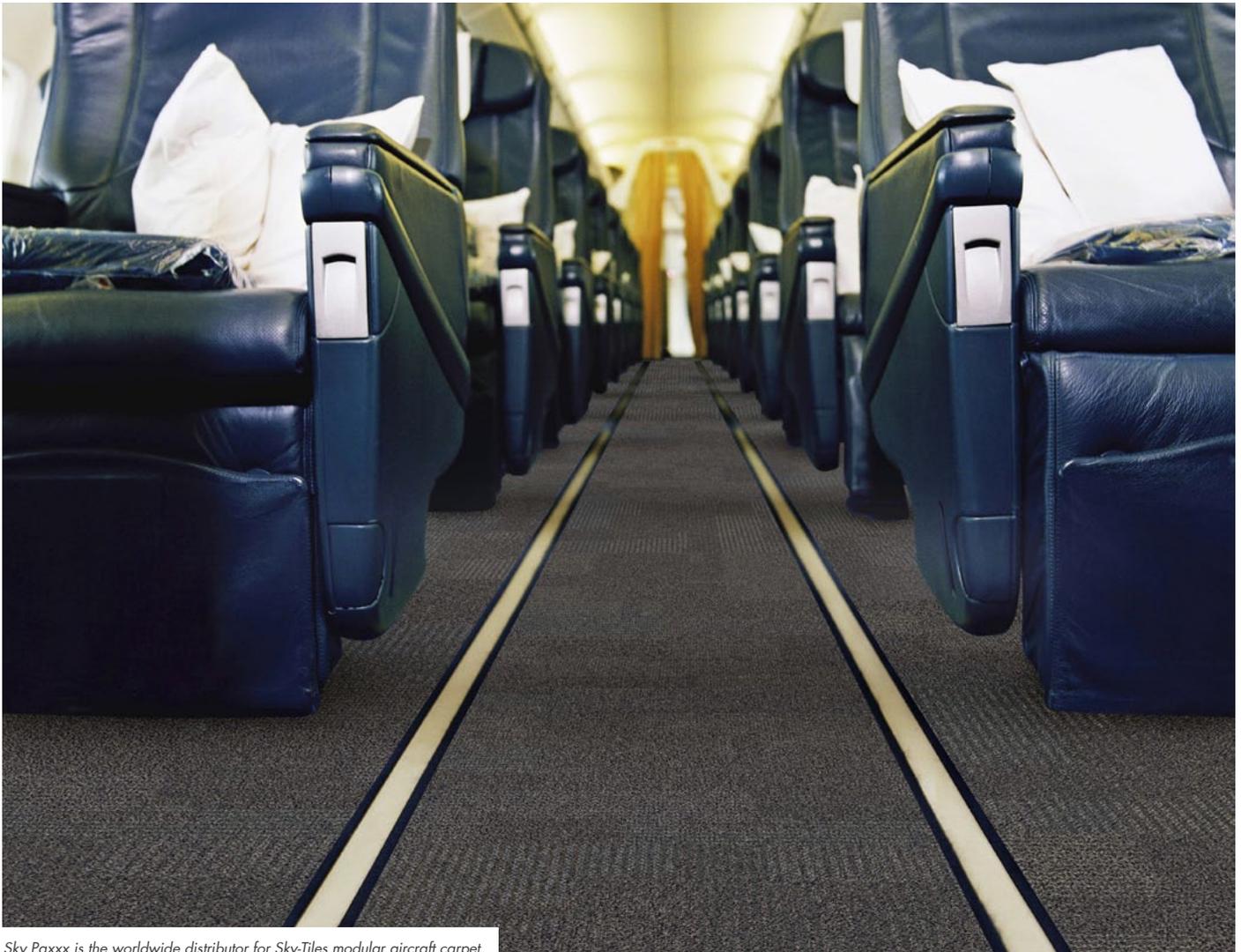
The other driver for cabin changes is technology, "in our connected

world the expectation of being able to connect anywhere anytime is rapidly expanding to air travel. Both corporate operators and airlines are investing heavily in connectivity technologies," he adds.

