

October 2014 - www.avitrader.com

IS EUROPE BACK IN BUSINESS?

Company Profile
Direct Maintenance

MRO News
from around the world

People on the Move
latest appointments

IBA Analysis 



European MROs are buoyant

The recent MRO Europe event in Madrid ended on a rather positive note. The European market has started to show signs of recovery following the recent economic meltdown across the continent. In this issue we speak to a number of MRO executives about this recovery, the growth opportunities and the challenges that remain for the European MRO market.

To highlight a few, Aerostar took action in anticipation of the recovery in order to benefit from the improved market. The Bacau-based MRO unveiled a new hangar in 2012 in order to attract more customers than it used to previously. Aerostar reports that it is consolidating its position as a regional centre of excellence for main-

tenance of A320, B737 CL/NG and BAe 146/RJ as well as the extension of capabilities for the new aircraft types A320 NEO and B737 MAX.

Adolfo Gordo from Iberia Maintenance tells AviTrader MRO that European MRO companies need to gain competitiveness through productivity increase to be able to compete with companies in other countries, where labour costs are lower.

Also, Carl Glover, from North American MRO provider AAR Corp explains his organisation's continued expansion in the Eurozone. Glover also gives his views on predictive maintenance and forecasting tools that will ensure aircraft re-

main in-flight as long as possible and minimise downtime.

Elsewhere in this edition, we put Jonas Butautis on the spotlight. He talks candidly about his new position as CEO of Magnetic MRO. Butautis reveals the attractiveness of the new job, and he also highlights and explains the nitty-gritty of the company's new strategy.

I hope you enjoy this edition.

Happy reading!

Keith Mwanalushi
Editor



The European market has started to show signs of recovery.

Photo: Patrick Delapierre

Contents	
MRO and Production News	4
Information Technology	14
Finance News	15
Cover Story: Route to Europe	17
Company Profile: Direct Maintenance	21
Industry Interview: In the hot seat... Jonas Butautis, CEO Magnetic MRO	23
IBA Analysis	25
People on the Move	28
Other News	28

MRO

AVI TRADER

Published monthly by

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

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

Editorial

Keith Mwanalushi, Editor
Email: keith.mwana@avitrader.com
Mobile: +44 (0) 7871 769 151

Design

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

Advertising inquiries

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

Registration

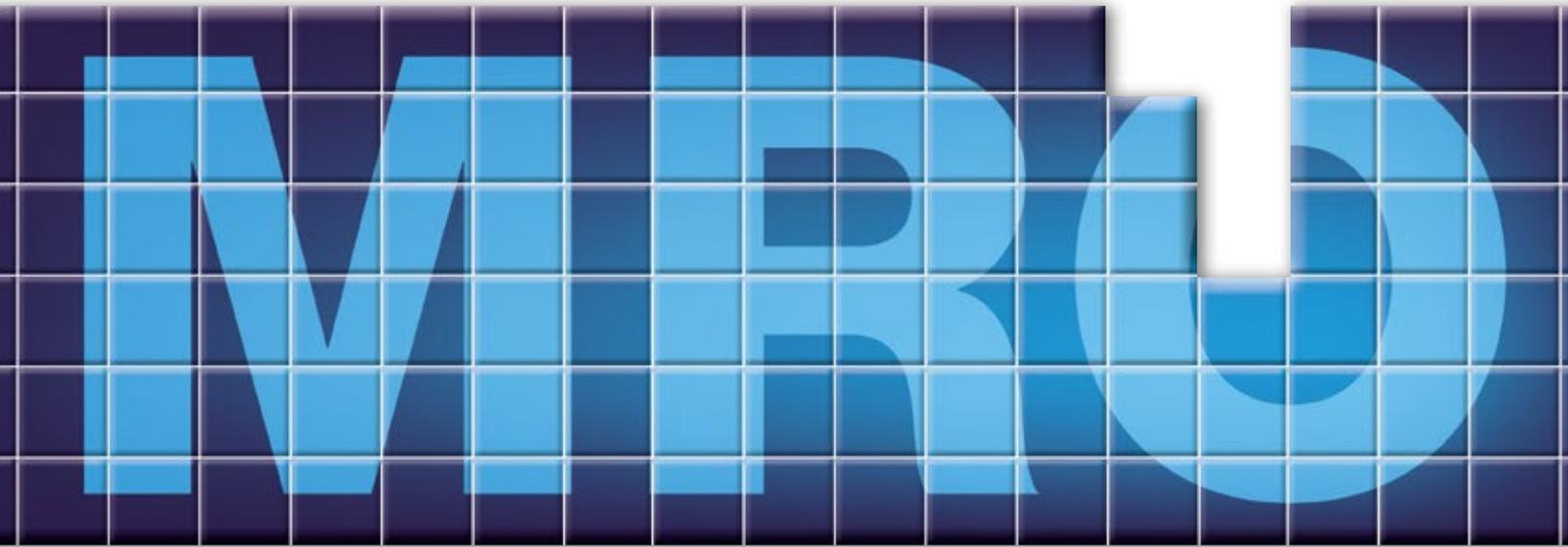
AviTrader MRO is a subscription-free monthly publication. To receive a copy in your inbox every month, please send an email with the subject "subscribe" to oemmro@avitrader.com

Opinion

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



IN A CHANGING WORLD, TRUST THE ADAPTIVE ONE



ADAPTIVENESS® is our response to the changing Maintenance Repair Overhaul business environment. ADAPTIVENESS® means listening to and understanding the key technical priorities of your operations, building unique solutions meeting your specific requirements, and staying at your side as a partner to support you through your daily challenges in a spirit of continuous improvement. If, like many other airlines around the world, you are looking for efficient MRO solutions which lead to longer on-wing times, optimized MTBRs, and overall performance, ask us about ADAPTIVENESS®.





Feasibility study of the new wheels and brakes shop located in eastern Frankfurt
Photo: OPM

Lufthansa Technik to invest almost €60m in new wheels and brakes shop

Lufthansa Technik is investing almost €60m in the construction and equipment of a new wheels and brakes shop at Frankfurt's East Harbor. The new building will be put into service at the beginning of 2017. It will enable Lufthansa Technik, as a world leading provider of technical services for the aviation industry, to continue to grow in the segment of wheels and brakes maintenance. Lufthansa Technik is thus securing the 130 qualified jobs that already exist in Frankfurt and is also creating opportunities for further growth. The aim is to equip the building with state-of-the-art technology in order to exceed the requirements of the German Energy Saving Ordinance by 30%. From spring 2015, an ultra-modern workshop with a gross floor area of 14,500 m² will be built on a 35,000 m² plot at Frankfurt's East Harbor. Operations are scheduled to commence as early as the beginning of 2017. Thanks to optimized processes, tailored logistics and state-of-the-art plant equipment, the new site optimizes the supply of wheels and brakes for Lufthansa's flight operations. In addition, this opens up opportunities for further growth with customers outside the Lufthansa Group which is already strong. The workshop's layout, together with a high degree of automation and optimum machine utilization, will further enhance Lufthansa Technik's competitiveness.

Spring Airlines to become first customer for Sharklet retrofit in China

Spring Airlines, a low-cost carrier based in Shanghai, China, has signed an agreement with Airbus for Sharklet retrofit of its A320 aircraft in operation to become the first Chinese airline to perform retrofit of the latest fuel saving device. Thanks to this aerodynamic upgrade, Spring Airlines' retrofitted aircraft will benefit from a reduction in fuel costs by up to 4%, an annual 900t reduction in CO₂ emissions, an increased mission range by up to 100 nautical miles and improved

performances at high elevation airports. Spring Airlines took delivery of its first A320 with Sharklets in September 2013. Since then the operator has been evaluating the effect of Sharklets on the operational performance of its fleet of six Sharklet-equipped A320s. Based on the proven operational advantage observed from more than 8500 accumulated flight hours, Spring Airlines has decided to select Sharklets for all its new deliveries and now has decided to expand the option to its in-service fleet.

LOTAMS strengthens position in the MRO market

LOT Aircraft Maintenance Services Company started a "C" check of the Boeing B767-300ERW (Extended Range-Winglet). The aircraft belongs to Italian operator – NEOS. This is the first aircraft check with such wide range of maintenance tasks, performed in LOTAMS for a different operator than LOT Polish Airlines. The "C" check is also the first one carried out in the modernized hangar No. 2 which was modified in August. The modification allows servicing wide-body aircraft like the Boeing B767 equipped with winglets. The original TAT (turnaround time) was scheduled for 24 days but as a result of additional work ordered by NEOS, it was extended to 31 days.

Esterline Corporation chooses STS Component Solutions as preferred provider of 24/7 AOG support

STS Component Solutions, a division of STS Aviation Group, was selected by Esterline Technologies as its preferred provider of 24/7 AOG spares and warranty support for Boeing 787 aircraft. The spotlight agreement allows STS Aviation Group to administer its global, live-person coverage for all B787 AOG support inquires as mandated by the Boeing Product Support Agreement between the manufacturer and the Boeing Corporation. Esterline Corporation's Korry product line includes 27 cockpit panels designed and manufactured for the Boeing 787 Dreamliner.

All Lufthansa long-haul aircraft will be equipped with Premium Eco

Lufthansa Technik AG has now equipped the newest Lufthansa aircraft with a Premium Economy cabin. The Boeing 747-8 "Yankee Quebec" arrived – fresh from the factory in Seattle – on August 30th in Frankfurt, where it received its

new Premium Economy Class in mid-September during a layover for the completion of the cabin interior. By late summer 2015, Lufthansa Technik AG will have equipped a total of 101 Lufthansa long-haul aircraft with this new cabin class during these short layovers of three days. The modifications of the Airbus A380, A340-600, A340-300, and A330 aircraft types and the Boeing 747-8 and 747-400 will take place primarily at Lufthansa's two hubs in Frankfurt and Munich, but modifications will also be performed during planned layovers in Hamburg, Manila and on Malta. An initial modification, including EASA approval, is required for each aircraft type before the complete fleet of that type can be equipped with a Premium Economy Class cabin. The number of seats in the Premium Economy Class varies by aircraft: while the A330, for example, seats 21 passengers, the Airbus A380, with 52 seats, will offer the largest Premium Economy Class.

European Aviation signs four-year exclusive agreement with Lockheed Martin Commercial Engine Solutions

European Aviation has signed a four-year exclusive agreement with Lockheed Martin Commercial Engine Solutions for jet engine maintenance, repair and overhaul (MRO) services for their fleet of 60 CFM56-3 jet engines. The agreement includes extensive CFM56-3 turbofan repair services provided on-site for European Aviation, with most of the MRO work performed in Montreal, Canada and the remainder in San Antonio, Texas.

