

# MRO

AVITRADER<sup>TM</sup>  
publications

June 2018 - [www.avitrader.com](http://www.avitrader.com)

## North America in focus

Industry interview  
Bombardier & Spairliners

MRO News  
from around the world

People on the Move  
latest appointments

AVI TRADER  
**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: +49 (0) 711 46910151

**Advertising inquiries**

Jenny Vogel  
Head of Sales & Marketing  
Email: jenny.vogel@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 keith@aeropublications.co.uk

**More bang for your buck**

Following on from the MRO Americas conference in April, in this edition we analyse the MRO landscape in North America, an important market for aircraft maintenance and repairs in terms of scale and innovation.

The event is the one place where all levels of the MRO industry gather for three days of learning, education, networking, and an unparalleled and extensive exhibition floor offering a mix of new and innovative products, technologies, offerings and services.

Our feature article dives into the key issues facing the MRO business specifically in the U.S. An interesting area of discussion with the companies that engaged with the topic was that of challenges the industry is facing.

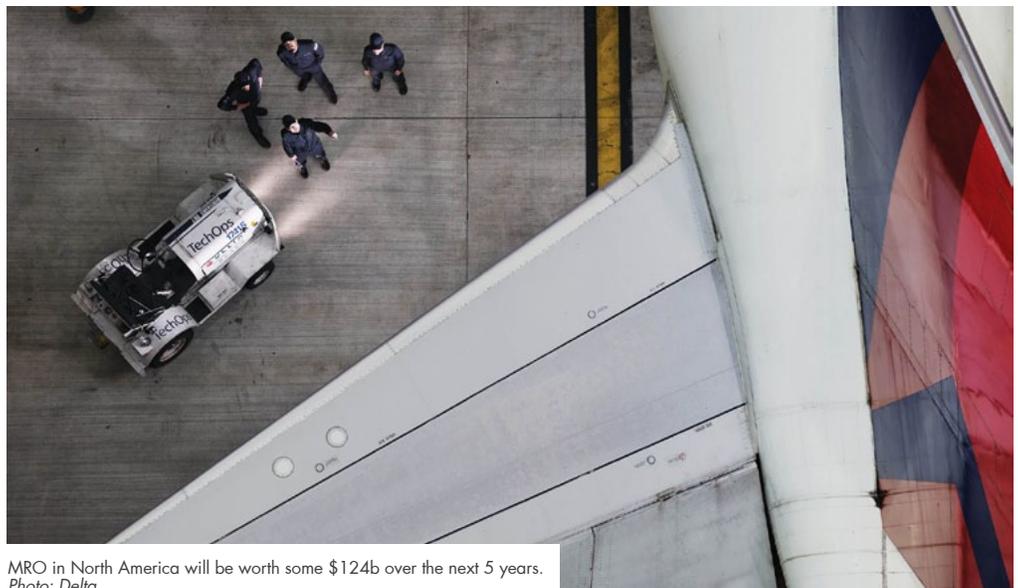
As Angela Garber from AJW said, North American MRO market will experience important challenges as substantial fleet growth in emerging

markets like Asia Pacific, China and India shifts MRO spend to those regions. Ironically, this may lead to eventual opportunities for MROs in North America, if over the next decade these regions are not able to keep up with MRO demand. Couple this with forecasted capacity constraints and rising labour costs, operators in these regions may need to look elsewhere for MRO support.

For airframe maintenance, the biggest challenge continues to be hiring experienced AMTs. AAR has been dealing with this challenge by partnering with community colleges and technical schools near its five MRO facilities in the U.S. to create and enhance aviation maintenance programmes and build on-ramps to full-time employment.

Our cover story looks at the issues in more detail.

Keith Mwanalushi  
Editor



MRO in North America will be worth some \$124b over the next 5 years. Photo: Delta

**Contents**

MRO and Production News . . . . .	4
Finance News . . . . .	14
Other News . . . . .	16
Information Technology . . . . .	18
Cover story: Regional review: North America . . . . .	20
Industry Interview: Rob Dewar, VP, C Series Progr., Bombardier Commercial Aircraft . . . . .	24
Company profile: STS Component Solutions . . . . .	26
Industry Interview: Thies Moeller, Managing Director and CEO Spairliners . . . . .	28
People on the Move . . . . .	30



CHALLENGE.  
CREATE.  
OUTPERFORM.

# SERVICE WITH 2,500 SMILES

That's the number of highly-skilled technicians we have in over 100 countries, dedicated to delivering the TechCare solution that best fits your business. From high aircraft availability to optimized operating efficiency, aircraft upgrades to flight crew training, we're happy to make you happy.

A handwritten signature in black ink that reads "Johann C. Bordais".

**Johann C. Bordais**  
President & Customer Happiness Officer  
Embraer Services & Support



Commercial | Executive | Defense & Security | Agricultural

[services.embraer.com](http://services.embraer.com)



Mobile tooling platform, fourth A320 Family production line Airbus Hamburg  
Photo: Airbus

### Airbus inaugurates Hamburg's fourth A320 Family production line

Airbus has inaugurated the fourth Hamburg, Germany A320 Family production line. Making use of digital technologies and a more flexible industrial setup, the innovative state-of-the-art line is a key enabler for ramping up the single-aisle program to 60 aircraft per month by mid-2019. "The inauguration of our latest, most modern A320 production line opens a new chapter in efficient, digital aircraft manufacturing," said Guillaume Faury, President Airbus Commercial Aircraft. "With these new technologies we are building our aircraft more efficiently, a key enabler for higher production rates. I would like to thank the teams who pushed this newest Airbus production standard from concept to reality." The A320 Family aircraft are manufactured globally, at Airbus sites in Europe, China and the US. In addition to the new production line, Airbus also inaugurated a larger and modernized Hamburg A320 Family delivery centre with more customer areas, more efficient delivery processes and increased hospitality services.

### RUAG accomplishes first overhaul of PW206 engine

For the first time, RUAG Aviation has overhauled a Pratt & Whitney Canada PW206 engine. The maintenance of the engine that is used in the Airbus H135 and H135M helicopters was carried out in the engine maintenance shop in Stans. The fact that the PW206 engines can now be maintained in-house at RUAG Aviation will help to increase the availability of the Swiss Air Force's helicopter fleet. The Swiss Air Force has more than 20 of these helicopters, which are still listed under their former name "EC635". Each of these helicopters is provided with two Pratt & Whitney

PW206 turboshafts. In the coming years, all of the engines of the Swiss Air Force's EC635 are to be maintained by RUAG Aviation in Stans. Experts from Pratt & Whitney, the engine's manufacturer, provided the RUAG Aviation employees with an intensive 3-week training to prepare them for the PW206 maintenance work. In the past, the EC635's engine had to be sent to Germany or Spain if major maintenance work had to be carried out. Now, all maintenance and servicing tasks applicable to the PW206 engine can be accomplished by RUAG Aviation in Stans.

### Donaldson to develop inlet barrier filters for installation on Leonardo AW169 Helicopters

Donaldson Aerospace & Defense, a division of Donaldson Company, has signed an agreement with Leonardo to develop two new Inlet Barrier Filters (IBF) for the AW169 helicopter. After development and testing, the dry and oiled media IBFs will be approved by the European Aviation Safety Agency (EASA) as an addition to the Type Certificate. Once certified, the IBFs will be available as a factory option for new Leonardo helicopters as well as retrofitted to in-service European AW169s as a customer option. The IBFs will keep contamination, including dirt, dust, salt, and foreign objects, from degrading the performance of the AW169's twin 1,000 shaft horsepower Pratt & Whitney PW210A engines. "Providing world-class engine protection to our customers is an ongoing priority for Leonardo Helicopters," said Fabio Nannoni, SVP Engineering of Leonardo Helicopters. "Donaldson is the right choice to provide a superior filtration solution for our new generation family of helicopters." Donaldson IBFs are already EASA certified for installation on AW139 and, soon, on AW189 helicopters.

### IKAR selects AerFin to support Embraer E-Jet fleet

AerFin has signed a five-year contract to support IKAR Airlines' fleet of seven Embraer E-Jets via its "Beyond Pool" support program. BeyondPool™ offers a fixed-cost solution to support the component requirements of IKAR Airlines' seven Embraer E190s and will be fully supported out of AerFin's London Gatwick facility, together with the provision of a significant inventory-holding located at the main operating base at Sheremetyevo International Airport in Moscow. IKAR becomes the latest customer to join AerFin's BeyondPool™ support program, subsequent to BA CityFlyer joining the program in February 2018, where they signed a seven-year partnership agreement with AerFin, that covers all component support requirements for its E-Jet fleet. IKAR Airlines is a Russian Far-Eastern carrier, based at Krasnoyarsk Yemelyanovo Airport, operating as Pegas Fly. IKAR was rebranded as Pegas Fly in 2013 and now operates scheduled passenger services from Krasnoyarsk, as well as charter services on behalf of Pegas Touristik. The carrier is operated by IKAR Airlines LLC and maintains IKAR Airlines as the carrier's legal name.

### HT Aerotech completes CAMO approvals with EASA National Authority

HT Aerotech has been granted CAMO approval by the IAA for all Airbus narrow-body Series aircraft, Airbus A330 aircraft, Boeing 737 Classic and 737 NG aircraft, as well as the Embraer aircraft series. This complements the Bermuda (BCAA) CAMO approvals for the same aircraft types previously granted in 2016. The IAA approvals have already been utilized to help transition two B737NG aircraft from China to India. HT Aerotech is the first Chinese-based engineering services company to have been granted CAMO approval by an EASA National authority. Ethan Guan CEO of HT Aviation Group explains: "We opened our Dublin office in 2017 to better serve the aircraft leasing community outside of China. Having EASA CAMO approvals is an important step to help transition aircraft in and out of the EU and in ensuring the highest airworthiness standards are maintained in moving aircraft from other jurisdictions and also for long-term aircraft storage. This is just the first step of growing the Dublin team at HT Aerotech. We also support the aircraft leasing community with Part 21 Design and other lease management activities." HT Aerotech is a wholly owned subsidiary of Haotong Aviation, which is a listed company on the Beijing Stock Exchange (NEEQ).



