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Aircrafters, Inc

MRO News
from around the world

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Opinion

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A380 Aftermarket

Of course the big news recently is that Airbus has finally decided to pull the plug on its very proud A380 programme less than 15 years from the first flight of the superjumbo.

The writing was on the wall for the 380 for a little while now. Last year the first Airbus A380 was announced to have been dismantled and sold for spare parts as a new lessee or buyer could not be found following expiry of the 10-year lease in October 2017.

For an aircraft with a normal aftermarket and anything resembling robust demand, this would usually trigger acquisition by another airline, whether through a lease or an outright purchase. The problem is that the A380 is anything

but a normal aircraft.

It's hard to overstate how unusual and problematic this situation is for Airbus. While breaking the frames up for parts might make economic sense in the current market environment, if the A380 was an aircraft with healthy airline demand, that wouldn't be a sensible decision.

Long before its launch date, the A380 appeared to represent the future of Airbus, which anticipated that air traffic would double in the next two decades. True that air travel has grown but perhaps not quite in the volumes Airbus anticipated.

Keith Mwanalushi
Editor

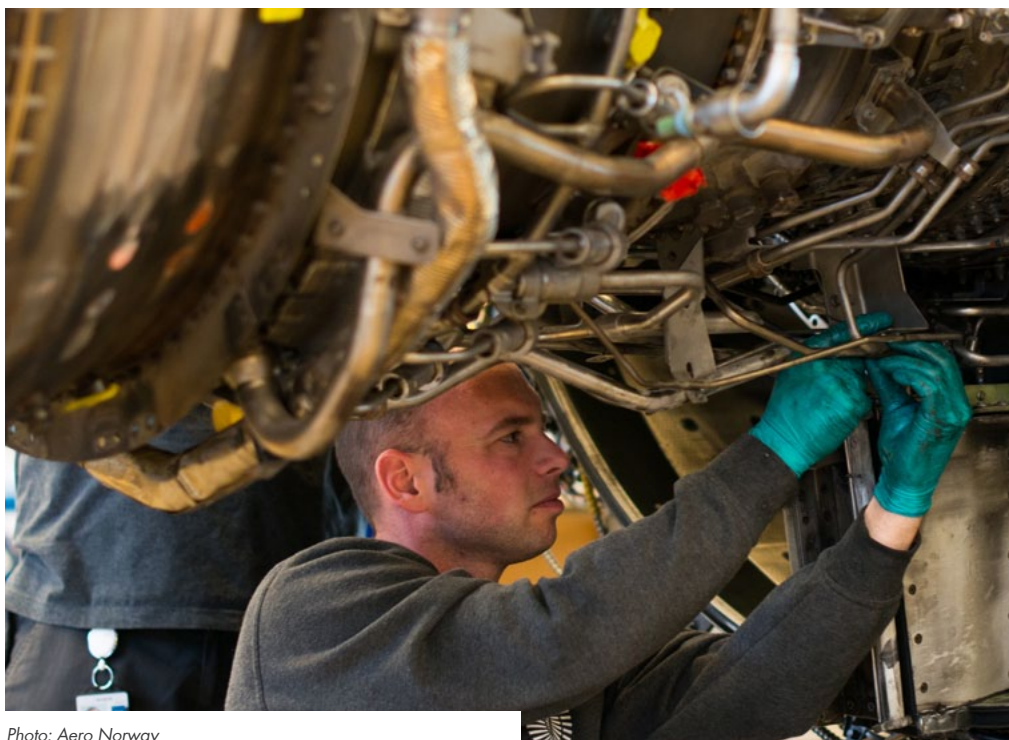


Photo: Aero Norway

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AerFin signs logistics agreement in Atlanta
Photo: AerFin

AerFin Launches E-Jet Equipment Logistics Facility in Atlanta

AerFin has signed a logistics agreement in Atlanta, GA. The 24/7 facility is in close proximity to Atlanta Hartsfield-Jackson International Airport. The facility will initially cover more than 200 E-jet rotatable part numbers including actuators, valves, electronics and lighting, as well as a large selection of high-demand component LRUs. This store demonstrates AerFin's commitment to support E-Jet platform operators in the U.S., Canada and Latin America.

Embraer Signs Pool Program Contract to Support Air Astana's new E-Jets E2 fleet

Embraer and Air Astana, a flag carrier of Kazakhstan, have reached a multi-year agreement on a Flight Hour Pool Program to support the component needs for the airline's new E2 fleet, Embraer's second generation of the E-Jets family of commercial aircraft. The E2's entry into service marks the beginning of Air Astana's fleet renewal. Currently the airline operates a fleet of nine E190s aircraft, the first of which was delivered in 2011, when the airline joined the Embraer Pool Program. Now, with the extension of the Pool Program for the new E190-E2s, Air Astana have extended its trust in our strong partnership. Air Astana took delivery of its first E190-E2 jet in December 2018 and flies the new aircraft on domestic and Commonwealth of Independent States (CIS) routes. The airline will receive four additional E190-E2s in 2019, with the last five aircraft, all of which are leased by AerCap, being delivered in the final quarter

of 2019. The Pool Agreement for the airline's E190-E2 fleet will cover unlimited access and full repair coverage for more than 325 components with almost a third of them exclusively placed at the airline's main base to ensure high fleet availability.

SilkAir Selects Thompson Aero Seating for Flat-Bed Business Class Seat Upgrades

Singapore Airlines' (SIA) regional wing, SilkAir, has selected Thompson Aero Seating for the upgrade of Business Class seats on its Boeing 737 MAX 8 fleet. The upgrades are a part of a significant investment program that will eventually see SilkAir merged into SIA. The upgrades will commence in May 2020 and will feature new lie-flat Business Class seats in a forward-facing staggered layout – in line with SIA's regional Business Class offering on its Airbus A350-900 medium-haul and Boeing 787-10 fleets. SilkAir currently has five 737 MAX 8s in its fleet with another 32 on order. The new seats will be retrofitted onto aircraft already in the fleet and installed at the time of arrival in Singapore for aircraft not yet delivered. Plans for the upgrades were announced in May 2018, as part of a move to more closely align SilkAir's products and services with those of SIA in preparation for its merger into SIA. The merger will eventually encompass a full re-branding of SilkAir as SIA, with repainting of aircraft and adoption of SIA's service delivery. The upgrade program will also see the installation of new seat-back in-flight entertainment systems in both Business Class and Economy Class. An announcement on the supplier for these systems will be made soon.

MEKCO Group Complete Addition of SATTO Repair Center

MEKCO Group has completed the newly expanded addition of SATTO Repair Center, USA. SATTO has been providing revolutionary interior plastic/composite repair systems to the aircraft industry globally for many years. This is the first FAA/EASA-approved SATTO repair center in the United States. SATTO Solutions, a product line under the SATTO brand, was established in 2013 to provide engineered Rapid Repair System processes that enable long-lasting repairs to aircraft cabin interior plastics and composites. Many of these unique solutions take less than 30 minutes to cure with no heat required, and repaired parts can tolerate twisting and bending far beyond normal usage. The Rapid Repair System is fully compliant with REACH, MSDS requirements, and has received approvals for burn, flammability, tensile, smoke and toxicity tests. The newly added facility and expansion allows MEKCO Group to broaden their capabilities to a full service, one-stop-shop using the SATTO Rapid Repair Systems. Now in one location, repairs can be completed for aircraft cabin electronics and interior plastic/composites.

Boeing and Safran Announce New APU Joint Venture



Boeing and Safran have jointly announced the name of their 50-50 joint venture to design, build and service Auxiliary Power Units (APUs): Initium Aerospace. From its Latin roots, initium means 'the beginning' or 'to start.' This is what an APU is and does when it provides the power to start the main aircraft engines and systems on the ground and, if necessary, in flight. Initium Aerospace starts with Boeing's customer and airplane knowledge and Safran's experience designing and producing complex propulsion systems. The creation of Initium Aerospace follows the regulatory and antitrust approvals the joint venture received last November, after an agreement was reached in June. The initial team consists of employees from the two parent companies and is led by Etienne Boisseau, CEO of Initium Aerospace. Initial work is being done in San Diego, California, where they are focused on the next-generation APU design as well as collaborating with teams across Boeing and Safran on engineering and production.

