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March 2025

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RISING SPARE PARTS MARKET DEMANDS STREAMLINED PROCUREMENT AND IMMEDIATE STOCK AVAILABILITY

The spare parts components market continues to grow in value, complexity, and competitiveness. To stay ahead, efficient and proactive procurement is essential. Stock availability is critical to meet urgent customer needs, especially with delays from part shortages. While 2024 has seen some improvements, supply chain disruptions remain a challenge, with long lead times for specific parts affecting turn-around times. Freighters Trends learnt that the USM sector is thriving as airlines, due to supply chain constraints, are opting for used components instead of waiting for new parts. Here are the details

Can you provide an overview of the current state of the spare parts components market?

Abdol Moabery - Founder and CEO of GA Telesis - The USM market across the Americas remains strong, driven by the sustained recovery of airlines and increased aircraft utilization post-pandemic of mature, proven aircraft and engines. Demand for maintenance services is robust, particularly in regions where fleet expansion and aging aircraft converge, such as North America and parts of Latin America. The USM sector is thriving, and because of ongoing supply chain constraints, airlines are turning to more used component solutions rather than waiting for new parts. GA Telesis, for example, has seen an unprecedented increase in demand for used serviceable material (USM) and repairs on USM as carriers look for cost-effective alternatives to new parts.

Dan Trigg - Senior Sales Manager, EirTrade Aviation - The spare parts components market is one that continues to grow in both value, complexity and competitiveness. To stay ahead of the curve, it is vitally important to procure in an efficient and pro-active way. With delays arising from piece part shortages at the repair shops, it is also imperative to have stock ready to go to support any urgent customer need. At EirTrade Aviation, we are constantly monitoring stock levels to make sure all high demand units are in the repair loop and have a dedicated purchasing team looking to procure high demand and high value stock to support our customers.

The aircraft and engine bidding process are also becoming increasingly competitive because many parts stockists and airlines are competing for the same assets. EirTrade sets itself apart from others by offering in-house aircraft and engine disassembly. We can ensure the time from acquisition to teardown is kept to a minimum and keep the list of material we harvest fluid as customer requirements come in. From nose to tail and from exterior to interior; we can adapt to our customers needs and remove whatever is required.

Ismaël Fadili, VP Sales EMEA, AMETEK MRO - At AMETEK MRO we note that supply chain disruption remains a key factor affecting the market even if we have seen some improvements across the board

reducing lead times and costs for airlines. This is particularly beneficial for legacy fleets where OEM production has slowed. We also maintain strong partnerships with OEMs, ensuring access to factory-new



Dan Trigg



Jake Glover

in 2024 compared to previous years. We are still experiencing long lead times for very specific types of spare parts and this impacts turn-around-times. We do see the situation easing and we try to alleviate long delays through the use of USM alongside OEM parts when the customer is happy to accept this solution.

How are MRO providers balancing OEM parts and USM to meet spare parts demands while ensuring both reliability and cost-efficiency?

Abdol Moabery - GA Telesis is strategically balancing OEM parts and Used Serviceable Material (USM) to ensure airlines and MROs have access to high-quality, cost-effective spare parts while maintaining operational reliability. By leveraging our Flight Solutions Group (FSG), we provide a seamless mix of OEM new parts, USM, and repair management services to optimize fleet maintenance. Our approach includes USM integration through GA Telesis' redistribution operations to supply high-demand parts for mature aircraft platforms,

components where required, especially for next-generation aircraft and safety-critical systems.

Jake Glover - Purchasing & Sales Manager, EirTrade Aviation - The ongoing OEM backlog continues to disrupt aftermarket parts flow, however signs of improvement are emerging. At EirTrade we feel that a hybrid approach utilising both USM and OEM parts can help improve delivery timelines and offer cost-effective solutions for customers.

Sustainability is a growing priority for OEMs, with regulatory pressures driving the need to meet environmental targets. Extending the lifecycle of parts and finding innovative ways to use USM parts without compromising reliability, will be a crucial element to reducing waste and meeting targets. Finding the right balance to achieve both operational efficiency and value for money, while ensuring maximum reliability, presents an ongoing challenge for OEMs.

Ismaël Fadili - As a third-party maintenance, repair & overhaul specialist, AMETEK MRO is committed to providing the same warranty terms regardless of the type of spares we're using. Based on this commitment it's our responsibility to ensure that using USM spare parts will not degrade the quality of our repairs.

The flexibility and agility that AMETEK MRO can offer, alongside the multitude of Authorised Repair Centre (ARC) agreements that we have earned with leading OEMs, helps operators to navigate high costs and enables us to streamline our repair offerings. Of interest to customers across the EMEA and Asian sectors, AEM/AMETEK MRO has recently signed a Landing Gear Service Agreement with Liebherr-Aerospace for the provision of landing gear maintenance, repair and overhaul (MRO) services to Embraer E-Jet E1 operators across the EMEA region for the E190 platform. AMETEK MRO Singapore has also been announced as a Honeywell Authorised Repair Centre (ARC) for Traffic Collision Avoidance Systems (TCAS). The ten-year agreement is for TPA100A and TPA100B fitted to A320, 737NG, 737MAX and 777 aircraft and covers full test and repair capability for these Honeywell products enabling AMETEK MRO to provide customer support worldwide

times. Now, with the potential of the new U.S. administration introducing new and stricter tariffs on foreign materials, the aerospace industry could see disruption resulting from increased costs, especially for titanium, aluminum, and electronics sourced from China and Europe.