Signing ceremony of the cooperation agreement between Thai Airways and Rolls-Royce  
Photo: THAI

### THAI Airways International to service Rolls-Royce engines

Thai Airways International (THAI) and Rolls-Royce have signed a cooperation agreement to collaborate and explore how the two companies will work together to expand the Trent CareNetwork, by building on THAI's existing Maintenance, Repair and Overhaul (MRO) capabilities. Becoming an Authorized Maintenance Center (AMC) for Rolls-Royce will enable THAI to support its growing fleet of Rolls-Royce engines, while also generating additional capacity and flexibility within the Rolls-Royce CareNetwork. THAI operates approximately 80 wide-body aircraft, of which more than 50 are powered by Rolls-Royce engines. Mrs. Usanee Sangsingkeo, THAI Acting President, said: "This agreement builds on THAI's existing MRO facilities to be able to repair new engine types that are used by commercial airlines today. THAI has the capability to expand its engine maintenance services for Rolls-Royce Trent 700 and Trent 1000 engines, which will meet the needs of the regional market, making sufficient use of the maintenance facilities and further develop a joint business venture together. This collaboration will also increase revenue earned from international customers." This collaboration agreement is a continuation of the agreement made between THAI and Rolls-Royce on Trent XWB Engine Development Testing this past February. As a result, Rolls-Royce brought a Trent XWB engine, the newest engine type equipped on the Airbus A350 XWB, for experimental testing at THAI's Technical Maintenance Department at Don Mueang International Airport, Bangkok in order to continually study and test the capabilities of the engine type.

### RUAG achieves Bell 505 Jet Ranger X helicopter MRO approvals

RUAG Aviation has earned OEM approvals for MRO on the new Bell Helicopter 505 (JRX). RUAG also holds reassembly capabilities. Fully qualified during the first Bell 505 technical courses at the Bell Helicopter Training Academy, the RUAG team provides these new services at their helicopter support facility in Sion, Switzerland. A Bell Authorized Service Center, the RUAG Sion location is set to host the Bell 505 during its European launch tour. "We are dedicated to providing complete, state-of-the-art support on behalf of our customers and all the helicopters in their fleet. Attending the first available technical courses, like the recent instruction for the Bell 505, is essential to this approach," states Claudio Zeiter, Team Leader Commercial Helicopter Services, RUAG Aviation. The completion of the Bell Helicopter Training Academy course also allows RUAG to reassemble the new Bell helicopter. The importance of reassembly services becomes evident during the Bell 505 order process. Helicopters are shipped partially disassembled. While Bell completely assembles and hands over the helicopters at their North America facilities, the helicopter is then separated into airframe, tail boom, main rotor blades and transmission for shipping to Europe.

### Spring Japan selects HAECO Xiamen as its line services provider in China

HAECO Xiamen has entered into an agreement with Japan Airlines Group (JAL) and Spring Airlines Japan (Spring Japan) to provide line services for Spring Japan at all of its

four destinations in China. This co-operation follows an expanded engineering services agreement between JAL and Spring Japan in December 2017. Subsequently, HAECO Xiamen was selected as an exclusive partner to handle their line maintenance operations in China. To serve the Narita-based low-cost carrier in China, HAECO Xiamen has set up two new line stations — at Wuhan Tianhe International Airport (WUH) and Harbin Taiping International Airport (HRB) respectively, in addition to Chongqing (CKG) and Tianjin (TSN) which are already covered in the Company's existing line services network.

### StandardAero signs new contracts with Mesa Airlines to support APUs

StandardAero has signed two new, five-year contracts with Mesa Airlines, to provide maintenance, repair and overhaul (MRO) services for the airline's APS2300 and RE220 auxiliary power units (APUs). With these new contracts, StandardAero now supports 100% of Mesa Airlines' APUs. Under the first contract, StandardAero will provide MRO services for the APS2300 APUs, equipping a further 18 Embraer E175 regional aircraft operated by Mesa for United Airlines. This new contract follows on from a previous 12-year APU support agreement covering 30 Mesa E175s signed in 2015. The second contract covers support of the RE220 APUs which equip Mesa's fleet of 84 Bombardier CRJ700/CRJ900 regional aircraft, operated for American Airlines and United Airlines. StandardAero, an OEM-approved Authorized Repair Facility for both the APS2300 and RE220, will provide Mesa with customized MRO programs offering maximum support and flexibility to meet the airline's specific operational needs. Mesa's APUs will be serviced at StandardAero's Maryville, Tennessee facility.

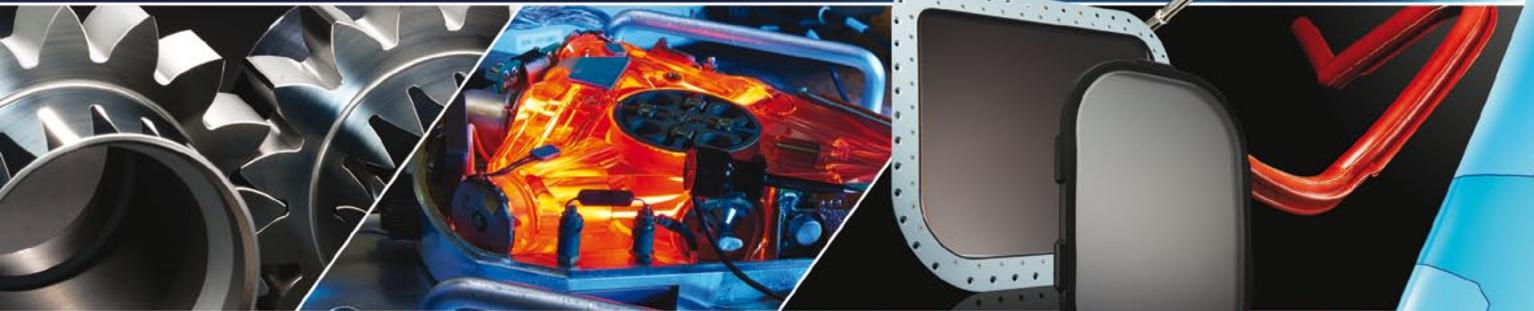
### Spatial to manufacture B787 Door Trainer for WestJet

Spatial, a leading provider of cabin crew training simulators, has been selected by WestJet to manufacture a B787 Door Trainer. Spatial will design and build the Door Trainer at its high-tech manufacturing facility in the UAE before shipping and installing it at WestJet's crew training center in Calgary, Canada. The state-of-the-art Door Trainer will enable the airline's cabin crew to be fully trained in the safe operation of the B787 Dreamliner door. Emergency scenarios include door and handle jams, power assist failures, door indicator malfunctions and slide inflation failures. Spatial will also provide a Virtual Slide Trainer with the device.

# HEICO

Cost saving solutions  
along with trust, integrity  
and attention to detail,  
is what makes **HEICO** a leader  
in the **Aviation Industry**

**Parts / Repair / Distribution**



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





ST Engineering Aerospace sector opened a new MRO facility in Pensacola, Florida  
 Photo: ST Engineering Aerospace

### ST Engineering's Aerospace sector expands MRO Network with new facility in the USA

ST Engineering's Aerospace sector officially opened a new airframe Maintenance, Repair & Overhaul (MRO) facility on June 8, in Pensacola, Florida, USA. The new facility, which can carry out heavy and line maintenance, as well as aircraft modification work, joins two others that ST Engineering has in the USA, located in San Antonio, Texas and Mobile, Alabama, increasing its capacity to serve the North America region and its global clientele. Located at the Pensacola International Airport, the new hangar has been developed at a cost of US\$46 million. At 173,500 ft<sup>2</sup>, it is one of the largest hangars in ST Engineering's global network of airframe maintenance facilities. The facility has an annual capacity of 600,000 labor hours and can accommodate two aircraft of the largest version of the 777 widebody series, or six A321 narrow-body aircraft at any one time.

### Global Aerospace Manufacturer gears up for Growth with 24,000 ft<sup>2</sup> expansion

As the high demand for jet engines shows no signs of slowing down, one Connecticut manufacturer is rising up to meet the challenge. For over three decades Aero Gear in Windsor has been a key player in complex gearbox assemblies for the global aerospace market. Now the company continues to set a course for success as it completes a 24,000 ft<sup>2</sup> expansion of its facility. "In trying to meet the increased orders from our customers, it became obvious that additional people and machines were necessary, and the only way to accommodate this was through enlarging our physical space," explained Doug Rose, Founder of Aero Gear. "Although we have clients around the world, the expan-

sion demonstrates that we are committed to the long-haul in Connecticut." Rose points to the simultaneous growth of the commercial and military defense industries and their need for assembled gearboxes as a prime catalyst for increased production. Aero Gear makes the power drive gear systems for fixed- and rotary-wing aircraft. The mechanisms are as essential as the combustor that creates the thrust for the engine, – the "brain" behind the brawn, and thus, require the highest quality precision engineering and manufacturing.

### ST Engineering adopts masterbrand for its subsidiaries

ST Engineering is undertaking a group-wide branding exercise to firstly adopt a single brand approach by harmonizing all its corporate brands by using "ST Engineering" as a masterbrand, and secondly to align the nomenclature of its subsidiaries' company legal names with that of "ST Engineering". The brand harmonization and alignment of company legal names will take effect from June 1, 2018 in a phased approach. The brand harmonization will help drive higher brand visibility and position the Group for greater commercial impact and marketing presence as it expands into new global markets and industry segments. The brand harmonization will first cover ST Engineering subsidiaries in Singapore and all its global subsidiaries in the Aerospace sector, followed by other overseas companies. The corporate brands of ST Aerospace, ST Electronics, ST Kinetics and ST Marine will be dropped as they take on the masterbrand with sector descriptors of Aerospace, Electronics, Land Systems, and Marine respectively. On the company legal name change, the holding companies of these four business sectors will be the first to adopt "ST Engineering" into their existing company legal names. The alignment of the company legal

names of other local and overseas subsidiaries with the ST Engineering brand will be done progressively from June 1, 2018 onwards.

### Air France Industries KLM Engineering & Maintenance signs components contract with Spring Airlines

Spring Airlines, China's leading low-cost airline, has signed a long-term contract with AFI KLM E&M for the exclusive support of many of the components in its A320 fleet. The contract on a power by the hour (PBH) basis covers many references, mainly in the avionics field. In order to optimize Spring Airlines' operations, which currently has 78 A320s in its fleet, repairs will be carried out in "closed loop" mode by the specialized subsidiary AFI KLM E&M Components China in its Shanghai workshop, close to Spring Airlines' bases at the two Shanghai's airports.

### Magnetic MRO becomes mobile FAA station

Magnetic MRO has strengthened its FAA repair station capabilities by gaining IA (Inspection Authorization) rights. Following upon Magnetic MRO's strategic expansion into the aviation asset management area and global market expansion to US and Asia, the company has confidently marched towards tactical investments to solidify its planned growth. As an FAA IA holder, the Magnetic MRO team is able to determine airworthiness by inspecting repairs and alterations offsite, as well as approving for return-to-service concerning any "N" registered aircraft in addition to corresponding parts and appliances according to 14 CFR part 43.