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Photo: Lufthansa Technik and DC Aviation

Technik and DC Aviation Al-Futtaim cooperation. It included for example the check of all systems which are relevant for flight safety, the exchange of several components, or the completion of service bulletins.

Joramco signs long-term agreement with Boeing for hardware and chemical product lines

Boeing Distribution Services (formerly KLX Aerospace Solutions) secured a long-term contract with Joramco at MRO Middle East 2019. The contract will provide the aircraft maintenance, repair and overhaul (MRO) company with aerospace hardware and chemical products and services. Birgitt Pohlkamp vice president of Europe, Middle East, Africa and India sales for Boeing Distribution Services said. "We will further support Joramco's third party maintenance business, providing inventory availability and the security of fixed term pricing on consolidated deliveries. We are pleased to partner in Joramco's growth."

Lufthansa Technik Received Approval from the General Authority of Civil Aviation of the Kingdom of Saudi Arabia

Lufthansa Technik has received the approval from the General Authority of Civil Aviation (GACA) of the Kingdom of Saudi Arabia for maintenance services on aircraft registered in Saudi Arabia. In January 2019, a first

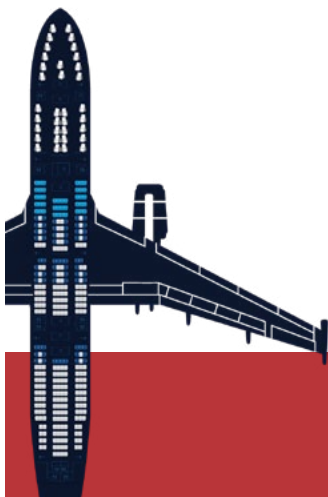
A-Check on a corresponding Airbus A320 was already conducted by Lufthansa Technik Middle East mechanics in the hangar of DC Aviation Al-Futtaim LLC, a joint venture of DC Aviation and the Al-Futtaim Group at Al Maktoum International Airport (Dubai World Central Airport) in Dubai. The 400 man-hours check was the second A-Check accomplished in January 2019 within the Lufthansa



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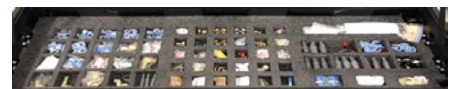
STS Air-Pro's Hydraulic Tubing Repair kits provide a selection of fittings, hose assemblies of various lengths; mechanical and swaged on fittings. Quick and easy tubing repairs are accomplished with the removal of a damaged section(s) and the replacement of the necessary tubing and fittings found in the customizable kits. To learn more about the Repair Kit service offering, click this image and contact the sales team today!



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Aeronautical Engineers Receives FAA Certification for B737-800SF

Aeronautical Engineers (AEI) has received an FAA Supplemental Type Certificate (ST-02690LA) for the passenger-to-freighter conversion of B737-800 aircraft. The prototype B737-800SF freighter conversion (MSN 29121) was completed in December yet experienced a delay in certification due to the partial government shutdown. "We believe the AEI B737-800SF will become the industry's standard narrow-body freighter for the next 40 plus years," explained Robert Convey, AEI Senior Vice President Sales and Marketing. "When compared to the B737-400SF, the B737-800SF has better fuel burn characteristics combined with a substantial increase in payload capability which will provide operators with im-

proved operating economics." AEI has taken great care to ensure the B737-800SF freighter conversion exceeds the rugged demands and changing needs of air freight transportation. The conversion incorporates a reinforced floor structure, a large 86" x 137" Main Cargo Door with a single vent door system, and a flexible Ancra Cargo Loading System. Additionally, the AEI B737-800SF includes a rigid 9g barrier, up to five supernumerary seats, a galley and full lavatory.

OEMServices becomes Exclusive Repair Distributor of Triumph Actuation & Control, MEA region

OEMServices has signed an exclusive repair distributor agreement with Triumph Integrated Systems Actuation & Control, geared at servicing Triumph's customers in the Middle East and Africa. OEMServices will operate aftermarket services for Triumph Actuation & Control from its Dubai service center located in the Jebel Ali Free Zone area. More specifically, the component services provided by OEMServices include a one-stop shop based

in Dubai for repair needs and a 24/7 AOG desk and hotline answering operators' urgent needs within an hour. OEMServices' expertise in servicing operators will ensure that adequate solutions are immediately provided to optimize repair turnaround times and minimize operational interruptions.

Kellstrom Aerospace now Exclusive Distributor for AMERON Mass Systems

Kellstrom Aerospace has been appointed as exclusive distributor for AMETEK AMERON LLC DBA MASS SYSTEMS complete line of Fire Extinguishers, Oxygen Cylinders, Crew Masks and related components to customers located in Europe, Middle East and Africa (EMEA). "AMERON Mass Systems is happy to provide best in class aftermarket solutions to our valued customers, and as such, we have partnered with Kellstrom Aerospace to provide EMEA market penetration and 24/7/365 support to our valued customers," states Adam Brammer, Divisional Vice President/Business Manager.

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Evelop Airbus A350
Photo: Evelop Airlines

Evelop Airlines to Become New Lufthansa Technik Customer for A350 Component Support

Lufthansa Technik has been contracted by the Spanish Airline Evelop to provide Total Component Support for the airline's future Airbus A350 aircraft. The ten-year contract covers two A350-900 that will enter Evelop's fleet in March 2019 and 2020 respectively. Founded in 2013 as part of the Barceló Group, the Evelop fleet comprises a total of two Airbus A330-300, with capacity for 388 passengers, an Airbus A330-200 with 287 seats and an Airbus A320 for 180 passengers. Two Airbus A350-900 will be added to the fleet as of March 2019. Headquartered in Madrid, Spain, Evelop serves destinations in the Caribbean, Mexico and Mauritius.

EngineStands24 Has Launched its New Engine Stands Hub in Dubai, UAE

EngineStands24 has launched its new engine stands hub in Dubai, UAE. EngineStands24 launched its Emirates hub in cooperation with Chabok Aviation, a Dubai-based supplier of aircraft parts and components. The new hub will store stands for narrow-body aircraft engines, including those for the CFM56-5A/B, CFM56-7B and V2500. The warehouse will also be supplemented with a range of wide-body aircraft engine stands in the near future.

AES Global Provides Cabin Connectivity Upgrade Programs

AES Global, a U.K.- and E.U.- based aerospace design and certification organization, has extended its cabin connectivity upgrade

packages to include business jets. Under the company's EASA Part 21J approval, AES Global has recently completed minor avionics modification installations on Bombardier Global 5000, Bombardier Global Express, Bombardier Challenger CL605 and Boeing BBJ aircraft types. In co-operation with ALAMO Engineering, AES Global was responsible for the engineering, design and certification of the cabin connectivity upgrade programs, including SDR Gateway Upgrade, ADR-2200 WIFI/4G-LTE Router upgrade and STAGE Media Server Unit upgrade.

JetWorx further expands capabilities

JetWorx, a full-service Part 145-certified repair station, successfully servicing the Gulfstream, Cessna, and Bombardier brands, has announced that the FAA has approved the addition of several new capabilities. These include servicing the Embraer EMB135 and

Gulfstream G450, along with Limited Instrument and Limited Radio ratings. JetWorx successfully completed the extensive review process by the FAA, which grants the ability to work on a variety of new equipment and allows the growing Van Nuys-based company to better serve clients at one of the world's most important private aviation hubs. JetWorx is offering complete nose-to-tail, airframe, power plant, and avionics care, maintenance, inspection and repair services for Gulfstream, Bombardier, Cessna, and Embraer models.

