

Rolls-Royce partners with HAECO Hong Kong to introduce new engine change service

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Nov 15th, 2018

AerSale celebrates 10 year anniversary



erSale, a global supplier of mid-life aircraft, engines, used serviceable material, and MRO services, has reached its 10th anniversary since founders Nicolas Finazzo and Bob Nichols started operations. Having sold their prior company, AeroTurbine, in 2006, they were eager to embark on their next challenge and set out to create a new aviation aftermarket enterprise that offered greater value and support to global flight equipment operators, lessors, maintenance, repair, and overhaul (MRO) providers, and original equipment manufacturers (OEMs). Over the past decade, AerSale has brought together a select team of the industry's finest aviation professionals and technicians to create a global aircraft, engine, materials support, and MRO services juggernaut. In the present day, AerSale boasts more

than 350 employees and a customer base that spans every region of the world.

"We are proud to have played a role in bringing this team together to establish AerSale as a premier integrated aftermarket support organisation in this exciting and rapidly changing industry," said Finazzo, Chief Executive Officer at AerSale. "More importantly, we offer our heartfelt thanks to both our countless customers and employees for their many years of patronage and loyalty, and without whom AerSale's success would not be possible."

"Looking forward, you will see AerSale continue to integrate additional innovative and synergistic products, such as AerSafe and AerTrak, in addition to expanding its portfolio of aircraft and component MRO solutions," added Nichols, Principal at AerSale.

ATR, Air New Zealand collaborate to explore the future of regional aviation ecosystem including hybrid aircraft

ATR has signed an agreement with Air New Zealand to explore the role of new propulsion technologies, could play in the future of the regional aircraft ecosystem.

Under the agreement the partners will investigate the development of these new solutions and the required systems to support them such as airport and regulatory infrastructure, maintenance, ground and flight operations.

ATR Chief Executive Officer Stefan Bortoli says, "ATR, as a market leader, is working on the future and turboprop technology will be an essential part of that. Hybrid and electric aircraft clearly are in that way forward. The combination of ATR and Air New Zealand jointly exploring the huge opportunities and implications on the whole regional aviation ecosystem is the perfect team. This will be a unique benchmark for the industry and for New Zealand and we look forward to starting this exciting project together."





PANEL DISCUSSIONS

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SESSION - VII Challenges faced by Independent MRO's

Internet of Things, Big Data Analytics and Artificial Intelligence (AI)

* Subject to change

BUSINESS



Rolls-Royce partners with HAECO Hong Kong to introduce new engine change service



Rolls-Royce has introduced a new Trent XWB Engine Change Service, with Hong Kong Aircraft Engineering Company Limited ("HAECO Hong Kong") as its launch partner.

The service enables Rolls-Royce customers to access its OEM expertise and supplier network, with Rolls-Royce acting as a one-stop shop to organise labour, parts and/or tooling for any Trent XWB engine change event.

Offered on a time and material basis, Rolls-Royce customers are able to request a quote for their engine change event requirements from its 24/7 Aircraft Availability Centre, be that a home base or remote site location.

HAECO Hong Kong has been selected as the first service provider to support Rolls-Royce in delivering the Engine Change Service, providing established capabilities and a long-standing relationship with Rolls-Royce.

Lee McConnellogue, Rolls-Royce, Senior Vice President – Aircraft Availability Services, Civil Aerospace, said, "We are constantly looking at ways we can further improve aircraft availability and this service gives us additional capability to do just that. We wanted to launch with a partner who has a heritage of delivery and engineering expertise and HAECO Hong Kong fits that requirement perfectly."

"We are looking forward to working with Rolls-Royce on this new service," said Patrick Wong, HAECO Hong Kong's Executive General Manager, Line Services. We know airlines are looking for efficiency improvements that get their aircraft back in service faster, and that is what we can offer."

