

Gulf Air implements Collins Aerospace GlobalConnectPg 05
for its Airbus A320neo

MTU Maintenance, United Airlines sign 12-year Pg 08
GEgo contract

Pratt & Whitney signs agreement for repair services Pg 11
with MTU Maintenance

April 15th, 2019

Leon Sales launches new possibilities for aviation companies



Leon Software, a leading European provider of management software for the aviation business has released a new version of its flagship product, including an extensive range of features designed for increasing an efficiency of sales teams.

Leon Software, which most recently has reached a stable number of 200 concurrent aviation companies using its Leon platform, claims that the innovative solution is not only an important process automation tool for the industry, but it also opens up a number of opportunities in terms of workflow management. As aviation companies expand the reach and scope of their activities, the growing need for an efficient communication - both internal and external - becomes more and more apparent.

One of the biggest challenges modern aviation operators are facing is not only related to their operational procedures, but more surprisingly to the capability of their sales processes. Sales representatives are often working in extensive

organizational structures, where shift work and fast-paced environment can further muddle the already complicated state. One of Leon Sales features is its adaptability when it comes to the quotation process. By managing fees, providing integrity check and setting up customized price lists, sales team can finish each quotation within a few mouse clicks without the risk of sending an incomplete data.

"Our goal was to make Leon Sales meet the requirements of a demanding business aviation market and that starts with cutting down on the time required to handle quotations," said Pawel Kruk, CEO of Leon Software. "In order to do that, we have actively listened to our partners and customers during the development stage to deliver the experience they would love to use. The process is not over yet, as we still have plans for future updates with additional Sales features included. At Leon, the continuous improvement is our own never-ending story."

Skeyos successfully integrates into AMOS

Skeyos' online marketplace for maintenance, repair and overhaul (MRO) services of aircraft components have successfully been integrated into AMOS, an industry-leading aviation maintenance management system, by relying on a standard interface provided by Swiss-AS. This integration makes sure that the AMOS users can directly access Skeyos to buy the necessary component services and parts.

With the integration of Skeyos' enterprise resource planning (ERP) system into AMOS, the repair and component sourcing process for AMOS users will be simplified by letting them reach the Skeyos digital marketplace in a click. This way, the AMOS users can benefit from the expected gain in operational efficiencies through AMOS and the easy identification of available component parts, suiting to their needs in terms of cost, turn-around-time and service tracking process on Skeyos. From April, AMOS users can request for Skeyos to be integrated into their system.

"Our aim is to provide all MRO component suppliers and purchasers a one-stop solution for MRO procurement. AMOS is a leading MRO software provider that is used by over 170 customers worldwide. Integrating our product with AMOS is a natural choice for us and we are very excited about this," said Patrick Hotz, General Manager at Skeyos.

"Not only do we focus on expanding our supplier and purchaser network, but we are also continuously exploring new ideas and developing efficient solutions for our users. We have further plans in the pipeline to integrate Skeyos into other ERP system providers to increase the accessibility of Skeyos to other industry players," Hotz added.

StandardAero celebrates 500th CFM56-7B delivery

StandardAero has celebrated the delivery of the company's 500th CFM International CFM56-7B turbofan engine from its world-class overhaul facility in Winnipeg, Manitoba, Canada. This milestone engine powered a Boeing 737 Next Generation passenger jet operated by a major North American airline supported by StandardAero via offload agreements with its valued partner GE Aviation.

StandardAero launched its CFM56-7B programme in June 2009, when it was selected to support WestJet's fleet of engines under an exclusive 13-year OnPoint solution contracted by the Canadian airline with GE Aviation. Under this deal, StandardAero was appointed as a GE Designated Fulfillment Centre for the CFM56-7B, supporting the engine from a newly expanded facility in Winnipeg. StandardAero completed its initial campaign of 57 CFM56-7B mid-life shop visits

for WestJet in December 2012, and has to date processed 254 engines for the airline.

After the first five major life-limited part (LLP) shop visits for WestJet were completed, GE agreed to extend the offload programme to include engines from other airlines supported under long-term agreements with the OEM.

Although initially only a major shop visit programme, StandardAero's success regarding workscope control on WestJet unscheduled engine removals (UERs), together with the company's engineering capabilities and convenient North American location, led GE to also begin sending repair and investigation type CFM56-7B workscoptes to Winnipeg for additional operators, including United Airlines.

In February 2018, the US Navy selected StandardAero as its support provider for the CFM56-7B engines powering the P-8A Poseidon maritime patrol aircraft

fleet. StandardAero was the Navy's existing provider of support services for the T56 engines equipping its legacy P-3 Orion fleet, and this existing past performance track record - combined with the company's success in supporting the CFM56-7B for commercial operators - made StandardAero a logical choice as the engine support provider for the P-8A.

Besides being a GE Designated Fulfillment Centre for the CFM56-7B, StandardAero has since 2013 also been an independent TRU Engine authorised MRO provider for the engine, demonstrating its commitment to delivered quality.

"The achievement of this milestone engine delivery demonstrates StandardAero's reputation as a leading provider of overhaul support for the global Boeing 737 NG operator community," said Peter Turner, President of Airlines & Fleets for StandardAero. "We look forward to continuing to provide GE Aviation and the global CFM56-7B operator community with world-class support for decades to come."

