

# AVI TRADER WEEKLY AVIATION HEADLINES

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## WORLD NEWS

### Munich opens new satellite terminal

Munich Airport's new satellite terminal opened last week. The new state-of-the-art facility was completed on time. And even more importantly, it was completed within budget: the dream of all airports worldwide, who face ever increasing challenges in the management of complex infrastructure projects. In its first day of operation, the facility handled a total of 20,000 passengers booked on 140 flights. All take-offs and landings were punctual.

### Gogo's 2Ku technology goes live

Global connectivity technology – 2Ku – is now live. The first aircraft to fly with 2Ku is an Aeromexico Boeing 737-800 aircraft. The 2Ku service will be free on Aeromexico for a limited time. In addition to 2Ku, Gogo's wireless in-flight entertainment solution, Gogo Vision, is now flying on 11 Boeing 737-700 and Embraer aircraft flying across Aeromexico's regional network. "This is a ground breaking milestone for Gogo as it signifies that the 2Ku era has officially taken flight," said Michael Small, Gogo's president and CEO.

### Wizz Air triples Canary links from Budapest

Budapest Airport has announced that Wizz Air will be adding another two links from the Hungarian gateway this winter. Having already celebrated four of the ultra-low-cost carrier's (ULCC) new routes this year, and with three further routes still to launch, Wizz Air has confirmed new connections to Fuerteventura and Lanzarote, set to start from 30 October and 2 November respectively. Adding to its Tenerife operation, Wizz Air's new weekly services will triple its links between Budapest and the Canary Islands, and as new destinations for both the airport and the airline, the ULCC faces no competition on either of the airport pairs.



Delta becomes the C Series largest customer.

Photo: Bombardier

## C-ing is believing

### Delta pumps up C Series programme

Delta Air Lines will continue its narrowbody fleet renewal with the new Bombardier C Series.

The two companies have executed a firm agreement for the sale and purchase of 75 CS100 aircraft with options for an additional 50 CS100 aircraft. Delta Air Lines may elect to convert a number of these aircraft into CS300 at a later date.

As the U.S. launch customer, Delta's firm order for 75 CS100s allows the company to cost-effectively reshape and upgauge its narrowbody fleet, providing an improved customer experience and better cost efficiency while maintaining

a focus on prudent capital deployment.

"As we reshape our fleet for the future, the innovative onboard experience of the C Series is a perfect complement for the top-notch service provided every day by Delta

fuel performance."

"Welcoming Delta Air Lines to the C Series family of operators is a watershed moment for our game-changing aircraft. As an industry leader, Delta consistently ranks first with customers, business leaders and its peers - a benchmark for operational performance," said Fred Cromer, President, and Bombardier Commercial Aircraft. "This order is a resounding endorsement of the CS100 aircraft performance and its exceptionally low operating costs. In addition, its widest aisle, widest seats and largest bins in its class will be attractive

**"These new aircraft are a solid investment, allowing us to take advantage of superior operating economics."**

*Ed Bastian, Delta's incoming chief executive*

people," said Ed Bastian, Delta's incoming chief executive. "These new aircraft are a solid investment, allowing us to take advantage of superior operating economics, network flexibility and best-in-class

*Continued on page 3*

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europe

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features for Delta's passengers."

This transaction is part of Delta's domestic strategy to upgauge the fleet, allowing the company to achieve its long-term financial targets, including 15% EPS growth and generation of \$4 billion to \$5 billion in free cash flow annually, while replacing less efficient domestic aircraft. With the order of the C Series, Delta will no longer induct the E190 into its fleet as planned.

The new fleet will be deployed on short- to medium-haul routes throughout the airline's network. As part of this transaction, Delta has options for 50 additional C Series aircraft and certain delivery flexibility rights including the ability to substitute the larger CS300 aircraft. The order means Delta will fly customers on more Bombardier aircraft than any other carrier.

With this order, Delta becomes the C Series aircraft's largest customer. Deliveries are



Bombardier and Delta agreed to the sale and purchase of 75 CS100 aircraft

Photo: Bombardier

scheduled to commence in spring 2018.

Based on the list price of the CS100 aircraft,

the firm order is valued at approximately U\$5.6 billion.

**AIRCRAFT & ENGINE NEWS**

**Chorus Aviation to acquire five Bombardier CRJ900 aircraft**

Chorus Aviation has signed a firm purchase agreement to acquire five Bombardier CRJ900 regional jets, with firm purchase rights for five additional aircraft. As announced on September 28, 2015, the five firm aircraft will be operated under the Air Canada Express brand as per Jazz's Capacity Purchase Agreement ('CPA') with Air Canada. Chorus has arranged financing in support of this acquisition to be drawn at the time of closing. The new CRJ900 aircraft will be leased into the CPA operation under terms and economics similar to those of the Q400 aircraft currently leased to the CPA. These five 76-seat CRJ900 regional jets will enter into service in early 2017. As part of its fleet standardization plan, Jazz will reconfigure its existing 16 75-seat CRJ705 aircraft to 76-seats, thereby converting the CRJ705s to CRJ900 regional jets as agreed to

with Air Canada. The aircraft will be configured in two classes of service with 12 seats in business class and 64 seats in economy class, including 20 preferred economy seats. Both cabins will feature seatback in-flight entertainment systems and Gogo wireless internet access.

**AviaAM Leasing delivers another two Airbus A321s to Small Planet Airlines**

AviaAM Leasing, a Warsaw Stock Exchange listed global aviation holding company engaged in the business of commercial aircraft acquisition, leasing and sales, has announced delivery of a second and third Airbus A321 to the European leisure carrier Small Planet Airlines. AviaAM Leasing delivered another two Airbus A321 aircraft to Small Planet Airlines' Polish subsidiary last week. The aircraft were delivered under recently signed long-term operating lease agreements. The first Airbus A321 aircraft was delivered in mid-April. The delivery of all aircraft was conducted with the support of and financed by

a leading provider and arranger of asset-based financing of commercial aircraft – PK AirFinance, a subsidiary of GE Capital Aviation Services.

**Embraer forecasts market demand for 240 new jets with 70 to 130 seats in Africa**

During the Marrakech Air Show in Morocco, Embraer Commercial Aviation released its market outlook for Africa, which forecasts that the region will take delivery of 240 new jets in the 70 to 130-seat segment over the next 20 years. The 70 to 130-seat jet fleet in service is estimated to grow from the current 120 units to 260 by 2034. According to the Embraer study, there are still ample connectivity opportunities within the African region, although traffic remains concentrated in the largest cities. Of more than 300 of the region's airports operating in 2015, only eight connected 25 or more cities, while 240 airports linked five or less cities. Some 90% of city pairs have traffic volumes of up to 300 daily passengers, yet the current fleet is comprised of large-

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**AIRCRAFT & ENGINE NEWS**

capacity aircraft – around 70% of the aircraft in the single-aisle jet fleet have more than 130 seats. Nearly 55% of intra-regional markets do not have direct flights and some 67% of all non-stop markets within the region are served with less than one daily frequency. This is a clear indication of the opportunities for air service expansion and for right capacity aircraft deployment.

**PEMCO redelivers 14th B737-300 Freighter Conversion to SF Airlines**

PEMCO World Air Services (PEMCO) has announced the redelivery of a B737-300 freighter aircraft to China-based SF Airlines, the air cargo division of S.F. Express. SF Airlines is a leading courier in China providing delivery service to over 15 countries, including the United States. The freighter, converted by PEMCO's partner STAECO in Jinan Shandong, China, marks the fourteenth redelivery of a B737-300/400 to SF Airlines since 2013. SF Airlines plans to add five more PEMCO converted aircraft to their cargo fleet this year.

**Boeing set to deliver record number of airplanes to Turkish Airlines**

Boeing is set to deliver a record number of airplanes this year to Turkey's flag carrier, Turkish Airlines. In total, the carrier will take delivery of six 777-300ERs and 20 Next-Generation 737-800s in 2016. "Turkish Airlines is one of the world's ascendant airlines and an established global network carrier. It has achieved this through various significant investments in its fleet which now stands at over 311 and growing," said Ahmet Bolat, Chief Investment and Technology Officer, Turkish Airlines. "The delivery of a further 26 Boeing aircraft this year, which form a substantial part of our long-haul and short-haul fleets, are integral to Turkish's continued growth and we look forward to introducing the new planes on our domestic and international network."

**Air Côte D'Ivoire orders two A320neos and two A320s**

Air Côte D'Ivoire, the national airline of the Ivory Coast based in Abidjan, has signed a firm order for two A320neo and two A320 aircraft. The agreement makes Air Côte D'Ivoire the first African airline to order the A320neo. The airline's first purchase agreement directly with Airbus also makes Air Côte D'Ivoire a new customer. The airline has selected CFM engines for their A320 fleet. Air Côte D'Ivoire currently operates five Airbus aircraft on lease; 4 A319s and 1 A320.