UTC Aerospace Systems, Lufthansa Technik sign component service agreement



TC Aerospace Systems and Lufthansa Technik AG have signed a life of programme component service agreement for the maintenance and support of accessories for the Pratt & Whitney PW1100G engine for the A320neo.

Under this agreement, Lufthansa Technik will develop repair capabilities for certain UTC Aerospace Systems' GTF engine

accessories. UTC Aerospace Systems will provide GTF engine accessory parts and certain repair services to Lufthansa Technik. By cooperating in repair development and sharing maintenance practices, both companies will be able to offer enhanced aftermarket services aimed at reduced operating costs.

"We are very pleased to expand our

relationship with Lufthansa Technik," said Tim White, President, Electric, and Environmental & Engine Systems, UTC Aerospace Systems. "This is a great opportunity for two companies to leverage each other's knowledge, expertise and technology and work together to develop improved solutions that enhance the overall customer experience."

"We are excited to continue our relationship with UTC Aerospace Systems," said Johannes Bussmann, Chairman of the Executive Board of Lufthansa Technik. "Our customers will benefit greatly as we combine Lufthansa Technik's maintenance, repair and overhaul capabilities with the design knowledge of UTC Aerospace Systems. Just like with the classic engine option, Lufthansa Technik will soon be able to repair A320neo line replaceable units in-house, including the engines."

Lufthansa Technik and UTC Aerospace Systems have enjoyed a long standing, collaborative relationship including On-Site Support (OSS) for better access to inventory and to support repairs. Recently, the organisations entered into a Designated Overhaul Facility (DOF) agreement for the Boeing 787 to provide support for capability buildup.



EngineStands24 to open a new hub in Dubai



EngineStands24, a subsidiary of Magnetic MRO will launch a new engine stands' logistics centre in Dubai, UAE. The new hub will be opened in the first quarter of 2019.

"Without doubt, Dubai is a strategic location for us, since it is situated in the heart of one of the largest aviation markets. Moreover, being next to Al Maktoum International Airport and just half an hour drive from Dubai International, our new

hub will be able to deliver engine stands to major world locations within just a couple of days or even hours," shares Daiva emait?, the Head of EngineStands24.

The new hub will store stands for narrow-body aircraft engines, including those for CFM56-5A/B, CFM56-7B and V2500. The warehouse will also be supplemented with a range of wide-body aircraft engine stands. The hub, which is set to start operations in Q1 2019 will become EngineStands24's fourth location – the first outside Europe. The company is working to establish engine stand hubs in the USA and

South-East Asia in the upcoming future.

"Opening a new warehouse in Dubai is an important step for both Magnetic MRO and EngineStands24, as we keep expanding into the Middle Eastern MRO market. It complements our upcoming offerings in the region," says the CEO of Magnetic MRO, RistoMäeots.

Enginestands24 offers its clients industry's first e-store for lease, trading, logistics and storage of aerospace engine stands. Customers also have the opportunity to track its stands through an online system, making it a convenient solution for the user.

Cebu Pacific Air adds Airbus A321s to AFI KLM E&M components contract



Cebu Pacific Air has expanded its component support contract with Air France Industries KLM Engineering & Maintenance (AFI KLM E&M) to include seven Airbus A321ceo and 32 A321neo aircraft. This is on top of the component support agreement signed last year between Cebu Pacific and AFI KLM E&M covering its fleet of Airbus A320 aircraft.

AFI KLM E&M is proud to support the expansion of one of the most profitable low-cost carriers in the world that operates in rapidly-growing markets in the Asia-Pacific region. The array of services provided under the long-term contract includes component repairs from Europe and Singapore, as well as access to local spares pool.

The contract extension strengthens AFI KLM E&M's leadership position across the region, embodied in particular through its local joint venture with Sabena technics, Singapore Component Solutions (SCS), a component repair shop launched in September 2016.