BOSA Launches Thailand Based Joint MRO Venture

BOSA has launched its first business in the Asia-Pacific region under the Royal Thai Government's Eastern Economic Corridor (EEC) initiative. BOSA-Thayaan Aircraft Service (BTAS), a joint venture (JV) between BOSA and Thailand-based Thayaan Aviation Consultants Group, will commence line maintenance operations at U-Tapao Airport (UTP). The EEC initiative is seeking to create a "Thailand 4.0" through investment incentives in 10 key sectors, including aerospace. The goal for "EEC Aeropolis" is to build a regional aerospace hub anchored by UTP that includes facilities for MRO, cargo logistics, manufacturing and aviation training. One such MRO facility will be a JV between Airbus and Thai Airways International which is hoping to be operational by Q1 2020. BTAS holds Part 145 maintenance certifications from BCAA (Bermuda), EASA (Europe), FAA (U.S.), GCAA (United Arab Emirates), QCAA (Qatar) and TCCA (Canada). According to the company's spokesperson, BTAS is targeting non-Thai airlines operating in the region that are looking for the accreditations it offers.



BOSA-Thayaan Aircraft Service will provide line maintenance services at Thailand's U-Tapao Airport
Photo: Bosa Thayaan



Groundbreaking ceremony for Revima's landing gear MRO facility
Photo: Revima

Revima's Asia-Pacific Landing Gear MRO Facility Underway

Revima has held its ground-breaking ceremony in Chonburi, Thailand. The groundbreaking ceremony for the construction of this new state-of-the-art landing gear overhaul facility took place on February 8, in presence of a large high-level delegation of Thai official representatives as well as Revima executives. The facility will focus on Airbus A320, Boeing 737 and ATR family landing gears. It will be equipped with the latest state-of-the-art machines and will include all necessary special processes for full in-house repair & overhaul of landing gears. Digitally connected from its machines to its technical documentation, warehouses, monitoring and customer communication systems, it will also be environmentally friendly, with zero rejection waste water management systems and advanced fire detection and suppression technology. The 12000 m2 facility will employ up to 300 employees and represents an investment of over US\$30 million.

Pemco Conversions Signs Deal with Chisholm On B737-700 Full Freight-er Conversion Program

PEMCO Conversions, a wholly owned subsidiary of Airborne Maintenance and Engineering Services, has announced a Boeing 737-700 Next Generation aircraft Passenger-to-Full Freight-er conversion program. Chisholm Enterprises will be the launch customer. PEMCO Conversions will induct a B737-700 for Full Freight-er modification at its headquarters in Tampa, Florida during the second quarter of 2019. The company will amend its pending application with the U.S. Federal Aviation Administration for the B737-700FC supplemental

type certification (STC) to accommodate the full freighter conversion, streamlining the approval process. After initial FAA approval, PEMCO Conversions plans to certify both B737-700 conversion programs with the European Aviation Safety Agency and the Civil Aviation Administration of China. Chisholm Enterprises is an internationally recognized provider of tailored aviation and business solutions in the Middle East. Its subsidiary, Texel Air, a non-scheduled cargo airline and maintenance repair organization, intends to operate the B737-700F from Bahrain International Airport.

GA Telesis awarded consignment of four Boeing 777 aircraft from Cathay Pacific

GA Telesis (GAT) has announced the consignment of four Cathay Pacific 777 aircraft for disassembly. The Company will position the

components at its global distribution centers in immediate proximity to its airline customers. The first disassembly, currently underway in the U.S., will be followed by additional disassemblies in succession at both U.S.- and U.K.-based disassembly facilities. Once routed through the GA Telesis Ecosystem™, the USM (used serviceable material) will be available to GA Telesis' client base directly and through the Boeing Parts Page Marketplace. In addition, this new inventory will back-fill and supplement USM inventory needs for various sales, lease, and iGEAR™ services programs in total supporting GA Telesis' expansive global customer network.

Boeing to Provide Uzbekistan Airways with Landing Gear Services

Boeing and Uzbekistan Airways have reached an agreement for Boeing to provide services that will enable the airline to more efficiently and effectively maintain its 787-8 Dreamliner fleet through the Boeing Landing Gear Exchange program. The flag carrier of the Republic of Uzbekistan will rely on Boeing to support its fleet with quick and reliable landing gear exchanges when and where they need them. This program greatly reduces maintenance time, helps the airline quickly return airplanes to service, and enables the airline to focus its resources on core operations. Boeing's 787 Landing Gear Exchange program provides a simple and economical solution for managing landing gear overhaul. Through the offering, a carrier can exchange landing gears that need to be repaired or overhauled for another set of certified landing gear from a pool that Boeing maintains. This service eliminates the need for operators to contract, schedule and manage the overhaul process.



Uzbekistan Airways
Photo: AirTeamImages



Falcon Engineering MRO in Dubai
Photo: Falcon Aviation

Falcon Aviation Wins Saudi GACA Accreditation for Maintenance

Falcon Aviation has been awarded new accreditation to handle business jet and regional aircraft MRO at its UAE bases by Saudi Arabia's General Authority of Civil Aviation (GACA). The latest GACA accreditation strengthens Falcon Aviation's market reach, adding to existing current approvals from the GCAA, EASA, Aruba, San Marino, and the Cayman Islands. The endorsement comes as Falcon Aviation is about to complete a new MRO facility for business jets at Dubai South, DWC Al Maktoum International Airport, complementing its established MRO and HQ at Al Bateen Executive Airport in Abu Dhabi. Falcon's Al Bateen facility is duly being expanded to become a leading centre for third-party regional aircraft MRO, supporting Bombardier Q400 aircraft and eventually, other types.

Group of players in the aviation industry cooperate to form new alliance

A group of significant players in the aviation industry are cooperating to form a new alliance in the field of aircraft modification. As leading companies in the retrofit industry, EAD Aerospace, Envoy Aerospace, Etihad Airways Engineering and Lufthansa Technik have signed a Memorandum of Understanding (MoU) to form the Independent Aircraft Modifier Alliance (IAMA). IAMA aims to encourage aircraft owners and operators to modify and modernize their fleets through high-quality equipment and rigorous inspections, irrespective of which IAMA members provide the engineering

services. Aircraft modifications, such as the installation of new cabins, connectivity solutions or avionics systems can be approved and documented through a Supplemental Type Certificate (STC) offered by providers such as the IAMA members. The alliance addresses customer concerns with regard to documentation, data availability and a worldwide customer support network across different regulatory systems with various national authorities. The main objectives of the Independent Aircraft Modifier Alliance are to agree to common standards for the documentation and quality of Supplemental Type Certificates, to establish an open, secure documentation platform for airline customers and aircraft owners using STCs, and to inform the relevant public and expert communities about the advantages of STC-approved solutions.

C&L Aviation Group opens new Singapore office

C&L Aerospace has opened a new satellite office in Singapore to serve commercial and regional airline customers in Asia. The office will be managed by C&L's new Regional Sales Manager for Asia, Isham Salim, who recently joined the company. The new location will focus on commercial and regional aircraft engines and parts sales. The Singapore sales office will allow the company to better serve its Asian customers and expand its geographic coverage. "Singapore is a perfect location to service the Asian market," said Martin Cooper, Senior VP, Sales for C&L. "Having Isham and the Singapore office provides C&L with an important base that will help us strategically serve customers by offering more face-to-face time and quicker solutions to their demands."

Embraer Signs Pool Program Contract with WDL Aviation

Embraer and WDL Aviation GmbH, a German charter and ACMI airline headquartered at Cologne Bonn Airport and part of the Zeitfracht logistics group, have signed an agreement on a Flight Hour Pool Program to support the airline's recently leased fleet of four used E190s. WDL, which has become a new Embraer E-Jet family customer in 2019, leased the aircraft to replace their current fleet. They will start flying the E190s from March 2019. The Pool Agreement, which will be in effect during the duration of the lease, covers access to a large stock of components at Embraer's distribution center in Paris (France), full repair coverage and a selected list of essential components, parts and services to support the start of aircraft operations.



