

# MRO

Aerospace Magazine

## AFRICA

**Smart solutions  
to strengthen  
regional supply  
chains**



**Freighter  
Conversions  
Supplement**



### **Component Support**

Developing solutions  
for older aircraft

### **Astral Aviation**

Eyeing up new markets  
with converted EJets

# TRANSITIONING out of 737NG or A320 fleets? FORECASTING engine maintenance costs?

## Think ConstantThrust®.



With ConstantThrust®, Willis Lease will cover the cost and risk of engine maintenance by replacing a removed engine with a serviceable engine from our \$2B+ portfolio of assets – saving airline customers the significant time, money and risk associated with engine heavy maintenance.

**REDUCE** engine change costs by 50%. **ELIMINATE** expensive engine shop visits.  
**MINIMIZE** end-of-lease aircraft lease return costs.



**Willis Lease Finance Corporation**  
*Power to Spare – Worldwide®*

[leasing@willislease.com](mailto:leasing@willislease.com) | +1 561.349.8950 | [www.willislease.com](http://www.willislease.com)



## Demand for P2F conversions continues to soar

September marks the publication of our second cargo conversions editorial supplement. Following an overwhelming response from the first edition last year, we have brought together some of the key players in the freighter conversions market to discuss their solutions and the challenges and opportunities facing the air cargo sector. A huge thanks to all the sponsors!

There is a glimpse of hope as an uptick in the global air freight market is anticipated in the lead up to the upcoming peak season after markets reported a decline in demand over the last couple of months. The latest analysis from CLIVE Data Services, reported that general air cargo rates between Europe and North America for instance, have stabilised.

The revival of bellyhold capacity has put some strain on freight volumes as a whole but demand for full freighter configurations continues to be buoyant. Slot conversions are tight, one expert we spoke to suggests a wait of at least till 2027 on widebodies like the A330. However, there are alternative solutions coming to market, for instance Vallair launched the E-Class cargo configuration on the A330s and that is coming through nicely. The conversion is reversible, meaning you can change the cabin back into passenger configuration and loading is by a special conveyor belt system, certainly a cheaper option.

Elsewhere in this edition, we have focused on the resurgence of the African region, which like others was hit badly by the Covid crisis. Whilst challenges persist, the rebound in aircraft utilisation, MRO and other support services is underway. When crunching the numbers, Airbus forecasts the need for 16,000 new technicians required to operate, support and maintain the continent's future fleet by 2040, which represents a 3% growth compared to pre-Covid numbers. Meanwhile, Boeing sees commercial services opportunities in Africa such as supply chain, manufacturing, repair and overhaul to be valued at \$80 billion. Happy reading!

**Keith Mwanalushi**  
EDITOR

Conversion providers are under pressure to meet record demand for conversions.

*Photo: Aersale*



# CONTENTS



Cover images:  
Egypt Air  
MNG Airlines

## Publisher

Peter Jorssen  
p.jorssen@avitrader.com

## Editor

Keith Mwanalushi  
keith@aeropublications.co.uk

## VP Sales & Business Development (Advertising)

Tamar Jorssen  
tamar.jorssen@avitrader.com  
Phone: +1 (778) 213 8543

## Graphic Designer

Volker Dannemann,  
volker.dannemann@gmail.com

## Sales & Marketing Manager

Malte Tamm  
malte.tamm@avitrader.com

## Managing Editor

Heike Tamm  
heike.tamm@avitrader.com

## Published monthly by

Avitrader Publications Corp.  
Suite 305, South Tower  
5811 Cooney Road  
Richmond, British Columbia  
V6X 3M1  
Canada  
Tel: +1 (424) 644-6996  
www.avitrader.com



## 41 African MRO and aftermarket set to rediscover pre-pandemic growth levels



## 3 Editor's Page

## 6 News in Brief



## 12 News Analysis

Astral Aviation eyes up new markets with Embraer freighters



## 15 Component Support for Ageing Aircraft

Ageing fleets: Component support amid supply chain woes



## 21 Freighter Conversions Supplement

Special Supplement

## 41 Regional Review: Africa

African MRO and aftermarket set to rediscover pre-pandemic growth levels

## 47 Industry Interview

Marcos Padlan – Sales Director Europe, Africa and the Middle east, Spairliners



## 50 People on the Move

# AJW<sup>®</sup> TECHNIQUE Interiors

Looking for sustainable  
interiors that deliver  
lower fuel burn?

We provide tailored solutions  
for design, development and  
manufacture of your aircraft  
seat covers and cabin needs



AJW<sup>®</sup>  
**90**   
YEARS

1932 - 2022



AJW Group is the world-leading, independent, parts, repair, lease, engine, flight hour programme and supply chain solution integrator, transforming efficiency in commercial, business and defence aviation.

With hubs and offices on every continent - including AJW Technique, a state-of-the-art component MRO facility in Montreal - nose to tail, we have you covered.

[ajw-group.com](http://ajw-group.com)

## Luxair awards Revima Asia Pacific B737NG landing gear MRO contract

Revima Asia Pacific has entered into a two-year agreement for B737 NG landing gear overhaul. The first overhaul is scheduled in September 2022 in Revima's brand new state-of-the-art 11,000 m<sup>2</sup> facility south of Bangkok, Thailand. Ramp-up of operations is now accelerating and the company is ready to support a growing number of customers in the region with high-value quality and service. Remy Maitam, Revima Asia Pacific President, said: "Revima Asia Pacific is excited to support Luxair on its B737NG landing gear overhaul programme. We will draw on our experienced staff and extensive in-house capabilities to deliver on our commitments to Luxair".



Luxair Boeing 737-800

Photo: AirTeamImages

Dublin | Knock | Dallas | Atlanta | Barcelona | Vilnius | Beijing

Visit us at MRO Europe 2022, London.  
Booth 2038

## engine disassembly solutions

Complementing our established aircraft teardown activities, EirTrade offers CFM56-5A, CFM56-5B & CFM56-7B engine disassembly services at our new AFRA accredited facility in Dublin, Ireland.

- Engine disassembly
- Engine module disassembly & removal
- Pre-purchase inspection
- QEC/LRU inventory check
- Engine stand swaps
- Engine storage

**EirTrade**  
Aviation

Call: +353 1401 6080

assetmanagement@eirtradeaviation.com

eirtradeaviation.com



**Pratt & Whitney to establish Singapore technology accelerator**

Pratt & Whitney will establish a technology accelerator in Singapore in collaboration with the Singapore Economic Development Board (EDB). Technologies developed in Singapore will be applied across Pratt & Whitney’s global maintenance, repair and overhaul (MRO) footprint. The facility, serving as a centre of excellence for technology advancement, will help to accelerate the development and deployment of technology insertion projects across Pratt & Whitney’s four Singapore-based MRO facilities over the next five years. The projects, expected to be worth at least S\$31 million (or US\$22 million), will focus on automation, advanced inspection, connected factory and digital twin, helping to enhance connectivity and intelligence across the company’s MRO operations. The Singapore technology accelerator will be located at the Seletar Aerospace Park, within the heart of Singapore’s aerospace industry ecosystem. Expected to be ready for occupation in the fourth quarter of this year, it will add 16 new positions, which the company plans to fill with local, full-time employees.

**TAM’s first half year exceeds expectations**

With the books closed on the first half of 2022, TAM, Täby Air Maintenance, looks back on a good first half year and has high hopes for an equally good rest of the year. A number of Saab 340 cargo conversions and the new Saab 2000 cargo conversion programme well under way adds to a steady flow of ordinary MRO work on Saab and ATR 72 aircraft. Having both a design organisation and parts production in house gives TAM a unique flexibility to support operators of regional aircraft with an unparalleled ability to provide not only a highly cost-effective MRO service but also the ability to solve upcoming, unexpected issues, be it in the hangars or as an AOG occurrence. With the successful Saab 340 cargo conversion programme, complemented by the new Saab 2000 cargo conversion programme, TAM has a firm position as the world’s leading Saab 340/2000 conversion specialist.

**Get More Juice**

**PRESERVE** your investment with ideal long-term & short-term desert aircraft storage

**REALIZE** your investment with one-stop flight equipment disassembly services & asset monetizing (aircraft, engine & USM sales)

**MAINTAIN** your investment with expert aircraft & component MRO & return-to-service capabilities

**UPGRADE** your investment with cost-saving in-house aircraft modification & engineered solutions



**Everything you need. One integrated company.**



## ST Engineering secures contract for Boeing 737-800 component MRO from Nok Air



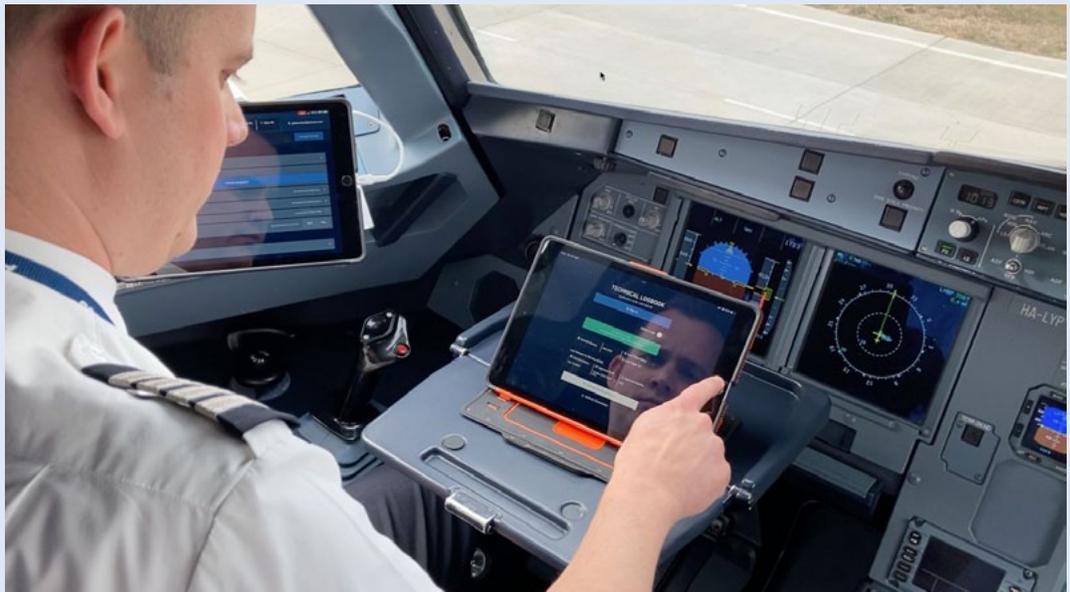
Nok Air Boeing 737-800

Photo: AirTeamImages

ST Engineering's Aerospace arm has secured a five-year component maintenance-by-the-hour (MBH) contract to service the Boeing 737-800 fleet of Thai budget carrier, Nok Air. Under the multi-year component MBH contract, ST Engineering will provide a full suite of component support solutions covering component repair management, pool support and dedicated consignment stock in Bangkok for the airline's entire fleet of Boeing 737-800 aircraft. The contract is a renewal of the partnership in component MRO between Nok Air and ST Engineering.