Delta TechOps continues investments to boost landing gear offerings

Delta TechOps continues to invest in landing gear overhaul infrastructure and is exploring the expansion of its landing gear overhaul portfolio to include additional aircraft types in 2015. "Investments during the past year to boost landing gear inventory in support of Delta Air Lines, allows Delta TechOps to present yet another unique value proposition – availability of exchange gears for Boeing 737NG, 757 and 767 gear sets," said Jack Arehart, president of MRO Services – Delta TechOps. Delta TechOps' ISO 9001-certified on-site plating and fabrication capabilities allows for industry-leading turn times on all landing gear overhaul offerings – including all Boeing 737NG, 757, 767 series as well as the MD-88 and MD-90. Additionally, Delta TechOps announced extensions of MRO Services contracts for Boeing 737 Next Generation aircraft with Sun Country Airlines and Brazil's GOL.



FL Technics sets up operations in Indonesia

Photo: FL Technics

FL Technics sets up operations in Indonesia

FL Technics, a global provider of tailor-made aircraft maintenance, repair and overhaul services, has recently won a tender for the rent of 8400 m² aircraft maintenance hangar at Indonesia's Soekarno-Hatta International Airport, the busiest airport in the Southern Hemisphere. FL Technics will operate the hangar for at least 5 years and will launch its operation with base maintenance services for Airbus A320 aircraft. The tender for the hangar rent was conducted by PT Angkasa Pura II, a state enterprise of the Indonesian Department of Transport responsible for the management of airports and air traffic services in Indonesia. According to the terms and conditions, FL Technics with partners shall operate a total area of 24500 m², including a 8400 m² hangar as well as the adjacent ramp, aircraft parking stands and additional

facilities, via an established Indonesian company. The new FL Technics MRO centre will employ over 150 engineers, technicians, NDT specialists and other qualified personnel, capable of serving up to three narrow-body type aircraft at one time. In 2013 Soekarno-Hatta International Airport served almost 400 000 domestic and international flights, approx. 59.7 million of passengers and over 342 000 tonnes of cargo. These numbers make it one of the largest airports in Asia Pacific and the busiest in the Southern Hemisphere. Located in the heart of the Indonesian aviation market, new FL Technics MRO centre will support local operators with comprehensive solutions, including A-to-D checks, interior refurbishment services, NDT inspections, composite and structure repairs, spare parts supply, etc. All services will be provided in accordance with both local and EASA requirements.

Delta TechOps extends MRO Services for ATSG operators

Delta TechOps—Delta Air Lines' maintenance division and its maintenance, repair and overhaul (MRO) provider business signed a new MRO Services contract with Air Transport Services Group, subsidiary operators ABX Air, Air Transport International and Cargo Aircraft Management. The new four-year MRO Services agreement includes: complete maintenance support for auxiliary power units, CF6 family jet engines, Pratt and Whitney 4000 engines and Boeing 767 landing gear at ABX Air, complete maintenance support for auxiliary power units, CF6 family jet engines, Pratt and Whitney 2000 engines, Boeing 767/757 landing gear, and component inventory and repair services at Air Transport International and complete maintenance support for 22 CF6 family jet engines at Cargo Aircraft Management.

Air Canada signs key contract with AFI KLM E&M

EPCOR has signed a long-term contract with Air Canada covering maintenance of the APS 5000 APUs installed on its fleet of 37 Boeing 787 Dreamliners already in revenue service or scheduled for delivery through to 2019. The contract also provides for spares provisioning through a dedicated pool of APUs. Repairs will be carried out at EPCOR's Amsterdam facility, which has been repairing the APS5000 since early 2014.

Ascent
Aviation Services

narrow body
MRO
specialists

Chris Heredia
Director of Sales
cheredia@ascentmro.com
520 879-4100

FAA Repair Station 7AHR548B EASA Approval EASA 145.5903 AFRA Certified
6901 S Park Avenue . Tucson Arizona 85756 USA . Tel 520 294-3481 . Fax 520 741-1430
www.ascentmro.com



Quality • Value • Customer Service

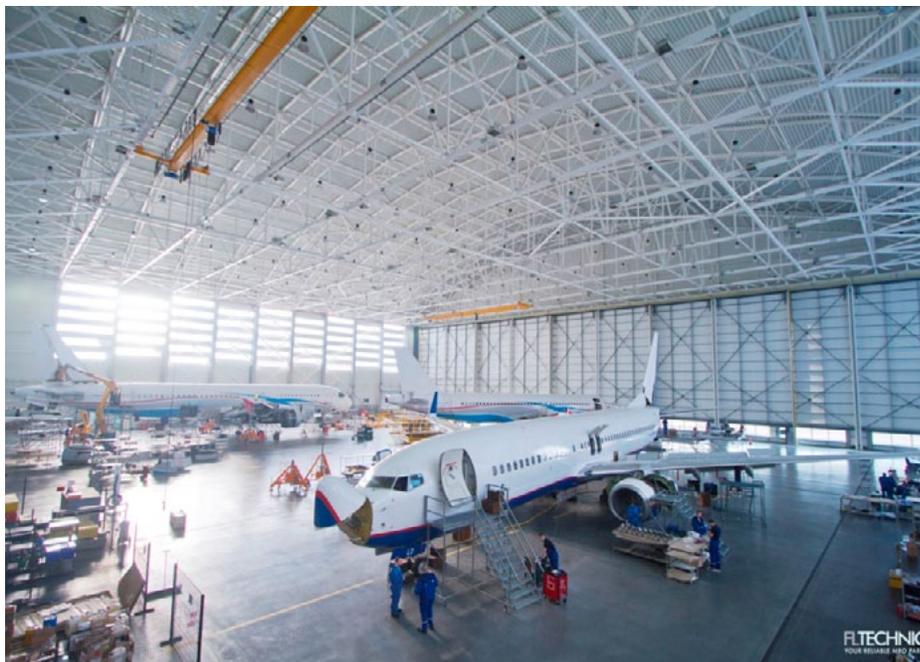


Full Engine MRO and Testing Services

CTS Engines is a high quality provider of maintenance, repair, and overhaul services to owners and operators of jet engines world-wide. Now more capable than ever.

Yamal Airlines chooses FL Technics for base maintenance support in 2015

FL Technics is further expanding its cooperation with CIS carriers by signing a new base maintenance agreement with a Russian carrier Yamal Airlines. Under the agreement, FL Technics will support Yamal's Airbus A320 and Boeing 737 aircraft in its MRO hangars, located in Vilnius and Kaunas, Lithuania. At the moment Yamal Airlines operates a fleet of over 25 narrow-body and regional aircraft. According to the latest agreement, FL Technics specialists will provide comprehensive MRO support for the carrier's Airbus A320s and Boeing 737s. The scope of works includes but is not limited to C- and D-checks, NDT and borescope inspections, technical defect rectification, structure inspection and repairs, spare parts supply, etc. All the works will be conducted at FL Technics' hangars at Vilnius (VNO) and Kaunas (KUN) international airports during 2015.



Yamal Airlines chooses FL Technics for base maintenance support

Photo: FL Technics

Evelop Airlines picks AFI KLM E&M to maintain APUs

Evelop Airlines has signed an exclusive contract with AFI KLM E&M to organize the repair and overhaul of the Auxiliary Power Units (APUs) equipping its A320-200 and A330-300 aircraft. EPCOR, the AFI KLM E&M subsidiary specialized in maintenance for APUs and a wide range of pneumatic components, will provide Evelop Airlines with the services covered by the agreement. In choosing the services of AFI KLM E&M and EPCOR, Evelop Airlines will be benefiting from the extensive experience and know-how of a unique service provider for the repair and overhaul of two distinct types of APU. For many years, EPCOR has been a leading player in the APU maintenance market in Europe, and a partner of choice for numerous airlines.

GKN Aerospace breaks ground on Alabama engineering design centre

GKN Aerospace's Alabama leadership joined state and local officials today to officially break ground on an addition to the company's Tallassee facility that will house an engineering design centre. U.K.-based GKN Aerospace announced the Alabama engineering design centre at the Farnborough International Airshow in July. This event signified the beginning of construction work on a permanent, 10,800-ft² base for the centre, where design and analysis engineers initially will focus on composite technologies for rotorcraft. "The new composites design engineering cen-

tre in Alabama will enable our global company to expand the high level of design/development engineering support we provide to customers," said Jeff Barger, vice president and general manager of the GKN Aerospace Advanced Composite Structures (ACS) facility. "In addition, this project will significantly increase the number of highly skilled engineering personnel based at the growing facility in Tallassee." The engineering design centre is now housed in a temporary location at the Elmore County plant, which concentrates on aerostructures made from composite materials for industry partners such as Bell Helicopter, HondaJet, and Airbus. Initial recruiting has begun for the centre, which will have a maximum headcount of 30.

AeroTurbine announces new partnership with Lufthansa Technik

AeroTurbine announced the closing of a previously announced strategic partnership with Lufthansa Technik. The long-term agreement covers a broad range of products and services centered around AeroTurbine's ability to provide Lufthansa Technik with a more predictable supply of used content in their MRO businesses and LHT's world class repair capability. AeroTurbine offers the aviation industry access to one of the world's largest pools of certified aircraft engines, parts, and supply chain solutions. By leveraging their expertise and financial strength, their customers can choose solutions tailored to their operational and financial goals.

Werner Aero Services signs Repair Management Agreement with Nouvelair Airlines

Werner Aero Services announced that its asset management team has signed a multi-year repair management agreement with Nouvelair Airlines in Tunisia. The agreement covers select major A320 QEC components. By leveraging Werner's network of high quality repair facilities and logistical expertise, Nouvelair will receive expedited turn around time with a predictable cost structure.

Sabena Technics acquires Boeing 777 rating approval

Sabena Technics, which airframe services (Base & Line maintenance) are already being performed on a large range of aircraft, is entering a new phase of development and is extending the scope of its activities to overhauls for Boeing 777 aircraft airframes. With this approval, the company is now able to deliver its quality, customized and cost effective airframe solutions to Boeing 777 airframe operators in its dedicated maintenance facilities based in Bordeaux (France). The maintenance operations will be carried out by highly-skilled experts especially trained to support the Boeing aircraft with a high level of performance and reliability. From aircraft checks to structural modifications as well as painting and cabin refurbishment, the company will be able to cover all its customer's requirement with an unmatched flexibility.

Boeing St. Louis facility to supply parts for new 777X

Boeing will produce 777X parts at its site in St. Louis, Mo., bringing back inside the company work that is currently performed at suppliers or performed overseas for the current 777 program. The design for these parts will be done in St. Louis, Boeing Aerostructures Australia (BAA) and other Boeing sites. The parts built by the St. Louis team will support 777X work at the composite wing center in Everett, Wash., home of the 777X program. The new composite wing center is currently under construction and will be more than 1 million ft². Earlier this year, Boeing selected its Everett, Wash. site as the location for a new composite wing center for the 777X program. In this wing center, Boeing will perform fabrication and assembly of the 777X's composite wing. Additionally, Boeing will perform final assembly of the 777X in Everett. To accommodate this production work, Boeing will expand its current St. Louis composites facility, which will begin producing parts for the 777X program in 2017.