Jake Glover - Purchasing & Sales Manager - At EirTrade Aviation, we leverage a combination of key factors to ensure we're continuously adapting to market demands. The Company is advancing its inventory management through cutting-edge real-time data analytics, enabling us to respond swiftly to market shifts and guarantee the timely availability of critical parts. As our data set expands year on year, it empowers us to make more informed, strategic decisions and refine our approach to optimise stock levels to match the ever changing demand. By cultivating strong, trusted partnerships with both suppliers and customers, we keep our finger on the pulse to the latest industry developments. This proactive strategy allows us to stay ahead of market trends and fine-tune our stock levels while consistently delivering top-tier service and value to our customers.

Ismaël Fadili - AMETEK MRO has strong partnerships with OEMs. We are approved by them to repair their components and underpin their commitment to quality. This is key to guaranteeing that our needs will be considered a priority versus an MRO shop that does not have specific agreements with any OEMs.

We also focus on giving our suppliers accurate forecasts of our likely spare part requirements. This is based on balancing predicted customer needs with phased and orchestrated deliveries to enable smooth operations for both parties.

How does collaboration between MROs, airlines, and parts suppliers, using data-driven forecasting, optimize component sourcing?

Abdol Moabery - GA Telesis is at the forefront of integrating artificial intelligence (AI) into the aviation aftermarket through its Digital Innovation Group (DIG). DIG is focused on leveraging AI and data analytics to enhance operational efficiency, predictive maintenance, and supply chain optimization across the GA Telesis Ecosystem and beyond. One of its key AI-driven initiatives includes predictive analytics for aircraft components, allowing airlines and MROs to anticipate part



Ismaël Fadili

failures before they occur, reducing downtime and maintenance costs. Additionally, DIG is advancing AI-powered inventory management to streamline parts procurement, ensuring airlines have access to critical components when needed. GA Telesis has also partnered with Google to create AI-driven workflow automation, improving processes such as repair cycle tracking and real-time market intelligence. These innovations are helping customers make faster, data-driven decisions while improving overall fleet reliability and cost efficiency. Through DIG, GA Telesis continues to lead the charge in AI adoption within the aviation aftermarket, setting new standards for digital transformation in the industry.

Dan Trigg - Senior Sales Manager - MROs, airlines and part suppliers will implement various methods of parts inventory management in order to streamline stock levels for the purpose of supporting their fleets and customers. In recent times, this process has become more efficient through the use of inventory demand forecasting and predictive maintenance which gives you the data to ensure optimal stock levels of spare parts are held.

EirTrade Aviation is using inventory management to optimise our customer support stock. We look to procure in-demand and high changeover spares to have on the shelf ready to ship for any urgent customer requirement. We use warehouse space efficiently and have a huge team on site ensuring all urgent orders can be met. All inventory and related data are stored in our operating system for quick access, ensuring an efficient and speedy response to all customer needs.

Ismaël Fadili - As mentioned earlier, providing accurate forecasts based on



Abdol Moabery

How are companies adapting their supply chain strategies to navigate current market challenges?

Abdol Moabery - The supply chain in the Americas is still under strain, though there have been improvements in certain areas. Lead times for critical components remain long, with some repair cycles extending due to a lack of sub-component supply from OEMs. At GA Telesis, we tackle this by pre-ordering materials well in advance of anticipated demand so that we can maintain our industry-leading turnaround

customer data is part of AMETEK MRO's strategy. This helps to secure and optimise mid and long-term deliveries from our suppliers.

How is the demand for skilled technicians in spare parts management being addressed?

Abdol Moabery - The aviation industry continues to face a significant shortage of skilled technicians, posing challenges to MRO operations worldwide. GA Telesis is actively addressing this issue through strategic training initiatives, including the GA Telesis Training Academy in Finland, which provides specialized programs to develop the next generation of aviation technicians. This initiative ensures a steady pipeline of skilled professionals equipped to meet the industry's growing demands. Additionally, GA Telesis is committed to fostering diversity and expanding opportunities in aviation through its scholarship program in South America, in partnership with Girls With Goals. This program provides financial support and mentorship to young women pursuing careers in aviation, helping to bridge the gender gap in technical and engineering



roles. These efforts reflect GA Telesis' broader mission to strengthen the global aviation workforce and create more inclusive opportunities for future professionals.

Ismaël Fadili - At AMETEK MRO we don't believe that specific skills are needed to manage spare parts. Of course, product knowledge, attention to detail and commercial acumen are fundamental to this important role.

 The advertisement features a collage of images: a tunnel, a forklift in a warehouse, a train, a cargo ship, and a cargo plane. The text includes:

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