

## Recovery with contacts and cooperation

At MRO Europe, experts of the aviation industry discuss optimisations in aircraft maintenance

**Hamburg, 22 September 2009 - “Runway to Recovery” is the motto of this year’s MRO Europe, which will take place in Hamburg from 22 until 24 September, and which has more registrations than ever before. “The feedback from last year’s MRO Europe was very good, and this year, as it comes to Hamburg – The place for aviation, we expect it to be even better. More than 3,000 attendees have pre-registered, and we are set up for a great show today”, says Greg Hamilton, publisher, Aviation Week. The magazine produces the conference and exhibition in partnership with Lufthansa Technik. Hamburg is the city where the global market leader in maintenance, repair and overhaul (MRO) of aeroplanes has its headquarters and where numerous suppliers to airlines, producers and MRO service providers are located. They are particularly pleased that Europe’s most important congress and exhibition of this industry is taking place right on their doorstep. More than 3,000 aviation-industry experts and executives will convene at the “Hamburg Messe und Congress Center” to discuss ways to get out of the crisis. In addition to a symposium with renowned speakers, there will also be more than 200 companies presenting their products and services for maintenance, repair and overhaul in the sold-out exhibition hall.**

A visit to the headquarters of Lufthansa Technik in Hamburg gives an idea of the fascinating diversity of this industry. Besides the everyday maintenance, during which the tire pressure and the engines’ oil-levels are checked, more extensive maintenance work as well as overhauls and repairs of engines, landing gear and components, and the supreme discipline of MRO, the D-check, are also performed here. Every six to ten years, each of the “big birds” must go through a general overhaul. Its inside is cleaned out completely; every screw is taken out of it. The D-check takes about four weeks and sums up to several million Euros.

Every minute an aircraft is not flying costs a lot of money. In a case of AOG (Aircraft on Ground), when an aeroplane must stay on the ground out of schedule due to technical reasons and urgently needs spare parts, quick action is required. In addition to Lufthansa Technik and “Airbus Material, Logistics and Suppliers”, a number of other suppliers in Hamburg have specialised in the cost-efficient provision of high-quality replacement parts.

Some of them, like Interturbine and Hansair, have their own booth at the MRO Europe; others like the P3 Ingenieurgesellschaft present their services at the joint booth of Hanse-Aerospace e.V. Many producers and service providers such as asscom and metrica also use the MRO Europe to extend and consolidate their networks.

Below you will find some quotations from exhibitors and visitors:

**Carsten Frigge, Secretary of the State Ministry of Economic and Labour Affairs and Hamburg Aviation Co-ordinator:** “Around the world, Hamburg enjoys an excellent reputation with regard to the technical support of aircraft fleets. On the one hand, this is due to the large companies with their precision work and innovative force. On the other hand, however, it is also Hamburg’s sub-suppliers who make a major contribution to this with their service and support for producers, airlines and MRO service providers. So Hamburg is the right platform for MRO Europe.”

**Charles Champion, EVP Customer Service Airbus:** “Airbus is delighted that MRO Europe is to be held in Hamburg, home to the Airbus Spares team and one of the world's leading MROs, Lufthansa Technik. We are engaged in several development projects in airframe maintenance, principally through the Airbus MRO Network, comprising 15 of the world’s leading Airbus 3rd party MRO providers. Airbus is focusing in particular on the development of A380 maintenance delivery, plus the development of new capabilities required to support the A350 XWB.”

**August Wilhelm Henningsen, Chairman of the Board of Directors of Lufthansa Technik AG, Hamburg:** “At MRO Europe, decision-makers from airlines, producers and MRO companies meet to talk together about the future development of aircraft maintenance. Against the background of the current aviation crisis, the goal is to achieve further optimisation of worldwide fleet maintenance by means of improved logistic processes, new repair methods, comprehensive cooperation, and by simplifying procedures between airlines and technical companies. Moreover, Lufthansa Technik, being competent in the fields of development, production and repair, can make a significant contribution to lowering the costs for aircraft operators. That is why I am very happy that the trade fair is taking place just around the corner from us.”

*Lufthansa Technik is the global market leader in maintenance, overhaul and repair of airliners, their engines and components. With custom-made maintenance programmes and the latest repair methods, Lufthansa Technik continuously ensures that their customers’ fleets are available and reliable. With its six business segments (maintenance, overhaul,*

*equipment provision, engines, landing gear and VIP-aircraft), Lufthansa Technik services about 670 customers all over the world. At the trade fair, Lufthansa Technik will present its wide range of MRO services, focusing especially on the European market. The following topics and products will be in the centre of the company's trade-fair presence: Total Technical Support®, Engine Parts and Accessories Repair EPAR, Airframe Related Components ARC®, Cabin modifications, special services for regional aircraft.*

**Uwe Gröning, First Chairman of Hanse-Aerospace e.V.:** "In the past years, Hamburg has achieved a leading position in the field of MRO, meaning maintenance, repair and overhaul. Especially for small and medium-sized businesses which are flexible and can react quickly to market developments, there are still great opportunities here to work as suppliers to airlines, producers and large MRO service providers. For these reasons, we are pleased that Hamburg will be host to this year's MRO Europe."