**Xiamen Airlines orders 10 Next-Generation 737s**



Boeing and Xiamen Airlines have finalized an order for 10 Next-Generation 737-800s Photo: Boeing

Boeing and Xiamen Airlines have finalized an order for 10 Next-Generation 737-800s. The order, valued at US\$960m at list prices, will be posted on Boeing's Orders & Deliveries website once all contingencies are cleared. Formed in 1984 as China's first joint venture between the Civil Aviation Administration of China and a municipal government, Xiamen Airlines began flying passengers in 1985 with two 737-200s serving three cities. Mirroring the rapid growth of China's air travel industry, the carrier now has expanded its fleet in service to 135 airplanes – 17 737-700s, 108 737-800s, 4 757-200s and 6 787-8 Dreamliners.

**Airbus delivers its first aircraft produced in the USA**



JetBlue receives A321 from Airbus team in Mobile, Alabama Photo: Airbus

The first ever delivery of an aircraft from the Airbus U.S. Manufacturing Facility took place on April 25, in Mobile, Alabama. The entire team of employees from the American assembly line gathered to present their very first completed product, an Airbus A321, to JetBlue. Airbus announced its commitment to build a single-aisle assembly line in Mobile, Alabama in 2012, and less than one year later broke ground on the US\$600m facility. The ceremonial inauguration of the plant took place in September 2015. The aircraft delivered to JetBlue, an A321, successfully had its first flight on March 21, 2016. In addition to the delivered JetBlue A321, there are currently nine other A320 Family aircraft in production at the facility. Airbus anticipates delivering four aircraft per month from the Mobile plant by the end of 2017. The initial deliveries will all be A320 Family aircraft with the Current Engine Option (CEO), but will begin transitioning to New Engine Option (NEO) derivatives in late 2017.

AIRCRAFT & ENGINE NEWS

**BOC Aviation delivers first of three Airbus A320 aircraft to ANA**

BOC Aviation has delivered the first of three Airbus A320-200 aircraft to ANA Holdings and which will be operated by its wholly-owned subsidiary, Vanilla Air. Vanilla Air, a low-cost carrier, is adding the three aircraft to expand its domestic and international network with a focus on Asian routes. BOC Aviation is a leading global aircraft leasing company with a portfolio of 270 owned and managed aircraft leased to 62 airlines worldwide in 30 countries, with commitments to acquire 241 aircraft, as of December 31, 2015.

**China Eastern Airlines finalizes order for 15 787-9 Dreamliners**

Boeing and China Eastern Airlines have finalized an order for 15 787-9 Dreamliners. The order, valued at nearly US\$4bn at current list prices, strengthens China Eastern’s expanding long-haul fleet. China Eastern plans to operate the new 787-9s on routes between China, North America and Europe, bolstering its competitiveness in the international long-haul market.

**China Eastern Airlines orders 20 Airbus A350 XWB**

China Eastern Airlines has signed a purchase agreement with Airbus for 20 A350-900 aircraft, making the airline the latest customer for the aircraft. China Eastern Airlines operates one of the largest Airbus fleet in the world with nearly 300 Airbus aircraft in service, comprising A320 Family and A330 Family. With this latest order, Airbus has recorded 803 firm orders for the A350 XWB from 43 customers worldwide, making it one of the most successful wide-body aircraft ever. So far 20 A350 XWBs have been delivered to five customers worldwide.

MRO & PRODUCTION NEWS

**MTU Maintenance renews contract with major customer Statoil**

MTU Maintenance, one of the world’s leading providers of maintenance services for commercial engines and industrial gas turbines (IGTs), has extended its contract with Norwegian oil and gas company Statoil for its General Electric LM industrial gas turbines. The seven-year agreement is valued at more than US\$200m. Under the deal, MTU Maintenance will be responsible

**Trident Jet orders four more Bombardier CRJ900 aircraft**



CityJet and Bombardier executives at the delivery event

Photo: Bombardier

Trident Jet (Jersey), a sister company of Falko Regional Aircraft, is the previously unidentified customer that signed the firm purchase agreement for eight CRJ900 aircraft and six options announced in October 2015. The aircraft are assigned to and operated by CityJet on a wet lease basis – which means it provides aircraft and crews – on behalf of SAS (Scandinavian Airlines). Additionally, Bombardier announced that Trident Jet (Jersey) has exercised four of its options also to be operated by CityJet. Based on the list price of the CRJ900 aircraft, the value of the exercised options for these four is approximately US\$183.9m.

**EDM Door Trainers for Cathay Pacific pass factory acceptance tests**



Door Trainers for Cathay Pacific Airways pass Factory Acceptance Tests

Photo: EDM

EDM, a leading global provider of training simulators to the civil aviation and defense sectors, has reported that the three Door Trainers the company has manufactured for Cathay Pacific Airways have passed their Factory Acceptance Tests (FATs) this month. Comprising a B777 Door Trainer, A330 Door Trainer and B747 Freighter Main Deck Door Trainer, the equipment has been designed and manufactured at EDM’s facility in Manchester, UK. Once installed at Cathay Pacific’s crew training facility at Hong Kong International Airport, the equipment will enable the airline’s cabin crew to be comprehensively trained in the proficient operation of these aircraft door types, including procedures for normal, abnormal and emergency situations. The Factory Acceptance Tests were granted following a rigorous two-day inspection and testing process carried out by Cathay’s safety training and simulator engineering specialists from Hong Kong.

MRO & PRODUCTION NEWS

for the maintenance, repair and overhaul (MRO) for parts of the largest commercial LM IGT fleet in the world, which is operated offshore on Statoil's oil platforms. Statoil has been entrusting MTU Maintenance with its LM series industrial gas turbines for many years, MTU having been responsible for the MRO of its LM2500, LM2500+ and LM6000 series IGTs since 2006. Alongside the provision of conventional MRO services in Ludwigsfelde near Berlin, the package also covers on-site services and the supply of spare parts.

**Worldwide Aircraft Services and Saab team up on Saab 340B model aircraft cargo modification program**

Worldwide Aircraft Services, an aircraft maintenance, engineering and modification provider, will team with aircraft manufacturer Saab AB to obtain FAA approval for the installation of the Saab 340A cargo modification Service Bulletins into the SAAB 340B aircraft. The Saab 340B model aircraft's improved performance will offer operators greater flexibility, range and capacity. The SAAB 340 fleet currently has 458 aircraft operating in 37 countries around the world. As part of this agreement, Worldwide Aircraft Services has also become a "Saab Recognized 340/2000 AMO," and will continue to provide MRO services for the regional jet and turbo-prop aircraft to sales and leasing companies and operators around the world. Saab manufactured 159 340A model aircraft between 1982 and 1986, and 299 340B model aircraft between 1987 and 1999. To date, 68 340A aircraft have been converted to full cargo. From locations in Linköping, Sweden and Ashburn, Virginia, Saab provides full technical and spares support (including AOG) to the worldwide fleet of Saab 340A / 340B and Saab 2000 aircraft.

**SmartLynx selects Eirtech Aviation's passenger USB power system on its A320**

SmartLynx Airlines Estonia has selected Eirtech Aviation, an Ireland-based engineering and technical services company, to supply its newly-developed passenger USB power solution for its Airbus A320 aircraft. Eirtech's USB charging system has been developed in response to the needs of passengers to stay connected at all times; the device will allow passengers to charge their personal electronic devices during the flight. Eirtech Aviation is a specialist aviation services company and developed the power solution for retrofit, meaning it can be easily and quickly installed onto existing aircraft seats.

**Liebherr-Aerospace opens new facility in Saline, Michigan (USA)**



The new facility of Liebherr-Aerospace Saline, Inc., Saline, Michigan (USA)

Photo: Liebherr-Aerospace

Liebherr-Aerospace Saline, Inc. inaugurated its new facility on its site in Saline, Michigan (USA). Local officials as well as representatives of the Liebherr-Aerospace & Transportation SAS Management attended the celebrations. The building was constructed adjacent to the existing 140,000 ft<sup>2</sup> facility of Liebherr-Aerospace Saline, Inc. It is the first industrial utilization of the 54 ac. parcel of land Liebherr acquired in 2008 in addition to the initial 14 ac. lot. With this new 35,000 ft<sup>2</sup> facility, Liebherr-Aerospace Saline, Inc. will expand its activities in the light-manufacturing sector and build abilities to repair heat exchangers. Charles Thoyer-Rozat, Executive Vice President Customer Support & Services Aerospace of Liebherr-Aerospace & Transportation SAS, said: "Our ability to re-core heat exchangers is a substantial addition to our repair capabilities in the United States. Linked with a pool of serviceable exchange units, it complements very effectively our worldwide service network for the benefit of our customers."