Fabrice Defrance, Senior Vice President Commercial AFI KLM E&M, commented, "In 2017, Cebu Pacific Air signed its first contract with us. They are thus a recent customer and it is a great honor for us to have been able to rapidly convince the airline of our expertise and efficiency. We have taken up a challenge by demonstrating our ability to adapt to its ambitious fleet plan and operating imperatives in very short order."

Airbus signs Flight Hour Services contract with All Nippon Airways



Airbus has signed a Flight Hour Services (FHS) contract in the Asia-Pacific region with Japanese carrier All Nippon Airways (ANA) for its new fleet of three A₃80 widebody aircraft.

ANA becomes the latest A₃80 operator to benefit from increased operational reliability provided the Airbus FHS contract.

Airbus FHS will provide fully integrated component services including logistics, transport, stocks management, relationships with equipment suppliers and the embodiment of Service Bulletins (SBs).

Through FHS, Airbus offers airlines extensive and proven expertise in fully integrated maintenance services, and the advantage of one single interface to manage their whole fleets and associated components support operations.



Air BP invests in new fuelling infrastructure to supply Bergen Airport, Norway



Air BP, the international aviation fuel products and services supplier, has invested in upgraded infrastructure at Dolvik terminal in Norway to provide a more efficient, lower carbon fuel supply. Enhancements at the BP-owned terminal include an upgraded pipeline and new fuel tanks with the capacity to store eight million litres of Jet-A1 fuel. This will offer greater security of supply to help meet the increasing demand for fuel at Norway's second largest airport, Bergen. The terminal was inaugurated by Aslak Sverdrup, airport director, Avinor during a special ceremony.

The project involved rebuilding three

fuel tanks, building a new jetty, the integration of two fuel systems to optimise storage, improvements to on-site safety mechanisms and control system enhancements. Not only does the new facility deliver a more efficient supply route and greater supply security but, it will also reduce carbon emissions. It is expected that delivering fuel direct by pipeline, as opposed to via road, will save around 300 tonnes of carbon emissions annually.

"Air BP's highly skilled technical team has worked exceedingly hard in challenging conditions to deliver a thoroughly modern terminal which will optimise operations. I am delighted that Air BP's investment here will not only enhance efficiency but it will take trucks off the road and help reduce carbon emissions associated with the supply of Jet A-1 fuel," said Thorbjorn Larsson, general manager, Air BP Nordics

Over the last decade Avinor has invested over 5 billion NOK to meet both passenger expectations and demand at Bergen, Norway's second biggest airport that serves this internationally focused region. Air BP's modern and efficient fuel terminal will secure timely and predictable fuel deliveries to the airlines and will contribute to the further development of the airport. Avinor will also continue to work closely with Air BP to develop and make sustainable biofuel available at the airport," commented Aslak Sverdrup, airport director, Avinor

This latest announcement further underlines Air BP's commitment to support the industry in meeting IATA's ambitious carbon reduction targets, which include: a 1.5 percent average annual improvement in fuel efficiency from 2009 to 2020, carbon-neutral growth from 2020 and a 50 percent absolute reduction in carbon emissions by 2050 compared to 2005. As part of its low carbon solutions offer, Air BP has been supplying Bergen airport with BP Biojet since August 2017.

MTU Maintenance signs CFM56 engine MRO contract with Regent Airways



TU Maintenance has signed a CFM56-7 engine MRO contract with new customer Regent Airways. The seven-year contract covers the maintenance repair and overhaul of the engines powering the Bangladeshi airline's six Boeing 737 aircraft, as well as spare engine leasing and reliable on-site support.

Regent Airways is a privately-owned Bangladeshi airline. Based at Dhaka Hazrat Shahjalal international airport, the company commenced commercial operations in 2010 and flies national and international routes to destinations including India, Malaysia, Nepal, Oman, Qatar, Saudi Arabia, Singapore and Thailand.



