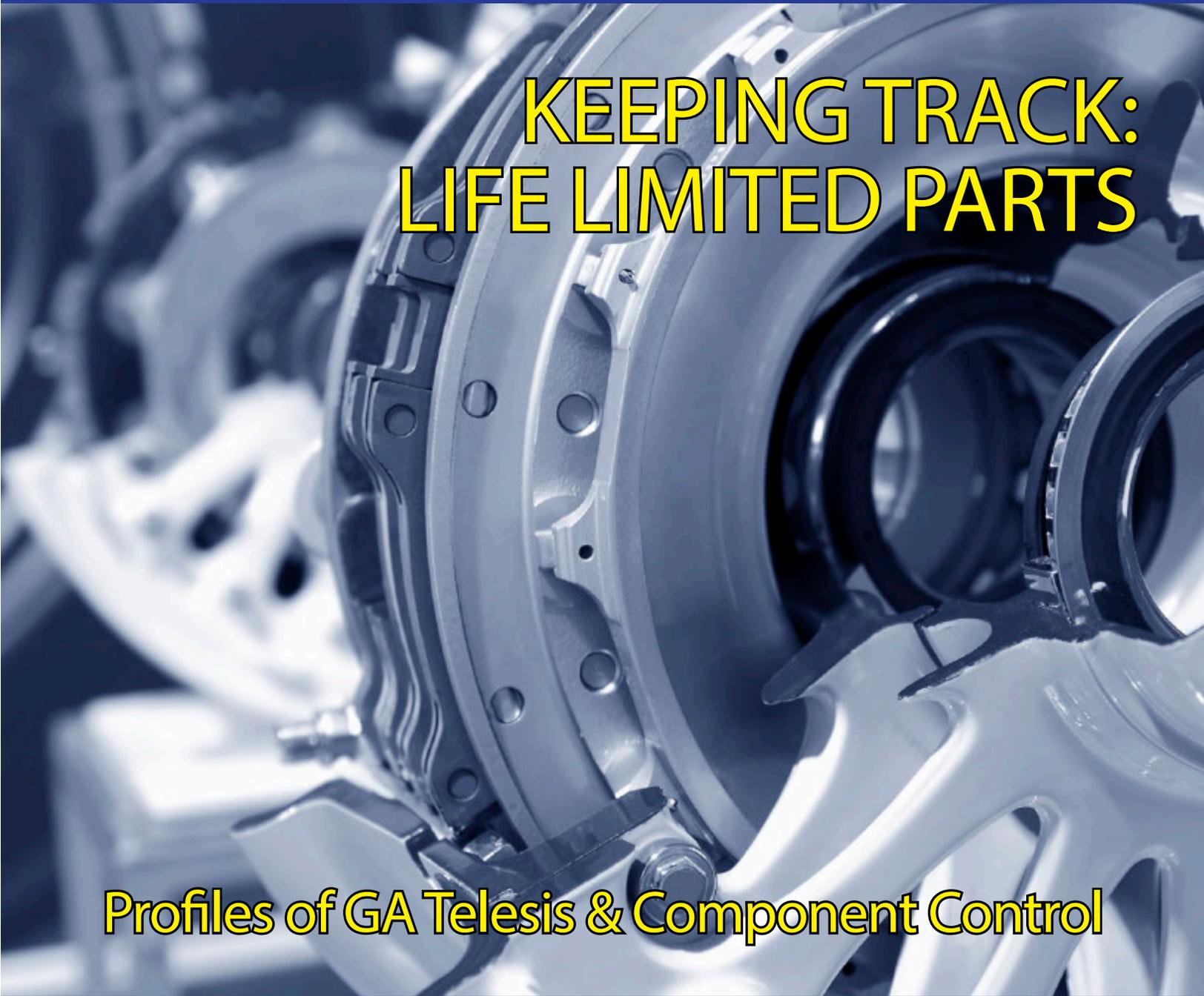


February 2013 - www.avitrader.com



KEEPING TRACK: LIFE LIMITED PARTS

Profiles of GA Telesis & Component Control

KEEPING TRACK

Hello and welcome to the February edition of MRO, as 2013 gets into full swing with a bumper crop of articles this month. We have a cover story exploring the ins and outs of limited-life parts – a crucial aspect of today's aviation industry and something that the whole sector needs to keep in mind. We have IBA's thoughtful analysis of teardown activity, another area where there are multiple options and a host of complexities, keeping the industry on its toes.

As we have seen in the European food industry in recent weeks, as the horsemeat scandal has unfolded, the question of attribution, accuracy and traceability are key to customer confidence and legal compliance. If parts – whether of horses, cows or aircraft – are wrongly labelled, by accident or intent, then there is always the potential for disruption and the threat of criminal proceedings. In aviation, of course, there can eventually be lives at risk.

So the MRO sector has a deep responsibility to take its work seriously, whether maintaining and repairing aircraft that are easily identified as originating in one place, under constant ownership, or (especially), when an aircraft has been assembled from multiple different parts, many of them with a previous history, some of them with 'limited-life' status, or as a result of teardowns. Any hint of cavalier, casual or negligent behaviour regarding the provenance of aircraft parts has to be eliminated. Like those beef or horse cuts on the top shelf, the stakes are too high.

This month we also feature two company profiles – GA Telesis and Component Control. Both companies are forging ahead with dynamic new initiatives: Component Control with its high tech offerings, adopting cloud technology and synchronising with vendors and customers to increase productivity; GA Telesis with its

acquisition of Finnair Engine Services and its new joint venture with Air China, which promises to catapult the company into a new growth phase.

Thanks very much for reading and be sure to get in touch with any comments or suggestions.

David Nicholson

Editor

AviTrader MRO



The LLPs' life must be accurately documented to include every cycle operated

Photo - mba



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[Air Pacific, AFI KLM E&M sign long-term maintenance and A330 component support agreement](#)

Air Pacific, Fiji's national airline has contracted Air France Industries KLM Engineering and Maintenance (AFI KLM E&M) to provide support for its incoming A330-200 fleet. The agreement includes technical fleet management services, component repair, and availability via dedicated logistics support, access to AFI KLM E&M's dedicated regional A330 spares pool, and the supply of an A330 Main Base Kit on Air Pacific premises.

[AEI receives MD80SF Passenger to Freighter Conversion STC](#)

Aeronautical Engineers (AEI) has received Supplemental Type Certificate (STC) from the US Federal Aviation Administration (FAA) for the MD80SF Passenger to Freighter Conversion. The STC, ST02434LA includes the conversion of the MD81, MD82, MD83 & MD88 models of which there were 779 passenger units manufactured. The prototype aircraft is an MD82SF MSN 49470 built in 1987, modification touch labor was performed by AEI's Authorized Conversion Center, Commercial Jet, located in Miami Florida.

[JorAMCo wins deal to perform C-3 checks for Jet Airways](#)

JorAMCo was awarded an international contract to provide C-3 checks on three of India's premier international airline, Jet Airways' Airbus A330 aircraft. JorAMCo was also assigned with additional maintenance service tasks which were completed end of last year on two of the three aircraft. Final maintenance is expected to take place at JorAMCo's facilities by mid-January.

[Precision Conversions wins contract from AeroTurbine to be new modification provider for 757-200PCF conversions](#)

Precision Conversions has reached an agreement with Goodyear, Arizona based AeroTurbine, MRO Facility, to provide 757-200PCF Freighter and 757-200PCC Combi modifications for the company. Additional services provided by AeroTurbine will include regular maintenance checks, aircraft painting and avionics modifications. AeroTurbine is a wholly owned subsidiary of International Lease Finance Corporation (ILFC). Precision Conversions currently has two other approved modification and installation facilities, Flightstar Aircraft Services, located in Jacksonville, Florida, and TAECO, located in Xiamen, China. Pegasus Airlines signs with KLM UK Engineering



757-200PCF converted by Precision Conversions

Photo: Precision Conversions

Pegasus Airlines has entrusted KLM UK Engineering, a KLM subsidiary operating within the AFI KLM E&M network, with a Lease hand back including painting and a C-Check on one of its Boeing 737 New Generation aircraft. This is the second time that KLM UK Engineering has carried out heavy maintenance on a Boeing 737NG belonging to the Turkish carrier.

[Lufthansa Technik Switzerland to close](#)

Lufthansa Technik Switzerland (LTSW) in Basel has been unable to sustain its operations and will be closing its two Line Maintenance and Logistics Services businesses on 30th April 2013. This plant closure will lead to 31 redundancies. Another 29 employees will have the opportunity to stay on as employees of SWISS at the Basel site. Explaining the circumstances, Rainer Lindau, CEO of Lufthansa Technik Switzerland, said: "Due to the fall in demand and the associated decline in our customer base, closing the facility was sadly unavoidable. In particular, it goes without saying that we regret the associated consequences for our employees and we are making every effort to support them where possible. However, thanks to our agreement with SWISS we have succeeded in finding alternative direct employment in the same field of activity for almost half of the workforce."

[Lufthansa Technik launches E-Jet landing gear services in the US](#)

Hawker Pacific Aerospace, a Lufthansa Technik landing gear service location in California, USA, has built up landing gear overhaul capability for the Embraer E-Jet family of aircraft to cover the North and South American E170/175 and E190/195 customers. Such capability will also be established at Lufthansa Technik's landing gear workshop in Hamburg over the next few years in preparation for the E-Jet fleets in Europe. Hawker Pacific Aerospace is one of the

first repair facilities to reach an agreement with Liebherr-Aerospace, the supplier of the landing gear systems for the Embraer E-Jet family, for full support and access to all E-Jet landing gear documentation, revision services, and technical engineering services. The strong and unique working relationship between Hawker Pacific Aerospace and Liebherr-Aerospace firmly supports the commencement of E-Jet landing gear overhauls, which began early 2013. The capability build up at Hawker Pacific Aerospace was completed at the end of 2012 with an investment in a complete Embraer 190 spare shipset, original tooling, a nose landing gear test stand, and other dedicated equipment. Within the next few months, utilizing its own stock of E-Jet rotables, Hawker Pacific Aerospace will begin full landing gear exchange and overhaul services for all E-Jet operators in North and South America.

