

Bombardier expands its Wichita base, names Wichita as U.S Headquarters

Pg 11

Muirhead Avionics strengthens ties with Honeywell, expands repair business in display sector

Pg 37

US Department of Defence awarded Leonardo
USD 29 million contract for AW119Kx helicopters
for Israel

Pa**41**

May 01st, 2022



Inching towards air traffic recovery, boosting the global MRO ecosystem?

Analysts have predicted that the MRO market will grow from some USD 13 billion to over USD 18 billion by 2028. "Technology and (digital) innovation will be the drivers of this market growth. Data analytics and AI will become commonplace. Supply chains however will struggle to keep up. Even the OEMs will suffer from material shortages. Manpower, which has been neglected by a lack of training and investment in young talent, will become ever more critical.

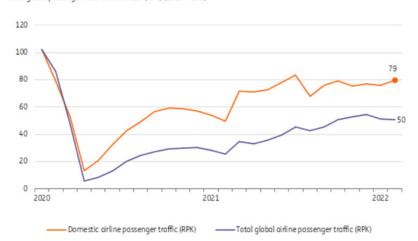
The COVID lockdown saw many young people choose a career outside aviation and thousands of mature and expe-

FEATURE



Global airline traffic recovery, while entering spring

Index global passenger revenue kilometer (RPK) (2019 = 100)



rienced people took early retirement. There are interesting times ahead for aviation and MRO alike. As the industry grows and struggles to keep up with the pace of growth post-COVID, as the air traffic recovers, let us find out how the different MROs are coping with the post-pandemic stress?

Global passenger traffic forecast

Passenger traffic is on an upward climb since the lifting of international restrictions and the drastic fall in COVID19 cases across the globe. Apart from these, the upcoming summer holidays have led to families, tourists, and backpackers flocking the airports left, right, and center. Domestic or short-haul traffic is seeing headwinds with pent-up leisure demand. Many passengers have suspended trips over the last two years leading to pent-up demand. This could also lead to 'front loading' this summer as consumers may consider these travel freedoms to be temporary. This suggests the recovery could lose strength later on.

This year, however, is meant to be the year of delayed but sustained recovery, despite new scars. Global passenger traffic (RPK) recovered to 50% of prepandemic levels in the first months of 2022, but intercontinental traffic still has a long way to go.

As per Oliver-Wyman, a slower return of international travel will lead to fleet recovery in the narrowbody aircraft segment, which will make up about 64% of the fleet by 2032 versus 58% in January 2020. While narrowbodies are expected

to recover to pre-pandemic levels by midyear, much of the increase initially will be from aircraft being brought out of storage or the delivery of aircraft in manufacturers' inventory.

As per IBA, the recovery of global passenger flights has been static from December 2021 to February 2022, with flight capacity remaining at 74 percent relative to pre-pandemic levels.

According to Boeing, demand for domestic air travel is leading the recovery of the commercial market, with intraregional markets expected to follow as health and travel restrictions ease, followed by long-haul travel's return to pre-pandemic levels by 2023 to 2024. Boeing's commercial market outlook (CMO) projects 10-year global demand for 19,000 commercial airplanes valued at \$3.2 trillion.

In addition, projected demand for dedicated freighters has increased, including for new and converted models. With sustained demand for air cargo tied to expanding e-commerce and air freight's speed and reliability, the CMO projects the global freighter fleet in 2040 will be 70% larger than the pre-pandemic fleet.

"The aerospace industry has made important progress in the recovery, and Boeing's 2021 forecast reflects our confidence in the resilience of the market," says Stan Deal, president, and CEO, of Boeing Commercial Airplanes. "While we remain realistic about ongoing challenges, the past year has shown that passenger traffic rebounds swiftly when the flying public and governments have

confidence in health and safety during air travel. Our industry continues to serve an essential role of bringing people together and transporting critical supplies."

According to Oliver-Wyman, global demand for domestic travel is expected to reach and exceed its 2019 pre-pandemic peak by the start of 2023. From there, the outlook is for steady growth through the rest of the decade at rates that even exceed expansions in gross domestic product.

Passenger growth directly proportional to MRO growth

With the steady growth and a gradual boom in passenger traffic, naturally, the close-knit MRO industry is also expected to flourish along with airline operators. Boeing forecasts a USD 3.2 trillion market opportunity for the MRO industry in the coming decade. Digital solutions, including analytics offerings, interiors modifications and freighter conversions, have proven to be bright spots in the long-term services landscape as customers adjust to leaner operations for future growth and meet strong cargo demand.

"Our customers are preparing for growth, and we see fleet modifications and continued parts consumption going hand in hand with the global fleet expansion," said Ted Colbert, president, and CEO, of Boeing Global Services.

"This demand will be coupled with the continued adoption of digital tools and services to enhance fleet readiness, reliability, and efficiency."

Oliver-Wyman predicts that for the maintenance, repair, and overhaul (MRO) sector, the market is being redefined by a fleet in transition, in part because of higher numbers of retirements of aircraft due to entering a period of intensive MRO expenses. MRO demand should recover to pre-COVID levels by 2024, but annual growth in the second half of our 10-year forecast period will be 2.8%. By 2030, MRO demand is expected to reach USD 118 billion, 13% below the pre-COVID forecast of USD 135 billion.

The slower growth projections won't apply everywhere around the world. For instance, the active China-based fleet and its MRO demand had already exceeded pre-pandemic levels by the





end of 2021. Other regions like Western Europe will not see MRO demand recover until 2025.

According to Brian Prentice, Partner at Oliver-Wyman, "As unimaginably bad as COVID-19 has been for aviation, the challenge of the next decade may be almost as disruptive. The industry needs smart strategies to get itself in a better position by the 2030s."

Where is the skilled workforce to meet anticipated growth?

However, with the recovery in passenger traffic and the MRO sector, one of the looming challenges before the aviation industry is the lack of a skilled workforce to support this anticipated growth. Already many airlines across the world are experiencing disruptions and even cancellations due to pilot or staff shortages. Prior to the pandemic, the industry was already looking at a potential shortfall mid-decade in the number of key aviation workers — pilots and aviation mechanics chief among them. At the time, the pressing problem was baby boomers reaching retirement age and not enough candidates to take their place. The pandemic has exacerbated those demographic trends by encouraging early retirements among airline and aerospace workers uncertain about their career prospects in a sector that COVID-19 almost entirely shut down for months.

Likewise, two years of pandemic also is likely to have discouraged many would-

be pilots and mechanics from entering the industry. With demand lagging, the industry hasn't had to fully confront the problem yet, but that won't be the case for much longer. Over the next 20 years, Boeing estimates, the industry will need 612,000 new pilots, 626,000 new maintenance technicians, and 886,000 new cabin crew members.

Boeing claims training services will see a near-term increase in demand as personnel transition to new aircraft types, maintain certifications and return from pandemic-related pauses in active service. Demand for services dependent on aircraft utilization, such as maintenance, parts, and supply chain is projected to follow the market recovery.

Looking at such strong headwinds, many MROs across the globe are already in process of robust expansion, increasing spares inventory, and maximizing profit margins through strategic investments, acquisitions, and partnerships. Let us look at some such MROs.

MROs - Growth, Success & More ...

Aero Norway an independent engine MRO provider and trusted partner for customers operating CFM56-3, CFM56-,5B, and 7B engines is focusing its energies on a dedicated strategy that will see stability and investment deliver tangible customer benefits. The plan is underpinned by a rigorous evaluation of processes and procedures, covering all areas of the business from the development of its team to the augmentation

of its industry-renowned capabilities. They have put extensive measures in place during 2020/21 to ensure that they were well placed to flex with prevailing market forces and able to sustain its commitment to fast turn-around times.

Commenting on the pandemic outcome CEO, Glenford Marston said, "The volume of material for the CFM56-3 engine has fallen over the past five years. Yet in 2021 Aero Norway completed workscopes on over forty CFM56-3 engines. Pre-pandemic it was believed that the number of CFM56-3 engines passing through our facility would decline as the impetus moved towards the CFM56-5B/-7B series. However, a significant uptick in utilization rates by many 737 CL freighter operators translated to an urgent requirement for the completion of several maintenance tasks on the legacy engine type."

Aero Norway's focus on CFM56-5B/-7B engines is only partially driven by the high number of upcoming A321 and 737-800 P2F conversions. The effect of the 737MAX delay has also meant that many -5B/7B engines have remained on-wing for longer than planned and these will soon require a variety of shop visits. Apart from this, they have made significant investments in upgrades to the equipment with the addition of high-speed grinding and plasma spraying machines.

APOC recently expanded its local services for the Americas region by opening its new US headquarters in

FEATURE





Miami. APOC views the US as a strategic market and is shaping the business to align with future growth in the region. APOC is currently exploring many options through cooperation, joint venture, investment, or acquisition, and the reaction from the market to APOC's presence in the US has been very encouraging. Doing business is simpler with a local presence and flexible local solutions can be devised for customers.

Kevin Wall, APOC, VP, Business Development said, "Being close to your customer base and forging productive relationships with business partners are key elements for success. While we are in a truly global industry, there is no substitute for an experienced and professional local team that is willing and able to help. We see great potential to expand this business. We have already performed several teardowns in the region and see big potential in developing this further. If we source candidate aircraft in the US and ultimately sell the material here, it makes a lot of sense to tear down here too."

According to Naveen Chawla, CEO, of Epsilon Aerospace, the Last two years had been a unique learning experience for the entire Aviation & MRO Industry. He said, "We stood firm in providing a safe & quality service to all our aircraft customers. Despite frequent disruptions, our team remains dedicated to serving the customer demands for aircraft cabin refurbishment at all times. We were

prompt to serve the cabin requirements such as those related to Seat Covers, Carpet & NTF for lease redeliveries for our customers during these trying times. Our Team & their wealth of knowledge in this unique Component MRO space is poised to provide stellar support to the industry in the coming years. Our certifications of DGCA 21G, CAR 145, and our unique positioning with the UK and EASA 21J & 21G partnership will ensure safe and quality services for aviation customers in India. We are looking forward to being a strong link in the Aviation MRO value-chain."

Castle Air Group has recently doubled the size of their London Biggin Hill Airport facility with the addition of a 20,000-sq ft adjacent hangar and office space. The large hangar will provide space for 23 additional helicopters encompassing engineering, management, and sales as well as the addition of a state-of-the-art VIP lounge and office space. Ross Bunyard, Managing Director said, "Due to the huge success of our busy London Biggin Hill facility we decided to expand, by purchasing the hangar next to us which will double the size of our facility as well as much needed apron space. As well as supporting our large client base of AW109's owners, over the last 10 years, we have been expanding our support and maintenance of the Leonardo AW139 model for which we are an authorized service center."

Spirit Airlines recently opened an

aircraft maintenance facility at George Bush Intercontinental Airport (IAH). This facility, located along John F. Kennedy Boulevard, will serve as a large aircraft maintenance hangar with offices and warehousing for the Spirit Technical Operations team. Spirit plans to staff the facility with more than 50 Houstonbased Team Members to maintain and service Spirit's growing fleet, which is planned to gain 24 new planes this year for a projected fleet-wide total of 197 by the end of 2022, and 33 more planes projected for delivery in 2023. As Spirit's network expands, this additional maintenance capacity will be located a short flight away from several of Spirit's busiest stations.

Return of MRO Events

As international travel flourished, the gates for global MRO events also opened up leading to increased face-to-face client interaction, a wide array of goods and services on display, and booming MRO business and partnerships. Major events like the Singapore Air Show, the MRO Middle East, and the ongoing MRO Americas also are morale boosters for the MRO industry and help in the flourishing global MRO ecosystem.

The MRO industry has displayed remarkable resilience during the past two years, but it may not be enough as it faces a new set of challenges around labor, inflation, and sustainability. Still, we are keeping our fingers crossed!



Air Canada rejoices as passenger demands surge, flew over 100000 customers in a single day post-pandemic

On April 15th 2022, Air Canada carried 100,701 customers, a clear indication of pent-up demand for airtravel.



he dark clouds of the COVID19 pan $oldsymbol{\perp}$ demic are behind us, international borders are open for tourists, and all the travel restrictions are finally over. To top it all, the sunny, holiday season is upon us and everyone, families, tourists, backpackers, solo travelers, groups of friends, and businessmen have made a mad rush to fly. All over the globe, airports are running at full capacity and airlines are facing workforce shortages to meet the passenger demands. At such times, when the majority of airlines have increased their flights, one Airline has broken all records. Air Canada has flown more than 100,000 customers in a single day for the first time since early in the pandemic as passenger loads continue to rebound with customers returning to

travel. We have selected Air Canada as our Airline of the Week.

Passenger Statistics

The last time Air Canada carried more than 100,000 customers in one day was March 13, 2020. During the pandemic, passenger loads fell as low as 2,175 on April 23, 2020, as global air traffic ground to a virtual halt. In 2019, prior to the pandemic, Air Canada carried on average nearly 150,000 people daily and its single-day, the passenger-load record was 187,000 customers on August 16, 2019.

Kevin O'Connor, Vice President of Air Canada's Systems Operations Control said, "We were very pleased to have had 100,701 customers board our planes on April 15, 2022, as travelers steadily return. Clearly, there is a pent-up demand for travel that is matched only by our enthusiasm to welcome back our customers. It is also significant that we passed this milestone smoothly, indicating Air Canada has recovered operationally from COVID-19's effects and is prepared to safely and conveniently transport customers during the busy summer ahead."

Air Canada expanded its summer schedule with the recent service resumption announcement of 34 routes to Europe, Asia, Africa, and The Middle East. Its international network extends to 67 airports from its Toronto, Montreal, and Vancouver hubs, as well as from Calgary and Halifax, and 96 total routes.

AIRLINE IN FOCUS



Expansion plans

Air Canada is planning to add 26 extra-long-range versions of the Airbus A321neo aircraft to its fleet as travel demand has jumped after a blip caused by the Omicron coronavirus.

Canadian carriers are seeing a bounce in spring travel as COVID-19 shows signs of ebbing, but surging oil prices due to the Russia-Ukraine crisis are casting a shadow ahead of the busy summer vacation season.

The extra-long-range version of the A321neo will replace Air Canada's older aircraft and is expected to be more fuelefficient. The new version will have a range of about 8,700 kilometers (5405.93 miles) and can fly up to 11 hours. Air Canada would lease 15 aircraft from Air Lease Corp and five from Dublin-based AerCap Holdings while six aircraft would be acquired from Airbus under an agreement that includes purchase rights to buy an additional 14 planes between 2027 and 2030.

The aircraft deliveries will begin in the first quarter of 2024 with the final aircraft to arrive in the first quarter of 2027. They are currently in the process of selecting an engine manufacturer for the extra-large version of the A321neo.

Commitment to net zero emissions by 2050

Air Canada has committed to a net-zero emissions goal from all global operations by 2050, demonstrating its longterm commitment to advancing climate change sustainability throughout its business. To reach this, Air Canada has set absolute midterm GHG net reduction targets by 2030 in its air and ground operations compared to its 2019 baseline. To achieve this, they began the fleet renewal program with ultra-efficient 787 Dreamliners that comprise 50 percent of their widebody fleet and deliver an approximate 20 percent improvement in fuel efficiency over the aircraft they replaced. The Airbus A220-300 and 737 MAX 8 aircraft are expected to average approximately 20 percent less fuel consumption per seat and emit 20 percent less CO2 and 50 percent lesser nitrogen oxides than their previous fleet. In March 2022, Air Canada announced an order for 26 Airbus A321neo extra-long-range aircraft. It projects the A321XLR will yield up to

17 percent lower fuel burn per seat than the previous generation narrow-body on a typical transcontinental flight and up to 23 percent versus previous generation wide-body aircraft on a transatlantic flight.