It is necessary to perform project evaluation or even a survey before cabin reconfiguration project launch advises Kestutis Volungevicius, the Head of Engineering and Training at FL Technics. "This is to get a clear understanding of customer expectations as well as project scope. As soon as this information is collected, qualified design engineers together with operators' Part-M team can develop a customised solution that will be the most suitable for the current situation."



Jonathan Stodel, Director of Engineering at Avmax



Sky Paxxx is the worldwide distributor for Sky-Tiles modular aircraft carpet.

Volungevicius says Part 21J and Part 21G certification is mandatory in the market for cabin reconfiguration projects. "However, it's close to impossible to maintain all capabilities within the Part 21G, thus a trusted partners network has to be created over the years."

Rob Neugebauer AFI KLM E&M Product Support Director Airframe feels the main challenge of a cabin reconfiguration project is to optimise the passenger experience, as well as the profitability of the aircraft. "So as a solution provider we need first to help the operator find the right balance between seat count, passenger experience, working space for the crew, cost and lead time of the project."

Similarly, Lufthansa Technik details a number of factors that drive the decision to upgrade the cabin of an operator. First of all the operator will determine the root cause for his modification desire. This may include: Economical reasons – e. g. high density modification to increase the seat count and by this to lower the unit costs.

- Aged fleet - a modern and clean cabin enhances the passenger experience and grants satisfaction during the flight and will reduce maintenance efforts caused by outdated seats, monuments and systems.
- Differentiation – a state of the art cabin will distinguish the operator from his competition (e. g. new seats, mood lighting)

- Ancillary revenues – Modern IFEC systems (like broadband connectivity) offer a variety of possibilities to enhance the passenger experience as well as to provide additional revenues.

Paul Wawruszczak, Business Development and Marketing Manager at 328 Support Services reckons the main issue would be dealing with too many companies for the cabin project – "Companies tend to work with a number of different suppliers in order to get prices down, but they often forget that adding multiple sources to the project may incur unexpected delays."

He suggests the ideal option would be to have a



Volungevicius - The challenges are quite common to those present throughout the market



The cabin modification market is the fastest growing.
Photo: AFI KLM E&M Patrick Delapierre

single company that is capable of achieving the whole project by itself and including part 21G design approval, part 21J production approval and part 145 maintenance and completion approval.

328 Support Services GmbH has recently worked on several Bombardier 50-seater CRJ-200s, including a conversion from a regional airline configuration to a state-of-the-art 10-seat VIP layout. The aircraft was fitted with the latest CMS/IFE technology based on Emteq's eConnect & eQuation Cabin Power®, a system which allows passengers to use their own personal electronic devices (PEDs) to connect and control the cabin systems. The technology also offers LED cabin lighting, window shades and entertainment and provides 220VAC for power to recharge PEDs during the flight. Video and audio content is streamed via WLAN. As a former OEM, the company is also continuously improving the Dornier 328 with the use of new technology or material to continue the legacy of the aircraft which are still currently in service globally.

Rick Lockhart, President at Sky-Paxxx Interior Repairs reports the company has a number of interesting projects in shop currently including a cabin refresh project. "We currently have a complete ATR42 in house which is getting refreshed from the floor to the ceiling."

"We currently have a complete ATR42 in house which is getting refreshed from the floor to the ceiling."

Rick Lockhart, President at Sky-Paxxx Interior Repairs

The largest overall project Sky-Paxxx has in house currently is a Boeing 777 reconfiguration which includes AVOD IFE integration, a complete overhaul of the seats, incorporating several engineering orders, and several seat modifications.

"Another nice project we are in the beginning stage of is reconfiguring RJ100s from single class to dual class. We also have our long term contract deactivating IFE from A319/A320 aircraft and modifying to allow for higher density passenger capacity in the aircraft," says Lockhart.

One of the most interesting projects for the FL Technics Design Organisation is a current Boeing 737 project. "The aim of this particular project is reworking standard aircraft configuration to VIP-level cabin. This is a challenging yet very interesting project as our team with backing from other FL Technics departments is responsible for the whole operation including spare parts search and order, modification of involved components and so on," Volungevicius remarks.

One of the more recent successes at STS Component Solutions is the support of an interior and cabin retrofit programme through 2018 for a major airline. STS Component Solutions has been selected to provide the warehouse, logistics, purchasing and kitting

support for an enhanced cabin retrofit.