### Spairliners continues Integrated Component Care services for 15 Embraer E-Jets

Spairliners GmbH and Kenya Airways have extended their existing Integrated Component Care contract covering full component support for 15 E-Jet aircraft of the leading African airline. With this further long-term prolongation, effective from April 2018, the contracted services have been enhanced by an on-site customer representative based in Nairobi and Line Maintenance Training for Kenya Airways' aircraft mechanics. Kenya Airways' E-Jet fleet will be supplied from Spairliners' component pool and logistic centers located in Paris and Munich. Additionally, an optimized on-site stock will be provided at Kenya Airways' premises for their proprietary use.



Jet Aviation gains authorization from Airbus for ACJ350 XWB completions in Basel  
Photo: Jet Aviation

### Jet Aviation gains authorization from Airbus for ACJ350 XWB completions in Basel

Jet Aviation's Completions Center in Basel has received approval from Airbus Corporate Jets for the ACJ350 XWB. The Completions Center has a long history of partnership with Airbus Corporate Jets. Jet Aviation has delivered 23 VIP Airbus cabins since 2000. As the latest addition to Airbus' family of VIP wide-body corporate jets, the ACJ350 XWB approval reflects the history of technological innovation at Jet Aviation's Completions Center and is an important step enabling the company to support owners and operators of the Airbus ACJ350. The facility in Basel is one of the leading wide-body aircraft completions centers. It has successfully delivered 23 VIP Airbus cabins since 2000, from the ACJ319 to the ACJ340-600. In particular, the Center specializes in new-generation composite aircraft such as the Airbus ACJ350 XWB. With the help of Airbus' proprietary Easyfit concept, Jet Aviation's Completion Center in Basel can integrate a cabin without the need for complex and costly airframe modifications.

### SR Technics expands its line maintenance capabilities in the United Kingdom

MRO service provider SR Technics has expanded its line maintenance capabilities at its line stations in the United Kingdom to support the latest Airbus A330neo and Airbus A350 types. SR Technics line stations at Belfast, Bristol, Edinburgh, Glasgow, London-Gatwick, London-Heathrow, London-Stansted

and Manchester, have now been joined by East Midlands Airport, further expanding the MRO's portfolio to meet customer's flight network. Jakob Straub, Head of Aircraft Services and Line Maintenance at SR Technics said: "The new station at East Midlands allows us to grow and diversify our service offering, coupled with the addition of the very latest Airbus models to continue to offer industry-leading delivery levels and aligning our services to the demands of our valued customers."

### Newbow Aerospace and Oakenhurst Aircraft Services signs cooperation agreement

Newbow Aerospace, a leading design, manufacturer and supplier of Ground Support Equipment to the aviation industry, has signed a strategic cooperation agreement with Oakenhurst Aircraft Services to market and distribute the SealVac® range of fuel bowser ground support equipment. Oakenhurst, an FAA, TCCA and EASA 145 & 21 approved MRO, are official distributors for Spokane Industries SealVac System and under the terms of this agreement, Newbow Aerospace will market and promote the range of Sealvac equipment into its existing customer portfolio spanning more than 250 global airlines, as well as new customer opportunities. The SealVac Vacuum Fuel Drain Bowser safely reduces fuel draining and depuddling times from hours to minutes so aircraft maintenance can proceed without delay. The long-term benefits to both the airlines and maintenance service providers are maximizing fuel handling safety by significantly reducing human contact with fuel.

### TAG Aviation to create Maintenance Control Centre in Portugal

TAG Aviation is creating a Maintenance Control Centre (MCC) at Lisbon/Cascais (LPCS) Aerodrome from June 2018. This will enhance TAG Aviation's current Mobile Repair Team (MRT) operations, with maintenance services support now available from eight locations throughout Europe. The MCC will simplify the centralized handling of all AOGs and MRT requests, with one Customer Services contact number, available 24/7, to request assistance from TAG's highly-trained technicians. TAG's dedicated maintenance services teams will be able to swiftly respond to clients' requests, even at short notice, and can be dispatched from anyone of its locations. "One central contact number empowers our maintenance services teams to be able to respond very speedily to our clients' needs across the full range of maintenance service capabilities we operate, minimizing downtime, and further supporting our ongoing commitment to maximize the efficiency of our clients' operations", said Franck Maignier, President Maintenance and FBO Services, TAG Aviation Europe. TAG Aviation has approved MRO maintenance centers right across Europe, including Geneva, Sion, Paris, Lisbon, Farnborough, Clermont Ferrand as well as Lomé (Togo), Hong Kong in Asia and recently opened line stations in Luanda in Angola and in Sheremetyevo in Moscow. TAG Maintenance services is approved by all main aircraft manufacturers and certified to undertake work on over sixty aircraft types.

### Monarch Aircraft Engineering and Thomas Cook Airlines launch line maintenance partnership

MRO-provider Monarch Aircraft Engineering (MAEL) and Thomas Cook Aircraft Engineering have signed a landmark agreement where MAEL will handle elements of Thomas Cook Airlines' line maintenance across the UK. Thomas Cook Airlines' line maintenance has been transferred to MAEL at five UK airports – Gatwick, Birmingham, Glasgow, Newcastle and East Midlands. As part of this, line maintenance engineers working for Thomas Cook Airlines at those locations have transferred across to MAEL. MAEL has a well-established line maintenance operation, with permanent year-round stations at ten airports across the UK and mainland Europe, where it provides line maintenance support including all levels of maintenance on Airbus, Boeing, Embraer and Bombardier aircraft types.



from left to right: Gulfstream Mark Burns and TAG Group Mansour Ojjeih  
Photo: TAG Farnborough Airport

### TAG Aviation Geneva becomes Authorised Service Facility network for all Bombardier business aircraft

TAG Aviation Geneva's current status as an Authorised Service Facility (ASF) for Bombardier Learjet and Challenger aircraft has been extended to also include Global business jets. The centre is now able to provide line maintenance services for Global Express, Global Express XRS and Global 5000 aircraft, as well as Global 5000 and Global 6000 aircraft equipped with the Bombardier Vision flight deck. This new capability strengthens TAG Geneva's service offering for the Bombardier product line and complements the wide range of high quality maintenance service facilities already available at TAG's other maintenance bases in Le Bourget and at Farnborough Airport, which have been Bombardier ASFs since 2013 and 2006, respectively.

### Jet Aviation signs Boeing 787 completions contract

Jet Aviation has signed another Boeing 787 completions contract. In 2015, Jet Aviation was the first company to take delivery of a B787-9 for interior completions. Since 2013, Jet Aviation has dedicated significant research and development into carbon fiber aircraft such as the B787 to ensure it can offer customers world-leading expertise and equipment specifically formulated for the demands of a composite airframe. With innovative proprietary technology, Jet Aviation can integrate a cabin onto a B787 without modifying the fuselage, avoiding time-consuming and costly repairs. Jet Aviation has completed 28 Boeing aircraft since 1998.

### TAG Farnborough Airport selected as location for new Gulfstream Aerospace Corp. UK Service Centre

European business aviation airport, TAG Farnborough Airport, has been chosen as the location for Gulfstream Aerospace Corporation's London Area Service Centre with a state-of-the-art, purpose-built facility expected to be operational by the third quarter of 2020. The new maintenance, repair and overhaul (MRO) facility will include office space, customer areas, shop space and a hangar able to accommodate up to 13 large-cabin aircraft. Significant ramp space will also be included, along with a car parking area. The entire facility is projected to cover approximately 180,000-

220,000ft<sup>2</sup> (16,723-20,439 m<sup>2</sup>). "We chose TAG Farnborough Airport because it is a London gateway airport dedicated exclusively to business aviation. Frequented by many of our operators, it offers amenities that complement our brand, with the space required for our current construction plans and future growth," said Derek Zimmerman, President, Gulfstream Product Support. "In the last six months, we've announced several new MRO facilities and expansions, including Van Nuys, California; Appleton, Wisconsin; Savannah, Georgia, and now the United Kingdom. The growth of the Gulfstream fleet and increased size of our aircraft are driving the need for continued growth and additional capacity in our service centre network."

**MAGELLAN**  
AVIATION GROUP

magellangroup.net

**EXTENDING THE LIFE CYCLE**  
**BUY • SELL • LEASE**



Air Astana new hangar  
Photo: Air Astana

### Air Astana opens new Aviation Technical Centre in Astana

Kazakh flag carrier Air Astana has opened a new Aviation Technical Centre at Astana's Nursultan Nazarbayev international airport on May 24. The new Aviation Technical Centre enables Air Astana to undertake all aircraft engineering and servicing requirements up to heavy maintenance level. The project was financed by the European Bank for Reconstruction and Development at a cost of US\$19 million. The Aviation Technical Centre's energy efficient, single span hangar offers 5,556 m<sup>2</sup> of floor space and can accommodate widebody types like the Boeing 787 or Boeing 767, alongside a single aisle aircraft like the latest Airbus A320neo Family simultaneously. The Canadian designed structure is built to a very high specification and designed to remain fully operational even under the extremely low temperatures experienced in Astana during winter months. In addition to the hangar, the Aviation Technical Centre incorporates a spare parts warehouse and a complete range of workshops for the repair and overhaul of aircraft components. An auxiliary building provides space for the existing Air Astana Engineering Centre to significantly expand training of engineering and maintenance staff to international standards.

### K5 Aviation signs service contract with Lufthansa Technik

German-based VIP charter company K5 Aviation has contracted Lufthansa Technik to provide worldwide technical support for its VIP long-haul fleet. K5 Aviation is a

worldwide operating company with bases in Europe, Russia and the USA and has a mixed Airbus / Bombardier fleet. Lufthansa Technik offers the corresponding services especially for operators of VIP and business jets via its product "Airsides Assistance". As the core of "Airsides Assistance", Lufthansa Technik offers access to its pool of highly qualified engineers and mechanics, and worldwide material supply through the company's global logistics network. The services also include immediate support in the event of a technical problem where the aircraft has to stay on the ground (AOG). Additional support services for the maintenance and operation of VIP aircraft complement these basic services if required, including maintenance management, CAMO (Continuing Airworthiness Management Organization) support or airworthiness review, refurbishment and modernization of cabin facilities, coordination with authorities and maintenance of engines and components. "Lufthansa Technik's global presence is of great importance to K5 Aviation as our aircraft are deployed worldwide," said Erik Scheidt, director of K5 Aviation. "An international maintenance network is essential for the reliability and readiness of our fleet at all times. At Lufthansa Technik we can rely on the same high quality worldwide as at our home base."