Travel Boost

There is a bounce in spring travel after a slump due to the spread of the Omicron coronavirus variant, with the country's largest airport bracing for its busiest travel day since the onset of the pandemic. But just as COVID-19 shows signs of ebbing, surging oil prices due to the Russian-Ukraine crisis and high regulatory costs are casting shadows ahead of the busy summer vacation season.

Canadian air traffic is recovering more slowly than in the United States due to tougher virus restrictions.

Toronto Pearson International Airport said, "As expected March 11 turned out to be the busiest travel day since the start of the pandemic, with about 85,000 passengers arriving or departing ahead of spring break."

Help for Ukraine

Air Canada denoted 100 million Aeroplan points to support the Canadian government's initiative to bring Ukrainians to Canada. The points will contribute towards facilitating transportation and can be used on flights operated by Air Canada and its Star Alliance partners including Lufthansa, LOT Polish Airlines, SWISS, United Airlines, and other carriers. The Shapiro Foundation is also contributing to this effort and Miles4Migrants, a non-profit charity will manage and facilitate the flight bookings.

Michael Rousseau, President and Chief Executive Officer of Air Canada said, "Together with our employees, we are ready and prepared to assist and support the Canadian Government's plans to bring Ukrainian people to Canada. With our 100 million Aeroplan points donation, we offer our global network and the strength of our Star Alliance partnerships, in facilitating travel to Canada. We are proud to work with other organizations and international programs to contribute towards a goal to enable up to 10,000 people to travel to Canada as quickly as possible."

Air Canada's support for Ukrainian

relief aid to date includes:

- An Air Canada donation of \$10 per booking made on its website starting March 22 for a total donation of \$250,000 to Ukraine relief aid;
- Air Canada employees and the Air Canada Foundation donated \$170,000 to support Ukraine relief;
- On March 9 Air Canada operated a humanitarian special cargo flight on behalf of Airlink and other aid partners to transport hospital beds, humanitarian and medical supplies to Warsaw, Poland, and medicines destined for Lviv, Ukraine;
- Ongoing transportation of medical supplies to Europe with a final destination in Ukraine;
- Transportation of rapid response teams to scale up operations in Europe to help to arrive.

About Air Canada

Air Canada is Canada's largest domestic and international airline, the country's flag carrier, and a founding member of Star Alliance, the world's most comprehensive air transportation network. Air Canada has a combined 214 aircraft in its mainline and Air Canada Rouge fleets, including 136 single-aisle, narrow-body aircraft as of December 2021. Last year, Air Canada was struggling with a collapse in traffic due to the pandemic and was able to proceed with its planned purchases of 33 Airbus SE 220 airliners after it signed a C\$5.9 billion (\$4.69 billion) government aid deal.

Awards and Accolades

Air Canada is the only international network carrier in North America to receive a Four-Star ranking from the independent U.K. research firm Skytrax, which in 2021 also named Air Canada as having the Best Airline Staff in North America, Best Airline Staff in Canada, Best Business Class Lounge in North America, as well as an Excellence award for its handling of COVID-19. Also in 2021, Air Canada was named Global Traveler's Best Airline in North America for the third straight year. In January 2021, Air Canada received APEX's Diamond Status Certification for the Air Canada CleanCare+ biosafety program for managing COVID-19, the only airline in Canada to attain the highest APEX ranking.



Gulfstream responds to customer demands, expands G600 completions to Dallas facility

This expansion positions Gulfstream for the future as they prepare for G700 entry into service.

Gulfstream Aerospace recently delivered the first Gulfstream G600 to be outfitted at its Dallas, Texas, facility. In response to growing demand, Gulfstream expanded completions operations to the Dallas facility in June 2021 to enhance interior outfitting capabilities for customers.

Mark Burns, president, Gulfstream said, "We are seeing tremendous demand for our next-generation aircraft. Expanding G600 completions to Dallas is positioning us well for the future as we prepare for G700 entry into service, continued G500 and G600 in-service fleet growth, and the interest we are seeing in the recently announced G400 and G800."

The G600 can be configured in four liv-



 Gulfstream expanded completions operations to the Dallas facility in June 2021 to enhance interior outfitting capabilities for customers.

Cont pg 08



ABU DHABI AIR EXPO

AVIATION & AEROSPACE EXHIBITION

1-2-3 NOVEMBER 2022

JOIN THE LEADERS IN THE AVIATION INDUSTRY **SSGGA*** **PRINCE OF THE AVIATION INDUSTRY **SSGGA*** **PRINCE OF THE AVIATION INDUSTRY **PRINCE OF THE AVIAT

Hosted by :



AL BATEEN EXECUTIVE AIRPORT ABU DHABI, THE CAPITAL - UAE

www.abudhabiairexpo.com • info@airexpo.aero

UPCOMING HANGARS



Cont pg 07

ing areas for up to 19 passengers or three living areas with a crew compartment for up to 13 passengers, and customers can also choose from a forward or aft galley configuration. The interior features award-winning seat designs, best-in-class cabin altitude, 100% fresh purified air, whisper-quiet noise levels, and 14 Gulfstream panoramic oval windows, the largest in the industry. As with all Gulfstream aircraft, each cabin is custom-made by Gulfstream artisans who handcraft the cabinetry, furnishings, and finishes.

Burns added, "Our award-winning bespoke interiors and the individuals who create and install them are the best in the business. In fact, we have received direct feedback from this newest G600 customer citing an 'outstanding' experience, and I'm excited for our customers to experience the unparalleled quality and excellence produced by the world-class team at our Dallas facility."

The G600 features Gulfstream's next-generation Symmetry Flight Deck with active control sidesticks, the most extensive use of touch-screen technology in the business aviation industry, and other advanced safety features including Gulfstream's Enhanced Flight Vision System. With its ability to travel 6,600 nautical miles/12,223 kilometers at Mach 0.85 and 5,600 nm/10,371 km at Mach 0.90, the G600 has set more than 35 city-pair speed records. To date, Gulfstream has made more than 70 G600 deliveries to customers around the world.

The addition of G600 completions to the Gulfstream Dallas facility is a component of Gulfstream's larger growth strategy, which includes Gulfstream Customer Support's expansion to Fort Worth Alliance Airport in Texas with an all-new, modern and sustainable service center, set to open later this year. Gulfstream Customer Support also recently announced a new service center in Mesa, Arizona, to support customers operating in and through the U.S. West

In addition to Dallas, Gulfstream outfits large-cabin interiors in Savannah and Appleton, Wisconsin. Completions for the super-midsize Gulfstream G280 are also performed at the Dallas facility.

Castle Air doubles the size of Beggin Hill facility, cements its position as leading helicopter company

Castle Air has been expanding its support and maintenance of the Leonardo AW139 model over the last decade.



The large hangar will provide space for 23 additional helicopters encompassing engineering, management, and sales as well as the addition of a state-of-the-art VIP lounge and office space.

Castle Air Group has recently doubled the size of their London Biggin Hill Airport facility with the addition of a 20,000-sq ft adjacent hangar and office space.

As Castle Air Group continues to expand, with the recent addition of the Cornwall Air Ambulance Trust contract, they hope to further their offering at Biggin Hill. The large hangar will provide space for 23 additional helicopters encompassing engineering, manage-

ment, and sales as well as the addition of a state-of-the-art VIP lounge and office space.

Ross Bunyard, Managing Director said, "Due to the huge success of our busy London Biggin Hill facility we decided to expand, by purchasing the hangar next to us which will double the size of our facility as well as much needed apron space. As well as supporting our large client base of AW109's owners, over the last 10 years, we have been expanding

our support and maintenance of the Leonardo AW139 model for which we are an authorized service center. We have plans to construct a pilot suite for visiting aircraft where pilots can relax between flights or whilst waiting for their helicopter to be released from maintenance. The Castle Air Aviation Group is a rapidly expanding company with more exciting expansion plans in the near future."

Robert Walters, Commercial Director at London Biggin Hill Airport said, "Through Castle Air, London Biggin Hill is home to more London-based helicopters than any other airport. Doubling the size of its footprint cements Castle Air's position as the leading helicopter company in the UK and we are thrilled with the Group's continued success and the important role the company plays within our business aviation ecosystem."

With over 40 years of experience in the engineering, charter, management, and sales of aircraft, Castle Air has built a long-standing reputation in the industry and has swiftly become one of the leaders in helicopter charter.



Southwest Airlines opens 130,000 square foot maintenance facility at Denver Airport

The facility boasts of a major infrastructure investment of USD 100 million to support its long-term vision for Southwest's Denver operation.



The facility includes a large aircraft maintenance hangar and room for offices, training, and warehousing to support the Southwest's Technical Operations Team.

Southwest Airlines recently opened a new 130,000 square foot Technical Operations complex at Denver International Airport (DEN). The facility boasts of major infrastructure investment of USD 100 million to support its long-term vision for its Denver operation. The facility includes a large aircraft maintenance hangar and room for offices, training, and warehousing to support the carrier's Technical Operations Team; and represents Southwest's continued commitment to Denver by bringing more job opportunities to the community.

Mike Van de Ven, Southwest Airlines' President & Chief Operating Officer said, "As we continue to grow and welcome more Customers at Denver International Airport, we're laser-focused on the work that happens behind the scenes that enable us to provide a great customer experience. This new hangar facility is a critical investment that supports our commitment to maintaining a safe, reliable fleet so we can connect our Denver Customers to the people and the places that matter most in their lives."

John Spight, Vice President of Swiner-

ton's Colorado Division said, "Swinerton is grateful to have been a part of the Southwest Airlines Technical Operations Complex Team as the general contractor, working alongside industry experts to bring this state-of-of-the-art hangar from conception to completion. We are thrilled to have helped Southwest complete one of the few capital improvement projects it continued with during the pandemic, and to join forces with Southwest as it expands across the nation."

The new hangar adds an important location within Southwest's network to support scheduled, overnight maintenance of its fleet of nearly 730 Boeing 737 aircraft. The Space inside the hangar can easily accommodate three Boeing 737s and room for eight additional 737s outdoors, and serve as the new home for Southwest's more than 100 Denverbased Technical Operations Employees. This hangar joins six other Southwest Airlines aircraft maintenance hangars located throughout the country including Atlanta, Chicago (Midway), Dallas (Love Field), Houston (Hobby), Orlando, and Phoenix.

Spirit Airlines opens a large aircraft maintenance hangar at George Bushrcontinental Airport

Spirit plans to staff the facility with more than 50 Houston-based Team Members to maintain and service Spirit's growing fleet.

Spirit Airlines recently opened an aircraft maintenance facility at George Bush Intercontinental Airport (IAH). This facility, located along John F. Kennedy Boulevard, will serve as a large aircraft maintenance hangar with offices and warehousing for the Spirit Technical Operations team when it begins its first phase of operations.

John Bendoraitis, Executive Vice President and Chief Operating Officer of Spirit Airlines said, "Maintaining our Spirit Fit Fleet in top condition is a priority for us every day, and we've picked the perfect additional location for our stellar Technical Operations team as they support our on-going growth. We're proud to bring the values and commitment to excellence that earned our team the FAA's Aviation Maintenance Technician Diamond Award of Excellence to Houston. Thank you to the IAH team for the great 10-year partnership, and we look forward to adding jobs and new maintenance capacity as we grow our presence in the community."

Director of Houston Airports Mario Diaz said, "Spirit Airlines will enhance their overall daily operations at Bush Airport by adding this new facility. This will not only benefit passengers all over their

Cont pg 10

UPCOMING HANGARS



Cont pg 09

network but will elevate the airport guest experience for those who fly out of Houston to the airline's multiple domestic and international destinations."

The maintenance complex includes two aircraft bays and ramp space for up to four aircraft, as well as a warehouse, shops, and office space, and adds an important geographical location to complement Spirit's maintenance hub in Detroit. Spirit plans to staff the facility with more than 50 Houston-based Team Members to maintain and service Spirit's growing fleet, which is planned to gain 24 new planes this year for a projected fleet-wide total of 197 by the end of 2022, and 33 more planes projected for delivery in 2023. As Spirit's network expands, this additional maintenance capacity will be located a short flight away from several of Spirit's busiest stations.

New F-15 facility coming up in Qatar to create a new era of technological advancement

Memorandum of understanding will cover Honeywell's primary systems on the Qatari Emiri Air Force's fleet of F-15QA aircraft.



The new facility will work towards a full range of sustainment solutions to be established now and completed within two years.

Honeywell, Barzan Holdings and Gulf Helicopters Company (GHC) have signed a memorandum of understanding (MOU) to establish dedicated F-15 sustainment services in Qatar. The plan is to build new capabilities within GHC facilities currently used to provide leading defense and commercial aviation services to operators from Europe and Asia.

John Guasto, vice president, International Defense and Space, Honeywell Aerospace said, "Honeywell is proud to work in collaboration with the government of Qatar through Barzan Holdings and Gulf Helicopters Company. This is a critical milestone for Honeywell in establishing relationships with an im-

portant allied force in the region."

Hamad Al-Abdullah, engineering director, GHC said, "This is a win-win relationship for all of us — Honeywell, GHC, and Barzan Holdings. Once established, the F-15 facility will create a new era of technological advancement and expansion of the talent pool in Qatar. Most importantly, this is a step further toward indigenization and excellence that leads to self-reliance."

Abdullah Al Khater, vice president, Barzan Holdings said, "Honeywell is an important and long-term partner for Qatar. Our collaboration with Honeywell will help us strengthen Qatar's sovereignty by building indigenous sustainment capabilities for the F-15QA and help boost areas such as research and development, knowledge transfer, and defense capabilities aligned with the country's long-term goal."

The MOU includes provisions covering sustainment solutions for Honeywell-made F-15 wheels and brakes and the secondary power system on the aircraft. Additionally, the aim is to work towards a full range of sustainment solutions to be established now and completed within two years. This MOU also envisions opportunities to promote technological advancement and knowledge transfer within Qatar, reduced operating costs, and increased sovereignty in Qatar's defense and security sector.



Bombardier expands its Wichita base, names Wichita as U.S Headquarters

Bombardier is engaged in active recruitment with a strong commitment to further job creation and diversification in Wichita.



Bombardier has expanded its footprint in Wichita by designating it as its new US Headquarters. This expansion includes a service center that supports Bombardier's entire family of Learjet, Challenger, and Global business jets along with an expert flight test center. It is one of the world's leading flight test centers that perform testing and certification of aircraft upgrades on all new Bombardier aircraft programs, including the ongoing certification campaign for the Challenger 3500 jet. From three hangars just four years ago, Bombardier's Wichita service center has expanded to include seven hangars today.

Wichita is also home to the newly renamed Bombardier Defense, reflecting the strategic expansion of its existing Specialized Aircraft division. The expanding defense market is a key area of growth for the company. With the reinvented Bombardier Defense, led by Steve Patrick, Vice President, Bombardier Defense will leverage Original

Equipment Manufacturer (OEM) design, manufacturing, and certification expertise to provide agile, innovative solutions hosted on Bombardier's classleading aircraft platforms. This center of excellence for defense applications, technology, and innovation fully leverages the Wichita workforce and local industry.

Tonya Sudduth, former Vice President of Operations, Wichita site, has accepted the newly created role of Head of U.S. Strategy. Based in Wichita, Tonya Sudduth will lead Bombardier's U.S. strategy, leveraging her extensive knowledge and rich aerospace experience to build strong relationships with key stakeholders in the community, government, and industry to further strengthen and grow Bombardier's presence across all its sites in the U.S.

Éric Martel, President, and CEO, Bombardier said, "Wichita was the obvious choice as the home of Bombardier's new U.S. Headquarters and Bombardier

Defense. For more than 60 years, the established skills and expertise from the Air Capital of the World is second to none, and this latest confirmation from the United States Air Force is a testament to the confidence they have in our aircraft and importantly, in the strength of our people in Wichita."