Snecma chooses AFI KLM E&M for LEAP engine development tests

Snecma (Safran), which is developing the LEAP engine with GE through their 50/50 joint company CFM International, has signed an agreement with AFI KLM E&M to carry out engine development tests. The LEAP is the successor of the best-selling CFM56 and has already been chosen for the Airbus A320neo, Boeing 737 MAX and Comac C919 single-aisle jets. The LEAP engine will see the highest ramp-up in commercial aviation – reaching a production rate of more than 1,700 engines per year by 2019. To meet this challenge and to conduct all tests required for the LEAP's development and certification, Snecma needed a trustworthy partner with solid experience. AFI KLM E&M will conduct development tests concurrently with the

ambitious test program already being conducted by Snecma and GE: a total of 20 engines to be tested by year-end and 60 engines will be built over the next three years and will accumulate approximately 40,000 cycles before entry into service.

AEI licenses Boeing engineering data for Boeing 737-800 freighter conversion

Aeronautical Engineers has finalized an agreement to license Boeing engineering data to develop the 737-800 passenger-to-freighter conversion and the 737-800 combi conversion. The agreement with Boeing also includes the 737-900 variant engineering data. AEI will become a Supplemental Type Certificate holder for the 737-800 passenger-to-freighter conversion and the 737-800 combi conversion. Because AEI will be an STC holder, working with licensed Boeing engineering data, AEI customers will now be eligible for access to Boeing technical support at reduced costs compared with freighters converted without data licensed from Boeing. (STCs are approved by the Federal Aviation Administration; Boeing does not review or approve licensees' design packages or completed conversions).

TES Aviation and Privilege Style Airlines sign Engine Fleet Management agreement

TES Aviation Group announced the signing of a long term engine support agreement with Privilege Style (Madrid/Palma, Spain). The engine management program consists of a bespoke selection of tailored service modules which have been developed from TES' already established Engine Management programs, allowing TES to fulfil the exact requirements of the airlines engine management needs and indicates a new service offering to the airline community. The program will support the established

Spanish private charter airline with off-wing technical and commercial engine management activities, including reliability programming, fleet forecasting, financial modelling, maintenance planning and repair event management, with the objective of reducing the cost of engine operations and to manage the residual value of the fleet.

VECA Airlines award 5 year power-by-the-hour contract to AJW Aviation

AJW Aviation, a specialist in transforming aviation efficiency, has signed a five year power-by-the-hour contract with new start-up Salvadorian operator, VECA Airlines. The contract will be managed by AJW's Miami base and will cover the supply of spare parts for the airline's fleet, providing essential support for the El Salvador flag carrier. VECA Airlines was established in late 2013 and has its airline hub located in San Salvador at Monseñor Óscar Arnulfo Romero International Airport. A full support programme, complemented by onsite component stock, will commence on October 15th, 2014 when the second aircraft is handed over following preparation in Miami.

Aerostar to install Split Scimitar Winglets on Boeing 737-800 for Jetairfly

Romanian aerospace company Aerostar S.A., was among the first independent European MRO providers to install Split Scimitar Winglets (SSW) onto two Boeing 737-800s of TUIFly Nordic. Aerostar is currently carrying out the same work on a Boeing 737-800 (msn 37238; registration OO-JAX) for TUI Airlines Belgium trading as Jetairfly, at its Bacau facility in north-east Romania. It is a heavy check together with SSW retrofit. The lead-time for the SSW, wing reinforcement and winglet installation, is seven

Service is our priority. Solutions are our speciality.

Solution provider for:
V2500-A5 and CFM56 engine nacelles
Pooling, leasing or sales



**WERNER
AERO SERVICES**

www.werneraero.com



LEASES

Guaranteed.

As the world's largest CFM56 engine lessor,
we have what it takes to cover your fleet.

The CFM engine specialists. Go to www.ses.ie

SES is a wholly owned subsidiary of CFM International

SES Power to Fly Now



RAS headquarters at Mönchengladbach, Düsseldorf

Photo: RAS

days, absorbed in the turn-around time for the maintenance check. After OO-JAX is completed, a similar work programme will be carried out on the next aircraft OO-JAU (msn 37250), also from JetAirfly.

Piedmont Aviation Component Services signs seven year landing gear maintenance support agreement with Republic Airways

TAT Technologies' wholly-owned subsidiary Piedmont Aviation Component Services, has signed a seven year landing gear maintenance support agreement with Republic Airways Holdings, covering their Embraer E-175 fleet. The agreement covers the current fleet of 160 aircraft and the total value may exceed \$45m. TAT's President and CEO, Mr. Itsik Maaravi, commented on the new agreement: "We are proud of this new relationship between Republic and Piedmont. Additionally, this contract will position us as a world leading maintenance service provider for Embraer E – 170/190 landing gear as the fleet is just entering first wave of major overhaul requirements. It constitutes an important step in our strategy of solidifying TAT Technologies and subsidiaries as world leading service providers. The new agreement reinforces TAT's leading position in the regional Landing Gear maintenance industry, adding new capabilities to our existing product lines, which currently includes ATR 42/72, CRJ 100/200 and Dash 8 aircraft."

RAS expands to serve European and African regional carriers

Rheinland Air Service (RAS) has enjoyed a busy 12 months completing the expansion of its central European HQ in Mönchengladbach, near Dusseldorf, Germany, with an enhanced facility, effectively twice the size. It now offers a new, second large hangar (4,300 m²) including workshops and storage, plus space for six ATR 42/72 aircraft. The overall 8,500 m² facility features an ever-growing parts

warehouse, which includes many hard-to-find parts made available by the company's "parting out" of surplus ATR aircraft. RAS has made this investment in response to continued demand from European carriers for expert maintenance, repair, and overhaul (MRO) services. Complementing its ATR network partner capabilities, RAS also has the flexibility to provide comprehensive EASA Part 145 approved MRO on other narrow-bodied aircraft including Airbus A318 to A321, Boeing 737-Classic to NG. Other turboprop types that RAS expertly maintains, repairs, and overhauls include the Bombardier Dash 8, Fokker F27 Mk050, Jetstream and Shorts 300 series.

row-bodied aircraft including Airbus A318 to A321, Boeing 737-Classic to NG. Other turboprop types that RAS expertly maintains, repairs, and overhauls include the Bombardier Dash 8, Fokker F27 Mk050, Jetstream and Shorts 300 series.

British Airways line maintenance lands Qatar Airways contract extension

British Airways' line maintenance team has recently won the contract to provide technical handling for Qatar Airways' 787 flights in Edinburgh. British Airways has also been selected this year to support the Qatar Airways operation at Dallas Fort Worth, Kigali and Moscow. British Airways already provides line maintenance services for fellow one world airline Qatar Airways at Philadelphia, Atlanta, Barcelona, Entebbe, Manchester, Houston, Lagos, Madrid and London Heathrow. British Airways will also provide maintenance for Qatar Airways' A380 flights at Heathrow from October, taking the number of Qatar Airways' aircraft types supported by British Airways at Heathrow to six.

Turkish Technic authorized to carry out full-servicing and testing for all Honeywell auxiliary power units on Boeing 737 aircraft

Turkish Technic, the maintenance, repair and overhaul (MRO) arm of Turkish Airlines, and Honeywell Aerospace have extended their long term aftermarket partnership. Based at Istanbul's Atatürk and Sabiha Gokcen Airports, Turkish Technic will now offer depot-level MRO services for all Honeywell 131-9B APUs on Boeing 737 aircraft worldwide. The new contract builds on the existing agreement between the two companies to deliver industry-standard and round-the-clock MRO services to the airlines based in Turkey, and expands the authorization to worldwide coverage to provide airlines around the world with fast, state-

of-the-art and authorised servicing capabilities.

Aleris attains qualification to supply Bombardier from Zhenjiang, China

Aleris reported that its new rolling mill in Zhenjiang, China has attained qualification to supply aluminum aerospace plate to Bombardier Aerospace. The achievement of this milestone represents a significant step for Aleris towards supplying aluminum plate from its Zhenjiang mill for use in the production of various Bombardier aircraft. Aleris has supplied aluminum aerospace plate to Bombardier from its Koblenz, Germany site for several years. Aleris Zhenjiang, which was opened in early 2013, was modeled after the Koblenz facility to meet the needs of both global and regional aircraft manufacturers by establishing a local supply of commercial aluminum aircraft plate in Asia Pacific. In June 2014, Aleris announced the Zhenjiang plant's achievement of Nadcap accreditation, which allowed the company to move into the final stages of qualification with Bombardier and other major aircraft manufacturers. Shipments of aircraft plate are expected to begin in the fourth quarter. Aleris Zhenjiang is believed to be one of the first facilities in Asia Pacific qualified to produce aluminum plate for a major global aircraft manufacturer.

PacAvi Group announces Airbus A320 and A321 Freighter conversion program

PacAvi Group is spearheading a new program for conversions of Airbus A320 and Airbus A321 aircraft from passenger-to-freighter configuration. PacAvi Group CEO, Dr. Stephan Hollmann, commented on the project: "We view this as an exciting opportunity. There are currently about 600 freighters of the size category of the A320 and A321 operating globally, and this market is set to grow rapidly in the BRIC countries and around the world. Right now the only products of similar capacity are from Boeing. We look forward to the opportunity to provide Airbus operators and others technologically advanced freighters at highly competitive price points." PacAvi Group will be joined in this program by AeroTurbine, a wholly owned subsidiary of AerCap, one of the world's largest aircraft leasing companies. AeroTurbine will perform freighter conversions at its Goodyear, Arizona facility, where it currently conducts passenger to freighter conversions for other aircraft as well as aircraft MRO services for Airbus A320 aircraft. The AdviseAer arm of AeroTurbine will also participate in the program and will provide comprehensive aircraft management services. AeroTurbine and AdviseAer are headquartered in Miramar, Florida.

Vector Aerospace facility in Prince Edward Island secures AS9110B certification

Vector Aerospace Engine Services – Atlantic (ES-A), a subsidiary of Vector Aerospace Corporation, announced that its MRO facility in Summerside, Prince Edward Island, Canada has received AS9110B certification. AS9110B is the standard that was developed by aerospace professionals to meet the specific requirements of Aerospace Maintenance Organizations. AS9110B incorporates the requirements of ISO 9001: 2008 and specifies additional requirements for a quality management system for Aerospace Maintenance Organizations that must maintain or repair aviation or aerospace related products. “We are one of only fifteen companies in Canada to hold this approval and the first in Atlantic Canada,” says Jeff Poirier, president of ES-A. “The AS9110B is much more than a Quality Standard. It is truly an organizational business tool that will allow us to increase our efficiencies, produce a quality product, and remain competitive in a challenging aviation marketplace. This certification will also help us to increase our market share by gaining access to large and global military markets.”