“Essentially, STS has relieved the burden from the technical operations and purchasing team of the airline by providing a turnkey solution for total programme management from an inventory perspective. Once all material is received at our facility, it is kitted into consolidated shipments direct to the MRO, in advance of the aircraft arrival. Knowing that the airlines priorities are constantly changing and such changes impact schedules, our goal is to build multiple kits in advance and keep sufficient inventory to offset any changes to their timeline,” explains Tom Covella, Group President of STS Component Solutions.

Lufthansa Technik are currently working on a variety of cabin projects. “These projects are ranging from smaller transition projects where we change the cabin appearance to the desire of the new operator. These include entire cabin reconfigurations with removal of the old interior and installation of new seats and monuments. Many of these projects include an adaption, upgrade or new IFE/IFEC system,” says Nina Schulz, Head of Product Sales - Aircraft Modification.

West Star Aviation has completed many different cabin floor plan changes, most recently, a Falcon 2000 to a 13 passenger cabin. The company customised cabins to operator specific requirements. “We have done children and family friendly interiors, corporate office in the sky interiors, as well as pet friendly interiors, each request is custom and unique to our client’s taste and needs,” a spokesperson says.

There are also a number of complexities involved when making cabin interior changes. Mark Radford Sales and Marketing Director at MAC Aero interiors points to having all the documentation available and the proper logistics to ensure all the items for the project are received on time. “Another complexity which may occur when carrying out cabin interior changes are that all the equipment waiting to be installed are functioning correctly,” spots Radford.

At PEMCO some of the challenges include putting the complete package together in the first prototype and getting the revisions completed in time to get the rest of the aircraft completed in time. Also, conflict between the marketing department’s dreams and what engineering see as reality.



Howard from PEMCO says the company is involved in interior changes and first class upgrades.

Fokker Services also add that lead time for materials can be very long (up to or over 12 months) and lead time and costs for certification of all materials can be high as well as the availability of MRO space.

Stodel, from Avmax sees the complexity of cabin re-work is driven by the competing requirements for minimum weight, maximum robustness, aesthetics and airworthiness requirements. “Balancing all of these requirements along with the people and resources

required to make these types of projects successful is often the most challenging aspect. Another complicating factor is that most parts and materials used in cabins are essentially made to order so it is not uncommon to run into many long lead-time items that can make project scheduling a challenge.”

Cabin reconfigurations can vary from rather small changes like a straight re-patching of existing seats or performance of smaller decoration changes (e.g. for lease transitions) up to very complex make-overs of the cabins. Schulz explains: “This may include the replacement of seats and monuments, the introduction of new class concepts, and the upgrade to a modern IFE/IFEC system.

“If an operator decides to introduce completely new parts like a new business class suite or a very recent IFE system, which has not been installed previously, the product development and design as well as the certification and equipment qualification process need to be taken into consideration.”

The challenges are quite common to those present throughout the market, according to Kestutis Volungevicius from FL Technics. He reminds that certification of the parts to be installed on aircraft always takes a long time. For example, seat overhaul and change of the seat covers and/or foams requires recertification and flammability tests. “Consequently, well selected material supplier, shop and flammability laboratory has to be involved and work in cooperation with Part 21J. This introduces number of companies that need to work in cooperation and meet the operator’s deadlines as well as budget.” In this environment, he feels keeping up with the pace and maintaining control of the whole process is the ultimate challenge and for companies not having such extensive experience, this could become a headache.

Covella from STS sees that with every cabin retrofit project, airlines run into supply chain challenges as the majority of the fleet is modified and/or updated. He says the airline must maintain inventory for both configurations, which drives an increase in inventory costs and significantly impacts operational costs, due to warehousing, logistics and transportation costs.

“STS Component Solutions offsets this challenge by delivering a solution to manage the inventory and warehousing throughout the retrofit process. This has proven to be a very effective and successful approach on many levels as it drives value to all parties - the airline, MRO and OEM. With our solution, the process for managing inventory is streamlined and transparent which is essential when managing complex projects.”