The US Air Force has awarded Bombardier with firm orders for modified Global 600 for USD465 million in support of the Battlefield Airborne Communications Node (BACN) program. Last year, Bombardier was awarded the sole-source engineering and modification Indefinite Delivery Indefinite Quantity (ID/IQ) contract from the USAF to modify up to six Global 6000 business jets to become E11-A BACN platforms.

Bombardier Defense will continue to leverage Wichita's highly reputed expertise to provide in-service support and upgrades to the USAF's expanding BACN fleet, underscoring Bombardier's status as a key U.S. aerospace employer.



A cut above the rest "Farsound's supply chain solutions" opens a new chapter in supply chain eco-system



K nown for thinking differently and finding out-of-the-box solutions to meet customers' supply chain needs, Farsound truly believes that no one shoe fits all, and hence they tailor their solutions to fit customer needs. This month, we have selected Farsound as our MRO of the month, a cut above the rest when it comes to supply chain needs. We had the chance to speak to Lee Kelsey, Group Sales Director at Farsound a few days back and got to know the making of Farsound, its history, and what separates it from the crowd.

The name

The name Farsound is rather unique, just like the solutions they provide. "We believe that the name is unique, different, and stands out within the market," says Lee with a smile, when asked about the name. "Over the years we

have looked at changing the name but realized that it was well established and thought of, within the aerospace community," he further adds. In 2020, the name tag Aviation was dropped from the name as a rebranding effort and now the company stands as Farsound.

The History

Farsound Engineering was founded as a manufacturer of small machined and fabricated aerospace parts in 1986. Looking back into the past, Lee says, "The journey has been like a rollercoaster to some degree. The founder of the business sadly passed away, which was a very hard time for the business but his wife and family members picked up the reins and pushed forward."

At around this time, Farsound Engineering distributed the items that were manufactured, thus adding a new

dimension to the business. Due to this Farsound Engineering won a major contract with HAESL or Hong Kong Aero Engine Ltd after which the winds of change started blowing in the direction of success.

In 2012 the company was sold to a venture capitalist, Rubicon Partners. They quickly realized that the business could be split into two companies, one doing machining, which is now called Xcel Engineering and the other being Farsound Aviation. During the 7 years under Rubicon, Farsound Aviation quickly expanded, due to fresh investment, in people and stock. "This allowed us to move to a new facility and win more new business. In 2015/16 we deployed a new strategy, where we would only focus on Engine MRO business and hone our focus on becoming the best in the business," Lee further adds



The Growth story

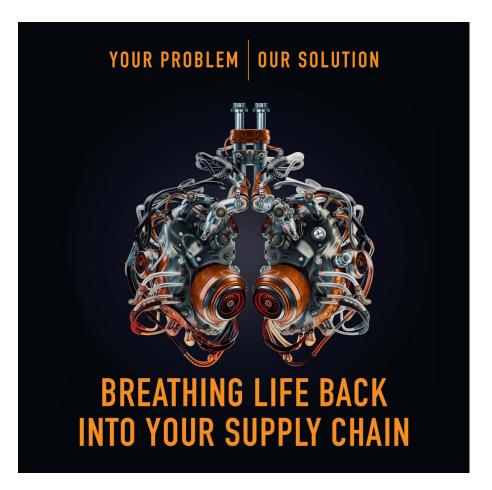
In 2018 Farsound acquired Sterling Aircraft, a small family-owned business in Canada. With this acquisition, Farsound expanded its footprint in North America and in turn the entire US market. This gave birth to Farsound Inc. In July 2019, a private equity company called AIGC took over Farsound Inc. However, they saw the potential and direction in the Farsound work and team. Just when AIGC's funding started pouring in, COVID -19 pandemic hit the aviation industry thick and hard.

The next six months were a struggle for Farsound. "We opened our communication channels with new MROs for Adhoc business," says Lee "We signed numerous contracts with MROs from the UK and the US spreading our roots in the global market," he further added.

In 2020, when the COVID19 pandemic was at its peak, Farsound was barely able to touch the profit lines slightly above 2019. Then with the dawn of 2021, Farsound grew in customer base and overall revenue. "Just last year, we dropped the suffixes – Aviation and Inc from our name – Now we are just called Farsound." Lee concludes

Farsound – The missing part of the jigsaw

The market competition is stiff and to survive the competition, you need to be unique, and different, Farsound not only understands this strategy, but they implement it while dealing with their clients. When asked what sets Farsound apart from its competitors, lee says, "We listen and we don't try to fit a square peg in and round hole. We are not there to try and sell you an idea or product that you don't want. Farsound wants to work with you, be a partner, be that missing part of your jigsaw. As per our new branding, we bring that human touch and are always contactable at any time." Explaining how Farsound has handled difficult clients and has always exceeded expectations Lee particularly recalls one customer from Spain that was reusing parts and wanted us to look at a way in which we could handle all the Adhoc parts, reused parts, and then supply them back. They were not being difficult, just wanted a tailored solution,



which we knew we could provide."

"We decided that we would supply kits that were 100% mandatory replaced and non 100% kits, where there would be a mixture of reused and new parts for that specific engine number. This is extremely complicated, and we needed to open a facility near the customer that could receive the parts that were potentially going to be reused. We would have to check and inspect the parts, receive all the new material, and then build many different kit models. Not only have we succeeded in this, but we have beaten the TAT (turnaround time) that was targeted to us by the customer."

Lee recalls another incident where the fitter had dropped or damaged a part needed to complete an engine. Farsound came up with instant solutions like vending machines on the engine build, quick TATs from site locations, etc, as Farsound holds consignment stock onsite and are now expanding into kitting/consignment.

"We are now working on an eCommerce system for all customers, where

it will beana interface showing all stock that is allocated for them, a place to drop and scan their orders, with immediate acknowledgment of the order and showing picking/despatch movements, "says Lee "The interface will still have that human touch because when the customer logs in, we will be notified and a chat box will be available," Lee further adds

Customer feedback

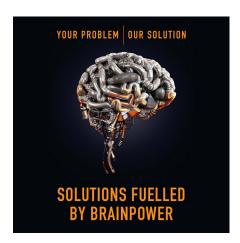
Farsound's outstanding work with some of the leading MROs in the industry speaks for itself. Below are a few of the comments from Farsound's clients

"Farsound never said 'no' or asked 'why do you need this? They simply did their very best to support our requirements. The relationship with Farsound works so well, that we don't give it much thought. It's a bit of a no-brainer, really," – HAESL

"Farsound's price, quality, delivery, and customer service are all excellent and is a good partner for our engine MRO business and I strongly recommend you to have business with them," MTU ZHUHAI

MRO OF THE MONTH





Effective inventory management

In Inventory management, the sole issue is that of uncertain demand for around 80% of aircraft spare parts, where planners can't predict what part will need to be replaced, where, or when, in such cases, the easy way out is to hold surplus stock, but that is not good for business besides it ties up a lot of cash. Farsound has a different way of dealing with the inventory problem, ...goes on to explain with an example. "Back when we won our first major MRO customer HAESL, we needed to think differently as we won a portfolio of around 4,000-part numbers. We faced money constraints as Farsound is a family-owned business," Lee further explains, "Due to the lack of space at HAESL, we had to forecast/predict what was going to be used in an ever-changing environment. We designed our own EDI/Consumption report, looking at trends over the last 18/12 and 6 months. Spikes in demands and where these parts were used. Tweaking the forecast going forward based on engine induction and knowledge that we gather from the market."

Going ahead, as the business grew, Farsound continued to use the same strategy but with upgrades and improvements. "As the customers grew, we can see different usages patterns and lay this over each other to see where items might increase/decrease. We have a great rapport with our manufacturers and suppliers, giving us a better understanding of the supply chain, lead-time, and material shortages. We have increased our knowledge, by employing new people from within the industry but we are also really



focusing on new tech solutions. Every day we keep adding to the huge jigsaw puzzle, understanding how we can better support our customers/partners," he further adds.

Dealing with the pandemic

With a far-away look in his eyes, Lee recalls," the pandemic was tough. We knew there would be a bounce back, but this time things were uncertain. First of all, we streamlined our purchase orders, but at no time did we cancel them, just moved them out but still committed to the supply chain that we were all in this together and will come out better together. We moved stock around to support customers' needs in different parts of the world, utilizing the stock that we had. We have always run a tight ship and due to our systems of forecasting/predicting usages, we were not holding massive amounts of stock that were tying up cash at such an important time of business."

"Once we got a sense that things were changing and the pandemic was moving to a different stage and people might be allowed to travel again, we decided to increase all our lead times and commit to new orders. This would put us first in the queue for production, giving us an advantage and ensuring that we can sustain the outstanding performance for our customers. Everyone can see that the market is bouncing back strong, but lead times have increased and with the war in Ukraine things have gotten worse within the supply industry. We have stayed in front of this curve and we intend to do so going forward," he says sounding more positive and

confident than ever.

Speaking about the looming challenges that are about to hit the aerospace logistics sector, Lee comments on the Shortage of parts, especially on legacy engines. "This is either because of material issues or due to the pandemic, some manufacturers have gone bust or diversified their business. Unfortunately, there is no quick fix to avoid this problem."

Sustainability & Farsound

When we bought forward the topic of sustainability, his face lit up with a big smile, Farsound is at the forefront with regards to sustainability and reducing carbon emissions. He says, "We have undertaken various projects and made changes in the working policies as we move towards a sustainable future,"

Some of the policies adopted by Farsound are -

- · Move to paperless processes.
- Monitoring of use of energy and processes that impact sustainability.
- Ability to work from anywhere in the world inside or outside of company premises.
- Reuse of inbound cardboard boxes as packing filler for the outbound product.
- Biodegradable packaging including AEO compliant packaging tapes.
- Move to electric/hybrid company vehicles.
- Installation of electric car charge points.
- Auto-shutdown of energy-consuming systems when not in use.
- Waste segregation and recycling. Green systems are a prime consideration for the Management Team as the company moves to new premises. Year on year business improvement targets is driven by every employee in the business because for Farsound the journey to protect the environment for future generations has started but will never end.

Farsound has global facilities in the UK, North America, Spain, Singapore, and Japan, when asked about the expansion plan going ahead, Lee humbly says," As of now we don't plan to open a new facility, maybe in future we might consider opening a facility in the US. Also, we are moving to a new facility in the UK in early 2023 and a bigger premises in Spain," he concludes.



C&L Aerospace strengthens Embraer parts inventory to meet rising demands

The inventory of E170 jets will be inducted into C & L's global warehouses.

C&L Aerospace recently completed the teardown of two E170 aircraft. All aircraft have now been completely disassembled and the inventory is in the process of being inducted into C&L's global warehouses, with the majority being stored at the company's main headquarters in Bangor, Maine. This is the first of many future teardown projects for C&L as they continue to develop their E170 programs and offerings.

Martin Cooper, Senior Vice President, C&L Aerospace said, "C&L has been investing in our Embraer program for many years now. We began by providing full inventory and repair exchange services for ERJ 135/145 operators and are now adding new programs to include the E170/175."



■ The new spares will be inspected and made ready for sale, which includes photographing and barcoding each part and corresponding documentation.

As with all of C&L's inventory, these parts will be inspected and made ready for sale, which includes photographing and barcoding each part and corre-

sponding documentation which is sent as viewable links on all customer quotes allowing more transparency for the customer during the buying process.



MRO NEWS



PTS buys two CFM engines and boosts inventory to meet customer demands

PTS Aviation continues to offer creative engine material and module solutions tailored to airlines and A320/B737 operators worldwide.



 The acquired engines contain high-demand internal and external components, including attractive life-limited parts (LLPs).

PTS Aviation has completed the purchase of two CFM56-7B24/26 engines in full LRU/BFE/QEC configuration from a major North American lessor. These engines contain high-demand internal and external components, including attractive life-limited parts (LLPs), and will be used either as rebuild candidates, module donors, or full disassembly candidates to support

PTS Aviation's customer base worldwide.

This major purchase represents PTS Aviation's second publicly announced transaction since StandardAero signed a definitive agreement to purchase the company late last year, a deal which marked StandardAero's tenth acquisition since March 2015. Founded in 1995, PTS has over 150 years of combined

aviation management experience and significant expertise in buying, leasing, and selling engines, modules, and used serviceable material (USM).

Commentating on the transaction, David Blackburn, Senior Vice President – Asset Leasing & Trading for PTS Aviation, said: "The team here at PTS Aviation continues to offer creative engine material and module solutions tailored to airlines and A320/B737 operators worldwide, as we work to support the efficient and effective recovery in air travel. We look forward to offering our customers additional solutions by leveraging our USM capabilities in support of the comprehensive CFM56-7B maintenance repair and overhaul services offered by StandardAero."

PTS Aviation, headquartered in Miramar, FL, is a worldwide supplier of used serviceable material for the CFM56-3, -5, and -7B engine models. StandardAero is an OEM authorized independent MRO provider and GE Designated Fulfillment Center for the CFM56-7B from its 162,000 square foot facility in Winnipeg, MB, Canada.

Fourteen and counting, MRO Insider expands the FBO network

With a flat fee, FBOs should see margins increase with MRO Insider.

RO Insider announces the addition of six FBOs to the platforms' latest feature, bringing the total number of FBOs to 14 since going live in the fall. Andy Nixon, President of MRO Insider said, "FBOs have suffered for years with current fuel programs that force guaranteed rates, leading to margins being cut. We incorporated this feature allowing the FBO to lower customer acquisition costs by submitting a quote based on real-time

FBOs are notified through e-mail and mobile push notifications that opera-

supply and demand for services while

only paying a \$25 admin fee."







tors are searching for fuel, hangar space, lavatory service, transportation, and more within the app.

Andy further added, "To streamline alternatives for the operator, the app request pings all FBOs on our network within 100 nm of the destination. This allows FBOs to get in front of and possibly move the business to their ramp. It also gives the

operator a road map to the best services for that particular trip."

The FBO responds within the app directly to the operator. Pricing, customer reviews, and other pertinent details are included in the FBO. The average response time through the MRO Insider platform is less than 10 minutes, which may include a quote or a message from the FBO. No initial fee is charged for the FBO to sign up. Service also includes logo and location(s) on MRO Insider's live map feature. The company has a goal of surpassing 100 FBOs in 2022, which may include international locations as well.



Having AOG situation, get in touch with StandardAero's MST support mission for rapid-response

The integration of StandardAero team with Dallas Airmotive's FIRST support field service adds capability to the customers' demands.

StandardAero recently acquired Dallas Airmotive's F1RST Support field service team. This newly integrated global Mobile Service Team now has over 100 team members and will continue to deliver on-site and AOG engine support to both business aviation and helicopter engine customers when and where they need it most, but on a bigger scale than before

The refreshed StandardAero MST brand and unified organization is a direct result of StandardAero's efforts to continue to grow service offerings that provide value to its customers.

Jeff Turner, VP of StandardAero's Service Network said, "We're excited to see the continued success this newly united MST will achieve and the value the team's members will provide our customers in this expanded service network. The integration of StandardAero with other world-class aircraft MRO service organizations adds capabilities our

customers not only need but demand from us as an industry leader."

StandardAero's MST technicians stand ready for dispatch to aircraft operators around the world, where customers can rely on expert support services for their aircraft, including AOG and technical support, troubleshooting, engine removal, and reinstallation, borescope inspections. line maintenance, and more.

"When you see our vehicles and technicians bearing the StandardAero MST brand, you'll know your aircraft is in good hands," Turner said.

StandardAero's MST support mission is to provide rapid-response, expert technical services that ensure aircraft are returned to service as soon as possible. Using the latest in technology enables StandardAero's MST to capture customers' unique needs and requirements and swiftly deploy mobile service technicians to their aircraft's location for support.

Forrest Moore, Director of StandardAero's Mobile Service Team said, "Key to our rapid response capability is how customers can get in touch with our mobile service managers. We encourage aircraft operators to download our myStandardAero app to request MST support or visit StandardAeroMST.com."