Defence exclusive

Leonardo receives contract for 22 new generation AW169M twin engine helicopters from Italy's Guardia di Finanza



Leonardo has signed a contract with Italy's Guardia di Finanza for 22 new generation AW169M twin engine helicopters. The contract, valued at 280 million euro, includes a comprehensive support and training package which could be further extended with optional services valued at an additional 100 million euro. Deliveries are expected to start in summer 2019 and to be completed by 2024.

The aircraft will be used to carry out a range of roles including patrol and reconnaissance, law enforcement, rescue and homeland security, complementing a fleet of 14 AW139 intermediate twins, six of which are already in service and the following eight due to be delivered in 2019.

"This contract will allow us to deliver the Guardia di Finanza a new generation helicopter with the best technologies available, to perform missions which are getting more and more complex and challenging. Our ability to provide state-of-the-art products to meet the requirements of Italian government agencies and armed forces, for the security of our nation, is the result of Leonardo's leading edge technology and innovation", said Alessandro Profumo, Leonardo CEO.

The AW169Ms of Guardia di Finanza will receive a military qualification by the Italian Directorate of Air Armaments (ARMAEREO) and will feature a dedicated configuration including rescue hoist, emergency floatation system and life rafts, wire cutters, TCAS II (Traffic Collision Avoidance System), NVG (Night Vision Goggle) compatible cockpit, HTAWS (Helicopter Terrain Awareness Warning System), advanced communication system, OPLS (Obstacle Proximity Lidar System), advanced HUMS (Health Usage Monitoring System), AFCS (Automatic Flight Control System) with SAR modes, searchlight, ice detector, fast roping and satcom. The aircraft will be also fitted with a range of Leonardo systems such as RW ATOS (Airborne Tactical Observation and Surveillance) system with advanced operator console, Gabbiano radar, LEOSS (Long Range Electro-Optical Surveillance System), M428 IFF transponder, V/UHF radio systems cockpit panels and lighting and provisions for SPHYDER (Smart Processing Hyperspectral Detection and Reconnaissance System).

The contract for the AW169M by Guardia di Finanza follows the success of the AW169 type in Italy for emergency medical services with various operators across the nation. It also follows the success of the AW169 for law enforcement in Europe and the Americas.

US Air Force to receive high-assurance GPS receiver technology from Rockwell Collins



Rockwell Collins has been selected by the US Air Force Life Cycle Management Center (USAF AFLCMC) to provide its latest-generation Digital GPS Anti-Jam Receiver (DIGAR). With unmatched GPS threat protection levels, DIGAR receivers will bring highly-reliable navigation for US Air National Guard and US Air Force Reserve F-16 aircraft operating in contested, electromagnetic

environments. This will be the first combat fighter aircraft to be installed with the latest version of the receiver.

"As enemies continue to find new ways to affect the ability to navigate, the latest DIGAR will provide the highest level of protection available so our warfighters can execute missions with precision and accuracy," said Troy Brunk, vice president and general manager, Communication, Navigation & Electronic Warfare Solutions for Rockwell Collins.

Integration of the DIGAR requires no changes to existing operational flight programmes

or A-kit aircraft wiring, lowering the risk and cost involved to upgrade. Built on an open systems architecture, the DIGAR is designed for use across a variety of aircraft platforms that include rotary wing, fixed-wing fighter, bomber, transport aircraft and small to large unmanned aerial systems.

Over the last 10 years, Rock-well Collins has delivered over 100,000 anti-jam systems across weapons, aircraft and soldier systems. DIGAR is a form, fit replacement for existing antenna electronic systems with demonstrated performance that far exceeds legacy capability.

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Sikorsky secures \$717 million contract to sustain Super Stallion and Sea Dragon aircraft for the US Marine Corps and US Navy



Sikorsky, a Lockheed Martin company has secured a performance-based logistics contract with a value of \$717 million. The contract will provide supply and logistics support to the entire fleet of in-service CH-53E Super Stallions and MH-53E Sea Dragon helicopters. The H-53E is a battle proven heavy-lift helicopter continuing to support the US Marine Corps and Navy in missions at home and around the world.