## EASA approves eTLB processes of Wizz Air

The European Aviation Safety Agency, EASA, approved the processes of Wizz Air to use the electronic Technical Logbook (eTLB) of AVIATAR in daily operations. In the three months since the fleet-wide roll-out on more than 140 aircraft registered in Hungary paperless operation proved to be stable with the new seamless digital pilot-to-maintenance collaboration application. The assumed reductions



Wizz Air Technical logbook cockpit

Photo: LHT

already materialise: calls in Wizz Air's maintenance control centre dropped by more than 25% proving the enormous impact of the application in daily operational life of pilots and maintenance crews. Launched in 2017, AVIATAR is the independent platform for digital products and services developed by Lufthansa Technik.

## Satair and Triumph Aviation Services Asia extend repair agreement for Airbus proprietary parts

Satair, an Airbus services company, and Triumph Aviation Services Asia (TASA) have signed a multi-year agreement extending the long-standing provisioning of repair station services for Airbus proprietary parts powered by Satair. Since 2015, Satair has partnered with TASA – part of Triumph Group of the U.S.A., which has carried out repair services for a wide range of Airbus aircraft operators with a progressive increase in the development of new repair capabilities and onboarding new aircraft programmes, like the Airbus A350. Under the new agreement, TASA will provide repair services for Airbus proprietary parts for all A320, A330, A350 and A380 families, with a special focus on the structural and flight surfaces and including but not limited to rudders, elevators, sharklets, etc. In addition to the wide coverage of Airbus platforms, the extension is projected to establish the footprint and readiness to support additional repair services for NextGen aircraft such as the A350, as well as for legacy platforms including the single-aisle (A320 family), long-range (A330/340 family) and A380 programmes.

## Parker-Hannifin Corporation completes acquisition of Meggitt for £6.3 billion

Parker-Hannifin Corporation, a global leader in motion and control technologies, has completed its acquisition of Meggitt PLC for approximately £6.3 billion. Meggitt, headquartered in Coventry, UK, had annual revenue of approximately £1.63 billion for the 12-months ending June 30, 2022, and employs more than 9,000 team members serving customers around the world. Meggitt has diverse aerospace and defence exposure with technology and products on almost every major aircraft platform. The transaction is expected to drive significant value creation for shareholders through increased organic growth, stronger cash flow and add to Parker's earnings per share, excluding one-time costs and deal related amortisation. Meggitt will add complementary technologies, increase Parker Aerospace's aftermarket mix through recurring revenue and enhance growth opportunities through commercial aerospace recovery, anticipated global aircraft fleet renewal, and in emerging trends such as electrification and low-carbon technologies.



**StandardAero**

**AUTHORIZED BY OEMs**  
**TRUSTED BY OPERATORS**

As the industry's leading independent aero-engine MRO provider, StandardAero is trusted by airline, governmental and business aviation operators worldwide for responsive, tailored support solutions.

Our global Airlines & Fleets team provides OEM-authorized support for your engine and APU needs:

- AE 3007 • APS2300 • CF34-3/-8
- CFM56-7B • GTCP36 • JT15D
- PT6A • PW100 • PW150
- RB211-535 • RE220

**StandardAero**  
[www.standardaero.com](http://www.standardaero.com)

## Vallair acquires A321 aircraft for part-out in Montpellier, France

Vallair, the mature asset specialist, has purchased an Airbus A321 (MSN 1008) for imminent part-out. The 1999 vintage aircraft was previously operated by AtlasGlobal and managed by TrueAero. The airframe will be fully disassembled at Vallair's facility in Montpellier, under the supervision of Armando Filho, Director of Material Management. "Part of the Group's strategy is to build and sustain a good-quality spares hub in France. We are fully committed to supporting



Former AtlasGlobal Airbus A320 ready for part-out in Montpellier, France

Photo: Vallair

this aircraft type for airlines, lessors and asset managers," he said. Intelligent repair management with an integrated supply chain and global network of audited MRO facilities ensures that Vallair provides a streamlined service to support the market needs. Filho explained that parts will be removed from the A321 aircraft, processed and made available for sale in Q4 2022. Vallair's Material Management team works in close partnership with the teardown function and manages the processing of hundreds of aircraft parts every month alongside Vallair's in-house aero structures repair shop based in the Châteauroux facility.

## Rolls-Royce completes sale of ITP Aero

Rolls-Royce has completed the sale of ITP Aero to a consortium of investors led by Bain Capital Private Equity, at an enterprise value of approximately €1.8 billion. The completion of the transaction, which was announced on September 27, 2021, follows the announcement on August 3, 2022, of approval of the transaction from the Spanish government. Sale proceeds were €1.6 billion. In addition, a dividend of €0.1bn was paid shortly prior to completion. The proceeds will be used to reduce debt with the immediate repayment of Rolls-Royce's £2 billion loan, which is supported by an 80% guarantee from UK Export Finance, helping to rebuild the Rolls-Royce balance sheet in support of its ambition to return to an investment-grade credit profile in the medium term. The sale of ITP Aero completes the disposal programme the company announced on August 27, 2020. ITP Aero will remain a key strategic supplier and partner for Rolls-Royce across both Civil Aerospace and Defence programmes. (£1.00 = €1.16 at time of publication).

**Air Greenland**, the state-owned flag carrier airline of Greenland, was ready for a change in its MRO software as the legacy software was no longer in the position to support today's airline maintenance requirements. Among others, the airline was looking for fully integrated end-to-end support for all processes for fixed- and rotary-wing aircraft combined with the capability to support a paperless operation. The operation of its aircraft is far from standard, the mixed fleet brings a mixed utilisation with its own challenges. A combination of scheduled, charter medical and SAR flights have to be accommodated when managing all ground activities and supporting business areas. With these requirements in mind, Air Greenland started an in-depth selection process to get a clear picture of the capabilities and gaps on the available software solutions. AMOS was able to convince the project team by ticking off the requirements and having a proven track record of successful implementations around the world for helicopters as well as fixed-wing aircraft. The implementation project is in full swing with workshops and training being delivered both on-line and on-site. While the project started during the pandemic and all services from **Swiss-AS** had to be performed online, on-site travel is now possible again to the benefit of both, Swiss-AS and **Air Greenland**. Flexibility, creativity, and the lessons learnt from the beginning of the pandemic ensured that the travel ban did not block the implementation progress. With the AMOS Airline Edition, Air Greenland will perform most of its maintenance inhouse and rely on the industry best practice processes that come with the MRO software. AMOSmobile/EXEC is also in the scope of the project and will complete the AMOS user experience in the hangar.



# ASCENT

AVIATION SERVICES

**ROSWELL INTL AIR CENTER**  
Roswell, New Mexico

**TUCSON INTL AIRPORT**  
Tucson, Arizona

**PINAL AIR PARK**  
Marana, Arizona

## MAINTAINING THE MAGIC OF FLIGHT

Ascent Aviation Services is a fully integrated MRO providing maintenance, storage, reclamation, modification, interior, and paint services to owners, operators and lessors of wide body, narrow body, and regional aircraft.

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



ascentmro.com

**Experts in comprehensive full life aircraft care, providing solutions for a wide array of commercial aircraft.**

**SEE OUR WEBSITE FOR CAREER OPPORTUNITIES**

**<https://ascentmro.com/careers.html>**



# Astral Aviation eyes up new **markets** with Embraer freighters

Deliveries of the first E190F will start in Q3 of 2024.  
Photo: Embraer

As Astral Aviation prepares for the E190F entry into service, Chief Executive, Sanjeev Gadhia speaks to Keith Mwanalushi about plans for the converted freighters in a promising market for cargo operations.

**A**stral Aviation of Kenya expects deliveries of the first of two E190Fs to start in the third quarter of 2024. The aircraft have been identified from lessor Nordic Aviation's feedstock.

Astral's CEO and Founder Sanjeev Gadhia said the decision to select the E190F was taken to meet its requirement for a feeder aircraft for its Nairobi hub and to replace its ageing DC9 freighter fleet with a more efficient and sustainable option.

The Embraer converted aircraft come at a time when airlines are increasingly seeking regional freighters with capacity, speed and flexibility to open new routes and serve existing sectors more sustainably and efficiently.

Gadhia indicated that the E190F will be a perfect fit in Astral's fleet which comprises of freighters in three categories: up to 20 tonnes, 20 - 40 and 50 - 100 tonnes. "Being the only freighter airline in Africa and amongst

the few in the world to have a diverse freighter fleet, this fleet will complement the network with flexibility and efficiency which will drive growth and innovative



Sanjeev Gadhia, CEO and Founder at Astral Aviation

solutions for client requirements," he stated.

Gadhia added that with support from Nordic Aviation and Embraer, a detailed route-analysis was undertaken on the E190F on Astral existing intra-African network from Nairobi and its planned new hubs in Johannesburg (South Africa) and Lome (Togo) – "the analysis proved that the E190F will offer efficient and cost-effective solutions for air-cargo to existing and new scheduled routes in addition to offering point-to-point solutions for oil, gas, mining and e-commerce cargoes."

As Africa gears up for the ratification of the African Continental Free Trade Area, it is expected to result in an increase in regional trade and new opportunities for air cargo to and within Africa. The intra-African market for passenger and cargo has incredible potential for African airlines considering that Africa remains largely disconnected and inaccessible for passenger and air freight.



Gadhia said a route-analysis was undertaken on the E190F and its planned new hubs in Johannesburg and Lome.  
Photo: Astral Aviation

Gadhia commended Embraer for having a successful and proven track record in Africa. "The decision to convert the E190 and E195 into freighter was long overdue and a timely move considering the anticipated high demand for cargo freighters over the next 10 years. The E190F and E195F are ideal to meet Africa's intra-African cargo requirements which is amongst the fastest growing region in the world," he said.

Aviation experts indicate the global demand for small and crossover jets of up to 20 tonnes weight capacity over the next 20 years is around 700 aircraft. In terms of raw material and feedstock some industry data suggests about 700 E190/195-E1 currently in operation and



A free trade area will increase cargo opportunities in Africa.

Photo: NAC 2000

some of them are reaching maturity for conversion into freighters.

Embraer expects the largest markets for the converted EJets to be

the US, home to the big integrators along with China, which is one of the most developed markets in terms of domestic air cargo operations driven by e-commerce. However, other regions such as Latin America, Europe and Africa are not being considered less important since e-commerce and online shopping trends are also strongly increasing in these regions too.

Freighter demand continues to grow strongly, and some smaller aircraft types have already started their value recovery post-pandemic. According to Embraer,

the E190/E195F are designed to meet the changing demands of e-commerce and modern trade that require fast deliveries and decentralised operations. Embraer says they are perfectly positioned to fill the gap in the market between turboprops and larger narrowbody jets.

Embraer states the E-Jet Freighter will have over 50% more volume capacity, three times the range of large cargo turboprops, and up to 30% lower operating costs than narrowbodies.

“The E190F and E195F are ideal to meet Africa's intra-African cargo requirements which is amongst the fastest growing region in the world.”