Tom Covella, Group President of STS Component Solutions



Countdown to a new paint job

*Magnetic will become a key player in painting solutions.
Photo: Magnetic MRO*

Magnetic MRO is an EASA and FAA certified integrated MRO services provider, headquartered in Tallinn, Estonia, along with more than 15 locations around the world. The company has two decades of MRO experience with an established reputation in respect of technological advancements and innovative solutions in integrated MRO services. The company was born with a mission to reinvent existing business models, deliver superior customer experience to the global MRO industry, and become a one-stop total technical care organisation for airlines, asset owners, OEMs and operators.

Now seven months away from the new paint hangar's launch date, Magnetic MRO has been closely working on facility construction developments together with Tallinn Airport. The hangar space for painting will be 1628 m²; and will effectively increase the total dedicated painting area in HQ up to 4354 m² including the existing painting facility. The total size of the new paint hangar, on the other hand, is expected to be two floors and 2853 m² together with workshops, office area and meeting rooms, client offices, and technical support rooms and so on. It will be a single bay hangar and equipped with a custom docking system which can be tailored to serve different types of aircraft; which will lead the

facility to become one of a kind in the whole region. In addition to its customised features, the new paint hangar is also designed and engineered to support further value added qualities, such as safety, airflow, contamination control, temperature and humidity control, lighting and energy efficiency. It will also be furnished with a modern, eco-friendly, temperature and humidity-controlled ventilation system in order to provide excellent final product to our current and future customers. Special designed spray booth will be installed for aircraft part painting including VIP aircraft interiors, workshops, and stores as well as staff amenities. Considering all Magnetic MRO painting activities are covered by ISO 14001 and ISO 9001, every step is being taken in respect to meeting and maintaining environmental and quality standards.

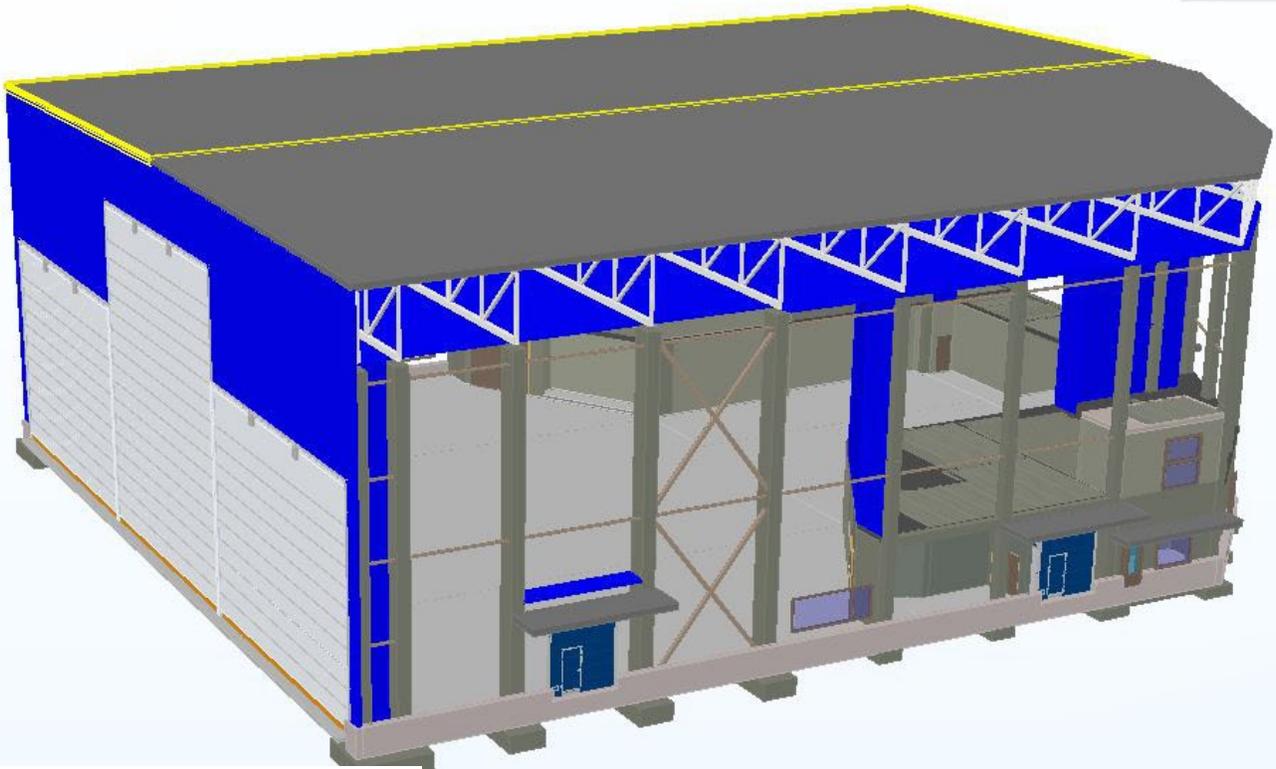
The facility will also stand out looking from the viewpoint of construction details. Modern LED lightening system and easily cleanable white walls supported by advanced infrastructure will result in resisting contamination build-up and creating a brighter painting environment for a better quality finishes. This optimal lighting will also help in the course of inspections and eliminate any quality issues during the final inspection.