The scope of the performance-based logistics contract includes repairs, overhauls, spares, obsolescence mitigation and asset management services

over four years. Contract performance is based on material availability metrics with additional incentives added for demand reductions, maintainability enhancements and aircraft readiness contributions.

The expanded comprehensive arrangement will cover additional readiness-critical components, including main and tail rotor blades, main gearbox, main rotor head, flight control components as well as accessories such as refueling probe and cargo system components.

"We expect the expanded performance-based logistics to measurably im-

prove material availability and reduce support cost while increasing overall aircraft readiness," said Pierre Garant, Sikorsky senior programme manager, Marine Corps In-Service Programmes. "Our support infrastructure and past performance-based logistics successes will result in Sikorsky continuing to reliably provide mission support critical to the warfighter."

As the Marine Corps' heavy lift-helicopter designed for the transportation of heavy material and supplies, the CH-53E Super Stallion is compatible with most amphibious class ships. With four-and-one-half hours' endurance, the helicopter can move heavy equipment over rugged terrain in bad weather and at night. The MH-53E Sea Dragon fills the Navy's need for long-range minesweeping missions, in addition to heavy-lift duties. The H-53E has consistently proven its worth to the fleet commanders with its versatility and range.

The contract will provide the vital and affordable support to the entire fleet – expanding a reliable base of long-term sustainment as the aircraft continue to fully operate until the introduction of the replacement aircraft, the Sikorsky CH-53K King Stallion.

Rockwell Collins receives five-year US Army contract to support operational readiness of CH-47F avionics



Rockwell Collins has received a five-year contract from the US Army Aviation and Missile Command (AMCOM) Logistics Center (ALC) to provide current component upgrades and additional component repair capabilities for the Common Avionics Architecture Systems (CAAS) on the Army's CH-47F Chinook helicopter fleet.

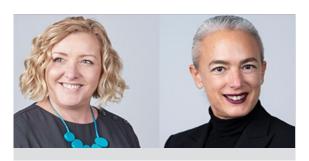
"With this contract, we're able to upgrade the first generation of CAAS hardware at substantial cost savings to the Army," said Rod Hall, principal programme manager, Rotary Wing Services for Rockwell Collins. "Additionally, by including repair capabilities for the latest configuration of CAAS hardware, we're able to expand the breadth of support provided which increases the functionality to end users."

Adopted by the US Army as the standard for CH-47F cockpit avionics, CAAS provides flight crews with battle-proven situational awareness during missions. The system integrates multiple communications, navigation and mission subsystems through its flexible Flight2 open systems architecture design and is currently fielded on over 500 aircraft worldwide.



Executives in Focus

IFS, the global enterprise applications company has appointed Milena Roveda as Chief Financial Officer and Jane Keith as culture officer



As CFO, Milena Roveda is responsible for aligning IFS's financial and administrative functions to support the company's growth. Milena will also determine the most strategically suitable resource allocation and investments required to achieve the company's value creation objectives. The role also involves collaboration with the commercial and development areas of the organisation to provide them with transparency and the necessary tools to achieve their goals and master operational KPIs to ensure that every department, and the company as a whole, understands what drives performance.

Milena brings more than 25 years of international experience leading teams in developing and expanding mid-size and large enterprises. She also has extensive know-how in designing and implementing business strategies and investment plans, restructuring and optimizing business processes,

implementing mechanisms to increase efficiency and reduce costs in addition to cooperating with banks, shareholders and public institutions. Most recently, Milena served as managing director of the South American subsidiary of Swiss-German paints and lacquers manufacturer Berlac Group. At the beginning of her career, Milena spent nine years at the German pharmaceutical and life sciences company Bayer AG.