*Sanjeev Gadhia, Astral Aviation*



# AEROSSET™

Leading provider of engine spare parts  
for the aerospace industry

WE WANT YOU  
TO STAY UP  
HIGH  
IN THE AIR



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



# Ageing fleets: **Component** support amid supply chain woes

Legacy operators are seeking more robust longer term support solutions.  
*Photo: Cerdeav*

There is a surge in demand for aircraft component services particularly on mature fleets but as Keith Mwanalushi finds, the current supply chain chaos might just influence the acceptance of alternative solutions.

Airlines were not prepared for the scale at which the industry would ramp up operations following the start of the post-Covid period. Aviation experts had predicted the recovery would start from 2024 onwards so airlines and MROs anticipated to utilise this 'grace period' to plan their resurrection more effectively. Instead, this created huge anxiety in the market to return to pre-pandemic behaviours by as early 2021.

"Airlines had to catch up on maintenance in general and like most MRO players, we have seen an influx of parts from operators to cope with high travel demand. Pastor Lopez, President MRO Services Components, Composites and Landing Gears at GA Telesis tells AviTrader MRO. "Coming into the summer, we heard the same messages from operators telling us that they needed their parts back as quickly as they sent them to us. Most operators

were concerned, and rightfully so, with supply chain issues."

During the pandemic, GA Telesis purchased excess inventory from OEMs – "we knew the OEMs would cut



Pastor Lopez, President MRO Services, Components, Composites, Landing Gears GA Telesis

manufacturing," he speaks. The business relied on a seasoned management team with the experience to weather the storm and to date, Lopez reports that GA Telesis has not had any major supply issue that has impacted deliveries.

As load factors continue to increase in passenger and cargo operations, mature aircraft will continue to play a key role during the industry recovery phase. Jorge Iribarra, Managing Director, Engine Product Lines at Kellstrom Aerospace indicates that aircraft like the 737 NGs and the 767s are playing a leading part through this recovery period – "We have seen an increased demand for aircraft and engine parts that support the continuation of service of these mature aircraft."

Iribarra says since a large quantity of these were parked, demand for external Quick Engine Change (QEC) and main engine components have increased significantly. He indicates that



“Where PMA can further support ageing fleets is in the PMA industry’s willingness to invest resources in developing new solutions for older aircraft.”  
*Alan Voeller, Jet Parts Engineering*

The supply chain challenges have had a positive influence on the acceptance of PMA parts by airlines.

Photo: Jet Parts Engineering

engine and aircraft heavy maintenance requirements were also held to reduce cost. “However, since these aircraft and engines are being re-introduced into service the demand for internal, critical parts such as life limited parts and airfoils have increased as well.”

Irribarra stresses that Kellstrom Aerospace and Vortex Aviation – the engine specialist division - are prepared to supply this demand with parts, hospital and on wing technical services helping airlines and operators to return their fleets to service to a pre-pandemic level as efficiently and economically possible.

legacy fleets and generating increased use of USM, with operators seeking more robust longer term support solutions,” notes Shimizu.

With ‘post-Covid’ demand now in full swing, AerFin see various operators looking to reengage with alternative



Jorge Irribarra, Managing Director, Engine Product Lines, Kellstrom Aerospace

During the pandemic, several operators were forced to move away from their incumbent component support providers as they were being serviced via inflexible traditional power by the hour pooling arrangements which left them beholden to paying for minimum flight hour guarantees. Mark Shimizu, Head of Sales at Inventory at AerFin believes these were clearly not achievable during these prolonged periods of minimum or non-operation.

“A large number of operators are experiencing significant delays with deliveries of the latest generation replacement aircraft which is in turn extending the operational life of the

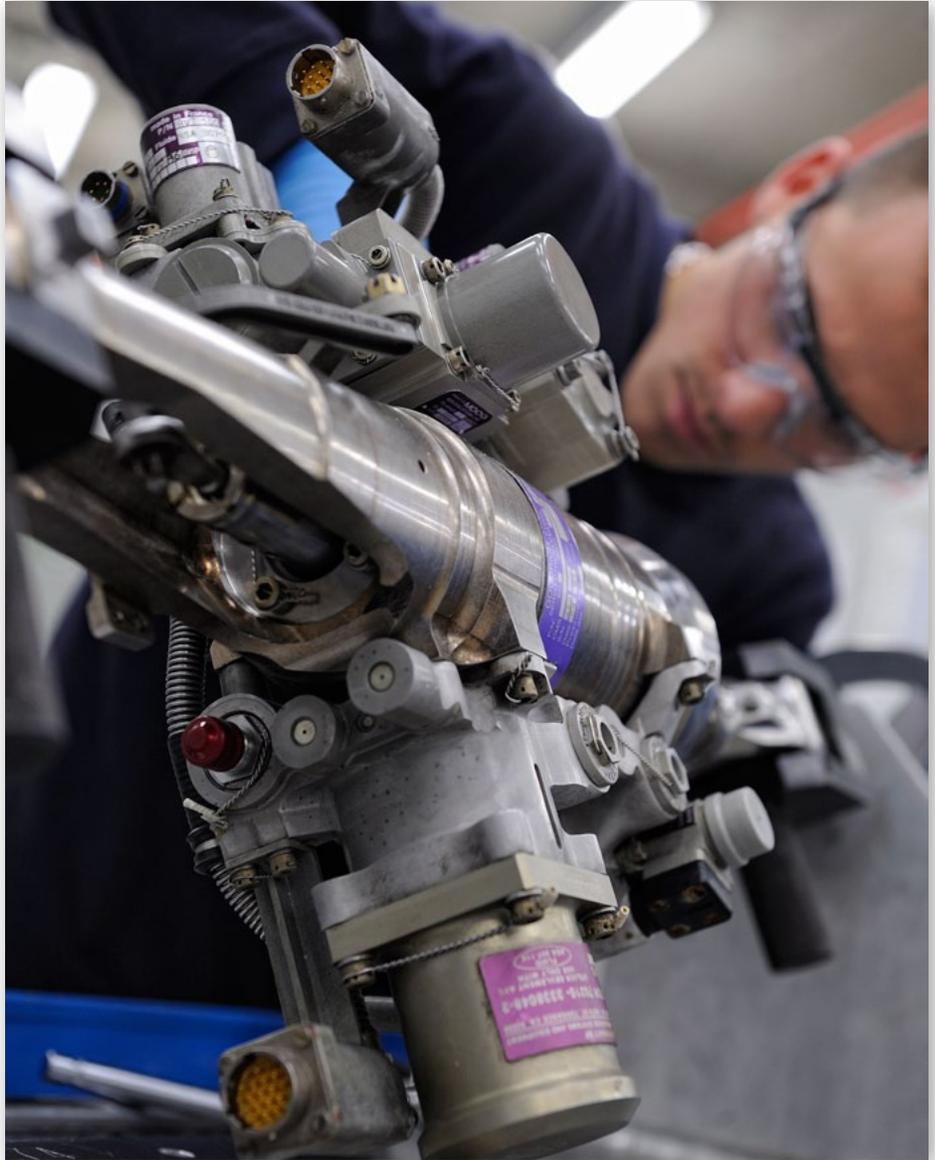


Mark Shimizu, Head of Sales and Inventory at AerFin

suppliers who are willing to offer more flexible and creative solutions. Shimizu feels such solutions will still require providing the same (or improved) levels of component availability and reliability whilst maintaining a consistency of forecastable spend. "To minimise potential costs, some operators have been open to hybrid solutions which offer programme coverage of just the operational high-risk parts, this can be seen as sharing risk with the supplier," he states.

Whilst some operators continue to satisfy own demand from owned inventory (predominantly in North America), several are reverting to looking for single source suppliers (or to streamline their existing network of suppliers at the very least). Post pandemic, many operations are still working with skeleton staff and are not adequately resourced to manage multiple suppliers. Shimizu sees component providers with comprehensive stock holding of serviceable inventory on the shelf, coupled with resource dedicated to these operators are best placed to become the partner of choice.

The obtainability of piece parts continues to concern specialists like Spairliners – including a reduced workforce throughout the industry. Also,



The obtainability of some components continues to concern the market.

Photo: AFI KLM E&M



René Popp, Head of Engineering, Asset & AOG-Desk, Spairliners

the race is on by aircraft manufacturers to deliver new aircraft models. René Popp, Head of Engineering, Asset and AOG-Desk indicates that this has led to a growing popularity of the in-service mature aircraft types and even the resurgence of the Airbus A380.

Spairliners provide component support for the Embraer E-Jet platform in Europe and also for the A380. "In both segments, this year we have seen a massive interest from airlines in component and repair flow support and we expect this to further increase in 2023," reports Popp.

He says, with the revival of the A380,

Spairliners is receiving plenty of requests to support this aircraft. "Component support for mature aircraft will play a major role in the coming years and will also challenge the parts manufacturers to keep up with the demand," Popp notes.

Alan Voeller, VP of Sales and Business Development at Jet Parts Engineering LLC, reckons the pandemic does not appear to have caused the surge of aircraft retirements many predicted. Consequently, Jet Parts Engineering has not seen a decrease in the demand for parts used in the component support of mature aircraft but rather the opposite.

"As part availability becomes the prevailing issue for many operators we are experiencing increases in demand for PMA piece parts used in the component support for mature aircraft," says Voeller.



Alan Voeller, VP of Sales and Business Development at Jet Parts Engineering

Given the flexibility and cost-savings benefits from Parts Manufacturer Approval (PMA) Voeller does not expect their use to recede if and when part availability is eventually better able to meet demand.

### Can PMAs and 3D printed parts offer a viable alternative?

The relatively low cost of PMA-made parts and 3D printed aircraft parts are increasingly of interest to operators, especially in the midst of all the disruptions in the supply chain. Voeller highlights the immediate cost-savings benefits, increased part availability, and add supply chain flexibility to airlines and MROs, so their benefits are not exclusive to ageing fleets. "However, where PMA can further support ageing fleets is in the PMA industry's willingness to invest resources in developing new solutions for older aircraft," he stresses.

With several years of proven demand

for piece parts on ageing fleets, PMA companies such as Jet Parts Engineering can better understand the expected ongoing piece part demand and are willing to develop parts with a shorter required period for return than what OEMs might need, Voeller suggests. "Ultimately, PMA companies are entirely focused on supporting the in-service fleets of our customers. As those fleets age, PMA companies will continue to look to support them."

Covid has obviously caused chaos with the global supply chain, especially in the manufacturing sector. Voeller adds: "As part availability has always been a key component of PMAs' benefits to airlines and MROs, the supply chain challenges have had a positive influence on the acceptance of PMA parts by airlines. As global supply chain difficulties caused part availability issues, PMA companies that have been able to maintain stock on their shelves have had opportunities to solve supply chain woes at airlines and MROs further showing the value PMA can provide to operators."

Jet Parts Engineering have not been immune to the supply chain disruptions; Voeller reports that they mostly see issues on the raw material side such as plastics and specialty alloys. "We have had to adjust our reorder planning to account for these delays and have been strategic on dual sourcing and pulling our scheduling forward.

"Our customers are going through the same challenges, so they are understanding if delays occur. The most important thing for us is to stay in close

contact with our customers and our vendors to ensure we are all working together to make things happen and eliminate any surprises," Voeller explains.