**TAM and Jet Midwest to offer FAA and EASA-approved Saab 340A/B cargo conversion**



TAM and Jet Midwest now offer FAA and EASA-approved Saab 340A/B cargo conversion

Photo: TAM

Täby Air Maintenance, TAM, has been approved by the US Federal Aviation Administration, FAA, as well as the European Aviation Safety Authority, EASA, to perform a full cargo conversion of the Saab 340A and Saab 340B. "I am very glad that we, as the only company globally, have a dual EASA-FAA approval for our high-end Saab 340A and Saab 340B cargo conversion program, said Pär Gulle, TAM Managing Director. We are now able to offer any US or European operator a first class conversion program, providing a highly cost-effective way to convert this well-renowned, fuel efficient passenger aircraft into a profitable freighter capable of carrying 36 m<sup>3</sup> (1,280cu ft) of cargo." With dozens of Saab 340As and 340Bs already converted, the successful conversion package is now being offered for the US market in a joint venture with Kansas City-based Jet Midwest Group. Conversion rebuild of the first US-destined aircraft is well under way at the TAM workshops in Örebro, with delivery scheduled for 2016.

**MRO & PRODUCTION NEWS**

**Avtrade & AFI KLM E&M expand Inventory Consignment agreement**

Avtrade, a specialist in aircraft spare parts solutions, has reported the expansion of its long-standing relationship and partnership with AFI KLM E&M. This alliance, which dates back to 2011 and includes joint venture company AAF Spares, offers fleet operators a range of innovative cost-effective global aircraft component services solutions. Within the framework of this existing partnership, Avtrade and AFI KLM E&M extend their cooperation by expanding the Inventory Consignment agreement for parts provisioning/sale/exchange and lease for A320 Family, A340, Boeing 737, 747, 777, CRJ and Embraer fleets. Avtrade will store and trade over 7500 AFI KLM E&M-owned serviceable components and consumables at its Global Headquarters, strategically positioned in the UK for all major routes by road, air and sea.

**Ameco completes Sharklet retrofit on A321 aircraft**



Installation of the Sharklets Photo: Ameco

Ameco has completed a Sharklet retrofit on an Airbus A321 aircraft in its Chengdu facility. It is the first time for Ameco to perform the Sharklets program on an A320 family aircraft. The retrofit was to replace triangular-shaped wingtip devices with Sharklet wingtip devices, and which was carried out during a scheduled check of the aircraft to shorten the turnaround time. The Ameco Chengdu Branch launched the retrofit preparation in 2015 and now it holds CAAC approval on A320 family aircraft Sharklet retrofit. Operators of Sharklet retrofitted aircraft will benefit from a reduction in fuel costs by up to 4% and increased mission range by up to 100 nautical miles. Meanwhile, similar work on winglet modifications on Boeing-manufactured aircraft is going on at Ameco's Beijing Base. Starting in March of 2016, Beijing Base now performs winglet modifications for an undisclosed carrier's three Boeing aircraft and has already completed winglet installation on one aircraft.

**World Aero achieves FAA Part-145 Repair Station certification**

Aircraft wheel and brake MRO World Aero has achieved FAA certification as a Part-145 Repair Station for their UK-based facility, close to London's Gatwick, Heathrow and City Airports. The wheel and brake repair facility is now EASA/FAA dual release certified. FAA certification allows World Aero to carry out maintenance on wheel and brake components for aircraft registered in the United States in accordance with 14 CFR Part-145. Certification means that World Aero will be held to the FAA's rigorous high standards, ensuring that the repair station's programs, systems, and methods of compliance are continuously reviewed, evaluated and tested.

**Vallair orders four 11-Pallet position B737-400SF freighter conversions**

Aeronautical Engineers has signed a contract with Vallair to provide the company with four 11-pallet position B737-400SF freighter conversions. All of the conversions will be modified by Commercial Jet's Dothan, Alabama facility with

the first one commencing in May 2016, followed by the remaining three modifications in June, July and September of this year. The AEI B737-400SF is the only passenger to freighter conversion product that offers operators ten full height 88" x 125" container positions. This unique capability is achievable due to AEI's Main Deck Cargo Door location which is approximately 40" further back than the competition. The additional container position increases AEI's volumetric carrying capability by 10% which places the freighter in a class by itself.

**FL Technics completes USB modification on Airbus aircraft for SmartLynx Airlines Estonia**

FL Technics, a global provider of tailor-made aircraft maintenance, repair and overhaul services, has completed a modification project for SmartLynx Airlines Estonia by installing USB charging sockets on the carrier's Airbus A320 aircraft. FL Technics base maintenance specialists have installed brand new seating as well as conducted

the process of setting up personal USB charging sockets for every single passenger, including mapping of wire routes in cabin, cargo room, control cabin, etc. and syncing the system. While being the first of its kind for FL Technics, the project will bring significant enhancement of flight experience to SmartLynx Airlines Estonia's passengers.

**Triumph Group awarded long term agreement with PT Batam Teknik**

Triumph Aviation Services Asia, located in Bangkok, Thailand, has signed a ten-year agreement with PT Batam Teknik, a subsidiary of the Lion Group of Indonesia to provide repair services, tooling, training, Auxillary Power Unit (APU) test cell and certification assistance. Triumph will provide full APU repair and overhaul during the shop build-up phase as well as APU component and accessories repair services for the remaining duration of the contract. Lion Group currently has the two largest aircraft firm orders at both Airbus and Boeing, collectively accounting for more than six hundred narrow body aircraft.

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**FINANCIAL NEWS**

**Spirit Airlines reports first quarter 2016 adjusted pre-tax margin of 21.3%**

For the first quarter 2016, Spirit's total operating revenue was US\$538.1m, an increase of 9.1% compared to the first quarter 2015, driven by an increase in flight volume, partially offset by a decrease in operating yields. Adjusted net income for the first quarter 2016 was US\$72.3m, GAAP net income for the first quarter 2016 was US\$61.9m. Adjusted pre-tax margin for the first quarter 2016 was 21.3%, on a GAAP basis, pre-tax margin for the first quarter 2016 was 18.2%. Adjusted operating expense for the first quarter 2016 increased 10.2%, or US\$39.0m, to US\$420.4m on a capacity increase of 26.5% year over year. During the first quarter 2016, the Company purchased two A319 aircraft it formerly financed under operating lease agreements, which resulted in lease termination charges. GAAP total operating expenses, including special items of US\$16.4m that are primarily driven by lease termination charges, increased 13.7%, or US\$52.7m, year over year to US\$436.8m.

**Safran Q1 revenue rises 7.8% to €4.24bn**

On Tuesday, France's Safran S.A. posted a slightly higher-than-expected 7.8% increase in first-quarter revenue to €4.24bn (US\$4.77bn), led by double-digit aero engine and security gains, and reaffirmed full-year targets. Revenue grew 6.7% on a like-for-like basis, while civil aftermarket revenue rose 8.6% in dollar terms, in line with its goals for

the year. Safran, which partners General Electric in building engines for Airbus and Boeing medium-haul airliners through their CFM International joint-venture, said its new LEAP engine remained "on track and on time".

**B/E Aerospace posts first quarter results**

B/E Aerospace announced its first quarter 2016 financial results and raised its full year guidance. First quarter 2016 revenues of US\$716.7m and operating earnings of US\$129.4m increased 4% and 3%, respectively, as compared with the prior year period. Operating margin was 18.1%. Net earnings and net earnings per diluted share were US\$82.6m representing increases of 6.4% and 9.5%, respectively, as compared with the prior year period.

First quarter 2016 **commercial aircraft segment** (CAS) revenues of US\$557.0m increased 5.9%. The revenue increase was driven primarily by higher volumes of seating products, food and beverage preparation and storage equipment, A350 galleys and B737 lavatories. Operating earnings of US\$104.7m increased 6.4% and operating margin of 18.8% increased 10 basis points as compared with the prior year period. First quarter 2016 **business jet segment** (BJS) revenues of US\$159.7m increased at a double-digit rate on a sequential quarterly basis but decreased 2.6% as compared with the same period of the prior year. The year-over-year revenue decline reflects the broad-based downturn in the new business jet and helicopter markets, as well as lower volumes of super first class seating products. Operating earnings were US\$24.7m and operating margin of 15.5% de-

creased 120 basis points as a result of lower revenues and an unfavorable mix of products as compared with the prior year period.

**Etihad posts net profit of US\$103m for 2015**

Etihad Airways, the national airline of the United Arab Emirates, posted its strongest annual financial results to date, with a net profit of US\$103m on total revenues of US\$9.02bn. The performance, which marked the airline's fifth consecutive year of net profitability, also saw earnings before interest and tax (EBIT) of US\$259m, and earnings before interest, tax, depreciation, amortization and rentals (EBIT-DAR) of US\$1.4bn, representing 16% of total revenues.