[Virgin Atlantic appoints TAECO as D-Check heavy maintenance service provider](#)

Taikoo (Xiamen) Aircraft Engineering Company ("TAECO") has been appointed by Virgin Atlantic as the airline's provider of heavy maintenance service (D Check) for its Boeing 747-400 fleet. The four-year maintenance services agreement for 2014 to 2017 was signed on January 31st. Virgin Atlantic operates a combination of Boeing and Airbus wide-body aircraft, including 13 Boeing 747-400 aircraft.

[AJW Technique achieves TCCA approved Maintenance Organisation status](#)

AJW Technique was granted Approved Maintenance Organisation status by Transport Canada Civil Aviation (TCCA), which is also recognised by the USA Federal Aviation Administration (FAA). This achievement underlines the determination of AJW to aggressively develop its portfolio to offer world-class total solutions and services to both

its existing and prospective customers. AJW Technique's approval has been granted by Transport Canada Civil Aviation (TCCA) just five months after A J Walter Aviation acquired the extensive range of component maintenance assets from Aveos Fleet Performance. The TCCA approval paves the way to attaining EASA approval along with other regulatory authority accreditations. During 2013 AJW Technique will also pursue AS9110 approval, ensuring AJW Technique is in line with the AJW group philosophy of best-in-class.

Liebherr-Aerospace to maintain landing gears of Royal Jordanian's Embraer jets

Liebherr-Aerospace recently closed a deal with Royal Jordanian (RJ) to repair and overhaul the landing gears of the airline's three Embraer 175 and five Embraer 195 jets. The contract was signed at MRO Middle East 2013 in Dubai (UAE). According to the five-year agreement, the overhaul program will be carried out at the facility of Liebherr-Aerospace Lindenberg GmbH in Lindenberg (Germany). Liebherr-Aerospace is the Original Equipment Manufacturer (OEM) of the Embraer 175 and 195 landing gears.

Euravia expands MRO Capabilities to include new P&WC PT6C engine series

Euravia has introduced yet another enhancement to its already extensive Pratt & Whitney Canada PT6 MRO service capabilities, with the addition of the PT6C series engine. Euravia has received both EASA and FAA approval for the full overhaul of PT6C engines to further complement its existing and internationally renowned PT6A and PT6T production lines, covering over 52 different P&WC PT6 engine types. The PT6C series was designed to support the growing medium-class helicopter market, including offshore, border control, VIP transport, medical services, maritime patrol, search and rescue and utility operations. The 1,200 and 2,000 shaft horsepower PT6C engines offer durability, simplified flying, cost-effective operations,

enhanced maintenance and diagnostics. The PT6C main application is the Agusta Westland AW139 helicopter. Embraer expands Pool services with Azul/TRIP until 2020

Embraer, Azul Linhas Aéreas Brasileiras S.A. and TRIP Linhas Aéreas signed a renewal and expansion contract for the Pool services, on support for more than 350 spare parts and all repairable components of the hydraulic,

that is expected to be launched later this year. Last month, Embraer selected Pratt & Whitney as the engine supplier.

Embraer and Republic sign \$250m agreement for components pool program

Embraer and Republic Airways have reached an agreement on a Flight Hour Pool Program whereby Embraer will provide component



Republic Airways ERJ aircraft

Photo: AirTeamImages

mechanical, pneumatic, electronic and propulsion systems for their E-Jets. The renewal means the agreement will be extended until 2020, representing an approximate value of US\$400m during that period.

Embraer selects Honeywell to provide avionics for E-Jets second generation

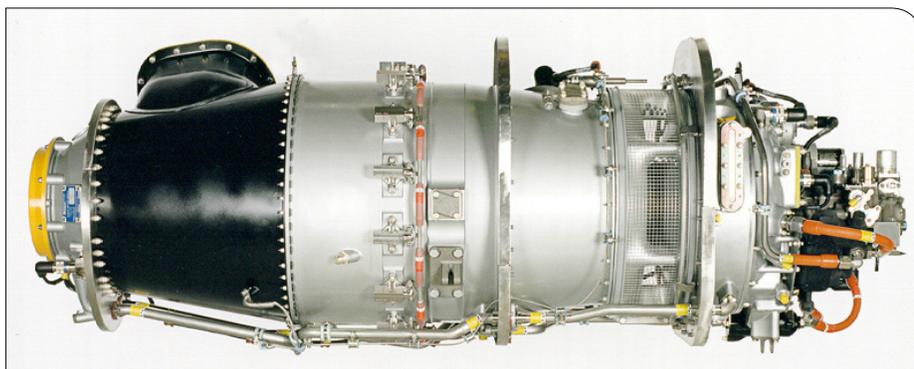
Embraer has selected Honeywell to provide its Primus Epic 2 integrated avionics system for the second generation of E-Jets, which are planned to enter service in 2018. The decision is another important milestone in the program

support for more than 400 repairable part numbers, including systems such as hydraulic, electrical and engine components, for Republic's fleet. The program has a value of approximately US\$250m and will cover up to 308 aircraft, potentially including Republic's recent aircraft order of 47 E175 aircraft and 47 options. The Republic E-Jets family of aircraft will be covered through February 2020; the ERJ 145 family will be covered through December 2017.

MTU Maintenance signs \$440m contract with Brazilian carrier GOL

MTU Maintenance, a leading independent maintenance provider, has signed a new contract with the Brazilian carrier GOL Linhas Aéreas Inteligentes for engine overhaul and on-wing support services of its CFMI CFM56-7B engines.

The exclusive contract has a duration of five years and is valued at US\$440m. Dr. Stefan Weingartner, President Commercial Maintenance MTU Aero Engines, said: "We are very happy to have added one of the fastest growing airlines in Latin America to our customer portfolio. This long-term



PT6C engine

Photo: Euravia



MTU Maintenance engine shop

Photo: MTU Maintenance

milestone for MTU Maintenance and a sign that we are strengthening our activities in the emerging markets.”

Pratt & Whitney breaks ground on new manufacturing facility in Singapore

Pratt & Whitney Singapore Manufacturing broke ground on a new facility at the Seletar Aerospace Park. This new production facility will manufacture fan blades and high pressure turbine disks for Pratt & Whitney’s PurePower Geared Turbofan engines. This new 180,000 ft² facility will border Pratt & Whitney’s existing flagship facility at Seletar – Pratt & Whitney Singapore Component Repair – further expanding the company’s 30-year presence in the country. Pratt & Whitney has invested nearly \$110m in the development of these two new facilities. Now with a total of nine businesses in Singapore, Pratt & Whitney Singapore Manufacturing will help Pratt & Whitney achieve production capacity required

to meet customer demand for commercial engines. With the construction of this new facility, Pratt & Whitney’s work force in Singapore is expected to increase to more than 2,500 people over the next five years – making it home to the company’s most comprehensive aftermarket presence in one location.

REVIMA APU extends APU support agreement with World Airways

Revima APU and World Airways (a wholly owned subsidiary of Global Aviation Holdings), a provider of passenger and cargo charter operations, have extended their existing APU Maintenance Support Contract. The extended agreement covers APU Maintenance Support for the World Airways B747-400 and MD-11 Aircraft into 2016.

Bombardier Aerospace begins production of first components

in Morocco

Bombardier Aerospace announced the start of production at its transitional facility in Morocco. Following a graduation ceremony held on February 1st at the Institut des Métiers de l’Aéronautique (IMA), 18 aircraft assemblers began production of the first Bombardier components to come out of its Moroccan manufacturing facility. Following the initial announcement in November 2011 of Bombardier’s intention to build a manufacturing facility in Morocco, the Company has extended its timeline for construction of the new facility as the manufacturing plan evolves. In order to maintain the timeline for production Bombardier has set up operations in a transitional facility located at the Mohammed V International Airport in Nouaceur in the Greater Casablanca region, near its future permanent facility. The Bombardier Aerospace transitional manufacturing facility in Morocco is currently producing simple structures

including flight controls for the CRJ Series aircraft. By year-end, the facility is expected to employ approximately 100 fully trained aircraft assemblers.

Bombardier expands business aircraft support network in Nigeria with addition of Authorized Service Facility

Bombardier Aerospace increased its aftermarket service network for business aircraft customers with the addition of a Line Maintenance Facility (LMF) in Nigeria. ExecuJet Nigeria in Lagos has been named an LMF for Challenger 300, Challenger 604, Challenger 605, Global 5000, Global 6000, Global Express and Global Express XRS business jets. The facility will complement ExecuJet’s centre in Lanseria, South Africa, which has been part of Bombardier’s Authorized Service Facility (ASF) network since 2002.

InterSky entrusts maintenance and support of its aircraft to ATR

ATR and the Austrian carrier InterSky have signed a Global Maintenance Agreement (GMA) for a period of 5 years. The agreement covers the supply of spare parts and maintenance services for the 2 brand new ATR 72-600s of the airline. The very first ATR -600 was delivered to the airline earlier this month, with the second one expected in March. Under this contract, ATR will handle the complete management of the equipment, including the repair of line replaceable units (LRUs), the maintenance and availability of propellers, the advanced exchange pool of services, plus an inventory of spare parts on lease at InterSky’s premises. With the signature of this agreement, InterSky will benefit from guaranteed availability of spares, reduced maintenance costs and simplified maintenance procedures, with ATR as a single channel.

Alcoa Fastening Systems enters strategic partnership with COMAC

Alcoa Fastening Systems (AFS), a unit of Alcoa (AA), signed a strategic technology and commercial cooperation agreement with Commercial Aircraft of China (COMAC). This agreement deepens Alcoa’s existing partnership with COMAC, the main manufacturer of large

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passenger aircraft programs in China, and reinforces Alcoa's presence in one of the world's fastest growing aerospace markets. AFS will provide COMAC with technical assistance in fastener and assembly tooling selection, joint design consideration and quality system management. The technical assistance will include engineering, design and training. In return, COMAC will purchase a significant percentage of its fasteners from AFS for the initial production of the C919 aircraft.

Alcoa established a technology cooperation agreement with COMAC in 2009 examining advanced aluminum structural concepts, designs and alloys for the C919 aircraft. Alcoa Fastening Systems is a leading worldwide designer and manufacturer of fastening systems including specialty fasteners, fluid fittings, assembly components, and installation systems for aerospace and industrial applications. Headquartered in Torrance, California, the company has over 6,800 employees at 32 manufacturing and distribution/logistics locations in 11 countries.