Lopez from GA Telesis acknowledges that PMAs or owner-fabricated parts are a solution most operators are seeking. "We work with all operators to ensure we meet their maintenance programmes and exceed their expectations and we also have 3D printing capabilities."

For instance, Lopez speaks of a part used for shipping thrust reversers actuators to ensure the alignment of the inner mechanism. This shipping part is called out in the OEM CMM, but the OEM is no longer making that part. "Using our FAA-approved fabrication programme, our engineering team reversed engineered this part which is being manufactured using our 3D printing capabilities."

Lopez adds that GA Telesis has an engineering team constantly working on repairs and solutions – "Recently, they developed a repair for a crew handle in the cockpit of the A300 that is prone to cracks. Since it is a safety issue, this handle cannot be deferred if cracked."

Irribarra from Kellstrom makes an interesting point saying PMA parts can represent important saving opportunities for airlines, and especially attractive when offered by OEMs on products within their core value streams where they offer vertical integration and extensive in-house component test capabilities yet with the PMA savings-based pricing approach. He says as manufacturing processes have been modernised and the quality of parts

“ A large number of operators are experiencing significant delays with deliveries of the latest generation replacement aircraft which is in turn extending the operational life of the legacy fleets and generating increased use of USM.

*Mark Shimizu, AerFin*

have increased, these economic benefits are being further considered by airlines and operators of ageing fleets who look to improve reliability and insert newer technologies into their ageing fleets to improve sustainment strategies.

"There has been a great deal of talk in recent years about additive manufacturing technology being an industry disruptor in that it will usher in a new era in manufacturing where inventory is replaced by the promise of quick availability of high-quality 3D-printed parts where one-part flow becomes practical both in the commercial and military aftermarket. The reality is that the technology has not yet caught up with that vision in a practical sense," remarks Irribarra.

However, he feels additive manufacturing can indeed be an important manufacturing choice to reduce set up time and facilitate one part flow for infrequently demanded parts, but the application is somewhat limited to certain types of parts and

materials today, and depending upon the desired mechanical properties of parts, there may still be fabrication, assembly, surface treatments or other processing required beyond additive manufacturing that still introduce economic constraints to the vision of one part flow. "Generally speaking, we do not see the introduction of 3D printed parts as a near-term market disruptor, at least for critical parts, in the ageing fleet market. We believe that conventional manufacturing processes will still be the logical choice to manufacture the majority of parts for mature aircraft and engines," Irribarra suggests

Its worth noting that PMAs have not always been favoured by some sections of the industry, as Mr Popp from Spairliners reminds – "PMA parts have always been seen as a two-sided approach, yes interesting from a cost perspective but also problematic in how to deal with the accompanying implications. Most lessors generally do not allow PMA parts on their aircrafts, so this is a huge problem for airlines which operate mixed fleets, where some aircrafts are

owned, and some come from lessors."

In the past the focus was on the reduced pricing and the difficulty was more in realm of how an airline will participate on such reduced pricing for component support within a pool provider. Popp, says that today, PMA parts are a chance to overcome the growing risks in part availability on a global scale. "Since Covid, we are facing massive increased lead times for new parts from the OEM, which are up to more than a year in specific cases."

In addition, the lead time for repairs is massively increasing together with the pricing for repairs, which in many cases leads to the decision to rather scrap a unit as the repair is more expensive than a new part, Popp mentions. "This is a critical circle right now as it leads to more demand on the market. In many cases the parts or units in question are not deliverable. If we do not open up alternative solutions like PMA parts, of whatever kind, we will face situations where the support of airline operations may be hardly possible anymore on some critical components.

"I see PMA parts as a necessary solution to secure component support in all areas but especially for ageing fleets," Popp concludes.

The 767s are playing a leading part through this recovery period.  
Photo: LATAM Cargo





# **SIMPLICITY** **FOR THE** **WIN**

**WHEELS AND BRAKES**  
**IT'S THAT SIMPLE**

# Freighter Conversions Supplement

AVITRADER™  
publications



Supported by:



**GA**  
TRELESIS®

**ACS**  
AERO CAPITAL SOLUTIONS



**321** PRECISION  
CONVERSIONS

**TAM**  
TÄBY AIR MAINTENANCE AB

 **VALLAIR**

  
**Kellstrom  
Aerospace**

# New challenges facing **conversion** houses



Presently, AEI are reserving production slots as far out as mid-2024.  
Photo: AEI

## By Robert T. Convey, AEI Senior Vice President Sales & Marketing

**J**umping from one challenge to another has become the norm during the last couple of years and now the air cargo market along with the rest of the world economy is finding itself staring at a potential global recession. At first look, these challenges seem insurmountable, yet if one views them with clarity, the opportunities will reveal themselves.

For a bit of a backstory, just over two and half years ago the industry faced the threat of complete shutdown imposed by the Covid pandemic. What was first thought of nearing catastrophe quickly became a boon for air cargo and those that serve this industry sector. The driving reason for the change was consumers' behavioural patterns changed forcing the growth of E-commerce. This unexpected outcome directly translated into a basic requirement for more freighter aircraft.

Prior to the pandemic and the resultant increased demand in E-commerce, AEI was comfortably redelivering approximately 15 to 18 freighter conversions per year. This covered our entire product line, including the B737-400SF, B737-300SF, CRJ200SF and MD-80SF freighters. During the same time, AEI obtained FAA STC approval for its 12-pallet position B737-800SF freighter programme.

When AEI initially introduced the new freighter programme, the company projected it would take approximately three to four years before the B737-800SF freighter would begin to align with the capital outlay requirements and operating economics of air cargo airlines. The main driver of this projection at the time was due to high demand - passenger airlines were fully utilising their existing 737-800 fleets, often beyond the age



of conversion. Generally, the age of passenger-to-freighter conversion for an aircraft is roughly 15 years or more. When AEI received its STC, a third of the 737-800 fleet was at or past conversion age, yet the aircraft values remained frustratingly elevated. These high values worked as a major barrier to entry for most cargo airlines.

The passenger airline sector, however,

did in fact face a slowdown during the pandemic. The substantial reduction in passenger airline routes resulted in a reduction of available belly hold cargo, which many freight forwarders and logistics companies relied upon for the efficient delivery of goods. Also, newer model 737-800s, along with other aircraft types, were being parked and stored. This process ultimately resulted in the 737-800 values quickly falling in line with solid conversion economics. Throw in the rapidly changing market dynamics and increased demands of E-commerce and it became a recipe for growth in the air cargo industry and for conversion houses in general. As an example, by mid-June 2020, AEI had ten B737-800SFs in committed production slots. A year later our committed slots rose to sixty.

Presently, we are reserving production slots as far out as mid-2024 which is unheard of in our industry. This scheduling demand is being seen throughout the industry for multiple aircraft types. In the past, slots would be reserved roughly six to eight months out, so the advance notice places conversion houses in a comfortable position, for the time being.

I have been saying for quite some time that we expect the high demand for narrowbody freighters to remain at the current levels and then slow in either late 2023 or early 2024. The global economy is showing signs of stress and facing recessionary headwinds, yet conversion houses have showed extraordinary restraint given the huge demand over the last couple of years. It would be easy to ramp up and push more conversions through, but when the expected slowing occurs, conversion houses may find themselves in an "overbuilt" scenario.

“

**The B737-800SF freighter will be the workhorse of choice for owners and operators for the next couple of decades. This places AEI in a strong position by having the right product at the right time.**

*Robert T. Convey, AEI*

”

The negative effect would of course be felt further on down the line, from MRO partners to suppliers.

We did increase our production capacity in the last couple of years to accommodate the needs of our customers, however, believe we have done so in a responsible manner. AEI currently has five conversion centres with 12 lines solely dedicated to the B737-800SF. Our projections show the added production capacity will be fully supported by the future demand of cargo airline expansion efforts and freighter replacements. Like the success of the B727-200SF, Should we experience a recession or slowdown in demand, which we do expect the latter, we will take that opportunity to review and implement new efficiency measures and perhaps explore the viability of future programmes such as the B737-900SF.

Throughout the recent Covid imposed economic issues, and during other times of economic uncertainty, AEI has always used the opportunity to adjust its offerings to better align with customers' needs. While the features we offer on the B737-800SF, such as ability to convert any line number, having ETOPS 180 approval, and our unique safety and redundancy

features, it is our approach to business that makes the real difference.

We always strive to make doing business with AEI as easy as possible for our customers, from securing production slots to our streamlined and easy contracting process. We allow customers to change slot dates and transfer deposits without a penalty. Additionally, customer contracts and slots are assignable if the aircraft is sold, and we allow customers to switch aircraft MSN's up to 30 days prior to start of conversion.

There soon may be a recession on the horizon which will surely affect air cargo, yet the effort we have placed in not only our forward-thinking approach to our freighter products, but also the flexibility we offer customers from a business perspective, will certainly help them weather any challenges that may lie ahead.

**For more information on the AEI B737-800SF or any of the company's four other narrowbody freighter programmes, please visit:**  
[www.aeronautical-engineers.com](http://www.aeronautical-engineers.com)



The Global Leader in  
Narrowbody Conversions



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



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

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



Re-engineering the airframe during the conversion from passenger to cargo at Taby Aircraft Maintenance.  
Photo: Jetstream and Donald Kamenz

# Building capacities for regional freighters

By Pär Gulle, TAM Chief Executive and AM

**W**e have been converting Saab 340's for some years now – about 30 to date. Now, as we see that demand for Saabs in the cargo role increase, we are ramping up that rate. Currently, we are converting eight to ten Saab 340B's a year, either in our workshops, at Örebro Täby airport or by providing conversion kits to operators.

In addition, we are now in the final stages of converting the first Saab 2000 high-speed turboprop into a dedicated freighter. We are doing this in close

collaboration with the launch customer, Jetstream Aviation Capital of Miami, Florida, and we have high expectations on what this new addition to the regional cargo market will offer operators.

The new project for the high-speed turboprop regional airliner will see the design work, led by TAM's Design Organisation and the associated parts production managed at TAM's facilities in Örebro, Sweden.

Looking at the capability data, the Saab 2000 freighter will feature six net-divided

loading bays, in addition to the current passenger aircraft cargo compartments, and all bays will meet 9G-approval requirements. Total cargo volume will be 55.4 m<sup>3</sup>/1960 cu ft, with a floor loading limit of 730 kg/m<sup>2</sup> /150 lb/ sq. ft and a target max payload of 6,622 kg /14,600 lbs. For operations under US FAR Part 135, the max payload will be limited to 3,402 kg /7,500 lbs.

Based on our experience of converting dozens of Saab 340 passenger aircraft to cargo configuration, we are confident



Pär Gulle, TAM Chief Executive and AM

that we can meet any challenges to certify and convert this larger and highly capable aircraft.

In terms of the demand for freighter capacity post-pandemic, and speaking for ourselves, we see demand for cost-effective regional air transport increase, post-pandemic despite fears of a global recession. This is obvious, referring to the number of RFQ's and firm orders that we receive regularly.