"I am thrilled to be joining IFS at such an exciting phase in its evolution," said Milena Roveda. "I am convinced that for any company to be successful, it needs to be focused on the customer. My primary objective is therefore to make sure finance and admin effectively support the commercial and development areas to fulfill the customers' needs so that we can continue to deliver value to them. In doing so, we will be able to offer competitive and innovative solutions, establishing long-term relationships with our

customers."

Also joining IFS is Jane Keith, who has been appointed chief people and culture officer. In this role, Jane is responsible for creating a cohesive and collaborative HR team that fosters the existing talent within IFS while working in partnership with business leaders to grow the organisation.

Before joining IFS, Jane worked for more than 24 years at Hewlett Packard and Hewlett Packard Enterprise, holding key positions in recruitment, talent management, business HR, and, most recently, as the UKI HR Director and the HR Vice President for Europe, Middle East and Africa. Jane also worked for two years as HR leader for the European Services and Consulting business at SAP.

Jane Keith said, "Having worked with some excellent companies and distinguished leaders during my career, I am a firm believer that it is great people that makes a company great, not just the exceptional products it sells."

Executive changes in Rockwell Collins' Interior Systems, Information Management Services businesses

Rockwell Collins has named Dave Nieuwsma as Executive Vice President and Chief Operating Officer of the company's Interior Systems business based in Winston-Salem, North Carolina.

He succeeds Werner Lieberherr who is leaving the company after helping to lead the successful integration of the B/E Aerospace business, which was acquired by Rockwell Collins in April 2017. Nieuwsma will report directly to Rockwell Collins Chairman, President and Chief Executive Officer Kelly Ortberg. Previously Nieu-

wsma was Senior Vice President of the company's Information Management Services business.

LeAnn Ridgeway has been named Vice President and General Manager of Information Management Services, based in Annapolis, Maryland. She was previously Vice President and General Manager of the integration of the B/E Aerospace business.

In a related move, Rockwell Collins also announced that Information Management Services will now become part of the com-



pany's Commercial Systems business unit to further capitalise on customers' increasing need for aviation connectivity solutions. Ridgeway will report to Kent Statler, executive vice president and chief operating officer.

"Dave and LeAnn bring a wealth of experience and proven performance to their new roles, and the timing is right to make these changes to ensure that we have the resources in place for our continued success today and in the future," said Ortberg.



International Events

EVENT	DATE	VENUE
JEC Asia 2018	14-16 November 2018	Seoul, South Korea
Airport Solution Indonesia Conference and Exhibition	05-06 December 2018	Jakarta Convention Center, Indonesia
MRO South Asia Summit	17-18 January 2019	New Delhi, India
Aero Engines America	29-30 January 2019	Dallas, Texas, USA
MRO Middle East	10-12 February 2019	Dubai, UAE
AVSEC World 2019	26-28 February 2019	Miami, Florida, USA
MRO SouthEast Asia	06-07 March 2019	Kuala Lumpur, Malaysia
Legal Symposium 2019	06-08 March 2019	Rome Cavalieri, A Waldorf Astoria Resort
Saudi Airshow	12-14 March 2019	Thumamah Airport, Riyadh
Safety and Flight Ops Conference 2019	09-04 April 2019	Barcelona, Spain
MRO Americas	09-11 April 2019	Atlanta, Georgia, USA
IATA Ground Handling Conference	26-29 May 2019	Madrid, Spain
AP&M Europe	04-06 June 2019	Frankfurt, Germany
Cabin Operations Safety Conference	11-13 June 2019	Istanbul, Turkey
Aviation Data Conference	25-27 June 2019	Athens, Greece
World Financial Symposium	23-26 Sept 2019	Miami, Florida
CAS ASIA	24-26 Sept 2019	Singapore
MRO EUROPE	15-17 Oct 2019	London, UK
Global Airport and Passenger Symposium 2019	15-17 Oct 2019	Warsaw, Poland



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nancy matthews @mrobusiness to day. comFor Web Advertisement:

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