FL Technics signs Boeing 737 NG PBH support agreement with Enter Air

FL Technics, a global provider of integrated aircraft maintenance, repair and overhaul services, is extending its cooperation with the Polish carrier Enter Air, by signing a three-year PBH-support agreement for the carrier's Boeing 737 NG fleet. According to the newly signed agreement FL Technics will provide Power-by-the-hour (PBH) component support for the carrier's four Boeing 737-800s.

The PBH-program includes stock positioning and management, comprehensive component supply and repair services, as well as a pool-based access to rotables. The latter also includes overhauled parts and components, disassembled from FL Technics' own Boeing 737 NG, acquired for the tear down last year. Along with the latest contract, FL Technics already supports Enter Air with a PBH-program for its fleet of Boeing 737 CL aircraft. All services are being provided at the carrier's main hub at Warsaw Chopin Airport, as well as other locations on the carrier's route map.

JorAMCo performs C-Check for Eastern Sky Jet

JorAMCo successfully completed a C-2 check on an Eastern Sky Jet 737-300 aircraft. This is the first collaboration between JorAMCo and Eastern Sky Jet, and JorAMCo is looking forward to establishing a long-lasting relationship with Eastern Sky Jet by continuously delivering exceptional maintenance services. Eastern Sky Jets is a regional operator offering charter services that include: corporate charters, leisure charters and medvac flights.



MNG Technic hangar

Photo: MNG

MNG Technic to provide Oren Air with base maintenance services

MNG Technic & Russian carrier Oren Air signed Base Maintenance Services Agreement for four Boeing 737-800 aircrafts. C-Checks will be carried out at MNG Technic's facilities in Istanbul Ataturk Airport, Turkey. Snecma selects Crane to supply Fuel Flow Transmitters on Snecma Silvercrest engines program

Crane Aerospace & Electronics has been selected by Snecma to provide the Fuel Flow Transmitters for the Snecma Silvercrest engine program. Crane's fuel flow transmitters measure fuel flow rate in mass, not volume, for exceptionally high accuracy. The Snecma Silvercrest engine is being developed for large and long-range business jets. Entry into service is planned for 2014. Crane Aerospace & Electronics is a major supplier of systems and components for critical aerospace and defense applications. Crane's Fuel Flow Transmitters are known for high performance, reliability and accuracy, there are over 25,000 currently in service.

Barfield launches subsidiary in Bogotá

Barfield, a Sabena technics company, announced the opening of its Colombian repair facility in Bogotá. Barfield's Bogota new facility, a fully owned subsidiary of Barfield, will first focus on avionic testing and repair using an Atec 6 universal bench, and will gradually expand capabilities to service a larger range of components. Barfield's aim is to provide shorter test and repair Turn-Around-Time enabling operators to optimize their Operation and inventory requirements. "The opening of our Colombian subsidiary marks a turning point in our company's development. Benefiting from our previous experiences and success with this type of services through our Phoenix and Louisville fast shops, Barfield stresses his status of MRO of choice for the Americas and the Caribbean" said Frederic Denise, CEO of

Barfield.

Sabena technics selected for VIP completion of an A319

Sabena technics has been selected to carry out the VIP cabin modification of an Airbus A319 aircraft belonging to an undisclosed Asian customer. The Airbus A319 completion will be performed by Sabena technics VIP completion expert team and the cabin will include two lounges with club 4 and club 2 configuration in a modern interior with furnishings of the highest quality. The project will be completed by mid-2013 and this tight deadline shall be met thanks to the full deployment of engineering and manufacturing capabilities of the company.

Aerostar of Romania to carry out further MRO work for Royal Air Maroc and Pegasus Airlines of Turkey

In addition to winning new MRO customers, Aerostar S.A. a leading Romanian aerospace company is also ensuring that it retains existing customers and winning repeat business from them. In what is shaping up to be a busy first quarter of 2013 for the company, further Boeing 737s from Royal Air Maroc and Pegasus Airlines of Turkey are scheduled to arrive at Aerostar's Bacau facility in north-eastern Romania for heavy maintenance visits. On January 22nd, a Royal Air Maroc Boeing 737-800 passenger airliner arrived at Bacau for a 'D01' check. Since Royal Air Maroc selected Aerostar as an option for MRO work on its Boeing 737 fleet in 2010, the Romanian company has carried out work on 15 aircraft in total. Co-operation with leading low-cost privately-owned Turkish airline Pegasus which began in 2007 will grow in 2013. In the first quarter of this year three Boeing 737s (one Boeing 737-400 and two Boeing 737-800s) from Pegasus will arrive in Bacau for 'C' checks.

Aerostar also secured its sixth MRO customer

from Turkey. Freebird Airlines has contracted to have one of its seven Airbus A320/321s inspected at Aerostar's Bacau facility. The aircraft (an Airbus A320-232, msn 2524, manufactured in 2005) was ferried into Bacau on January 7th for a 'C' Check and additional works. The second new customer for Aerostar is Swiftair, the major Spanish cargo and passenger airline which has contracted to have one of its six Boeing 737-300 freighters inspected at Bacau. The aircraft (a Boeing 737-3Q8SF, msn 23766, manufactured in 1987 and fitted with a Pemco cargo door) was ferried to Aerostar on January 8th and underwent a 'C' Check and additional works, including structural inspections on the Pemco cargo door and Service Bulletins and Airworthiness Directives implementation.

Egyptair Maintenance & Engineering secures various new services contracts

Egyptair Maintenance & Engineering (EGME) managed to attract more customers from different European countries. One of the newest customers is Thomas Cook Belgium. The Belgian carrier is sending two A320 aircraft in January 2013 for C-Checks. Meanwhile, EGME has continued cooperation with the Russian carrier Aerovista through a contract to perform on its B737-500 "Bridge Check" and painting in accordance to FAA requirements

and also finalized A-Check for Orenair's B777 as part of the contract with the Russian airline. Egyptair Maintenance & Engineering managed to sign a contract with the Portuguese airline Hifly for A-Check on its A340-300 which has already been accomplished successfully.

In another European side, EGME has gained the trust of the Spanish carrier SwiftAir to conduct C-Check for its B737-300 to be the third aircraft of SwiftAir to be handled in Cairo in two months. On the Arab Region, Egyptair Maintenance & Engineering has conducted C-Check for NAS Air's E-190 as part of the agreement with the Saudi airline to provide technical services for its fleet of Airbus 320 and Embraer E-170/190. Whereas, under the total care provided by Egyptair Maintenance & Engineering to Petro Air's aircraft, EGME performed Maintenance tasks on the Libyan E-170 successfully.

UTC Aerospace Systems Selected by Aeroflot to provide wheels and carbon brakes on 777-300ER fleet

Aerospace Systems has been selected by Aeroflot, Russia's flagship airline, to supply the wheels and carbon brakes for its new fleet of 16 Boeing 777-300ER aircraft. The company will provide the equipment through its Wheels & Brakes business in Troy, Ohio. The first aircraft

is scheduled for delivery in January, 2013. The 777-300ER carbon brakes use proprietary Duracarb carbon heat sink material.

BAE Systems wins three-year JetSpares contract from Braathens Technical AB

BAE Systems Regional Aircraft has secured a three-year extension to its long-standing JetSpares contract with Braathens Technical AB of Sweden in support of 12 Avro RJ regional jetliners operated by Braathens subsidiary, Malmö Aviation. The contract has an option to run for a fourth year and will cover continued Avro RJ operations by Malmö Aviation until the delivery of new-generation replacement aircraft. Braathens Technical/Malmö Aviation is the longest-standing JetSpares customer of BAE Systems, having first entered the programme in 1999. Since then the JetSpares agreement has been renewed on many occasions and this latest renewal was won against competition from three other companies.

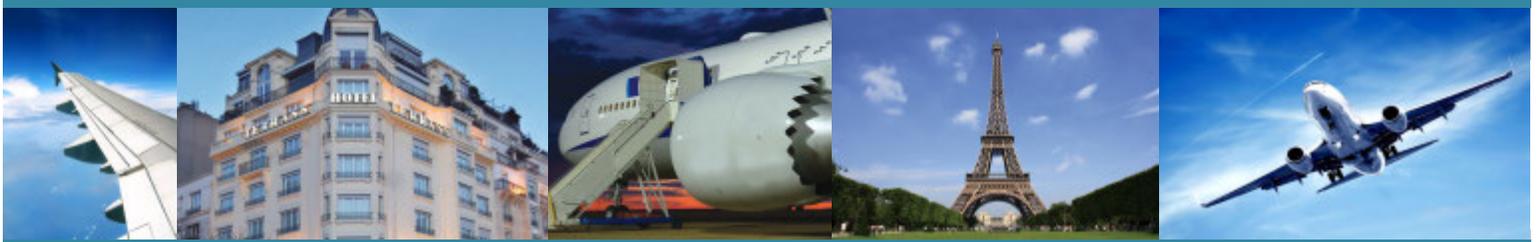
AMES completes aft pressure bulkhead replacement on B767F

Airborne Maintenance and Engineering Services (AMES) completed the replacement of the aft pressure bulkhead of a Boeing 767-200 freighter aircraft for customer ABX Air. Boeing selected the candidate aircraft

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and worked closely with the AMES team to ensure the accuracy and applicability of the Service Bulletin. The aft pressure bulkhead is an integral, dome-shaped section of the airframe of a large commercial aircraft, situated between the cabin and the tail, which allows cabin pressure to be maintained. The overall removal and reinstallation activity for the first aircraft took approximately 30 days to complete with all necessary equipment and tooling, documentation and replacement materials on-site at the start.

AMES sets sights on future expansion in engine nacelle repair services

Aerostructures Middle East Services (AMES) will further expand its jet engine nacelle repair capabilities as this joint venture of Safran's Aircelle and Air France Industries KLM Engineering & Maintenance builds on two successful years of operation from its technical base in Dubai.

AMES supports key airlines in the Middle East, the Gulf Arab states and South Asia – with the company uniquely positioned to accommodate the region's very large nacelles and thrust reversers for Engine Alliance GP7200s that power Airbus A380s, and General Electric's GE90 engines used on Boeing 777s. Also in AMES' core business portfolio are nacelle and thrust reverser services for Rolls-Royce Trent 700 and 500 engines that equip Airbus A330s and A340s, as well as for the A340 and A320 family's CFM International CFM56 powerplants.

