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Comprehensive Range of Asset Management

Talking to Lee Carey, Chief Investment Officer – EirTrade Aviation

EirTrade Aviation is a global aviation asset management and trading company headquartered in Dublin, Ireland with facilities/representation in Europe, USA and Asia. Dedicated to the service of MROs, operators and lessors, EirTrade offers customers a comprehensive range of asset management services including end of life asset management, engine & aircraft parts trading, aircraft storage & disassembly, engine disassembly, consignment programmes, technical storage & services.



Lee Carey, Chief Investment Officer – EirTrade Aviation

AviTrader MRO: EirTrade Aviation has developed a broad portfolio of aviation asset management and technical services. How has the company evolved to meet the changing needs of airlines, lessors and MROs?

Lee Carey: In recent years, EirTrade has continued to expand capacity and the service offering to cater for the ever-evolving needs of our customers. Key investments in EirTrade's Part 145 line maintenance capabilities have been instrumental in this, adding additional aircraft types to the approvals, and increasing the scope of approvals.

Your facility at Knock has become a key part of EirTrade Aviation's service offering. What makes this location particularly attractive for aircraft owners and lessors?

At the facility on the west coast of Ireland, EirTrade offers a wide range of services including Part 145 Line Maintenance, airframe disassembly and engine disassembly. The business

continues to invest to create a centre of excellence for mature aircraft and the recent planning permission which has been granted to develop additional infrastructure, including a narrowbody hangar with further warehousing and office space, is testament to this.

How does EirTrade Aviation help customers minimize aircraft downtime and control costs during lease transitions?

EirTrade continuously strives to maintain a large serviceable inventory across a wide variety of commercial aircraft types. This allows the business to ensure that high demand components are constantly available for our customers, and to ensure that their aircraft continuing flying.

Additionally, the availability of EirTrade's USM inventory provides a strong value proposition to aircraft owners which can reduce both the cost and turnaround time of maintenance events by having USM material readily available to cater for their requirements.

How does your Part 145 line maintenance capability complements the wider range of services offered by EirTrade Aviation?

EirTrade's Part 145 line maintenance approvals asset owners by offering parking, storage and maintenance for aircraft following redelivery. This enables the aircraft to be positioned for reactivation as required, or disassembly if sold as an end-of-life asset.

Additionally, the 145 is utilised to ensure high value components such as engines and APUs can be removed from the aircraft in a serviceable condition so that they may be put back into commercial service.

EirTrade is committed to continuously expanding the maintenance capabilities at the facility to satisfy the needs of clients, and the wider business. EirTrade's current approvals at Ireland West Airport (IATA Code: NOC) include EASA Part-145 line maintenance, as well as approvals from the airworthiness authorities of Guernsey (2-REG), the Cayman Islands (VP-C) and Bermuda (VP-B).

Effective inventory management has become increasingly important in today's supply chain environment. How is EirTrade Aviation helping customers optimize their component inventories?

Effective inventory management has always been of great importance. This involves continuous analysis of data relating to the market pricing, repair costs, scrap rates, in service failure rate, and subsequent demand for each component in the organisation's inventory. EirTrade stocks hundreds of thousands of aircraft components at any one time across a broad range of commercial aircraft platforms so this is no easy feat.

There is a team of skilled individuals who constantly monitor this within to ensure we are fully in tune with market dynamics and the needs of aircraft



Disassembly at EirTrade Aviation Knock Ireland

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owners. They maintain an effective inventory management strategy that delivers value across the supply chain.

Aircraft retirement is becoming a strategic business decision rather than simply an operational one. How does EirTrade Aviation support customers through the teardown process?

Aircraft retirement is, and always will be, a strategic business for those who fully understand it, and the complexities involved in the effective and equitable retirement of a commercial aircraft.

EirTrade's ability to manage the asset utilising the Company's vertically integrated platform allows asset owners to have one point of contact throughout the process. Through the service offering, and EirTrade's experience, the business can ensure that the value of each asset is maximised for stakeholders.

One of EirTrade Aviation's strengths is the ability to offer multiple services across the aircraft lifecycle. How does this integrated approach benefit customers compared with sourcing services from several different providers?

EirTrade's vertical integration was a strategic move by the business to efficiently service the organisation's owned assets as well as those of customers.

This reduced the organisation's reliance on third-party companies keeping the business in control of the asset from the time it is redelivered from the existing lessee. This improves the organisation's ability to ensure shorter turn times, and guarantee high-quality work while maintaining the ability to be nimble despite the Company's exponential growth.

If there is one message you would like airlines, lessors and aviation investors to take away about EirTrade Aviation's service offering, what would it be?

EirTrade aims to provide flexible solutions for aircraft owners, whatever the situation or their needs may be. Services are tailored to each project to ensure an optimal and equitable outcome for all stakeholders.