With regards aircraft feedstock, we see ample availability of conversion ready aircraft to cover our needs for the near future. Our focus is now on the Saab 340B/B+, of which about 300 were built and about 10% have so far been converted to freighters. Despite focusing on the Saabs, we recently added the ATR 72-family to our offerings, and we might also see what opportunities lie with that aircraft from a conversion point of view.

Looking ahead, we are always investing in fine-tuning as well as further developing our conversion packages to enhance performance. Also, from a more general standpoint, we are preparing

to increase floor space as well as staff to cope with the long-term demand for conversions.

Lastly, the biggest challenge right now is to increase the production capacity to meet the current demand without increasing lead times for conversion slots too much.

We remain optimistic about the outlook for the conversion market of our regional aircraft platforms.

TAM supports aircraft operation including all kinds of maintenance, support, modifications and repair, with a focus on Saab 340, Saab 2000 and ATR 72 regional airliners.

This includes line and base maintenance, structural repairs, composite repairs, modifications based on Service Bulletins or STC as well as interior and seat refurbishments and upgrades.

**For more information visit:**

**[www.tam.se](http://www.tam.se)**



TÄBY AIR MAINTENANCE AB

**TAM. Home of the Saab Cargo Conversions.**  
 A true *one-stop-shop* for all your  
 Saab 340/2000 and ATR 72 MRO needs.

Täby Air Maintenance, Örebro Airport, Sweden • [www.tam.se](http://www.tam.se)



The A321-200PCF has seen record demand.  
Photo: Precision Aircraft Solutions

# Narrowbodies drive appetite for **freighter** capacity

By Zachary Young, Director of Sales, 321 Precision Conversions

Since obtaining the initial STC for the A321-200PCF, Precision has been ramping up the new programme to meet record demand. Historically pre-COVID, new conversion programmes often had the luxury of ramping up in parallel with the natural decline in aircraft values and increased availability and because of this, the pains of ramping up a new programme could easily be unnoticed.

Due to record narrowbody conversion demand, conversion providers are under pressure to maintain high levels of throughput and to minimise any effects of labour and material shortages. The year 2021 was a challenging year for the

supply chain but Precision's has improved substantially during 2022 to nearly to pre-COVID levels.

The 757-200PCF conversion activity remains strong across four conversion lines. By September 2023, Precision expects to have inducted its 170th 757-200PCF. Due to declining feedstock and increasing aircraft age, this programme is expected to phase out over the next two to three years. The 757 has unmatched narrowbody payload, performance, and range. Operators across the globe continue to rely on this performance as the 737-800 and A321-200 fall short. However, the reality going forward is that many operations do not require such





The 757-200PCF conversion activity remains strong across four conversion lines.  
Photo: Precision Aircraft Solutions

extreme performance, which comes at the cost of added fuel burn and maintenance costs.

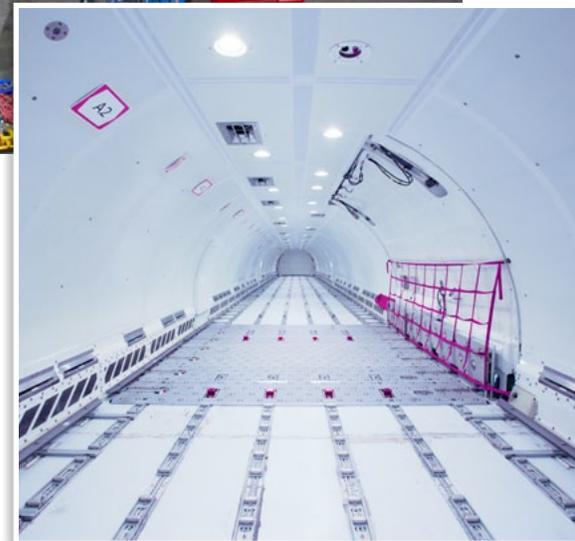
The A321-200 is aligned with the 757 from a volume perspective, yet the fuel burn is nearly 20% less. Customers of the 757 going forward will either be (1) New operators requiring the performance, payload, and range; or (2) Existing operators adding supplemental capacity to their 757 or 767 fleets. Wind-down efforts of a long-term programme require much pre-planning. Customers anticipating 757 conversions in their future are encouraged to coordinate their intentions well ahead of time to ensure there are available kits before the programme is discontinued.

The A321-200PCF has seen record demand. Additional conversion sites have been added in 2022 to include HAECO Xiamen (PRC), HAECO Americas (Lake City FL USA), and NIAR Werx (Wichita KS USA). The A321-200PCF was born a success by design and based on our knowledge and

experience with over 150 757-200PCF conversions to-date, the A321 was designed to meet or exceed the needs of the modern-day narrowbody freighter.

A key differentiator on the A321-200PCF is the low operating empty weight- nearly 1800kg lighter than the competition, which contributes to a lower fuel burn and less carbon footprint. A Weight Variant 000 Precision freighter outperforms higher operating weights on competing products due to the lower operating empty weight alone. The large flight deck and supernumerary area, and clean/robust Telair cargo handling system offerings in the main deck and lower deck add to the value. Record production levels for this type are anticipated well into 2025 and potentially beyond, depending on the global market demand.

We are seeing that freighter capacity is in high demand for the moment and the narrowbody conversions are less affected by sea-to-air shifts than the widebody programmes. Narrowbody demand can



Record production of the A321 freighter are expected well into 2025.  
Photo: Precision Aircraft Solutions

be indirectly related, however, some operators have re-assigned widebodies from domestic to international routes and backfilling the domestic void with narrowbody freighters.

Speaking on feedstock, for the A321 we observe that due to the popularity of the A321 NEO and increased new deliveries, the A321 feedstock availability is expected to adequately sustain the demand. The conversion provider throughput is a pacing item- the demand is now, but it will take two to three years for the conversion redeliveries to catch up.

“ We are seeing that freighter capacity is in high demand for the moment and the narrowbody conversions are less affected by sea-to-air shifts than the widebody programmes. ”

*Zachary Young, Precision Conversions*

Investment in freighter conversions: Historically the conversion demand came in smaller waves, requiring a nimble approach to respond to fluctuations in demand. For the next two to three years, the demand is expected to be constant. Significant tooling and manufacturing investments have been made by Precision in the last 24 months to streamline production processes and

increase efficiencies, while becoming less dependent on supply chains and third-party vendors.

In terms of challenges in the sector, the labour required to perform narrowbody aircraft conversions is substantial, and historically many narrowbody conversions will demand 15,000-28,000 manhours per event for the conversion portion alone (depending

on type). Attracting and retaining labour at the MRO level is highly competitive, especially in regions which house multiple MRO sites.

It is easy to see increased conversion activity, but also other areas of the industry are equally affected beyond the conversion providers and MRO levels. Some examples include landing gear, thrust reverser, engine, APU, and other shops which directly support the conversion and heavy maintenance. If any of these facilities are understaffed and/or overwhelmed, it risks becoming a pacing item for the entire event. We are seeing more customers pre-planning and making sure work packages are defined well in advance to mitigate this risk,

**For more information visit:**  
**[www.precisionaircraft.com](http://www.precisionaircraft.com)**

**321 PRECISION CONVERSIONS**  
A Precision Aircraft Solutions / ATSG Joint Venture

**WORLD LEADERS** in Aircraft Engineering, Modification, Component Manufacture, & Continued Airworthiness Support.

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

FAA STC ST02716SE APPROVED

**A321-200PCF**

# GA Telesis in pole position to meet anticipated **freighter** demand

**By Marc Cho, Chief Investment Officer, President of LIFT (Leasing, Investments, Finance, & Trading) GA Telesis**

**G**A Telesis is active in the 737-800 P2F freighter market converting aircraft under the Aeronautical Engineers, Inc STC. We have delivered four 737-800SF thus far, and the next two aircraft, scheduled to be delivered later this year, have been committed to long-term leases. The successful execution of our 737-800SF programme is a direct result of our comprehensive in-house technical, asset management, and remarketing capabilities. Additionally, the 737-800SF programme has been a compelling application of the entire GA Telesis ecosystem, harnessing our extensive capabilities to identify and source prime airframe feedstock, overhaul engines, source components, avionics, and overhaul landing gear.

In terms of demand, we are continuing to see strong interest from current and potential new operators for main deck narrowbody freighters; however, we are actively monitoring supply and demand dynamics, as announcements of additional capacity at existing freighter conversion providers combined with anticipated new conversion STCs could lead to a shift, where supply begins to outpace demand in the medium term.

Looking specifically at feedstock and given the significant size of the global 737-800 fleet, there should be more than sufficient airframes to meet anticipated freighter demand; however, the recovery



GA Telesis has committed to 12 737-800SF conversions with AEI thus far from passenger to cargo at Taby Aircraft Maintenance. Photo: AEI

of passenger traffic has noticeably impacted aircraft availability for the near term, so prudent pipeline management has become an even higher priority.

We have committed to twelve 737-800SF freighter conversions with AEI thus far, with the first four delivered and the next two aircraft committed to long-term leases. Beyond the direct investment in freighter aircraft, GA Telesis is expanding its capabilities to support the global freighter fleet by investing in the expansion of our landing gear maintenance capacity in the US and engine repair capacity in Europe, combined with a new engine repair facility in Wilmington, OH to support the North American market.

Despite the demand, the P2F conversion sector is experiencing the same challenges impacting the entire



aviation industry. Supply chain constraints and longer lead times for repairs and other services have put pressure on turnaround times. Additionally, we have observed that sourcing skilled labour to perform conversions and other necessary maintenance can be challenging.

**For more information visit:**  
**[www.gatelesis.com](http://www.gatelesis.com)**



# LIFT

Leasing, Investments,  
Finance and Trading

## ENGINES FOR SALE OR LEASE

CFM International  
**CFM56-5B6/3**

GE Aviation  
**CF6-80C2B7F**

International Aero Engines  
**V2527-A5**

EMAIL: [engines@gatelesis.com](mailto:engines@gatelesis.com)



## AIRCRAFT FOR SALE OR LEASE

**A330-200**  
**(PW4168A)**

EMAIL: [aircraft@gatelesis.com](mailto:aircraft@gatelesis.com)

YOUR JOB IS IN THE SKY. OUR JOB IS TO KEEP YOU THERE®

# The Aircraft Group: Taking the **load** off cargo conversions



The demand for airfreight is still very high post pandemic.  
Photo: Aviation Horizon

## By James Palacios, Vice President & General Manager, The Aircraft Group

**T**he Aircraft Group is involved in all aspects of the P2F market from feedstock identification, through the due diligence for the acquisition of the asset, up until redelivery where we also support the oversight and management of the conversion itself, and of course all the associated heavy maintenance that is required to place that aircraft with its freight operator.

Historically, The Aircraft Group has supported and managed many 757, 767, and 737 conversions, but most recently, we are at the forefront of the A321 conversion activity and have been actively supporting multiple A321s since 2020. The latest expansion of our conversion expertise is on the 777,

which we are now also in the early stages of actively supporting aircraft entering that conversion market.