In addition to its in-shop repair and overhaul at Dubai, AMES has successfully developed on-wing support activities that involve the deployment of teams into the field. As a next

step, the company is preparing to implement service capabilities for CFM56 nacelles on Boeing 737s, along with a broadening of its on-wing support for various engine nacelle types. "We forecast double-digit expansion of our business in the coming years as AMES builds its services and responds to Middle East airline growth," explained François Vitti and Alexandre Mule, the General Managers at AMES.

Ameco Beijing completes C check for ACT airlines

On January 11, Ameco Beijing completed a C check for a Boeing 747-400 aircraft of ACT airlines. It is the first cooperation between Ameco Beijing and ACT Airlines. ACT operates five Airbus A330B4-200 aircraft and two Boeing 747-400 aircraft with destinations mainly in Europe, north-south-west Africa and the Middle East.

UTair selects TES as engine fleet management partner

UTair Aviation JSC of Tyumen, Russia has selected TES Aviation Group (TES) of Wales, UK as their engine fleet management partner for the fixed wing fleet of aircraft. TES will be supporting UTair in direct partnership for all off-wing technical and commercial engine management activities, with the objectives to reduce cost of engine operations and manage the residual asset value of each engine for maximum gain to UTair.

GKN Aerospace delivers first winglet set for Bombardier CSeries aircraft

GKN Aerospace has delivered the first production aircraft set of winglets to

Bombardier Aerospace, Belfast for the new Bombardier CSeries aircraft that will serve the 100- to 149-seat market segment. Delivery of the composite winglets has followed a three-year design, test and initial manufacturing programme which has minimised winglet



SR Technics president Andre Wall Photo: SR Technics

weight and complexity and maximised aircraft fuel efficiency through improved design and state-of-the-art manufacture and assembly. The CSeries aircraft is scheduled to enter into service in 2014.

SR Technics to complement existing component repair shop network with Malaysian facility

SR Technics, part of the Mubadala Aerospace MRO network, is preparing to add a component repair shop in Kuala Lumpur, Malaysia to supplement the company's existing repair network in Switzerland, Spain and Abu Dhabi. The facility, which will open in Q4 2013, will place SR Technics closer to its customers in Asia Pacific and supports the growth of its Integrated Component Services (ICS) business. As part of this project, many labor-intensive component repairs will be focused in Malaysia.

This will free up the resources of the company's experienced Zurich team to develop new component capabilities and technologies on existing and emerging platforms in airframes and engines whilst also focusing on expanding capacity for know-how intensive, high-tech repairs through in-sourcing. The majority of the employees for the new facility will be drawn from the Malaysian market and will undergo a three-month on-the-job training program at SR Technics' Zurich facility.

The training will ensure that SR Technics'



GNK production facility Photo: GNK Aerospace

exacting quality standards are maintained wherever a component is repaired. In addition, a senior management team from the component shops in Switzerland will move to Malaysia to oversee the project further cementing service quality and reliability standards. "We are delighted to be partnering with Virgin Atlantic as they introduce this innovative technology and design to their fleet. SR Technics' long-standing, high-end cabin modification experience will stand the project in good stead as we draw on our engineering, project management and mechanics' experience to deliver an exciting bar concept within Virgin Atlantic's new Airbus A330 fleet," comments, André Wall, President, SR Technics.

[MNG Technik signs maintenance contract with Vueling Airlines](#)

MNG Technic, the first private Aircraft Maintenance Center running business at Istanbul International Ataturk Airport, signed an agreement with Vueling Airlines for 6YE checks of Vueling's two A320 aircraft.

[Boeing grows composite manufacturing capability in Utah](#)

Boeing purchased a new building in Salt Lake County, Utah. Employees at the new site, located in West Jordan, will focus on fabrication of composite horizontal stabilizer components for the 787-9. The new site, located 20 miles from Boeing's fabrication and assembly site in Salt Lake City, was purchased from Masco (MAS). Terms of the sale were not disclosed. The close proximity of the two facilities will

help improve the efficiency from component fabrication to assembly of the 787-9 horizontal stabilizer.

The composite component fabrication facility is expected to create approximately 100 new jobs. Boeing expects to refurbish the 850,000 ft² building to complement the company's current operations in Salt Lake County. Design and construction are expected to take two years.

[MAEL launches construction of new state-of-the-art MRO facility](#)

Monarch Aircraft Engineering (MAEL) reported that construction work has now started on its 110,000 ft² state-of-the-art maintenance facility, at Birmingham Airport in the UK. This follows the announcement on November 20th, 2012 about the new facility, which is creating 150 new jobs with the potential for a further 150. The construction work is due to be completed with the hangar fully operational, by the end of 2013.

[Ducommun selected by TECT Power to support GP7200 engines for Airbus 380](#)

Ducommun Incorporated (DCO) has entered into a multiyear agreement with TECT Power to perform chemical milling services for titanium fan blades used in Engine Alliance GP7200 engines. The GP7200 fan blades are produced by Pratt & Whitney, a unit of United Technologies (UTX) and partner with GE Aviation in the Engine Alliance joint venture. The four-year contract – with a potential value of \$6m – will continue through 2016, and

Ducommun AeroStructures will perform the work at the Company's El Mirage, Calif., facility.

[Aviation Partners Boeing launches Split Scimitar Winglet program](#)

Aviation Partners Boeing (APB) has launched its new Split Scimitar Winglet program with an order from United Airlines. Using a newly patented design, the program will consist of retrofitting existing Boeing Next Generation 737 Blended Winglets by replacing the aluminum winglet tip cap with a new aerodynamically shaped "Scimitar"™ winglet tip cap and by adding a new Scimitar tipped Ventral Strake.

This revolutionary design was flight tested by Aviation Partners, Inc. in 2012 and demonstrated significant aircraft drag reduction over the basic Blended Winglet configuration. APB has identified eight unique Boeing Next-Generation 737 configurations that will be considered for possible certification by the FAA; these include: the structurally provisioned and non-provisioned 737-700, 737-800, 737-BBJ, the structurally provisioned 737-900 and the 737-900ER.

The initial FAA certification program will be for retrofit conversion of Blended Winglets on 737-800 aircraft that were delivered with wings structurally provisioned for Blended Winglets at time of delivery from the Boeing Next-Generation 737 production line (line numbers 778 and on). FAA supplemental type certification is targeted for October of this year. FAA certification of 737-900ER Split Scimitar Winglets is expected to follow by March 2014.

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AJW TECHNIQUE - NEW FACILITY - MONTRÉAL, QUÉBEC



Engineers receive Quantum training as facility brings repair stations online



AJW Technique provides a broad range of component repair and overhaul services to the A J Walter Aviation customer base of more than 800 airlines. Utilising one of the best industry-specific engineering skill bases in the world, the Montréal facility is a centralised hub for the AJW repair supply chain: focused on delivering world class reliability; guaranteed availability of components; reduced turn times to deliver improved efficiencies and minimise AOG costs; and the provision of superior warranties backed up by competitive pricing.

The fast deployment of Quantum will provide greater ROI to AJW Technique and ensure that the new facility engineers-in and maintains excellence in quality management and customer service from the outset. A clear and focused strategy is in place and AJW has installed a professional lean approach with a forward thinking ethos. This has created an enthusiastic environment for Quantum training across the skilled technical workforce and a willingness to explore new ideas.

Using technology to streamline efficiency

Quantum Control MRO & Logistics Software is chosen by AJW Technique to provide operational support at their new Montréal component repair and overhaul facility.

AJW Technique, the new global component repair and overhaul service based in Montréal has chosen Component Control, the industry leading MRO software specialists, to provide integrated MRO management software solutions for the entire facility.

The Challenge

AJW is committed to supporting a sustainable and substantial MRO business from the outset that will serve an established and growing global customer base of more than 800 airlines, with over 400 aircraft under contract. AJW Technique will develop to offer full supply chain component repair management that will reduce turnaround times and contribute further to the organisation's pledge to deliver measureable cost savings for customers.

The Solution

AJW Technique wanted a fast and affordable deployment with the richest functionality out-of-the-box. Its teams are already familiar with Quantum and the business has collaborated with Component Control for many years developing precise functionality to improve business processes, and boost productivity. So the decision to deploy the robust and aviation specific system that the AJW Group already utilizes across its complete aircraft spares support flagship, A J Walter Aviation, was an easy one.

MRO customers already demand competitive service levels with cost guarantees, and as AJW builds workshop capabilities and ramps up core services it needs the reliability of Quantum with fully integrated accounting, CRM and integrated supply chain management functionality.



www.ajw-aviation.com/our-business/ajw-technique.html



component control

www.componentcontrol.com

The Whys and Wherefores of Modern Teardowns

By Ben Jacques, IBA

When a new aircraft type is commissioned by a manufacturer, many hours have already been spent at the concept stage, many more at the opinion-gathering stage with airlines, regulators, key hardware suppliers and some of the industry's great and good. Amazing feats of technology then begin to happen and several years later the industry takes another step forward as the next generation of aircraft leaves the factory and takes to the skies with some forward-thinking airlines.

During the life of this aircraft, it will make several things happen: it will take people from A to B many times, it will be involved in several scandals on Galley FM and lastly, many millions of dollars will likely be spent on the airframe, engines, landing gear, APU, avionics and other key components. Those millions of dollars keep the aircraft in the air, where it will earn revenue for the airline, perhaps the lessor if it is a leased asset and over time the value held in the majority of those maintenance inputs will ebb away until it is no longer economic to use that airframe and engine combination.



Two ex-Fedex Airbus A310s being scrapped.

Photo: AirTeamImages

What next? Well that depends on several things, perhaps most importantly the fabled 'market'. If you put yourself in the shoes of an aircraft owner you are presented with several options;

- 1 If the aircraft and engines are not run out, then perhaps the aircraft could enter a new operation for a period. An example of this would be, giving the aircraft to an operator who needs additional seasonal lift and is prepared to enter into a 'power by the hour' agreement.
- 2 Spend money on the aircraft to return it to a condition where it is an attractive purchased or leased asset.
- 3 Park the aircraft until the market picks up.
- 4 Part the aircraft out, either yourself or through a specialist part out company.