*HANSE-AEROSPACE e.V. is the largest German organisation for small and medium-sized businesses of the aerospace industry. Among its members are suppliers from all areas of aviation and from many areas of astronautics. Besides companies which produce, develop and maintain aircraft, various aviation-oriented service providers (mainly companies offering engineering-, personnel- and documentation services), institutes for further education, colleges and universities are members of Hanse-Aerospace e.V.*

**Burckhard Schneider, President & CEO of Interturbine Group of Companies:** "The MRO Europe is the most important event of the industry for us as it offers excellent opportunities for networking. Nearly all our customers will attend the fair. It is very important for us to be there at the MRO Europe, to present our company, our products and services to the industry. We are very pleased about the MRO Europe's taking place in Hamburg this year for this means that we have a home game, as it were."

*Interturbine Group of Companies is a globally operating group with 320 employees and combines competences of the aviation and high-tech industry. For example, the Interturbine Logistik GmbH supplies replacement parts and maintenance material to the aviation industry. Orders are processed directly via headquarters in Kaltenkirchen or one of the worldwide branches. Interturbine Technologies GmbH, in turn, refines individual materials and produces aircraft components made of metal, synthetic material and plastic.*

**Rolf Schnittger, Hansair Logistics GmbH, Regional Manager Europa:** "The MRO 'lion' is holding court and the world is visiting. So we are very happy that after having taken place in Milan and Madrid, the MRO is in Hamburg this year and that we are part of it. We hope that

many buyers, particularly technicians and engineers from the region, will take advantage of the short journey. We have the chance to expand our regional network and make closer contacts mainly - but not only - with Lufthansa Technik.”

*Hansair Logistics GmbH is part of Hypercoat-Hansair-Gruppe and was established in Hamburg in 1993 in order to supply consumer goods and replacement parts to the European airlines for their fleets as well as to represent OEM and MRO companies. Hansair Logistics also stocks Interior products and offers AOG service.*

**Thomas Böttcher, AkzoNobel Aerospace Coatings, Site Manager Germany:** “The MRO Europe 2009 in Hamburg is of great importance to AkzoNobel Aerospace Coatings as our technologically leading products are used by the multitude of airlines in hangars around the world. At the trade fair, we would like to present our new coating system Aerodur® 3001/3002 (Basecoat/Clearcoat) with extremely short processing and drying times, an even higher long-term durability and outstanding cleaning characteristics.”

*With a staff of 60.000, AkzoNobel is the biggest producer of coatings worldwide. Its head office is in Amsterdam. The subsidiary AkzoNobel Aerospace Coatings GmbH, located in Norderstedt/North Germany, supplies coating systems for the producers and overhaul companies in civil, military and commercial aviation around the globe. In its development, AkzoNobel focuses on environmental compatibility, health, long-term durability, the reduction of processing time and energy saving.*

**Dr. Michael Rübartsch, Managing Director of P3 aviation GmbH:** “As corporate consultants, we are “exotics” among the exhibitors at the MRO Europe 2009. We opted for coming here because we are currently recording great demand for our services, which help companies to reduce costs in the fields of maintenance and repair. The processes employed can often be downsized considerably without having to cut back on quality or safety. This is made possible, for instance, by more productive supply chains, the use of auto-ID or a more efficient configuration management.”

*The Aachen-based management consultancy P3 has been supporting industrial enterprises from various sectors for years regarding the implementation of technical processes. The subsidiaries P3 digital services and P3 aviation have their head offices in Hamburg. On the basis of a unique business concept, they offer services in the fields of construction, development and technical documentation.*

**Peter Wiggers, Managing Director of asscom aeronautic support services GmbH:**

“The MRO Europe is an excellent platform for asscom GmbH to present its new branch office in Dubai to the aviation industry. We have distinguished contacts to airlines in the Middle East and on the Indian continent by now and, with our branch office located directly at Dubai airport, we offer producers all after-sales services, ranging from 24/7 replacement-parts service to repair services and marketing.”

*As a full-service provider with a global service network, asscom aeronautic support services GmbH offers aviation suppliers the entire range of OEM aftermarket support services: from 24/7 AOG and general replacement-part service to logistical support of the Airbus final assembly-line as well as repair service and technical on-site support. The headquarters being in Hamburg, there are further service stations in the USA, Dubai and the Far East (Singapore and Beijing).*

**Klaus Hauschild, Managing Director of metrica SERVICES:** “We are pleased that the MRO Europe is taking place in Hamburg this year because it emphasizes the importance of Hamburg as a location for the worldwide MRO business. We will take advantage of the trade fair to cultivate and expand our network and to persuade customers of our efficiency, quality and reliability as a supplier in the field of MRO.”

*metrica services is still in the set-up process and a subsidiary of metrica INTERIOR AG, which has made a name for itself with high-quality interior equipment for aircraft, yachts and buildings. metrica SERVICES is to expand the aviation business in Hamburg and take on contracts for work and labour in the fields of MRO and interior equipment for aircraft.*

### **About the Joint Initiative, Hamburg – The place for aviation**

In 2001, Hamburg’s aviation companies, industry associations, institutions, universities and public administration joined forces to establish the Joint Initiative “Hamburg – The place for aviation”. Out of it evolved a network of partnerships, the “Aviation Cluster of the Hamburg Metropolitan Region”. The largest employers in this technology-driven network are Airbus, Lufthansa Technik and Hamburg Airport. There are also more than 300 small and medium-sized companies serving the industry as suppliers or service providers. Its integrated strategy to make aviation more economical, ecologically sound, comfortable, reliable and flexible made the Aviation Cluster of the Hamburg Metropolitan Region a winner of the Federal Government’s cross-sector competition of industry clusters in September 2008. The Federal Government will provide long-term support for the development of the competence centre, “A New Kind of Aviation”, by investing approx. EUR 40 million in innovative and sustainable projects in northern Germany’s aviation industry.

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