The demand for airfreight is still very high post pandemic, we have not seen any significant change and do not expect to see any in the near term. Considering the continuing problems plaguing sea-freight, it will likely take years to unclog the shipping backlog to get it back to where it needs to be. In addition, continuing issues with available labour at the docks and geo-political issues seem to indicate there is no immediate end in sight. Although still more expensive, the cost difference has shrunk



due to challenges with sea freight, and the convenience and reliability of airfreight outweigh that incremental cost for many companies who have become accustomed to that level of service. As for the impact of belly freight, although



The 777 is an exciting platform for The Aircraft Group.  
Photo provided by Kellstrom Aerospace

the passenger markets are returning, especially domestically, the international markets still have a gap that dedicated freighters will continue fill.

When looking at the feedstock that will sustain conversions, we see that current narrowbody platforms like the A321 and 737-800 have feedstock to support the still heightened demand and as the MAX returns more -800s will enter the feedstock, plus there will be a good amount of A321s entering the "sweet-spot" for retirement and conversation over the next few years.

As the industry recovers and airlines right size fleets, more feedstock should also come to the market. With the 757, discussions have for a long time been about the end of its dominance and about very limited feedstock, but there are still some out there with the

correct configuration available in the coming years to supplement some of the retirements pending, but obviously at or close to the end of its reign.

Similar for the 767, there is shrinking feedstock but there are still attractive aircraft out there that could offset and/or supplement the current fleets. From a widebody perspective, the 777 is the exciting platform and The Aircraft Group is actively engaged in support of it too. Feedstock for the 777 is good and there is a steady number of aircraft available in the coming years including some aircraft which are much younger than perhaps traditionally converted due to the slow recovery of the long-range markets.

The slower recovery is resulting in a surplus of aircraft which are still not

back in service which may become conversion candidates. For the narrowbodies, which seem to be the hot topic in the industry, there will be attractive feedstock available in the coming years... the issue is MRO capacity to convert the aircraft.

Looking broadly at the availability of financing for P2F programmes, so many investors still want to be a part of this market while it is still "hot", therefore there is still a lot of demand, which will continue for some time to come, that makes P2F an attractive investment.

Financing is not one of the challenges to this market, if you find the right assets, manage the process well to mitigate the technical risks, the potential return remains high with acceptable risk profiles. Considering there is no near-term end in sight for the heightened demand for air freight, we would expect the financing to keep flowing into P2F programmes.

**“Feedstock for the 777 is good and there is a steady number of aircraft available in the coming years including some aircraft which are much younger than perhaps traditionally converted due to the slow recovery of the long-range markets.”**

*James Palacios, The Aircraft Group*

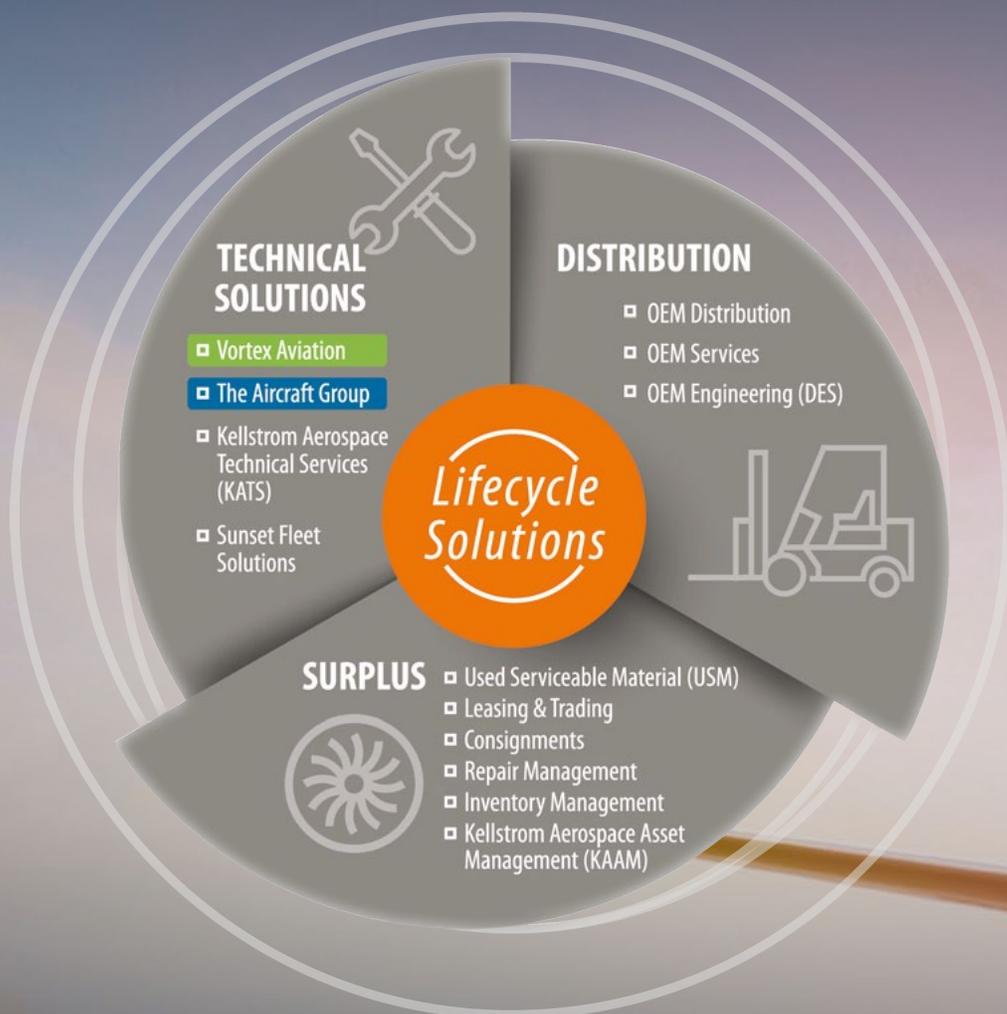
**For more information visit  
[www.theaircraftgroup.com](http://www.theaircraftgroup.com)**

# AVIATION

# LIFECYCLE SOLUTIONS



**Kellstrom  
Aerospace**



Kellstrom Aerospace is uniquely capable of supporting aircraft owners, operators and MROs with cost-saving solutions and value-added services at each phase of the aircraft's lifecycle. We work closely with our clients to ensure that as their needs for aircraft and engine parts change, we are well positioned to offer solutions to maximize their profitability. Our products and services are tailored to the commercial aftermarket enabling organizations to:

- Reduce Aircraft & Engine Downtime
- Cut Maintenance and Operating Costs
- Improve Asset Value Realization
- Utilize the Highest Quality Genuine OEM Parts & Services

Learn more: [www.kellstromaerospace.com/lifecycle-solutions](http://www.kellstromaerospace.com/lifecycle-solutions)

Visit us at MRO Europe  
**BOOTH #539**



UNITED STATES | UNITED KINGDOM | FRANCE | GERMANY | IRELAND | SINGAPORE | CHINA  
[sales@kellstromaerospace.com](mailto:sales@kellstromaerospace.com) | [www.kellstromaerospace.com](http://www.kellstromaerospace.com) | 24/7 AOG: +1 (847) 233-5800

# Air freight demand sets off cost-effective solutions for cargo capacity



ACS has committed to 40 B737-800SF conversions for completion by the end of 2024.  
All photos: Aero Capital Solutions

## By Jason Barany, Chief Executive and Founder at Aero Capital Solutions

**A**ero Capital Solutions (ACS) specialises in mid-life, narrowbody P2F conversions. We recently announced our commitment to convert a further six Boeing 737-800SF aircraft, bringing our total conversions – including committed and completed – to 40 aircraft. 12 of these aircraft have been delivered and placed on lease.

We strategically partnered with AEI (Aeronautical Engineers) to use their conversion STC as it represents a best-in-class solution and ultimately provides the best mix of technical design and competitive operating cost. The STC was recently approved for ETOPS 180 operation which further supports our cargo customers.

While there are very real economic headwinds affecting global trade (reflected in IATA estimating a -2% annual capacity from April 2021 to April 2022),

the long-term demand for air freight is strong. Perhaps the largest driver is the increasing demand from eCommerce, which is growing dramatically, and was jump-started during the pandemic. According to one reference (Statista), global sales for eCommerce are anticipated to grow by over 50% by 2025, having already grown 48% from \$3.3T in 2019 to \$4.9T in 2021. The growth is driving long term structural investments that continue to drive down unit costs for airfreight, attracting even more customers in time-sensitive sectors such as produce, electronics and pharmaceuticals. Overall, ACS is extremely confident in the long-term air freight demand and we are working closely with our cargo airline partners to develop cost-effective solutions in narrowbody capacity.

Feedstock availability is certainly a key component of our investment

analysis. In the midterm, the pool of quality feedstock aircraft is being replenished with the drive towards more fuel-efficient aircraft in the passenger market and demand for B737Max and A320neo. However, in the short-term, we are closely monitoring the OEM challenges and the push to keep up with demand given the recent certification and supply-chain issues. Fortunately, our scale of investment, with over 40 committed conversions, helps our sourcing efforts as we are able to acquire aircraft well in advance of our conversion slots. In fact, we often purchase appropriate aircraft with lease attached for our passenger portfolio so that we can control the timing of feedstock availability.

In terms of investment, ACS has positioned itself as a long-term investor in the narrowbody freighter market and has committed to 40 B737-800SF



Feedstock availability is a key component of ACS's investment analysis.



Jason Barany, Chief Executive and Founder at Aero Capital Solutions

conversions for completion by the end of 2024.

We are also carefully watching the development of A321F conversions. Although its conversion process is not yet as stable or mature as we are experiencing on the B737-800SFs, it aligns with our strategy of developing mid-life, narrowbody aircraft and we expect this programme to grow in the years to come.

Despite the demand, there are challenges in the market. The main challenges, in addition to locating superior feedstock aircraft, are primarily supply chain issues. While our conversion programme remains firmly on track, this is an area we are monitoring closely given that parts and engineering or labour resources can be scarce in certain markets.

Analysing the P2F financing sector, overall, freighters are attractive assets for financing, with both traditional bank and alternative lenders actively seeking

opportunities to diversify their portfolios. Our financing partners appreciate the longer lease terms associated with freighter aircraft and the strength of the cargo market has supported a positive outlook on residual values for narrowbody freighters.

A good example is the recently announced freighter conversion debt facility that ACS just concluded with NordLB that finances the acquisition of 14 B737-800 aircraft, including their P2F conversions – another example of ACS commitment to its freighter programme.

**“ We recently announced our commitment to convert a further six Boeing 737-800SF aircraft, bringing our total conversions, including committed and completed, to 40 aircraft. ”**

*Jason Barany, Aero Capital Solutions*

we're built differently

# 40 Conversions and Counting

World-class.  
Market-leading.  
B737-800SF.



Follow us on LinkedIn



E class on the A330. Loading of parcels is via a special conveyor belt system.  
All photos: Vallair



# Vallair enters next phase of conversion capabilities with Class-E solution

By Patrick Leopold, Director of Trading & Leasing at Vallair

In July, we invited customers and the media to see Vallair's new widebody maintenance capabilities at our brand-new hangar at Marcel Dassault Airport in Châteauroux, France. The facility is dedicated to the support of Airbus and Boeing aircraft and can accommodate up to five A321 size aircraft simultaneously, or a combination of A330, A340 and A321s.