3D modelling of the new paint hangar at Tallin Airport.
Photo: Magnetic MRO

By the end of the construction, Magnetic MRO’s capabilities in providing commercial and VIP standard painting services for a wide range of aircraft types will include Boeing 737Max, Airbus 320Neo family, as well as all other narrow bodied aircraft - will be significantly expanded. The company will be able and competent to perform up to four commercial aircraft or two business jet aircraft paintings per month accompanied by the advanced aircraft painting technologies, including Mankiewicz, PPG Aerospace, AkzoNobel and Sherwin-Williams coating systems.

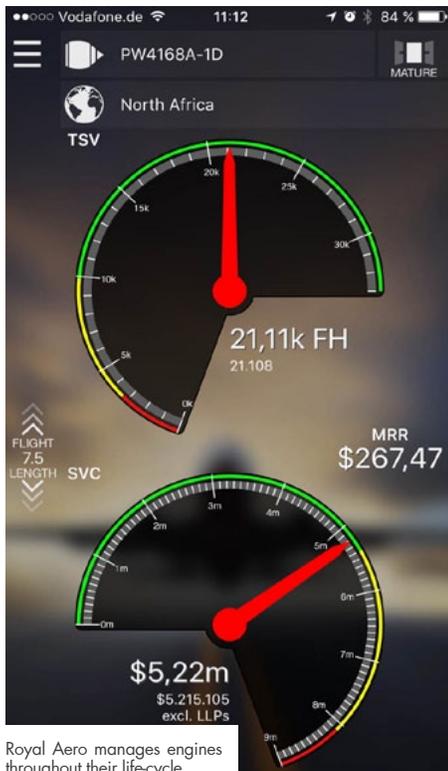
“We are proud to announce that we successfully reached to another milestone in establishing our dedicated paint hangar in Estonia,” says Kaspars Podins, Aircraft Paint shop Production Manager. “Throughout this detailed planning and strategic decision making process, we have managed to show dedication and confidence to build a world-class painting facility in Baltic States, which will provide the utmost value to our customers in terms of both quality and beauty.”



The new paint hangar will open in seven months.
Photo: Magnetic MRO

In the hot seat.....

Calum M. MacLeod, CEO Royal Aero



AviTrader MRO: What are your key capabilities at Royal Aero?

MacLeod: Royal Aero has been focussed on engine maintenance and engine management for the past 14 years. We have a pool of owned and managed engines to support our airline and MRO customers, as well as providing material to our clients. We also manage engines throughout their life-cycle on behalf of leasing companies and airlines, developing our own software tools to provide our lessors with access to live fleet data and cash-flow forecasts.

AviTrader MRO: Some evidence seems to show that demand for the 737NG has tightened the CFM56-7B market. What are your thoughts and how is that affecting lease rates for those engines?

MacLeod: We regard the CFM56-7 engine on the B737NG as one of the best engines in the marketplace to-date and this makes the NG family highly desirable due to its operating cost and reliability. At the present time there are very few pool engines available in the market due to an upswing in shop visits, but we see the slight increase in lease rates as a short term blip.

AviTrader MRO: How are your other engine types fairing on the lease market?

MacLeod: The CFM56-5B market is very constant and predictable as it is also a very good engine with strong reliability, however, the rates and values of the V2500A5 have hit dizzy heights in the past months due to the AD forcing shop visits, coupled with a shortage of material. We expect this to continue until the AD cycle is complete, to be followed by spare engine values falling to pre-AD values or below.

