

MRO



2021

*Operational readiness
and flying out
of a crisis*

Turboprops

Engine support
as airlines resume services

Bii.aero

Solutions for bringing
aircraft back into operation

Components

Singapore Component
Solutions teams up
with Hutchinson



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Andrew Newell, Sales Director, Bii.aero

Stocking up for cabin interiors

Andrew Newell, Sales Director at Bii.aero

Bii.aero has continued to boost its aircraft parts and services business. **Keith Mwanalushi** talks to Andrew Newell, Sales Director at Bii.aero about their recent cabin interior component acquisitions.

Bii.aero recently announced the addition of A320-A321 interior components and boosting its stock of A320 family galley inserts. Andrew Newell, Sales Director explains that re-certified equipment is the perfect solution for operators bringing aircraft back into service quickly. He says Bii have the expertise and agreements in place to manage and support the repair and sale of components to achieve best market value for the airline realising the best possible financial return.

While speaking to *AviTrader MRO* about the financial effects of COVID-19 and how it will impact the aircraft cabin interior components sector, Newell believes that this market will pick up quickly with airlines needing to get fleets back into the skies and aircraft transitioning between operators. “Due to operating fleet changes, and the B737MAX re-introduction, there will be a high demand

for interior reconfigurations during the next 12 months. Bii is in the perfect position with our experience to help supply the materials required to reconfigure aircraft interiors for new operating leases.”

The aviation industry could take 2-3 years to recover from the current crisis, but it is the opinion of Bii.aero that core narrow bodied aircraft will be back flying within the next 12 months. “Operators are going to work the assets they already have rather than commit to capital expenditure. With oil price so low, the predicted returns do not stack up for new assets, nor do airlines have the cash,” Newell stresses.

Specifically, in relation to aircraft interiors, he says this means that core aircraft out of ‘purchase warranties’ will need to be serviced in the most economically viable way. “This precludes for the most part new material from the OEMs. Quality USM is likely

to be in demand as aircraft are brought back into service and in some cases undergo major checks. USM will be needed to keep galleys and toilets operational as cost affectively as possible. Operators are likely to go for short term price benefits while they recover.”

During the announcement of the additional A320-A321 interior components, Bii.aero stated that the combined packages comprising over 1,700 line items include a broad spectrum of sometimes - hard to source - OEM interior components from Zodiac, Airbus, BE Aerospace, Adams-Rite, Holmco, Diehl, and Goodrich amongst others. Components included are vacuum lavatories, smoke detectors, ovens, coffee makers, crew handsets, chillers, faucets, fire extinguishers, lights, and attendant seats.

“The market for these items is constant when aircraft are flying” explains Newell.



Airlines will quickly want to reinstate the sale of refreshments on board.
Photo: JetBlue

"The most frequently removed items are normally water heaters, coffee makers and ovens, so we are building a pool of these fast-turning items. Some airlines are currently taking equipment from teardowns and parked aircraft, but these still need to be recertified. For many operators, a better solution is to buy recently certified material instead of cannibalising parked aircraft and storing up shortage problems."

Bii will utilise its carefully selected MRO vendor base to recertify the interior cabin/galley material to ensure quality and availability on the shelf. "All parts received into the facility get accepted into the Bii.aero system. Once registered, Bii's knowledgeable and experienced MRO team identifies key parts to get certified and available for immediate delivery to the marketplace from the shelf to achieve the best revenue

possibilities. These items are available for outright sale, and exchange or loan."

Newell then explains the key considerations for the recertification of the interior parts and the selection criteria of MRO vendors. He says Bii is fortunate enough to have a team of very experienced MRO experts who know the market extremely well. One member of the team supervised over 1,200 repair orders per year and another managed a 220,000sq.ft. multi-ATA chapter MRO.

"We have agreements in place with an extensive list of approved vendors on both sides of the Atlantic. These are carefully audited, then selected and used for specific items that work to their strengths. For maximum efficiency, Bii needs to manage stock in different geographical locations.

"Our main consideration is to have stock immediately available and in the best condition to go to market. Some basic items might only require bench testing or repair, whereas vacuum lavatories and coffee makers will go through a complete overhaul."

Newell says that although airlines are serving less food and hot drinks nowadays due to COVID-19, the sale of refreshments on board is an important revenue stream that they will want to reinstate as quickly as possible. And he adds, "vacuum lavatories will always be a priority."



Bii.aero aircraft interior parts.
Photo: Bii.aero