AMAC Turkey broadens MRO capabilities

AMAC Aerospace, a leading provider of corporate aviation maintenance and completion services, is returning to the 10th AIREX Istanbul Air Show, the international civil aviation and airports exhibition at Ataturk Airport (September 25th to 28th) with a raft of new maintenance approvals. AMAC Turkey, created two years ago, recently achieved approval from The Directorate General of Civil Aviation Turkey (DGCA) to perform base and line maintenance up to C Check on Dassault Falcon 900Ex Easy, 2000 and 2000Ex EASy models. Hard on the heels of this, the company, hopes to add European Aviation Safety Agency (EASA) approval for all these Dassault models in November as an extension of its current EASA part-145 certificate coverage. In addition, AMAC Turkey expects to achieve EASA and DGCA approval for line maintenance up to A Check for the Dassault Falcon 7x in 2015 Q1. AMAC is currently working with the US FAA to obtain FAR 145 approval in order to serve customers with US ‘N’ registered Dassault Falcon and Pilatus PC-12 turboprop aircraft which require maintenance when coming in and out of Turkey. AMAC Turkey at Ataturk Airport has enjoyed a successful 12 months, with highlights including approval as a Dassault Falcon Authorised Service Centre in April, plus maintenance approvals for the Falcon 900B and Falcon 900EX EASy from the DGCA in October 2013 and from EASA in January 2014.



Vector Aerospace facility in Prince Edward Island receives AS9110B certification

Photo: Vector Aerospace

AAR Landing Gear signs five-year deal with Air Nostrum in Spain

AAR signed an agreement with Air Nostrum, based in Valencia, Spain, to overhaul landing gear on its CRJ900 aircraft fleet. The contract builds upon AAR’s existing relationship and experience servicing landing gear on the airline’s entire fleet of CRJ200s over the past seven years. AAR is performing the work at its landing gear repair station in Miami. This agreement expands AAR’s global maintenance, repair and overhaul capabilities on regional jets. Last month, the company signed an agreement with Utah-based SkyWest Airlines to overhaul landing gear on its fleet of 40 Embraer 175 commercial passenger jets.

UTC Aerospace Systems inaugurates new building dedicated exclusively to production of thrust reversers for Airbus A350 XW

UTC Aerospace Systems Aerostructures business formally has inaugurated a new building dedicated exclusively to production of thrust reversers and the integration of nacelle systems for the Airbus A350 XWB at its Toulouse, France site. The opening of the building, operated by Goodrich Aerospace Europe S.A.S., features an innovative robotic thrust reverser assembly line. The new building is adjacent to the existing production facility, which is a final assembly and integration site for the nacelle systems on several Airbus programs, including the popular A320 family. The nacelle systems for the A350 XWB, the largest nacelle ever built by the Aerostructures business, will contribute to the expected lower fuel consumption offered by the new twinjet. The new building includes a 50,000-ft² thrust reverser robotic production area with a moving assembly line, a paint shop with an infrared curing tunnel and office space for support

functions. The new building is a testament to the commitment of the Aerostructures teams to Airbus. The company began operations in Toulouse in 1973, when it first started producing nacelle systems for the Airbus A300 model. UTC Aerospace Systems provides more than 20 proprietary systems for the new Airbus A350 XWB including electric power generation and secondary distribution, wheels and carbon brakes, pilot side stick controllers, SmartProbe air data system and various engine components.

Vector Aerospace Helicopter Services North America is AS350/AS355 and EC130 D-Level repair center

Vector Aerospace Helicopter Services – North America (HS-NA) officially announced that it is an Airbus Helicopters D-Level certified repair center for the AS350/AS355 and EC130 helicopters. D-Level structural repairs include landing gear, main gear box, engine and component attachment points as well as fuselage / tailboom, vertical fin and horizontal stabilizer junction. Vector HS-NA’s technical specialists are trained and certified by Airbus Helicopters. Vector HS-NA is authorized by Airbus Helicopters to perform Incident Investigation and to develop and issue Repair Designs for AS350/AS355 and EC130 models not published in Airbus Helicopters Technical Documentation. Vector HS-NA’s repair jigs are validated by Airbus Helicopters offering primary structural repair to the most recent OEM regulatory requirements and standards for quality. Vector HS-NA is also an authorized repair and overhaul facility for Airbus Helicopters components, Turbomeca Arriel 1 and Arriel 2, and an Approved Maintenance Repair and Overhaul Centre (AMROC) for Rolls-Royce M250 engines providing an all-inclusive repair center for Airbus AS350/355 and EC130 models.

It's Time for Conversion



Your Best Choice for Smart-Value Conversion Programs

Our technologically advanced passenger-to-cargo conversions have made us world leaders in the field.

We hold leading aviation authorities' (such as FAA, EASA, CAAC, & CAAI) Supplemental Type Certificate (STC) for:

- B737 - 300BDSF/-300BDQC/- 400BDSF
- B747 - 400BDSF
- B767 - 200BDSF/-300BDSF



www.iai.co.il
bedek@iai.co.il



WHEN RESULTS MATTER

Airbus Group and Aerion announce technology collaboration

Airbus Group and Aerion Corporation have agreed to collaborate on technologies associated with the future of high-performance flight. To further their mutual objectives, both companies will exchange knowledge and capabilities in design, manufacturing and certification. For Aerion, this means collaboration to advance the development and commercialization of the Aerion AS2 supersonic business jet. Under the agreement, Airbus Group, through its Defence and Space division, will provide technical and certification support, which will include the assignment of senior engineering staff to Aerion's expanding development organization. Aerion and Airbus Defence and Space professionals will work together at Aerion's new and larger engineering offices in Reno, Nevada. Over the longer term, Aerion will provide proprietary technology and assistance to Airbus Group in its high-performance aircraft technology development. These technologies include Aerion's extensive research, its proprietary design tools and patented aerodynamic designs. The joint effort provides expanded engineering capabilities to Aerion as it enters a design phase in which propulsion systems, structures, avionics and equipment are specified and sourced. Under the current timeline, Aerion is targeting first flight of the AS2 in the 2019 timeframe. Initial collaboration activities have commenced between engineering teams from Aerion and Airbus Defence and Space, which is Airbus Group's principal liaison organization for AS2 development.

Liebherr-Aerospace Toulouse SAS inaugurates new logistics center

Liebherr-Aerospace Toulouse SAS, center of excellence for aerospace air management systems within the Liebherr Group of Companies, has added a new logistics center to the infrastructure of its site in Toulouse (France). Many guests, including representatives from institutions and industry, were present at the inauguration ceremony on September



Airbus Group and Aerion announce technology collaboration

Photo: Aerion

ber 19, 2014. The new logistics center, which represents an investment of €11.5 million, houses all functions of the supply chain on 6,300 m² of floor space – incoming goods, incoming goods inspection, stores, outgoing goods inspection and shipping. Also, the building provides office space for purchasing, supplier quality control and other logistics support functions as well as for sales administration. Outfitted with the latest technologies, the logistics center is able to process 130,000 components and several hundred thousand spare parts annually, thus meeting the highest requirements of quality, traceability and on-time delivery. Moreover, the building is made of materials that meet the highest standards of thermal performance, and water solar energy is used to heat water. With its new facility, Liebherr-Aerospace Toulouse SAS is not only responding to growth in its markets, but also to increasing customer demands regarding industrial performance.

Baltia Air Lines selects F&E Aircraft Maintenance

Baltia Air Lines has signed a Line Maintenance Agreement with F&E Aircraft Maintenance, to provide contract line maintenance (Licensed Airframe

& Powerplant Mechanics) to Baltia Air Lines at JFK International Airport. Baltia Air Lines is America's newest airline, currently undergoing Air Carrier Certification. Baltia's principal base of operations is at Willow Run Airport, Michigan. Upon Certification, Baltia will operate Boeing 747 aircraft across the Atlantic, from the U.S. to Europe.

TES and VIM Airlines sign engine fleet management agreement

TES Aviation Group announced the signing of a long term engine support program with VIM Airlines (Moscow, Russia). The Engine Management program will support the established Russian airline with all off-wing technical and commercial engine management activities, including reliability programming, fleet forecasting, financial modelling, maintenance planning and repair event management, with the objective of reducing the cost of engine operations and to manage the residual value of the fleet. The agreement will support the Vim operation with the establishment of a robust maintenance program whilst providing transition support and knowledge transfer to accommodate the successful growth of the western engine types.



Liebherr-Aerospace Toulouse SAS inaugurates new logistics center

Photo: Liebherr Aerospace

EASA extends FL Technics Part 21J approval to Major Modifications

FL Technics, a global provider of tailor-made aircraft maintenance, repair and overhaul services, has successfully passed EASA certification and was granted with an extended Design Organization Part 21J STC approval which allows aviation maintenance service providers to perform major cabin interior modifications. The newly received

Supplemental Type Certificate (STC) extended approval confirms that FL Technics has not only united the team of qualified and competent MRO professionals but also significantly developed its internal procedures allowing to perform both minor and major cabin interior modifications under the EASA Part 21J approval. The STC Major Modification approval allows FL Technics to perform Major Cabin Changes (Modifications), which involves a change to the cabin, such as monument adjustments (galleys, class dividers, toilets etc), VIP conversions and various avionics upgrades, including Mod S EHS (Enhanced Surveillance Systems), In Flight Entertainment (IFE), Fixed (ELT) Emergency Locator Transmitter installations, etc.



Boeing Shanghai and Nordwind Airlines expanding business cooperation

Photo: Boeing

OEMServices opens new service center in Dubai

OEMServices opens in Dubai in September its new service center dedicated to the aerospace market. Located in Jebel Ali Free Zone, near Dubai and Abu Dhabi airports, this new center will benefit from a strategic location in the Middle East. The nearly 2.000 m² warehouse, fully furnished and air-conditioned, will host the OEMServices operations (AOG Desk and Customer Support



OEMServices

24/7) and storage of aircraft parts. This platform will support the growth of expected airline fleets in the region, with the introduction of new aircraft types at the end of this year (A350, B787 ...). The platform will serve as the coordination center between the original equipment manufacturers station networks and airlines.

Boeing Shanghai gets more business from Nordwind Airlines

Boeing Shanghai Aviation Services, (Boeing Shanghai) and Russia-based Nordwind Airlines, a charter airline with headquarters in Moscow, are expanding their business cooperation by signing a new maintenance agreement that will include heavy checks, pylon modifications, full painting, landing gear replacement, avionics upgrades and cabin modifications on seven 767-300ERs that will enter

service this month. Nordwind Airlines and Boeing Shanghai's began working together in February 2013. In addition to signing the current agreement, both parties are exploring future business opportunities to further expand their relationship.

