

CERTIFIED NEWS

Intelligence for Independent Aircraft Modifiers



IAMA CERTIFIED NEWS – OCTOBER 2023

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CHAIRMAN'S MESSAGE

Fall is around the corner, and while the summer months have provided a break, we are preparing for the fall and winter. The alliance has several accomplishments that I'd like to share with you. Here's a brief overview.

We're always saying that we have a lot going on, but really, we do. We launched Rulebook V4, joined Hamburg Aviation, hosted two successful IVMTs, attended Aircraft Interiors Expo, had a successful meeting with EASA. Of course, our working groups were active too.

The major highlight of the past few months was the release of Rulebook V4 at the end of May. This latest edition includes pertinent updates regarding minor modifications. Without going into too much detail (which you will find in our Top Story), the importance of this update cannot be overstated. It will build the number of IAMA-endorsed modifications. The board and I are delighted with this development.

Our IAMA Virtual Modification Talks (IVMTs) are always quite popular. Another is planned for October on working with EASA, but let me tell you about the most recent one, "Safety culture in the aviation retrofit market." By all accounts, it was an excellent session, with participation from across the aviation ecosystem. It was moderated by our managing director, Nina Schulz, and steered by Ian Devine, our technical affairs manager. Two IAMA members talked frankly about how they are implementing safety culture by a structured Safety Management System (SMS) within their respective Design Organizations. Safety culture is a critical objective, and experiences vary, of course, but it makes sense that hearing from comparable organizations can be both educational and cathartic. These IVMTs represent the true spirit of transparency we foster.

We are constantly looking for ways to collaborate in the industry, so we became members of Hamburg Aviation in May. This aviation cluster organization works with Airbus, Lufthansa Technik, Hamburg Airport and more than 300 other companies in the Hamburg area fostering the growth of the aviation industry in the region.

Supporting our educational aims, Nina and the team attended Aircraft Interiors Expo in Hamburg in June. It was an excellent opportunity to talk to current and potential members and subscribers, learn about new pain points, and discuss membership. As a result of the team's discussions at the show, the alliance is in the early stages of investigating a new level of membership. More is already on our website.

Meanwhile, in Cologne, Nina, Ian and Dr Dagmar Elten, an industry wide appreciated EASA Part 21 DOA expert, presented the IAMA mission to a panel of EASA experts from across the aviation ecosystem at the European Union Aviation Safety Agency. The presentation touched on important topics such as the holistic challenges of independent modifiers in the retrofit market, the alliance's representation, the Rulebook's importance, the endorsement concept and its value to airlines and lessors. An open and productive conversation also addressed IAMA's planned inclusion in EASA's Stakeholder Advisory Board (SAB) and discussed how the alliance's quality seal might improve the overall modification project quality. The next steps are for us to continue the dialogue with EASA and to host a follow-up session providing deeper insights into the Rulebook.

The alliance wouldn't be what it is without our working groups. I'm grateful for the time these folks devote to IAMA and appreciate their expertise. As I noted, these teams are also busy:

The Community and Aligned Information Working Group, led by Georg Stoffelen, Head of Product Cabin Modification at Lufthansa Technik AG, is updating their educational white paper on the complexities of multiple DAH modification projects. The team is also working on a new white paper on "Modification 101" to present the basics of performing a modification. These resources are valuable contributions to our educational programs.

Under the direction of Romain Mbwang Seppoh, Head of Design Organisation at Eclipse Technics, and after considerable effort, the IAMA Standard working group, of course, released Rulebook V4. As noted, the latest edition of the Rulebook adds minor modifications, and brings them into the realm of IAMA endorsements. This is a strategic activity, and we are optimistic about it growing the number of endorsed modifications.

Our Certification & Authority Affairs Working Group is also very active. Led by Eric Anderson, Global Director of Engineering @CarlisleIT, this group has started a new project providing de-briefs on important meetings and events. The first of these briefs details the IAMA's discussions at the EASA-FAA International Safety Conference in Cologne in June. This new resource is available only to IAMA members and subscribers. The most recent activity of this group is the preparation of IAMA's presentation at this year's EASA CT Conference in Cologne on October, 24th. We are extremely excited for this opportunity of representing the retrofit community and sharing insights of the industry working together with EASA.

Our Technical Data Exchange and OEM Affairs Working Group continues to develop resources too. Headed by Jeff Behlendorf, Director of Product Management at Carlisle Interconnect Technologies, this group is working on a revision of one of our top white papers. The aim is to summarize IAMA's initiatives regarding market barriers, contractual agreements, data sharing, innovation and sustainability. They also want to highlight the importance of fair terms and OEM data accuracy as critical to an effective and risk-reduced modification. They are working diligently to update the OEM data-position white paper.

So, there you have it. We are on the right path, continuously working towards a collaborative and transparent aviation ecosystem.

Please let me know if you'd like to have a topic covered.

I wish IAMA members and the aviation market much success in the coming months.

—Frans van de Pol
Chairman

TOP STORY

IAMA Rulebook 4: Now with Minor Modifications

The release of IAMA Rulebook Version 4 in May is paving the way for the alliance's members to address minor modifications and have them endorsed. One of the most significant updates to the alliance's Standard, this latest, is designed to increase the availability of endorsed modifications. Why is it important? Let's take a look.