WDL Aviation at Berlin-Tegel, Germany
Photo: AirTeamImages



Ribbon cutting ceremony at ORD to open American's new Hangar 2
Photo: American Airlines

American Airlines unveils new maintenance hangar at O'Hare International Airport

On January 25, American Airlines opened a new hangar at its hub at Chicago O'Hare International Airport (ORD). The new facility, dubbed Hangar 2, is the largest hangar on the airfield at ORD and its completion marks the carrier's latest milestone reached in a series of major investments in Chicago. The US\$215 million investment in the new hangar and ground equipment building is the latest example in a long list of investments in ORD, including: American's five new gates known as the L-Stinger, representing the first new gates at the airport in 25 years; a new Flagship Lounge; renovated Admirals Club lounges; and an expanding list of new destinations added to the ORD route network. These improvements set the framework for American to continue to grow its operation in Chicago and throughout the network. The 191,000-ft², which is replacing a smaller hangar on the airfield, has increased bay capacity. The hangar is able to accommodate six narrow-body aircraft or two narrow-body aircraft and two widebody aircraft, including the Boeing 787, on which American operates international flights at ORD. The expanded space has allowed for more overnight workload capacity in the past month that it's been open. Its high-tech features and updated work centers provide more than 850 ORD maintenance team members with the most current tools to maintain the airline's state-of-the-art aircraft.

Spatial to Manufacture A321NX Exit Trainer for Aer Lingus

Spatial, a provider of cabin crew training simulators, will manufacture an A321NX Extended Over Wing Exit Trainer for Aer Lingus. The high-fidelity custom-built trainer will enable Aer Lingus's cabin crew to be comprehensively trained to the highest standards of passenger service



as well as all Safety and Emergency Procedures (SEPs) associated with the real A321NX semi-automatic door. The state-of-the-art simulator will include an Attendant Station complete with touch screen Flight Attendant Panel (FAP), replica SpaceFlex lavatories and galleys. It will also feature a flight deck door, overhead stowage bins, passenger seats with replicated in-flight entertainment and communication systems. Once finished, the Extended Over Wing Exit Trainer will be shipped and installed at Aer Lingus' Training Academy based at Dublin Airport. The device will join the A330 Cabin Service Trainer (CST) Spatial built for the airline last year and the A320 CEET and A330 Door Trainers that Spatial upgraded the previous year.



SR Technics expands at Birmingham U.K. airport

MRO Service provider SR Technics, will further expand its U.K. line maintenance network with the opening of a new line station at Birmingham (BHX). Thanks to the addition of the new station, SR Technics is now present at all major international gateways in the U.K., serving many international customers. In addition to the network growth during the last twelve months, SR Technics has offered increased capabilities for latest generation aircraft including the Airbus A320neo and A350XWB as well as the Boeing 787 and 737MAX. SR Technics can support all modern aircraft ranging in size from the Airbus A318 all the way up to the A380 and maintains the most comprehensive capabilities in the region.

GKN Aerospace demonstrates new nozzle technologies

The ETID (Expander Technology Integrated Demonstrator) Nozzle Extension builds on GKN Aerospace's patented manufacturing method for actively cooled nozzle extensions, i.e. the so-called "Sandwich" laser welded channel wall technology. The sandwich has a reinforcement jacket using additive manufacturing in the form of laser wire deposition. ETID is part of the ESA funded Future Launcher Preparatory Programme guiding Europe's next-generation upper-stage rocket engine design. These technologies have matured over almost two decades of continuous improvement in GKN Aerospace's center of excellence in Trollhättan Sweden and it shows clear customer benefit in liquid rocket propulsion applications. Some key operations of the manufacturing of the ETID Nozzle have been performed and developed in close cooperation with Force Technology in Denmark. The program is currently hot-fire testing at DLR's P3.2 test facility in close collaboration with ArianeGroup, Ottobrunn. The test campaign has completed the run-in tests and the first test block with excellent results. The second block with additional technologies and with extended duration of the tests has also been successfully completed. After completion of the third test phase the ETID NE technology is ready to target future upper-stage flight applications.



Airbus A380 cabin
Photo: MAC Aero Interiors

MAC Aero Interiors launches subsidiary MAC Sichuan

MAC Aero Interiors has entered the Chinese aircraft cabin interiors market by establishing a joint venture with Benniao Aviation. The newly launched MAC Sichuan will be providing cabin total technical care support to Chinese aircraft owners and operators. The new company, MAC Sichuan has been established in the Chinese province of Sichuan which hosts one of the world's busiest aviation hubs – Chengdu Shuangliu International Airport. MAC Sichuan will provide cabin total technical care support, including design, engineering, refurbishment, maintenance and modification of aircraft cabins, as well as manufacturing and installations of cabin components. The company's capabilities will cover first-, business- and economy-class cabins, as well as VIP cabins for narrow-body Airbus A320 Family, Boeing 737 and wide-body Airbus A380 aircraft types.

IAG Aero Group Opens New IAG Engine Field Services Location

IAG Aero Group officially opened its new office in Dallas, Texas providing jobs for engine field service engineers and techni-

cians to host its new service, IAG Engine Field Services, LLC. Chief Executive Officer, Mauricio Luna, said the new Dallas office is part of "our long-term commitment to our business partners in the Americas and across the globe," and will become the company's new commercial aircraft engine

field services hub. IAG Engine Field Services, LLC offers fast, dedicated support teams that are responsible for a range of service solutions to meet any in the field need. Supported by its strategic location, IAG Engine Field Services, LLC responds in a timely manner around the globe. The company's support includes both FAA and EASA 145 repair station certifications.

Magnetic MRO opens new line maintenance station in Norway

Magnetic MRO, a global provider of Total Technical Care for aircraft operators and lessors, has announced the launch of a new line maintenance station at Ørland International Airport (OLA), Norway. The new station will support Saab 340 aircraft, operated by a Scandinavian airline Air Leap. The new line maintenance station at Ørland Airport was opened on January 1, 2019. The scope of provided support includes, but is not limited to, transit, daily and weekly checks, defect rectification and engineering support for Air Leap's twin-engine turboprop Saab 340s. With seven line stations on its operational map, Magnetic MRO runs one of TOP3 line maintenance networks in Europe. The MRO's capabilities cover the narrow-body Boeing 737CL/NG, E170/190, CRJ900/1000 and the Airbus A320FAM. In 2019, the company expects to add up to 5 new stations to its network.



Saab 340
Photo: Magnetic MRO

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Safran Acquires ElectroMechanical Systems Business from Collins Aerospace

In a move aimed at increasing a critical mass in electrical actuation and flight control business lines, Safran has agreed to buy ElectroMechanical Systems (EMS) from Collins Aerospace. EMS' business consists predominantly of actuators and pilot controls for aircraft having previously been a part of Rockwell Collins. Last year EMS generated US\$159 million and employs 547 members of staff across its four facilities located in the USA and in Mexicali, Mexico. Through this acquisition, Safran will bolster its market position and create synergies in the electrical actuation and flight control segments to become a major player in pilot controls, while also strengthening its electrical actuation product line. Safran is an international high-technology group, operating in the aircraft propulsion and equipment, space and defense markets. Safran has a global presence, with more than 91,000 employees. Working alone or in partnership, Safran holds world or European leadership positions in its core markets. Safran pursues a continuous strategy of differentiation through innovation and undertakes extensive ongoing research and development programs.

Bombardier Commercial Aircraft Report Full Year 2018 Results

In 2018, Bombardier Commercial Aircraft significantly reshaped its portfolio, focusing on the CRJ Series program and its aftermarket business, while also participating in the growth of the A220 through its partnership with Airbus. The C Series Partnership (CSALP) with Airbus closed on July 1, 2018, bringing together two complementary product lines and the benefit of Airbus' global reach, creating significant value potential for the newly rebranded A220. A definitive agreement was reached with Longview Aircraft Company of Canada Limited for the sale of the Q Series aircraft program assets, including aftermarket operations and assets, for gross proceeds of approximately US\$300 million, on November 7, 2018. The transaction is expected to close by the second half of 2019, subject to customary closing conditions and regulatory approvals. Net proceeds for this transaction are expected at approximately US\$250 million net of fees, liabilities and normal closing adjustments. Revenues and aircraft deliveries for 2018 were in line with guidance on the basis of the de-consolidation of CSALP results from Commercial Aircraft since July 1, 2018. EBIT loss before special items was US\$157 million reflecting for the most part losses on the C Series program in the



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first half of the year and the post-closing CSALP equity pickup. EBIT loss of US\$755 million includes a US\$616 million pre-tax accounting charge related to the closing of the CSALP transaction. Commercial Aircraft continues to actively participate in the regional aircraft market with the established scope-compliant CRJ Series aircraft, with a focus on reducing costs and increasing volumes while optimizing the aftermarket for the large installed base in service around the world today. As the focus is to return the program to profitability, Bombardier also announced in 2018 it is exploring strategic options for the program.