### Acropolis Aviation confirms IFE partner on new ACJ320neo

At EBACE, Geneva, Acropolis Aviation, the Farnborough Airport, UK-based VVIP charter operator, confirmed its engagement with Rockwell Collins on its brand-new Airbus ACJ320 – which entered produc-

tion at Airbus' Toulouse facility this month. Acropolis is due to receive the first ACJ320 during the fourth quarter of 2019. The aircraft is due to be delivered green by Airbus to Acropolis' chosen outfitter, AMAC Aerospace before year end. AMAC will be installing a new Alberto Pinto cabin at its Basel, Switzerland facilities. Acropolis, via AMAC Aerospace of Switzerland, has specified Rockwell Collins as cabin management system provider for the ACJ320. Acropolis is specifying Rockwell Collins' high-definition Venue cabin management and entertainment system - Stage on demand, the Airshow® Moving Map, and the company's innovative Viet LED interior lighting system. According to Acropolis CEO Jonathan Bousfield, the decision to remain loyal to Rockwell Collins builds on a successful relationship which first began with the introduction of Skybox IFE in 2015, through to the upgrade to Stage aboard G-NOAH earlier this year.

### Boeing and Turkish Technic announce Global Fleet Care supplier agreement

Boeing and Turkish Technic, the maintenance, repair and overhaul (MRO) arm of Turkish Airlines, have announced a Global Fleet Care supplier agreement. Turkish Technic is now a strategic Boeing supplier for line maintenance, heavy maintenance of airplanes, component service and repair. Boeing and Turkish Technic will collaborate together in the training and certification of technicians from different parts of the world. Last year, Boeing and the Turkish Government announced the Boeing Turkey National Aerospace Initiative. This supports the growth of the Turkish aerospace industry. Its targets were set by Turkey's Vision 2023, designed to celebrate the 100th anniversary of the Turkish Republic. The initiative aligns Boeing investment and programs with the Turkish Government, Turkish airlines, aerospace service companies and industry suppliers in the areas of research, engineering and skills development. "Turkey is one of Boeing's top strategic growth countries, and we see a strong potential in aviation services and maintenance in Turkey," said Marc Allen, President of Boeing International. "Positioning Turkey as a global player in aviation services is one of the key elements of the Boeing Turkey National Aerospace Initiative. With this agreement, we are taking our successful collaboration with Turkish Technic one step further in a manner that aligns to the growth of Boeing and Turkey."

# TRUEAERO

ASSET MANAGEMENT



**UNLEASH THE POWER  
OF YOUR ASSETS**

## LHT signs first customer for innovative radome

Lufthansa Technik AG has signed a contract with an undisclosed customer concerning development and delivery of its new TIOS+ radome (Three-In-One-Solution). The customer, a renowned completion center for VIP aircraft, is the first buyer for the new radome technology. The radome will be installed on a Boeing 737 MAX 8. TIOS+ is a product of Original Equipment Innovation (OEI), Lufthansa Technik's product division dedicated to the development and manufacture for innovative products. The customer will receive the first shipset of TIOS+ by the end of 2018. TIOS+ is a triple Band (L, Ku, Ka) elegant and fuel-efficient tail mount solution for the 737 family. Nearly 20 years after the introduction of the popular TIOS (Two-In-One-Solution) radome, Lufthansa Technik has been able to advance the system for use with Ka-band installations. Within only six months, Lufthansa Technik developed this product and established an in-house manufacturing setup in Hamburg. The future development aims at the adaptation of TIOS+ to the Boeing 737 MAX 7 and 737 MAX 9 aircraft types.

## ST Aerospace secures first ACJ maintenance contract at San Antonio facility

ST Aerospace's VIP Completion arm, AERIA Luxury Interiors (AERIA) secured its first Airbus Corporate Jet (ACJ) customer when it was awarded a 12-year maintenance support contract for an A319. Under the agreement, AERIA will carry out heavy maintenance works that include interior and auxiliary fuel tank removal/replacement. While AERIA has built up a strong record since 2014 in servicing and performing VIP modification and completion on Boeing platforms, the A319 is the first ACJ that the company is supporting at its facility located in San Antonio, Texas, USA. This milestone project allows AERIA to showcase its capability and knowledge base in Airbus platforms to potential ACJ customers looking for customized VIP interior solutions.

## Falcon Aviation plans opening of new Dubai DWC Base Maintenance Hangar facility

Falcon Aviation, UAE's business aviation services, charter, MRO and aircraft management company, returns to Europe's pre-

mier business aviation show, EBACE, in Geneva this month (May 29-31) to highlight its new business jet MRO facility at its Dubai South, DWC, Al Maktoum International Airport. Falcon Aviation's new facility is built on a total 24,000 m<sup>2</sup> plot size capable of accommodating up to four Boeing BBJ / Airbus ACJ-sized narrow-bodied aircraft for base maintenance. It includes workshops, interior solutions, a wash bay and landside office space, plus 13,000 m<sup>2</sup> of apron. Falcon Aviation supports its own and managed fleet of business jets and helicopters at its Al Bateen Executive Abu Dhabi Airport facilities, though its new Dubai base has been built primarily for third-party customers. Falcon Aviation is already talking with existing and prospective customers to grow its MRO business. Falcon Aviation's new facility, which has been in construction for 12 months, is pivotal to its overall long-term strategy to bring a 'one-stop MRO shop' to the region. It has committed to building the necessary infrastructure to support the region's growing business aviation market – with an FBO, Heliport (running under Falcon's AOC), Line Maintenance - and now Base Maintenance and Technical services.

## Jet Flight Service opens new maintenance service center in Riga

With its headquarters in Moscow, Jet Flight Service has opened a new maintenance service center in Riga which belongs to its strategic plan of developing its maintenance and engineering services to international clients. The new maintenance facility will provide Line Maintenance Services and Base Maintenance Services for Embraer aircraft (Legacy 450/500/600/650) and Gulfstream aircraft (G350/450/550/650). Jet Flight Service has appointed Frantisek Budin to the position of Base Maintenance Manager of its new maintenance facility in Riga. Budin joins the company with immediate effect; his extensive skills in aircraft maintenance and experience of working with Embraer aircraft makes him a perfect match with Jet Flight Service.

## F/LIST opens new Canadian-facility and signs partnership agreement with Lufthansa Technik

This year's EBACE takes place just two weeks after F/LIST officially opened F. LIST CANADA CORP., its new production facility in the Montreal aerospace cluster. It provides high-quality wood veneers for busi-

ness and executive jet interiors, finishing and assembling of interior components, refurbishment of interiors, and product and customer support for the entire North American market. The facility also houses a showroom and a veneer selection area as part of its designation as F/LIST's Veneer Competence Centre for flame-retardant wood veneers, key components of its interior finishing business. In addition, F/LIST has announced a new sales partnership with Lufthansa Technik: as of now, F/LIST distributes Lufthansa Technik's nice HD system for the aftermarket business. Currently, the nice HD system is available for the Bombardier Challenger, Bombardier Global and Gulfstream G450/G550 platforms.

## OGMA delivers 1500<sup>th</sup> Pilatus PC-12 shipset

OGMA – Indústria Aeronáutica de Portugal, S.A. has delivered to Pilatus Aircraft the 1500<sup>th</sup> Pilatus PC-12 shipset, an aircraft structure manufactured and assembled at Alverca facilities since 1994. Thus, OGMA reinforces a relationship of almost 25-years with the Swiss OEM and consolidates its commitment to the Aerostructures business. OGMA is a Tier-1 supplier of Pilatus and has a qualified team of more than 230 employees dedicated to the PC-12 program, from different areas such as production, quality, engineering, planning and commercial areas. At Alverca plant, OGMA is responsible for manufacturing composite parts and assembly of the fuselage, wings, cargo and passenger doors, flaps, ailerons, rudder and harnesses. Each shipset goes by inland transport to the Pilatus Group facilities, in Switzerland.

## StandardAero to create Canadian Centers of Excellence (COEs) for Helicopter Airframe/Components, Helicopter Engine and Turboprop Engine MRO Services

StandardAero has announced that, over the next 12-18 months, the company will be restructuring its primary Canadian MRO facilities to create three different Centers of Excellence (COEs) specifically for supporting Helicopter Airframe/Component MRO services, Helicopter Engine MRO services and Turboprop Engine MRO services at its facilities located in Langley, B.C., Winnipeg, M.B. and Summerside P.E.I., respectively. Additionally, and as part of the re-

structuring, StandardAero intends to wind down operations at its Richmond, B.C. facility by June of 2019. Helicopter engine MRO services currently performed at Richmond will be relocated to StandardAero's Winnipeg facility, including all Safran Arriel 1&2, Rolls-Royce M250, GE T700 and Pratt & Whitney Canada (P&WC) PT6T helicopter engine MRO services. Winnipeg will serve as the company's COE for all Helicopter Engine MRO services. Helicopter dynamic components, currently located in Richmond, will be relocated to the company's Langley facility which will serve as the COE for Helicopter Airframes/Component MRO services moving forward.

### PPG aerospace coatings systems qualified by Pilatus aircraft

PPG has announced that Pilatus Aircraft has qualified PPG exterior paint systems for all production aircraft. The PPG paint sys-

tems are qualified to Pilatus Specification PMS0600-52-01. The PPG coatings are qualified for application on the PC-24 Super Versatile Jet, PC-12 NG turboprop airplane, PC-6 multirole aircraft, and PC-21, PC-9 M and PC-7 MkII military trainers. According to Thorsten Schleyer, PPG account manager for Pilatus, PPG formulated the coatings systems with the latest innovative technology, enabling PPG to offer a coatings system that meets the application and performance needs of Pilatus.

### LHT and Comair sign comprehensive TTS® for Boeing 737 MAX 8

The South African airline Comair Limited and Lufthansa Technik have signed a comprehensive long-term Total Technical Support (TTS®) contract. In the frame of the new agreement, Lufthansa Technik will provide engineering, planning, line maintenance and component support including

consumables and expendables supply for the customer's future Boeing 737 MAX 8 fleet. The services will commence in January 2019, when Comair, as part of its fleet renewal program, will take delivery of the first two of eight 737 MAX 8 aircraft on order. As part of the TTS®, Lufthansa Technik supports Comair with a Technical Operations Management (TOM), integrating all MRO activities contracted in the agreement into a comprehensive service package.

### MTU Aero Engines steps up efforts in the field of additive manufacturing

The breakthrough came with the borescope boss for the geared turbofan engine powering the A320neo; MTU Aero Engines is stepping up its efforts in the field of additive manufacturing. At the beginning of this year, a separate department, headed up by Dr. Jürgen Kraus, was set up to push this technology forward. "By pulling all activi-

unequivocal precision exceptional EGT margins

**AERO NORWAY**  
Quality Engines

Aero Norway is an independent engine MRO delivering globally recognised flexible worksopes for CFM56-3/5b/7b series engines.