StandardAero signs partnership agreement with Airteam in South Africa

StandardAero and Airteam, of Pretoria, South Africa, have signed a partnership agreement to provide PT6 engine maintenance through a co-branded foothold in the Southern African region. The new partnership is expected to be fully up and running by the end of September, 2014 and all engine services will be performed at either Airteam's Wonderboom Airport Facility or at StandardAero's Tilburg, Netherlands or Winnipeg, Canada facilities.

Information Technology

Gogo, a leading global aero communications service provider, has received a bid award letter from **Vietnam Airlines** to provide in-flight connectivity services on Vietnam Airlines' fleet of Boeing 787 aircraft and a majority of Vietnam's Airbus A350 aircraft. The aircraft will be outfitted with a mix of Inmarsat's new GX Aviation Ka-band service and their proven SwiftBroadband connectivity. The parties are currently negotiating a definitive agreement, with the GX service currently expected to launch in the second half of 2015.

United Airlines has selected **Gogo**, the global aero communications service provider, to bring its in-flight Internet service to United's two-cabin regional jet fleet. Installation of Wi-Fi services, which will involve more than 200 aircraft, is expected to begin later this year. The United Express aircraft will be the first regional jets in the United States to be outfitted with Gogo's ATG-4, which more than triples the peak speeds to an aircraft when compared to Gogo's original ATG service that launched

in 2008. Additionally, United and Gogo have agreed to partner on offering in-flight entertainment on two-cabin regional jets, beginning early next year, enabling passengers to watch movies and television shows on their Wi-Fi enabled devices.

Bombardier Business Aircraft will be the launch business aircraft manufacturer for **Honeywell Aerospace's** JetWave Ka-Band satellite connectivity system. Honeywell's JetWave hardware exclusively supports Inmarsat's forthcoming Jet ConneX (JX) service which, when it goes live in 2015, will provide business jet passengers with high-speed, in-flight connectivity virtually anywhere in the world. Bombardier will be the first business aviation manufacturer to equip JetWave and plans to offer the technology across the Global 5000, Global 6000, Global 7000 and Global 8000 platforms. A retrofit offering will also be available for all Global aircraft currently in service.

GE Capital Aviation Services to acquire Milestone Aviation Group

GE Capital Aviation Services (GECAS), the aircraft leasing unit of GE signed an agreement to acquire Milestone Aviation Group, the Dublin-based helicopter lessor, for \$1.775 bn. The acquisition is in line with GE Capital's strategic plan of growing and enhancing value in core areas aligned with GE's industrial domains including energy, aviation, oil & gas and healthcare, while reducing the overall size of GE Capital through the disposition of non-strategic assets such as the recently executed IPO and planned split-off of our North American Retail Finance business and the sale of our consumer banks in the Nordics. Helicopter finance represents a fast-growing sector in aviation. Since Milestone's founding in August 2010 by aviation and leasing industry veteran Richard T. Santulli and other members of the former NetJets executive management team, the company has quickly grown into a leading helicopter leasing company. Today, Milestone's fleet includes 168 helicopters worth \$2.8bn as well as a strong forward order and option book of \$3bn with a variety of helicopter manufacturers. The helicopters in Milestone's fleet are primarily used in offshore oil and gas, search and rescue, emergency medical services and mining, as well as other industries, and are currently leased to 31 operators in 25 countries.

Esterline to acquire cutting-edge Aerospace/Defense Display Technology from Belgium-based Barco N.V.

Esterline Corporation, a leading specialty manufacturer serving primarily aerospace and defense markets, has agreed to acquire the aerospace and defense display businesses of Barco N.V. These operations are recognized globally as best-in-class designers and manufacturers of high-technology, harsh-environment displays and visualization solutions, holding well-established positions in Avionics, Defense, Air Traffic Control, and Training and Simulation markets. The transaction is expected to close in December or January, contingent upon Hart-Scott-Rodino approval, completion of French employee protective rights procedures, and other customary closing conditions. The acquisition purchase price of €150m, or approximately USD\$200m, will be funded primarily by international cash reserves. The acquisition is a strategic bolt-on for Esterline; upon closing, the acquired operations will be integrated into Esterline's Avionics & Controls business segment. The addition of Barco's high-quality visual processing solutions is expected to enhance Esterline's position as an innovative supplier of human-machine interface products primarily for aerospace customers in both commercial and defense markets. With annual revenues of approximately \$200m, this acquisition will significantly expand Esterline's existing business in the display category.

AAR reports first quarter fiscal year 2015 net income of \$14.4m

AAR reported first quarter fiscal year 2015 consolidated sales of \$469.2m and net income of \$14.4m. For the first quarter of the prior fiscal year, the Company reported sales of \$514.5m and net income of \$17.9m. First quarter sales to commercial customers represented 65% of consolidated sales, compared to 58% of consolidated sales in the first quarter of last year. The balance of the

sales was to government and defence customers. Sales, general and administrative expenses declined \$2.8m over the prior year period as a result of cost savings measures implemented by the Company over several past quarters. Net interest expense for the quarter decreased to \$9.5m from \$10.7m last year. During the quarter, the Company generated \$15.0m in cash flow from operations and free cash flow of \$6.0m, while adding to its investment in its supply-chain businesses. In the first quarter, the Company also paid out dividends to shareholders of \$3.0m. Average diluted share count for the quarter was 39.2m compared to 39.0m in the first quarter last year.

AIM Aviation acquires Altitude from Air New Zealand

AIM Aviation, the UK-based leading designer of custom cabin interiors for the world's major airlines, acquired Altitude Aerospace Interiors from Air New Zealand. Altitude Aerospace Interiors, based in New Zealand, is a leading designer of custom cabin interiors and is ideally situated for the Far East and Australasian markets, thereby complementing AIM's strong presence in Europe, the Middle East and North America. The market-leading services of AIM and Altitude cover the entire cabin interior from cockpit to rear pressure bulkhead, including premium monuments and bar units, lounges, seat modules, galleys and stowages. All inspirationally designed, meticulously engineered and beautifully crafted. With aircraft manufacturers' backlogs at an all-time high, the global commercial aviation industry is expected to benefit significantly from the increase in air traffic anticipated in the next few years. With its strong reputation for engineering capabilities and customer service, Altitude's addition to the AIM Aviation group strengthens its position in this exciting and rapidly growing market.

GKN Aerospace enters into risk and revenue sharing agreement with P&W

GKN Aerospace has agreed a major risk and revenue sharing partnership (RRSP) with Pratt & Whitney, covering the supply of key components for the PurePower PW1900 Geared Turbofan (GTF) engine – which will power the Embraer 190 and the 195-E2 narrow body, medium range aircraft. The agreement, under which GKN Aerospace will take a 7% share in the engine programme, could be worth approximately \$2.5bn of GKN sales over the life of the programme, subject to engine sales. GKN Aerospace has already demonstrated its technological leadership in key engine components for other Pratt & Whitney GTF engines. This agreement ensures that GKN Aerospace has a strong industrial presence on all GTF engines. Manufacture of all components will be undertaken at GKN Aerospace's facilities in Sweden, Norway and Connecticut, USA. First delivery of development parts is scheduled to take place early in 2015. Under the RRSP agreement, GKN Aerospace Engine Systems will assume responsibility for the design and manufacture of the turbine exhaust case (TEC) and intermediate compressor case (IMC) for the PW1900G engine along with the manufacture of the engine's low pressure turbine (LPT) shaft and fan case mount rings. GKN Aerospace also takes responsibility for cross-programme production of the same set of structures for the PW1700G engine which will power the Embraer 175-E2.

Parts Wanted

Post your excess inventory for FREE on **StockMarket.aero**, the fastest growing online aviation parts marketplace

PARTS SEARCH • SEND RFQS • PRICE SEARCH • RECEIVE POS • IPHONE/ANDROID



component control

MRO & Logistics Software Solutions
componentcontrol.com



LET US OVERHAUL YOUR ENGINES, AND YOUR EXPECTATIONS.



At Delta TechOps, we think good enough ... isn't. That's why we do whatever it takes to meet and exceed your expectations. We perform over 650 engine overhauls, including more than 300 MRO customer engines, every year:

CF34-3/-8
P&W2000

JT8D-219
GTCF 131/331

P&W4000-94
CFM56-3/-5/-7

CF6-80A/C2

Complete Fleet, Engineering, NDT and Test Cell Services.

Lean and Six Sigma processes allow our experienced workforce to deliver the highest quality engine maintenance. And we do it all at the lowest cost per flight hour, with turn times among the industry's best.



Visit DTOMROsolutions.com, call **+1-404-773-5192** or just **snap the code** with your mobile device to contact us.

DELTA
TechOps
WHAT IT TAKES TO FLY.

Route to Europe

Analysis by **Keith Mwanalushi**

Following the recent MRO Europe event in Madrid in October **AviTrader MRO** dissects some of the key topics discussed with key players in the European MRO market.

The European market has started to show signs of recovery following the recent economic melt-down across the continent. Several MRO organisations had to implement a number of strategies to adapt and stay afloat.

At Iberia Maintenance for example the MRO activity suffered the consequences of adjustments (mainly capacity and costs) made by the airlines to adapt to the crisis. On the other hand, the restructuring that is taking place in the Eurozone is helping to reshape the business model to improve efficiency.

In Bacau, Aerostar's perspective on the market recovery meant the Romanian MRO had seen an opportunity to capitalise. "Our plans for the development of the facilities, commissioning and construction of a new hangar in 2012 permitted to us to attract more customers than we used to previously," declares Doina Matanie, the head of marketing at Aerostar S.A. A review of checks performed by Aerostar at its MRO base, show a steady rise from 29 visits per year in 2011, to 44 visits in 2012, 54 in 2014 and the company estimates over 55 checks in 2014.

"We took action in anticipation of the recovery so that we could benefit from the improved market. Our continuous improvement actions have been focused on increasing the high level standards in the quality of our work as well as a reduction in maintenance turn-around times for aircraft," Matanie continues.

The maintenance arm at Iberia is going through a transformation process that is being implemented across the board. The aim is to support Iberia's evolution, and well as its other customers, while the company keeps an eye on modernising and upgrading its equipment.

Adolfo Gordo, head of commercial at Iberia Maintenance says the aim is to gain competitiveness through productivity increase. "We are also specialising on added value services such as cabin reconfiguration, modifications, where capacity to invest and technology play a bigger role than labour costs." This year, Iberia was certified to overhaul and test the V2500 engine, while also retrofitting in-house the parent carrier's A340-600 fleet with the new cabin configuration.

Elsewhere, "we see the business in Europe as rather flat," comments Aurélien Gomez a spokesman at AFI KLM E&M saying while other regions - like Asia, are growing rapidly. "There is also a price pressure, which is expected to last and become an acquired behaviour that airlines will hardly abandon. As part of our 'Transform 2015' cost reduction plans, our ability to develop the use of repaired and used serviceable parts contributes to offer competi-



Predictive maintenance on engines is advanced..