Magnetic MRO Kick Off Bond Trading

As of February 14, Magnetic MRO has started its bond trading on the Nasdaq Baltic First North bond market. Magnetic MRO carried through a private placement of unsecured bonds and raised €8 million (US\$9.1million) to support the company's growth plans, including financing a strategic acquisition. The nominal value of one bond is 100 euros (US\$114), coupon rate is 8% per annum and paid out quarterly. The bonds will mature in three years. The bonds were subscribed by 70 investors from Estonia, Latvia and Lithuania.

Avolon Posts Annual Net Profit of US\$717 million

Avolon, the international aircraft leasing company, has announced results for the 2018 full year. Avolon's lease revenue for the year was US\$2.6 billion; an increase of 10% year on year. The company generated US\$2.2 billion of net cash of operating activities in 2018 and delivered US\$717 million in profit for the year, an increase of 30%. Avolon has declared and paid shareholder dividend of US\$490 million. At year end Avolon had US\$16.6 billion future contracted rental cashflows and ended 2018 with US\$5.7 billion of available liquidity in unrestricted cash, undrawn revolving credit facilities and undrawn secured and unsecured debt.

SIA Engineering Group Posts Profit of SG\$33.1 Million for 3rd Quarter FY2018-19

SIA Engineering Group has posted a profit attributable to owners of the parent of SG\$33.1 million for the third quarter of FY2018-19, a decrease of SG\$22.2 million or 40.1%. SG\$20.9 million of the decrease was mainly due to one-time events from the associated and joint venture companies. Operating profit of



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SG\$15.9 million was SG\$2.9 million or 15.4% lower year-on-year. Revenue of SG\$255.9 million was lower by SG\$15.1 million or 5.6%, mainly from lower airframe and fleet management revenue, partially mitigated by higher line maintenance revenue. Expenditure at SG\$240.0 million decreased at a lower rate of 4.8%, mainly due to lower material costs in line with the lower workload. (US\$ 1.00 = SG\$1.36 at time of publication.)

IFS net revenue soars beyond US\$600m in 2018

IFS, the global enterprise applications company, has announced its financial results for the full year ending December 31, 2018. Driven by a double-digit increase in product revenue, net revenue growth soared to 23%, outperforming the projected market growth of 7%. Cloud and SaaS saw a revenue increase of a remarkable 300%. A number of major transformation projects were carried out in 2018 with the expressed aim to facilitate global growth and ever-happier customers. Projects included harmonizing customer service and support as IFS has continued to grow its footprint in the medium-to-large enterprise segments.

2018 also saw the launch of key products, including IFS Applications 10, IFS Field Service Management 6, and SaaS-based solutions in the IFS Aerospace & Defense product line. These dramatic gains were ushered in following the appointment of IFS CEO Darren Roos in early 2018. To complete the company's global leadership team, Roos recruited talent from some of the best-known technology brands including SAP, Oracle, Software AG and Hewlett Packard.

AVIAA to acquire Convolus

AVIAA, the international group purchasing organization for business aviation, is adding over 150 new aircraft to its membership with the announcement, on January 28, that it has reached an agreement with Europe's smart purchasing business Convolus to merge their operations. The move will see AVIAA widen its footprint in Europe with the establishment of an office in Munich, Germany, complementing its existing bases in the U.K and US.. Irena Deville, co-founder and CEO of Convolus, becomes Managing Director – Europe and Middle East for AVIAA, and she

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

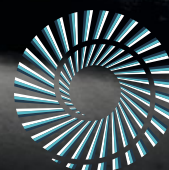
Skilled and experienced technicians combine a fresh Norwegian spirit, with a long and proud international heritage to provide fast turnaround, quick slot inductions and a range of highly competitive and reliable engine services that are multi-release FAA, EASA, TCCA, GCAA, CAAC, ECAA and DGCA certified.

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will work alongside California-based CEO Gillian Hayes and her team. After the acquisition formally concludes this month, the AVIAA community will support a member fleet of nearly 500 aircraft and a network of suppliers with global operations across every spend category, including a robust international FBO network. Existing Convulus members will be seamlessly integrated into the AVIAA community. In addition to the increased buying power the fleet merger will afford them, they will also be able to accrue further cost savings in the AVIAA supply chain, which covers expanded service categories, including insurance, maintenance, fuel, business operations, and crew training. AVIAA's predominately U.S.-based members will be able to draw benefits and savings from the enlarged group's 100-strong European FBO network, from large multi-destination handlers to stand-alone individual FBOs.

Boeing commercial airplanes fourth-quarter revenue increased to US\$17.3 billion

Boeing has reported fourth-quarter revenue of US\$28.3 billion, GAAP earnings per share of US\$5.93 and core earnings per share (non-GAAP) of US\$5.48. These results reflect record commercial deliveries, higher defense and services volume and strong performance which outweighed favorable tax impacts

recorded in the fourth quarter of 2017. Boeing generated operating cash flow of US\$2.9 billion, repurchased 1.6 million shares for US\$0.6 billion, paid US\$1.0 billion of dividends and completed the acquisition of KLX. Revenue was US\$101.1 billion for the full year reflecting higher commercial deliveries and increased volume across the company. Records for GAAP earnings per share of US\$17.85 and core earnings per share (non-GAAP) of US\$16.01 were driven by higher volume, improved mix and solid execution. Commercial Airplanes fourth-quarter revenue increased to US\$17.3 billion reflecting higher deliveries and favorable mix (Table 4). Fourth-quarter operating margin increased to 15.6%, driven by higher 737 volume and strong operating performance on production programs, including higher 787 margins. During the quarter, Commercial Airplanes delivered 238 airplanes, including the delivery of the 787th 787 Dreamliner and the first 737 MAX Boeing Business Jet. The 737 program delivered 111 MAX airplanes in the fourth quarter, including the first MAX delivery from the China Completion Center, and delivered 256 MAX airplanes in 2018. The first 777X flight-test airplane completed final body join and power-on, and the program remains on track for flight testing this year and first delivery in 2020. Commercial Airplanes booked 262 net orders during the quarter, valued at US\$16 billion. Backlog remains robust with nearly 5,900 airplanes valued at US\$412 billion.

Information Technology

Satair and Honeywell Aerospace have signed an agreement to distribute Honeywell's JetWave™ high-speed in-flight connectivity system to a wide segment of the global business jet market. JetWave is a powerful communication system, which operates and communicates with the Inmarsat satellite network to deliver high-speed internet into the cabin to connect multiple devices. It allows travelers to keep in touch with

their business teams, stream live TV and join video conferences to give global connectivity from take-off to touchdown. Satair will be distributing JetWave to the EMEA- and India-based Honeywell dealers, as well as Part 145 MRO and repair facilities that will undertake the installation work and who are not part of the Honeywell network.

Other News

American Airlines is hiring aviation maintenance technicians (AMTs) around the country during the first half of 2019. The company's Line Maintenance team plans to hire more than 250 AMTs in approximately 30 cities as a result of increased demand for maintenance support in the U.S. as the airline's peak summer season approaches. "This big hiring push is all about providing additional support for our daily mainline departures and reinforcing the operational reliability of our airline as we prepare for our peak travel period and beyond," said Paul Wroble, Vice President of Line Maintenance. "Increasing our maintenance team, which currently comprises more than 9,000 licensed AMTs, will enable us to continue our focus of improving the overall travel

experience for our customers and team members."

The Chicago-based parts trading company Aero Trade is going through a rebranding and warehouse relocation. The extensive stock of Airbus and Boeing Rotables, as well as the multiple APUs for their lease and teardown programs needed more space. The success of the last two years made a purchase and move to a state of the art new warehouse mandatory. By re-naming the company to Setna iO, the goal is to differentiate from other trading companies as much on the service as in the name. The global team members in Chicago, Arizona, California, London, and France look forward to continuing to serve their customers and vendors.

Putting a lid on engine maintenance costs

The industry is seeing new approaches to engine maintenance procedures.
Photo: AAR

Keith Mwanalushi monitors some of the variables involved in engine maintenance and speaks to some key players on how to keep repair costs down.

