



***Heavy Maintenance commercial  
MRO in Canada – One formula for success***

*DOING MRO IN CANADA CONFERENCE, Aéro Montréal  
April 28, 2016*

# Celebrating 20 years



*1995 to today*

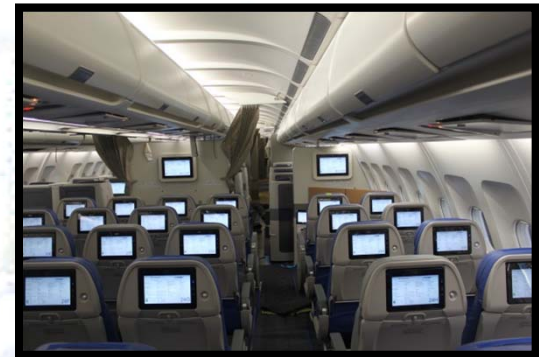


## *Heavy Maintenance Commercial MRO in Canada – One formula for success*



At Avianor we offer two levels of MRO;

1. Components (Seats, Galleys, Closets, IFE)
2. Airframe (Integration of Customized components and Engineered solutions)



**This forms the core of our DIFFERENTIATION STRATEGY.**

# Why should people want what we are selling?



- Many of our customers travel great distances
- Heavy maintenance MRO's in Canada cannot compete on price alone with rates in the low 30\$ range in many countries as close as Mexico.
- Need to offer value added services and support.



*Why should people want what we are selling?*



*Yes, even close to home, the word is getting out!*



# *Avianor Special Sauce*



- Positioned as full service commercial aircraft modification center (Center of Excellence)
- In house skill set and back shops related to Cabin interiors and In Flight entertainment (IFE)
- In house manufacturing (Part 21/TSO holder) of Cabin interior components
- Vast inventory of cabin interiors
- In House Engineering and design capabilities
- MRO capability to complete heavy checks **CONCURRENT** with cabin modifications

# MMRO

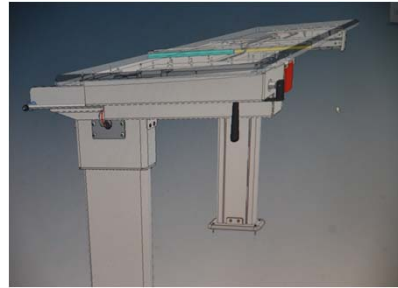
## Modification, Maintenance, Repair & Overhaul.



Seat Shop



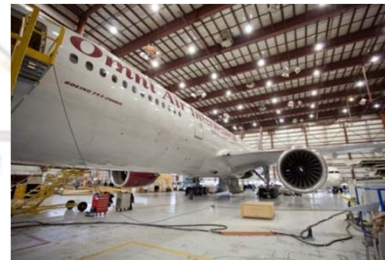
Engineering and Design



Spares Interiors Trading



Cut and Sew



*Modification achieved on time and to specification*

Fabrication



Galleys and Monuments



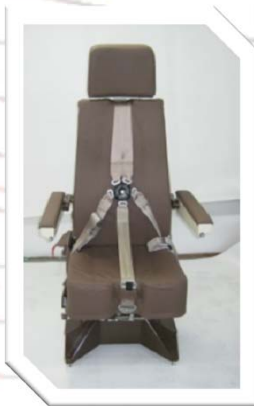
Avionics & IFE



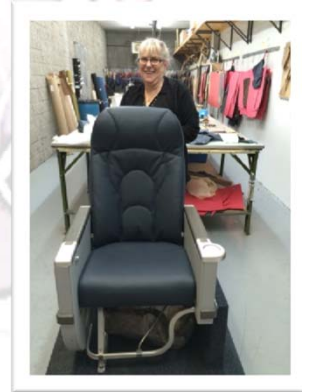
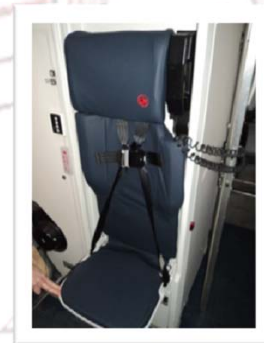
# Complimentary manufacturing on site



