



British International Industries
Media Contact:
Inter Relations & Company
Jane Goring
+44 1403 218588
jane@inter-relations.co.uk

PRESS RELEASE

IMMEDIATE RELEASE October 21st 2020



Aircraft interiors specialist, Andrew Newell, joins Bii.aero as Sales Director

Appointed to expand and develop its aircraft interiors after-market services, Newell will focus on retrofits and reconfigurations for lessors and airlines

London, October 21st 2020: Expanding provider of aircraft parts and services for the commercial, governmental/military and rotary aviation sector, Bii.aero, has appointed Andrew Newell as Sales Director. Newell brings a highly specialised expertise in the aircraft interiors sector and is tasked with setting up a new centre of excellence at Bii. Management of consignment stock is another area of focus for Newell as Bii's warehousing and logistics management is increasingly utilised by third parties seeking flexible support partners.

"We're focused on our own teardown programmes as well as working with lessors and airlines who are looking at ways to streamline their reconfigurations cost-effectively" says Justin Blockley, Commercial Director – Bii. "Andrew has encyclopaedic knowledge of surplus materials which can be accessed by design agencies tasked with interior modifications for the entire spectrum of commercial aircraft. This is particularly valuable at a time when aircraft transitions to new owners begin to intensify as a result of COVID-19 and we anticipate that this will start to happen in the next few months."

Newell comments that actively trading aircraft interior rotables within the MRO, leasing and airline markets requires deep insight across a wide range of electronic electromechanical and mechanical components. "Understanding the complex processes relating to the interchangeability of parts across modern commercial aircraft is one aspect, managing repairs with trusted workshops to maximise life is another. We also have our eye on the gradual introduction of PMA parts into the sector which will be a logical step as airlines seek to conserve cash while preserving reliability.

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“Because Bii is an agile and independent company, we see an opportunity to build a team to support retrofits reconfigurations and major checks, When air travel picks up this will be an increasingly important part of our business.”

Prior to joining Bii.aero, Andrew Newell was Vice President/Accountable Manager of Leki Aviation with global responsibility for the sale of all aftermarket materials and the creation and development of 25 Repair Centre/Leki Tech that specialised in the repair of electronic and mechanical cabin equipment.

Bii.aero (British International Industries) is a leading provider of aircraft parts and services for the commercial aviation sector specialising in Boeing 737NG/747/757/767 and RJ inventory. Core services include component sales, exchange & lease; CFM56-3 engine spares; consignment stock & asset management; repair management & logistics; bespoke specialist support for lessors and banks. Bii primarily operates from premises close to London Gatwick, with global representation. Visit: www.bii.aero