Engines are the most expensive assets on the aircraft and keeping them turning profitably and at the lowest cost is key to the operator and the cost of maintenance even more so.

Avoiding large material costs is a key element and Neil Russell, Chief Operating Officer at Aero Norway says there are various options open to MROs but it depends on what the customer wants to achieve during the shop visit, he states, for example, if all the LLPs need to be replaced and it's known HPT blades are scrap; a high material cost is hard to avoid.



Neil Russell, Chief Operating Officer at Aero Norway

"On the CFM56, SP10 allows you to continue time modules that then don't require full disassembly which reduces exposure and potentially material replacement. Using used serviceable material is less expensive than new where available; with upfront planning ahead of a shop visit this can give a big advantage. Obviously if a part is repairable it saves on the cost of a replacement part, however in some cases it can

be cheaper to buy a used serviceable part too. Using PMA can potentially save costs too, but many airlines and lessors don't want to install them, in our experience," Russell explains.

Russell agrees that the industry is applying any new approaches in order to have more efficient engine maintenance procedures. "Over the next few years you will see a lot of digital transformation that will allow a lot of data tracking and the use of artificial intelligence tools." He predicts that this will allow MROs to see trends in almost everything they do and highlight improvement areas vs many different variables. "It will also allow a highly efficient supply chain linked to upcoming inductions. I think you'll also see IoT used to connect machines together (in house and external suppliers) allowing higher product quality and high engine performance."

Mitchell Weinberg, President at International Aircraft Associates (IAA) feels that MROs can avoid large material costs



Mitch Weinberg, President, IAA



Proper planning can help avoid large engine material costs.
Photo: AAR

for engine maintenance by continuing to enhance their planning and sourcing of material to include a USM (used serviceable material) business model.

"The MRO can build a business model based upon growing their relationships with the aftermarket distributors. They can produce a plan to make this a priority going forward. This plan can include developing partnership agreements to allow the sharing of data, committing to the procurement of material with agreed upon pricing, agreeing to specific repairs and approved repair stations and the type of certificates required, scheduling material delivery. This approach provides for overall cost savings, baseline quality, on-time deliveries and reduced inventory carrying costs. It all adds up to a win-win for all parties involved; the MRO, the MRO customers and the aftermarket distributor partner," Weinberg states.



Alfredo Alvarez Technical Services Manager at Kellstrom

He adds that at many MRO's the aftermarket distributor USM model is in place; "MRO's can place additional emphasis on this and for those not taking advantage, they can implement this approach to provide increased value to their customers and stay com-

petitive in price and delivery."

Alfredo Alvarez, Technical Services Manager at Kellstrom sees that the industry is always seeking ways to minimise labour costs through various automation and time studies. He says Kaizen, Six Sigma and other streamlining tools have been utilised for the last couple of decades. "The biggest driver in elevated shop costs is the length of time and engine sits in WIP."

David Shilliday, Vice President, Airlines – EMEA, Honeywell Aerospace says the key to avoiding large material costs for engine maintenance is proper preparation. "Predictive maintenance helps owners and operators better prepare and anticipate the need for engine maintenance instead of reacting to them. This helps owners and operators avoid costly downtime and expensive replacement procedures."

Honeywell's offering, GoDirect Connected Maintenance is a solution that analyses aircraft data and delivers diagnostics as well as predictive, prescriptive alerts to take the costly surprises out of maintenance. Shilliday explains that



David Shilliday, vice president, Airlines - EMEA, Honeywell Aerospace.

it not only predicts an imminent system issue, it also provides prescriptive information to help maintenance crews pinpoint the fault down to the subcomponent level. "The solution identifies the part that needs to be repaired or replaced along with the repair procedure to be followed. As a result, technicians spend less time and money manually troubleshooting components and get to the right fix the first time."



Martin Friis-Petersen VP MRO Programmes, MTU Aero Engines

When it comes to material management, understanding the hardware and the market is key, contributes Martin Friis-Petersen, SVP MRO Programmes at MTU Aero Engines. He says MTU Maintenance benefits from being an MRO provider, leasing and asset management specialist. "We combine nearly 40 years of MRO experience and high shop volume with in-depth market understanding and financial strength, so we can assess fair market value of assets and make purchasing and

planning decisions accordingly."

Additionally, vendor management is an important aspect regarding material costs, he continues saying key to both repair and scrap rate management and parts sourcing. "Having materials and repairs available at the right time, for instance through GTAs with OEMs and key suppliers, is imperative in achieving turnaround times for our customers. We have excellent supplier relationships and take a partnership approach to our dealings."

The industry is applying adapted approaches to assist in greater efficient maintenance procedures, according to Carl Glover, Vice President Sales and Marketing Americas at AAR. "Most of them are focused upon analytics and interaction in the value chain supporting engine shop visits; including working closer with repair shops and suppliers (Vendors). This is becoming increasing evident and key at the moment as component shops are facing capacity constraints in supporting sub-component repairs."

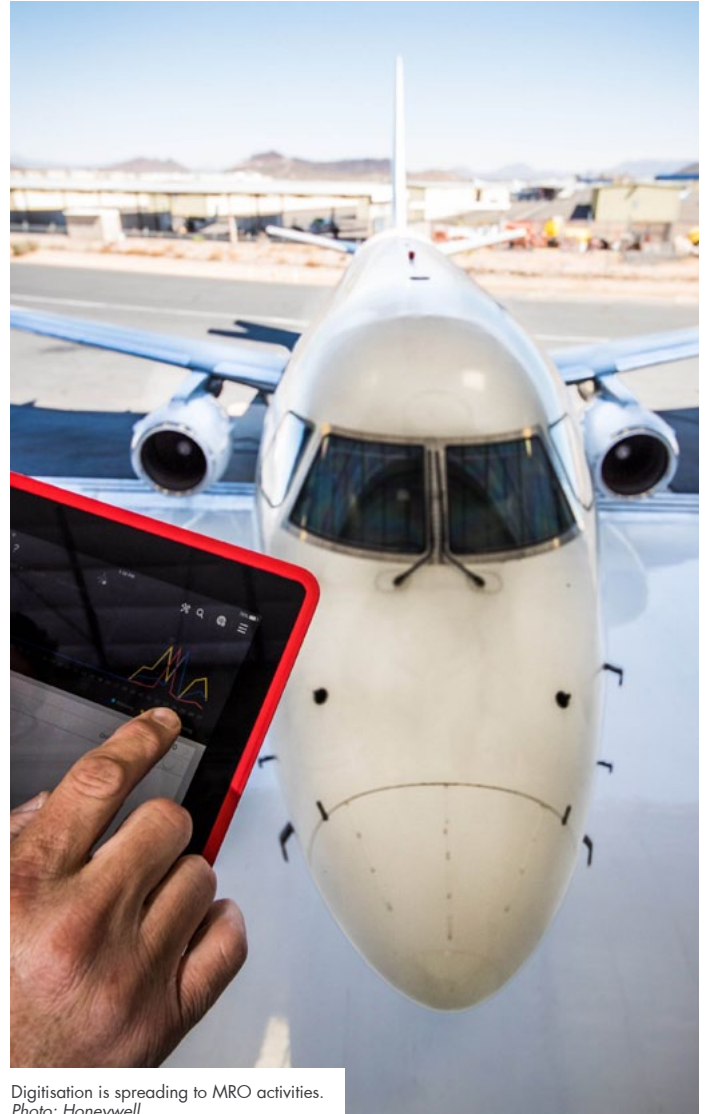
Mature shops are recognising (as in many other industries) that the flow of data up and down the value chain is critical to de-risking the engine MRO practices. Glover says this is both supply versus consumption, engineering findings and more importantly inventory replenishment options.



Filip Stanisic introduces engine repair capability at Magnetic MRO

Filip Stanisic, Magnetic MRO Head of Engine Management Department notices that the industry is facing a big problem with repair capacity at this moment for main narrow body engines like CFM56-5B/7B and V2500-A5. Engines are waiting in line for a long time just to be inducted.