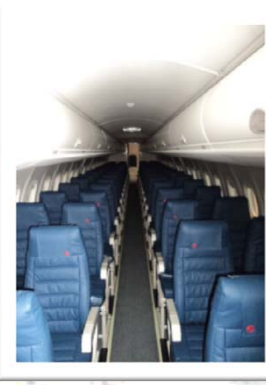
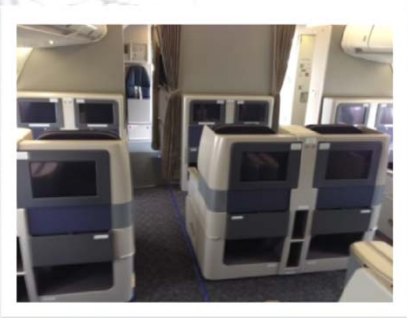
## Crew and operator seats



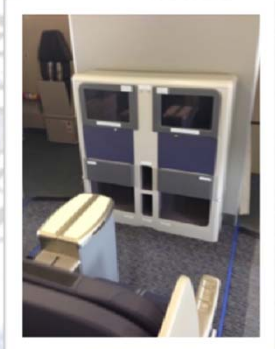
## Dress covers and more



## Entertainment Cabinets



## Monuments





# Seat Transformations



A330 Electric and Mechanical seats become:



VIP seating for A320 charters



*3D printed parts used*



## *Seat Modifications*



*B767 Electric  
almost lie flat  
seats*



*Become;*

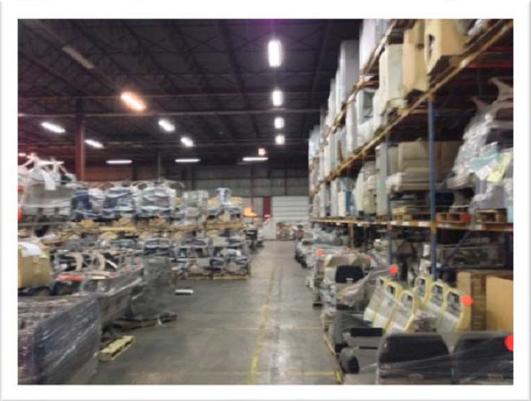
# Seat Modifications



*B767 FULL Flat with new branding*



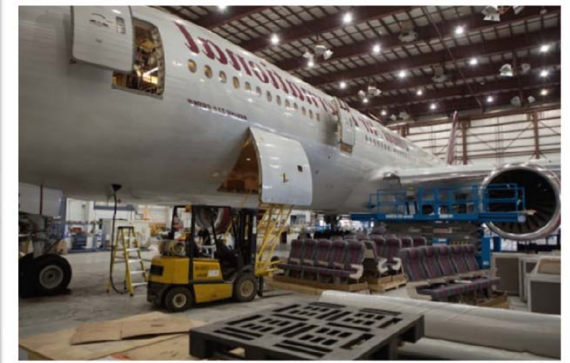
# Interiors trading and recycling



# AIRCRAFT MRO



- **Scheduled “check” maintenance**
  - Support for Airbus 310, Airbus 319/320 family, Airbus 330/340, Bombardier CRJ, Boeing 737 family, Boeing 747, Boeing 767/777
- **Maintenance levels:**
  - A-check, B-check up to C-check
  - Bridge Checks, Special visits (gear/engine change, AD's )



# Project Samples



## B767 makeover





# B767 makeover



# B767 makeover





# A330 Makeover



*Pre-mod*



*Post-mod*

# A330 Makeover



# Today



*Running at Max capacity.*

*2 wide bodies inside*

*2 wide bodies outside*

*1 narrow body inside*

*5 lines, over 35000 man hours per month*



# Optimizing Downtime

Taking advantage of the forced downtime required for a "C" or "Bridge" check by completing interior modifications concurrently, is a winning formula for any Airline or Lessor.



## Introducing Avianor Inc .

The Avianor team is a group of professionals able to perform detailed Interior modifications during your maintenance check. This effectively shortens the timeline needed to get your aircraft out.



***We have a complete line of services in house to support your cabin conversion needs!***

Engineering  
Certification / TCCA, FAA, EASA  
Fabrication - Manufacturing  
NDT Services Level 2 and 3

Cut & Sew  
Seat Refurbishing  
Wheel & Brake Shop  
Avionics

Complete Cabin Integration  
Spare Part Sales  
Maintenance / Overhaul  
Over 150,000 sq. Foot Facility

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