

AJW Technique



An introduction to the AJW's state-of-the-art headquarters for Maintenance, Repair and Overhaul

Montreal – Quebec – Canada



AJW Group Overview





AJW is a leading aircraft component spare parts provider, trader, broker and repair manager

Serving the industry since 1932, AJW has built a reputation for helping small to mid-sized airlines optimise inventories, benefit from aggregate buying and economies of scale from accessing AJW's spare parts pools

The Company supplies spare parts to more than 1,000 customers in over 117 countries, making it the largest privately owned component logistics manager in the world

By leveraging its scale and partnering with OEMs, MROs and freight forwarders, AJW typically saves customers 15-20% on operating costs and minimizes aircraft-on-ground time

Customers choose AJW to reduce costs, conserve cash, manage inventory, mitigate ownership risk and streamline logistics

-  Customer Inventory Locations
-  Inventory Hub and Sales Office
-  Repair and overhaul facility
-  Strategic Inventory location

20,000+ global line items
1,200+ parts processed per day
24/7 customer support



AJW aviation

AJW technique

AJW engines

AJW capital

AJW leasing

AJW

AJW Technique



Integration into the MRO sector was simply the next step in the natural evolution of the AJW brand.

After many years of outsourcing repairs services for customers we were able to build on the Group's already very successful foundations using targeted expertise to guarantee quality of product.

From being a customer ourselves we knew exactly what was needed to develop an organisation into being the best in class, the customer needs forming our core values.

The Competitive Advantage



Complementary to other AJW Group services – The missing piece

Strategic Partnerships
OEMS work with us not against.
Longevity, new fleets, latest info

Increase the reliability of our own pool – develop innovative techniques

Repairs backed up by \$500,000,000 worth of inventory – it just makes sense

To offer the complete solution – the ease of a one stop shop



Set a precedent in the industry that really targets reducing DMCs

Design Authorisation

An MRO with the mind of an operator (1300 ac under PBH).

Strategic product focus



AVIONICS – level 3: FCD 66, DMC, FMGC, FAC, SEC, FCU, SDAC, LGCIU, SFCC, ELAC, FCSC



PNEUMATICS – Starter air turbines, air cycle machines, valves, compressors, pumps



HYDRAULICS – Pumps, actuators, bypass valves, servo controls, PCUs, dampers



FUEL – HMU, FCU, FMU, pumps, engine controls, actuators, nozzles



GALLEY/ELECTRO MECHANICAL – Coffee/beverage makers, water boilers, water heaters, PDU'S, lighting, fans



IDGs – A320, B767, B737



SAFETY EQUIPMENT – All slides and slide rafts for varying wide and narrow body aircraft (specifically A320, A330, Embraer 170/175/190/195, B737/767/777)