Photo: Iberia

tive maintenance schemes," Gomez notes.

Within the framework of its programme for the future, known as "SCORE", Lufthansa Technik reports that it successfully implemented a number of measures to improve its result. Besides the SCORE programme, several projects were initiated and implemented to reduce costs, for example in the areas of engines, components and overhaul. The German-based MRO indicates that all those initiatives are beginning to have a positive effect on costs.

North American MRO provider AAR Corp has maintained a strong presence in Europe for some time through offices in London and Paris. Alongside a component repair facility in Amsterdam, AAR provides a variety of solutions to the European market.

"AAR's recent purchase of the Sabena technics business in Brussels bolstered our presence



Wolfgang Weynell, Vice President Corporate Sales and Marketing, Lufthansa Technik



Structural and avionics modifications at Aerostar is showing growth potential.

Photo: Aerostar S.A.

with full 24-hour AOG service for airframe and engine components to support our European PBH clients,” states Carl Glover, VP sales, AAR’s Aviation Supply Chain Group — Europe, Middle East and Africa. He further explains that AAR’s business in Europe remained constant with customers looking for innovative solutions on supply chain and component reliability and services in the MRO sector.

“AAR’s recent contractual awards with some OEM’s show our ability to offer an integrated aggregator approach to the MRO customer. With AAR’s experience working on wide-body aircraft at our U.S. maintenance facilities, we are looking to attract business from carriers in Southeast Asia and South America and provide them with lower cost maintenance solutions,” says Glover.

In respect to Europe, there are some current and emerging industry challenges within the various sectors of MRO and a number of future growth opportunities identified. Glover identifies that the outsourcing model is growing and that has required industry players to become more sophisticated and innovative. “Customers

are looking for localised inventory service and engineering support. There is capacity to grow in the aircraft MRO sector. At AAR we are using our component MRO capabilities in Europe to provide responsive services to our customers,” Glover elaborates.

At Aerostar the main challenge is to maintain the existing customer base and to attract new ones, as an independent MRO base. “We see

“AAR’s recent purchase of the Sabena technics business in Brussels bolstered our presence with full 24-hour AOG service for airframe and engine components to support our European PBH clients.”

Carl Glover, VP sales, AAR’s Aviation Supply Chain Group — Europe, Middle East and Africa

growth possibilities in relation to the extension of specific maintenance services related to structural or avionics modifications, for the A320 family and Boeing 737 classic and Next Generation aircraft, such as the structural modification for the installation of the Split Scimitar Winglet installation for NG, which we have currently carried out for both Jetairfly and TUIFly Nordic,” says Matanie.

Mr Gordo from Iberia emphasises that Euro-

pean MRO companies need to gain competitiveness through productivity increase to be able to compete with companies in other countries, where labour costs are lower.

Apart from that, he further adds that the penetration of the OEMs in the maintenance aftermarket is increasing competition with MRO companies, not only related to the MRO model for next generation aircraft, but also for components. “At a time when the MRO sector is growing and is expected to continue growing around the world, we think we will see a deeper level of engagement between MROs and OEMs to serve the demand.

“Regarding future opportunities for growth, we expect aircraft renovation

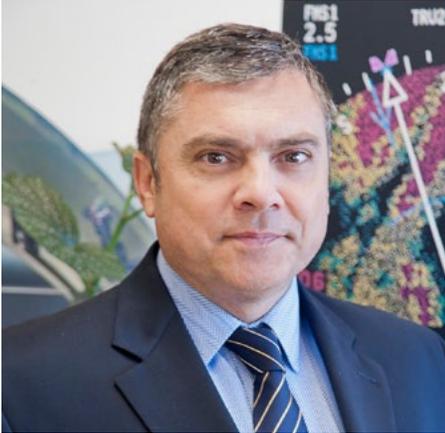
to grow to a steady pace in the near future and we’ll also see a higher demand for line maintenance, as well as for engine MRO services,” Gordo predicts.

In terms of opportunities new generation aircraft could provide the opportunity for manufacturers to introduce licensing schemes and repair data access limitation, according to Gomez. He adds: “This connected with price escalation

and better expected reliability results in a requirement for higher scale effects. As a consequence, this competitive market will probably force a decrease in the number of actors. But from the airlines perspective, competition is necessary to keep pressure

on costs. For AFI KLM E&M, new platforms such as 787 and A350 clearly mean new growth opportunities for component and engine support.”

Wolfgang Weynell, VP corporate sales and marketing at Lufthansa Technik believes the home market in Europe with its moderate but stable growth represents the ideal development platform for Lufthansa Technik. However, like Gomez, Weynell agrees that the actual growth in the MRO industry is originating from Asia and



Adolfo Gordo (Iberia) says European MRO companies need to gain competitiveness

ME countries and that these markets provide interesting opportunities for Lufthansa Technik in the mid-term.

Delegates at the MRO event also talked about leasing. The popularity in the use of leased aircraft, components and engines is reportedly creating new challenges for all parties concerned with the MRO process. So what influence are lessors having on the maintenance transaction and what affect does this have on MRO contracts?

“Due to their large aircraft fleets lessors have always been playing an important role in the aviation market,” says Wolfgang Weynell. He reminds that Lufthansa Technik AG was early to recognise the opportunities and challenges of aircraft leasing, and has been providing professional support to participating players in the market for many years now.

“What began as a simple consulting and support service for leasing companies has developed into a complete product portfolio, (Aircraft Leasing & Trading Support), specifically designed to support leasing companies in their business model related aircraft operating requirements,” tells Weynell.

According to Ms Matanie from Aerostar the main challenge for industry is the management of the additional requirements contained in the framework of the three party agreement between lessor, lessee and the MRO. Whereas Gomez does not see lessors as taking an active role in the MRO business per se, “but we understand that some of them are looking for long term life cycle asset management solutions including MRO services,” Gomez states.

Interestingly, AAR is also a lessor, so Glover has insight on both sides of the MRO equation. He

says a large percentage of the fleet is leased, this therefore presents some strong and emergent opportunities to AAR’s MRO and supply chain business units. “We have worked closely with the leasing community on tailored work scopes and engine repair management. The lessor ownership allows for sharing of innovative ideas on asset management and trading, including the use of spare engine ‘green time’ and engine sales to supplement engine MRO activities. As always the owner of the asset is a key part of the dialogue,” Glover suggests.

Another issue lively discussed at MRO Europe was that the industry is currently looking at predictive maintenance and forecasting tools that will offer real-time diagnosis and prognosis to ensure aircraft remain in-flight as long as possible and minimise downtime. And how to leverage the various issues in order to achieve effective monitoring.

“Predictive maintenance tools will become more effective in the future with more and more data points,” says Glover. “In this regard, industry-standard reporting and data collection is a way to enable fleet-wide analysis and verification, as opposed to single operator data collection and analysis.”

Certainly, there are already areas such as propulsion where trend monitoring has meant a great advance in predictive maintenance. Gordo adds that centralised maintenance systems for fault analysis and treatment have also been of great help in the latest aircraft models. “New technical development might be able to help reduce down time in search for possible faults and, or hazardous conditions before they appear. However, downtime will continue to be key in structural inspections,” Gordo stresses.

Mr Weynell confirms that effective monitoring has been done for years in the field of engine health and trend analysis within Lufthansa Technik. “Today, this procedure provides a reliable verification of engine health and detection of commencing engine problems. It can avoid unscheduled engine removals and maximises the engine on-wing times,” Weynell explains.

Seemingly, some systems and components might be more eligible than others. Weynell agrees and further explains: This is either due to presence of adequate sensors or the availability of algorithms for predicting systems behaviour.

“Complexity of aircraft systems are once again increased by introducing a monitoring system. Very high standards will be needed for the re-

liability of monitoring equipment, nuisance messages have to be avoided as well as failures remaining undetected. Otherwise monitored system will not only show low benefit but even create an additional source for operational impacts,” he says.

AFI KLM E&M indeed see a trend in this respect to develop more smart tools which use in flight data to better anticipate and predict maintenance actions. “However, this has a limit,” Gomez asserts. “This is the principle of reality: the best statistical tool will not be able to predict 100% of unscheduled events, which may for some of them have consequences on the operational continuity. As an airline MRO, we develop our ability to cope with the unpredictable,” he continues.



Glover - AAR has maintained a strong presence in Europe for some time

In the past 10 years, AFI KLM have heavily invested - more than €400m in maintenance facilities at the European main bases. “This will continue with the opening in 2015 of a brand new plant dedicated to aero structures and composites in CDG (Paris). This will allow us to develop our capability, including with new generation composite aircraft,” Gomez foretells.

Looking ahead, AAR’s strategy is to continue to focus on serving operators in Europe, offering MRO and supply chain solutions that are tailored to each operator and lessor’s needs, according to Glover – “We will continue to grow our supply chain in Europe to complement some of our distribution business activities. We anticipate over the next few years we will have the ability to integrate and tailor our IT interface for the MRO and supply chain sector.”



AERO SERVICES

BEST PARTNER

VAS Aero Services provides high quality parts to worldwide customers and maintains excellent customer satisfaction. Our industry-leading quality requirements are a key element to our success in the industry.

We continually evaluate our processes to ensure we are always providing the best, and most up-to-date, quality assurance services for our customers.

www.vas.aero



Direct gives impetus to line maintenance

Direct Maintenance was established in January 2001 and is a certified line maintenance service provider, holding EASA Part-145 approval and FAA Repair Station approval. In line with customer requirements, aircraft line maintenance is provided to operators of a wide range of Airbus and Boeing aircraft types. Direct Maintenance is the only independent wide body line maintenance provider of The Netherlands.

The main operational line station is located at Amsterdam Schiphol Airport (AMS) in The Netherlands. Direct Maintenance has further opened line station locations at airports where demand for services are needed. Direct Maintenance is part of the Direct Aviation group of companies, with offices located in Ireland, The Netherlands, Kenya, Tanzania, Zambia, Uganda, China, Japan and the USA.

Despite the global presence, there is significant expertise in the African market. The latest contract is with Etihad Airways to provide line maintenance support including certification of release to service at Entebbe Airport in Uganda. Flights have recently started with A330F equipped with RR Trent engines.

Roger Meels, technical director said: “We are more than proud entering into and teaming with an esteemed carrier as Etihad Airways. This is a true win-win partnership, allowing our customer to perform its operations into Entebbe without flight engineers on board, resulting into immediate benefits. We are glad to have been selected for Entebbe and look forward to a long term and successful cooperation”.

“We are more than proud entering into and teaming with an esteemed carrier as Etihad Airways. This is a true win-win partnership, allowing our customer to perform its operations into Entebbe without flight engineers on board, resulting into immediate benefits.”