StandardAero's global MST provides support to customers operating Pratt & Whitney Canada PT6A, PT6T, PW100, PW200, PW300, PW500, and JT15D engines, Honeywell TFE731, HTF7000, and CFE738 engines, and GTCP 36, RE100 and RE220 APUs, GE CF34, CT7 and T700 engines, Rolls-Royce M250, RR300, BR710, Tay, Spey and AE 3007 engines, and Safran Arriel 1 and 2 engines. Airframe and avionics support is also available for select airframe models and avionics products.

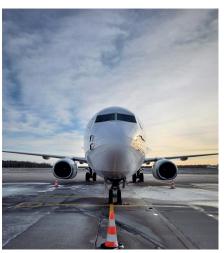
Operators can download the myStandardAero app from their Google or Apple device's app store or visit StandardAeroMST.com if in need of MST support.

AviaAM's ambitious plans of converting 25 passenger aircraft to freighters to meet demands

The already booming cargo market still has a lot of potential for development, therefore Passenger-to-Freighter conversion project is an exciting and promising opportunity.

A viaAM Leasing recently acquired an additional Boeing 737-800 for its Passenger-to-Freighter (P2F) conversion project. They began this project in March 2021, and have successfully expanded their list of assets since then. This latest acquisition will take AviaAM one step closer to its commitment of having 25 converted aircraft of different types in the upcoming four years.

Tadas Goberis, the CEO and Chairman at AviaAM Leasing said, "I believe that the already booming cargo market still has a lot of potential for development, therefore our Passenger-to-Freighter conversion project is an exciting and promising opportunity for AviaAM Leasing. While such an undertaking re-



 AviaAM plans to expand its presence in the air cargo market further strengthening its position as a reliable and world-class leasing and trading services provider.

quires intricate planning and complex solutions, I trust that it will aid in our efforts to expand our presence in the air cargo market, further strengthening our position as a reliable and world-class leasing and trading services provider."

The aircraft is ferried to Taikoo (Shandong) Aircraft Engineering Company Limited (STAECO) facility in Jinan (TNA), China where it will undergo the conversion work in the next four months.

This is the fourth Boeing 737-800 inducted for cargo conversion, with the first two already delivered to the lessee and successfully operated by Bluebird Nordic, and one more soon to be delivered for operations.

MRO NEWS



Ethiopian signs MoU with UTD and AFRAA to increase MRO footprint in the US market

Ethiopian MRO Services, as the largest MRO service provider in Africa, is continuously increasing its capacity and expanding its reach to customers in the Middle East, Europe, and the Americas.



Signing this agreement is in line with Ethiopian's plan to increase its market reach and build our presence in North America and tap into the big potential market in the region.

Ethiopian Airlines MRO, UTD Aviation Solutions, and the African Airlines Association (AFRAA) have signed a tripartite MoU to work together on Maintenance, Repair, and Overhaul (MRO) services in pursuance of The Brown Condor Initiative (BCI). The signing cer-

emony took place at Ethiopian Airlines headquarters in Addis Ababa, Ethiopia.

The Brown Condor Initiative (BCI) is a joint initiative that was conceptualized in 2020 and officially launched by UTD Aviation Solutions and AFRAA in May 2021. The BCI project is aimed at provid-

ing a platform for AFRAA members with Maintenance Repair and Overhaul (MRO) facilities to relieve the USA MRO workforce crunch in terms of both facilities and manpower constraints, as well as support other airlines from the USA in MRO services and aircraft spares.

Speaking at the signing ceremony, Mr. Abdérahmane Berthé, AFRAA Secretary-General said, "This signing ceremony with Ethiopian Airlines is a significant milestone in the Brown Condor project. We express our appreciation to Ethiopian Airlines as the first African airline to sign the Memorandum of Understanding (MoU) that will operationalize the objectives of this robust Project. For 2 years, as part of the industry recovery measures at AFRAA, we have been work-

Cont pg 19



















Cont pg 18

ing with partners to bring solutions to our members to reduce costs or increase revenues. We look forward to onboarding other AFRAA airlines with EASA or FAA Certified MRO capabilities onto this project. Our joint efforts reflect a paradigm shift in the MRO industry."

Ethiopian Airlines Group CEO Mr. Mesfin Tassew on his part, said, "Ethiopian MRO Services, as the largest MRO service provider in Africa, is continuously increasing its capacity and expanding its reach to customers in the Middle East, Europe, and the Americas. We are pleased to sign this MoU with UTD and AFRAA as it is in line with our plan to increase our market reach and build our presence in North America and tap into the big potential market in the region."

Dahir Mohammed, President, and CEO of UTD Aviation Solutions said, "The pandemic has exposed how delicate the aviation pipeline truly is. OEMs and MROs have a consistent demand for airframe checks and engine shop visits, and relatively predictable demand for new repaired and used spares. Without a major Paradigm Shift, we will never find a solution.

The African Aviation Renaissance is the Paradigm Shift needed for the solution to this Crisis. This Tripartite Agreement will correct the trajectory of the Aviation comeback."

The MoU will forge collaboration between AFRAA member Airlines' associated MROs with US Airlines, MROs, OEMs, Distributors, and other US civil aviation organizations companies. The management of the Airline's MRO excess spare parts inventory both locally and from the USA shall be coordinated through a virtual consignment platform.

STS to provide MRO support to Flybe throughout the United Kingdom

STS and Flybe expand their ongoing partnership for new Flybe fleet.



■ STS Aviation will be providing MRO support to Flybe's newly inducted De Havilland Canada Dash 8-Q400 aircraft.

 \mathbf{F} lybe has selected STS Aviation to provide MRO support to its fleet at various locations throughout the UK.

Ian Bartholomew, Senior Vice President of Commercial & Business Development for STS Aviation Services said, "We are extremely pleased that Flybe has selected STS as its primary maintenance provider, and we very much look forward to growing together over the years to come."

Ron Karger, Chief Technical Officer for Flybe said, "We are excited to be working with STS Aviation Services as our primary maintenance provider. We have been working closely with the STS team for several months now, and we're looking forward to building on that relationship to ensure world-class reliability for the new Flybe fleet, which will be made up of De Havilland Canada Dash 8-Q400 aircraft."

Colby Payne, Head of Sales for STS Aviation Services said, "This full-service solution created and dedicated to Flybe by STS Aviation Services is a testament to our ability to understand what the customer wants. The entire STS team is delighted to have been chosen, and selected, by Flybe for all things aircraft maintenance/logistics related."

MRO NEWS



Ryanair signs Joramco for heavy maintenance as it plans massive fleet expansion

Ryanair plans to grow its fleet to over 600 aircraft over next few years.



Joramco has been providing ad-hoc maintenance for Ryanair's fleet for the past 3 years.

Joramco recently signed a 5-year heavy maintenance agreement with Ryanair which will see Ryanair utilizing up to 6 heavy maintenance bay slots at its facility in Amman. Ryanair uses a mix of internal facilities and external suppliers to conduct its heavy maintenance.

Commenting on the deal, Joramco's Chief Executive Officer, Fraser Currie said, "We are delighted that Ryanair has selected Joramco to be its trusted MRO provider as Ryanair grows its fleet. This long-term partnership is a result of Joramco's world-class expertise and efficient services. This growth comes after the completion of another successful winter season with Ryanair. This deal is a significant factor in our strategic growth and road map which is expected to see an increase in Joramco's footprint."

Speaking on the impact of this announcement, Ryanair's Director of Operations, Neal McMahon, said: "Our 5-year growth plan will grow our fleet to over 600 aircraft and we are pleased to extend and enhance our agreement with Joramco who have been providing ad-hoc maintenance for our fleet for the past 3 years. This agreement will allow Ryanair to utilize up to 6 heavy maintenance slots, with aircraft coming in nose to tail for the next 5 winter seasons. Joramco is a long-established maintenance provider with state-of-the-art facilities and over 50 customers around the world. It has an excellent reputation for a quality service offering in the industry and we are pleased to be announcing this new and enhanced deal. This agreement will ensure that Ryanair has flexibility as to where it places its aircraft for the winter maintenance season."

This agreement will ensure that Ryanair's requirements are more than met as it grows its fleet to over 600 aircraft over the coming years.



HOSTED BY



DIGITAL DRIVEN RESURGENCE

24 - 26 MAY 2022 WWW.AEROSPACESUMMIT.COM ABU DHABI, UAE

Follow us on:

f | in | ◎ | ❤
#AEROSPACESUMMIT

The Global Aerospace Summit, hosted by Mubadala, will return as a leadership gathering of the aerospace, defence, aviation and space industries in 2022.

The Summit is a gathering place for thought-leaders, technology innovators and adjacent industry experts who discuss where investments must be made now to drive renewal in the aerospace sectors and how to capitalise on the opportunities that arise from the fundamentally reshaped business ecosystem.

LEARN MORE





LOT Polish Airlines continue to place trust in quality & reliability of Lufthansa Systems' NetLine solutions

LOT Polish Airlines have been a Lufthansa Systems customer for NetLine for more than 25 years.



NetLine/Sched provides LOT Polish Airlines tools to measure the profitability of alternative scheduling scenarios.

Warsaw-based LOT Polish airlines will continue its agreement with Lufthansa Systems for another eight years. The contract will extend the use of the schedule management solution NetLine/Sched, the crew management solution NetLine/Crew as well as the migration to operations solution NetLine/Ops ++ plus additional hub management functionalities.

LOT Polish Airlines have been a Lufthansa Systems customer for NetLine for more than 25 years. By using these NetLine applications, LOT Polish Airlines is supported to act extremely quickly and flexible to the impacts of the COVID-19 crisis such as rapid market changes, spontaneous flight cancellations, and unpredicted changes in booking behavior that might lead to changes in the flight schedule, the aircraft type, flight capacity, and the operations control.

Marco Cesa, Senior Vice President Regional Management EMEA, at Lufthansa Systems said, "Lufthansa Systems and LOT Polish Airlines have recently reaffirmed their partnership with another long-term agreement. We are very pleased about LOT Polish Airlines' continued trust in us. We value our partnership with LOT Polish Airlines very

much and look forward to many years of fruitful relationship."

LOT Polish Airlines is one of the many airlines which will migrate its operations to NetLine/Ops ++. NetLine/Ops ++ is currently one of the most comprehensive operations control systems on the market. The application monitors current flight operations and optimizes daily aircraft utilization. By implementing Lufthansa System's solution, the carrier can react swiftly to flight irregularities and increase on-time performance through a more comprehensive overview of flight movement. This will enable the airline to improve daily flight operations, provide reliable services, and contribute to enhancing the traveler experience. It will also reduce operating costs for LOT Polish Airlines and help to capitalize on staff productivity.

Maciej Wilk, Chief Operating Officer, LOT Polish Airlines said, "The quality, reliability, and customer support of the integrated NetLine solutions of Lufthansa Systems contribute to our ongoing business success. The integrated NetLine applications provide our controllers with a complete overview of the status of flights and increase our network's overall efficiency."

NetLine/Sched covers all aspects of

schedule management. It continues to provide LOT Polish Airlines tools to measure the profitability of alternative scheduling scenarios. Optimizers help the airline increase aircraft productivity or make capacity adjustments for better profitability to meet ad hoc changes. A comprehensive slot management functionality supports the communication with the slot coordinators and the monitoring of historic slots.

NetLine/Crew, covers the entire airline's crew management process, helping LOT Polish Airlines to reduce costs, improve crew productivity and manage short-term operational changes. The tool covers the multitude of issues facing an airline's crew management team with 24/7 operations, support, and unique industry expertise, together with a system that promotes the exchange of information between flying personnel and crew management. NetLine/Crew provides crew planners and controllers with decision-making tools, making it easier for them to create and manage crew duty rosters. One major advantage of the system is that crew members are integrated into crew management processes using embedded communication functions.

MRO NEWS



L3 Harris continues to place faith in 8tree's dentCHECK mapping for consecutive three years

dentCHECK is the world's only handheld-portable, completely wireless 3D scanner tool with integrated AR.

A tree has successfully achieved three years since providing dentCHECK support to L3Harris Technologies. L3Harris' Greenville, Texas aircraft missionization center uses dent-CHECK to improve the efficiency and quality of its aircraft damage-mapping activities. Apart from L3, 8tree has a wide range of aerospace and defense customers who are regularly using dentCHECK to expedite flight readiness.

Arun Chhabra, CEO, 8tree said, "In our experience, the technical rigor of the L3Harris team is unparalleled. In light of this, it was all the more rewarding for us, when they decided to implement dentCHECK at their Greenville site a few years ago to enhance their diligent aircraft damage-mapping processes. We are honored and excited to play our small part in the mission of supporting the warfighter to protect our nation and its allies. We look forward to continuing to enable L3Harris with our technologies and having them experience 8tree's exceptional customer service."

dentCHECK is the world's only handheld-portable, completely wireless 3D scanner tool with integrated AR that is purpose-built for the aviation maintenance industry. It is now used by the world's leading commercial, cargo and defense maintenance, repair, and overhaul providers (MROs). Delivering real-time 'go/no-go' answers at the push of a single button, the tool significantly reduces damage-mapping and reporting times, compared to traditional manual methods that use depth gauges and straight edges.



 dentCHECK significantly reduces damage-mapping and reporting times, compared to traditional manual methods.





WWW.MEBAA.AERO
FOLLOW US ON:
f in

#MEBAASHOW





Celebrating a decade of entry into service, AJW Technique awarded Honeywell Global Channel Partner

The Channel Partner of the Year Awards recognizes Honeywell's most trusted partners for their achievements.



AJW

Honeywell

Global Channel Partner of the Year

■ The award celebrates AJW's incredible performance versus Honeywell's Annual Operating Plan as well as AJW's contributions to the A320 family / A330NEO and B737 MAX ADIRU distribution.

A JW was recently named as the Coveted Honeywell Global Channel Partner of the year. This was for AJW's incredible performance versus Honeywell's AOP (Annual Operating Plan) as well as AJW's contributions to the A320 family / A330NEO and B737 MAX ADIRU distribution and B787 new product programs.

Conrad Vandersluis, SVP Strategic Material & Asset Management, AJW Group, said: "We are honored to be awarded Honeywell's Global Channel Partner of

the Year, especially in a year full of celebrations at AJW as the Group celebrates 90 years of transforming aviation efficiency and AJW Technique reaches the 10-year milestone of offering first-class MRO solutions. We look forward to the continuation of our long-standing relationship with Honeywell and offering world-class service to operators worldwide."

The Channel Partner of the Year Awards recognizes Honeywell's most trusted partners for their achievements following the past two years of unprecedented challenges in the history of aviation.

The global sole distribution agreements include AJW holding distribution inventory at their global facilities to meet the needs of the worldwide A320 family, A330NEO, Boeing 737 MAX, and 787 operators and complement the extensive inventory of Airbus and Boeing parts and maintenance, repair, and overhaul services that allow AJW to deliver complete support solutions to customers. Customers benefit from AJW's expertise in flexible, end-to-end supply chain logistics, with the ability to provide exchanges and additional solutions for AOG and IOR-level support. In addition, AJW Technique, AJW Group's maintenance hub and an authorized repair facility for multiple Honeywell products is lining up for capability extension to offer complete support on the ADIRU platforms.

Horizon air maps dents quickly and accurately with dentCHECK

dentCHECK allows to quickly assess and map dents in a fraction of the time it would take to hand map.

Horizon Air has begun implementing dentCHECK as a part of its fleet maintenance activities to enhance the efficiency and quality of the aircraft damage-mapping and reporting activities. dentCHECK is the world's only handheld-portable, completely wireless 3D scanner tool with integrated AR that is purpose-built for the aviation maintenance industry.