**Airbus Group core earnings down in first quarter 2016**

Airbus Group revenues were stable at €12.2bn (Q1 2015: €12.1bn). Despite lower deliveries of 125 aircraft (Q1 2015: 134 aircraft), revenues were stable at Commercial Aircraft supported by the strengthening average U.S. dollar rate. Helicopters' revenues declined 10%, reflecting lower deliveries of 56 units (Q1 2015: 62 units) and an unfavorable mix. Group EBIT before one-off – an indicator capturing the underlying business margin by excluding material non-recurring charges or profits caused by movements in provisions related to programs and restructurings or foreign exchange impacts – was €501m (Q1 2015: €651m). Commercial Aircraft's EBIT before one-off totaled €407m (Q1 2015: €569m), driven mainly by the

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| CFM56-7B24 (NTI)  | PW4062-3  | PW123        | PW127F |        |
| CFM56-5B4/3       | V2527-A5  | PW4168A      | PW123E |        |
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| APU GTCP 331-500B |           |              |        |        |



Contact Anne Lee @ +1.415.408.4769



FINANCIAL NEWS

back-loaded profile of deliveries and A330 rate adjustment, but partly compensated by lower research and development (R&D) costs. Helicopters' EBIT before one-off declined to €33m (Q1 2015: €52m), mainly reflecting lower volumes and an unfavorable mix. Defence and Space's EBIT before one-off increased 21% to €109m (Q1 2015: €90m), supported by program execution, portfolio focusing and efficiency measures. (€1.00 = US\$1.14 at time of publication.)

**MTU Aero Engines' revenues in commercial engine business dipped in first quarter of 2016**

In the first quarter of 2016, MTU Aero Engines AG generated revenues of €1,097.9m (1-3/15: €1,099.5m). The group's operating profit was up 34% to €131.3 million (1-3/15: €97.7m). The EBIT margin was 12.0%, or 3.1 percentage points higher than for the same period in the previous year. Earnings after tax increased in line with operating profit by 34% to €91.5m (1-3/15: €68.2m). In the commercial maintenance business, revenues increased by 12% to €428.8m (1-3/15: €383.9m). The key driver of these revenues was the V2500 engine that powers the Airbus A320 family. In the military engine business, revenues grew by 37% to €124.5 million (1-3/15: €91.2m). The EJ200 Eurofighter engine was the main contributor to these revenues. Revenues in the commercial engine business decreased by 13% to €556.0m (1-3/15: €635.5m). Apart from currency translation effects on the valuation of receivables, which were opposing in the respective quarters,

these figures also reflect the postponement of PW1100G-JM deliveries for the A320neo. The V2500 for the Airbus A320 family, the GP7000 engine for the A380 and the GEnx for the Boeing 787 and 747-8 accounted for the greater part of the revenues in the commercial engine business. At the end of March 2016, MTU's order backlog stood at €11,879.8m (1-3/15: €12,493.7m). The majority of these orders are for the V2500 and the geared turbofan programs of the PW1000G family, especially the PW1100G-JM for the Airbus A320neo. (€1.00 = US\$1.14 at time of publication.)

**US\$22.6bn Boeing Q1 results reveal 2% increase in income, but 9% drop in net profit**

Compared to first quarter results in 2015, Boeing's turnover for the first quarter 2016 rose to US\$22.6bn, an increase of 2%. Non-GAAP core earnings per share at US\$1.74 reflected a solid core operating performance which offset an after-tax charge of US\$156 million (US\$0.24/share) on the KC-46 tanker program in order to maintain schedule with concurrency between late-stage testing and transitioning to initial production. GAAP earnings stood at US\$1.83/share. According to Boeing's chairman, president and CEO Dennis Muilenburg, "Higher year-over-year deliveries of military aircraft and continued solid operating performance on core production programs drove revenue growth and strong cash flow for Boeing in the first quarter. This performance enabled our ongoing investments in new product innovation and in our people, and the return of significant cash to shareholders through stock repurchases and dividends.

"Overall, we are pleased with our performance trends and our outlook for the year remains positive. On the tanker program, we are making the investments necessary to meet our customer commitments, deliver the initial production aircraft on schedule, and transition the program into full production. "Our teams are focused intensely on delivering on our existing commitments including the production ramp-up associated with our large and diverse backlog, accelerating progress on quality, safety and productivity improvements company wide, returning greater value to shareholders through profitable growth, and investing in the future as we enter our second century in business."

The quarter's operating cash flow was US\$1.2bn which reflected production rates of commercial aircraft, a solid core operating performance and receipts and expenditures timing. 28.6 million shares were repurchased during the quarter for US\$2.5bn with US\$10.5bn left under the current repurchase authorization which is anticipated to be completed within the next two years. An approximate 20% increase in share dividend compared to Q1 2015 resulted in a payment of US\$0.7bn.

At the beginning of the quarter cash and investments in marketable securities stood at US\$12.1bn, but this was reduced to US\$8.4bn by the end of the quarter, while debt remained unchanged throughout the quarter at US\$10.0bn. Including net orders of US\$13bn for the quarter, the company backlog dropped from US\$489.0bn to US\$480.0bn.

**Avolon sustains strong performance as fleet increases to over 400 aircraft**

Avolon, the international aircraft leasing



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FINANCIAL NEWS

company, issued an update for the first quarter of 2016 ('Q1'). Following its acquisition by Bohai Capital in early January 2016, Avolon's total owned, managed and committed fleet at 31 March, 2016 was 402 aircraft. Avolon is the core aircraft leasing brand for Bohai Capital and its parent, HNA Group. Together with HNA Group and Bohai's other aircraft leasing interests, Avolon is the world's fourth largest aircraft leasing business by asset value. Avolon has significant financial capacity to build on this position. Bohai secured US\$1.2bn of additional equity for its aircraft leasing business during 2016 bringing total available liquidity to US\$3 bn for Avolon to accelerate growth in the year and beyond.

OTHER NEWS



The SD Wi-Fi Hub might be small, but delivers big on technology  
Photo: Steve Nichols GetConnected.aero

Functioning as both a router and a wireless access point, the **Satcom Direct (SD)** Wi-Fi Hub packs big technology into a small, easily-

installed package. The SD Wi-Fi Hub is more than a wireless access point; it is the gateway for all voice and data communications on the aircraft. It is the ideal solution for operators who have a regional mission where email access and text messaging are top priority. Additionally, it serves to enhance the company's Satcom Direct Router (SDRTM) for ultra-long-range aircraft where the SD Wi-Fi Hub adds functionality to and enhances the performance in the cabin. The SD Wi-Fi Hub serves as the onboard router and delivers many Satcom Direct value-added services to the cabin, including GlobalVT which enables voice and text on the user's personal smartphone at all phases of flight, anywhere in the world. At 1.6 pounds, the Hub has one of the smallest and lightest form factors in aviation. The Hub was engineered to utilize the very best components and technology. Its advanced hardware and software features include two Arinc 429 interfaces, configurable discretets, it supports multiple SATCOM bearers and multiple Wi-Fi networks, and more.

MILITARY AND DEFENCE



The fourth and final test aircraft for Boeing's KC-46 tanker program takes off on its first flight from Paine Field in Everett, Wash  
Photo: Boeing

**Boeing KC-46 Program's second 767-2C aircraft completes first flight**

With a successful first flight on April 25th, Boeing has added the fourth and final flight test aircraft to the KC-46 Pegasus fleet, a 767-2C. During the 1 hour, 40-minute flight, test pilots performed operational engine checks, flight controls and environmental systems checks, and took the 767-2C to a maximum altitude of 39,000 feet prior to landing at Boeing Field, south of Seattle. The 767-2C is a KC-46 without the aerial refueling system installed. This aircraft, known as EMD-3, will be used to conduct environmental control system testing, including hot day/cold day testing and smoke penetration testing. As part of the contract awarded in 2011 to design and develop the U.S. Air Force's next-generation tanker, Boeing has built four test aircraft – two are configured as 767-2Cs and two as KC-46 tankers. Eventually, both 767-2Cs will become KC-46 tankers. Boeing plans to build 179 KC-46 aircraft for the U.S. Air Force.

**SkyPaxxx Interior Repairs** has continued the momentum of a successful first quarter 2016 by earning EASA Part 145 certification. This certification will allow SkyPaxxx to serve current European customers more efficiently and realize more opportunities in a key market for both SkyPaxxx Interior Repairs and Sky-Tiles modular aircraft carpet. SkyPaxxx is a fast-growing provider of aircraft seating and interior repairs and solutions supplying customized solutions to the world's airlines, leasing companies, OEMs, and MRO providers. With services including: passenger and crew seating repair and overhaul, Sky-Tiles carpet, galley and lavatory repair and overhaul, custom cushions and covers, parts manufacturing, modification, engineering, IFE integration, component repair and refinishing, galley cart repair, tray table repair, armcap repair, plastics repair, and seat and interior supply solutions, SkyPaxxx provides a complete suite of services for every aircraft type and fleet size.