Skilled and experienced technicians combine a fresh Norwegian spirit, with a long and proud international heritage to provide fast turnaround, quick slot inductions and a range of highly competitive and reliable engine services that are multi-release FAA, EASA, TCCA, GCAA, CAAC and DGCA certified.

**It's precisely why operators choose Aero Norway.**

[aeronorway.no](http://aeronorway.no)

ties – from design to technology development and all the way to production – together in one unit, we want to maintain and build our competitive edge,” comments MTU Chief Operating Officer Lars Wagner. At MTU’s headquarters in Munich, Dr. Jürgen Kraus, Director, Additive Manufacturing, has assembled a team of around 30 professionals from various technical disciplines: design engineers, structural mechanics engineers, process specialists and operations scheduling experts. They are looking into new conceptual designs of applications and constructions from a bionics’ viewpoint, pushing the development of the production technology forward, and industrializing the entire process chain. Their work is worth the effort: Experts estimate that by 2030, parts manufactured using additive manufacturing techniques will account for at least 15 percent of the overall engine. “With the development of new machine types and improved on-line process control, it will be possible to produce an increasing number of components by additive manufacturing in a cost-effective man-

ner,” explains Dr. Jörg Henne, Senior Vice President, Engineering and Technology. The additive manufacturing process used at MTU is selective laser melting, or SLM for short. Production of borescope bosses for the PurePower®PW1100G-JM geared turbofan engine powering the A320neo started back in 2013. MTU Aero Engines has ambitious plans: “We are currently pressing on with additive manufacturing, giving its further development top priority in numerous technology projects and technology funding programs,” explains Wagner. The aim is to explore new designs, new components, and new materials. As part of Clean Sky, the largest technology initiative ever launched in Europe, MTU is currently working on a seal carrier manufactured using additive processes. The inner ring with an integral honeycomb structure will be installed in the high-pressure compressor and will contribute to improving clearance control, and hence to increasing efficiency. Additional components such as bearing housings, brackets and struts will follow. Other aims are to further enhance the pro-

cess-monitoring system and improve the surface finish.

### C&L Aviation Group completes Hawker 800XP ADS-B Garmin ADS-B installation

C&L Aviation Group has installed the first Garmin ADS-B Out solution for a Honeywell Primus II-equipped Hawker 800XP. The installation was done in cooperation with Elliot Aviation at C&L’s Bangor, Maine, facility and it complies with the FAA 2020 ADS-B Mandate and DO-260B standards. As a distributor for Garmin International, C&L offers its customers the full line of Garmin products—including ADS-B upgrades, communications, navigation equipment and full-glass cockpits—to support corporate aircraft owners. C&L also offers a wide range of other avionics equipment to compliment ADS-B upgrades.

## Finance News

### DAE signs agreements to sell aircraft valued at US\$900 million

Dubai Aerospace Enterprise (DAE) has announced that its leasing division DAE Capital has signed three agreements to sell 16 aircraft with a total market value of approximately US\$900 million. The aircraft covered by these agreements include the Boeing 737 and Airbus A320, A330, and A350 family aircraft, have an average age of two years, and are currently on lease to 11 airlines in 11 countries. Firoz Tarapore, Chief Executive Officer of DAE commented “This divestment activity will help us optimize our portfolio composition and monetize some of our recent larger-scale investments. This transaction does not impact our total number of customers. Proceeds will be used to pay down debt and reinvested to support our ambitious growth plans. Proactively managing our portfolio through active trading is a critical component of our long-term portfolio strategy and it is important for us to remain relevant in all segments of the secondary market for aircraft sales.” These agreements are expected to close in the second half of 2018.

### IAI’s first-quarter net income down 76% from last year

Israel Aerospace Industries (IAI), Israel’s largest national

military and civilian security defense company, has issued its consolidated financial statements for the three months ended March 31, 2018. The Company’s sales in Q1 2018 amounted to US\$883 million compared with US\$837 million in Q1 2017, an increase of 5.5%. Operating income in Q1 2018 amounted to US\$34 million (3.8% of sales) compared with US\$44 million in Q1 2017 (5.3% of sales). This decrease can be explained by the increase in R&D expenses and in general and administrative expenses compared with the corresponding quarter of last year. EBITDA in Q1 2018 amounted to US\$75 million compared with US\$72 million in Q1 2017. Net financial expenses in Q1 2018 amounted to approximately US\$17 million compared with US\$7 million in Q1 2017. The increase in net financial expenses compared to the corresponding quarter of last year is mainly a result of exchange rate valuation losses due to the erosion of NIS asset balances and the ineffective portion of foreign exchange hedges in view of the appreciation of the US\$ exchange rate in relation to the NIS by about 1.4% in the first quarter of 2018 as opposed to a depreciation of 5.5% in the corresponding quarter of last year. Net income in Q1 2018 totaled US\$11 million (1.2% of sales) compared with net income of US\$46 million in Q1 2017 (5.5% of sales). The decrease in net income mainly arises from the decrease in operating income and the increase in financial expenses and in tax expenses. The order backlog at the end of Q1 2018 amounted to US\$12 billion compared to US\$11.2 billion at the end of 2017. 76% of the order backlog is held for sale to foreign customers with wide geographical

dispersion. The order backlog is comprised of a wide variety of products and secures 3.2 years of operation.

**DAE signs landmark unsecured revolving credit facility**

Dubai Aerospace Enterprise (DAE) has signed a landmark unsecured four-year revolving credit facility with an initial commitment of US\$480 million and an accordion feature that allows the facility to be increased to up to US\$800 million at any time after the initial closing. The facility includes both conventional and Islamic tranches and will support the future financing needs of the business. Firoz Tarapore, Chief Executive Officer of DAE said: "We are pleased to sign this landmark regional transaction lead by Al Ahli Bank, First Abu Dhabi Bank and Noor Bank. This transaction underlines both the regional liquidity available to top quality names and the strength of the DAE franchise. This facility further diversifies our funding sources and adds to the unsecured component of our liquidity profile, increasing our

unsecured revolving credit facilities to US\$1,125 – US\$1,445 million depending on the final committed amount of this facility. On a pro-forma basis as of December 2017, if this facility is fully drawn and if the proceeds are used to pay down secured indebtedness, DAE's percentage of unsecured debt would increase from 26% to a range of 31%-34%."

**Satair makes strategic investment to boost UK-operations**

Satair's UK operation has benefited from a multi-million-pound investment program, resulting in the opening of a brand-new facility close to London's Heathrow Airport. The facility, at Space Waye, North Feltham Trading Estate, became fully operational on March 19 and has six-times the area and 11-times the cubic capacity of the previous Heston, Middlesex, facility which Satair had occupied for almost 30 years. Currently, Satair services some 7,500 aircraft batteries a year making it one of the world's largest commercial aircraft battery servicing operations

# Now in the Americas

Experts in Integrated Component Care for **Embraer E-Jet family.**



**Marc Bajaj**  
Sales Director Americas  
☎ +1 954-830-6272  
✉ sales.americas@spairliners.com

- PBH Component Programs
- In-house Repair Capabilities
- Loans & Exchanges
- 24/7 AOG Support
- Asset Management & Optimization



🌐 www.spairliners.com    🐦 @Spairliners    📺 spairliners-gmbh

with a top-ranking reputation for quick lead times, quality, safety and the market confidence that comes from a strong heritage and pedigree of over 50 years. Some 180 customers, ranging from international scheduled airlines, charter carriers, large low-cost airlines and regional airlines, to MRO companies, helicopter owners, business jets and private aircraft owners have their batteries serviced by Satair UK. The business is also one of the world's largest aviation battery distributors, representing the top-five battery manufacturers – ACME, Concorde, Hawker Enersys, Marathon Norco Aerospace and Saft. The increased warehousing and workshop space at Space Way provides opportunities for expanded capabilities according to Jon Ravenhall, Managing Director Satair UK and Head of Operations Repair Europe (UK). He said: "It is also our intention to widen

the scope of our offering to the market. Being a key part of the Operations Repair Group within Satair, we plan to offer electrically-based product repairs, particularly for Airbus proprietary parts. We are working very closely with our Satair and Airbus colleagues in determining a wide range of stocked parts, all of which have significant UK demand, and we have a development plan for this year and 2019 for both warehousing and repairs."

## Other News



Air BP refuels an operator's aircraft in Australia

Photo: Air BP

**Air BP**, the international aviation fuel products and service supplier has strengthened its Australian network. Following the addition of **Bundaberg airport** (BDB/YBUD) in Queensland and **Busselton airport** (BQB/YBLN) in Western Australia in March, the company has now started supplying Jet A-1 fuel at **Cloncurry airport** (CNJ/YCCY) in Queensland. The three locations will serve both commercial and general aviation customers and brings the number of Australian airports where Air BP offers refuelling services to 76. Air BP's commitment to delivering the most comprehensive fuelling network in the country is underpinned by their extensive operational experience in Australia and understanding of the need for safe, fit-for-purpose fuelling services at regional airports. On June 1, Air BP added Jet A-1 to their supply of Avgas at Cloncurry airport following demand from customers such as **Virgin Australia** and **Qantaslink**, who operate regular scheduled services from the airport. Air BP's operations at Bundaberg airport started on March 26. Located 400km from the state capital of Brisbane at the southern tip of the Great Barrier Reef, it serves a growing customer base including Qantas and Virgin Australia. It is one of the

operational bases of the renowned **Royal Flying Doctor Service** (RFDS), who recently announced that Air BP had become a National Partner. Expansion plans are currently underway at Bundaberg for an aeromedical precinct. Air BP has invested in two new 110,000 litre jet fuel tanks and a self-serve facility at Busselton airport. Following three months of planning, the new tanks were completed in February and tested ahead of the first fuelling on 13 March. Air BP's investment will support the airport's expansion which includes a new terminal and extended runway. Located 220km south of Perth, Busselton serves the popular Margaret River wine region.

**Air Partner**, the global aviation services group, has opened a new office in Los Angeles, in line with its strategy to grow its geographical footprint. The office, which opened on June 4, 2018, will service southern California and the broader West Coast markets, strengthening Air Partner's existing US network, which includes New York, Fort Lauderdale and Washington D.C. The announcement of the L.A. office coincides with Air Partner reporting strong trading in the U.S. as part of its full year results, released on Monday 11 June, 2018. The Group's U.S.-based Commercial Jets, Private Jets and Freight charter divisions all performed well. Air Partner's Private Jets business reported an 80% rise in overall US customer numbers, driven by last year's New York office expansion, the recruitment of new management, and the Air Partner JetCard being recognized as the most flexible US membership program by independent aviation consultancy Conklin & de Decker for the fourth consecutive year. Meanwhile, the Commercial Jets and Freight divisions were kept busy responding to customers' needs in the face of hurricanes Irma and Maria, which hit the U.S. and the Caribbean in September.