Archie Vega, Director of Line Maintenance at Horizon Air said, "With dentCHECK, Horizon is able to quickly and accurately map dents and release aircraft back into the operation safely. dentCHECK allows us to quickly assess and map dents in a fraction of the time it would take to hand map. This will advance our capability into the future

as we start to expand dentCHECK use to other Horizon maintenance locations."

Arun Chhabra, CEO, 8tree said, "We are delighted to welcome Horizon Air to 8tree's growing base of dentCHECK customers. Horizon joins the rapidly growing global aviation community of more than three dozen airlines, MROs and OEMs who rely on dentCHECK for verifiable end-to-end digital damagemapping and reporting, across a wide variety of commercial, cargo, business and defense aircraft. We look forward to empowering Horizon's maintenance operations and having them experience 8tree's exceptional customer service."

It is now used by the world's leading commercial, cargo and defense MROs.

Delivering real-time 'go/no-go' answers at the push of a single button, the tool significantly reduces damage-mapping and reporting times, compared to traditional manual methods that use depth gauges and straight edges.

Approved and recognized by all major aerospace OEMs (Airbus, Boeing, Bombardier and Embraer), dentCHECK is used by the world's leading airlines/MROs for fast and accurate damage mapping and SRM-compliant multi-dent reporting. When compared to traditional inspection methods, dentCHECK delivers a 90% gain in efficiency and 35x better measurement consistency.

OEM-acceptance has led to widespread adoption of dentCHECK amongst airlines/MROs.

MRO NEWS



Panasonic avionics to install latest eX3 IFE system in Finnair's widebody fleet

Panasonic Avionics will upgrade Finnair's eight Airbus A330-300 aircraft by installing its latest eX3 system from its previous eX2 version.

Finnair has selected Panasonic Avionics to upgrade thein-flight entertainment (IFE) systems across its widebody long-haul fleet. The IFE upgrade is an integral part of the Nordic cabin enhancements being introduced by Finnair across its long-haul fleet, including the introduction of a brand-new Premium Economy cabin.

Ken Sain, Chief Executive Officer of Panasonic Avionics Corporation, said, "Finnair's innovative and eye-catching widebody cabin enhancements take their passenger experience to a new level. Panasonic Avionics is honored to be contributing to this upgrade with our latest in-flight entertainment solutions, marking the latest chapter in our

relationship with this industry-leading carrier."

Panasonic Avionics is installing its latest eX3 system in all cabins on Finnair's eight Airbus A330-300 aircraft – upgrading them from its eX2 system. Finnair's 19 A350-900 aircraft, which already carry eX3, will also see their premium cabins upgraded to the latest version of the system.

Harri Valkama, Digital Channel Lead at Finnair said, "This upgrade for Finnair reflects our commitment to deliver a premium experience in every cabin on our aircraft. Having the latest technology onboard will allow our customers to stay entertained as they travel longhaul. We chose Panasonic Avionics for its

innovative solutions and ability to support Finnair developed digital inflight ecosystem. We can rest assured that our customers will experience high-quality, state-of-the-art systems."

The first upgraded aircraft entered service in February 2022.

With the upgrade, Finnair's customers will experience Panasonic Avionics' award-winning eX3 system in every cabin of its long-haul fleet, including HD screens at each seat, complete with capacitive touch displays and handsets, and USB and laptop charging facilities.

Finnair's in-flight connectivity services are also provided by Panasonic Avionics, and they recently became the European launch customer for its Arcmap platform.

Aeroflyer provides IFE to the passengers of Boeing 737 fleet with Bluebox digital platform

Initially, Aeroflyer will deploy IFE using Bluebox's battery-powered Bluebox Wow hardware.

Aeroflyer has selected Bluebox Aviation Systems to provide wireless streaming services across its fleet of Boeing 737 aircraft. Initially, Aeroflyer will deploy Bluebox's digital platform on its first two aircraft using Bluebox's battery-powered Bluebox Wow hardware. The airline will then migrate to the aircraft-powered version of Bluebox Wow as they expand their fleet.

Aeroflyer is a new charter airline based out of Kelowna, British Columbia, and provides passenger charter services across North America.

Brad Schroeder, Manager, Engineering said, "Launching a new airline on the back of the most challenging times our sector has endured, meant we had to come away from the gate with the most compelling offering available. With more passengers today expecting some kind of digital service on board, it was a case of W-IFE being a 'must have'. Just as we work with our airline and corporate charter customers to deliver excellence, we know how important it is to have



partners who excel in what they do, and are flexible and supportive. Throughout the pandemic, Bluebox has helped us to configure a digital platform on a hardware configuration that will suit our needs as a charter airline as it grows, with the variety of purposes required for an IFE system offering today."

The Bluebox system will offer movies, TV programs, and a moving map to Aeroflyer's charter customers – workers flying to Canadian oil fields, sports teams, and other corporate clients; and can be adapted to align with airline customers chartering Aeroflyer aircraft to supplement their fleet.

Speaking about securing another Canadian airline customer, Bluebox CEO

Kevin Clark said: "These are exciting times as we come out of the pandemic with our existing customers returning to and enhancing their Bluebox deployments, and new airlines like Aeroflyer entrusting us in introducing a flexible and powerful digital platform to deliver a rich inflight experience from service launch."

Bluebox's digital engagement platform provides digital services and content streamed to passenger devices in any aircraft cabin. These include revenue-generating services such as onboard retail - including touch-free payments, advertising, and more traditional in-flight entertainment, including a wide range of film, TV, audio, games, and reading material. Bluebox Wow is a discrete, lunchbox-sized unit, typically stowed securely in overhead bins, which creates the captive Wi-Fi network on board and delivers the digital services directly to passenger phones, tablets, and laptops.



GE and Tamil Nadu Government partner to develop an ecosystem of advanced research using additive technology

The Centre will work towards the technology development of aviation engine parts such as compressor heat exchangers, combustor components, casing, frames, gears, and splines.

G E Aviation has partnered with Tamil Nadu Industrial Development Corporation Ltd. (TIDCO) to set up a Centre of Excellence (CoE) in emerging technologies. Governed by the special purpose entity (SPV) of TIDCO, the CoE aims to create an ecosystem of advanced research and development using additive technologies. Both GE and TIDCO signed a memorandum of understanding in 2021. An investment of about INR 141.26 crores over five years was proposed to be funded by TIDCO and GE in two phases.

The Centre will work towards the technology development of aviation engine parts such as compressor heat exchangers, combustor components, casing, frames, gears, and splines. It will also take up projects in the development of predictive analytical solutions for additive manufacturing (AM) for industry 4.0. The center will aim to develop Indian intellectual property for AM technologies including materials, machines, and design software to provide specific technology solutions.

Talking about the collaboration, Thiru B. Krishnamoorthy, IOFS, Additional Secretary and Project Director, TIDCO said, "The GE partnership with the Government of Tamil Nadu is a significant milestone in the growth of the aerospace and defense ecosystem in the State. With the establishment of this facility, Tamil Nadu will emerge as an aerospace and defense hub for research and development and advanced manufacturing of aerospace parts. The partnership with GE will help attract investments in the defense and aerospace sector for the State."

Vikram Reddy, General Manager, Aviation Engineering, GE said, "GE will bring its rich 100-year aerospace experience to this CoE. The CoE can leverage GE's technology and research capabilities in an agile environment. GE's team will be backed by its India technology center team located in Bangalore, which has been working on aerospace technology design development for over 20 years."

Recently India's Ministry of Electronics and Information Technology rolled out a national strategy for Additive Manufacturing (AM) to encourage collaboration between government, industry, and academia with the goal of making India a global hub for the design, development, and deployment of 3D printing.

Additive Manufacturing (AM), also known as 3D printing, is a manufacturing technology whose adoption is increasing at a rapid pace in industries like aerospace, automotive, and healthcare. Unlike conventional manufacturing, AM can enable complex designs without an additional cost burden. It offers unprecedented geometrical freedom and can, therefore, not only enable significant design innovation but also produce an assembly of several different parts as a single unit.



Welcome to the global platform where the industry presents, connects and engages. Our dedicated helicopter event connects the international rotorcraft community for three days of static displays, aerial demonstrations, conferences and more. Dubai Helishow 2022 is a platform for showcasing the latest products and services in commercial, defense and military aviation, as well as civil & military space technology.

GET INVOLVED TODAY!

To find out more about the available sponsorship & exhibition packages, contact us today at info@domusgroup.ae | +971 4 241 7177 www.dubaihelishow.com







Honeywell's strategic expansion in Malaysian market as aircraft fleet demand continues to grow

Memorandums of Understanding with Airod Techno and Galaxy Aerospace will provide maintenance, repair and overhaul services for a variety of aircraft.

Honeywell signed two memorandums of understanding with Airod Techno Power and Galaxy Aerospace respectively to further strengthen its presence in Malaysia. These agreements are intended to tap into Honeywell's expertise in maintenance, repair, and overhaul (MRO) of aircraft in various capacities

Honeywell and ATP will work to identify potential opportunities in two key areas. Firstly, providing licensed MRO activities for Honeywell's 85-series Auxiliary Power Units (APUs) and APU Fuel Control Units (FCUs) for C-130 aircraft platforms operated by the Royal Malaysian Air Force in Malaysia. The aim of the partnership is to increase the capabilities of the Air Force in the country and improve turnaround times. Secondly, both companies will explore aftermarket opportunities for Honeywell products and spares provision for

existing C-130 aircraft platforms.

Sathesh Ramiah, Vice President, Defense & Space, Asia Pacific, Honeywell Aerospace said, "Based on these MOUs we hope to further strengthen our presence in Malaysia and cement our expertise and experience in the MRO space. As demands on aircraft fleets continue to grow, efficiency will prove to be key as operators look to enhance their capabilities, shorten turnaround times and reduce downtime. The trust that both Airod Techno and Galaxy Aerospace have in our team is a testament to Honeywell's commitment to the Malaysian market, and it has been a strategic market in the region."

The cooperation with Galaxy Aerospace will center on opportunities for its AW139 MRO fleet of helicopters. This would increase the capabilities of the fleet in the country and improve turn-

around times. Galaxy Aerospace and Honeywell will also explore aftermarket opportunities for Honeywell products on the existing AW139 fleet in Malaysia. There are also plans to reach out to Malaysian Government users contracted by Galaxy Aerospace and commercial helicopter users to educate them on the available Honeywell upgrades for their fleets. Additionally, the two companies will identify opportunities locally for retrofit, modification, and upgrades, as well as providing spare parts to support local government fleets.

Honeywell's proactive and predictive approach to MRO helps ensure that fleets avoid unnecessary downtime and that any potential issues are spotted before they arise. Powered by Honeywell Forge, Honeywell is able to help shorten maintenance cycles, and reduce maintenance costs while driving operational efficiency.

APS to aid Marsh Brothers in their European expansion plan

Aviation Parts Services is headquartered in Germany with facilities in Belgium and Serbia.

Marsh Brothers Aviation signed an agreement with Aviation Parts Services, in which Aviation Parts Services will market and sell all Marsh Brothers' product lines like advanced polymer bearings and seals in the European market. Aviation Parts Services is headquartered in Germany with facilities in Belgium and Serbia. This agreement aligns with Marsh Brother's growth strategy to expand into the European aviation market.

Wolfgang Dillbaum-Alexius, General Manager, Aviation Parts Services said, "APS is delighted to be part of Marsh Brothers' European expansion. We expect to develop a significant presence in Europe for Marsh Brothers' polymer technology. There's great potential in Europe as general aviation is booming. Flying hours have increased. The pre-owned aircraft market is very strong. Better still, Marsh Brothers support aircraft plat-

forms with hard-to-find parts. We have very strong synergies that will benefit European customers."

Juan Rivera, Marsh Brothers' Business Development Manager, said: "We are incredibly excited at the opportunities that this partnership presents. APS is a wellknown European aviation parts distributor. Its European reach and positive reputation in the EU aviation industry make APS a very good fit for us. We envision a very strong partnership that will add value for both companies as we mutually pursue future growth in the general and regional aviation markets. The strength of our value proposition and our proprietary engineered polymers gives APS something that no other company has to offer in Europe. This partnership aligns precisely with our growth strategy. We consider APS a key part of that plan."

Marsh Brothers Aviation has decades

of experience and success developing innovative lightweight, non-metallic, self-lubricating bearing and sealing solutions for the light aircraft and general aviation markets. Its products have improved aircraft reliability and maintainability. Typical applications for their polymer bearings include landing gear pneumatic struts (bearings, dynamic seals and piston wipers), landing gear structures (link bushings), hydraulic actuators (seals, glands, piston rod wipers), flight controls (hinge bushings, rollers), passenger and cargo door hinge bushings and rollers.

With a focus on Canada and US markets, Marsh Brothers recently expanded its product lines to support Mooney, Cirrus, Cessna, King Air and Beech 1900 platforms, offering these aircraft owners the opportunity to reduce maintenance time and costs.

SPECIAL STORY





"Champion's Door ability to adapt to challenging situations is a factor that has led to success"

Champion Door is celebrating its 30th anniversary since its entry into business this year. Over the years, Champion Door Oy has developed from a familyowned company manufacturing solar screen products into an internationally acclaimed manufacturer of fabric foldup doors and partitions walls for large

applications. Today, Champion Door products are shipped to over 50 countries across the globe.

History -

Founded in 1992, their roots go back to 1974, when Viljo Hosio started a business and founded Nivalan-Kaihdin Ky.

Champion Door designed its first large shipyard and hangar doors in 1998. At the same time, they developed a ground-breaking thermally insulated fabric fold-up door and later several new technically exceptional solutions. International demand for products grew rapidly. After the turn of the millennium, the company decided to focus solely on making large doors and in 2005 changed its name to Champion Door. They never looked back since.

Over the years, operations have expanded with overseas offices and distributors around the world. According to CEO Pekka Hosio, internationalization has been made possible by committed and flexible subcontractors. Praise is also given to dedicated, employees with good language skills, some of whom have worked for Champion Door since its beginning. "We have offered our products without prejudice to different countries and for different functions, and we know that they are suitable

SPECIAL STORY



for any circumstances. International business also requires excellent project management skills, as our doors of over 12 meters in width are only assembled from subassemblies into finished doors at the site. Each country has its practices that we have learned to work with."

The customer is served throughout the product's 30-year life cycle

Champion Door has been successful thanks to continuous development work. They also invest in versatile customer service. Champion Door is already involved in the design phase of the building and offers its expertise to both building designers and architects.

"We are in active contact with our customers and offer them detailed service. We store detailed project information in our system, starting with the product structure and part numbering. Thanks to careful documentation, we can provide maintenance and spare parts services throughout the product's 30-year life

cycle," says CEO Hosio

Thanks to the continuous product development, Hosio is aware of the sharp and innovative staff. Champion Door has managed to find solutions for its products that competitors do not have. The company also offers its customers a customized service for total solutions. Often, Champion Door is selected as the Door supplier when the solution offered by international competitors is not sufficient.

"We are always ready to meet the special needs of our customers and develop new solutions. It has increased our competitiveness in the market to its current level." Hosio further adds

The Pandemic

Champion's Door ability to adapt to challenging situations is a factor that has led to success.

Hosia recalls the pandemic times with horror, "The pandemic hit us like a thousand volts of electricity. The number of orders decreased and customers had to postpone the production of orders placed. Despite the challenges posed by the pandemic, our faith in the future is strong."

50 countries, it's only the beginning

When asked about the expansion policy going ahead, Hosio replied, "We will continue to modify our products, but the main points will remain the cornerstone of our operations – we will continue to serve our customers quickly and actively and offer them solutions that are suitable, functional and stylish for their needs."

Champion Door plans to grow and expand more in the future. Internationalization continues with the expansion of the global dealer network and the recruitment of native sales personnel abroad. The United States is an evergrowing market area for Champion Door. Operations have recently been extended to completely new market areas, such as Oceania and South Asia.