Capabilities



4,000 Part Numbers

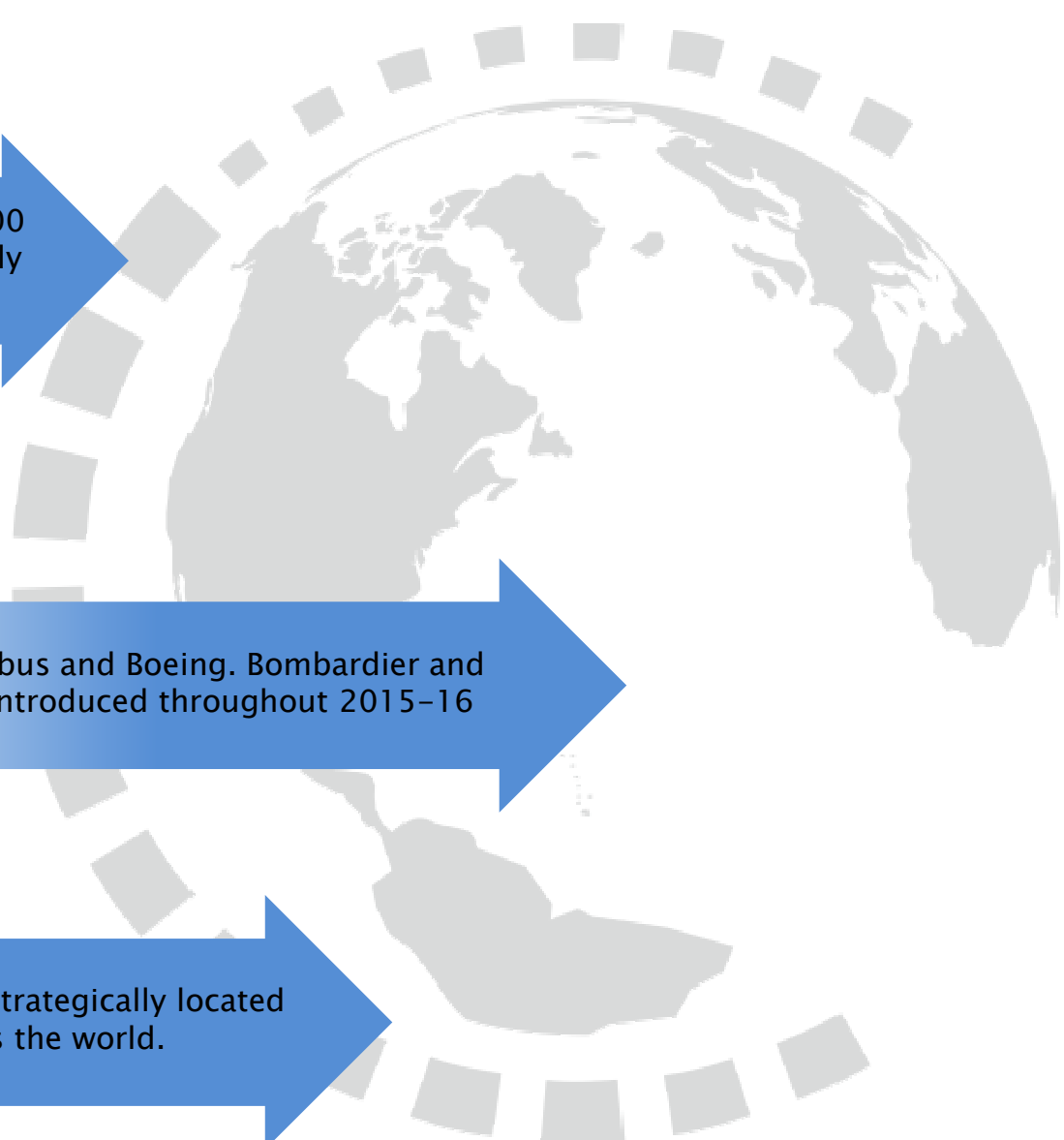
Capacity to process over 40,000 repair orders per year (currently 1200/month)

Strategic relationships with global business partners

Significant in Airbus and Boeing. Bombardier and Embraer being introduced throughout 2015-16

Test equipment is future proof for new technology

Full exchange potential across all products strategically located in international logistics hubs across the world.



Strategic relationships



The use of **high quality** OEM piece parts in high quality repairs enables AJW to market an **industry leading** standard of product and service.



Total quality to reduce DMC is our primary objective. This allows us to underpin our work with superior **extended warranties**.



Access to the **latest technical documentation** ensures we are able to keep units to the **highest possible release standard** and guarantees OEM workmanship criteria, therefore **maximising** unit life span and **time on wing**.



Tactical relationships allow the Company to meet fluctuations in industry demand, as well as technological advances at aircraft level. We are ready for the future.



Total cost, not price.

Current Innovations



Soft Life NOT end of life



We are the integrator, we get the parts



Programs designed around you because one size doesn't fit all.
Customer profile is the most important



Technology is our friend. RFID? EDI? HUMMS?



An MRO with the mind of an operator (1200 ac
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The next stage



Thank you for your time.

Do you have any
questions for us?