AviTrader MRO: We have seen maturing (mid-life) engines stay longer in service, doesn't this cause problems with sourcing them?

MacLeod: It is true that older fleets are remaining in service slightly longer due to the stable fuel costs, however, with the sustained delivery of new aircraft there remains a relatively constant supply of used engines coming to the market, albeit fewer. The problem is typical of any market that a slightly reduced flow creates a feeding frenzy and some valuations go beyond reality. Good for the seller and not so good for us.

AviTrader MRO: How does green-time help airlines reduce engine leasing costs?

MacLeod: Green-time relates to fleets where this an over-supply of engines in the

market due to heavy fleet retirements. Airlines who continue to operate these fleets have managed to avoid or reduce their overhaul inductions and gain fixed price lease rates at a significantly lower cost. We

have seen this on the B737 classics, Pratt powered B747's and the A340-300 family. The CFM56-5B, 7B and V2500 family have many years of solid life remaining before we see green time values and volumes.

AviTrader MRO: What's next in the pipeline at Royal Aero?

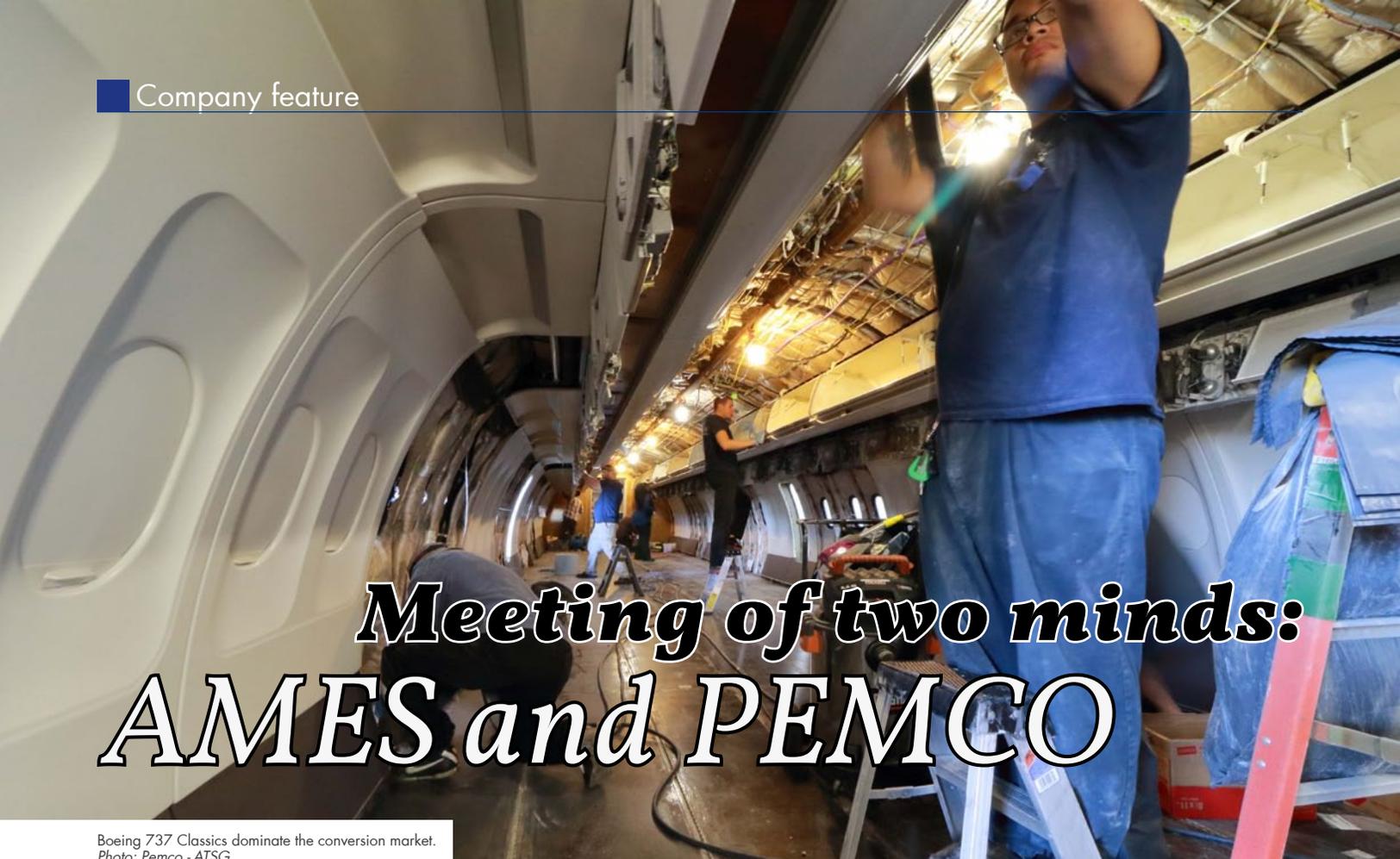
MacLeod: We have recently acquired aircraft with a few years of their lease contract remaining to provide better access to engines and material and we will be doing more of that this year. We aim to increase our engine lease pool and we are also developing the next version of our Midas Severity Online engine management software, to support our lessor clients, so many projects in the pipeline.