"We are constantly evaluating and improving the Rulebook, to foster transparency and ensure better outcomes for independent modifiers and their clients," explained Romain Mbwang Seppoh, Eclipse Global Connectivity's Head of Design Organization and Head of IAMA's Standard Working Group. "We want to provide a wider application of the IAMA Standard so that any type-change an operator might need can be completed with an IAMA-endorsed project. It's worth noting that minor modifications and STCs can cover large projects like a cabin retrofit or smaller ones like a software upgrade, constituting a significant portion of a fleet's modification requirements."

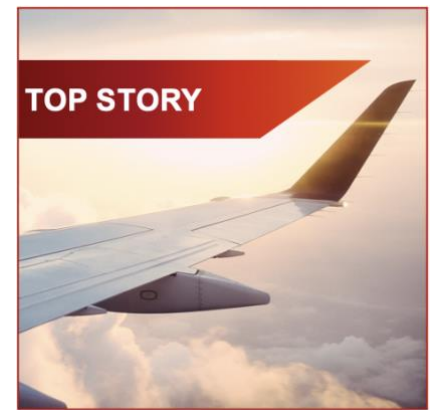
Before this update, IAMA endorsements were for modifications classified as major changes. Applying the IAMA Standard quality to upgrades classified as minor will increase the availability of high-quality endorsed modifications.

"From the beginning, the alliance recognized that applying the Standard should not unduly increase the work needed to achieve an IAMA endorsement," said Nina Schulz, IAMA managing director. "With the rules now aligned to scale with the full range of modification projects, modifiers and airlines can now entirely understand the scope of a modification in advance. The result is more predictable and risk-averse project management."

Other significant adjustments in Rulebook V4 include new rules for ICAs and Supplements and the introduction of scalability. Technical publications are essential for maintaining and operating the modified aircraft. Through ongoing consultations with stakeholders, it came to light that it would be beneficial for modifier-created documentation to be similar in format to that of the OEMs. Addressing the need, the Standard Working Group developed rules to ensure that IAMA modifier and client expectations will be aligned and met. Allowing the rules to accommodate a wide range of modifications will enable members to apply the Standard regardless of the project size and certification path.

"Our ongoing mission is to continuously evaluate and improve the IAMA standard through consultations with various stakeholders and aviation authorities," Ian Devine explained. "We are extremely pleased with the recent updates to Rulebook version four, providing the latest Standard and handling this critical marketplace need. These updated rules will further support our mission to encourage transparency in independent modification projects. This is designed to support better outcomes for modifiers and their clients."

The IAMA Rulebook is available to members, airlines and lessors. Becoming a member is simple. Visit <https://iamalliance.aero/members-memberships.html> to learn more.





MEET A SUBSCRIBER: NEOS

Neos Air “Standing on the Shoulders of Giants” in Support of the Airline’s Fleet

“Standardized documentation, one of the elements IAMA is advancing, helps airlines and maintenance technicians,” said Andrea Bellesia, Projects Leader and Engineering Manager E-enabling Avionics at Neos Air. Bellesia tells IAMA Certified News about the airline and the benefits of their IAMA subscription.

Neos Air, Italy’s third largest airline by fleet, is based out of Milan and operates flights to destinations in Southern and Eastern Europe, Africa, Asia, the Caribbean and North and South America. Bellesia leads a team of CAMO engineering staff supporting the airline’s continuous airworthiness organization and Part 145 activities. “NEOS became an IAMA subscriber about a year ago after having heard about the organization from Patrick Gindre, a colleague from Eclipse Technics,” he notes. “As a small team, we’ve found the Rulebook offers effective recommendations, plus IAMA has a wealth of tools. The guidance is important for any airline, but for smaller airlines who may have less experience with modifications, IAMA presents a strong standard to follow.”

And he should know. Bellesia’s 20 years of experience spans avionics engineering, working as DO and strategic project leadership, giving him an excellent understanding of airline, regulatory and avionics ecosystems. Unsurprisingly, his and IAMA’s modification project management philosophies dovetail nicely.

“Defining the scope of a modification project from the RFP stage through its complete lifecycle is an incredibly productive way to manage an aircraft fleet,” he explained. “Third parties don’t know the aircraft or its configuration the way the operator does, which becomes challenging while the work is being done. I aim to anticipate issues up-front because we don’t want to have to stop a project in the middle because an older modification must be removed before work can continue. This type of delay is easily avoidable.”

Operating out of Milan Malpensa airport, Neos was established in June 2001, with their first flight taking off in March 2002. Since then, the airline has continuously worked to fine-tune its fleet, which now comprises four Boeing 737-800W (Winglet), four Boeing 737-8 and six Boeing 787-9 Dreamliners. The airline operates their fleet respecting the strictest certification and operational standards, including EASA, FAA and TCCA. Neos also maintains a solid commitment to crew training.