**10** MORE YEARS  
TPAerospace

# WHEELS & BRAKES

IT'S THAT SIMPLE



[TPAEROSPACE.COM](http://TPAEROSPACE.COM)

**IFS**, the global enterprise applications company, has announced that the **TEST-FUCHS Group**, a leading manufacturer of test systems and components for the aerospace and defense (A&D) industry, is one of the first A&D customers to select the recently launched IFS Applications™ 10 as its global Enterprise Resource Planning (ERP) and Maintenance Repair & Overhaul (MRO) solution. Headquartered in Austria, TEST-FUCHS selected IFS because of its industry-specific capabilities, completeness of the solution, and its long-term aerospace and defense industry experience. TEST-FUCHS will roll out IFS Applications 10 across Austria, Germany, Italy, France, UK, USA, Singapore, and China to support its global mechanical engineering and maintenance operations, which serve some of the world's major aircraft manufacturers, airlines, OEMs and MROs, including Airbus, Boeing, Air France, British Airways, Emirates, Singapore Airlines, Sikorsky, and Embraer. IFS Applications 10 has been designed to help companies connect their business to a digital backbone and capitalize on disruptive technologies, processes, and business models such as automation, connected devices, and servitization. The implementation at TEST-FUCHS will cover preventive maintenance, fleet & asset management, component MRO, manufacturing, human resources, financials, supply chain, CRM, service management, document management, quality management, and quality assurance. In addition to the new deployment, TEST-FUCHS will enter into a long-term strategic partnership with IFS to help

organizations in the aerospace and defense sector react to industry changes by implementing IFS Applications.

**Pratt & Whitney Canada** (P&WC) has achieved Supplemental Type Certification (STC) for its FAST™ prognostics solution on the single-engine Pilatus PC-12 47E NG aircraft powered by the PT6A-67P. The FAST solution captures and analyzes full-flight engine and aircraft data, enabling high visibility on a multitude of key operating parameters within 15 minutes of the pilot shutting down the engine, which can be used to optimize maintenance planning and operations and further increase aircraft availability. PlaneSense, a leading fractional aircraft ownership program, will launch the FAST solution on its fleet of PC-12 NG aircraft. In addition to the PC-12 NG, the FAST solution is certified on the Beechcraft King Air 200/300 series, Textron Aviation's Cessna Caravan 208/208B, as well as Air Tractor platforms. P&WC continues to invest in new FAST certifications, including in the development of an STC for the PC-12 45 and 47 series of aircraft to help meet the growing demand for advanced digital engine health management among 7,000 PT6A operators.

# GLOBAL AIRCRAFT INVENTORY SOLUTIONS



Teflon, Metal, Kevlar & Rubber Hose Manufacturing / Distribution



Worldwide OEM Distribution Partnerships



Aircraft Interior Refurbishment, Modification & Complete Cabin Reconfiguration

**27** Unique OEM Product Lines  
**7** Strategic Stock Locations

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

# CAPABILITY



**MRO**  
SERVICES

GA Telesis MRO Services has the ABILITY to support the industry's flight operations. We understand the importance of quality and take the time to ensure that we operate using the highest industry standards and best practices, every day. Our attention to detail is second to none.

Visit us at [www.gatelesis.com](http://www.gatelesis.com)



There is strong demand for narrow body aircraft components.  
Photo: Airbus

# Setting the trends

The North American MRO market chiefly the U.S is projected to represent \$124.8 billion over the five years but as industry analysts project, the region will experience very moderate growth over the next decade. **Keith Mwanalushi** reports.

**N**orth America MRO spend is forecast to shrink from \$19.9 billion in 2018 to \$19.4 billion by 2023, then rebound to \$23.8 billion by 2028—overall, relatively flat growth with 1.8% CAGR according to experts at Oliver Wyman.

Dany Kleiman Group Vice President – Repair and Engineering at AAR observes that in terms of airframe MRO, the most significant trend in the region is the shortage of qualified aircraft mechanics and the negative impact its having on labour rates. “A significant trend I’m seeing on the component side of the business is OEMs raising the prices of piece parts, which is driving up the cost of repairs.”



Angela Garber – VP Sales North America, AJW Group.

Angela Garber – VP Sales North America, AJW Group highlights the significant challenge posed to North American airlines and OEMs by an influx of new carriers and providers, whose long-haul low-cost offering threatens to make legacy carriers non-competitive. “As established North American OEMs and airlines are obliged to inno-

vate to participate, the MRO industry and whole supply-chain providers like AJW are adapting to support their ever-increasing need to reduce costs and drive efficiencies. As a result, the term ‘value engineering’ is increasingly being used to describe MRO that goes beyond simple repairs to unlock financial gains and efficiencies for operators across the supply chain,” states Garber.

Another significant trend today in the North American market is the consolidation of OEMs and MROs. Franck Becker VP Sales Americas for AFI KLM E&M states that over the past decade, there has been a notable strategic growth of the MRO market with an increased OEM/OAM competition.

Ben Thomas, Vice President Product Lines, Services and Aftermarket Sales at KLX Aerospace Solutions agrees about consolidation in the market. “All the players throughout the MRO space are getting bigger, the airlines, the MROs, the repair shops, and the numerous service providers up and



Dany Kleiman, Group Vice President – Repair and Engineering, AAR.



AAR sees this as an opportunity to grow their portfolio of services.  
Photo: AAR

down the value chain," he says.

"Well, as the consolidation of OEMs is accelerating with a vertical integration, major MROs will not change while smaller ones may disappear," adds Becker.

Tom Covella, Group President of STS Component Solutions also agrees that there is a large consolidation of MRO players in the market. He says there is a great deal of mergers and acquisition activity occurring where niche MRO service providers are being acquired and integrated into larger MRO business platforms.

There also continues to be strong demand for narrow body aircraft components, indicates Shawn Kling, President at Universal Asset Management(UAM)which has driven the prices higher than expected on aircraft being acquired for disassembly and aircraft part sales. "The market place for desirable narrow body aircraft has therefore become

extremely competitive to the point that the pricing is simply too high to see any returns for the typical aircraft parts distributor."

In turn, Kling feels this is forcing more MROs to try to acquire aircraft on their own to fulfil their parts demand. "MROs that have not traditionally done this before are finding out that it takes much longer than they realised, and that acquiring aircraft is far more difficult and expensive than what they had previously envisioned."



Ben Thomas, KLX Aerospace Solutions, Vice President Product Lines, Services & Aftermarket Sales

From an engines perspective, MTU Maintenance is still seeing increasing leasing and MRO demand for mature engine types such as the CF34-3, CFM56-3C1 and CF6-80C2. "Only two years ago, these were heading to their final resting place in the desert or destined for teardown" says Les Cronin, Senior Director of Marketing and Sales North America, MTU Maintenance. "But now they are returning to active service – in some cases resulting into an immediate need for MRO services, from smaller work scopes to heavy maintenance."

In the latter case, as Cronin explains, it means that work scopes are being performed with a view to longer-term operations. He says lease engines with green-time are also currently in high demand.

MTU is also witnessing a strengthening in demand on maturing engine types such as the CF34-8E, CFM56-5B/-7B and V2500-A5 – both for MRO and lease support services.

The major aircraft OEMs are changing their approaches to the aftermarket and are pushing for more revenue growth, clearly. "We feel that the industry will continue to see a trend toward outsourcing MRO work to independent providers as well as the OEMs. In the past our company has developed partnerships with OEMs, on the engine side, for landing gear, as well as components through joint ventures, which is more of a win-win than competing directly," states Mark Davis, Senior Vice President Commercial, HAECO Americas.



Les Cronin, Senior Director of Marketing and Sales North America, MTU Maintenance.



Stephen Lim, President of VT SAA, ST Aerospace's facility in the US.

Stephen Lim, President of VT SAA, ST Aerospace's facility in the US notices how OEMs are becoming even more protective of their Intellectual Property (IP), and foresees possible acquisitions of independent providers by the OEMs. "Having said that, we view the OEMs not just as competitors, but also our partners and customers. As the OEMs' core business still lies in the manufacturing of products and aftermarket parts sales, established MRO players such as ourselves can offer both scale in facility network and

range in MRO capabilities in collaborations with the OEMs. Such a collaboration helps lead to stronger focus on improving performance, reliability and cost efficiency," says Lim.

ST Aerospace is seeing an uptick in the demand for MRO services due to the recovery of the air freight market, while airlines have also been investing in upgrades and new interiors as they continue to enjoy being profitable. "However, in the long term, the overall North American MRO market may remain relatively flat due to new-generation aircraft which have lower maintenance demands," suggests Lim.

Kleiman of AAR says OEMs' increased participation in the aftermarket has substantially impacted the supply chain and led to greater consolidation among smaller service providers. "But that's due largely to increased competition on legacy parts."

AAR sees this as an opportunity to grow their portfolio of services, stand out and remain competitive, considering anticipated changes to the supply change related to new products entering the market. Although next generation aircraft and advances in airframe manufacturing give OEMs the upper hand to control the aftermarket for new parts and aircraft, AAR sees opportunities for OEMs to partner with small providers like AAR to focus on legacy aircraft.

Garber says MRO providers like AJW have long recognised that OEMs will not achieve significant revenue growth through incremental operational efficiencies, but by making step changes that have the power to transform their operations. "This is why aftermarket providers including AJW are now offering a holistic approach to supply chain management, which looks at how the whole process of sourcing, maintaining and managing aircraft spares can be streamlined."

An example of this holistic approach to MRO is AJW's work for Bombardier Business Aircraft, where AJW uses a bespoke IT interface and predictive maintenance technology to manage the strategic sourcing of repairs from OEMs and MROs, including AJW's maintenance hub for component repair and overhaul service, optimising performance, and efficiency of the services while reducing operating and total life cycle costs for Bombardier.

Pastor Lopez, President at GA Telesis MRO Services feels the most disruptive dynamic at the moment may be the OEM penetration of the aftermarket services. "They have made their intentions very clear," he observes. "However, OEM's will still require a support network around the world to be able to provide timely solutions to operators."

Notwithstanding this, independent MRO's are changing their strategy to ensure they stay relevant. "Companies like ours that have an internal eco-system will be in a better position to excel in the new environment. OEM's need our full breadth of external support and capabilities to ensure the useful life of aircraft are extended, thereby increasing the residual values of their assets," explains Lopez.