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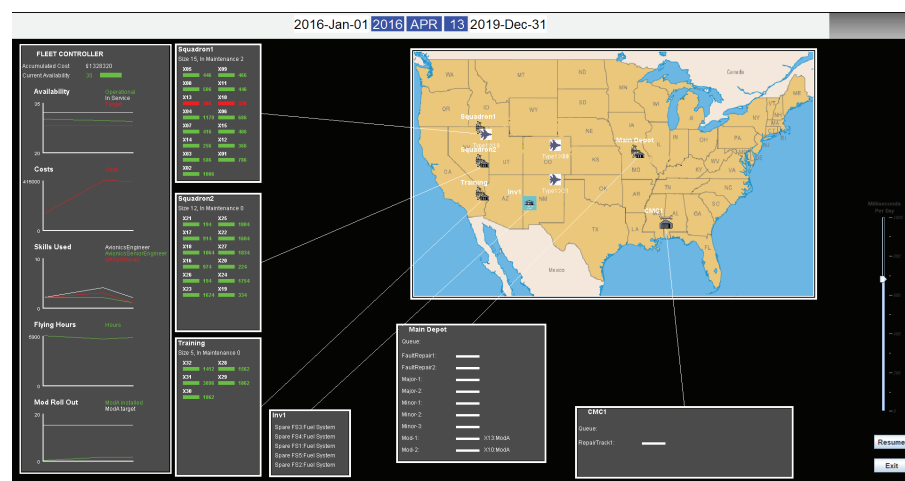
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Exclusive Interview

Step into the future of flight simulation with 'Aerogility'

Imagine how easy your life would be if someone were to predict your future. We could actually come to know the mistakes that we were bound to commit and rectify them beforehand. We would then plan our life securely and minimize the potential threats and risks. In short, life would be easy and uncomplicated. To explain in a layman's language, that's exactly what Aerogility does for an aircraft. Experts in predictive maintenance software, Aerogility offers powerful sets of predictive maintenance planning tools to help you to anticipate the future and plan effective strategies to deal with it.

Steve Osborn, Architect, Aerogility talks about his idea behind this project, the future of Aerogility and the challenges he faced ... **Swati Ketkar** finds more



Q - 'Predictive Maintenance Software' can you tell us your inspiration or idea behind this? How did you come up with an idea to create this tool?

A - The Aerogility predictive maintenance tool is built on a multi-agent technology that the company has developed. The agent approach has proven to successfully model complex systems and operations. Each of the key areas – aircraft, maintenance centres and the decision makers, such as fleet controllers and inventory managers – are all represented by agents that can be configured to operate according to particular rules and methods that the user wants “play out” over a specified time period.

The Aerogility model then simulates the interactive operation of all these agents over a future timeline running through several years in a few seconds.

This approach can be used in many domains. We identified the aviation sector as a key area in which this technology can be deployed effectively, where high

value assets operate under very constrained conditions and small changes can present big savings.

Q - What were the challenges you faced while developing this project? Can you tell us the toughest challenge so far?

A - One of the biggest challenges we faced while developing Aerogility was scalability. Dealing with the large numbers of aircraft, engines and subcomponents, which work over a long period of time, is a complicated process. We have worked hard to ensure Aerogility is a completely scalable solution, able to run on the cloud or be deployed in-house or on a laptop.

Unlike alternative planning applications, Aerogility has the capability to combine component and heavy-base maintenance in a single software solution. The software can generate a large number of planning and what-if

analysis scenarios quickly and easily within a day.

In developing Aerogility, we were also faced with the challenge of replicating the required level of complexity of the aircraft operation and sustainment process in an agent model. The aim of Aerogility is to provide customers with a sufficiently accurate representation of their businesses to ensure their maintenance projection is valid, and thanks to the optimization capabilities in the Aerogility software, this is now possible.

Lastly, the incorporation of maintenance scheduling within the agent simulation model proved complex. When building simulations, the software needs to take into account all the different rules, constraints and preferences that apply, while trying to maximise the maintenance yield, all of which is achieved through the hard work of our software development team.

Q - Recently easyJet expanded its ties with Aerogility's MRO forecasting solutions to engine shop visits and landing gear overhaul. Can you explain in brief the working of these solutions?

A - Following the successful deployment of Aerogility in December 2017,

Steve Osborn
Architect, Aerogility





easyJet asked us at the end of last year to add two significant capabilities to its MRO forecasting solution: engine shop visits and landing gear overhauls. This means we are now able to give easyJet a platform to perform extensive whole aircraft MRO forecasting; a key benefit which is proving useful to both the maintenance planning and power plant departments.

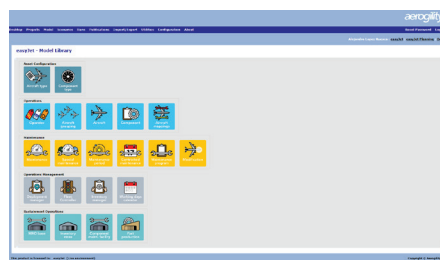
easyJet can simulate flying its fleet over future years as well as the operation of its maintenance and engineering organization, predicting when maintenance events should occur. Aerogility automatically generates optimized schedules which easyJet can analyze and edit to maximize the number of aircraft flying and the number of seats available for customers. This allows the airline's planning team to respond quickly by presenting alternative strategies and potential solutions to the day-to-day challenges faced by the fleet.

Q - What about the ease-of-use and flexibility of Aerogility's predictive maintenance software?

A - Productivity and flexibility are immediate benefits of using Aerogility. A team can set up and run a simulation in a few mouse clicks, and automatically generate multiple versions of schedules or detailed analytics, rather than weeks of laborious work creating spreadsheets or using more traditional tools. This means that the team can quickly develop sophisticated maintenance &

engineering strategies and plans, comparing Key Performance Indicators and other success criteria.

There are many examples of challenges that Aerogility has resolved successfully, for example balancing planning yield with nose-to-tail scheduling, optimizing maintenance programs with entry-into-service and end-of-lease conditions, or the optimal time to transition from one maintenance strategy to another for an ageing fleet.



Q - Today, with the rapidly evolving technology in artificial intelligence, robotics and smart machines while the results keep getting better on one hand, is it posing a threat to manual jobs? The current sentiment is that the technology and innovations might replace human jobs altogether? Your views

A - Having created a product that is founded in Artificial Intelligence (AI) with multi-agent systems, we have seen first-hand how important this type of technology is in our increasingly digitalized world. The ability to use technology to predict and simulate future scenarios in maintenance plan-

ning is revolutionising the industry. This is not to say that AI, robotics and smart machines will threaten manual jobs. We created Aerogility to assist MRO teams by making maintenance planning easier and more accurate – it will not replace jobs, only make them less arduous.

Q - In the recent partnership, Rolls Royce Defence selected Aerogility's decision support product for service analytics. Can you explain how does this product work?