Option 1 is perhaps putting off the inevitable and although there are many airlines out there in a position to entertain short term power by the hour arrangements, this idea does have its pitfalls. Airlines in this category are rarely top credits, if a registration transfer is involved the deal can become uneconomic quite quickly.

Plus, the volume of secondary market aircraft often means that there are so many cheap aircraft available that an end of life power by the hour arrangement is going to look like an ugly duckling amongst a flock of swans.

Option 3 and 4 become the main choices for an owner or investor at this point. Typically these are seen as the last two options in terms of a favourable outcome, but as we will explore that does not necessarily have to be right.

Option 3 is viable in the short term if the market is going through a period of upheaval. The most recent example of this would be during the turbulence within the industry following 9/11. However as many discovered post Q4 2008, if the market doesn't return to health, a parked aircraft quickly becomes a data point on an analyst's downward curve with little hope of ever returning.

Option 2 is great and certainly the most rewarding to the industry: the owner is buying parts, labour and reinvesting back into this great industry. However, once we've taken off the rose tinted spectacles, there is a realisation that unless the aircraft can be sold or leased at a price where the owner can see a return on their investment then a significant amount of money could well be spent on a worthless endeavour. This situation faces far more owners and investors than most probably realise and it can be made far more tricky if the aircraft in question is something quite niche and not particularly mainstream.

Option 4 is not as cut and dried as it first looks: for starters an airframe and the on wing engines are unlikely to all be completely at the end of all their respective maintenance cycles together.

The reality is more likely that the aircraft has come to the end of a lease and the choices for placing the aircraft on a new lease are not as lucrative as the return on investment profile for a part out scenario. In this scenario the lessor or owner might well hold onto the reserves in lieu of requiring the aircraft to undergo the final return checks or shop visits. This cash can prove useful come part out time.



Ben Jacques Commercial Manager IBA 2

Upon receipt of the aircraft, which could be parted, a decision on the engines needs to be made: do they come off wing and enter the global lease pool? Perhaps they could be sold individually or together? Perhaps one could be cannibalised to make a more attractive sole engine, with the remaining items being sold off piecemeal.

Whatever is decided, the engines are perhaps the most crucial part of the transaction as they hold what is likely to be the highest value amongst the various components of the teardown.

In terms of activity before the teardown commences, maximum value within the asset needs to be protected, this is usually in the form of the aircraft records and the back to birth trace they provide.

Although regulators do not necessarily require the trace to be back to birth in the same way that a part out specialist would, the part out specialist has a sensible rationale for their back to birth concern; the part with the best and most complete trace will achieve a quicker and often higher price sale than an identical part with patchy trace.

Together with an airline, we at IBA recently investigated and researched the trace of parts on a CFM56-3C1 engine, some of the parts were used on a CFM56-2C1 in 1983 on a Douglas

DC8 – trying to achieve the trace to then achieve highest best use and highest best price isn't always easy or quick. Specialist teardown companies aren't only interested in the engines. The landing gear, APU and high value avionics will attract interest also, these are often reasonably fast moving parts – particularly APUs which are maintained on condition and will be used until it is uneconomical to overhaul the APU and a replacement is used ahead of the uneconomic repair.

Once these high value, fast moving parts have been sent out, it becomes a longer game, the remaining easy to remove components are taken out and put on a shelf awaiting a willing purchaser.

IBA understands that returns on a part out scenario for a Boeing 737NG can realise in excess of US\$21m over a period of 2-3 years.

That same 737NG could only be leased for circa US\$180k-200k per month or sold for a maximum of US\$17m, these are after significant maintenance inputs costs circa US\$5m.

The part out may have cost in the region of US\$0.5-1.5m. Obviously at some point the part out market will reach saturation and parting out old aircraft which have only a small market for component resale will have its own difficulties, but on the numbers above, for an aircraft built since 1998, it seems worth considering.



The International Bureau of Aviation is an independent aviation consulting firm based in Leatherhead, UK, with representation worldwide

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 M: +44 (0) 7917 648 712**

model	SubTotal	2008	2009	2010	2011	2012
146-100	4	2	2			
146-200	13	3	5	4		1
146-200QT	1			1		
146-300	6	1	1	4		
328JET-300	2		2			
328JET-310	2			1		1
737-300	120	20	39	35	17	9
737-400	4			1	2	1
737-500	13	3	1	3	4	2
737-700	4					4
747-400	16		1	7	7	1
747-400D	7			3	4	
757-200	23	4	12	3	4	
767-200	20	1	2	4	10	3
767-200ER	12			2	5	3
767-300	9		3	3	1	2
767-300ER	4		2	1		1
A300B2-203	1					1
A300B4-103F	2			1	1	
A300B4-203	7	2	5			
A300B4-203F	10	2	2	5	1	
A300B4-601	6	2	2		2	
A300B4-603	1	1				
A300B4-605R	4		2	2		
A300B4-620	2		1	1		
A300B4-622	1		1			
A300B4-622R	1				1	
A300B4-622RF	1		1			
A310-203	3		1		2	
A310-203F	7		4	3		
A310-204	4		2	1	1	
A310-222F	3		2	1		
A310-304	4		2		2	
A310-324	9	1	5	2	1	
A310-325	1			1		
A318-111	7		3	2	2	
A320-111	14	3	4	7		
A320-211	29	7	8	8	6	
A320-212	5		2		2	1
A320-214	2				1	1
A320-231	26	1	8	9	7	1
A320-232	2				2	
A321-211	1				1	
A330-301	1				1	
A340-212	1					1
A340-311	3		1		2	
A340-312	2				2	
ATR42-300	6	1	3	2		
ATR42-300F	1				1	
ATR42-320	3	1		1	1	
CRJ-100ER	8	3		4	1	
CRJ-100LR	4	1	1	1	1	
CRJ-200ER	2			1		1
CRJ-200LR	8		2	2	3	1
DHC8-402Q	1					
Fokker 100	24	2	2	6	11	3
Legacy 600	2			1	1	
MD-11	5					5
MD-11ER	1					1
MD-81	11	3	2		5	1
MD-82	70	25	15	7	15	8
MD-83	8			2	5	1
MD-87	8	1		5	2	
MD-88	5		3		2	
RJ100	1				1	
RJ70	2			1	1	
total	590	90	156	151	138	54

Keeping an eye on life limited parts - Engines

By Keith Mwanalushi

Having a coordinated engineering, manufacturing, and service management plan for each life-limited engine part is critical, but more often than not, the challenge for operators is actually keeping accurate and reliable records under an acceptable process and ensuring their correct disposal.



All parts that are installed on the aircraft must come from a known manufacturing source.

Photo - Airbus

Aircraft life-limited parts (LLPs) are those parts identified by the OEM or production certificate holder as being limited to a total life counted in hours, cycles, landings, or by calendar.

In general terms aircraft engines are designed to minimise the development of unsafe conditions during flight operations. However manufacturing induced fatigue failures or the use of inappropriate parts can result in hazardous engine effects. Over the years, the aviation industry has paid a heavy price for such behaviour.

For instance, anomalies in engine disks have caused several fatal aircraft accidents, notably in Sioux City, Iowa, in 1989, and in Pensacola, Florida, in 1996. The DC-10 crash in Sioux City was caused by a titanium material anomaly

and the MD-88 accident in Pensacola was attributed to a fatigue crack.

In response to those fatal incidents the U.S National Transportation Safety Board (NTSB) recommended new guidelines "to require that turbine engines are evaluated to identify those engine components that, if they should fracture and separate, could pose a significant threat to the structure or systems of an airplane; and require that a damage tolerance evaluation of these components be performed," stated an NTSB document.

These requirements provide an added margin of safety and are aimed at reducing the number of LLP failures due to material, manufacturing and service-induced anomalies.

As a result, LLPs play a crucial role. "Over the years, the aviation and aerospace community has established generally accepted guidelines for the management of life-limited parts in addition to the requirements from the FAA," says Hank Gibson, managing director at Florida-based AGES Aero, LLC - a provider of financing solutions to suppliers of commercial aviation rotatable spares management and MRO services.

"There are a limited number of LLPs that are manufactured under this FAA certification. Most LLPs are manufactured by the OEM." He adds that the practical management of LLPs can be summarised at a "macro" level into four primary categories; back to birth verification, lifetime movement and tracking, certification of activity and finally end of life disposition.

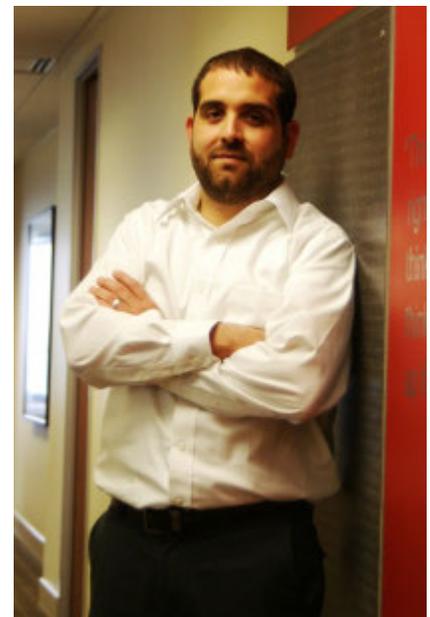
All parts that are installed on an aircraft must come from a known manufacturing source. Determining the origin of the parts and if they have been overhauled at the prescribed intervals and have not exceeded their published life, means that the parts generally meet the regulatory requirements. However, the regulations have nothing to do with contractual obligations such as aircraft

lease agreements. This is where an operator will normally find the need for full traceability back to birth.

"It is critical to establish and verify that the LLP component was manufactured by the OEM or a certified Parts Manufacturer Authority (PMA) holder for that specific part. Industry standards require verification of 'birth' documentation to find out where the individual part began its commercial life," stresses Gibson.

However, a spokesman at FL Techniks says from a regulatory and safety standpoint it's not obligatory. "The rules require that operators should only have the LLP list and a no accident/incident certificate from the last operator who was flying with that engine. This is based on the assumption that the last operator was honest and his records are timely and correct."