Ryanair signs landmark deal with Neste to power one-third flights from Schiphol airport with SAF blend

This blend will reduce greenhouse gas emissions by over 60 percent, supporting Ryanair's 'Pathway to Net Zero by 2050' decarbonization goals.



It is great to see Ryanair as the first short-haul carrier to take the SAF at Amsterdam Airport Schiphol towards a more sustainable future.

Ryanair recently signed a partnership deal with Neste to power around a third of its flights at Amsterdam Airport Schiphol (AMS) with a 40 percent SAF blend. This blend will reduce greenhouse gas emissions by over 60 percent, supporting Ryanair's 'Pathway to Net Zero by 2050' decarbonization goals.

Director of Sustainability, Thomas Fowler said, "We are delighted to announce this landmark deal with Neste which will see Ryanair uplift this new 40 percent SAF blend. SAF is a cornerstone of our Pathway to Net Zero by 2050 decarbonization strategy and this new blend will power a third of Ryanair flights at Amsterdam Airport Schiphol while reducing greenhouse gas emissions by over 60 percent. We look forward to growing our partnership with Neste as we work toward achieving our goal of operating 12.5 percent of Ryanair flights with SAF by 2030."

Jonathan Wood, Neste's Vice President of Europe, Renewable Aviation said, "We're excited to support Ryanair's work towards its decarbonization goals by supplying our Neste MY Sustainable Aviation Fuel. SAF is a key element in achieving aviation's emission reduction goals. The aviation sector is now at a tipping point as demand increases, and policy proposals are on the table in the EU and UK to promote the demand and supply of SAF. Neste is leading the transformation to SAF and investing as we speak to increase global SAF production capacity to 1.5 million tons per annum 2023. It is great to see Ryanair as the first short-haul carrier take our SAF at Amsterdam Airport Schiphol and we look forward to our joint journey towards a more sustainable future."

Ryanair has already significantly advanced this commitment by partnering with Trinity College Dublin to open the Ryanair Sustainable Aviation Research Centre and investing USD 22 billion in its 'Gamechanger' fleet, which offers 4 percent more seats but is 16 percent more fuel & CO2 efficient and reduces noise emissions by 40 percent.

SUSTAINABILITY



Sustainability, StandardAero's GreenERmro initiative to reduce, recycle and reuse resources

The GreenERmro program embodies StandardAero's quest for sustainability and for taking practical, common-sense approaches that reduce consumption, minimize waste and limit environmental impact.

← tandardAero has set a global goal to **I**reduce its overall carbon footprint by a net 45 percent by 2030 and to achieve a net-zero carbon footprint by 2050. The new goals were launched to enhance the success of StandardAero's GreenERmro initiative, a multi-year program to reduce, reuse and recycle precious resources that promote a circular economy. The GreenERmro program embodies StabdardAero's quest for sustainability and for taking practical, common-sense approaches that reduce consumption, minimize waste and limit environmental impact. StandardAero's most recent GreenERmro efforts were focused primarily on energy and waste reduction at more than 50 sites and facilities around the world.

Russell Ford, Chairman & CEO of StandardAero said, "This year, we are taking an important step to drive our environmental improvement efforts. We have set aggressive goals, but they are ultimately achievable. With leadership, investment



and commitment, we believe we are on a path to significantly improve environmental sustainability and help protect our ecosystem. Improving our world is a chain reaction. Imagine the role we can play by holding ourselves accountable and setting the example for others to achieve the same net zero carbon goal by 2050. Preserving our world is essential. The reality is we have no other choice but to act."

Earlier this year StandardAero hired Brian Skrobarcek, an industry sustainability expert, to serve as the company's dedicated Vice President of Environment Health, Safety & Sustainability and Global Head of ESG. Skrobarcek is leading the charge to drive StandardAero's multi-pronged environmental sustainability and governance strategy. Working with other industry and environmental experts, he will be adopting best practices and establishing a detailed framework for achieving the company's goals.

Skrobarcek said, "Reducing our carbon footprint isn't just about StandardAero. We think globally. A global perspective encompasses supplier, partner, and customer commitments toward environmental sustainability. We are expanding our efforts to include other sustainability focus areas including test cells, procurement, logistics, and ultimately our products and services. In the future, we will expect all of our constituents to be driving toward the same vision. Together, we will create the solutions that make a difference."

StandardAero's sustainability efforts are tightly aligned with its equity sponsor, Carlyle. StandardAero is also working closely with other Carlyle portfolio companies to collaborate on efforts to achieve similar goals.

Airbus completed the wind tunnel testing of its eXtra Performance Wing demonstrator, decarbonizing aviation

The eXtra Performance Wing project is intended to be compatible with any future aircraft configuration and propulsion system to reduce CO emissions.

A irbus recently completed thewind tunnel testing of itseXtra Performance Wing demonstrator. This project is intended to be compatible with any future aircraft configuration and propulsion system to reduce CO emissions. The eXtra Performance Wing demonstrator will not only improve wing aerodynamics and performance but also aid in decarbonizing aviation by reducing the CO2 emissions.

Oliver Family, Head of eXtra Performance Wing UK said, "The scaled demonstrator will integrate and fly breakthrough wing technologies using a remote-controlled Cessna Citation VII business jet platform in representative

flight conditions. The partly 3D-printed wind-tunnel model – expertly built by the aerodynamics team at Airbus' low-speed, wind-tunnel facility in Bristol – is a scaled-down version of the Cessna jet, incorporating the lightweight, long-span design of the eXtra Performance Wing that will provide the emissions benefits we are striving for."

The eXtra Performance Wing will also examine onboard technologies, like gust sensors, pop-up spoilers, and multifunctional trailing edges, to enable the active control of the wing.

Oliver further added, "Airbus' stateof-the-art low-speed wind tunnel is a fantastic way to validate our concepts before flight tests. Our computational aerodynamic analysis capability is world-class, and the wind tunnel provides another valuable way to measure the performance and capabilities of the aircraft before flight testing. The technologies we have tested in the Filton wind tunnel – many inspired by biomimicry – will now be rapidly integrated for flight testing."

The Airbus low-speed wind tunnel at Filton, near Bristol, replicates conditions similar to aircraft take-off and landing wind speeds but is also used by external organizations testing F1 cars, ship radar systems, Urban Air Mobility vehicles as well as more conventional aircraft.



Thales revolutionizes innovation with 100 percent sustainable ATS radar station in Chile

The ATS radar station will be powered by solar energy in the Atacama Desert.

Thales is all set to set up a benchmark in innovation by setting up a revolutionary radar station powered by 100 percent sustainable solar energy in Chile. The ATS will be located in Calama in the Atacama Desert and will be the first of its kind radar system that leverages 330 solar panels to take full advantage of the high levels of sunshine in the region.

Developed by Thales for the Dirección General de Aeronáutica Civil (DGAC), the civil aviation authority of Chile, the solar-powered radar station consists of an advanced and efficient Star NG primary radar, as well as an RSM secondary radar. Combined, the radars provide all the operational surveillance requirements of both civil and military air traffic control and detect both slow and fast-moving targets such as helicopters, commercial planes, and jets. The system also delivers wind farm mitigation filters.

Lionel De Castellane, Head of Civil Radars Thales Worldwide said, "Thales strives to deliver the best-in-class solutions for ATC radars with the latest technological innovations, for the highest detection capabilities and altimetry, as well as working on sustainable projects. Today's climate and energy constraints mean new ways of doing things and we are proud to contribute

to the world's first ATC radar contributing to a greener and more sustainable air travel future for the DGAC in Chile, as well as improving the safety of Chilean skies".

The innovation in terms of alternate and greener power generation is a solution that comprises not only a set of solar panels but an efficient and comprehensive power management system that could be employed on different sites. Advanced battery technology, as well as backup generators, are deployed to secure the overall radar station operations and safeguard it against power outages or limited availability of regular sources.



Platinum Sponsors







.

Sponsor



Official Publication





Safran to provide propulsion system for Aura Aero's electric aircraft

Aura Aero's two-seat Integral E aerobatic trainer will feature Safran's smart EngineUs electric motor.



Safran now vies directly with UK rival Rolls-Royce to provide propulsion for new electric aircraft.

Safran Electrical and Power have partnered with Aura Aero to supply propulsion system for family of new fixed-wing electric aircraft under development. The partnership covers the initial Integral E light aircraft and the planned 19-seat Electric Regional Aircraft (ERA).

Aura Aero's two-seat Integral E aerobatic trainer will feature Safran's smart EngineUs electric motor, capable of generating more than 100 kW, and the GeneUsGrid distribution and protection system. The manufacturer expects the prototype to fly for the first time later in 2022 and anticipates the first deliveries in 2023.

French aviation authorities last November issued Part 21G approval to Aura Aero, marking the first step toward production of its Integral family of light aircraft. The authorization also cleared the company to advance its longer-term goal to develop the ERA model.

General manager and executive vice president of the power division of Safran

Electrical & Power, Hervé Blanc said, "In every way, these projects are in line with our strategic aims: they feature breakthrough technologies, have a low-carbon footprint, and are electrically powered. This agreement bolsters our position as a key player in the fields of equipment electrification and electric and hybrid propulsion. It also marks two Toulouse-based companies—both firmly established in the Occitanie region's industrial fabric—working together."

Under a memorandum of understanding, Safran will also work with the Auro Aero engineering team on the electrical architecture studies for the hybrid-electric ERA. The studies will center on the high direct voltage propulsive architecture to deliver the power needed for the electric engines. The work will also include the "non propulsive" electrical architecture used to power the aircraft's other systems.

Aura Aero co-founder and chief programs officer Wilfried Dufaud stressed the

value of Safran's contribution to the project, calling the collaboration "essential" for meeting its timeframe goals. "As part of the joint aim to industrialize the production of electric aircraft, Safran is providing its rare expertise in high-voltage networks, which is needed for the Integral E and ERA architectures. This collaboration is evidence of our shared determination to decarbonize the aviation sector."

Aura Aero plans to fly the ERA for the first time in 2024 and projects commercial service to start in 2027. In October 2021, airliner leasing group Amadeo signed a provisional sales agreement covering 200 of the ERAs, which Aero has designed to fly to a range of around 900 miles.

Safran now vies directly with UK rival Rolls-Royce to provide propulsion for new electric aircraft. Working through its CFM International joint venture with GE Aviation, the company is also involved in plans to develop hydrogen powertrains for new zero-carbon airliners Airbus plans to bring to market from 2035.





Is it a stripped bird? It's a plane, it's Condor!

Condor is evolving into a distinctive and unique vacation airline.

 \mathbf{I} t was 5th April noon, something bright yellow, stripped zoomed passed my vision as I was gazing at the sky, was it a bird? It was a plane. It was the new Condor with bright and fresh striped yellow livery. My instant reaction was – Wow! This is the plane I want to go on, on a vacation. Being cooped up for two years in the house under pandemic restrictions, I am sure most of the tourists and families would have the same thought, and that's exactly what the makers of this new livery thought too. Condor is a leisure charter airline operating in Germany established in 1995, positioning itself as an airline that carries you away to your dream sunny destinations like Agadir, Morocco, Mykonos, Greece, etc.

Like it or now, the new livery is sure to turn heads and grab attention. Condor's rebranding came at the exact right time when the world is opening up again and vacation mode is On! With stiff competition in the market and airlines vying for passenger attention, Condor's game plan seems to have done the trick.

The newer bolder Condor!

The new look with bold strips was

inaugurated on 5th April 2022, when the Airbus A321 with bright yellow stripes flew to Lanzarote in the Canary Islands. In the upcoming weeks, five more Boeing 757 and Airbus A320/1 aircraft will be repainted, so six aircraft will be flying in the new design in the summer flight schedule. They will mainly fly to Mallorca, Greece, the Canary Islands, and Egypt. The rest will take off in the fall, following their purchase of 16 new A330neo planes.

Condor CEO Ralf Teckentrup, says the branding reflects the airline's purpose: to "bring holidaymakers to their vacation, where striped towels and parasols are all over." He says the new branding will not drive an increase in ticket prices, but it has certainly attracted plenty of attention.

The new design was unveiled in Toulouse with the first A330neo, which will take off for Condor in the fall. The first 2-liter aircraft will of course take off with green stripes.

The stripes and the colors

The new liveries come in five colors ranging from sunshine yellow to island green, along with red, blue, and beige

stripes. Painting the full livery adds only about 6.6 pounds, which has a negligible impact on fuel consumption. These five colors stand for the facets of the diversity of Condor's guests, employees, and the multitude of opportunities to discover the world with Condor. This look will be carried across all the elements of Condor, right from striped scarves for crew members and stripy towels for business class passengers.

Sustainable re-branding

The crew uniforms, accessories such as neckerchiefs, ties, and pins everything will shine in the new design which will also make its way on board, to the airports, on the website, and on social media: in the coming weeks and months, many items on board will be replaced, such as cups, blankets, and cutlery, as well as all materials on the ground such as boarding passes, ID cards and airport signage. The replacement will run successively, with nothing of old design being disposed of, but everything being used up. Around 80 percent of the fleet is to be repainted by 2024 because new

Cont pg 31

AIRLINE IN FOCUS



Cont pg 31

paint jobs are due anyway. Condor is thus choosing the most sustainable way to redesign its brand identity and fleet.

New trademark 'Stripes' on the world's largest branding canvas

Brand helps people identify a company, product, or individual and branding is a way of identifying a business. It is how the customers recognize and experience the business. Condor as a brand represents fun, happiness, and vacation time and vacation are stripes. Join the two together and lo! You get a brand-new livery representing the Condor culture, their passion, and their uniqueness.

The rebranding decision was taken well before the pandemic, and the new look is inspired by parasols, bath towels, and beach chairs, umbrellas. The stripes are rooted in decades of fashion trends, from the sailor look, ushered into popular fashion in the 1910s by Coco Chanel, to Hollywood icons like James Dean and Marlon Brando, who wore casual Breton shirts in the '50s. Incidentally, Condor's very first boarding pass was covered in red and white stripes.

Condor is evolving into a distinctive and unique vacation airline.

Ralf Teckentrup, CEO of Condor said, "Condor has transformed over the past two and a half years: From a subsidiary of a vertically integrated travel group to an independent airline that looks back proudly on its history and tradition, while at the same time embarking on the path to the future. We want to express this unmistakably through our corporate identity: Condor is vacationing and Condor is unmistakable - like our new design, which we are now launching into the future. Our new trademark is stripes, our figurative mark stands for our origin and the colors for diversity. This triad is new, what remains is our passion. It has always made Condor unique and is therefore also reflected in our claim: Passion is our compass."

Revising a brand identity

The conception and creation of the new brand identity came about under the direction of Remo Masala, owner of the creative agency vision alphabet in Berlin. "Revising Condor's brand identity with its long tradition is a delicate interplay based on respect for its origins and requirements for the future. Our goal was to endow Condor with special visual independence, the rationale of which is united in Condor's brand essence: the invention of the vacation flight, and the effective vacation code, the stripes of summer, joy, and freedom."

Their corporate identity's lead colors are yellow and blue. They have been complemented by the contrasting color grey. The Condor signet, the condor in a circle, goes back to one of Germany's most influential designers, Otl Aicher. The figurative mark has been given a facelift, with finer and more dynamic lines. It can be found again in the tail unit of the aircraft. The Condor lettering has also been adapted: It is now more compact, and the new lower case has made the wordmark more independent and consistent with the image. The logo appears in high-contrast black on the fuselage of the aircraft.

With the engagement in social media, one can assume that Condor has increased its level of awareness. And all this without paying for advertising.

AGREEMENTS & ORDER BOOKS

Força Aérea Nacional de Angola places order for three Airbus C295s for multirole ops

With this new order, the Força Aérea Nacional de Angola became the 38th C295 operator worldwide.