A - With Rolls-Royce Defence we implemented a multi-agent model, designed by Rolls-Royce as a digital-twin of the service support enterprise, and embodying business rules and engineering experience acquired over decades of operation. In the model, the agent parameters for platform operations, maintenance support networks and life-cycle cost are fully configurable to represent a myriad of fleet scenarios according to the use case.

The expertise of Rolls-Royce analysts plus the Aerogility multi-agent model produces a realistic and holistic view of the overall service provision. Business teams can iterate through customer support scenarios quickly and easily by varying the parameters in the model, and thus optimising both forecasting accuracy and service delivery.

Q - In today's robust competition what are your predictions about the future of Aerogility?

A - We believe it is of critical importance to further enhance our rich optimization capabilities and leverage recent developments in big data analytics, machine-learning and smart solutions as this is where the industry is heading in the future. Our multi-agent technology has its roots in AI and autonomous systems, and we are confident that our architecture is an effective conduit for making use of these new technologies.

We have worked hard to develop our civil aviation capability, building on the expertise and success we have achieved in military aviation and are very pleased with the volume of enquiries that we are now receiving. Airline operators are extremely receptive to Aerogility – so we hope to be working with more civil aviation companies in the near future.

Gulf Air implements Collins Aerospace GlobalConnect for its Airbus A320neo

Gulf Air is making use of Collins Aerospace GlobalConnect managed digital service to support its new fleet of 30 Airbus A320neo aircraft. As airlines shift toward all-digital operations, GlobalConnect keeps operators connected to their aircraft by deploying the infrastructure for secure wireless connectivity.

GlobalConnect enables a single communications solution, whereby new Internet Protocol links, such as broadband satellite, Wi-Fi or cellular, work seamlessly and interchangeably alongside legacy aircraft communications addressing and reporting system, or ACARS, communication channels. The service includes a hosted and managed cloud environment.

"As a major international carrier serving 47 cities in 26 countries spanning three continents, it's critical that we keep our flying crew better informed while provid-



ing better data collection and improved analytics to drive operational efficiency and reduced maintenance," said Gulf Air's Chief Operations Officer Captain Suhail Abdulhameed Ismaeel.

GlobalConnect enables highly secure, bidirectional exchange of data between the aircraft and ground operations, including aircraft maintenance and performance data. The systems also supports data feeds to the growing number of mobile applications that are being used by flight crews. These include ef-

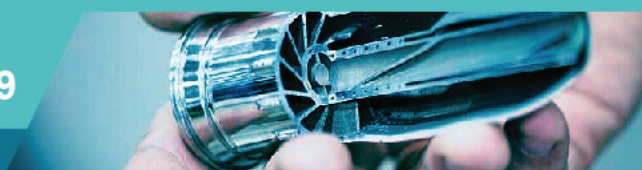
iciency applications such as weather, flight planning, logbooks, maintenance and performance calculators, all of which bring new levels of productivity and value to airline operations.

"GlobalConnect managed digital service together with innovative connected aircraft systems are transforming aircraft operations," said Steve Timm, vice president and general manager of Commercial Avionics for Collins Aerospace. "We are leading the transition of the aerospace industry towards a connected digital ecosystem that goes beyond the aircraft. Our goal is to ensure this shift is seamless for our customers."

Besides GlobalConnect service, Gulf Air's new A320neo fleet will feature Collins' suite of communications and navigation systems for the flight deck, along with MultiScan ThreatTrack weather radar and Airline Operations Control data link.

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Hot Topics

- China Aviation Supplies Platform Company newly founded by Air China, China Eastern Airlines, China Southern Airlines, China Aviation Supplies Holdings and China Reform Holdings
- In spite of the establishment of this platform company, the Top 3 Airline Companies still possess their own aviation supplies. How the platform company will develop in the future? and How the big data system for the platform will be constructed? You may find the answer you need from China Aviation Supplies Platform Company at this forum
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 - » The configuration of the aviation parts after the opening of the new route - how to guarantee the delivery of the materials in time and high quality? Are there other economic and effective contingency plans?
 - » The influence of pooling system on the aviation parts warehouse companies

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Exclusive Interview

Exploring the sounds inside the Cockpit

Cockpit! A place where even the smallest and the faintest of the sounds matter and every sound from audio panel has a unique importance, audio avionics plays a crucial role. In such a niche branch of Avionics, **Mitch Stinson the President of Jupiter Avionics** talks about the future of audio avionics, challenges to make a near-perfect audio panel and work culture of Jupiter avionics, in an exclusive interview with **Swati. Ketkar ..**

Q - In a rapidly developing technology coupled with an equally aggressive & competitive market how does Jupiter Avionics strive to provide the latest and most advanced products in the stipulated time frame?

A - Jupiter Avionics has a well-deserved reputation for producing innovative and high quality products in very short time scales. We are able to do so because our engineering procedures are streamlined and efficient. Our team of engineers are free to use their extensive experience in the field and with previous designs to quickly develop new products, without the drag of excessive bureaucracy that burdens many larger companies.

Q - Can you explain in brief the role of an audio controller and how is JAC's latest Dual Remote Audio Controller different from the ordinary controller?

A - An audio controller is a centralized audio management system that distributes and controls all transceiver, receiver and alert audio in an aircraft. It can either be a stand-alone panel-mount unit or a remote box connected to one or more control panels. Jupiter's JRAC2 Dual Remote Audio Controller is designed for operation with two controllers, either of which can be a Jupiter control panel such as the JCP3, a multi-function display, or a Bluetooth-enabled smart device. It supports up to 10 COM transceivers, 4 NAV receivers, and 4 direct audio inputs. It also incorporates a 10 Watt speaker amplifier and a 3 channel aural message generator. The unit supports up to 8 users with 4 users having transmit capability. It can be configured to support either low or high impedance headsets. By using our ProCS Windows-based application, configuration settings may be quickly changed using a PC, even

when the unit is installed in the aircraft. The settings can be stored and used to "clone" the setup in multiple aircraft. In addition, the control panel legends are changeable to allow easy and fast customization.