Lopez advises that it is also in the best interest of the airline operators to ensure there is a solution outside of the OEM's to maintain costs in check. "This could be a multiprong solution. Recently, we signed an agreement with Honeywell to provide OEM parts at competitive prices that match those of PMA's. This provides OEM quality while effectively decreasing operator's unit cost."

North American operators have traditionally taken a longer view for their operations, as having the youngest fleet over their competitors is less of a competitive play compared to other regions of world, stresses Cronin from MTU. "For such fleets, MTU Maintenance can optimise MRO across the entire lifecycle, resulting in significant cost reduction over the operational timeframe and beyond, for instance through asset management services and teardown."

North American operators also have a very strong focus on owned assets across the lifetime and cost-minimisation, so in many cases they are open to solutions from independent MRO providers, like MTU Maintenance, that include alternative MRO and alternatives to OEM MRO solutions, especially in the latter part of the lifecycle.

As mentioned elsewhere in this article the shortage of qualified mechanics is affecting the market. "There is a shortage of qualified maintenance technicians in the U.S," affirms Davis from HAECO. "Attracting qualified people and retaining them is key to our long-term success."



Mark Davis, Senior Vice President Commercial, HAECO Americas.

As the market continues to expand, the need for maintenance professionals will increase even further. "We partner with local technical schools to provide a defined track for education, training, onboarding and retention. Additionally, we are honoured and actively engaged in recruiting men and women of the armed services who are returning from active duty and entering the civilian workforce," Davis tells.

While the demand for aircraft maintenance technicians remains strong, the supply of talent is decreasing. Covella says part of this has to do with the generational gap that exists between the dominant workforce demographic, those older than 45 years of age, and those now entering the profession.

"While the ageing workforce steadily moves into retirement, there are not enough young technicians entering the field. This creates a fairly unique challenge for staffing organisations.

Covella believes it also provides a unique opportunity. "The challenge comes from finding the qualified aircraft maintenance technicians needed to service the evolving fleets of many. However, an op-



North American MRO spend will shrink in the coming years.  
Photo: AAR

portunity presents itself to companies who can successfully tap into the immense power of modern recruitment tools while teaming up with schools around the country to both solicit, and hire, new and emerging technicians. Staffing organisations that can successfully embrace technology and create a strong, on-ground presence at these schools are no doubt be better equipped to handle the demographic shift the industry is in," he analyses.

Of course, the first fleets of next generation engines are now coming into service such as those powering the 737 MAX and A320 neo family.

Supporting the industry's next generation of engine platforms is very strategically important for KLX Aerospace. "In addition to adding in house technical experts with experience working with these platforms, we have expanded our product and services offering in order to provide all of the consumables and expendables necessary to perform both line and heavy maintenance and repair on these new platforms," says Thomas.

On its engine division, GA Telesis Engine Services (GATES), celebrated its five-year anniversary in May. "This business has transformed into



Franck Becker, VP Sales Americas for AFI KLM E&M.

a world-wide recognised brand under great leadership," says Lopez. Currently, GATES has several partnerships with OEM's to support their engines. Moreover, in August of last year GA Telesis and Tokyo Century Corporation launched a \$1 Billion new technology engine leasing initiative. The target portfolio will consist of the following engine models: General Electric GENx, Rolls-Royce Trent 1000 and Trent XWB, Pratt & Whitney GTF and CFM International LEAP engines.

Looking at some of the challenges in the North American market, Becker from AFI KLM E&M says one of the key challenges facing the MRO industry today is the material costs policy with OEMs. "Access to spare parts is challenging as OEMs often implement new rules. We have to find alternative solutions and sign agreements to prevent those changes," he stresses.

Kling observes that many new inexperienced entrants into the industry are artificially driving up prices of aircraft and their components. UAM / ARI is leveraging its considerable and readily-available capital to safely and securely close on a transaction, without any execution risk or delay that is common with its competitors and new entrants into the industry.



Shawn Kling, President, UAM

The North American MRO market will experience important challenges as substantial fleet growth in emerging markets like Asia Pacific, China and India shifts MRO spend to those regions, Garber reckons. "Ironically, this may lead to eventual opportunities for MROs in North America, if over the next decade these regions are not able to keep up with MRO demand. Couple this with forecasted capacity constraints and rising labour costs, operators in these regions may need to look elsewhere for MRO support."

At first glance, it would seem logical for an airline requiring MRO support in Chengdu to seek help in Singapore, as opposed to Montreal where AJW Technique, the group's component repair and overhaul service, is based. "In reality however, the numbers seldom stack up," Garber concludes.

# In the hot seat.....

Rob Dewar, Vice President, C Series Programme, Bombardier Commercial Aircraft

## AviTrader MRO: How is the C Series performing in service as of now?

**Dewar:** The C Series continue to get strong momentum since its entry into service with Swiss back in 2016. We have just completed a successful entry into service phase with Korean Airlines, our third C Series operator. With 34 C Series aircraft in service, with three different operators, the C Series have demonstrated and continue to exceed in terms of in-service performance. With its longer-range capabilities, exceptional fuel burn and reduced noise emissions, compared to other airliners in its segment, the CS300 aircraft has exceeded expectations and the new Air Baltic order for 60 additional aircraft, is testament of the cost saving and superior passenger experience this aircraft offers our customers. Since its EIS in 2016, our customer have completed, over 40,000 revenue flights with approximately five million passengers flown over 150-plus routes.

## AviTrader MRO: How prepared are you for the C Series aftermarket?

**Dewar:** Since the beginning of the C Series aircraft's entry into service with Swiss, our customer services teams have been regularly reviewing daily operations with our operators. Customer services is closely working with our supplier partners to ensure they are supporting as required. Our Customer Response

Centre (CRC), continues to work closely with our onsite teams at customer locations, around the clock to support our customers and ensuring the C Series aircraft remains in service. For any needed repairs to C Series aircraft we established some new approaches from the traditional aircraft due to the higher content of composite materials. Our Mobile Repair Team (MRT), together with our in-service engineering team have developed specific composite repair strategies to support repairs in-service. With our global distribution network with strategically located hubs in Frankfurt and Chicago and depots worldwide ensure parts availability and minimise any downtime waiting on parts and of course our SmartParts programme minimises inventory investments for our customers and guarantees service levels. We continue to evaluate all our support and service requirements and continue to adjust accordingly to ensure our customer needs are met.

## AviTrader MRO: Where will the Bombardier C Series Authorised Service facilities be located?

**Dewar:** SAMCO Aircraft Maintenance of Maastricht, in the Netherlands, is our first Authorized Service Facility (ASF) for C Series. Under our ASF agreement, SAMCO is offering Bombardier C Series customers the full range of maintenance services, including



Rob Dewar, VP, C Series Programme at Bombardier

start-up support, line and base maintenance, and continuing airworthiness management (CAMO). Since obtaining their C Series ASF authorisation, SAMCO's team has been very busy supporting Bombardier and our customers during the entry into service phase by providing start-up technician support services to all our new C Series operators on Bombardier's behalf. With the expansion in their



The CS 300 first entry into service with Swiss.  
Photo: Bombardier



34 C Series aircraft are in service, with three different operators.  
Photo: Bombardier

hangar facilities and resources levels, SAMCO is gearing up to support our C series operators that require base (heavy) and other ad hoc and maintenance services. With a diversified customer base worldwide with 400 plus orders, we continue to review ASF strategies for other regions in which our operators plan to operate.

**AviTrader MRO: What will the Airbus and C Series partnership mean in terms of MRO services?**

**Dewar:** Today, the C Series offers several MRO services which will continue moving forward. SAMCO in Netherlands offers complete MRO capabilities with C Series qualified mechanics in their own facility or at the customer's facilities. We also offer our leading component exchange and repair programmes called SmartParts, which provides operators reliable access to a pool of components at a predictable price for their operation. Moving forward, we are evaluating additional MRO capabilities, with the collaboration of Airbus to ensure our operators have complete MRO capabilities in their region.

**AviTrader MRO: Can you tell us about the Aircraft Smart Parts Programme?**

**Dewar:** Swiss, our launch customer for C Series, were also our launch customer for the SmartParts programme. Since the entry into service of our first C Series aircraft, our SmartParts programme has provided component support for all our C Series operators.

It provides our operators with MRO services, access to strategically located spare parts exchange pool, and an on-site inventory based at the airline's main hub. By providing guaranteed part availability and cost predictability, SmartParts plays a valuable role in ensuring our customers achieve a successful entry-into-service and supports the long-term operation of C Series aircraft. Over 85% of the current C Series aircraft in service is supported by the SmartParts programme (29 of 34 aircraft).

**AviTrader MRO: Clearly, the U.S market will be important for the C Series. What kind of investments are you making in support services in this market?**

**Dewar:** We are committed to be the market leader in terms of our services and support and our investments will be line with maintaining this leadership position.

**AviTrader MRO: How far along is the Alabama final assembly site?**

**Dewar:** We are going full steam ahead with the Alabama final assembly line, which will manufacture C Series aircraft in the US, by American workers. We expect to hit the ground running after the closing of our partnership with Airbus.



Air Baltic ordered 60 additional aircraft.  
Photo: Keith Mwanalushi

## STS – The component specialists

**S**TS Component Solutions prides itself on providing global aircraft inventory solutions around the clock. On-time delivery of certified aircraft parts lies at STS Component Solutions' core. The organisation specialises in materials management, OEM distribution and supply chain solutions. We have a proven track record for locating hard-to-find aircraft and engine parts and stock a broad range of rotatable and expendable inventory strategically located in geographic locations across the globe.



STS offers global aircraft inventory solutions around the clock.  
All photos: STS

Our hybrid distribution model and long-term partnerships with industry-wide OEM suppliers enables us to better serve the demands of the aviation aftermarket. STS Component Solutions is committed to providing aircraft and engine components on-time with the proper supporting documentation.

Over the years STS Component Solutions has invested considerable resources into the development of a technical database that enables us to forecast projected aircraft parts demand, so we can continue to stock and maintain global inventory based on customers' anticipated needs. We pride ourselves on the ability to utilise our extensive technical resources and conduct an in-depth search to locate the components you need, while also helping to eliminate the high-cost associated with material shortages.

Through STS Component Solutions' programmes team, we provide airlines, leasing companies and MROs complete inventory management solutions. Whether it be for a Return to Lease, VMI, BER Analysis or another project your team needs, we have the working

relationships, business intelligence, data analytics, repairs, engineering and support teams in place to realise significant cost savings when compared to the traditional material purchasing and repair processes.

Capitalising on technical expertise, experience, and volume, STS Component Solutions has an extensive network of repair vendors to ensure high-quality repairs, guaranteed turn-times, extended warranties and reduced cost of ownership. In addition, our exchange pool of new generation rotatable aircraft components is available to support critical AOG requirements.