The Republic of Angola has placed a firm order for three Airbus C295s to perform multirole operations. Two aircraft will be specifically equipped for maritime surveillance and one for transport missions. The aircraft configured for transport missions will be able to carry out tactical cargo and troop transport tasks, paratrooping, load dropping, or humanitarian missions.

The two C295s configured as Maritime Surveillance Aircraft (MSA) will play a key role in Search and Rescue (SAR), control of illegal fishing and borders, support in case of natural disasters, and intelligence-gathering missions, among others. They will be equipped with the Airbusdeveloped Fully Integrated Tactical System (FITS) mission system as well state-of-the-art sensors.

All three aircraft will be equipped with the latest version of the Collins Aerospace Pro Line Fusion avionics suite.

With this new order, the Força Aérea Nacional de Angola became the 38th C295 operator worldwide.





BOC Aviation places largest single order of 80 A320Neo with Airbus

This agreement will take the total Airbus aircraft purchased by BOC since inception to 546.

BOC Aviation has signed a firm order for a whopping 80 A320neo family aircraft comprising 10 A321XLR, 50 A321neo, and 20 A320neo. The latest agreement takes BOC Aviation's total direct orders with Airbus to 453 aircraft from the single-aisle A320 Family to the A330 and A350 widebodies.

Robert Martin, Managing Director and Chief Executive Officer. BOC Aviation said, "We are proud to continue our longstanding relationship with Airbus, with whom we have partnered for more than 26 years. This is the largest single order that we have ever placed and it will bring our total Airbus aircraft purchased since inception to 546. It underscores our continued confidence in the A320neo family for its reliability and operational efficiency and reflects the popularity of the aircraft amongst our airline customers. We look forward to continuing providing our customers with such fuelefficient and technologically advanced aircraft solutions."

Christian Scherer Airbus Chief Commercial Officer and Head of Airbus International said, "Airbus thanks BOC Aviation for its unwavering trust and endorsement of the A320neo Family



■ The agreement underscores BOC's continued confidence in the A320NEO family for its reliability and operational efficiency and reflects the popularity of the aircraft.

with its single largest order ever placed. This significant long-term order for 80 additional aircraft is a great testimony of the sustained value of our Single Aisle products by one of the world's leading lessors, BOC Aviation. We salute its vision and foresight in securing future delivery positions of these most desirable assets in the single-aisle segment now and in the longer run."

The A320neo Family incorporates new generation engines and Sharklets, which together deliver at least 20 percent fuel and CO2 savings, as well as a 50 percent noise reduction. The A321XLR version provides a further range extension to 4,700nm. This gives the A321XLR a flight time of up to 11 hours, with passengers benefitting throughout the trip from Airbus' award-winning Airspace interior, which brings the latest cabin technology and design to the A320 Family.

At the end of February 2022, the A320neo Family had totaled more than 7,900 orders from over 120 customers. Since its Entry into Service six years ago, Airbus has delivered over 2,100 A320neo Family aircraft contributing to 10 million tons of CO2 saving.

Air France- KLM signs Airbus A350F for future cargo load ticking off efficiency and sustainability

A350F will increase Air France's cargo capacity with the most efficient and sustainable cargo aircraft available in the market.



■ The aircraft will feature a large main deck cargo door and a fuselage length optimized for cargo operations.

Air France-KLM has finalized its order with Airbus for four new generation A350F freighters, following the earlier commitment announced in December 2021. The freighters are destined to increase Air France's cargo capacity with the most efficient and sustainable cargo aircraft available in the market.

Christian Scherer, Airbus Chief Commercial Officer and Head of Airbus International said, "Airlines now have a choice, and we salute Air France for

Cont pg 34

AGREEMENTS & ORDER BOOKS



Cont pg 34

joining those going for the A350F's stepchange in efficiency and sustainability for the cargo operations of the future. We are gratified by the wave of early adopters who, like Air France, see the economics and environmental signature of the A350s as standing out versus alternatives, past, existing, and future. Merci Air France."

The A350F is based on the world's most

modern long-range leader, the A350. The aircraft will feature a large main deck cargo door and a fuselage length optimized for cargo operations. Over 70% of the airframe is made of advanced materials resulting in a 30 tonnes lighter take-off weight, which together with efficient Rolls-Royce engines generates an advantage of at least 20% lower fuel burn and CO2 over its current closest competitor.

The A350 has a 109-ton payload capacity and can serve all the cargo markets like express, general cargo, special cargo, etc. The aircraft is placed in the large freighter category, the only new generation freighter aircraft ready for the enhanced ICAO CO emissions standards

Launched in 2021, the A350F recorded 29 orders and commitments from five customers.

GA Telesis Leasing, Investment, Financing, and Trading Group expands into P2F market with 9 confirmed slots

GA Telesis expands its relationship with Compass Cargo Airlines to meet air cargo demands.

A Telesis has recently delivered itsthird B737-800SF (MSN 28616) passenger-to-freighter ("P2F") converted aircraft to Cargo Airlines. The second freighter aircraft was also delivered to Bulgarian-based Compass Cargo Airlines. The aircraft was converted by Aeronautical Engineers authorized Conversion Center, Commercial Jet, in Miami.

Marc Cho, Chief Investment Officer and President of LIFT said, "GA Telesis is very excited to expand its relationship with Compass Cargo Airlines as it strives to meet the incredible demand for air cargo capacity in the European market. Air cargo continues to be a key area of focus for the GA Telesis Ecosystem of products and services, and we are thrilled to provide solutions to valued customers like Compass."

Fatih Bayram, Vice President – Technical, Compass Cargo said, "Compass Cargo intends to play an important role going forward in the European cargo market with our growing B737-800SF freighter fleet and we're delighted to be working with GA Telesis for aircraft leases."

GA Telesis' Leasing, Investment, Financing & Trading ("LIFT") Group has continued executing its passenger-to-freighter conversion strategy since announcing its expansion in the air cargo market in July 2020. With three B737-800SF converted aircraft in service, LIFT still holds nine more confirmed slots for this popular P2F airframe.



Strengthening partnerships – Avion Express and Sky Cana

Avion Express willwet-lease three Airbus A321s and one Airbus A320 to operate on behalf of Sky Cana for a one-year.

Avion Express has signed a contract towet-lease three Airbus A321s and one Airbus A320 aircraft to operate on behalf of Sky Cana for a one-year period starting from 2022 April until 2023 March. Avion Express is a European narrow-body ACMI operator and member of the global aviation services group Avia Solutions Group. Sky Cana, a Dominican air carrier, uses ACMI for its operations.

Sky Cana offers transfer, freight, overflight, helicopter, advertising, air ambulance, and tour services to locations in the United States of America, the Dominican Republic and Cuba.

Dainius Staniulis, Vice President Commercial at Avion Express said, "We are extremely happy to extend and continue our cooperation with Sky Cana. Our partnership has been tested by the global pandemic and we believe it will be strengthened going forward. We are proud of the teams at both airlines and the work that has been put in to start and continue this operation."

Frank Diaz, Chief Executive Officer at Sky Cana said, "We are delighted to continue our business partnership with Avion Express. We are excited to be moving forward and to have great, hardworking teams to help us do so".

Over the years, Avion Express has established itself to be a leading narrow-body ACMI and charter operator flying a fleet of Airbus A320, working with clients in Europe, Africa, Asia-Pacific, and South America. To strengthen its position in the market, in 2019 Avion Express established Avion Express Malta, a subsidiary airline based in Malta.







Muirhead Avionics will provide repair and ongoing support for Honeywell's cockpit displays, control displays, and display computers for ERJ 140/145/135/Legacy aircraft.

Muirhead Avionics has signed an exclusive global repair agreement with Honeywell to provide repair and ongoing support for Honeywell's cockpit displays, control displays, and display computers for ERJ 140/145/135/ Legacy aircraft. The 10-year agreement is globally exclusive and will commence immediately. Customers will ship all units to Muirhead Avionics' specialist facility near London Heathrow airport and can be reassured of the OEM-quality standards and prompt turnaround times commensurate with a repair partnership of this caliber

Muirhead Avionics is a brand of AMETEK MRO and one of the largest independent avionics repair facilities in Europe. Steve Wells, Managing Director of Muirhead Avionics, emphasizes the company's core strategy of alliances with OEMs and legacy products. He said, "This agreement reinforces our long-

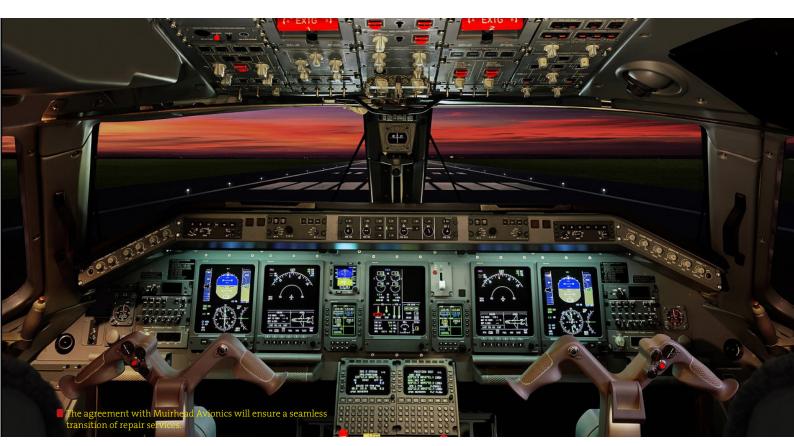
term relationship with Honeywell and will expand our repair business in the displays sector. They have confidence in our OEM-trained technicians and our extensive history of customer support."

Zdenek Hrdlicka, Customer Business Manager – Honeywell International said, "The agreement with Muirhead Avionics will ensure a seamless transition of repair services. We seek legacy expertise that can deliver high value-added repair support for our Embraer customers; they expect the best. Muirhead Avionics' OEM-approved facilities and expertise have a worldwide reputation – they speak our language."

Establishing repair partnerships and representative agreements with leading OEMs is a cornerstone of Muirhead Avionics' business. As part of the AMETEK MRO group, the company has the investment it needs to underpin innovation and expand its capabilities.

Wells further adds, "An important factor in Honeywell's decision to choose Muirhead Avionics was the global service we can provide in Europe and Asia. This means they can maintain their worldwide support for Embraer knowing they have our commitment to underwrite and sustain OEM quality across all repair and overhaul programs. Across the AMETEK MRO organization, we are seeing new opportunities with larger OEMs. It is a trend we anticipate will grow as the aviation industry recovers and OEMs embrace and promote new technologies."

The specialist avionics MRO sector for fixed and rotary wing operators has not seen the fluctuating demand throughout the COVID-19 pandemic that has beset other parts of the industry. Over the past 18 months, Muirhead Avionics has built a significant business with OEMs who are seeking to outsource to trusted providers.



SPECIAL STORY





Boeing Defense@India

Boeing is exploring the opportunity of making a Maintenance, Repair, and Overhaul hub for aircraft like the P8I maritime reconnaissance plane which can be utilized by each nation. With these plans taking shape soon, India will emerge as a major Aerospace & defense hub of Southeast Asia.

India – US Bilateral relations

Inching towards Major Defence Partnerships

Boeing's ambitious plan comes under the backdrop of a recent meeting of senior Boeing officials with the Defence Minister of India, Mr. Rajnath Singh. During the meeting plans to Mr. Singh asked the officials to take advantage of policy initiatives in India to steadily march from 'Make in India' towards 'Make for the World'. Later during the bilateral talks between the Indian and US governments talks were on to develop a Major Defence Partnership between the two countries.

Co-production of military methods was a key part of the talks, with rising expertise areas together with synthetic intelligence, cyber defense, and house cooperation on the desk. Both the countries will now jointly work on futuristic technologies considered a major step

above a simple buyer-seller relationship. Going ahead, the US defense firms are more likely to spend money on India considering India's effective self-dependent attitude. Major US arms producer Raytheon is more likely to make investments of USD 100 million in organizing manufacturing and analysis services in India, leading to over 2,000 new job creations in India.

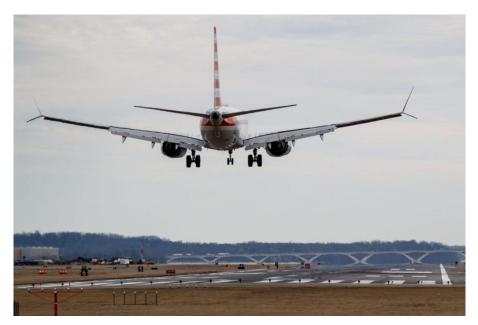
The latest on the bi-lateral ties is that India has shared a document with the US outlining emerging areas where military technology cooperation can be undertaken by the two nations and specialized teams are likely to conduct visits in the coming weeks to take the proposals forward.

Boeing Defence and India

Boeing's plan of setting up a defense MRO in India goes back to between to 2013 when the first P-8I aircraft was







inducted into the Indian Navy making India the first country outside the United States to get one. The Navy has been receiving them regularly since. India currently operates a fleet of 12 Boeing-manufactured P-8I, contracted under two deals collectively worth USD 3.2 billion.

Boeing Defence is a key partner of India's defense forces. Today, India has 11 C-17 Globemaster IIIs, 12 P-8Is, 22 AH-64E Apaches, and 15 CH-47F(I) Chinooks.

In 2020, Boeing signed an agreement with the Government of India for the acquisition of six AH-64E Apache helicopters for the Indian Army.

Boeing Defense India (BDI), established in 2017, is the local operating entity expanding Boeing's engagement with India to deliver advanced capability and readiness to India's military forces. It is developing a competitive supplier base in-country that is integrated into Boeing's global supply chain. With a local sustainment footprint, indigenous execution, and local training, BDI ensures the high availability of platforms to Boeing customers for missions at a competitive cost structure.

BDS has a proven portfolio of products and services on offer to India. The Boeing product range extends to intelligence, surveillance, and reconnaissance (ISR) capabilities, tankers, unmanned systems, security solutions, and services and support.

The robust P-8I aircraft, the soul of the Indian Navy

The first P-8I produced by Boeing flew in 2009 and has been in service with the US Navy since 2013, the same year as the Indian Navy. Apart from India and the US, it has been chosen by six other militaries in the world. The aircraft has two variants — the P-8I, which is manufactured for the Indian Navy, and the P-8A Poseidon, which is flown by the US Navy,

According to Boeing, the P-8 is a "multi-mission maritime patrol aircraft, excelling at anti-submarine warfare; anti-surface warfare; intelligence, surveillance and reconnaissance and search and rescue".

While the Indian Navy uses it for maritime operations, the aircraft was also used in eastern Ladakh in 2020 and 2021, when the standoff with China was at its peak, to keep an eye on Chinese troops and their maneuvers.

Surendra Ahuja, managing director, Boeing Defence India said, "Customer centricity, commitment to the modernization, and mission-readiness of India's defense forces are key values to our partnership with India. With the delivery of the P-8I maritime patrol aircraft, we continue to nurture this partnership and are fully committed to working closely with India's defense forces to deliver the right value and capabilities to meet their operational needs."

The P-8I has replaced the aging Soviet/ Russian Tupolev Tu-142s and is capable of anti-submarine; intelligence, surveillance, and reconnaissance (ISR); patrolling, coastline defense, and other operations. Today the P-8I is an integral part of the Indian Navy's fleet and has surpassed 35,000 flight hours.

The P-8I can fly as high as 41,000 feet and has a short transit time, which reduces the size of the Area of Probability when searching for submarines, surface vessels, or search and rescue survivors. It is also used for low altitude, humanitarian, and search and rescue missions.

The aircraft has two engines, and is about 40 meters long, with a wingspan of 37.64 meters. Each aircraft weighs about 85,000 kg and has a top speed of 490 knots or 789 km/hour. It requires a crew of nine, and has a range of 1,200+nautical miles, with 4 hours on station, which means about 2,222 km.