Calum MacLeod, CEO Royal Aero



There are few pool engines available for the CFM56-7 on the 737NG.
Photo: MTU



Meeting of two minds: AMES and PEMCO

Boeing 737 Classics dominate the conversion market.
Photo: Pemco - ATSG

On January 3, 2017, Air Transport Services Group (ATSG) announced its subsidiary Airborne Maintenance and Engineering Services (AMES) acquired PEMCO World Air Services (PEMCO), further strengthening the company's presence in the MRO marketplace. The acquisition allows for a number of strategic benefits through combining operational strengths, expanded capabilities and cost savings related to shared services between Wilmington, Ohio-based AMES and Tampa, Fla.-based PEMCO, resulting in greater value for customers and shareholders alike.

Both organisations bring a variety of unique products and expertise into the mix that are largely complementary to the other. PEMCO brings to the table a wide range of products and services not previously offered by AMES, including extensive experience with Airbus models and its 737 passenger-to-freighter aircraft conversion business, while AMES has demonstrated expertise in maintenance and engineering services for Boeing widebody aircraft.

AMES has seen a steady increase in demand for MRO services over the last few years. To keep pace, the company increased its hangar capacity by 50% in 2014 and has been enlarging its workforce commensurate with demand. This acquisition continues AMES' quest to keep up with customer demand.

With the recent YTO Cargo and Air Incheon contracts for B737 passenger-to-freighter conversions, this promises to be a focus of the combined AMES and PEMCO business going forward. As the industry leader in B737 cargo conversions, the PEMCO freighter yields the highest possible usable payload while maintaining best-in-class fuel efficiency for unbeatable range and operating economics.

Together, AMES and PEMCO now offer a broader suite of services to the passenger and cargo airline customer, including heavy maintenance, line maintenance, cargo conversions, engineering services, material sales and manufacturing. Additional service offerings of aircraft-on-ground field teams, line and turnaround maintenance, component repair and overhaul, engineering repair and design, and extensive manufacturing and kitting capabilities, will be extended from various locations.

The MRO marketplace also has seen an increasing demand for hangar space. AMES and PEMCO now offer their customers access to a combined total of 635,000 sq. ft. of hangar capacity--320,000 sq. ft. of hangar space in Tampa, Fla. and 315,000 sq. ft. of hangar space--backed up by 100,000 sq. ft. of backshop facilities for component repair, overhaul, and manufacturing as well as 40,000 sq. ft. of material services warehouse space, while conversion partners in China, Costa Rica, and Canada provide even more capacity, flexibility, and geographic reach.

AMES' heritage began in 1980 when Airborne Freight Corporation acquired Midwest Air Charter and started flying express freight under the name Airborne Express. Airborne's airline operations were spun off as a public company in 2003 under the name ABX Air, which soon became a wholly owned subsidiary of Air Transport Services Group, Inc. (ATSG). The company's maintenance and engineering team was re-organised as a wholly owned subsidiary in 2009.

PEMCO began as Hayes Aircraft Corp., founded in Birmingham, Alabama in 1951. It became PEMCO Aviation Group, Inc. in 2001 and was later acquired by Sun Capital Partners in 2007. The company relocated to Tampa International Airport in 2008.