Our in-house engineering and engine specialists also allow us to act as an extension of your repair and purchasing team to provide the most cost-effective solutions for your business. Our award-winning solutions are unparalleled in the aviation industry and have a proven track record of driving efficiencies throughout supply chain organisations.

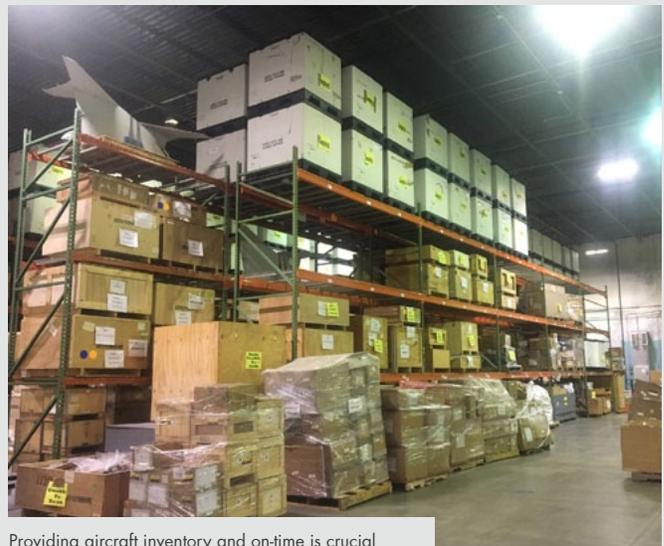
STS Component Solutions is committed to providing the highest level of quality, documentation and logistic services to clients. Our unwavering dedication to excellence ensures that your aircraft and engine components will arrive on time, with the proper certifications and support documentation.

STS Component Solutions meets the requirements of the Aviation Suppliers Association (ASA) and the Federal Aviation Authority (FAA) Advisory Circular 00-56A. We continually evaluate our processes to ensure that we are always providing the highest level and current, quality assurance services to, and for, our customers.

In today's fast-paced world of aviation, STS Component Solutions is the one global company that can provide the aircraft inventory and on-time delivery you need to keep flying!



Tom Covella, Group President of  
STS Component Solutions.



Providing aircraft inventory and on-time is crucial

# surplus remarketing



## ***SOLUTION***

You ensure that safe aircraft depart on time. You have the right part, at the right time, at the right location. Over time parts become surplus for various reasons.

We turn dust gathering inventory fast into liquidity. Promised.

[avitradercs.com](http://avitradercs.com)

Aircraft parts are our passion.

[solutions@avitrader.com](mailto:solutions@avitrader.com)

## Thies Moeller, Managing Director and CEO Spairliners

**AviTrader MRO:** A few months into the job, how are you finding your time at Spairliners?

**Moeller:** Definitely exciting! Spairliners has a great company culture only smaller businesses can have. The mix of various cultural backgrounds in our team, the family atmosphere and the talent of our people make it really a fun place to work. Compared to large companies Spairliners enjoys and offers a lot of freedom in its daily work. Of course, we have our challenges too – but it's in our hands and we can adapt quickly.

**AviTrader MRO:** How do you rate the aircraft component business today and which types [components] are you seeing the most opportunities?

**Moeller:** The commercial pressure on airlines has increased constantly over the last years. Consequently, this pressure is forwarded to

the whole MRO industry and component business is not an exception. Currently I don't see particular technologies or types of components causing us more trouble than others. However, on-time availability versus inventory cost is still key for both sides, the operator of an aircraft and the supplier of the component. Building up on scale effects and sizing the inventory just right is our core competence. Of course, life cycle management is an integral element of our business and along with the maturity of an aircraft type there are opportunities to optimise both, asset and repair cost.

**AviTrader MRO:** What kind of synergies are you deriving from AFI KLM E&M and Lufthansa Technik?

**Moeller:** We are proud to be part of these independent and globally recognised companies. Their networks and longstanding engineering expertise is of great value for our customers by providing reliable and efficient



Thies Moeller, Managing Director and CEO Spairliners



Airlines get unlimited pool access to the full scope of components.  
All photos: Spairliners



Despite slow orders, the component business for the A380 brings opportunities.

component repair. Also, their extensive sales networks help us to get in contact with markets and customers more easily than doing everything on your own.

**AviTrader MRO: Spairliners developed a popular A380 component support model but with A380 orders drying up does this concern you?**

**Moeller:** Yes and No! We would love to see a growing A380 market with a broader operator base as this would increase the target fleet for our business model. On the other hand, this niche market is offering potential for specialists like us. Spairliners has been founded exactly because of this niche and we expect that the component business for A380 will also bring opportunities. Sooner or later we will face surplus material on the market and the need for cooperation and consolidation will rather increase. There is a chance with every risk!

**AviTrader MRO: How can airlines, especially smaller carriers best manage component inventory cost effectively?**

**Moeller:** With smart and efficient solutions like the one offered by Spairliners. We work

with intelligent forecast technology tools for LRU pooling which guarantee the maximum availability of components. This enables us to optimise turn-around-times (TAT) and investments, as well as display situations in real time and home base stock monitoring. The airlines get unlimited pool access to the full scope of components while their operation is smooth and cost-optimised. Our one-stop shop approach reduces administrative efforts for our customers significantly.

**AviTrader MRO: The Embraer E2 is now coming into operation. What opportunities does this present for Spairliners' Embraer component care?**

**Moeller:** This is something to be looked into carefully as the commonality with the E1 is rather limited. Furthermore, we do not have a clear picture yet if there is a sizeable source fleet available in our home market Europe. Scale effects are crucial when entering the asset side of a new aircraft type and we need to be sure that the invest would pay off. Also, the plans of our two shareholders on their MRO capabilities need to be considered. With new technologies it is key to understand them and to have access to the technical data.

**AviTrader MRO: What's next in the pipeline at Spairliners?**

**Moeller:** Currently we are putting our foot into the Americas by building up a component pool location for E-Jets in Ft. Lauderdale, FL. Together with our network we will approach the biggest E-Jet market step by step making available our trusted services to American customers too. From single component exchanges or loans up to the one-stop-shop solution based on a power by the hour agreement we will offer our wide variety of services. Especially our SPACE product is a beneficial planning tool for E-Jet operators owning their components. With SPACE we can easily optimise the customer's inventory, considering reliability data, individual consumption behaviour and supply chain times.



Carsten Holm

GA Telesis Engine Services Oy (GATES) has appointed **Carsten Holm** as Chief Commercial Officer (CCO). Holm, who previously served as GATES Chief Operations Officer (COO), is responsible for driving commercial solutions for GATES' business, including the development and implementation of supply chain and inventory strategies, while furthering the internal repair business.

**Arnaud de Bussac** has been appointed Vice President Strategy of Safran Nacelles. He has joined the Executive Committee and reports directly to **Cédric Goubet**, CEO of Safran Nacelles. De Bussac is responsible for supervising strategic thinking and the related action plan, in order to enhance the company's positioning in its core market. He joined Safran Nacelles in 2010 as Vice President Procurement & Partnership and is a member of the Safran Nacelles Executive Committee. In early 2016, de Bussac was appointed Vice President Purchasing.

At the end of June, **Dr. Alexander Toussaint** will step down from his position as CEO of RUAG Aerostructures at his own request in order to pursue a new challenge outside the company. **Dirk Prehn**, Head of Programs & Sales and a member of the Executive Board of the RUAG Aerostructures division, will assume the management of the division on a temporary basis and will be responsible for its 1,250 employees and the production facilities in Oberpfaffenhofen (Germany), Emmen (Switzerland) and Eger (Hungary).



Jim McHugh

AeroVision International (Muskegon, MI) has named **Jim McHugh** as Senior Director of Sales. McHugh is a sales veteran with over 20 years of business development experience in all functions of large account management and operations. Prior to joining AeroVision International, he served as National Business Development Manager in the healthcare industry, providing extensive business development, sales training, strategic analysis and customer relationship management for organizations throughout the United States.

Commercial jet engine MRO provider, GA Telesis Engine Services Oy (GATES) has announced the appointment of **Jukka Laurila** as Managing Director & Chief Operating Officer. Headquartered in Helsinki, Finland, he will manage MRO service operations and act as the accountable manager for regulatory purposes. Laurila is a transport industry professional with more than 20 years in the sector specializing in airline, network and fleet management. He joins GATES from Jet Time A/S, a Danish airline operating a fleet of Boeing 737NG aircraft, where he served as Managing Director of Jet Time Oy in Finland. Laurila is assuming the responsibilities of **Carsten Holm**, who has been appointed the GATES Chief Commercial Officer. Laurila

will be responsible for continuing to drive GATES' operational results and overall productivity to enhance the company's market positioning through use of lean practices and significant technological enhancements through capital investment.

Israel Aerospace Industries (IAI) has named **Mr. Swami Iyer** as CEO of IAI North America, its US subsidiary. Mr. Iyer will be responsible for all IAI operations in North America, including its subsidiaries Stark and ELTA North America.



Bernhard Dietrich

**Bernhard Dietrich** will take over as Head of Environmental Issues of the Lufthansa Group from June 2018. In this function, he is responsible for managing and developing all Group-wide environmental programs and the environmental policy positions of the Lufthansa Group. This involves the continuous improvement of the environmental balance sheet and the representation of the Group's environmental policy interests, including environmentally relevant institutions and

bodies worldwide.

GA Telesis Engine Services Oy (GATES) has appointed **Sergey Moryakov** as Vice President of Sales and Customer Service. Headquartered in Helsinki, Finland, Moryakov will manage the global sales team and network, and he will also be responsible for all marketing campaigns. Mr. Moryakov has broad technical expertise and knowledge pertaining to the sale of engine services, specifically in Russia and the CIS regions. He joins GATES from GE Aviation, where he served as Regional Sales Director for Engine Sales and MRO Services.

Airbus has appointed **Eduardo Dominguez Puerta**, Head of Urban Air Mobility (UAM), a new Airbus unit, effective June 1, 2018. In his new function, he will report to **Patrick de Castelbajac**, Executive Vice President Strategy and International.



Edward Kokoszka

TRUEAERO has appointed **Edward Kokoszka** Vice President, Global Sales & Marketing for TRUEAERO Asset Management (TAAM). Kokoszka comes to TAAM after a long career in marketing, management, leasing and aftermarket support with engine manufacturer Pratt & Whitney and its affiliated International Aero Engines (IAE), starting in 1974. His most recent position at Pratt & Whitney was General Manager, Sales, Global Leasing, European Region, Middle East and Russia. Kokoszka

assumed his new position on May 7.