Lessors own about half the commercial aviation fleet and

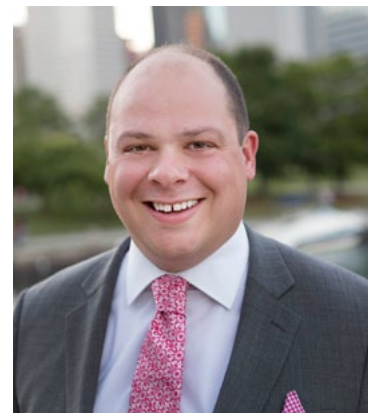


Digitisation is spreading to MRO activities. Photo: Honeywell

supposedly they are still wary of using PMA parts for engines. "To put it simply, there is a lack of universal acceptance for PMA parts," comments David Rushe, Director, Sales and Marketing – Europe at Magellan. He says until that's no longer the case, lessors will continue to have concerns about the residual value and remarketing impact of having PMA content in aircraft.

Glover feels the issue of PMAs is a bit broader. AAR sees a mix of PMA advocacy and none advocacy from the lessor community. "Much of the concern was around devaluing residual values through final part out values of the engines, other concerns were relating to asset marketability with some operators own policies impacting their acceptance of the engines."

Glover observes that some of the savvier leasing companies



Carl Glover, Vice President Sales and Marketing Americas, AAR

are talking to key players such as AAR to tailor workscopes that may (or may not) include PMA usage, it would be fair to say that the mature engine fleets out there have well known PMA's in both gas path and none-gas path areas. "Lessors are looking at the cost benefit of PMA usage (economic utility) and making decisions based on what information is out there."

Due consideration is that engines and aircraft are leased assets/ owned by funds or financial constructions that want to preserve values and rentals. "We see PMA adoption being driven by key factors on their availability and where the engine is in its lifecycle," Glover adds.



John Benscheidt, Vice President of Sales & Marketing, Jet Parts Engineering

"I believe there is a self-perpetuating cycle driven by secondary market economics causing PMA resistance by lessors – it has nothing to do with technical, certification, or warranty concerns," contributes John Benscheidt, Vice President of Sales and Marketing, Jet Parts Engineering.

The residual value of an engine with PMAs is less than without PMAs due to market demand, according to Benscheidt. "If an airline has a mixed fleet of leased and

owned engines, and their lease contracts don't accept PMAs, it's easier to keep non-PMA only engines from a logistics standpoint managing parts and maintenance practices. This drives down the desirability (i.e. value) of engines with PMAs. If, hypothetically, all lessors accepted PMAs, there would be no reason for airlines to be concerned about whether PMAs are installed on their engines from a contractual standpoint, thus putting demand and value of engines with and without PMAs on parity."

Benscheidt adds that many airlines aren't sitting back and accepting non-PMA leasing contracts anymore, they continue to pressure lessors to allow PMAs to manage their operational costs, thus reducing the value of lessor's assets and overall financial health. "If all the lessors break this cycle and allow PMAs I believe we would see residual values increase, financiers benefiting with improved asset value, and airlines saving money on engine maintenance. Its win-win-win situation," he argues.

Interestingly, Pat Markham, VP Technical Services, HEICO Corporation observes that some lessors are becoming more open to accepting PMA parts and DER repairs. "They are becoming sensitive to the critical role that PMAs/DERs provide to help reduce operating costs for the airlines. In the very competitive leasing world, being able to offer an option that reduces the airline overall cost can be a big differentiating factor, especially in the area of expendables/consumables.

"In the past some lessors had argued that PMAs could lead to lower engine valuations. We see the reality of cases where not having alternative sources actually significantly decrease engine valuations and increase maintenance costs," states Markham.

Digitisation is also pushing the aviation industry to lower costs and engine maintenance is no exception. "Engines are giving more and more data while they are on wing, so real reasons for their re-

movals can be easier located and appropriate corrective actions determined. It also allows better prediction of engine behaviour," says Stanisic.

Today's aircraft systems, such as auxiliary power units and environmental control systems, generate vast amounts of data that can be used to help predict problems and diagnose them. Shilliday states that with GoDirect offerings, Honeywell can capture and aggregate aircraft data, which can be used to create a comprehensive understanding of airline flight and maintenance operations. "By applying advanced analytics techniques such as machine learning and artificial intelligence to this data, along with insight from Honeywell's engineering and maintenance experts, we can generate accurate and actionable insights for operations and maintenance crews, helping them avoid unplanned maintenance costs, aircraft downtime and improve efficiency."

Alvarez from IAA says the use of paperless documentation procedures lessen the infrastructure needed to support the documentation required to perform maintenance. "The implementation of integrated ERP systems is another way in which organisations can lower the costs of maintenance through elimination of job functions.

AAR has invested heavily in its ability to leverage digitisation in the maintenance space (aircraft and sub-component MRO). "We use our digital offerings to interact with our MRO customers in the sharing of data, performance information and inventory supply. This has included major adoption of EDI practices with B2B direct transactions and invoicing with key customers, states Glover.

He reports that AAR is using digital analytics to forecast inventory consumption at the PN level to global customers. "These models become invaluable when we look at key trends effecting engines or a subset of engine components. AAR has developed a set of key tools that we are using ourselves and offering to our customers for them to leverage digital systems. This includes our recent announcement at MRO Europe of our Airvolution™ system which allows for cloud based (SaaS) management solutions of spares, repairs for MRO's and customer alike."

Glover notes part of the challenge facing the industry as we move to a digitised future is the absence of a common language for digital data sharing amongst the MRO and supplier communities. "This may end up creating multiple 'digital threads' for engine maintenance practices."

At Aero Norway, the journey is just starting with digitisation, but the possibilities are vast, to reduce costs and delivery time according to Russell. He says: "Using digitisation linked to Lean efforts is something we are doing as an example. Using electronic sign off, not just for the sake of going paperless, but to create an electronic platform to build future possibilities and links with artificial intelligence tools."

In the hot seat.....

Paul Dolan, COO, Aviation Technical Services (ATS)

AviTrader MRO: Can you give us some background on ATS and your key MRO capabilities for the civilian sector?

Dolan: ATS started as a heavy airframe provider almost 50 years ago and stayed that way, more or less, until recently. Airframe is still our biggest business, but over the last few years, we've built a niche in components repair and material management, with sites in Everett and the DFW Metroplex. We're incubating a third business, which we call Technical Solutions, focused on part and repair development. Five years ago, Airframe was 90% of our revenue and this year it will be around 60%.

AviTrader MRO: ATS seems to have a broad North American MRO footprint. What are your projections for this regional market?

Dolan: We're optimistic about the market remaining strong. Airlines are investing in their fleets by bringing in new planes, but also by upgrading older ones. Backlogs are healthy at Boeing and Airbus. We're believers in commercial air travel as a long-term growth story, so even though there will be year-to-year hiccups, we think the general trendline is upward.

AviTrader MRO: How are you managing the shortage of skilled labour in the MRO market?

Dolan: We're grateful to our new HR leader,

Dayna Eden, who joined us last year and made a stand: start with the basics. In a short time, we've gone ahead addressing compensation, upgrading onboarding and training, and defining a clear path forward for new mechanics. We call it the Apprenticeship Programme and it's designed to grow industry leading professional aviation mechanics to supply ATS with the talent it needs to be successful. It's no different in MRO than anywhere – if you say the right things, people give you a chance and if you do the right things, people stay with you.

AviTrader MRO: Are you working in co-operation with any European MROs for growth in this market?

Dolan: That's not something we've done, no. We do tend to be a do-it-yourself kind of place. We have just started looking at international markets; some of our recent acquisitions already do business in Europe and Asia. We would branch out where we see a clear customer need we are uniquely suited to serve.

AviTrader MRO: ATS acquired two component / inventory firms in 2018. Where does this position ATS in terms of growth?

Dolan: With American Cooler, it's depth. Paired with TPS Aerospace, we can offer customers much deeper accessories coverage. With Ranger Air, it's breadth: bringing something new to ATS customers ask us about – more flexibility solving for parts availability. We



Paul Dolan, COO, Aviation Technical Services (ATS)

believe the combination lets us address the bigger, hairier problems airlines face all the time.

AviTrader MRO: What opportunities [if any] do you see in the ageing aircraft market?