Q - Do the latest state-of-the-art audio panels have the capacity to prioritize the communication sounds based on urgency of the situation?

A - The ability to prioritize sounds based on their urgency requires an expert human operator. What a good audio panel will provide is an effective and user-friendly layout to allow the operator to quickly and simply perform those actions. Functions must not be buried in nested menus or require the operator to adjust multiple controls. Jupiter's panel layouts are field-proven and accepted as standard by major fleet operators throughout the world. We also offer the JA35 Audio Mixer, which has the capability to prioritize warning audio. The audio prioritization, which must be decided upon at the time of installation, helps minimize pilot overload when multiple alerts are active at the same time.

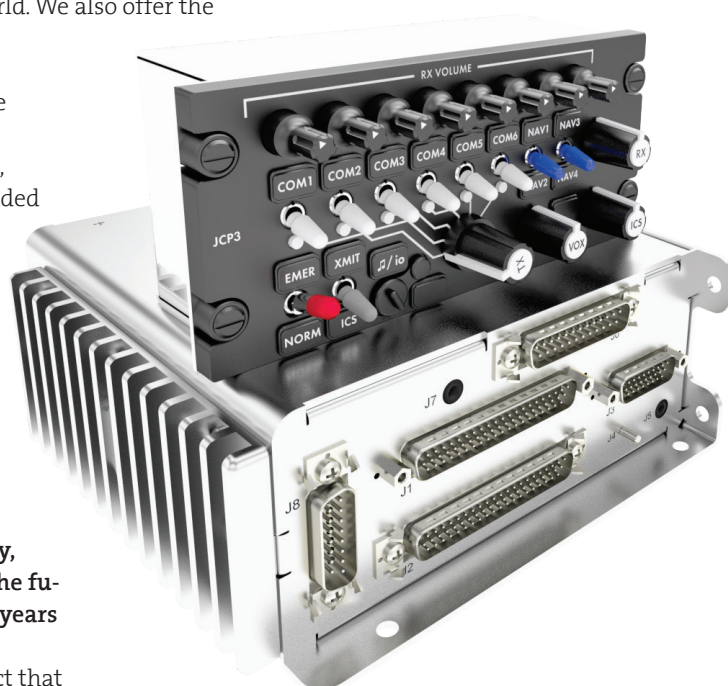
Q - In the fast-evolving audio avionics technology, where do you see the future of JAC about 5 years from now?

A - We fully expect that within 5 years Jupiter

will be considered the go-to company for all audio avionics solutions. As we continue to introduce leading edge products and technology, we will make major inroads into the large OEM market, displacing companies that are unable to provide the long-term cost-effective support that is Jupiter's forte.

Q - In the cockpit, where audio accuracy is razor-sharp leaving no room for error, can you tell us some of the challenges faced to make a near-perfect audio panel?

A - First, the audio must be crystal clear and free from crosstalk and external noise. Whether a system is analog or digital is not as important as the actual quality of the audio. Second is the user interface. The controls must be selected and placed to make the user's job as easy as possible. Third are the environmental considerations. As with all avionics, audio panels must meet stringent requirements with respect to vibration, temperature, altitude, humidity, RF susceptibility, emissions, and many other environmental categories. Finally, all of that has to be accomplished with the smallest unit possible, as weight and panel space are both at a premium!



Lufthansa Technik Mobile Engine Services gaining momentum in North America



Lufthansa Technik's Mobile Engine Services is gaining strong momentum in North America with the launch of a larger repair station in Montreal and the introduction of a new engine type to be serviced at the Tulsa facility.

The new Mobile Engine Services repair station in Montreal is at present moving from inside Air Canada's facilities to new and independent premises. With more than 2,500 square meters (27,000 square feet) of floor space and 12 bays, the new building will triple the sites operational capacity for surgical repair solutions on CFM56 engines. To support the capacity increase, Lufthansa Technik plans to expand its workforce in Montreal from today's 30 to 80 by the end of 2021.

Since January, the Mobile Engine Services site in Tulsa, Oklahoma, has its remodeled hangar in operation, expanding the capacity for work on V2500 engines from four bays to six, plus a fully operational test cell. Along with the expansion, Lufthansa Technik will also add the CFM56 series to its Tulsa repair and test cell portfolio, with production starting in July. First in the series will be the CFM56-5B, with initially three bays.

"The recent expansion of our North America sites for Mobile Engine Services responds to the growing need to keep engines on wing for as long as pos-

sible, to keep our customers mobile," says Sahib Ajjam, Lufthansa Technik's Senior Director Corporate Sales USA and Canada. "Compared to a regular overhaul shop visit, our smart and flexible approach reduces costs by limiting the scope of repairs, and generates additional savings as a result of significantly shorter turnaround times and decreased transportation costs."

Aiming to avoid or postpone major overhaul events, Lufthansa Technik's Mobile Engine Services consists of a number of smart engine repair solutions. They range from on-wing and on-site services performed by Airline Support Teams (AST) directly at the customer's location to smart, surgical repair solutions carried out in a global network of repair stations. The Lufthansa Technik Group currently has four such repair stations around the world. In addition to Montreal and Tulsa, they are located in Frankfurt, Germany, and Shenzhen, China.

Lufthansa Technik's Cyclean Engine Wash System is an important element of the Mobile Engine Services portfolio, vastly applied to engine performance optimisation. Currently spanning seven locations in North America, the regional network of engine wash stations is set to grow by another three stations in 2019.

American Airlines launches Airbus A321neo service with new cabins

American Airlines is starting scheduled flights with the first of its 100 new Airbus A321neo aircraft on order. These aircraft come equipped with an all-new cabin interior designed for enhanced passenger comfort and convenience, including larger Airspace XL overhead luggage bins that increase carry-on bag capacity.

American is the launch customer for the Airspace XL bins, which provide approximately 40 percent more overhead storage space for passengers on board the 196-seat aircraft. In addition to equipping its new A321neos with the XL bins, American also plans to retrofit its entire in-service fleet of earlier A321 models – more than 200 aircraft – with the cabin features included on the new A321neos.