**Microsoft** and **Rolls-Royce** have announced they are collaborating to bring new capabilities to Rolls-Royce customers. Rolls-Royce will integrate Microsoft Azure IoT Suite and Cortana Intelligence Suite into its service solutions to expand its digital capabilities to support the current and next generation of Rolls-Royce intelligent engines. Rolls-Royce engines power more than 50,000 flights around the world each month, and the company constantly strives to improve aircraft efficiency, drive up

## OTHER NEWS

aircraft availability, and reduce engine maintenance costs for customers. To do that, Rolls-Royce offers a broad range of service solutions, including its industry-leading TotalCare services, focused on keeping its customers' engines generating maximum value for them. One key to delivering these services is observing trends and anomalies and using the right data to help airlines determine what actions to take to save money or improve operations. Rolls-Royce will tackle some of the greatest airline operational challenges by using Azure IoT Suite to collect and aggregate data from disparate, geographically distributed sources and Cortana Intelligence Suite to uncover data insights. Data sets such as engine health data, air traffic control information, route restrictions and fuel usage data will be collected to detect operational anomalies and trends, and then provide intelligent performance feedback on the findings. Using Azure Stream Analytics and Microsoft Power BI dashboards, the goal is to uncover data insights that will enable airlines to improve their operational performance and increase fuel efficiency.

**Singapore Airlines** will soon introduce **Sabre's** new real-time crew management technology package to support more efficient scheduling, training and decision-making capabilities. Benefiting the carrier, airline employees and customers alike, AirCentre Crew Manager is a new holistic crew management solution and among the dozens of new airline technologies that have been introduced from global

technology provider, Sabre Corporation. Once implemented, Singapore Airlines, SilkAir and Singapore Airlines Cargo will be able to quickly and efficiently manage and track all crew operations from a single, integrated and real-time web platform, eliminating the work of multiple systems. Using Sabre's innovative technology, the carriers can plan, schedule, track and manage disruptions to rosters, and impact to crew accommodation. This enables more responsive decision making and improved productivity and efficiency, including quicker staffing solutions to alleviate flight delays. It will also improve the airlines' planning capabilities to help meet training and qualification requirements, as mandated by regulatory authorities.

**Spectralux Avionics** and **Eirtech Aviation Services** have signed a Memorandum of Understanding (MoU) to collaborate on the certification of a dual stack FANS 1/A and ATN CPDLC Data Link Solution on commercial air transport aircraft. The all-in-one data link solution, named Envoy, was previously announced at the AEEC Airline Maintenance Conference. Spectralux's Envoy Data link unit provides flight crews with the capability to send and receive Controller Pilot Data Link Communications (CPDLC) and Aircraft Communications Addressing and Reporting Systems (ACARS) messages over Very-High Frequency Digital Link (VDL) Mode A/2 and SATCOM networks. Commonly referred to as 'Dual Stack', Envoy provides CPDLC compliance with both ATN and FANS networks. It also provides a flexible ACARS solution to satisfy the most demanding requirements of an airline's flight operations

and maintenance departments. The solution will enable airline customers, aircraft leasing companies, and operators to meet all known FANS 1/A CPDLC mandates with an all-in-one solution. Spectralux, the preferred supplier of Eirtech for Data Link units, will provide hardware, software, technical data, and engineering support services. Eirtech will develop European Aviation Safety Agency (EASA) and Federal Aviation Administration (FAA) Supplemental Type Certificates (STC), and will provide the specific aircraft engineering and manufacture and supply installation kits. Spectralux and Eirtech will collaboratively pursue retrofit applications for various single- and twin-aisle air transport category aircraft. The solution, which includes Envoy, STC's, and Installation kits, will be available through direct and indirect sales channels. Eirtech will provide both FAA- and EASA-approved engineering documentation and certification needed for aircraft installation and certification, including STCs.

**Gogo**, the leading provider of in-flight connectivity and wireless in-flight entertainment solutions to the global aero market, last week successfully completed the initial phase of flight testing for its Gogo Biz 4G service, marking a significant milestone in the company's development of a new generation of connectivity and enhanced capabilities for business aviation. During a recent four-hour flight-test sortie aboard the company's Challenger 600 testbed, multiple streaming video and streaming audio sessions were conducted simultaneously on a variety of devices – including laptops, tablets and phones.



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**No late submission will be considered**

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Fax: (+202) 22681746

OTHER NEWS

**Jeppesen**, a part of **Boeing Commercial Aviation Services**, has entered into an agreement with **BridgeNet International**, a leading provider of airspace management and technology solutions. Jeppesen will provide its Total Airspace and Airport Modeler (TAAM) software to supplement BridgeNet’s visualization and simulation technology used in complex airspace operations and airport environments. Jeppesen’s TAAM solution is recognized as a global standard in the aviation industry. It is widely used by leading airports, major air carriers, civil aviation authorities, airspace planners and air navigation service providers, as well as by international aviation research establishments, system integrators and universities.

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 NH Carlton Hotel, Amsterdam

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7 June 2016  
 NH Carlton Hotel, Amsterdam

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 Holiday Inn Kensington Forum, London

[Aircraft Economic Life Summit 2016](#)

22 November 2016  
 Gibson Hotel, Ireland, Dublin

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INDUSTRY PEOPLE



Adriana Macouzet

- PPG has reported that **Adriana Macouzet**, currently General Manager, Latin America North, is appointed Vice President, Latin America, and General Manager, Protective and Marine Coatings (PMC), Latin America, effective June 1. Macouzet will provide overall regional leadership for Latin America, excluding PPG Comex, and will have direct accountability for PMC business in the region.

- The Baltic Air Charter Association (BACA) has appointed four new executives to the governing Council of the Association. The appointments were made following elections at the March council meeting and the newly elected members of the Council will take their position as from the April 14<sup>th</sup> meeting of the Council. **Chris Mace** of SaxonAir, **Tim Procter** of Air Charter Ltd, **Nick Weston** of Weston Aviation, and **Peter Bradfield**, the Media Doctor are the newly elected members of the Council. The purpose of appointing four new council members is

to strengthen the governing body of the association and reflect the makeup of the Association’s membership.



Robin Glover-Faure

- CTC Aviation has appointed former Head of Short Haul for British Airways, **Robin Glover-Faure**, to the position of Vice President, Airline Training. Robin will be responsible

for working closely with both CTC Aviation and L-3 Link UK’s airline and industry partners to create customer-focused, next-generation pilot training solutions.

- American Airlines Group has promoted **Heather Garboden** to Vice President – Financial Planning. In this role, she will be responsible for the airline’s capital and operating budget, long-range financial planning, forecasting systems and management of the company’s corporate purchasing department. She will report to Devon May, American’s Senior Vice President – Finance.



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 5811 Cooney Road  
 Richmond, BC  
 Canada V6X 3M1

Publisher

Peter Jorssen

Tel: +1 604 318 5207

Editor

Heike Tamm

editor@avitrader.com

Tel: +34 (0) 971 612 130

Advertising Inquiries and  
 Customer Support

Jenny Falk

jenny.falk@avitrader.com

Tel: + 49 (0) 8761 346 007

For inquiries and comments,  
 please email:

editor@avitrader.com

## THE AIRCRAFT AND ENGINE MARKETPLACE

### Commercial Jet Aircraft

Aircraft Type	Company	Engine	MSN	Year	Available	Sale / Lease	Contact	Email	Phone
A300-600	Aersale	CF6-80C2A5	787	1998	Now	Sale / Lease	Craig Wright	Craig.Wright@aersale.com	+1 305 764 3238
A319-100	ORIX Aviation	V2522-A5	2501	2005	Q2/2017	Lease	Daniel Cunningham	daniel.cunningham@orix.ie	+353 871774524
A320-200	ORIX Aviation	V2522-A5	2680	2006	Q2/2017	Lease	Oisín Riordan	oisin.riordan@orix.ie	+353 863 350 004
A320-200	ORIX Aviation	V2522-A5	1183	2000	Q2/2017	Sale / Lease	Oisín Riordan	oisin.riordan@orix.ie	+353 863 350 004
A320-200	ORIX Aviation	V2527-A5	1888	2002	Q2/2017	Sale	Paul O'Dwyer	pau.odwyer@orix.ie	+353 863 822 960
A320-233	FPG Amentum	V2527-A5	3543	2008	Jun 2016	Sale / Lease	Jack Hynes	marketing@fpg-amentum.aero	+353 16398125
A320-233	FPG Amentum	V2527-A5	3524	2008	May 2016	Sale / Lease	Jack Hynes	marketing@fpg-amentum.aero	+353 16398125
A330-200	ORIX Aviation	CF6-80E1A3	887	2007	Q1/2018	Lease	Daniel Cunningham	daniel.cunningham@orix.ie	+353 871774524
A330-223	FPG Amentum	PW4168A	943	2008	Mar 2016	Sale / Lease	Jack Hynes	marketing@fpg-amentum.aero	+353 16398125
A330-223	FPG Amentum	PW4168A	962	2008	Mar 2016	Sale / Lease	Jack Hynes	marketing@fpg-amentum.aero	+353 16398125
A330-223	FPG Amentum	PW4168A	979	2009	Oct 2016	Sale / Lease	Jack Hynes	marketing@fpg-amentum.aero	+353 16398125
737-300	Aersale	CFM56-3C1	27910	1997	Now	Sale / Lease	Craig Wright	Craig.Wright@aersale.com	+1 305 764 3238
B737-300	European Capital Corp.	CFM56-3B2	24634	1990	Now	ACMI/Wet Lease	Iacovos Yiakoumi	commercial@europeanairline.com	+35722873250
B737-300	World Star Aviation Services	CFM56-3C1	28873		Apr 2016	Lease	Tommy Guttman	tguttman@worldstaraviation.com	+972-544-220000
B737-300F	ORIX Aviation	CFM56-3B2	24710	1990	Now	Sale	Cian Coakley	cian.coakley@orix.ie	+353 877760451
B737-400	World Star Aviation Services	CFM56-3C1	24332		Q4/2016	Lease	Tommy Guttman	tguttman@worldstaraviation.com	+972-544-220000
B737-400	Safair Operations	Combi	East Africa	Now	ACMI only		C. Schoonderwoerd	corneliss@safair.co.za	+27 11 928 0000
B737-800	ORIX Aviation	CFM56-7B26/3	29660	2007	Q4/2017	Lease	Daniel Cunningham	daniel.cunningham@orix.ie	+353 871774524
B747-400	GA Telesis	CF6-80C2B1F	28960	1998	Now	Sale	Stefanie Jung	sjung@gatelesis.com	+1 954-958-1321
B757-200	mba aircraft solutions	RB211-535E4B	24582	1990	Now	Sale / Lease	Jacob Agnew	jagnew@mbaas.aero	+1 703 276 3202
B757-222	Bristol Associates	PW2037	25157	1991	Q1/2016	Sale / Lease	Ed McNair / Pete Seidlitz	bristol@bristolassociates.com	+1 202-682-4000
B757-222	Bristol Associates	PW2037	25322	1991	Q1/2016	Sale / Lease	Ed McNair / Pete Seidlitz	bristol@bristolassociates.com	+1 202-682-4000
B757-222	Bristol Associates	PW2037	25396	1992	Q1/2016	Sale / Lease	Ed McNair / Pete Seidlitz	bristol@bristolassociates.com	+1 202-682-4000
B757-222	Bristol Associates	PW2037	25398	1992	Q1/2016	Sale / Lease	Ed McNair / Pete Seidlitz	bristol@bristolassociates.com	+1 202-682-4000
B757-222	Bristol Associates	PW2037	25698	1991	Q1/2016	Sale / Lease	Ed McNair / Pete Seidlitz	bristol@bristolassociates.com	+1 202-682-4000
B767-200ER	mba aircraft solutions	JT9D-7R4E	23180	1984	Now	Sale / Lease	Jacob Agnew	jagnew@mbaas.aero	+1 703 276 3202
B767-27GER	Aersale	CF6-80C2B4F	27048		Now	Sale / Lease	Craig Wright	Craig.Wright@aersale.com	+1 305 764 3238
DC8	Aersale	No engines	46094	1969	Now	Sale	Craig Wright	Craig.Wright@aersale.com	+1 305 764 3238

### Regional Jet / Turboprop Aircraft

Aircraft Type	Company	Engine	MSN	Year	Available	Sale / Lease	Contact	Email	Phone
ATR42-300	Regional One	PW120	51	1987	Now	Sale / Lease	Chris Furlan	cfurlan@regionalone.com	+1(305) 759-0670 Ext.164
ATR42-300	Regional One	PW120	57	1987	Now	Sale / Lease	Chris Furlan	cfurlan@regionalone.com	+1(305) 759-0670 Ext.164
ATR72-202	Regional One	PW124B	307	1992	Now	Sale / Lease	Chris Furlan	cfurlan@regionalone.com	+1(305) 759-0670 Ext.164
CRJ200	Regional One	CF34-3B1	7356	1990	Now	Sale / Lease	Chris Furlan	cfurlan@regionalone.com	+1(305) 759-0670 Ext.164
CRJ200	Regional One	CF34-3B1	7392	2000	Now	Sale / Lease	Chris Furlan	cfurlan@regionalone.com	+1(305) 759-0670 Ext.164
CRJ700	Regional One	CF34-8C5B1	10029	2001	Aug 2016	Sale / Lease	Chris Furlan	cfurlan@regionalone.com	+1(305) 759-0670 Ext.164
DASH-102	Magellan Aviation Group	PW121	113	1988	Now	Sale / Lease	Bill Polyi	bill.polyi@magellangroup.net	+1 (704) 504 9204 x202
DASH-311	Regional One	PW121	230	1990	Now	Sale / Lease	Chris Furlan	cfurlan@regionalone.com	+1(305) 759-0670 Ext.164
DASH-311	Magellan Aviation Group	PW123	266	1991	Now	Sale / Lease	Bill Polyi	bill.polyi@magellangroup.net	+1 (704) 504 9204 x202
Dornier 328-300	Regional One	PW306B	3145	2000	Now	Sale / Lease	Chris Furlan	cfurlan@regionalone.com	+1(305) 759-0670 Ext.164
Dornier 328-300	Regional One	PW306B	3185	2001	Now	Sale / Lease	Chris Furlan	cfurlan@regionalone.com	+1(305) 759-0670 Ext.164
E170	Magellan Aviation Group	CF34-8E5	59	2003	Now	Sale / Lease	Bill Polyi	bill.polyi@magellangroup.net	+1 (704) 504 9204 x202



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### Regional Jet / Turboprop Aircraft (cont.)

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ERJ-135ER	Bristol Associates		145176	1999	Now	Sale	Ed McNair / Pete Seidlitz	bristol@bristolassociates.com	+1 202-682-4000
ERJ-135ER	Bristol Associates		145186	1999	Now	Sale	Ed McNair / Pete Seidlitz	bristol@bristolassociates.com	+1 202-682-4000
ERJ-135ER	Bristol Associates		145192	1999	Now	Sale	Ed McNair / Pete Seidlitz	bristol@bristolassociates.com	+1 202-682-4000
ERJ-135LR	Bristol Associates	AE3007-A1	145410	2001	Now	Sale / Lease	Ed McNair / Pete Seidlitz	bristol@bristolassociates.com	+1 202-682-4000
ERJ-135LR	Bristol Associates	AE3007-A1	145413	2001	Now	Sale / Lease	Ed McNair / Pete Seidlitz	bristol@bristolassociates.com	+1 202-682-4000
ERJ-135LR	Bristol Associates	AE3007-A1	145504	2001	Now	Sale / Lease	Ed McNair / Pete Seidlitz	bristol@bristolassociates.com	+1 202-682-4000
ERJ145EP	Regional One	AE3007A1/1	145053	1998	Now	Sale / Lease	Chris Furlan	cfurlan@regionalone.com	+1(305) 759-0670 Ext.164
ERJ-145LR	Bristol Associates	AE3007-A1/3	145208	1999	Now	Sale / Lease	Ed McNair / Pete Seidlitz	bristol@bristolassociates.com	+1 202-682-4000
ERJ-145LR	Bristol Associates	AE3007-A1/3	145239	2000	Now	Sale / Lease	Ed McNair / Pete Seidlitz	bristol@bristolassociates.com	+1 202-682-4000
ERJ-145LR	Bristol Associates	AE3007-A1/3	145302	2000	Now	Sale / Lease	Ed McNair / Pete Seidlitz	bristol@bristolassociates.com	+1 202-682-4000