FL Techniks further note that the majority of operators however, (especially owners and lessors of aircraft engines) are more conservative and require full back to birth history, which in turn means there is need to provide precise data supporting the complete history of the LLP from the moment it was installed in the engine until the present time.



David Tokoph, VP for valuations and technical analysis at mba.

Photo: mba

David Tokoph, VP for valuations and technical analysis at Morten Beyer & Agnew (mba), an international aviation consultancy, adds that back to birth traceability has become an increasingly pressing issue over the past

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The lack of sufficient documentation can prevent LLPs from being traded and re-installed in other engines

Photo: FL Technics

In terms of movement and tracking, industry requirements make part tracking LLPs a necessity. These requirements have evolved based on the specific requirements of FAA, banks, leasing companies and insurance companies for obvious financial and safety related reasons. "LLPs will lose their commercial value and you will likely be in breach of various legal covenants if you do not maintain these historical records in an adequate and verifiable procedure. It is the operator's responsibility to establish a sufficient tracking system to ensure that adequate records are maintained for each individual LLP including both hours and cycles utilised," explains Gibson.

In addition, any entity that repairs critical LLPs is required to possess the necessary inspection, certification and engineering skills to ensure that the required work is done sufficiently. Each entry or historical movement of individual piece parts will be required to meet the certification requirements for that specific part.

As environmental concerns increase and the need to achieve higher efficiency grows, there are some challenges faced by operators and maintenance providers in terms of LLP management. David Tokoph from mba says effective LLP management is critical for any operator in maximising their value as well as maintenance investment. "The challenge for most operators is maintaining a balance between maximum utilisation of every available cycle in any LLP and maximum utilisation of the shop visit."

several years with changes to civil aviation requirements worldwide. "In order to realise maximum value of an LLP its life must be accurately documented to include every cycle operated, making back to birth traceability a requirement to make sure that the marketability of the asset reaches the largest audience possible."

Tokoph reminds that the lack of sufficient documentation can prevent an LLP "from being traded and re-installed in other engines, severely impacting its value." Gibson adds that as a general rule the industry (banks, leasing companies, airlines etc.) do not accept LLPs for installation in an engine during overhaul if the paperwork and documentation are not impeccable and verified by a regulated source. "It has become a standard in the industry, particularly for engines and landing gears that could lose their commercial value if these documents were not provided."

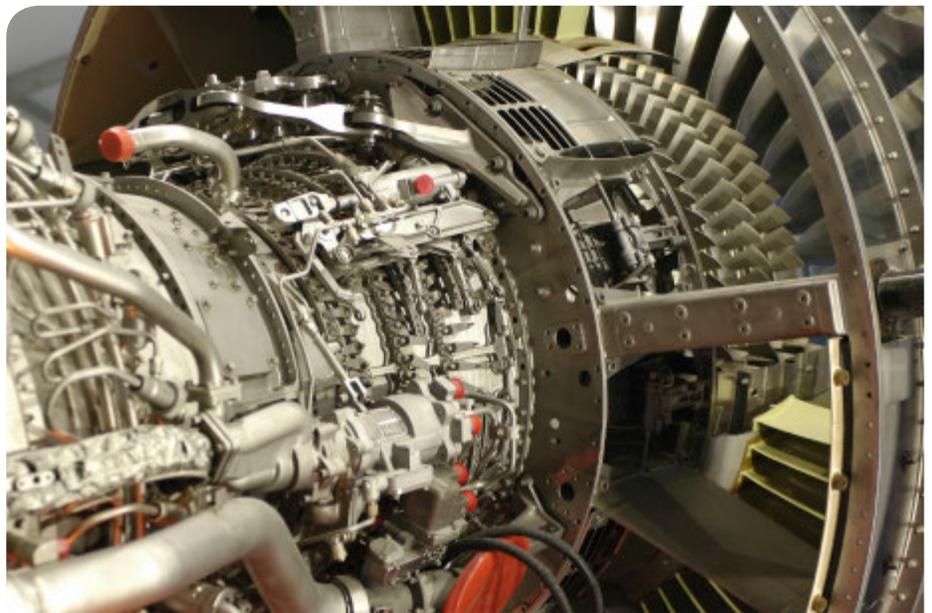
Gibson adds: "You could have very high value LLPs that would be worthless in value if the paperwork and back to birth documentation is insufficient and unacceptable."

The challenge for operators with respect to LLP management is keeping accurate and reliable records under an acceptable process management system."

Collectively, banks, leasing companies and the future buyers of engine LLP parts will expect sufficient documents to support the movement of LLPs throughout their removal and re-installation over the engine maintenance cycles. "The old adage of 'trust

but verify' is certainly applicable to the LLP documentation management process," says Gibson.

"There is very little room for interpretation amongst most buyers," comments Robert Fessler, VP for sales and marketing at Magellan Group. "Of course there are exceptions for limited supply but given the robust market for engine material the buyers are typically flush with purchase options. For engines as well as landing gear, which are also cycle controlled, traceability is paramount," says Fessler.



The FAA has issued very specific requirements that outline the acceptable treatment of LLPs

Photo: mba



There are strict guidelines as to the disposal of LLPs where there is no life remaining.

Photo: Sukhoi

Tokoph says the last available cycles of an LLP often go unused since they come out of the engine before the end of their life and don't have enough remaining cycles to reach the next shop visit, hence there is an inherent economic waste in LLP value that is unavoidable. "On the other hand, the removal of a well performing engine for an LLP before the end of its predicted TBO fails to realise the full value of increasingly costly engine shop visits. Accurate utilisation records are a must to ensure every cycle of the engine is accounted for and no additional cycles are added."

This point becomes especially important for engines that have continued time LLP installations during shop visits, as these LLPs are often operated in a number of engines before either reaching the end of their life or becoming unserviceable. "A distinct process for verifying the life used and remaining of any LLP installed during a shop visit should be documented in each operator's and MRO's manual system," advises Tokoph.

MTU Maintenance has extensive experience with aero engines. Hans-Dieter Reimann, senior manager quality controlling and engineering says the German-based company has set out to provide our operators with LLPs that exactly fit their needs. "Once an LLP has reached the end of its life, we find a used part that fits exactly to the engine fleet plan of the respective customer."

Clearly, as Reimann indicates, this is a lot more cost-effective for the customer than

buying a new and therefore expensive part. "Of course, the LLPs we use are recorded meticulously and MTU Maintenance has clearly defined processes on how to handle

them. This includes the availability of these parts, approvals, traceability and so on."

Finally, the end of life disposition is an important conclusion to the life cycle of LLPs. The FAA has issued very specific requirements that outline the acceptable treatment of LLPs for end of life disposition. Generally, these guidelines require the obvious mutilation of the part to ensure that it should not re-enter the industry and handled by a certified scrap facility or process. It is basically an important safety consideration for the industry. Each operator and MRO should have a well-documented "scrap" programme which accounts for destruction of components that are beyond economical repair or have no life remaining.

"LLPs that have reached their cycle limit or the damaged parts we get hold of at MTU Maintenance are scrapped by a registered provider according to a defined protocol," adds Reimann. "We obtain evidence from our provider that these parts can no longer be used, we then subsequently forward this to our customers. The entire scrapping process is inspected by the respective authorities and is regularly audited."



Parts can lose their commercial value if they are not properly documented

Photo: MTU Maintenance



GA Telesis Chief Executive Abdol Moabery

As an enterprise, GA Telesis is in the middle of a dramatic shift in its business composition. After completing the acquisition of Finnair Engine Services, the company has branched out into heavy engine services for the first time. And after making its first moves into China, GA Telesis has taken a bold step into the future, with so far unknown consequences, but much to gain.

“Our expansion into China is unique in the industry,” says Abdol Moabery from the company headquarters in Fort Lauderdale, Florida. “It is the first of its kind.” GA Telesis has formed a 50-50 partnership with Air China called GA Innovation, dedicated to the aftermarket parts opportunities in China. “It’s very exciting for us and for the Chinese market,” says Moabery.

GA Telesis aims to transfer its established business model over to the Chinese market, taking care to adapt it to local conditions. “There are lots of differences,” admits Moabery. He has found that there are more regulations to comply with in China, but in fact the progress of the joint venture was surprisingly smooth. “They entered into the deal in eight months, whereas it usually takes five years!” he says.

China is in an unprecedented situation: for the first time, it has a large, ageing fleet of aircraft. There are now 300 planes over 10 years old and 200 over 15 years old. “The have to figure out what to do, because there will be restrictions from the CAAC [the Civil Aviation Administration of China]. It’s our belief that the part out market needs us. We need to acquire and establish an aftermarket parts business in China.”

The deal has been signed and the new enterprise will launch this spring at Beijing Capital Airport. “Out of the entire history of this company, this is probably the most significant transaction,” notes Moabery. “It’s not something that can be replicated: two very powerful companies coming together to build a business. I think it will quickly get up into the \$50-75 million area and before long reach \$100s of millions.”

Since GA Telesis currently turns over \$300 million per year, Moabery anticipates the company doubling in size within a few years. “The market in China doesn’t yet exist,” he says. “We have first mover advantage, and China has aircraft that are ageing. I think we and Air China are ideally suited to one another.”

GA Telesis also has the advantage of scale, having disassembled more than 200 aircraft and 500 engines in the past decade.

Looking at the market in general, Moabery recognises that airlines are trying to fix their ongoing costs as far as possible. “They can’t control fuel costs, but they can control MRO costs,” he points out.

And with its forthcoming jet engine capabilities, GA Telesis will be able to give airlines a better view of future costs, offering a deeper industry understanding than some of its competitors, he claims. “We have a better grasp of parts than some other companies, because of our history of disassembling aircraft.”

These are dynamic times for GA Telesis and its make up will look a whole lot different in a year’s time. So we look forward to getting an update as its various plans progress.

Corporate information

GA Telesis is a leader in commercial aerospace serving hundreds of airlines and aviation maintenance organizations worldwide. We offer the highest quality aircraft, engines, components, maintenance and solution based services available.

All of our divisions work with the major aircraft and engine manufacturers as well as the component OEMs. We maintain global distribution facilities and our supply chain management and logistics networks are second-to-none. We are affiliated with one of the world’s leading financial institutions, but trust is what propels our business. At GA Telesis, we make sure we earn your trust by providing reliable service and unsurpassed integrity. We invite you to find out why GA Telesis is soaring above the competition for aircraft and engine leasing, component redistribution and provisioning, maintenance and more.

