

DIGITAL TRADE MISSION

PRODUCED BY



EUROPE - MRO OPPORTUNITIES
December 16-17, 2020

Welcome Package

OPPORTUNITY: **MRO IN EUROPE**

Agenda

Trade Mission Agenda

*GMT time

Wednesday, December 16

- | | |
|-------------|---|
| 2:00 – 2:15 | Log-on Registration / Trouble-shooting |
| 2:15 – 2:20 | Event Inauguration / Delegate Instructions |
| 2:20 – 2:25 | Welcome Remarks – Peter McKenna, VP Business Development, Kallman Worldwide |
| 2:25 – 2:40 | PJ Menner , Commercial Specialist, U.S. Commercial Service, London Embassy
<i>U.S. Commercial Service Welcome Remarks and Market Briefing</i> |
| 2:40 – 2:55 | Adrian Ionascu , Third Party Contracts Director
<i>Blue Air: Plans, Priorities, and Procurement Process</i> |
| 2:55– 3:00 | Q&A Moderated by Peter McKenna, VP Business Development, Kallman Worldwide |
| 3:00 – 3:15 | Arunas Ganiprauskas , Head of Procurement & Products Unit
<i>FL Technics: Plans, Priorities, and Procurement Process</i> |
| 3:15 – 3:20 | Q&A Moderated by Peter McKenna, VP Business Development, Kallman Worldwide |
| 3:20 – 3:30 | Closing Remarks - Peter McKenna, VP Business Development, Kallman Worldwide |

Thursday, December 17

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| 2:00 – 4:00 PM | Break-Out Sessions – One-on-One Business Discussions
<i>Pre-arranged by appointment</i> |
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Note:

- 2:00pm GMT = 09:00 Eastern
- 2:00pm GMT = 08:00 Central
- 2:00pm GMT = 07:00 Mountain
- 2:00pm GMT = 06:00 Pacific

International Delegates



Adrian Ionascu

Third Party Contracts Director, Adrian Ionascu

Adrian graduated from The Polytechnic University in Bucharest and the EMBA program of University of Seattle and Kennesaw University in Atlanta USA.

He started working for TAROM Romanian Air Transport in 1980, and during his career there worked in line maintenance, the Engineering Department, and had management roles as Engineering Manager, Technical Contracts and Administration Manager, while in 1997 he took responsibility for the development of TAROM Base Maintenance.

He joined Romanian low cost carrier Blue Air in 2007 taking charge of technical services, and in 2009 became CEO. In 2010, he became Executive Director/Deputy General Director of the airline.

Starting with 2014 he is Third Party Contracts Director for Blue Air

Website: <https://www.flyblueair.com/en/gb/>



Arunas Ganiprauskas

Head of Product Division and Products Units

FL Technics is a global provider of aircraft maintenance, repair and overhaul (MRO) services, headquartered in Vilnius, Lithuania. The company has Base Maintenance facilities in Lithuania, Indonesia and China and provides Line Maintenance support across Europe, Africa, Asia-Pacific, the CIS states, and Russia.

Website: <https://fltechnics.com/>



Tzamtzis Othon
Procurement Manager

APELLA is a privately owned aviation Maintenance Repair & Overhaul (MRO) Organization. The company was founded in 1987 by Lt. General (ret.) Sotirios Kontoyannis with the vision to support local and regional airliners in their mission to offer safe and cost effective transportation services. Today APELLA serves multiple customers worldwide, operating from a 2,500m² self-owned aviation maintenance repair and overhaul (MRO) facility, located less than three miles from the Athens International Airport.

Website: <https://apella.gr/>

POLISH AIRLINES



Marcin Wisniowski

Head of Procurement & Logistics

LOT Polish Airlines is one of the 12 longest existing airlines in the world, and have been connecting Poland, Central and Eastern Europe with the world for over 91 years. In 2019 LOT carries over 10 million passengers, ensuring that over 120 regular connections to nearly 100 airports around the world, averaging 350 flights each day.

Website: <https://www.lot.com/us/en/>



Beyza Eker
Procurement Specialist

Nordwind Airlines was established in 2008 and started to perform flights with 3 aircraft to 6 destinations. Since its establishment the airline offers a safe flight, quality service and genuine hospitality. Their worldwide network includes more than 200 destination, flying to 75 cities in 17 countries. Every week we transport 100 thousand passengers over 500 flights.

Website: <https://nordwindairlines.ru>



SunExpress

Durdali Titiz

AOG Procurement & Maintenance Planning Chief

SunExpress was founded as a joint venture between Lufthansa and Turkish Airlines in 1989, SunExpress offers numerous direct connections between Europe and Turkey and many idyllic holiday destinations along the Mediterranean, Black Sea, North Africa and Red Sea. Serving over 90 destinations in 30 countries, they carry more than ten million passengers every year.

Website: <https://www.sunexpress.com>



Haries Jabbar

Head of Group Procurement & Logistics

West Atlantic Sweden AB is a European dedicated cargo airlines specialized in mail and express freight. West Atlantic have one of the most versatile air fleets in the business. West Atlantic is reliable, safe and efficient logistics as well as maintenance and leasing services. With more than 50 years of continuous operating experience we specialize in wet leasing, ACMI, and full charter services, supporting both local and International customers worldwide. With a fleet of more than 50 aircraft, which includes the British Aerospace ATP, Bombardier CRJ 200 PF, Boeing 737-300 / 400 / 800 Freighters, and the Boeing 767-200, we presently cover a capacity range from 6.5 to 40 metric tonnes. Focus is on safe operations, high reliability, and customer service. West Atlantic holds two Air Operating Certificates, one in the UK and one in Sweden, which together operated over 24,000 flights in 2017 whilst serving more than 50 destinations. West Atlantic few of the customers are : DHL, FedEx, Dpd, TNT, UPS, Bring, HAE, Chronopost, Guernsey Post, Royal Mail etc.)

Website: <http://www.westatlantic.eu>



Christine Tommerbakk
Aircraft Material Purchaser

Widerøe's Flyveselskap is the oldest airline in Norway, and now operates a fleet of around 40 aircrafts. The main aircraft type in duty is the DHC-100, but we also operate some DHC-200, DHC-300 and DHC-400, and the E190E2. Widerøe's Technical Services is a sub company MRO, with 3 base maintenance bases and 3 line stations, and our main base in Bodø has a fairly well equipped repair shop range of Avionics, Hydromechanics, Propeller, Structures, Interiors, NDT, Wheel & brakes. Operating old aircrafts is a challenge and we are constantly interested in getting connected with companies that might provide parts or repair services to keep our Dash100-300 in business throughout the 15 years it might take to electrify the smaller aircrafts we need to operate in Norway's remote landscapes.

Website: www.wideroe.no