So far more than 140 P-8 aircraft have executed more than 400,000 mishap-free flight-hours around the globe. It comes with one of the most advanced weapon systems in the world, and has a life of around 25 years, or 25,000 hours in the harshest maritime flight regimes, including extended operations in icing environments.

It is not only one of Boeing's most advanced aircraft, but it uses a first-in-industry in-line production system. It plays a crucial role in being the eyes of the Indian Navy and carrying out critical maritime operations and provides it a significant edge in the strategically important Indian Ocean region.

'BIRDS' – Boeing India Repair Development and Sustainment (BIRDS) hub initiative.

BIRDS hub is a Boeing-led 'in-country network and alliance of suppliers' in India to provide engineering, maintenance, skilling, repair, and sustainment services for defense aircraft operated by both the IAF and the Indian Navy. It also seeks to build skilled manpower in the country by conducting training programs. This helps sub-tier suppliers and micro; small and medium enterprises (MSMEs) develop MRO capabilities.

Just last year, Boeing signed a strategic collaboration with Air Works for the MRO of the VIP transport aircraft fleet operated by the Indian Air Force (IAF).

Air Works managing director and CEO Anand Bhaskar said, "The strategic

SPECIAL STORY





collaboration with Boeing transforms our existing relationship into a new, enriched avatar. We are proud to be the first Indian company to partner with Boeing as part of its Boeing India Repair Development and Sustainment (BIRDS) hub initiative and we remain excited, committed, and privileged to have been chosen to work with them on such a prestigious and critical project that builds, as well as test India's indigenous MRO capabilities."

Boeing Defence India managing director Surendra Ahuja said: "This strategic agreement with Air Works positions us to generate significant value for our defense customers locally by delivering faster turnaround, exceptional operational capability, and mission readiness on Boeing aircraft. This is an important step in our commitment to the government of India's Atmanirbhar Bharat vision of developing India as an MRO hub."

This partnership also includes MRO support to the Indian Navy-operated, Poseidon 8I.

The Latest

Boeing is preparing a series of flight tests in Goa to demonstrate the take-off and landing capabilities of the F/A-18E/F Super Hornet from Indian aircraft carriers. The tests are planned for the May-June 2022 timeframe and will see Boeing dispatch two US Navy (USN) F/A-18Es to the Indian navy's Shore-Based Test Facility at INS Hansa near Goa.

"The jets will demonstrate the ability to take off using a ski-jump ramp, and also make arrested landings on a runway configured as an Indian carrier", said, Alain Garcia, vice-president of India business development for Boeing Defense, Space & Security.

New Delhi has had a long-running requirement for 57 new carrier-capable fighters. Initially, it is likely to obtain the first tranche of 26 aircraft, of which eight need to be two-seaters. For the time being the Indian navy is assessing its options, and has yet to produce a formal request for proposals (RFP).

Boeing Defence @Atmanirbhar Bharat

Boeing remains committed to its efforts to further the Aatmanirbhar vision for manufacture, sustainment, and support of the Indian Navy's P-8I fleet. Boeing Defence India (BDI), Boeing's local entity in India, supports India's growing P-8I fleet by providing training to Indian Navy flight crews, spare parts, ground support equipment, and field-service representative support. Boeing's integrated logistics support has enabled a high state of fleet readiness at the lowest possible cost.

Several complex and mission-critical P-8I components such as the radar fingerprinting system, IFF (I/T) and datalink, speech secrecy system, mobile Satcom system, and wire harnesses are made in India by supplier partners,

including Micro, Small & Medium Enterprises (MSMEs) located across the nation. Boeing plans to enhance in-country technical services support for the P-8I fleet by leveraging the skills and expertise of Boeing's India Engineering and Technology Center.

Even in the Union budget of the country, a whopping 5.25 trillion rupees were allocated to the defense sector. Besides Indian defense is eyeing more encouragement from the private sector to take up the design and development of military platforms and equipment. A quarter of the research and development (R&D) budget of the Ministry of Defence is set aside for private players, including startups and academia.

Prior to the pandemic, India exported defense items worth more than Rs 38,000 crore in the past seven years and the country hopes to become an overall net exporter soon, whereas the contribution of the private sector has increased to Rs 18,000 crore.

Looking at the massive government support towards private defense investments, the strategic location of India, and a vast resource of skilled labor it is only a matter of time before OEMs like Boeing invest in the country and give a boost to becoming the MRO hub.

Time alone will tell whether India will succeed in setting up an independent and self-reliant military-industrial complex that can meet the demands of its armed forces.



US Department of Defence awarded Leonardo USD 29 million contract for AW119Kx helicopters for Israel

The AW119's success among defense and homeland security operators has been growing over the years in many nations including the USA, Portugal, Finland, Latvia, Brazil, Ecuador, the Republic of Korea among others.

TS Department of Defence has awarded a USD 29 million contract to Leonardo for new AW119Kx aircraft in theframework of Foreign Military Sales (FMS) to Israel. The aircraft will be fully produced at Leonardo's facility in Philadelphia, Pennsylvania. Israel's Ministry of Defence is already an AW119Kx customer. In 2019 a contract was signed for a comprehensive range of integrated defense training capabilities, which included seven AW119Kx single-engine helicopters to be produced in the United States. The comprehensive training program also includes full flight simulators and other training devices, newly built facilities, and a 20-year support package.

The best-in-class single-engine helicopter available, the multirole AW119 has proven increasingly successful in recent years in the world's defense market for both training and operational mission profiles. The versatile AW119 features both VFR and IFR-capable core avionic systems for enhanced situational awareness, mission effectiveness, and safety, giving operators different options to meet their specific needs. The type delivers outstanding overall performance with a strong power margin and the largest cabin in its category, able to accommodate up to six passengers depending on the configuration. Over 470 AW119s have been sold to date.

In 2020, the U.S. Department of Defense awarded a contract for up to 130 AW119s to replace the aging TH-57 Sea Ranger as the primary training helicopter for the U.S. Navy, Marine Corps, and Coast Guard, with 104 units on order to date. Additionally, the Portuguese Air Force presently uses their fleet of five AW119s for training, MEDEVAC, troop transport, and shortrange maritime SAR and may be used for firefighting. The number of AW119 operators continues to grow as the type has been chosen for defense, homeland security, and law enforcement missions by operators in countries such as the USA, Portugal, Finland, Latvia, Brazil, Ecuador, and the Republic of Korea, among others.

Bell Textron to produce beams of AH-1Z and UH-1Y helicopters for Czech Republic

In all Bell will deliver 12 helicopters to Czech Republic by 2023.

Bell Textron recently signed an agreement with Czech Republic for the production of beams of the AH-1Z and UH-1Y helicopters to be delivered to Czech Republic by 2023. The production will be on schedule for 12 aircraft. Recently the Czech Republic Chief of Defence Gen. Ale Opata and delegates visited Bell's Amarillo Assembly Center in a landmark meeting to observe the Czech Republic H-1 aircraft production line.

Mike Deslatte, H-1 vice president and program director said, "Hosting Gen. Opata at our Amarillo Assembly Center allows us to showcase the significant progress Bell has made in aircraft production to support this vital international program and customer. We are honored to continue our great relationship with the Czech Republic as we prepare to provide them with leading defense aircraft and continue the success of the H-1 program."

Nate Green, H-1 program manager said, "In military operations today, one of the



■ The AH-1Z and UH-1Y are two complementary aircraft regularly operating from expeditionary locations.

key requirements is to be able to win in both aircraft capabilities and logistics support. There is no better example of two complementary aircraft regularly operating from expeditionary locations and completing as many missions together as the AH-1Z and UH-1Y."

The Bell AH-1Z and UH-1Y offer advanced capabilities for defense missions and decrease the maintenance and op-

erational footprint due to their 85 percent commonality. Bell is actively producing AH-1Zs for the U.S. Marine Corps and expects to complete deliveries this year, followed by production for international operators. Bell recently completed the first delivery of four AH-1Z helicopters to the Bahrain Defence Force and expects to complete the first international delivery of the AH-1Z this year.

EXECUTIVE IN FOCUS



Laura Tejeda steps down as Sales Director of Kellstrom to join AerFin

Laura Tejeda will be app<mark>oin</mark>ted as Vice President, of Business Development.

AerFin recently appointed Laura Tejeda as the Vice President of Business Development. Her appointment will bolster AerFin's existing U.S. team working alongside Matt Millbank from the recently opened Miami office. Laura's primary responsibility will be to further strengthen and develop customer relationships within the region and continue to deliver cost-effective, sustainable aftermarket solutions to AerFin's airline, lessor, and MRO partners.

James Bennett, Commercial Director, said, "We are delighted to welcome Laura on board and further strengthen our U.S. operation. Laura's knowledge and first-hand experience of the U.S. airline community will be invaluable in driving forward our strategic growth plans and presence in the Americas and further reinforces our commitment to our customers in the region".

Laura joins AerFin from Kellstrom Aerospace, where she has spent more than two decades in sales-related roles, including her most recent post as Sales Director where she led teams covering airline accounts across the U.S. region.



Jet Parts Engineering announces three major promotions

Jet Parts Engineering has made some major changes in management by announcing three new promotions. John Benscheidt is promoted to the position of President of PMA. In his new role John will be responsible for all PMA business related to the Jet Parts Engineering family of companies. John started with JPE in 2008 and has held leadership roles in engineering, sales, marketing, and business development.



John Benscheidt, Alan Voeller and Andrew Bonefas to be promoted to greater roles in JPE.

Alan Voeller will be moving into the VP Sales and Business Development position after having spent the past 8 years working closely with the JPE customer base and developing strategic systems and structures within various teams. Andrew Bonefas, having long time aviation aftermarket sales experience and

leading regional sales teams, has been promoted to Senior Director of Sales for the Americas.

Jet Parts Engineering is a leader in the development of FAA-PMA parts and engineered repairs, devoted to providing spare part solutions to our global network of airline and MRO partners.



Jay Aiken joins StandardAero as VP of Fans & KT Werboweski as Sales Manager – North America

StandardAero firms up the North America Sales Team with efficient leadership.

StandardAero recently appointed
Jay Aiken as Vice President of Fans
within the Airlines & Fleets Sales team.
Jay – whose background includes senior
roles with Delta Air Lines, MTU, and SR
Technics – is returning to StandardAero
to lead the North American turbofan
MRO sales activities, which include our
full range of CFM56-7B service offerings.

Apart from the above StandardAero appointed Kristjana (KT) Werboweski as Sales Manager, North America. She will be leading the Airlines and Fleet Sales team focusing on GE CF34-3/-8 MRO Sales. KT brings with her significant experience gained during six years working with StandardAero's Component Services' (SACS') sales team and will be reporting to Jay.

Commenting on the appointments, Jason Johnson, Global Vice President of Sales, Marketing & Business Development



Jay Aiken returned to StandardAero as VP, turbofan MRO sales, North America

for StandardAero Airlines & Fleets, said, "I am delighted to strengthen our team through the addition of Jay and KT, who bring with them significant expertise in the regional and mainline markets."

StandardAero continues to grow its service offerings to provide the best level of service to our customers, and we will have further exciting developments to share in the near future.



EXECUTIVE IN FOCUS



Martin Curtis to handle Next Level Aviation's new subsidiary in Ireland

Next Level Aviation-Ireland, Ltd., will commence operations in the Dublin area next month and is forecast to reach USD 100MM+ in annual revenues within five years.

Text Level Aviation has appointed Martin Curtis as the President of its new subsidiary in Dublin, Next Level Aviation-Ireland, Ltd. Mr. Curtis will lead this new subsidiary to significant growth in the coming years through used serviceable material sales in Europe, the Middle East, and Africa (EMEA) region and aircraft and engine transactions globally.

During his career, Mr. Curtis has held senior management positions at AAR, Pratt & Whitney, and Quantum Aviation. Most recently he owned and operated an aviation asset and spare parts trading company located in Dublin. He has also acted as a trusted advisor to the leasing community on aircraft/engine portfolio transactions and has served as a director on the boards of trading and aircraft lease companies including Q Aviation.

Jack Gordon, Chairman, and CEO of Next Level Aviation said, "Martin Curtis is a seasoned and respected veteran of the commercial aviation aftermarket

with significant technical and commercial knowledge across all modern commercial engine platforms and deep long-term relationships within the Irish leasing community. Martin's decades of experience in the global commercial aviation aftermarket make him the perfect fit to expand Next Level's existing EMEA customer base and lead our entrance into the used aircraft/engine trading business, where NLA seeks to develop a reputation as an efficient and reliable counter-party. We are thrilled to add Martin to the senior management team at Next Level Aviation."

Martin Curtis said, "I am excited to be part of Next Level Aviation's business expansion which will bring the company's unique offering to a global customer base. I see the commitment to locate in a key industry location as a first strategic step in expanding an already impressive product offering from a committed and dedicated management team of which I am now a proud member."

Next Level Aviation-Ireland, Ltd., will commence operations in the Dublin area next month and is forecast to reach USD 100MM+ in annual revenues within five years through USM sales and used aircraft/engine asset transactions.



Shawn Andrews promoted as Airframe Manager at Duncan's Battle Creek facility

Andrews brings with him a wealth of experience, education, and enthusiasm.

uncan Aviation has promoted Shawn Andrews to the post of Airframe Manager at the Battle Creek, Michigan facility. Andrews brings with him a wealth of experience, education, and enthusiasm. Prior to this, he worked for the FAA and the Department of Defense as a contract maintenance tech and onboard flight mechanic for Hawker 800s. In the ensuing 27 years, Andrews has worked through positions as second-shift supervisor, team leader, and assistant manager of the airframe department.

On his promotion, Andrews said, "During my 18 years as a team leader in the Falcon program at Duncan Aviation, I'm quite proud of how our team handled the various challenges that came our way. We installed the first set

of API Winglets on a Falcon, and we've



undertaken numerous projects equally as challenging ever since. I love the airframe department, and from the day I was hired in 1995 until today, I've never worked anywhere else. I've spent years building teams, building relationships,

and learning the various airframes, and if I don't know all of the answers, I know where to find them."

Vice President of Airframe Services Travis Grimsley said, "Shawn's technical expertise and many years of experience at Duncan Aviation make him a natural choice for Airframe Manager here in Battle Creek. He has a determination and ability to build the best airframe teams possible, matching skills and abilities to projects, and making sure the quality of every project meets what our customers have come to expect from Duncan Aviation."

Along with the technical expertise, work experience, and leadership skills Andrews brings continuity to the airframe manager position.

2022

International CALENDAR 2022

Date	Event	Venue
03-05 May	NBAA Maintenance Conference	San Antonia, TX
23-25 May	EBACE	Geneva, Switzerland
24-25 May	Global Aerospace Summit	Abu Dhabi
31 may-01 June	IATA Annual Ground Handling Conference	Paris, France
07-08 Jun	Engine Leasing, Trading & Finance	London, UK
09-11 June	France Air Expo	France
15-16 June	MRO BEER	Istanbul, Turkey
21-23 June	World ATM congress	Madrid , Spain.
07-09 July	AERO South Africa	South Africa
07-08 Sept	Aero-Engines Europe	Dublin, Ireland
07-08 Sept	Helitech Expo	ExCeL London
20-22 Sept	MRO ASIA-PACIFIC	Singapore
06-08 Oct	Istanbul Airshow	Istanbul Atatürk Airport, Istanbul
18-20 Oct	MRO EUROPE	London, UK
01-03 Nov	Abu Dhabi Air Expo	Abu Dhabi
06-09 Nov	ATCA	Washington, D.C.
06-08 Dec	MEBAA	DWC, Dubai

For Editorial
For Advertisement
Contact Us

editorial@mrobusinesstoday.com jennifer@mrobusinesstoday.com info@mrobusinesstoday.com