GA Telesis’ strength comes from its affiliation with one of the world’s largest financial institutions. Our structuring capabilities as well as our solid financial position puts us in position to provide you with the most effective commercial aircraft and engine leasing solutions. Through our dedicated banking facilities we’re able to structure lease transactions from \$1 million to over \$500 million without financing contingencies. We have broad experience covering many asset types and structures and we have seasoned in-house asset management, legal and financial teams that have the ability to administer transactions in virtually any jurisdiction. From short-term lease to long-term lease, from sale and lease back to a fleet phase-out lease, we have a solution that is right for you.



GA Telesis jet engines

Photo: GA Telesis

Spirit AeroSystems reports fourth quarter and full-year 2012 financial results

Spirit AeroSystems reported fourth quarter and full-year 2012 financial results reflecting record revenue on higher ship set deliveries and solid core program operating performance. Spirit's fourth quarter 2012 revenues were \$1.426bn, up from \$1.219bn for the same period of 2011 as the company benefited from higher production deliveries during the quarter. Operating income for the fourth quarter of 2012 was \$98m including a net pre-tax \$34m forward loss associated with development and low rate programs. Net income for the quarter was \$61m compared to \$60m, in the same period of 2011. The current quarter includes a net pre-tax \$34m, of forward loss charges principally on development programs. Revenue for the full-year 2012 increased 11% to \$5.398bn. Operating income for the full-year was \$92m, significantly lower compared to 2011 due primarily to development program charges of \$645m, which was partially offset by the net insurance gain of \$146m related to the severe weather event at Spirit's Wichita, Kan. facility in April 2012. Full-year net income was \$35m, compared to \$192m in 2011.

ST Engineering's Aerospace arm signs joint venture agreement with CaterhamJet Holdings and EVIA Aviation

ST Aviation Resources has signed a joint venture agreement with CaterhamJet Holdings and EVIA Aviation to set up CJS Aviation. Established in Singapore with a fleet of regional jets, CJS specialises in private aircraft management and leasing in the Asia Pacific region. The issued and paid up capital of CJS will be US\$10.5m (approximately S\$13m), with CJH holding 49%, ST Aviation Resources Pte Ltd 26% and EVIA Aviation 25%, in the capital of CJS. As part of the collaboration, ST Aerospace will provide engineering and aviation support services to both CJH and CJS through its global aircraft maintenance, repair and overhaul (MRO) network.

Apollo Aviation Group completes \$595m fund raise

Apollo Aviation Group (Apollo Aviation) and Sciens Capital Management LLC jointly announced that Apollo Aviation raised approximately \$595m from a broad array of investors for its second aviation fund, Sciens Aviation Special Opportunities Investment Fund II (SASOF II). SASOF II is managed by Apollo Aviation, a full service commercial aircraft asset manager jointly owned by its founders and principals, William Hoffman and Robert Korn, and by an affiliate of Sciens Capital Management LLC. SASOF II is a follow-on fund to the \$213 million Sciens Aviation Special

Opportunities Investment Fund (SASOF), which was raised in 2010. "SASOF II will seek to acquire mid-life commercial aircraft for lease and/or immediate disassembly and resale of the systems, components and parts" said Mr. Hoffman, Apollo Aviation's Chairman. As of today, SASOF II has acquired 12 commercial aircraft and three engines including Boeing 737 NG, Airbus A320 CEO and A340 aircraft models. Nine of these aircraft are on lease and Apollo Aviation currently plans for the remainder to be either sold or disassembled with the parts then being sold.

SIA Engineering Group 3rd quarter profit up 5.5% to \$67.0m

SIAEC Group posted a profit attributable to owners of the parent of \$67.0m for the quarter ended 31 December 2012, which was \$3.5m or 5.5% higher than the corresponding quarter last year. Revenue decreased \$25.2m or 8.3%, mainly from lower fleet management and project revenue. However, expenditure fell by \$28.0m or 10.2%, primarily from decreases in subcontract services, material costs, and an exchange gain during the quarter. Consequently, operating profit improved by \$2.8m or 9.9% compared to the same quarter last year. Share of profits from associated and joint venture companies was \$40.0m, representing a contribution of 52.7% to the Group's pre-tax profits.

Sagem acquires Swiss company Colibrys SA

Sagem (Safran), a European leader in navigation systems, has acquired the Swiss company Colibrys SA, specialized in high-performance micro-sensors (acceleration and vibration) based on silicon MEMS (micro-electro-mechanical system) technology. Colibrys has developed world-class expertise in this market, and is a leading supplier to the energy, robotics, defense, automotive, rail, instrumentation and infrastructure sectors. It is also a long-standing partner to Sagem, which uses Colibrys' precision accelerometers in a wide range of systems chosen by today's leading aircraft manufacturers (Airbus, Bombardier, Dassault Aviation, Eurocopter, HAL, etc.).

Through this acquisition, Sagem expands its technology portfolio for navigation and stabilization solutions, building on its recognized expertise in inertial sensors, gyros (mechanical, laser, fiber-optic and vibrating) and accelerometers (pendulous and vibrating). Colibrys has about 70 employees and annual sales of €12m. It works closely with customers and partners in both Switzerland and international markets. Furthermore, the company is building brand-new facilities in Yverdon-les-Bains (Vaud Canton).

Air Lease Corporation announces public offering of \$400.0m of Senior Unsecured Notes

Air Lease Corporation intends to commence a public offering of \$400.0m in aggregate principal amount of senior unsecured notes due 2020. The interest rate and other terms of the Notes will be determined at the time of the pricing of the offering and will depend on market and other conditions. The Company intends to use the proceeds of the offering to fund the acquisition of commercial aircraft and for other general corporate purposes, including reducing outstanding obligations under one of its revolving credit facilities.

AAF growth takes off with Santander funding

Aircraft supplies company AAF Spares is set for growth after securing a \$10m (£6.18m) finance package from Santander Corporate & Commercial Banking to purchase additional stock to supply to major aircraft clients. AAF is 50/50 joint venture established in June 2011 between Avtrade Limited and Air France. The new funding will be used to grow AAF Spares leasing business, specifically focussing on parts for the Airbus A320/A330 generation of aircraft.

Triumph Group to acquire Goodrich Pump & Engine Control Systems

Triumph Group signed a definitive agreement to acquire the pump and engine control systems business of Goodrich Corporation (Goodrich Pump & Engine Control Systems or GPECS) from United Technologies Corporation. The acquisition is subject to regulatory approvals and other customary closing conditions and is expected to close in the current fiscal quarter.

The acquired business, which will operate as Triumph Engine Control Systems, LLC and be included in the Aerospace Systems Group, is expected to add approximately \$195.0 million in annual revenue and to be immediately accretive to earnings. GPECS is a leading independent aerospace fuel system supplier for the commercial, military, helicopter and business jet markets. Located in West Hartford, Connecticut, the company's key product and service offerings include electronic engine controls, fuel metering units, main fuel pumps for both the OE and aftermarket/spares end markets. The company employs approximately 530 employees exclusively at its West Hartford facility.

Avolon forms joint-venture aircraft leasing business: Avolon Capital Partners

Avolon, the international aircraft leasing business, announced its intention to partner

with Wells Fargo & Company, a leading diversified financial services company, to form a new joint-venture aircraft leasing business called Avolon Capital Partners Limited ("ACP" or the "Business"). The formation of ACP is subject to a number of regulatory approvals. Since its inception in 2010, Avolon has raised a total of US\$3.7bn of debt capital from a wide range of financial institutions, including Wells Fargo, who has been a significant lender to Avolon since January 2011. ACP will build an aircraft fleet primarily through sale and leaseback transactions with airlines on new aircraft. ACP will focus on young, fuel-efficient single aisle

and twin-aisle aircraft with an initial target portfolio size of US\$500m. Wells Fargo will be the majority shareholder and provide banking and debt financing facilities for the Business. ACP will be headquartered in Dublin. Existing Avolon and Wells Fargo team members will serve as ACP's management team and provide business expertise. ACP will combine the aircraft leasing expertise of Avolon and the leading international financial franchise of Wells Fargo. Avolon's Chief Financial Officer, Andy Cronin, will serve as a Director on the Board of ACP. Daire O'Criodain, an executive at Avolon, who has extensive experience in

the aircraft leasing industry, will serve as ACP's Managing Director.



Andy Cronin.

Photo: Avolon

Other News

Airclaims signed an agreement with MEGA Maldives Airlines to provide CAMO (Continuing Airworthiness Management Organisation) support for their fleet.

The contract covers two Boeing 757 and two Boeing 767 aircraft and includes the provision of aircraft induction, technical records management, maintenance planning, airworthiness data review and assessment, reliability monitoring and maintenance programme control services.

It also includes the option to extend the support to cover further airworthiness functions such as Airworthiness Review Certificate (ARC) renewals. Airclaims will be

utilising the Commssoft OASES airworthiness management system (used by industry leaders worldwide) with the support of their offices throughout the Asia Pacific region to fully manage MEGA's needs under the agreement.

GE Aviation signed a Memorandum of Understanding (MOU) with Aldus Aviation Limited to develop a lessor-oriented CF34-8E and CF34-10E support package.

The support package will enable leasing companies to better control maintenance costs, regardless of the operator to which the aircraft is leased. Under the terms of the agreement, GE would provide support

for lessors of leased aircraft maintained by operators under GE's OnPoint SM solutions engine services agreements.

The product is designed to be transferrable between lessors, which will enable lessors to more accurately predict maintenance costs. "GE service products are flexible to customer needs," said Bill Dwyer, chief marketing officer for GE Aviation Services.

"With the growing role of leasing companies in financing the operating fleets, we are happy to be able to work on solutions that provide maintenance services direct to our airline customers while providing life cycle maintenance assurance to the asset owner."

Information Technology News

IFE Services reported that it is TAM Airlines' new in-flight entertainment (IFE) provider. From March 2013, IFE Services will provide Brazil's airline with a broad selection of top Hollywood, classic and Latin American movies as well as popular TV programmes and great music.