### Commerical Engines

Multiple Types	Sale / Lease	Company	Contact	Email	Phone
Multiple Engines GE / CFM / RB211	Now - Sale / Lease	GECAS Engine Leasing	Sherry Riley	engine.leasing@gecas.com	+1(513)782-4272
<b>AE3007 Engines</b>	<b>Sale / Lease</b>	<b>Company</b>	<b>Contact</b>	<b>Email</b>	<b>Phone</b>
(1) AE3007A1	Now - Sale / Lease	Magellan Aviation Group	Bill Polyi	bill.polyi@magellangroup.net	+1 (704) 504 9204 x202
(1) AE3007	Now - Sale	GA Telesis	Stefanie Jung	sjung@gatelesis.com	+1 954-958-1321
<b>CF34 Engines</b>	<b>Sale / Lease</b>	<b>Company</b>	<b>Contact</b>	<b>Email</b>	<b>Phone</b>
CF34-8E5	Now - Lease	Lufthansa Technik AERO Alzey	Kai Ebach	k.ebach@lhaero.com	+49-6731-497-368
CF34-10E	Now - Lease				
CF34-8C	Now - Lease				
CF34-3B1	Now - Lease				
CF34-3A	Now - Sale / Lease				
(2) CF34-8C5B1	Now - Sale / Lease	Regional One	Chris Furlan	cfurlan@regionalone.com	+1(305) 759-0670 Ext.164
(1) CF34-3B1	Now - Sale / Lease				
(1) CF34-10E5A1	Q2/2016 Sale / Lease	GA Telesis	Eddo Weijer	eweijer@gatelesis.com	+1-954-676-3111
(1) CF34-8C5/B1	Now - Sale / Lease	Magellan Aviation Group	Bill Polyi	bill.polyi@magellangroup.net	+1 (704) 504 9204 x202
CF34-8E(s)	Now - Sale / Lease	GECAS Engine Leasing	Sherry Riley	engine.leasing@gecas.com	+1 (513) 782-4272
(1) CF34-8C5	Now - Lease	Engine Lease Finance	Joe Hussar	joseph.hussar@elfc.com	+1 617 828-3569
(1) CF34-10E6	Now - Lease	Willis Lease	David Desaulniers	ddesaulniers@willislease.com	+1 415 516 4837
<b>CF6 Engines</b>	<b>Sale / Lease</b>	<b>Company</b>	<b>Contact</b>	<b>Email</b>	<b>Phone</b>
(1) CF6-80C2B1F	Now - Sale / Lease	AerSale, Inc.	Alan Kehoe	Alan.Kehoe@aersale.com	+353 879 393 534
(1) CF6-80C2B6F	Now - Sale / Lease		Matthew White	matthew.white@aersale.com	+353 1475 3005
(1) CF6-80C2B7F	Now - Sale / Lease		Matthew White	matthew.white@aersale.com	+353 1475 3005
(1) CF6-80C2B6F	Now - Sale/Lease/Exch.	TES Aviation Group	Bechan Carpenter	Bechan.carpenter@tesaviation.com	+ 44 7795 636 034
(1) CF6-80C2B1F	Now - Sale / Lease	Fortress Investment Group	Tom McFarland	Aviation@fortress.com	+1 305-520-2349
(1) CF6-80C2B7F	Now - Sale / Lease				
(1) CF6-80C2B6F	Now - Sale / Lease				
(1) CF6-80C2B7F	Now - Sale	GA Telesis	Eddo Weijer	eweijer@gatelesis.com	+1-954-676-3111
(2) CF6-80C2B7F	Now - Lease	Engine Lease Finance	Joe Hussar	joseph.hussar@elfc.com	+1 (617)828-3569
<b>CFM56 Engines</b>	<b>Sale / Lease</b>	<b>Company</b>	<b>Contact</b>	<b>Email</b>	<b>Phone</b>
(2) CFM56-5C4	Now - Sale/Lease/Exch.	TrueAero, LLC	Ed Blyskal	eblyskal@trueaero.com	+1 305-525-7308
(1) CFM56-5C4/P	Now - Sale/Lease/Exch.				
(1) CFM56-3C1	Now - Sale	European Capital Corporation	Iacovos Yiakoumi	commercial@europeancapitalcorp.com	+35722873250
(1) CFM56-3B2					
(1) CFM56-7B27	Now - Lease	Engine Lease Finance	Joe Hussar	joseph.hussar@elfc.com	+1 617 828-3569
(1) CFM56-5B1/P	Now - Lease				
(1) CFM56-5C4	Jun 16 - Sale / Lease	Royal Aero	Frank Rustmeier	frank@royalaero.com	+49 (0)8025 99360



**STANDS ON DEMAND**



**Engine Lease Finance**  
Corporation

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## THE AIRCRAFT AND ENGINE MARKETPLACE

### Commerical Engines (cont.)

CFM56 Engines	Sale / Lease	Company	Contact	Email	Phone
(1) CFM56-5A1	Now - Sale / Lease	GA Telesis	Eddo Weijer	eweijer@gatelesis.com	+1-954-676-3111
(1) CFM56-5B	Now - Sale / Lease		Eddo Weijer	eweijer@gatelesis.com	+1-954-676-3111
(1) CFM56-7B27/3B1F	Now - Sale/Lease/Exch.	AerSale, Inc.	Alan Kehoe	Alan.Kehoe@aersale.com	+353 879 393 534
(1) CFM56-5C3/F	Now - Sale / Lease				
(1) CFM56-3C1	Now - Sale / Lease				
(2) CFM56-5A	Now - Sale	GECAS Engine Leasing	Sherry Riley	engine.leasing@gecas.com	+1(513)782-4272
(1) CFM56-5C4	Now - Sale / Lease	Magellan Aviation Group	Bill Polyi	bill.polyi@magellangroup.net	+1 (704) 504 9204 x202
(multiple) CFM56-3C1	Now - Sale / Lease	Aero Jet	Kevin Avedian	kevin@aerojet.aero	+1 818-203-2070
(3) CFM56-3C1	Now - Sale / Exchange	CFM Materials	Steven Jefferson	steven.jefferson@cfmmaterials.com	+1 214-988-6640
(2) CFM56-7B24	Now - Sale / Exchange		Jimmy Hill	Jimmy.Hill@cfmmaterials.com	+1 214-988-6670
(1) CFM56-5C4	Now - Sale	Orix Aviation	James Sammon	james.sammon@orix.ie	+353 871381042
(1) CFM56-3C1	Now - Sale/Lease/Exch.	TES Aviation Group	Bechan Carpenter	Bechan.carpenter@tesaviation.com	+ 44 7795 636 034
(1) CFM56-7B22	Now - Sale / Lease	Fortress Investment Group	Tom McFarland	Aviation@fortress.com	+1 305-520-2349
(1) CFM56-5B	Now - Sale/Lease/Exch.	Werner Aero Services	Cliff Topham	ctopham@werner-aero.com	+1-703-402-7430
(1) CFM56-7B	Now - Sale/Lease/Exch.				
(2) CFM56-7B24 (Non-TI)	Now - Lease	Willis Lease	Ann Lee	alee@willislease.com	+1 (415) 408 4769
(1) CFM56-5B4/3	Now - Lease				
(1) CFM56-5B4/P	Now - Lease				
(2) CFM56-7B24/3	Now - Lease				
(1) CFM56-3B2	Now - Sale / Lease	AeroTurbine	Todd Power	tpower@aeroturbine.com	+1 (214) 240-1145
(1) CFM56-5C4	Now - Sale / Lease				
(1) CFM56-7B 26/3	Now - Sale / Lease				
<b>GENx Engines</b>	<b>Sale / Lease</b>	<b>Company</b>	<b>Contact</b>	<b>Email</b>	<b>Phone</b>
GENx-1B74/75	Now - Lease	Willis Lease	Ann Lee	alee@willislease.com	+1 (415) 408 4769
<b>JT8D and JT9D Engines</b>	<b>Sale / Lease</b>	<b>Company</b>	<b>Contact</b>	<b>Email</b>	<b>Phone</b>
(1) JT8D-200	Now - Sale	GA Telesis	Eddo Weijer	eweijer@gatelesis.com	+1-954-676-3111
(2) JT9D-7R4	Now - Sale	Phoenix Aer Capital	Bob Gallagher	reg@paclc.aero	+1-727-376-9292
(1) JT9D-7R4D	Now - Sale	Aero Controls, Inc.	Mike Olesik	Mike.Olesik@aerocontrols.com	+1-253-269-3012
(2) JT9D-7R4D	Now - Sale / Lease	Hartford Aviation Group	Anique Gorman	agorman@hartfordaviation.com	+1 914-235-2014
<b>PW Small Engines</b>	<b>Sale / Lease</b>	<b>Company</b>	<b>Contact</b>	<b>Email</b>	<b>Phone</b>
(1) PW121 (Dash 8)	Now - Sale / Lease	Magellan Aviation Group	Bill Polyi	bill.polyi@magellangroup.net	+1 (704) 504 9204 x202
(1) PW123B/D/E	Now - Sale / Lease				
(1) PW124B	Now - Sale / Lease				
(1) PW121 (ATR)	Now - Sale / Lease				
(1) PW127E/F/M	Now - Sale / Lease				
(1) PW150A	Now - Sale / Lease				
(2) PW121 (ATR)	Now - Sale/Lease/Exch.	Willis Lease	David Desaulniers	ddesaulniers@willislease.com	+1 415 516 4837
(2) PW121-8	Now - Sale/Lease/Exch.				
(1) PW123	Now - Sale/Lease/Exch.				
(1) PW127	Now - Sale/Lease/Exch.				
(1) PW127M	Now - Sale/Lease/Exch.				
(2) PW127F	Now - Sale/Lease/Exch.				
(2) PW124B	Now - Sale/Lease/Exch.				
(1) PW120A	Now - Sale / Lease	Regional One	Chris Furlan	cfurlan@regionalone.com	+1(305) 759-0670 Ext.164
(1) PW120	Now - Sale/Lease/Exch.		Miguel Bolivar	mbolivar@RegionalOne.com	+1 (786)-623-3936
(1) PW123E	Now - Sale/Lease/Exch.		Miguel Bolivar	mbolivar@RegionalOne.com	+1 (786)-623-3936
(4) PW126	Now - Sale/Lease/Exch.		Miguel Bolivar	mbolivar@RegionalOne.com	+1 (786)-623-3936
(1) PW121	Now - Sale/Lease/Exch.		Miguel Bolivar	mbolivar@RegionalOne.com	+1 (786)-623-3936
(1) PW121	Now - Lease	Royal Aero	Frank Rustmeier	frank@royalaero.com	+49 (0)8025 99360
(3) PW123	Now - Sale / Lease	Castlelake	Neil McCrossan	NEIL.MCCROSSAN@CASTLELAKE.COM	+44 (0) 207 190 6119
PW127F	Now - Sale/Lease/Exch.	Logix.Aero	JC Morin	jcMorin@logix.aero	+33 647 824 262
PW127M	Now - Sale/Lease/Exch.				
PW119B RGB	Now - Lease	Lufthansa Technik AERO Alzey	Kai Ebach	k.ebach@lhaero.com	+49-6731-497-368
PW119B	Now - Lease				
PW120A	Now - Lease				
PW121 (ATR)	Now - Lease				
PW123B	Now - Lease				
PW124B	Now - Lease				
PW125B	Now - Lease				
PW127F	Now - Lease				
PW127M	Now - Lease				
PW150A	Now - Lease				
PW150 GRB	Now - Lease				
<b>PW2000 Engines</b>	<b>Sale / Lease</b>	<b>Company</b>	<b>Contact</b>	<b>Email</b>	<b>Phone</b>
(2) PW2037	Now - Sale / Lease	Castlelake	Neil McCrossan	NEIL.MCCROSSAN@CASTLELAKE.COM	+44 (0) 207 190 6119
(1) PW2037	Now - Sale / Lease	Fortress Investment Group	Tom McFarland	Aviation@fortress.com	+1 305-520-2349
(1) PW2000	Now - Sale / Lease	AeroTurbine	Todd Power	tpower@aeroturbine.com	+1 (214) 240-1145