Dolan: We see ageing aircraft as a win-win. If airlines keep flying them, we're in the business of keeping them in the air safely and reliably. If they retire, we welcome the opportunity to support customers with their end-of-life needs, whether that be lease return work or managing serviceable material on their behalf.

AviTrader MRO: Are you investing in any new technologies?

Dolan: We look at technology pragmatically at ATS. We aren't early adopters. It has to be something bringing clear value to our customers or our people. We're investing in Velocity – our operational excellence programme – and we're applying technology judiciously within that. Getting technical data to the point of use is one example. Mobile devices in the hands of mechanics keeps them on the aircraft longer, meaning we can move planes through the hangar faster – clear value.

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

Dolan: Velocity and People, which I mentioned, are our big focus areas. You asked about acquisitions and we've made four in four years. We might take a breath and see what we have, see how the combination fits with what our customers ask us for. Always plenty to do.



Airframe is still the biggest business.
Photo: ATS

Wheel and brake distributor



The company has been in business for 35 years.
All photos: Aircrafters, Inc

This year we are celebrating our 35th year in business and our 20th year as an ASA accredited dealer, within the requirements of FAA Circular AC00-56. Aircrafters specialises in a broad range of Airbus, Boeing and selected regional platforms supported by long-term wheel and brake OEM relationships that provide stocking of both rotables and consumables. Aircrafters was awarded the distinction of "Commercial Aftermarket Distribution Network Partner" for Collins (UTAS) allowing further expansion of the business, and the ability to support the global aviation aftermarket.

Supporting your demand

We recognise the urgent demand for aircraft components and complete assemblies and have successfully established an extensive, continually replenished, inventory to meet our customers changing requirements. Our inventory of thousands of aircraft wheel and brake assemblies supports the needs of the world's commercial airline fleet and you can readily access it. We routinely ship overhauled units to trading partners, including operators and repair stations, globally. Operators benefit from our freshly tagged OEM overhauled units, providing the added security of warranty service at OEM centers around the world. We acquire only known new and used aircraft parts and subject them and their documentation to rigorous examination and control inspections. Our inventory is listed on ILS (Inventory Locator Services), Aeroxchange and PartsBase.com for your convenience, and listings are kept up-to-date with our highly advanced computer inventory tracking software. Most items ship same day and our AOG line provides 24-hour support.

AEP

The Aircrafters Advanced Exchange Program (AEP) was established to provide small fleet operators with a premium, flat rate or CPL (cost per landing) aircraft wheel and brake support program that includes structural and tires which are fully backed and certified airworthy by the OEM. We offer a programme that protects our

customers from secondary charges for "out of scope" support on any fully worn assembly. AEP contracted customers receive aircraft wheel and brake spares in advance of their anticipated need dates, and once installed, are entitled to use them for the full service life of the parts. The AEP programme removes the guess work and upfront capital costs of owning aircraft wheels and brakes and provides the ability to receive spares up to 60 days in advance of installation. Our OEM wheel assemblies with tires installed are ready for shipment and installation.

- Inventory of over 10,000 aircraft brakes and aircraft wheels
- 24 Hour AOG support and Same Day Shipping available
- Factory New (FN) and overhauled Serviceable (SV) aircraft brake assemblies and components
- Advanced Exchange Program (AEP)
- Industry leading aircraft overhaul component inventory
- ASA-100 Accredited
- Collins Designated Aftermarket Distributor for Goodrich aircraft brakes and aircraft wheels





Uwe Salzer

HAECO Cabin Solutions has appointed **Uwe Salzer** as Vice President of Product Development. His initial focus will be on the company's new seating product development initiatives. Salzer's career began at Dornier Flugzeugwerke, where he was responsible for primary structure designs, including design and development pressurized doors and emergency exits. He later joined Recaro, holding several positions in design and management before being appointed president of its seating division. Most recently, Mr Salzer was vice president of research and development for economy and premium seating at ZIM FLUGSITZ.

Certified Aviation Services (CAS) has appointed **Jay Scott** as Director of Operations for the Recovery, Repair and Modifications division. Scott will help develop and implement new strategies to deliver premier AOG service and support. He holds more than 19 years of experience in the aircraft maintenance industry. Prior to joining CAS, Scott held the position of Engineer Manager at Cathay Pacific, where he oversaw the West Coast and Mexico division.



Petr Doberský

Czech Airlines Technics (CSAT) has appointed a new member to its Board of Directors. Effective Monday, January 21, 2019, **Petr Doberský** took charge of the company's Finance, Development, Procurement and Logistics departments. Doberský was elected Board Member to fill the post vacated by **Ivan Píkl** who has left the company. The entire aircraft maintenance department has been under the management of the current Vice-Chairman, **Igor Zahradníček**, since December 2018.

In addition, as of January 1, 2019, CSAT has two new Supervisory Board members, namely **Jan Brázdil** and **Jan Kment**.



Marion Siuta

Marion Siuta will join TrueAero's leadership team as Senior Vice President of Acquisitions. Siuta's purview includes sourcing mid- to end-of-life aircraft and engines for part out and lease, while helping to grow TrueAero's line of technical service offerings. Siuta brings over 30 years of technical and commercial experience to TrueAero, having held leadership positions at AAR, Aircastrle, ILFC and AerCap.

IAG Aero Group has named **Adrian Johnson** as the new President of IAG Engine Center Europe, S.r.L. The appointment is with immediate effect. Johnson is based in Rome, Italy and reports directly to the CEO and Chairman of the Group, **Mauricio Luna**. Johnson is a senior-level executive with strong operations, commercial, and engineering experience. Prior to joining IAG Engine Center Europe, Johnson spent over 30 years with Rolls-Royce, Vector Aerospace, and StandardAero. He advanced the StandardAero engine and component business, while increasing the company's operational excellence. Johnson also worked in the customer facilities of India, Italy, New Zealand, and Middle East, and Germany.



Alain Flourens



Stefan Thomé

Alain Flourens, currently Head of Engineering for Airbus Helicopters, has been appointed Head of Industry for Airbus Helicopters, following **Christian Cornille's** departure from Airbus. Flourens will be replaced in his current position by **Stefan Thomé**, currently Head of New Business Models & Services at Airbus Defence and Space. These management changes are effective on April 1, 2019. Alain Flourens joined Airbus Helicopters in February 2017 from Airbus Commercial Aircraft, where he held several assignments including Head of the A380 Programme, Head of the Single Aisle Programme, and Executive Vice President, Head of the Airbus Centres of Excellence. With almost two decades of experience in helicopter engineering, Stefan Thomé held multiple management positions at Airbus Helicopters prior to joining Airbus Defence & Space in 2018. From 2013 to 2018, he worked as Head of Vehicle Integration & Doors Engineering, leading and managing all associated activities across Airbus Helicopters, while contributing to the definition of the Division's research and innovation policy.

Craig Winfrey has joined HAECO ITM as Vice President Sales & Marketing, Aircraft Components. Winfrey will oversee the business areas of inventory technical management and component overhaul. Prior to joining HAECO ITM, Winfrey was Head of Services, Strategy and Business Development at Bombardier Transportation. In this role, he was responsible for developing and executing the growth and evolution of Bombardier's services strategies in Southeast Asia and India. Based in Bangkok, Thailand, he oversaw the P&L for material services, fleet management offerings, digital innovation, component repair programs, maintenance and operations, and total asset management. Winfrey will be based at HAECO ITM's office in Hong Kong, and will report directly to **Daniel Stromski**, Executive General Manager of HAECO ITM.



Dr. Georg Fanta



Dietmar Focke

Effective January 15, 2019 the former Head of Strategic Purchasing, **Dr. Georg Fanta**, has taken over the role as the new spokesman for the management of the Product Division (PD) Component Services

at Lufthansa Technik. Georg Fanta succeeds **Harald Gloy**, who has moved to Lufthansa Cargo as Executive Board member. **Dietmar Focke**, former Managing Director of Lufthansa Technik Budapest, assumed the role of spokesman in the management of PD Engines on February 1. In the Engine Division he succeeds **Bernhard Krueger-Sprengel**, who is now responsible for Lufthansa Group's Technical Fleet Management.