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# MRO

## Management



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# QUALITY IS GUARANTEED

EirTrade Aviation's *Peter Murray* tells us about the company's activity in the engine used serviceable material (USM) market and meeting the high expectations of its customers

**L**eading aviation asset management solutions company EirTrade Aviation has seen substantial growth since it was established in November 2010, expanding its workforce to more than 100 employees and extending its international reach.

This expansion has facilitated the company's development across global markets, with a recent focus on the American market, where its Dallas facility has solidified EirTrade Aviation's reputation as a premier supplier of top-tier engine material.

## ADAPTING TO REQUIREMENTS

As EirTrade Aviation's customer base continues to grow, so does the necessity to adapt to new and evolving engine used serviceable materials (USM) requirements. The company's strategy involves not only adapting to all engine models but also enhancing its pipeline by acquiring full assets and engines, and maintaining robust consignment programmes with leasing companies and airlines. This approach ensures the company can meet the high expectations of its clients.

A key component of this capability is the significant investment in EirTrade Aviation's technical department, which guarantees complete back-to-birth traceability for all materials.

Peter Murray, EirTrade Aviation's senior key account manager, says: "The department ensures that when a customer purchases a unit from us, they know the trace meets the industry's high standards.

"Within the engine USM market, a major change has been the increased importance of trace paperwork for each individual component which provides a complete history of the part and increases the high-quality standards that organisations need to adhere to within the industry.

"EirTrade Aviation fully embraces these standards and has a department dedicated to meeting and surpassing them."

## MATERIAL DEMAND

In the current market, Murray explains, there is substantial demand for USM for engines such as the CFM56, CF6, PW4000 and V2500, with tier 1 material being particularly sought after.

Additionally, there is a rising demand for mid-life core LLPs, HPT blades, LPT blades and fan blades across various engine platforms. "Demand for this material is due to high scrappage rates, lack of availability of piece parts, blockages in workshops and increased engine shop visits, leading to a shortage of available tagged material in the market," Murray says.

To address these challenges, EirTrade Aviation has established a dedicated in-house purchasing department that works closely with the material sales division. This collaboration monitors the market for certified material, aiming to reduce extended turnaround times at repair stations.

## ADVANTAGES OVER OTHER OPTIONS

Engine USM offers several advantages over sourcing new OEM parts, DER repairs or PMA parts, primarily in

terms of cost efficiency and material accessibility. The global increase in engine disassembly has led to a surplus of USM, which can be crucial for customers, particularly in urgent situations like Aircraft on Ground (AOG). EirTrade Aviation's presence in both the USA and Europe helps eliminate time delays, ensuring timely delivery regardless of the unit's location.

Moreover, EirTrade Aviation sees a growing acceptance of DER and PMA material among its customers, allowing the company to provide high-quality parts at lower costs. By supplying USM that meets all quality standards, EirTrade Aviation offers a cost-effective alternative to new OEM parts.

## SUSTAINABILITY, QUALITY AND AIRWORTHINESS

EirTrade Aviation is deeply committed to ensuring the utmost quality and airworthiness of parts, plus achieving environmental sustainability goals, constantly seeking ways to make its policies more eco-friendly.

The company ensures that each aircraft and engine disassembly is



1. EirTrade Aviation has invested in tooling to offer engine teardown capabilities 2. EirTrade Aviation's engine USM activity offers a cost-effective alternative to sourcing new OEM parts

### LOOKING AHEAD

Murray anticipates that extended lead times for part repairs and rising material costs will be significant challenges in the engine USM market, but "EirTrade Aviation will be in a strong position to support and assist within this environment due to our close relationships with airlines, MROs and leasing companies that have been fostered since 2010," he says.

"Developing our knowledge and experience across all engine types, together with our strong experience within the industry, has enabled us to be in a prime position to develop and grow in a proactive manner alongside the growth of the USM market."

EirTrade Aviation's commitment to quality, sustainability and customer satisfaction, along with its strategic use of technology and strong industry relationships, will ensure its continued leadership in the engine USM market. ●

## "We ensure that customers know when they work with EirTrade Aviation, quality is guaranteed"

conducted with maximum efficiency and quality, while also taking precautions to minimise environmental impact. EirTrade Aviation is accredited by AFRA and ASA-100, reinforcing its commitment to responsible and sustainable practices.

Quality control is a cornerstone of EirTrade Aviation's operations. The company's inventory meets the highest standards, with EASA, FAA and CAAC approved release certificates and complete traceability.

"The data held within our technical records is second to none," Murray says, "and all material within our inventory is thoroughly scrutinised so that it meets industry standards prior to approval. We ensure that customers know when they work with EirTrade Aviation, quality is guaranteed."

### TECHNOLOGY, LOCATION AND RELATIONSHIPS

Murray says that technology plays a crucial role in EirTrade's operations, with the AvSight software platform providing real-time updates to

customers and facilitating seamless interaction among departments.

"The software also assists in allowing us immediate access to all material documentation and to share this data instantly with customers," he explains. "AvSight also plays an important role in highlighting material market trends in terms of their cost and availability; it is a great tool which we utilise to stay up to date and pre-empt our customers' needs."

EirTrade Aviation's engine disassembly facility near Dublin Airport offers significant logistical benefits, reducing shipping delays and ensuring timely service, particularly for AOG situations. Strong relationships with major shipping organisations further enhance EirTrade Aviation's ability to meet customer needs promptly.

Building strong relationships within the aviation community has also been vital to EirTrade Aviation's success. These relationships, cultivated over the years, support the company's ability to meet complex customer needs and adapt to market changes.



### About Peter Murray

A seasoned sales professional with over two decades of experience in the aircraft parts trading industry, Murray has been an integral part of EirTrade Aviation's success since 2013 when he joined the company as a sales manager.

In his current role, Murray now spearheads the management of key client accounts, leveraging his extensive industry expertise to propel EirTrade Aviation's growth and market prominence.

▲ Peter Murray, senior key account manager, EirTrade Aviation