Passengers will be able to enjoy the content on the audio visual on-demand (AVOD) and overhead systems across TAM Airlines' fleet of 162 aircraft. The IFE will be available in English, Latin Spanish and Brazilian Portuguese. In addition to acquiring and supplying all of the content, IFE Services will

manage the airline's entire digital encoding and AVOD management requirements.

Component Control released that Magellan Aviation Group, a leader in integrated aftermarket aviation support services for the global airline industry, has chosen Quantum Control software to manage its leasing, asset management and repair operations for its worldwide customer base of airlines, OEM's and MRO companies.

Magellan Aviation Group recently doubled the size of its U.S. operations with the opening of a new 88,000 ft² Distribution and

Sales facility in Charlotte, North Carolina. Magellan Aviation Group has its European headquarters in Shannon, Ireland.



TAM Boeing 777

Photo: AirTeamImages

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Component Control executives (from left to right): Z Bar-On - Founder and CEO, Jocelyn Scott - Executive Vice President Customer Services, Andrew Valley - Vice President of Sales, Todd Lewis - President

Describing his company as a “provider of technical solutions for the MRO and aftermarket sector”, Component Control founder and CEO Z Bar-On stresses how versatile his offering can be.

“What we provide is one database that will do everything. It brings in the entire management, managing information systems and information services together. One database manages all the different processes.

We cover every item relating to managing an enterprise, from web servers to internet commerce,” says Bar-On. “It’s about CRM [customer relationship management], and for communicating with customers and vendors.”

He underlines that the consolidation benefits for an enterprise to run on one single data base and provide for both infrastructure technology, as well as fully integrated e-commerce and web services, all to sync in real time, is best practice for any successful CIO (Chief Information Officer).

Many companies and offices are adopting cloud-based technologies and becoming paperless operations, something that Component Control is well placed to enable. “We can install on cloud or on servers,” says Bar-On. “We provide customers with as much functionality as possible.”

He finds that today, people don’t want different solutions for MRO, for CRM and for imaging, for example, but rather a single system providing everything an enterprise needs to be efficient. “They want to have all their information integrated, available on the internet and to be paperless.

This is the future of MRO, it’s how you increase productivity,” he says. “It’s what all the most progressive companies are calling for, regardless of their size.”

Component Control has been around since the early 1980s, with its products and services undergoing a series of progressions, particularly since the dawn of the internet. “We have the ability to bring the supply chain into integration with information services and technology,” says Bar-On. “It’s been a big effort to bring this to the marketplace.”



Component Control Data Center

Photo: CC

Describing the company’s ‘rich functionality’ as the element that sets Component Control apart from the competition, Bar-On points to the seamless integration and communication between vendors and customers, covering the whole span of requirements for CIOs in a single system.

“From a productivity point of view, we believe the most successful MRO companies are using

us, because we sell production tools. Their per employee revenue will be top in the industry.

Looking to the future, Bar-On argues that the integration between stock market and supply chain is going to increase, with more functionality, so that inventory sales will improve and become more efficient.

With new contracts signed with companies such as AJ Walter, Ametek and Greenwich Aero Group, Component Control is at the forefront of the industry: “The big players are engaging with us and deploying our technology to make sure they stay competitive,” says Bar-On.

He anticipates further expansion of the company’s product offering in 2013 and 2014, with greater aircraft configuration capabilities. “It’s a very exciting time for us,” he concludes.

Company information

Component Control, based in San Diego, Calif., is a leading developer and provider of MRO and Logistics Software solutions for the aviation industry.

Its core product, Quantum Control, provides advanced aviation management support to original equipment manufacturers, aftermarket service divisions, component repair and overhaul companies, fixed base operators, aircraft completion centres, airlines, MRO facilities, and part distribution and redistribution companies. Quantum is installed in over 50 countries and can be deployed as a single-site or multinational solution.

Stockmarket.aero, also from Component Control, is an online aviation parts trading marketplace giving users access to a comprehensive search engine that includes parts in stock, MRO capabilities and part alternatives. StockMarket.aero currently lists over 45 million qualified line items of inventory and capability from over 2,300 aircraft parts vendors.

In May 2012, Component Control was named winners of the ‘Best IT Software Provider’ category in the Aircraft Technology Engineering and Maintenance Awards 2012. For more information, please visit www.componentcontrol.com and www.StockMarket.aero.



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PAS Technologies released that aerospace industry veteran **Richard Glass** has joined the company as Senior Vice President, Aerospace reporting to Thomas C. Hutton, CEO. Mr. Glass has over 22 years experience in marketing, sales and new business development in the aerospace industry. Additionally, David W. Theis has been promoted to the position of Senior Vice President, Energy which includes industrial gas turbine (IGT) and oil/gas product offerings. Mr. Theis joined the company in March 2012 with over 20 years of gas turbine industry experience in various management positions.

TES Aviation Group appointed **Mathew Burris** to the position of Chief Operating Officer (COO). Formerly of CFO position at TES, Mathew retains his responsibility for the overview of TES Finance, whilst assuming a broader remit as COO responsible for integrating all aspects of the TES business including Finance, Acquisitions, Strategic Client Programs and Business Systems.

Sukhoi Civil Aircraft Company (SCAC) Board of Directors appointed the new President **Andrey Kalinovsky**, replacing Mr. Vladimir Prisyazhnyuk. Mr. Kalinovsky will take up his duties on February 1, 2013. During the same Board of Directors' meeting Mr. Mikhail Pogosyan — President and Chairman of the Executive Board of United Aircraft Corporation (UAC) — was appointed SCAC Chairman of the Board replacing Mr. Igor Ozar. The new Chairman commences his duties immediately upon his election. These new appointments to senior positions are associated with challenging goals set by the Company to boost the Sukhoi Superjet program and ensure the SSJ100 aircraft's success.

AJWTechnique focuses on expert knowledge and industry track record as it builds the new team to spearhead the Company's component repair and overhaul services. The new operational teams are led by four seasoned industry professionals who between them have eighty years' experience in aviation.

Allan Pennycuik – Engineering and Quality Manager: as well as being the PRM (Person Responsible for Maintenance), Allan will establish and maintain a Total Quality system to obtain Transport Canada and other regulatory certification's for the new business. In addition, he is responsible for developing an engineering organisation to support the start of operations and future growth of AJW Technique. Guy Salicco

– Production Manager: Guy supervises all operational production functions for AJW Technique together with the safety and environmental compliance of the operation. Robert Gogo – Supply Chain Manager: Robert leads the Supply Chain & Procurement functions for AJW Technique. Carmine Di Fruscia – Financial Controller: Carmine's broad responsibilities span the administrative functions of AJW Technique including finance, treasury, human resources and IT.

Sabena technics, in order to accompany its development, strengthens its management with the nomination of **Martin Assmann** as EVP Civil Sales. Martin Assmann's mission will be to oversee Civil Sales as well as Customer Support, Project Management and Proposal for all civilian activities of Sabena technics in line with its strategic goals, and he will report to Jean-Luc Fournel, Chief Operating Officer Customers of the company.

On January 1st, 2013, **Eric Chen** has become President of Airbus China, responsible for Airbus' overall activities in the People's Republic of China, including business development, commercial activities, customer services and industrial cooperation. Eric Chen, previously Airbus China Senior Vice President Commercial and External Affairs, succeeds Laurence Barron, who has now taken over as CEO and Chairman of EADS China. In addition, also on January 1st, 2013, Rafael Gonzalez-Ripoll-Garzon has been appointed Airbus China Chief Operating Officer (COO). Previously, Rafael Gonzalez-Ripoll was Head of the Centre of Excellence (CoE) Empennage /Aft Fuselage of Airbus in Spain.

OEMServices announced the appointment of **Gérard Parant** as Executive Vice President Sales, Marketing and Business Development. Formerly, EVP Operations at OEMServices, Gérard Parant brings a wealth of knowledge and experience with an impressive background of over 30 years in the aeronautics industry. Gérard Parant will be a key individual as OEMServices continues to expand and confirm its position as major player in support services for airlines.

Following 11 years of various roles, including business development and product marketing with The Boeing Company, **Patrick LaMoria** joined Aviation Partners Boeing (APB) in 2001 as director of sales & marketing for Europe. LaMoria quickly became an integral part of the APB team and was promoted to vice president of sales & marketing in 2004.

Now, expanding his role as a key member of the APB leadership team, LaMoria will add responsibility for winglet system manufacturing, supplier management, logistics, customer support, and procurement to his ongoing responsibility for worldwide sales & marketing.

Dublin based global aircraft lessor, AWAS, reported that **Marlin Dailey** has been appointed Chief Commercial Officer, reporting to Raymond Sisson, President & CEO of AWAS. He will join AWAS in February 2013. In this new role Marlin will lead an integrated Sales, Trading and Market Development organisation within AWAS. Carter White continues in the role of Head of Trading reporting to Marlin and Doug Winter continues to lead the Sales team during the transition. This change will lead to a more streamlined, better integrated and more cohesive approach to meeting our customer needs and market requirements. Marlin joins AWAS from The Boeing Company after a 32 year career where he worked in a variety of executive leadership roles.

Bird & Bird welcomes partner **Brett Hailey** to its London office and International Aviation Sector Group. Brett is recognised as a leading aircraft financing and leasing lawyer and brings more than 20 years of experience in the aviation sector. Brett has worked in London, Paris, Singapore and Istanbul. He has experience acting for lenders and export-credit agencies and also for airframe and engine manufacturers on a broad range of financing structures. He has acted for airlines on major fleet renewal programmes and on finance and has also advised airlines and lessors on leasing and financing transactions. Brett was seconded to J.P. Morgan in 2012 as senior consultant advising on a large number of export-credit financings. He joins Bird & Bird from SNR Denton.

IBA announced the appointment of **Paul Brooker**, who joins the global aviation consultancy in a new role heading up their busy technical department. Paul has an extensive background in civil aviation spanning over 30 years and his previous positions have included roles at Aero Nusantara Indonesia, the Malaysian Air Services Agency, BAE Systems, and Monarch Aircraft Engineering. He brings a wealth of expertise both as a Part 66 EASA Licensed Aircraft Engineer, and in the fields of aircraft manufacture, maintenance and project management. Paul has also been actively involved in certification issues for both civilian and military applications.