Ingo Wuggetzer, Airbus' Vice President of Cabin Marketing said: "We are very pleased that American Airlines' first A321neos with the Airspace XL bins are now entering service. We constantly work with airline customers to improve our aircraft cabins, and American in particular played an instrumental role with us in developing our biggest and best overhead bins to date."

The Airspace XL bins accommodate larger luggage – up 24" x 16" x 10" – allowing standard roll-on bags to be loaded on their sides instead of being inserted flat. This creates room for up to four bags in each bin instead of the current three. The larger bins will significantly reduce the number of passenger bags checked at the gate, and sent to the cargo hold.

American's selected cabin layout allows the airline greater flexibility in seating arrangements and use of cabin space. The two class cabin will gain an additional row of first-class seats, bringing the total to 20. Outfitting the A321neo with a free wireless inflight-entertainment (IFE) system allows passengers to select a wide-range of options from their own devices. LED mood lighting will enhance the cabin environment.

MTU Maintenance, United Airlines sign 12-year GE90 contract



MTU Maintenance, a subsidiary of MTU Aero Engines, has signed a twelve-year GE90-115B maintenance contract with United Airlines. The fly-by-hour contract covers the maintenance, repair and overhaul of 49 engines powering the airline's Boeing B777-300ER fleet and includes MTU proprietary repairs as well as engine trend monitoring.

"We are proud to continue our partnership with United Airlines," says Michael Schreygg, Chief Programme Officer, MTU Aero Engines. "This contract is a clear

signal that we are expanding and deepening our support of United Airline's fleet, lending them our repair expertise and offering intelligent, cost-effective MRO solutions for efficient operations."

"MTU Maintenance is a highly experienced MRO provider," says Kris Bauer, Senior Vice President Technical Operations, United Airlines. "We look forward to receiving excellent GE90 support, building on our existing relationship and laying the foundation for further collaboration."

Barfield to support AerFin Limited's commercial aircraft components

Barfield, a subsidiary of Air France KLM Engineering & Maintenance (AFI KLM E&M) in the Americas has entered into a long-term maintenance agreement with AerFin Limited to cover the repair of regional and single aisle commercial aircraft components.

"Choosing to enter into a formal agreement with Barfield was an easy decision for us, as the company is recognised for the quality of its service in all sectors of the aviation industry. AerFin holds the same standards and values and the agreement will be mutually beneficial to both companies," says Nick Filce, AerFin Director of Asset Sales & MRO.

Under this new agreement, Barfield

facilities in Atlanta and Miami will provide support for approximately 170 component part numbers. In the present day, AerFin already utilizes AFI KLM E&M's facilities in Europe. Working with Barfield in the Americas is a natural extension to that relationship. The agreement ensures that AerFin will receive services to meet their operational requirements.

"We are delighted to work with AerFin as it shows our capabilities and high quality of engineering practices has demand across a diverse customer base," says Matt Millbank, Vice President of Business Development for Sales Department at Barfield.

TAG Aviation, AJW Group sign a pool access agreement for Boeing 757 aircraft



TAG Aviation, a private and business jet aviation services provider has signed a pool access agreement with AJW Group covering its Boeing 757 aircraft, which is operated in a VIP configuration offering high-end, round-the-world tours.

"TAG Aviation is a major player in business aviation," said Christopher Whiteside, President and CEO of AJW Group. "This Pool Access Agreement contract is a testament to the strength of the industry-leading service AJW Group provides within the business aviation sector. By fully utilising AJW's services to ensure its aircraft are able to run as efficiently and economically as possible, TAG Aviation will be able to continue to deliver the best-in-class services its clients have come to expect."

Richard Kerbey, Technical Director of TAG Aviation (UK) Ltd, comments, "TAG Aviation has an unrivalled reputation for safety, reliability and operational excellence. By partnering with AJW Group on this Pool Access Agreement, we can be safe in the knowledge that our customers around the world will enjoy a timely and seamless experience when they use our services."

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MRO Americas

Embraer, Air Botswana sign pool programme agreement



Embraer has signed a pool programme agreement with Air Botswana at MRO Americas to support a wide range of repairable components for their E170 aircraft.

The multiyear pool programme agreement consists of full repair coverage for components and parts as well as unlimited access to a large stock of components at Embraer's distribution centre.

"We are delighted to serve Air Botswana with a product that will provide streamlined solutions for its

E170," said President & CEO of Embraer Services & Support, Johann Bordais. "Our mission at Embraer is to ensure customer satisfaction, which results in creating a competitive portfolio that offers the highest standards on the market."

"Air Botswana looks forward to our partnership with Embraer. Increasing the availability of spare parts for our aircraft will help our daily operations and we are excited about efficient solutions," said General Manager of Air Botswana, Agnes T Khunwana.

Boeing expands Used Serviceable Material capability

Boeing is all set to expand its total lifecycle support offerings by managing the entire end-to-end process of its Used Serviceable Material (USM) business. USM offers customers a convenient and cost-efficient alternative to brand-new parts, offering high-quality recertified parts harvested from retired aircraft.

The announcement of the expansion was made at MRO Americas and this capability adds to Boeing's extensive, one-stop-shop supply chain offerings and provides the quality guarantee of working directly with an original equipment manufacturer.

In addition to expanding used serviceable material offerings, Boeing also signed some agreements to provide customers with supply chain solutions:

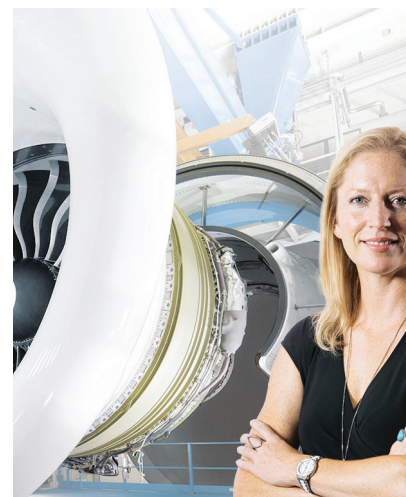
- Aviation Technical Services (ATS) has

signed a three-year contract for multi-commodity spare parts package supporting their maintenance, repair, and overhaul capabilities.