## THE AIRCRAFT AND ENGINE MARKETPLACE

### Commerical Engines (cont.)

PW4000 Engines	Sale / Lease	Company	Contact	Email	Phone
(4) PW4056-1	Now - Sale/Lease/Exch.	GA Telesis	Eddo Weijer	eweijer@gatelesis.com	+1-954-676-3111
(1) PW4056-3	Now - Sale / Lease	Magellan Aviation Group	Bill Polyi	bill.polyi@magellangroup.net	+1 (704) 504 9204 x202
(1) PW4060-3	Now - Sale / Lease	AeroTurbine	Todd Power	tpower@aeroturbine.com	+1 (214) 240-1145
(1) PW4000 (PW4158-1C1/E, PW4156A-1C1/E & PW4152-1C1/E)	Now - Sale	3Top Aviation Services	Paul Dsilva	Paul@3topaviation.com	+44 1372 587 872
(1) PW4062	Now - Sale / Lease	Royal Aero	Frank Rustmeier	frank@royalaero.com	+49 (0)8025 99360
(1) PW4062-3	Now - Lease	Willis Lease	Ann Lee	alee@willislease.com	+1 (415) 408 4769
(1) PW4168A	Now - Lease				
(3) PW4056/60/62	Now - Sale / Lease	Hartford Aviation Group	Anique Gorman	agorman@hartfordaviation.com	+1 914-235-2014
(1) PW4060-3	Now - Sale / Lease	AerSale, Inc.	Matthew White	matthew.white@aersale.com	+353 1475 3005
(1) PW4158-3	Now - Sale / Lease		Matthew White	matthew.white@aersale.com	+353 1475 3005
(1) PW4062-3	Now - Sale / Lease		Matthew White	matthew.white@aersale.com	+353 1475 3005
(1) PW4056-3	Now - Sale / Lease		Alan Kehoe	Alan.Kehoe@aersale.com	+353 879 393 534
(1) PW4168	Now - Lease	TES Aviation Group	Bechan Carpenter	Bechan.carpenter@tesaviation.com	+ 44 7795 636 034
(1) PW4168A	Now - Sale / Lease	Engine Lease Finance	Joe Hussar	joseph.hussar@elfc.com	+1 (617)828-3569
<b>RB211 Engines</b>					
(1) RB211-535E4B	Now - Sale	mba aircraft solutions	Jacob Agnew	jagnew@mbaas.aero	+1 703 276 3202
(2) RB211-535E4	Now - Sale / Lease	Castielake	Neil McCrossan	NEIL.MCCROSSAN@CASTLELAKE.COM	+44 (0) 207 190 6119
(1) RB211-535E4	Now - Sale / Lease	AerSale, Inc.	Matthew White	matthew.white@aersale.com	+353 1475 3005
(1) RB211-524	Now - Sale / Lease				
(1) RB211-535E4 /12B	Now - Sale/Lease/Exch.	TES Aviation Group	Bechan Carpenter	Bechan.carpenter@tesaviation.com	+ 44 7795 636 034
(1) RB211-535E4	Now - Sale	World Star Aviation Services	Sean O Connor	Soconnor@worldstaraviation.com	+1 415-956-9456
<b>Tay Engines</b>					
Tay650-15	Now - Sale / Lease	Jetran, LLC.	Leo Nadeau	lnadeau@jetran.aero	+1 (512) 294-6727
<b>Trent Engines</b>					
(1) Trent 800	Now - Sale / Lease	GA Telesis	Eddo Weijer	eweijer@gatelesis.com	+1-954-676-3111
(2) Trent892B-17	Sep/Oct 16 - Sale / Lease	Castielake	Neil McCrossan	NEIL.MCCROSSAN@CASTLELAKE.COM	+44 (0) 207 190 6119
(1) Trent 800	Now - Sale / Lease	AerSale, Inc.	Matthew White	matthew.white@aersale.com	+353 1475 3005
<b>V2500 Engines</b>					
(1) V2527-A5	Now - Lease	Willis Lease	Ann Lee	alee@willislease.com	+1 (415) 408 4769
(1) V2533-A5	Now - Lease				
1) V2533-A5 w/QEC	Now - Sale/Lease/Exch.	Rolls-Royce & Partners Finance	Bobby Janagan	bobby.janagan@rolls-royce.com	+44 20 7227 9078
(1) V2527-A5 w/QEC	Now - Sale/Lease/Exch.				
(1) V2533-A5	Now - Sale/Lease/Exch.	Werner Aero Services	Cliff Topham	ctopham@wernerero.com	+1-703-402-7430
(1) V2527-A5	Now - Lease	Engine Lease Finance	Joe Hussar	joseph.hussar@elfc.com	+1 617 828-3569
(1) V2533-A5	Now - Sale / Lease				

### Aircraft and Engine Parts, Components and Misc. Equipment

Description	Company	Contact	Email	Phone
(5) A340 fresh part outs	TrueAero, LLC	Dan Barton/Dave Walters	sales@trueaero.com	+1 772-925-8026
A320 Landing Gear with Fresh Tags				
A340 Landing Gear				
CTCP331-350C (4) PN 3800454-6				
GTCP36-300A, PN 3800278-4				
(1) GTCP36-150RJ, (2) GTCP36-100M,	Regional One	Miguel Bolivar	mbolivar@RegionalOne.com	+1 (786)-623-3936
(1) APS500C7B, (5) APS500C7D, (1) RE220RJ,				
(1) APS1000-C12, (2) TPE331-11U-612G				
GTCP131-9A (2), GTCP131-9B(2)	REVIMA APU	Olivier Hy	olivier.hy@revima-apu.com	+33(0)235563515
GTCP331-200, GTCP331-250				
APS500C14(3), APS1000C12(2), APS2000				
APS2300, APS3200(2), APS5000(2)				
PW901A(4), PW901C(2)				
TSCP700-4E				
APU GTCP 331-500B	Willis Lease	Ann Lee	alee@willislease.com	+1 (415) 408 4769
Engine Stands	Stands on Demand	Yexceld Perez	yperez@standsondemand.com	+1 305-558-8973
GE90/ CFM56 / V2500 / PW2000 / PW4000 94" & 100"				
131-9A, 131-9B, 331-200, 331-250,	Logix.Aero	JC Morin	jmorin@logix.aero	+33 647 824 262
331-350C, PW901A				
GTCP131-9A, GTCP 131-9B	Werner Aero Services	Christopher Farrell	cfarrell@wernerero.com	+1 201-661-6819
GTCP36-300A				
737-800 NOSE LANDING GEAR PN 162A1100-5, OH - Now Sale	Reliance Aircraft	Terry Hix	thix@relianceaircraft.com	+1 512-439-6988
PW901A, PW901C	Lufthansa Technik AERO Alzey	Kai Ebach	k.ebach@lhaero.com	+49-6731-497-368
(1) CF34-8C - LPT Module				
GTCP131-9B, PW901, (2) GTCP36-300,	AeroTurbine	Todd Power	tpower@aeroturbine.com	+1 (214) 240-1145
GTCP131-9A, (2) RE220RJ, GTCP331-350C, APS3200				