Roger Meels, technical director

In a related move, Direct Maintenance is convinced that high quality education to create professional engineering staff is essential to anticipate the future growth of



The Dutch company has developed significant line maintenance expertise.

Photo: Direct Maintenance

aviation, in particular regarding aircraft engineering in Africa. As such, Direct Maintenance has made a significant investment by launching an EASA Part-66 module course in Kenya, in partnership with reputable Part-147 approved provider SR Technics.

The tutoring sessions plus exams allow a number of mechanics in east-Africa to transition to engineers in due time. A number of free seats in the classroom programmes have been offered at attractive rates to ambitious African fellow aircraft technicians. Following successful completion of all Part-66 modules and accumulating adequate experience, students will be eligible to apply for an EASA Part-66 Aircraft Maintenance License. The courses started in mid- October 2014 in Nairobi.

In addition to regular line maintenance activities and 24/7 logistics support, Direct Maintenance offers its customers an integrated solution to cabin maintenance issues. On board, the company's services provide ‘value for money’ and seats should be working properly. As seats and cabin systems become more enhanced and integrated, it is comforting to know Direct Maintenance has built up a significant expertise in dealing with the latest state-of-art cabin and IFE products. Mr Meels stated that the company is committed to ensure passengers enjoy a safe but also comfortable flight.

In other news, Direct Maintenance has recently received regulatory approval to undertake line maintenance support for B787 aircraft powered by RR Trent engines, including certification of release to service, launching customer being LOT Polish Airlines. Already holding the B787 with GEnx engines, through this latest Scope of Work addition Direct Maintenance will be even better placed to cater for the future. “On our website you will find our updated EASA Part-145 Scope of Work, specifying all of the 43 aircraft-engine combinations Direct Maintenance is certified on,” said Meels.



Operations now include line maintenance support for 787s. Photo: Direct Maintenance



Responsive

MONARCH AIRCRAFT ENGINEERING (MAEL) is acutely aware of the damage a grounded aircraft can do to an airline's reputation and profitability.

That's why we created a Specialised Monarch AOG Response Team (SMART), a team of respected and highly qualified engineers available 24/7, operating 365 days a year.

The SMART job? To fly anywhere in the world and meet with the grounded aircraft. Our engineers are armed with the necessary tools, equipment and experience to return aircraft to service in the safest, most cost effective way.

This coupled with our ability to provide global spares support, including install and test means MAEL delivers the ultimate solution. What better response could you get?

The standard for excellence

engineering@monarch.co.uk | monarchaircraftengineering.com | +44(0)1582 398644



In the hot seat.....

Keith Mwanalushi speaks to Jonas Butautis, CEO Magnetic MRO.

AviTrader MRO: You left FL Technics to join Air Maintenance Estonia (now Magnetic MRO). What attracted you to a smaller company?

Butautis: I do not measure professional projects by the current size of the target company, but rather by the size and scope of the opportunity ahead. Magnetic MRO (former Air Maintenance Estonia) ticked all the right boxes as the next project with which we can make a mark in the MRO industry. The company has an outstanding team of professionals, deep MRO know-how and accumulated experience; it has a positive track record and customer loyalty earned by true focus on quality; fantastic new infrastructure with Lean approach embedded in daily operations; and, most importantly, open-minded, and positive shareholders to support the rapid development of the business. All this added up to the decision to join Magnetic MRO and to add a mix of vision and execution capabilities in challenging existing MRO business models of incumbent players.

AviTrader MRO: What are the current main capabilities at Magnetic MRO?

Butautis: Historically Magnetic MRO has been a heavy maintenance facility for B737 and A320 families of aircraft. Thus we currently operate five narrow body heavy maintenance bays with extensive range of supporting shops. We are proud of our state-of-the-art newest hangars, completed in 2012, which boast automated docking stations, RFID tooling systems, and all the other latest technologies that are available in the current MRO industry. Separately from heavy maintenance, we offer a wide scope of line maintenance services in remote out-stations, operate wheels/brakes shop, escape slides shop, POA organisation, etc. Our immediate plans include expanding into engines on-wing services, top case repairs, engineering services, widen the range of components serviced, add DOA approval to help our customers using in house design capabilities.

AviTrader MRO: What necessitated the recent re-branding?

Butautis: We needed to start afresh with a com-



Magnetic is transforming into a total technical care MRO provider. *Photo: Magnetic MRO*

pletely new company strategy and remove ourselves from geographical attachments in the company name. Our long term vision incorporates expansion plans into other regions and continents, where a strong company brand will be more valuable than a country brand in a company name. Besides, we have always been mixed up with another aviation company in Estonia – Estonian Air, with which we do not have any ownership connections. So rebranding was necessary to strongly position the company on its own independent path of global growth.

AviTrader MRO: The goal at Magnetic MRO is to develop the organisation into a total technical care MRO provider. What strategies are you putting in place to achieve this?

Butautis: We are doing what any strategy consultant would advise any company to do. Magnetic MRO is expanding its product range, capabilities, types of aircrafts serviced, customer base, and geographies. We are also considering targeted acquisitions to supplement our organic actions and accelerate strategy execution.

More specifically, just recently we added engine management services, components solutions including comprehensive PBH programmes, engineering services, asset management products, etc. We are driven by customer needs and believe that the one-stop MRO approach is what customer's value in the relationships with their partners. We must change our business model to meet the fast evolving demands of operators and asset owners.

In response to the emerging global MRO trends, we are establishing our position in the OEM MRO networks, searching for ways how to partner with large capital organisations, as well as strengthening our IT skills to be able to capture the upcoming data flow from e-enabled new generation aircrafts.

AviTrader MRO: The MRO business is very competitive with some very well established incumbent MRO players. What challenge does this pose to Magnetic?

Butautis: Global demand for commercial MRO products and services is valued at 60b USD as of 2014. The market is growing by 3-4% annually, i.e. at least 2b USD a year. We at Magnetic MRO must be doing something very wrong not to be able to capture a minor of the existing MRO market and a larger part of the upcoming market growth. We believe there is space for all players in this large and exciting marketplace. We do believe, however, that some rather new players have advantages against incumbents by being fast, flexible, agile, and hungry. Apart from traditional engineering skills, future MROs will need IT, financial structuring, insurance/risk management skills which were not part of the industry even 15 years ago, during gold times of most of the existing incumbent MRO players.

Is the industry ready for the new paradigms and

which MROs – incumbents or newcomers will be better positioned to capture future opportunities, time will tell. We believe Magnetic MRO has an edge and a clear strategy which will allow us to expand our space in the global MRO market.



Butautis - We needed to start afresh with a completely new company strategy

AviTrader MRO: As an Estonian-based MRO, where do you see your future customer base coming from?

Butautis: We do not believe the concepts of 'Estonia-based MRO', 'Germany-based MRO', 'France-based MRO' are valid in the current global MRO marketplace. We currently operate between a few sales offices and remote line stations, however our customer base spans from Africa and Asia to Europe, US, and South America. There are no walls or boundaries in the industry, and that's what makes it so exciting.

Historically Magnetic MRO enjoyed a customer base well balanced between the West (EU) and the East (CIS). Due to a number of reasons this mix has shifted more towards Western countries, however we plan to continue to actively work with emerging markets. As everyone in the MRO industry, we also see huge untapped opportunities in Asia, Middle East, Africa, and even South America. We do have a step-by-step plan for geographical expansion once the products and capabilities are established and we are ready for the new adventure.

AviTrader MRO: Where do you see Magnetic MRO in the next five years?

Butautis: We see Magnetic MRO as a true Total Technical Care company, which is a trusted MRO partner of choice for a number of loyal customers. Our customer base will range from A-tier airlines to small start-up operators, as well as a range of asset owners and financial organisations.

Driven by customer needs, we will operate more than 15 line stations in growing airports around the world, have wide bodies serviced daily, have an extensive in-house capabilities for components and engines work. Five years from now Magnetic MRO will be actively present in Asia and at least one other emerging region, our name well embedded among the MRO industry. We will also be an active member of the OEM-driven MRO ecosystem, playing an important partner role for OEMs in delivering their MRO services. At the same time, even five years from now, Magnetic MRO will still be hungry. Hungry for more adventure, new projects, new products, new geographies, and the new opportunities which the fast evolving MRO industry will bring our way.



INTELLIGENTLY DEFINING AVIATION™

CONFIDENCE WHEN YOU NEED IT MOST

WWW.GATELEESIS.COM

GA Telesis is **not just** a provider of component, maintenance and engine overhaul services; we own and manage a significant fleet of commercial airplanes and jet engines. More important, we understand the nuances related to maintaining your assets cost effectively.

Contact our asset management professionals to learn more about our strategies for maximizing the value of your assets.

Aircraft leasing maintenance disputes

by **Phil Seymour** - COO IBA Group

I am not a lawyer. When asked at school at the tender age of eight years old, "Seymour, what do you to be when you grow up?" I did not say, "Sir, I want to be an expert witness" I think I was in the, "I want to be a pilot" camp. So here I am a few years later being asked to write an article about recent issues that have found their way to court or a mediator's office.

I have found my way into providing support in litigation cases for three main reasons: Firstly, my technical and maintenance background, secondly, my involvement in the aircraft leasing space and thirdly because I am a certified aircraft appraiser. So perhaps I am an easy target since usually in a maintenance related dispute there is a valuation perspective and, given that a large number of aircraft transactions are now under operating lease structures, many of the disputes involve a lessor, an MRO and an airline.

For confidentiality reasons I cannot divulge details of ongoing cases but suffice to say that it is more of the same.

During a downturn in our industry it is inevitable that lessors will be more reluctant to take aircraft back off lease than in a period of strong demand. In the "good times" lessors may well have several options for the sale or re-lease of the aircraft and may be more willing to accept an aircraft back from an airline without 100% compliance with the lease redelivery conditions.

So as I say, in tougher times lessors tend to take a firmer line – what are the implications for an airline's technical and maintenance teams?

Very few airlines set up a "handback" team, they tend to rely on the day to day managers dealing with the lessor's representatives.

The starting points often differ between the various lease contracts. Very few lease contracts are identical and the inconsistencies create their own problems. Each redelivery becomes unique both in terms of the physical condition of the aircraft as well as the documents and certification required.

Airlines have often relied upon their internal procedures to deliver the required documents at lease return. Unfortunately a lessors demands for detailed repair files, traceability and certification documents can often go way beyond the local procedures that the airline has in place with its aviation authority.

We have seen numerous arguments where an airline will state "the aircraft, records and maintenance programme are aviation authority approved - so leave us alone". Whereas the lessor will state that it has rights for more detailed and onerous conditions and records based upon the lease contract.

This is a fundamental issue and one that is difficult to bridge on a practical basis – even though the lessor may be well within its rights to demand what was agreed – very often the lease contract doesn't reach the technical teams "at the coalface" until it is too late in the redelivery process to change the work programmes without significant delays or disruption and, of course, costs.