This is a huge milestone for Vallair and it is preparing us to enter the next phase into the widebody base maintenance sector, mainly focusing initially on the Airbus A330 and potentially going later on and to some other aircraft types of that size. This is Vallair's second facility in addition to our existing hangar used by lessors and operators in Montpellier.

We are currently completing base maintenance checks in Châteauroux on two A330s. One of the A330s currently in the new hangar is currently undergoing the conversion process for our new Class E solution for the cargo market and with our composites shop and paint

facilities on-site, the new hangar brings together many new capabilities.

A natural progression for Vallair is to expand their cargo conversion services – these not only include project management for A321 P2Fs, but also Class E conversions for the A330. This solution means that loading is not done on pallets or containers but uses a conveyor that fits inside the cargo hold to efficiently load and distribute individual parcels instead. This proven concept expedites the process and reduces turnaround times considerably.

The Class E conversions will initially be on A330-300s, so we are changing the cabin to fit fire suppression and smoke detection systems. This conversion allows bulk cargo to be loaded at 24 positions running along each side of the fuselage.

It is a great solution because it is reversible, meaning you can reverse the cabin back into passenger configuration.



There is no structural change and there is no large cargo door that you are building in. You are loading the parcels via a special conveyor belt system.

Turnaround time for the conversion will be just around one month instead of six.

We are in the stage of STC approval



Customers and the media visiting Vallair's new widebody maintenance in Châteauroux, France.

opportunity to convert aircraft younger than you would normally expect for a full cargo conversion. There is a cut-off vintage where it makes sense or not, however, considering that this solution is a quarter of the cost, you can take even younger aircraft and as such broaden the scope for conversion feedstock.

The Class E conversion process is a big engineering project and there are always new challenges, new expectations, and new requirements to complete. But we believe that everything is solvable and Vallair is well prepared to tackle any of the tests that come with certification.

Looking ahead and more broadly, Vallair will continue to have a special focus on the conversions market and on cargo, so the Class E solution is going to be pillar of that. We are also continuing in the A321 freighter space and pressing ahead with more conversion consultancy, where we project manage the conversions, especially on the A321.

for the Class E conversion process at the moment, and we are working towards the EASA STC which is expected in a few months. We do have a first customer lined up but we are unable to disclose that information at this stage.

We have seen some specific trends that are supporting the E-Class market. One point is the limited availability of conversion slots for full freighters and that is a big issue for operators that want to get into the cargo space with the widebody freighter.

There are currently many A330s on the ground, parked or stored, of which about 180 are A330-300s. We see plenty of opportunity to get these aircraft flying again and our conversion comes at a

fairly reasonable cost compared to the full cargo conversion.

We see requirements for both the -200 and -300s however, not all of them make sense to be converted. Some maybe too young, but there may be an

“ There are currently many A330s on the ground, parked or stored, of which about 180 are A330-300s. We see plenty of opportunity to get these aircraft flying again and our conversion comes at a fairly reasonable cost compared to the full cargo conversion. ”

*Patrick Leopold, Vallair*

The new facility is dedicated to the support Airbus and Boeing aircraft.





Two A330s are completing base maintenance checks at the new Vallair hanger in Châteauroux.

Vallair is a multi-faceted business and we have lots of capabilities to offer and lots of solutions to share with the market. We offer the full range of maintenance capabilities including NDT inspections, lease transitions, LOPA change and cabin

refurbishment, which will be offered alongside our current aerostructure services. Our existing composite facility in Châteauroux already offers repairs for critical parts such as nacelles, fan cowl, thrust reversers and flying control

surfaces enabling our customers to benefit from cost effective solutions with quick turn-around-times,

**For more information visit:**  
**[www.vallair.aero](http://www.vallair.aero)**

# A330 MRO

## Supporting aircraft lessors and operators

Visit us at:  
**MRO Europe 2022 London**  
October 18-20, Booth 2122.

Basic line support through to full workscope: 6yr/12yr checks  
EASA and FAA approved  
A320/ A330/ A340 (GE, PW and RR powered)

LOPA change, cabin refurbishment  
Aerostructure repair capabilities  
Full exterior painting  
Aircraft parking and storage

**Enabling you to capture maximum potential**  
Value beyond service

Luxembourg | Châteauroux | Montpellier  
**vallair.aero**

Contact: [mrosales@vallair.aero](mailto:mrosales@vallair.aero)

**New A330-300 E-class conversion:** fully reversible, cost-effective modification.

Contact: [trading-leasing@vallair.aero](mailto:trading-leasing@vallair.aero)

# MRO and aftermarket set to rediscover pre-pandemic growth levels in Africa



Some MROs had to accelerate and reactivate many in-house capabilities.  
Photo: EGYPTAIR MAINTENANCE & ENGINEERING

Africa has seen a rebound in aircraft utilisation, MRO activity and aviation recovery is well underway. However, some post-pandemic challenges may still cause possible spikes in maintenance and other costs, as Keith Mwanalushi reports.

**A**frican airlines reported a drop in traffic of 60.2% during the worst of the Covid outbreak in 2020 and by July 2022, airlines saw an 84.8% rise in RPKs compared to 2021. IATA data shows that July capacity was up 46.7% and load factor rose 15.5% points to 75.0%. The African Airlines Association (AFRAA) suggests that in August 2022, traffic reached 77.2% of 2019 levels.

Speaking exclusively to *AviTrader MRO*, Engineer Yehia Zakaria Ismail - Chairman and CEO at EGYPTAIR MAINTENANCE &

ENGINEERING says the pandemic and long lockdown resulted in stagnation in the MRO services supply chain with the sudden demand that came after travel constraint removals. "Provisioning of spares, material and repair services faced huge challenges that ended up with prolonged TATs and affected the availability of aircraft and engines for operation," he tells.

The situation was worsened by the effects of global supply chain issues further deepened by the war in Europe



Eng. Yehia Zakaria Ismail - Chairman and CEO  
EGYPTAIR MAINTENANCE & ENGINEERING Co.

and energy inflation all over the world at a time when MROs were already struggling to overcome losses and financial distresses.

“One other post-Covid challenge has been the reduction in available cargo uplift capacity in the region, which represents a challenge in terms of logistics costs and engine shipping times.”

*Jason Gallant, StandardAero*



Some key delegates from the Aviation Africa Summit in Kigali, Rwanda. Photo: Qatar Airways

African MROs are facing the same aviation supply chain quandaries as other global regions and will need to adapt to smart solutions in times of disruptions. Mr Ismail says EGYPTAIR MAINTENANCE had to expand the supplier network and work closely with operators, authorities and logistic agents to secure and facilitate the provisioning of spares and repair services – “we were forced to redefine the priorities, because of the critical operation requirements. We also had to accelerate and reactivate many in-house capabilities while using all possible measures to maximise the use of on-hand assets, along with deploying our maintenance crew to compensate for the lack of line services. We also utilised our customer network given that we did not lay-off any of our technical personnel during the outbreak.”

EGYPTAIR MAINTENANCE & ENGINEERING has a very ambitious plan for expanding its line maintenance stations at several African airports. Although the pandemic had put brakes on such initiatives, the MRO provider has already re-launched this plan beginning

with setting up a line maintenance station in Accra, Ghana, supporting not only EGYPTAIR but also third-party operators.

Elsewhere, StandardAero supports operators across Africa from its facility at Lanseria International Airport (HLA), in Johannesburg, South Africa. The centre is a P&WC-authorized designated



Jason Gallant, General Manager, StandardAero at Lanseria International Airport

overhaul facility for the Pratt & Whitney Canada PT6A, and which also provides maintenance, repair and Mobile Repair Team (MRT) support for the PW100, as well as from another facility in Nairobi, Kenya which provides service centre support for the PT6A and PW100.

Jason Gallant, General Manager at StandardAero’s Lanseria facility says: “The rebound in aircraft utilisation and MRO demand resulted in new parts material supply chain challenges, which has in turn put pressure on TATs and maintenance costs.” Where possible, Gallant says StandardAero works to minimise these challenges by pursuing a “repair rather than replace” philosophy, drawing on the extensive component repair and overhaul capabilities, and – where appropriate – by utilising the in-house engine trading teams to source used serviceable material.

“One other post-Covid challenge has been the reduction in available cargo uplift capacity in the region, which represents a challenge in terms of logistics costs and engine shipping times,” mentions Gallant. “Whenever



The International Airlines Technical Pool (IATP) booth in Kigali.  
Photo: IATP



Rwandair hosted the Aviation Africa Summit in Kigali.  
Photo: Airbus

possible we attempt to use our relationships with the major shippers to minimise delays, but the reality is that we find ourselves competing with a huge number of multinational corporations for uplift," he adds.

In terms of opportunities, Gallant reveals that PT6A operators across the region are experiencing a surge in aircraft utilisation, with many business opportunities presenting themselves as the market rebounds from the pandemic, and this has in turn driven a surge in MRO demand. "The Cessna Caravan remains especially well-suited to meet the needs of many local operators, and StandardAero is uniquely able to provide local support for Caravan's various PT6A powerplant options. Our ability to provide MRT support to operators across the continent is also a critical factor in keeping the local fleet flying."

### **Rwanda provides the platform for industry debate**

In September, Rwanda hosted the Aviation Africa Summit and Exhibition in Kigali bringing together 52 airlines and delegates from 84 countries, including government director generals, aviation authorities and MROs.

Collins Aerospace was exhibiting in Kigali and is a major player in African aviation providing complete aviation solutions to aircraft manufacturers, integrators, airlines, airports and governments. "Our strategy is to offer our customers solutions to connect African countries to each other and to the rest of the world to promote economic development," states Didier Perrin, Sales and marketing Director, Avionics – Europe, Middle East and Africa at Collins Aerospace.

"On the industrial side, we see the growing potential of Africa that has encouraged Collins to increase its footprint." This includes cabin and flight deck avionics services in various locations including Morocco and South Africa.

Mr Perrin says the focus is on providing solutions that make operations safer, more efficient and

more connected. "Collins is continually increasing its presence across the region through ongoing investments and we recently expanded our site in Casablanca to support production of future programmes with major customers in the coming years," he says.

Collins supports some 130 jobs in Morocco and there are plans to double the headcount in the country within the next five years.



Didier Perrin, Sales and Marketing Director, Avionics – Europe, Middle East and Africa at Collins Aerospace.

The Magnetic Group attended the Aviation Africa event in Rwanda for the first-time bringing experience across all sectors of the company including line maintenance, CAMO, engines, asset sales and parts trading.

Among others, Magnetic was showcasing a modular plug-in shop for wheels, brakes, batteries maintenance. "It's a totally independent solution, suitable for any place, that doesn't require any special building or equipment in place," says Victoria Goodenough, Head of Business Development at Direct Maintenance – a division of Magnetic – which delivers modules to operators, provides set-up and assists with training personnel so that the shop can run locally without any external interference.