- Eaton Aerospace and Boeing's subsidiary Aviall have signed a multi-year contract in which Aviall will manage an exchange pool of rotatables for Eaton's airline customers, and offer around-the-clock support to these customers through Aviall's aircraft on ground team.

- Aviall and Valcor Engineering have signed a multi-year contract which is an exclusive distribution agreement in which Valcor products will be stocked and sold by Aviall. The products consist of an air separation module which extracts nitrogen from ambient air and an enhanced version of this flight-critical component for airlines.

MTU Maintenance unveils MTUPlus Intelligent Solutions



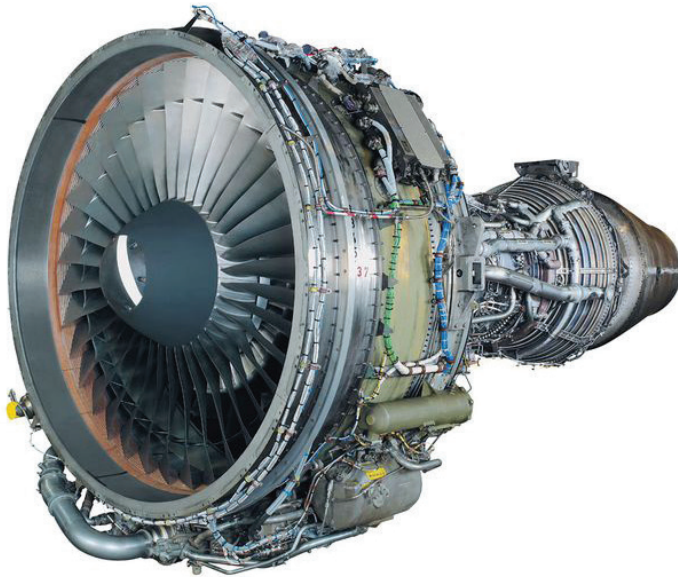
MTU Maintenance has launched its redefined services portfolio MTUPlus Intelligent Solutions at the MRO Americas in Atlanta, Georgia. The portfolio has been made to fulfil the exact and specific needs of operators, who increasingly want tailor-made solutions across the lifecycle in order to control and optimise cost, as well as those of asset owners and lessors, for whom residual value and cost of ownership is key.

The portfolio has been separated into four highly tailored solutions, PERFORMPlus, VALUEPlus, SAVEPlus, MOVEPlus, and a services cluster SERVICEPlus for single and ad-hoc requests.

"Customers rely on us for world-class engineering, intelligent creativity and dedicated support," said Martin Friis-Petersen, Senior Vice President MRO Programmes, MTU Maintenance. "It is our job to spot market trends and ensure our portfolio is meeting the customer requirements of tomorrow. As an independent service provider, our focus is going that extra mile for customers, and never giving up until the optimal solution has been found for them."

Pratt & Whitney signs agreement for repair services with MTU Maintenance

Photo: www.pw.utc.com



Pratt & Whitney has signed a long-term agreement (LTA) with MTU Maintenance (MTU) for repair services. MTU will work to offer additional sup-

port for Pratt & Whitney operational commercial engines, including the PW2000, PW6000, and the International Aero Engines V2500.

"The agreement marks the first LTA that Aftermarket has signed with MTU for operational commercial engine repair services. MTU is not only a partner to Pratt & Whitney on the Pratt & Whitney GTF engine programme but is also a key supplier for our operational commercial engine repair requirements," said Heather Walton, senior director, Aftermarket Supply Chain at Pratt & Whitney. "We have a strong relationship with MTU and have worked closely in the past to provide support for our customers. We are excited to continue to build upon that relationship with them through our various fleets of operational commercial engines."

The V2500 engine is provided through IAE International Aero Engines AG, a multinational aero engine consortium whose shareholders comprise Pratt & Whitney, a division of United Technologies Corporation; Pratt & Whitney Aero Engines International GmbH; MTU Aero Engines GmbH and Japanese Aero Engines Corporation.

Pratt & Whitney expands GTF engine repair supplier network

Pratt & Whitney to further expand its global network of providers that maintain Pratt & Whitney's GTF PW1500G engine.

Joining the list of GTF maintenance, repair and overhaul (MRO) providers are MB Aerospace, MDS Coating Technologies, Schaeffler Aerospace Canada, Schaeffler Aerospace GmbH & Kg Co. and Exotic Metals Forming Company.

"As volume for GTF MRO steadily grows, it is paramount that Pratt & Whitney continues its focus on growing a network that best serves our customers around the world," said Heather Walton, senior director, Aftermarket Supply Chain. "These suppliers have had long-term relationships with Pratt & Whitney and deliver a high level of responsiveness, exactly what we are looking for to support our network for the GTF engine for years to come."

In 2018, multiple repair suppliers had joined the Pratt & Whitney network to perform work on the GTF PW1100G-JM engine.

Pratt & Whitney expands GTF Engine MRO network by including Delta TechOps

Pratt & Whitney to expand its global network of providers that maintain the company's Geared Turbofan (GTF) engines to include Delta TechOps, the division of Delta Air Lines providing maintenance, repair and overhaul (MRO) services in North America. Delta TechOps will offer engine maintenance for PW1100G-JM and PW1500G engines.

"We are very excited that Delta TechOps, a world-class MRO provider, will be joining our GTF MRO network and will be providing engine maintenance services for our GTF customers," said President of Pratt & Whitney Commercial Engines, Chris Calio. "This will become the third facility in North America support-

ing GTF engine MRO work, alongside the Pratt & Whitney Engine Center in Columbus, Georgia and the Pratt & Whitney facility in West Palm Beach, Florida. This agreement is a testament to Pratt & Whitney's long-standing relationship with Delta and we look forward to expanding our relationship even further through our collaboration with Delta TechOps."

With the help of the Engine-Wise platform of services, Pratt & Whitney will offer operators with different kinds of aftermarket services designed to provide long-term, sustainable value.