ATSG is a leading provider of aircraft leasing and air cargo transportation and related services to domestic and foreign air carriers and other companies that outsource their air cargo lift requirements. ATSG, through its leasing and airline subsidiaries, is the world's largest owner and operator of converted Boeing 767 freighter aircraft. Through its principal subsidiaries, including two airlines with separate and distinct U.S. FAA Part 121 Air Carrier certificates, ATSG provides aircraft leasing, air cargo lift, aircraft maintenance services and airport ground services. In addition to AMES and PEMCO, ATSG's other subsidiaries include ABX Air, Inc.; Airborne Global Solutions, Inc.; Air Transport International, Inc.; and Cargo Aircraft Management, Inc.

Visit AMES/PEMCO at MRO Americas booth #2611 April 25-27 in Orlando, Fla.



David Best

Jet Aviation has appointed **David Best** as head of its Global Business Development department. Best is based in Palm Beach, FL, reporting directly to **Johannes Turzer**, Senior Vice President of Strategic Global Growth. The Global Business Development department falls within the company's newly established Strategic Global Growth division, led by **Johannes Turner**. As head of Global Business Development, Best will identify, investigate, evaluate, develop and integrate strategic business alliances.

He will further drive the company's continuous improvement culture by defining a comprehensive global business development process for new market initiatives and opportunities in both new and existing markets.

Universal Avionics has appointed **Mike Marie** to the position of Regional Sales Manager for Central United States. Marie is based in the Columbus, Ohio area and joins Universal Avionics with over 25 years of experience in the aviation industry. Before joining Universal, Mike was employed with Sandel Avionics, DAC International, Avidyne, and Ryan International.



Olivier Savin

Olivier Savin has been appointed as Safran Nacelles' Vice President – Customer Support & Services, heading the company's global network for airlines and aircraft operators utilizing its product line of Safran jet engine nacelles. He replaces **Philippe Couteaux**, who has assumed new responsibilities elsewhere in the Safran group.



Wim van Beers

Wim van Beers has been named the new managing director of Airfoil Services Sdn. Bhd. (ASSB), a 50:50 joint venture between MTU Aero Engines AG and Lufthansa Technik AG. Van Beers joins ASSB from MTU Maintenance, where he spent the past three and a half years as Vice President Marketing and Sales, Asia. He follows **Derrick Siebert** who returns to Lufthansa Technik after four years of service at ASSB. Van Beers holds a degree in Business Management from the University of Applied Sciences Eindhoven, the Netherlands.

He has been with MTU Maintenance since 2009, having joined the engine MRO specialists from Chromalloy, where he held various roles including that of General Manager at Chromalloy San Francisco.

TrueAero has appointed **Teresa Harshbarger** as Financial Controller. Harshbarger has over 25 years' experience in accounting, with over 16 years of aerospace experience. Most recently, Harshbarger worked in the position of Controller for Professional Aircraft Accessories, a Greenwich AeroGroup, for thirteen years.

Lufthansa Technik is filling important leadership positions to support its continued expansion organization, the Aircraft Overhaul and Component Services divisions will now also be managed directly from the region. **Elmar Lutter**, one of the company's most experienced top managers, is taking over the Aircraft Overhaul division in Asia Pacific. **Burkhard Pfefferle-Tolkiehn**, will head Asia Pacific's Components division as of April 1, and has chosen Hong Kong as his base.



Daniel Bencun

PPG has named **Daniel Bencun** global platform business director for aerospace coatings and a member of PPG's aerospace global leadership team. He succeeds **Mark Cancilla**, who was appointed PPG vice president for corporate environment, health and safety.



Robert Brega

Robert Brega has joined C&L Aviation Group as Regional Sales Manager. Brega will assist C&L's corporate aviation customers with maintenance packages and schedules that fit its needs and budget. Brega, previously the Northeast Regional Manager at Duncan Aviation, has more than 17 years of experience in MRO management. He began as a technician in Duncan's Cabinet Shop and progressed to Interior Team Leader and Project Manager. As a project manager, Brega worked with customers from the time their aircraft arrived at the facility until the completion of the job.