The advent of low cost carriers has tended to exacerbate the issue. No longer do airlines have huge technical and maintenance resource to throw at the problem. More often the aircraft records management is outsourced to an MRO or other advisory firms holding the adequate approvals.

Many airlines, not just low cost carriers, have been victims of several litigation proceedings in the last few years where the claimants, being the lessors or financiers have claimed large damages for the delays and consequential losses associated with late redelivery of aircraft from the airlines.

The costs of getting it wrong:

Assumptions: Boeing 737-800, monthly lease rate 375,000USD, 10 years old, two month delay in redelivery, lessor lost new contract worth 6 years at 340,000USD eventually leased at 300,000USD per month for 4 years.

Late redelivery penalty clauses:

Often require 120% of the rental to be paid	900,000
Lessor claim for additional loss of 4 years difference of 340,000 and 300,000	1,920,000
Lessor claim for additional 2 years at 340,000 less an element of mitigation of losses by re-leasing the aircraft	1,500,000
Time on site that Lessor would claim as over and above Industry standards for representatives plus expenses	250,000
Legal fees – lawyers, barrister, court fees and engagement of expert witness	700,000
Additional storage and insurance fees that Lessor may incur	450,000
Total	5.72 Million USD

The above is a hypothetical situation and may well be contested by the defendant. Nevertheless the time and effort it can take defending this type of case is a major distraction for the airline executives.



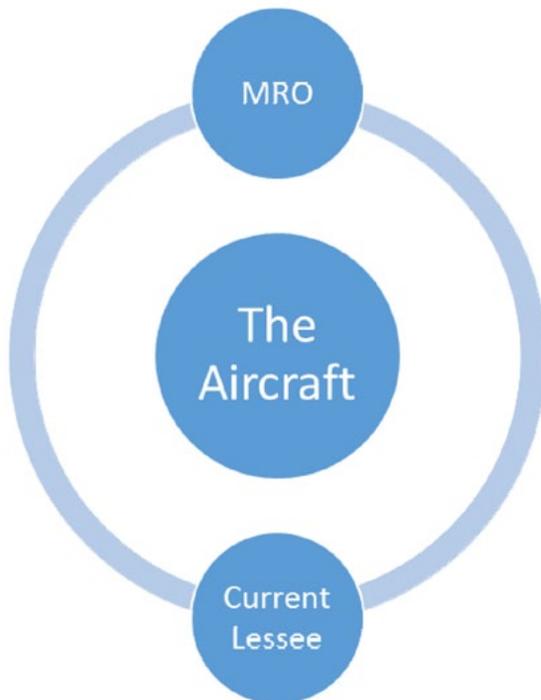
Philip Seymour
President and COO, IBA Group Ltd

Some useful tips.....

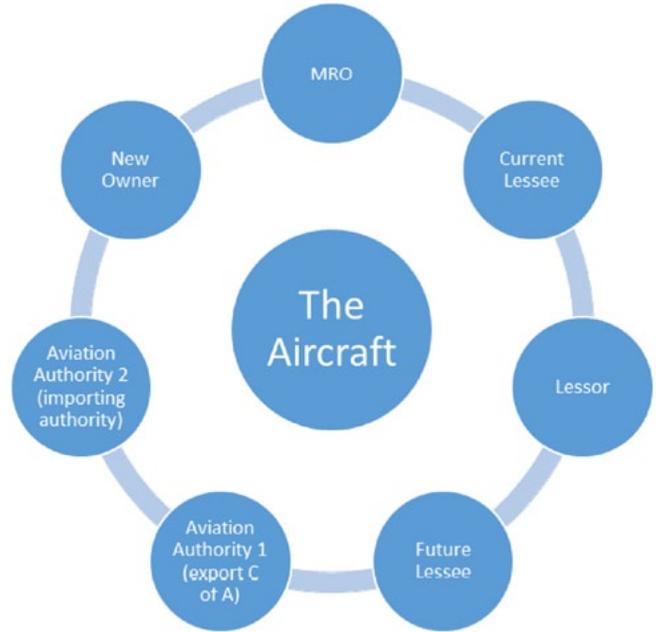
1. Plan for the redelivery as soon as you take delivery - have evidence of the condition of the aircraft and its records. It may be useful to show that the aircraft and records were deficient when you took delivery. Remember how the market changes – you may have been desperate to take delivery of the aircraft. Obviously you cannot turn back the clock but remember this next time you a delivery.
2. Plan for the redelivery as early as possible - read the contract and plan for the aircraft maintenance (I obviously include all of the aircraft here, the airframe, components, APU, Landing Gear and Engines. Project the utilisation to establish what components will not meet the redelivery conditions.
3. Collate historical and current records and certification.
4. Repair files and Modifications are the most disputed of issues, since they tend to be instigated by the airline. Create repair files for each repair and a “mods” file for each modification. Your lease probably requires you to provide the relevant approvals so don’t wait until the last minute. Are the dirty finger print (DFP) records part of the repair and mods files or are the lost in the workpacks? Ideally copy them or cross refer their location in the files.

Another key issue is that the parties involved in the end of lease process are many.

Ideally, at the simple level a lease return process will be an aircraft undergoing end of lease tasks to meet redelivery conditions at the MRO of its choosing:



However, we have recently seen a far more complex group of parties involved in the redelivery process at the MRO facility since usually the redelivery is coincident with the delivery of the aircraft to a new lessee:



It is not difficult to see how the above scenario can create confusion and debate.

These are the ingredients for eventual litigation.

The recipe is as follows:

Take one middle aged aircraft that requires a C check (not a D check).

Place into the MRO container. Make sure that the container (hangar) is not overfull with other aircraft.

Add a current lessee who is stretched resource wise and cannot devote enough technical staff to the process.

Take a lessor who is struggling to find a new lessee and is seeking perfection and mix this slowly into the container.

Be careful - if the container isn't large enough this next step may get very messy.....

Mix in one new lessee who want to export the aircraft into Europe when it has spent most of its life outside of Europe. This will require some input from the new Aviation Authority as well as an Export C of A from the exporting country.

Mix together and bake for approximately 4 to 6 weeks until the temperature has risen sufficiently.

The above light-hearted recipe is actually a very serious scenario that is unlikely to change in the near future.

Eat well!

Contact us for more details: phil.seymour@ibagroup.com

Unrestricted potential.



Endless possibilities.

Minimising risk and maximising opportunities, IBA provides independent business studies and specialist advice to the global aviation industry.

Drawing on a depth of experience, our professional advisers are focused on providing cost effective, considered and trusted services including: asset valuations, technical and engine management, consulting and commercial expertise, as well as industry sector research and analysis.

Contact us on +44 (0) 1372 224 488 or email: sales@ibagroup.com



International Bureau of Aviation
www.ibagroup.com



Walter Heerdt

Lufthansa Technik's new Senior Vice President VIP & Executive Jet Solutions is **Walter Heerdt**, who has headed the Marketing and Sales department since 2003. With this step, Heerdt, who holds a degree in engineering, succeeds Dr. Hans Schmitz, who is retiring early after seven years at the helm of Lufthansa Technik's VIP division.

PAS Technologies reported that **Dennis C. Hercules**, Vice President of Global Human Resources, will retire on December 31, 2014. Frank Tracano, Jr. succeeds Hercules, effective immediately, and has been appointed Vice President of Business Development, Global Human Resources and Contracts for PAS Technologies. In his new role, Tracano reports to the company's Chief Executive Officer, Thomas C. Hutton, and will work with Hercules through year's end to ensure a smooth transition. Furthermore Michael T. Steen has been appointed as President and Chief Executive Officer of the company's wholly owned

dry-leasing subsidiary, Titan Aviation Holdings, effective October 15th, 2014.



Cari Smith

Cari Smith joins AJW Aviation as Regional Sales Director USA. Heading up the organisation's component sales and exchange service across North America, Cari will be responsible for developing relationships with new customers, as well as broadening the current scope of AJW's aircraft component sales with leading airlines and MROs. With over 23 years' experience in aviation, Cari joins AJW Aviation, from her previous role as National Account Manager at GECAS (GE Capital Aviation Service) where she played a key part in account management and planning – including responsibility for an award-winning Boeing Government contract for the past nine years.

GA Telesis has named **Mehmet Gokhan Dogan** to the position of Managing Director of its new Sales and Customer Care Center in Istanbul, Tur-

key. GA Telesis will use this liaison and development office to meet the growing demands of its customers in Turkey, the Levant region, the Balkans, and Central Asia. Mr. Dogan has spent the last four years working at Turkish Airlines Technic ("THYT") in the areas of project management and business development.



Ana Isabel Fernandes

Ana Isabel Fernandes is the new Vice-President for OGMA Aerostructures. The newly appointed manager will report directly to OGMA Chairman of the Board and CEO, Rodrigo Almeida Rosa, and will be in charge of the coordination and implementation of the company's aircraft aerostructures manufacturing strategy. Ana Isabel Fernandes has a degree in Mechanical Engineering from the University of Oporto and complemented her education in France, at the Institut National des Sciences de Lyon (Ecole d'Ingénieurs), where she earned a "Double License in Production Engineering".

Other News

Universal Asset Management announced that its aircraft disassembly processes and facility in Tupelo, Mississippi have been awarded **Aircraft Fleet Recycling Association's (AFRA)** accreditation. UAM also offers on-site, AFRA accredited disassembly services at any remote location worldwide. AFRA promotes best practices for recycling components taken from end-of-life aircraft during disassembly.

Brian Williams, CEO of **AIP Aerospace (AIPA)** announced the creation of **Ascent Aerospace**, a wholly owned unit of AIPA, which will lever-

age the leadership positions the business has as one of the largest aerospace tooling companies in the world. Ascent Aerospace will be organized into two Groups: **Ascent Tooling Group** (including Coast Composites, Odyssey Industries, and Global Tooling Systems). These recognized industry leaders represent the largest tooling businesses serving the aerospace industry and they have experienced strong growth over the last decade as composite aircraft have entered the market. Combined, they offer customers the widest set of unique capabilities and the largest tooling capacity in the industry. **Ascent Integration & Automation Group** (including Ascent Inte-

gration, Brown Aerospace, and Flow Aerospace). The formation of this group allows Ascent Integration & Automation, to focus on customers' requirements and technology developments, consolidating their design, controls and automation expertise. Ascent Integration will leverage Ascent Tooling Group's fabrication and assembly jig capabilities positioning it to offer customers both integrated turnkey assembly line designs and essential hardware. Ascent Aerospace will further include an engineering services organization, **Ascent Engineering**, which will provide design and analysis services to both internal and external customers.

SETTING THE STANDARD OF CUSTOMER SERVICE



VECTOR
AEROSPACE

MAINTENANCE • REPAIR • OVERHAUL
PT6A • PW100 • JT15D
WWW.VECTORAEROSPACE.COM