Delta TechOps will join other industry-leading MRO providers situated worldwide that deliver high-quality maintenance support to GTF engine operators.

Embraer signs pool programme agreement with Mauritania Airlines



Embraer has signed a pool programme agreement with Mauritania Airlines at MRO Americas to support a wide range of repairable components for its two new E175s. Mauritania received its first E175 at the end of March and the second E175 is slated for the second quarter of 2019. Mauritania Airlines is

the first E175 operator in Africa.

The multiyear pool programme agreement consist of full repair coverage for components and parts as well as unlimited access to a large stock of components at Embraer's distribution centre.

Embraer will also offer a door-to-door solution to reduce the logistical bur-

den for the customer and the onsite stock, which is the inventory of NO-GO components Embraer provides at the customer's facility.

"We are extremely proud that Mauritania Airlines has entrusted Embraer to provide efficient services and support solutions to their new E175s," said President & CEO of Embraer Services & Support at MRO Americas, Johann Bordais "Embraer is strongly committed to the success of our customers and we know this platform will serve them well by streamlining processes."

"The support of the OEM is the best choice for Mauritania Airlines and our new E175 fleet. It will allow us to reduce leadtimes and costs of our daily operations, guaranteeing efficiency and competitive results," said CEO of Mauritania Airlines, Emal Mint Mawloud.

Triumph enters into five year channel partnership with Honeywell

Triumph Group's Accessory Services business has entered into a five-year channel partnership with Honeywell at MRO Americas industry show. The partnership includes access to spare parts and intellectual property, and positions Triumph as an authorised repair centre for Honeywell.

As an authorised repair centre, Triumph Accessory Services will offer Honeywell and global customers with support for accessories and component MRO along with supply chain solutions. Triumph Accessory Services is an operating company of Triumph Product Support.

Executive Vice President of Triumph Product Support, Bill Kircher said, "As we continue to address our global customer demands for high-quality repairs and competitive turn times, this channel partnership reinforces our long-standing relationship with Honeywell to support the MRO market."

Embraer and Binter sign total support programme for new E195-E2 fleet

Embraer has signed a multiyear total support programme (TSP) agreement with Binter to support the airline's new E195-E2 fleet.

Binter will receive its first E195-E2 jet in the second half of 2019 and become the first European customer to get the largest model of the E2 family. The airline had signed an order for three E195-E2s. The contract also comprises of purchase rights for two additional aircraft of the same model.

"We welcome Binter as the launch customer of our newest Total support programme designed to support the needs of E-Jets E2 customers. It's a milestone for Embraer and we are delighted to celebrate Binter's 30-year anniversary by providing efficient services and support solutions to their very modern fleet of E195-E2," said President and CEO of Embraer Services & Support, Johann Bordais.

"The support of the OEM is essential to offering our customers quality service as we modernise our fleet with Embraer's E-Jets E2," said Binter's Vice President, Rodolfo Nez.

Boeing, GAMECO collaborate to provide MRO support in Asia-Pacific region

Guangzhou Aircraft Maintenance Engineering Company Limited (GAMECO) has signed an agreement with Boeing to work together to provide MRO support in the Asia-Pacific region.

According to the agreement, Boeing will give GAMECO, access to maintenance data, technical support and offer MRO maintenance training while GAMECO will maintain Boeing's rigorous quality standards for MRO services.

This agreement also supports GAMECO's capabilities and maintenance support of Boeing airplanes.

With the help of the training that will be given by Boeing, GAMECO will fulfil all the needs to be a Boeing supplier of components and composites repair capabilities, landing gear overhaul and other MRO services.

Executives in Focus

Kevin Geissler joins GA Telesis as Vice President of Aviation Lease Solutions



Kevin Geissler
GA Telesis

GA Telesis has appointed Kevin Geissler as Vice President Aviation Lease Solutions. In his new role, Kevin will be responsible for oversight and development of the Company's inventory leasing business as well as its thriving APU and Landing Gear leasing business.

Currently, the company has a significant inventory lease portfolio consisting of Boeing 737, 747, 767, 777, 787 as well as Airbus A320, A330 and A350 rotatable components.

Kevin started his career at Curtiss Wright Accessories, the aftermarket repair business of the OEM, which was subsequently taken over by GA Telesis in 2008. Post-acquisition,

Kevin spent quite a few years in the Company's MRO Services unit as a business unit controller and as Corporate Assistant Controller before being promoted to Vice President and Corporate Controller in 2013. Kevin has a Bachelor's Degree in Finance from the University of North Carolina at Wilmington.

"As the world's leading lessor of commercial aviation inventory we needed someone with significant financial and inventory finance experience to take the helm of this ever-growing business unit," said Jason Reed, President of the Component Solutions Group at GA Telesis. "Kevin has seen the company through 5x revenue growth during his tenure and we are excited to see him start this new chapter of his career."

Chapman Freeborn names Neil Dursley as Chief Commercial Officer

Chapman Freeborn Airchartering, a provider of air charter solutions for passenger and cargo movements has appointed Neil Dursley as chief commercial officer.

Neil will drive Chapman Freeborn's commercial strategy, providing direction

for global sales teams, as well as working closely with the wider organisation to ensure the company maintains its position as the market leader in the cargo charter industry.

With more than 25 years of experience in global, customer-focused logistics companies, he brings extensive leadership and business development capabilities to the role.

His experience includes over seven years with Panalpina whom he joined in 2011. He most recently served as senior vice president government, aid and relief based in London, UK and previously held the position of area vice president of marketing and sales in the Middle East based in Dubai, UAE.

Prior to Panalpina, Neil held several senior management positions at other international logistics specialists including UPS Supply Chain Solutions and Menlo Worldwide Forwarding over an 18 year period.

In his new role, he will work closely with Chapman Freeborn's

chief executive officer Russi Batliwala, chief operating officer Shahe Ouzounian, and other members of the senior management team.

