

EIRTRADE IS A MAJOR USM PLAYER IN BOTH THE NARROWBODY AND WIDEBODY MARKETS

EirTrade is a major USM player in both the narrowbody and widebody markets and will continue to invest heavily in each of these platforms currently being served to ensure that the highest demand material is available to support our customers' requirements. EirTrade's capability to disassemble engines inhouse at our facility in Ireland provides significant savings for asset owners by reducing the cost of logistics. Lee Carey – VP Asset Management, EirTrade shared the details with Freighter Trends.

Could you explain how EirTrade's focus on providing a complete disassembly solution aligns with the needs of lessors, airlines, and MROs?

Lee Carey – VP Asset Management, EirTrade – EirTrade strives to continuously improve its processes to ensure the most efficient and sustainable service for each of our customers – airlines, lessors, and MROs. We can currently disassemble and recycle a narrowbody aircraft at our facility in Knock, Ireland West Airport, in fifteen (15) days.

Additionally, EirTrade has an engine disassembly facility in Dublin where we can disassemble CFM56-3 / -5A / -5B / -7B / -7BE engines. This enables us to further improve our efficiencies for our own & managed assets.

We also have a Part 145 Line Maintenance facility in Knock which services lessors and airlines. These integrated services simplify all processes for customers because EirTrade provides an experienced partner that can manage disassembly at every level as well as maintain aircraft to provide greater options for our customers. Our aim is to be a complete solution provider.

Sustainability and environmental concerns are gaining prominence in the aviation industry. How does EirTrade address these considerations?

Lee Carey – Aircraft disassembly processes contribute to sustainable resource management by facilitating the recycling and reclamation of valuable materials from retired aircraft. This reduces waste, conserves resources, and minimises the environmental impact of disposal.

The components salvaged from aircraft disassembly also reduce the volume of new

components which need to be manufactured therefore lowering the consumption of material and carbon output of production.

EirTrade ensures that all hazardous materials are disposed of in the most sustainable and appropriate manner. Furthermore, the organisation ensures that as many components and as much material as possible is reused or recycled. EirTrade is a very proud AFRA accredited organisation, and sustainability is always a primary focus when disassembling aircraft.

How does EirTrade plan to stay at the forefront of the aviation asset management and trading industry? Are there any future expansions, innovations, or collaborations in the pipeline?

Lee Carey – EirTrade is a major USM player in both the narrowbody and widebody markets and will continue to invest heavily in each of these platforms currently being served to ensure that the highest demand material is available to support our customers' requirements.

Most recently, EirTrade became the first organisation to manage B787 aircraft being retired from commercial service with the disassembly of two (2) B787-8 aircraft. The B787, being a newer aircraft, is vastly under served by USM and this will offer a fantastic value proposition to EirTrade's customers.

With the capability to disassemble both wide and narrowbody airframes and CFM engines, how does EirTrade simplify logistics and make ferry flights more efficient for asset owners?

Lee Carey – EirTrade assists all of its customers with the logistics and customs requirements for each asset to ensure a seamless process.

Furthermore, EirTrade's capability to disassemble engines inhouse at our facility in Ireland provides significant savings for asset owners by reducing the cost of logistics. Furthermore, this drives efficiency throughout each project optimising the returns for the asset owner.

Our aircraft disassembly facility at



Lee Carey

Ireland West Airport caters for all aircraft types – from an A380 down to a regional jet or turboprop. We also offer free parking for airlines, and Part 145-line maintenance on site. Additionally, our engine disassembly facility in Dublin, Ireland currently caters for CFM56-3, -5A, -5B, -7B and -7BE types.

In the current economic landscape, there seems to be a shift towards acquiring USM parts over expensive new OEM spares. How has EirTrade positioned itself to meet the growing demand for USM parts?

Lee Carey – The demand for each component on any given aircraft is analysed by the EirTrade team. From this data we build a bespoke harvest list for each disassembly project. From this list, components are identified for further investment by sending the components to various repair shops for repair, and in some cases to upgrade the component to the latest part number to maximise the realisable value. Airlines can benefit from aircraft disassembly due to the increased availability of spare parts which can contribute to better operational efficiency along with the cost savings which USM offers versus new material offered by OEMs.

However, there are currently less aircraft available for sale that are suitable for disassembly than many anticipated post-pandemic. This is due to delays in new aircraft coming into service, so operators are holding on to their ageing assets. Any reduction in the supply of assets for disassembly drives an increase in acquisition price however demand for USM material from aircraft and engines remains high due to an upward trend of maintenance activity and the reduced supply of aircraft for teardown.