**“We see opportunities to grow this network further as African airlines grow and look for support and as more European leisure carriers fly into the region. We already support a number of customers in the region with CAMO, aircraft, engine and spare parts sales.**

*Victoria Goodenough, Direct Maintenance*

The Magnetic group has been present in Africa for several years with African Direct Maintenance stations in Kenya, Uganda, Tanzania and Zambia. "We see opportunities to grow this network further as African airlines grow and look for support and as more European leisure carriers fly into the region. We already support a number of customers in the region with CAMO, aircraft, engine and spare parts sales," Goodenough states.



Victoria Goodenough, Head of Business Development at Direct Maintenance.

Airbus was also present in Kigali showcasing its products and services and meeting with aerospace industry partners and stakeholders exchanging thoughts on challenges and opportunities for the continent. During the conference, experts at Airbus were talking about two impactful topics for

the region: sustainability and MRO.

Currently, several African carriers such as Ethiopian Airlines, Air Senegal, South African Airways, Air Côte d'Ivoire, EgyptAir, Uganda Airlines and Air Tanzania, have chosen to operate some of the most technologically advanced aircraft such as the A350, A330neo, A320neo and the A220.

Airbus forecasts that air traffic in Africa will achieve full recovery to 2019 levels between late 2023 and beginning 2025. According to the 2021 Airbus Global Market Forecast (GMF), African airlines will require 1,100 new passenger and freight aircraft deliveries by 2040. Airbus forecasts the need for 16,000 new technicians required to operate, support and maintain the continent's future jetliner fleet by 2040, which represents a 3% growth compared to pre-Covid numbers.



Joep Ellers, Airline Marketing Director - Africa at Airbus



African MROs are facing the same aviation supply chain quandaries as other global regions.  
 Photo: EGYPTAIR MAINTENANCE & ENGINEERING

Joep Ellers, Airline Marketing Director – Africa at Airbus believes this strong recovery is due to the fundamental drivers of traffic demand remaining unchanged: economic growth faster than the world average; young and growing population, urbanisation and middle-class development. “There continues to be strong air travel potential within Africa due to limited ground transportation infrastructures, an abundance of natural resources facilitating trade and numerous touristic opportunities,” he says.

Regarding the global supply chains issues, Mr Ellers responds saying due to the reduction in production in 2020 this has affected the whole sector, including the supply chains. He said: “After 18 months, demand is going up and we have increased production again. We are working with all our suppliers and have a watchtower in place which is actively managing the situation and putting anticipation and mitigation measures in

place. For 2022 we are targeting around 700 deliveries.”

Meanwhile, Boeing predicts demand for 1,010 new aircraft by 2040. In Kigali, Randy Heisey, Boeing Managing Director of Commercial Marketing for Middle East and Africa said: “We forecast an increase in the average aircraft size and seats per aircraft for the African fleet, as mid-size, single aisles, like the Boeing 737 MAX, will be the most in demand for the continent.”

Boeing anticipates that more than 80% of African jet deliveries are expected to serve fleet growth with more sustainable, fuel-efficient models such as the 737, 777X and 787, with nearly one in five deliveries replacing older aircraft.

Boeing sees an estimated demand for 21,000 technicians and commercial services opportunities such as supply chain, manufacturing, repair and overhaul are valued at \$80 billion.

The International Airlines Technical Pool (IATP) had the opportunity during

the event in Kigali to participate in the panel discussion on “Bringing essential support to the African continent”. The discussion highlighted the major role of the IATP as a convention of airlines sharing technical resources to generate economic savings and support on-time dispatch reliability and operational safety, and how this pooling principle could help supporting the development plans in the African aviation sector in the near future.

“It has been a great opportunity for the IATP to get closer to African airlines and MROs in order not only to explain our role and services, but also to attract more partners from the African continent and ensure they receive the essential support our organisation provides,” said Giorgio Pietra, President of the IATP Board of Directors. He added that many African airlines already expressed their interest in joining the IATP, in a clear sign of the positive participation in the event.

# MAXIMIZE YOUR OPERATIONAL PERFORMANCE



## Dispatch<sup>SM</sup> asset management program for Collins Aerospace avionics

Reliable avionics, guaranteed availability and predictable costs – Collins Dispatch<sup>SM</sup> keeps you flying. Get OEM-quality repair and technical expertise with your own dedicated program manager serving as a single point of contact. Lower costs and improve performance with Dispatch, our proven asset management program.

[collinsaerospace.com/dispatch](https://collinsaerospace.com/dispatch)

A portrait of Marcos Padlan, a man with dark hair, smiling, wearing a white button-down shirt and a dark blue blazer. The background is a plain, light grey.

# Q & A

In the  
hot seat...

Marcos Padlan  
Sales Director Europe,  
Africa and the Middle east  
Spairliners



Spairliners have achieved a market share of more than 50% in the EMEA.  
Photo: Spairliners

### **What attracted you to this industry?**

From a very young age, I recall looking up at the sky and marvelling at an aircraft passing by. Fast forward to 2002, I then started my career in aviation as a ramp coordinator for Iberia. I became familiar with several different aircraft but was enchanted with "The Queen of the Skies", the 747. That moment I saw it land, surrounding me were technicians, engineers, mechanics, flight crew and handling personnel all working together to move people around the world in that beautiful huge machine. That was when I decided that I wanted to learn more and work in this industry forever.

### **What does a typical day involve in your role?**

There is no one typical day. It all depends on what our customers and company needs. Assisting our customers and developing the company's strategy by securing stability and growth in my

region is as important as continuously improving our internal processes. The more efficient we become internally as a company the better prepared and more aligned we are to meet the needs of our clients. Our motto "You fly. We care" is what we truly stand for and is what our customers praise us for.

### **Briefly, tell us about the key capabilities and solutions at Spairliners?**

We offer component solutions for the E-Jets E1 fleet. We act like a matchmaker between the airlines and the MRO shops. Our main capabilities are the management of the MRO supply chain, creating customised home base stocks, and reducing costs for airlines with our smart inventory pool management. Our large pool of parts stored at various locations around the world, help us to serve the airlines within a short period. Spairliners was originally created as a joint venture by Lufthansa Technik

and Air France Industries KLM E&M, to provide component support for their A380 fleets. This has embedded the experience of two renowned MROs in our company's DNA.

### **With airlines now reaching near pre-pandemic flying schedules, what demand are you seeing for Embraer E-Jet components?**

Regional aircraft have been the quickest to recover in this post-pandemic period. The Embraer E-Jet fleet is a key contributor in restoring air traffic to pre-pandemic levels. The operation of this aircraft has notably soared globally that is leading to an increase in the demand of parts, although, this has not yet matched pre-pandemic levels. However, if we look back to the same period last year, requests are nearly 25% higher this year. Based on our smart forecasting process for LRU components we have tried to anticipate this sudden rise in demand by investing more in assets and working

closely with our MRO network to ramp up capacities and absorb this increase well in advance. Nobody anticipated what we are seeing unfolding in the entire MRO market. Today, most of our focus is on striking a balance between the very high demand on one hand and the piece part shortages on the other hand. We believe this situation will continue and potentially get worse before it gets better.

### **In your view how can airlines best forecast and plan their inventory levels?**

At Spairliners, we have built machine learning tools that uses historic data to predict future component removals, based on aircraft age, flight behaviour, and defined the right inventory level based on these removal predictions. This helps reach the optimum between best coverage levels to secure the dispatch reliability and the adequate investment levels. The tool is constantly enhanced with new data from our customers and this also allows us to optimise home base stocks and improve the inventory levels at the airline's base.

In addition, we recently building up knowledge and capabilities in predictive maintenance and we are working together with specific customers that share the same vision for the future of maintenance.

### **Some airlines have brought back their A380s, what impact is this having on your component support business?**

This is an interesting point and we greatly welcomed back the return of the A380 by several airlines. We still have a large pool, and we are already supporting them, however, the strategy has shifted slightly as our long-term focus is clearly on the Embraer E1-Jet fleet. We do not predict any significant change, as we have been supporting this aircraft for almost 20 years now.

### **What is next in the pipeline at Spairliners?**

Our aim now is to solidify the trust we have established already with our customers in my region Europe, Middle East and Africa. Our

customers are very loyal to us and they appreciate our effective communication, responsiveness, and cooperative mindset. We are continuously improving our services and we are looking at expanding our scope offering. Considering we have a market share of more than 50% in the EMEA, we are reaching the limits of significant expansion in this region so we now set our sights on the very attractive Americas markets where more than half of the E-jets globally are flying. To grab the bull by the horns, we had two premier events this year: we attended the ACPC (The Air Carriers Purchasing Conference) in San Diego and we had our first booth at the MRO Americas in Dallas. The regional airlines and MROs have welcomed our presence with a lot of interest and we are excited to start our business in the Americas this year!



North America is a huge market for E-Jet components.  
Photo: Embraer

## »»»» → *on the move*



Victoria Foy

Effective January 1, 2023, **Victoria Foy** will become President of Safran Seats, succeeding Vincent Mascré, who is retiring. Foy will also join Safran's Executive Committee. Between now and the end of the year, Foy will participate with Vincent Mascré in the key business milestones of Safran Seats. She has held a number of Board-level positions working in worldwide operations. She joined Safran Nacelles in 2012 as UK Finance Director before taking the role of UK Managing Director in June 2016. In 2019, she joined Safran Seats and was appointed EVP for Safran Seats GB, January 1, 2020.



Colin Copp

The Board of Directors of Chorus Aviation (Chorus) has released that **Joseph (Joe) Randell** plans to retire as President and Chief Executive Officer, in the first quarter of 2023, following the company's reporting of its 2022 year-end results. His retirement will follow a 37-year leadership career in regional aviation. Upon Randell's retirement, **Colin Copp** will be appointed President and Chief Executive Officer of Chorus. Copp has been the Chief Operating Officer of Chorus and President

of Chorus Aviation Services, including Jazz Aviation and Voyageur Aviation, since March 2019. Previously, he was the President of Jazz Aviation. He has been with the company and its predecessors for over 30 years, with leadership experience in key roles across operations, administration, and labour relations. Copp holds a Masters' Degree in Business Administration, is a Certified Negotiator and Chartered Mediator and holds a designation from the Institute of Corporate Directors (ICD.D). He is currently a Board member of the Air Transport Association of Canada and the Aerospace Industries Association of Canada.



Tathiana Victoria Rice

AJW Group, an independent aircraft component parts, repair, and supply chain solutions provider, has appointed **Tathiana Victoria Rice** as Senior Sales Director for North America. Rice's responsibilities will encompass sales team leadership, accelerating AJW's revenue through expanding AJW's presence in the region and contributing to the company's marketing and business strategies. Rice brings over 15 years of sales and client relationship experience in aviation to AJW. Prior to joining AJW, she gained expertise in the Used Serviceable Material (USM) sales, procurement and supply chain environment in the North American region and globally at Airbus/Satair, GA Telesis and Regional Airline Support Group. She has a Bachelor of Science degree in Electrical Engineering & Computer Science from FAU (Florida Atlantic University).



**AVITRADER**  
**MRO**

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

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

**14,600+**  
Direct Distribution

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

**12**  
Annual Editions

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



For advertising and commercial opportunities, please contact:

**Tamar Jorssen**

Vice President Sales & Business Development

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

Phone: +1 (788) 213 8543

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