Russi Batliwala says, "We are excited to bring in someone with Neil's experience, leadership skills, and expertise in servicing both government and commercial sector customers on a global basis. He has an outstanding track record, and he will be an asset to the group as we focus on driving growth."

Neil Dursley comments, "I am delighted to be joining Chapman Freeborn at such an exciting time. I have worked closely with the Group during my 13 years in the Middle East whilst at UPS. Their capability and execution are second to none, and it is my aim to strengthen our market-leading position. I truly believe that with the team that we have around me we can and will achieve great things. I have only ever been about exceeding customer expectations. It is possible to do this consistently with the right people in your team. From what I know and what I have seen we have that in abundance."



Neil Dursley
Chapman Freeborn

Rotortrade ANZ names Marcello Corrado Salati as new Head



Marcello Corrado Salati
Rotortrade ANZ

Rotortrade, an independent helicopter dealer with its main operational base in Kuala Lumpur, Malaysia has recently communicated about its latest expansion with a new office opening soon in Australia covering the entire Oceania market. Rotortrade has appointed Marcello Corrado Salati as the new Head of Rotortrade ANZ.

Marcello joined Rotortrade in 2015 as Sales Manager based out of Kuala Lumpur, Malaysia. Marcello has prior international experience in Norway, Netherlands and the UK. He has a master's degree in Economics and Management of Innovation and Technology from Bocconi University in Milan, a leading European business school.

His passion for helicopters, determination and previous successes makes him well positioned in the ANZ market and the natural choice to lead RT efforts in

this very important market.

Marcello comments, "I am excited to start this new challenge and look forward to developing Rotortrade in this region which has such a deep rooted aviation culture. I am fortunate to be part of a respected company that prides itself in providing high quality services. My focus is on being much closer to operators supporting them as best I can while bolstering ties with our local Network Partners and OEMs."

"We are very happy to extend our international footprint to this very important region which leads the way in many respects. Marcello has all our trust and support to build up a sustainable market position in ANZ over the next few years. It is in RT's DNA to promote young talents based on performance allowing them to fulfill their full potential," said Aurlien Blanc, Rotortrade Partner.

C&L Aviation Group names Jarmila Kotkova as Regional Sales Manager for Europe

C&L Aerospace, a C&L Aviation Group company, has hired Jarmila Kotkova as its Regional Sales Manager for Europe. She has more than 20 years of experience in the field of logistics, maintenance and parts support in the European regional airline market.

Kotkova will develop relationships with European regional airlines, specialising in ATR, ERJ, Beech 1900, and Saab 340 aircraft. She was the regional sales manager at C&L from 2014 to 2017. During that time, she built strong relationships with European regional airlines by providing aircraft parts, programmes and support to fit their needs.

Martin Cooper, Senior Vice President of Sales, said, strong business relationships and experience in the diversity of the European market will be a tremendous asset to C&L. We are very happy she has chosen to re-join C&L, and are especially excited to have someone on board with a mix of MRO and spare parts support experience.

Marcello Corrado Salati
Rotortrade ANZ



Airbus appoints Julie Kitcher as EVP communications and corporate affairs

Airbus has recruited Julie Kitcher as Executive Vice-President Communications and Corporate Affairs. She will join the Airbus Executive Committee and will lead all external and internal communication activities. She will report to Airbus Chief Executive Officer (CEO), Guillaume Faury.

Julie will be responsible for co-ordinating the transformation agenda of Airbus and manage Audit, Performance Management, Responsibility and Sustainability and Environmental Affairs, in addition to her position as the Chief of Staff to the CEO.

Julie was previously the Head of Investor Relations and Financial Communication at Airbus from May 2015.

Julie joined Airbus UK as a Financial Analyst in December 2000 and held various roles within Finance.

Julie Kitcher
Airbus



International Events

MRO EVENTS		
DATE	EVENT	VENUE
04-06 June 2019	AP&M Europe	Frankfurt, Germany
18-19 Sept 2019	15th Maintenance Cost Conference (MCC)	Athens, Greece
15-17 Oct 2019	MRO Europe	London, UK
06-07 Feb 2020	3rd Aerospace & Defence MRO South Asia Summit 2020	New Delhi, India

AIRSHOWS		
DATE	EVENT	VENUE
17-23 June 2019	Paris Airshow	Le Bourget, Paris, France
20-24 July 2020	Farnborough International Airshow 2020	Farnborough, England
17-21 Nov 2019	Dubai Airshow	DWC, Dubai, UAE
11-16 Feb 2020	Singapore Airshow	Changi Exhibition Centre, Singapore

OTHER AVIATION EVENTS		
DATE	EVENT	VENUE
16-18 April 2019	ABACE	Shanghai, China
22-23 April 2019	Saudi Drones Summit & Expo	Riyadh, Saudi Arabia
30 April- 2 May 2019	22nd World Aviation Training Summit	Orlando, Florida, USA
01 April- 03 May 2019	AIR Convention Asia 2019	Bangkok, Thailand
07 - 09 May 2019	ISTAT Asia	Shanghai, China
21- 23 May 2019	EBACE	Geneva, Switzerland
26 - 29 May 2019	IATA Ground Handling Conference	Madrid, Spain
11 - 13 June 2019	Cabin Operations Safety Conference	Istanbul, Turkey
23 - 26 June 2019	World Financial Symposium	Miami, Florida, USA
25 - 27 June 2019	Aviation Data Conference	Athens, Greece
27 - 28 June 2019	Asian Aviation Education & Training Symposium	Seoul, Republic of Korea
03 - 04 Sept 2019	16th Asia Pacific Airline Training Symposium	Marina Bay Sands, Singapore
08 - 11 Sept 2019	inter airport Europe 2019	Munich Trade Fair, Germany
17 - 19 Sept 2019	AIR Convention Europe 2019	Vilnius, Lithuania
15 - 17 Oct 2019	Global Airport and Passenger Symposium 2019	Warsaw, Poland
22 - 24 Oct 2019	NBAA Business Aviation Convention & Exhibition (NBAA-BACE)	Las Vegas, NV, USA
13 - 14 Nov 2019	ISTAT Latin America Forum	Buenos, Argentina

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