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PEACE OF MIND

EirTrade Aviation's **Jake Glover** tells us about the company's strategic approach to parts purchasing, driven by expert data analysis and strong supplier relationships



“WE RELY ON OUR STRONG CUSTOMER RELATIONSHIPS TO KEEP UP TO DATE WITH NEW OPPORTUNITIES AND PRODUCT LINES”

◀ EirTrade Aviation is an AFRA and ASA-100 accredited disassembly service provider

The traditional process of procuring spare parts for aircraft is becoming increasingly inefficient and costly. As a result, aviation asset management solutions providers are turning to technology and adopting more rigorous quality processes to streamline purchasing activities and provide peace of mind to the industry.

For EirTrade Aviation, a leading stockist and teardown specialist with over a decade of experience, the company's success is attributed to a robust purchasing strategy, diligent supplier relationships, stringent quality standards and an agile response to market trends.

PRIORITISING PARTS AND SUPPLIER RELATIONSHIPS

For Jake Glover, EirTrade Aviation's Purchasing and Sales Manager, the foundation of the company's purchasing strategy lies in harnessing the power of data.

“EirTrade Aviation has been able to gather a vast wealth of utilisation data across various airframe and engine platforms,” explains Glover. “This intelligence, combined with an expert team with expansive product knowledge, is at the heart of our purchasing strategy.”

Glover adds that the company's sales team diligently tracks end-user activity for each component which ensures the company can identify emerging trends within the used serviceable material (USM) aftermarket.

“This real-time insight allows us to pinpoint demand and constantly tailor our inventory levels to support our ever-growing global customer base.”

Maintaining and managing supplier relationships is crucial for EirTrade Aviation, which adopts a merit-based approach, favouring top-performing suppliers who consistently deliver exceptional service, quality and value.

“We're proud to have an extensive network of trusted suppliers that enable us to meet our growing demand,” says Glover. “We rigorously monitor their performance to sustain our reputation as one of the 'go-to' suppliers in the industry.”

Strong relationships with strategic partners and key customers have also played a huge role in EirTrade Aviation's growth explains Glover. “Repaying their trust in us through reciprocal trade has been a big part of our continued success.”

QUALITY, AGILITY AND SUSTAINABILITY EFFORTS

Quality assurance is paramount at EirTrade Aviation, which is ASA-100, IAA and AFRA approved. A dedicated technical team supports buyers by verifying the traceability of components and guarding against counterfeit parts.

“We work closely with our quality team to continuously monitor the standards of received parts and adjust our supplier base accordingly,” Glover says.

This rigorous process ensures that only the highest quality components are procured.

EirTrade Aviation's team structure embeds buyers within the sales team, granting them a competitive advantage in identifying trends from a first-hand overview of customer activity.

“We rely on our strong customer relationships to keep up to date with new opportunities and product lines,” says Glover. This integrated approach allows EirTrade Aviation to stay agile and responsive to market demands, continuously refining their buy-list and capitalising on emerging opportunities.

Under constant scrutiny for their environmental and sustainability practices, the aviation industry faces challenges in all areas. EirTrade

PARTS PURCHASING

Aviation recognises that sourcing parts from aircraft teardowns is often criticised and, as an AFRA and ASA-100 accredited disassembly service provider, the company takes environmental concerns seriously.

Glover says: “We ensure that each aircraft and engine disassembly project delivers maximum efficiency and quality for our customers while taking necessary precautions to ensure that the process is environmentally friendly and does not have any negative impact on the local eco-system.

“As such we have the knowledge and experience required to ensure that our vendors are living up to the same standards when we are procuring from them.”

BALANCING DEMAND AND INVENTORY LEVELS

It is no secret that the aviation industry has faced significant challenges due to supply chain disruptions and extended lead times for component parts, but Glover explains that over the past 12 months, EirTrade has seen a notable surge in demand for engine quick engine change (QEC) material.

“Since the start of 2024, our asset acquisition team has successfully acquired 11 engines for teardown to support increased demand for parts, which has helped support increased demand for parts. We liaise closely with the assets team to help backfill high-usage parts and assist with product lines which aren’t in the pipeline, ensuring a fully comprehensive inventory of QEC parts across the board.



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1. EirTrade Aviation buyers utilise daily transaction reports to closely monitor stock levels 2. EirTrade Aviation is a trusted stockist and teardown specialist

Balancing inventory levels is a constant challenge for EirTrade Aviation, but the company monitors utilisation rates based on historical data to predict stock levels.

Glover says: “To calculate the right inventory levels, it’s crucial to identify the underlying causes of demand fluctuations. Is the surge in demand due to an unusual spike in end-user needs? Or is it a more chronic issue, such as a parts shortage from the original equipment manufacturer (OEM)?

“Our team of experienced professionals takes a holistic approach to consider all relevant factors and optimise stock levels. By combining data-driven analysis with expert judgment, we ensure that our inventory levels are aligned with market demands and minimise the risk of overstocking or understocking.”

But Glover recognises that overstocking can lead to reduced reliability of components and tie up valuable capital. So, to mitigate this risk, EirTrade Aviation’s buyers utilise daily transaction reports to monitor stock levels closely. He adds: “We track the performance of each workshop through key performance indicators, enabling us to identify areas for improvement and ensure the best possible reliability performance.”

Glover adds: “We only purchase material with a full component warranty, which reduces company exposure and gives our customers the peace of mind they deserve.”



About Jake Glover...

A seasoned professional with over 10 years of expertise in the parts trading sector, Glover has consistently demonstrated his proficiency through collaborations with airlines and major MROs.

Glover’s journey began at Aerotron where he was a sales assistant, followed by advancement through a series of roles, including AOG sales executive, key account manager and sales supervisor.

In 2022, Glover transitioned to EirTrade Aviation as a sales manager but has recently shifted his focus towards a more procurement-centric role, leveraging his extensive product knowledge to help continue the company’s expansion as a pivotal supplier within the industry.

▲ Jake Glover, purchasing and sales manager, EirTrade Aviation