“We were pleased to see Neos Air become a Subscriber,” said Nina Schulz, IAMA managing director. “Diversity in airline voices helps us to better understand the challenges the whole market segment is experiencing. Those operating smaller fleets will have many of the same hurdles as the larger airlines, but they have unique demands, too. Advocating for transparency means encouraging everyone participating in the aviation ecosystem to have a voice and be heard. More members and subscribers only make the alliance better and stronger.”

Long lead times, regulatory constraints, workforce shortages and increasing costs are Bellesia’s biggest challenges. However, he notes that the common standard IAMA is pursuing, has other benefits, too. “Aligning the modification documentation with OEM docs saves time and reduces costs because it allows the airline to quickly update maintenance documents in an affordable way, something smaller airlines may find burdensome.”

Bellesia’s advice for a successful modification project echoes IAMA’s recommendations: clearly define the project’s scope, review each aircraft’s modification status and evaluate to discover any possible roadblocks. “Our subscription with IAMA offers access to topics important to operating Neos’ fleet. Every exchange is enlightening

because we hear the experiences of various organizations. As one says, it helps us to 'stand on the shoulders of giants' to support our aircraft.

Visit <https://us.neosair.com/Default.aspx> to learn more about Neos. To access IAMA resources, including the Rulebook, become an IAMA member or subscriber. Visit <https://iamalliance.aero/members-memberships.html> for details.

ASK AN EXPERT:

ERIK GEERTSEMA ON THE PATH TO SUSTAINABILITY

"The most important idea IAMA wants to convey is that we all have a role to play in sustainability, and we have to start today," said Erik Geertsema, IAMA independent board member and CEO of Conscious Aerospace. "We are in our current position due to many years of industry collaboration, and we will reduce emissions and become more sustainable through continued collaboration."



With an estimated 3 percent of greenhouse gas emissions attributed to the aviation industry, sustainability is more than a trendy, hot topic; it's crucial. Geertsema, who honed his focus on the industry's need to be more environmentally conscious, relatively recently, saw sustainability being discussed in other market segments and realized that the aviation industry needs to change. With a strategic and innovative perspective, he recognized that IAMA, the Independent Aircraft Modifier Alliance, could be an essential element in pursuing sustainability.

"Incremental upgrades for legacy aircraft that help reduce fuel burn are already available and have been for a while," Geertsema noted. "Technologies like ADS-B, or Automatic Dependent Surveillance-Broadcast help lower emissions, which is a start towards sustainability, but it is the introduction of new technologies via Supplemental Type Certificates that can accelerate the process of addressing the global fleet's emissions."

A critical point is that part of IAMA's role is to advocate for modifiers, lessors and owners to collaborate to reduce emissions. More than this, IAMA-endorsed modifications are a convenient and critical path to sustainability, as the IAMA endorsement not only ensures customer satisfaction but also enhances the overall experience, making it feasible to implement sustainable products in existing aircraft. Geertsema explains: "The current ecosystem was built on collaboration. Over the history of aviation, large OEMs have focused on building aircraft and engaged smaller companies to help develop new technologies. The future will require the same."

Making the aviation industry more sustainable has many challenges. "We need to work with aviation regulators to ensure sustainability can be addressed now because we can't expect operators to upgrade their aircraft fleet simultaneously," said Nina Schulz, IAMA managing director. "It's complex. Such activity takes significant consideration and time. Building new, more sustainable aircraft with better engines that use innovative fuels, such as hydrogen, will help ten to 15 years down the road. Still, introducing new products by IAMA-endorsed modifications can reduce emissions on the older, higher emitting fleet now."

Conscious Aerospace, the company Geertsema leads, is developing technology designed for installation on aircraft that will significantly reduce emissions through the application of hydrogen. Relying on his many years of experience with Fokker Services, joining the company was a logical progression, as was his desire to join the IAMA board of directors. "Advocating for transparency and elevating modifications is a critical role for IAMA in the sustainable aviation arena. New technologies, innovations in propulsion, for example, will come out more rapidly and can be applied in multiple ways not only in new build aircraft," he said.

However, these developments in isolation will not be effective in reaching the emission reduction goals. "Take, for example, new energy sources," Geertsema explained. "New airport infrastructure for clean energies like hydrogen must be created. And the energy sources itself must be created sustainably. Otherwise, it will be perceived as greenwashing."

IAMA recognizes that greenwashing is a concern. One step to address it is education. Educate those starting their aviation careers about the topic as early as possible so they can learn about new technologies that favour lowering emissions.

Overall, Geertsema sees IAMA as an important enabler for sustainability: "The alliance's holistic view of the aviation industry, bringing organizations together to exchange ideas, and fostering well developed modification projects enables DOAs to introduce new technologies into existing airframes. With this vision and an increasing number of modifications, IAMA is well placed to put the industry on the path to greater sustainability."

You can learn more about Conscious Aerospace and its pioneering hydrogen powerplant technology by visiting their website. To learn more about IAMA and become a member, visit <https://iamalliance.aero/members-memberships.html>

ENGAGE WITH US

Want to learn more about IAMA or meet us? We look forward to connecting with you during the following events:

- MRO Europe 2023 | Amsterdam, The Netherlands | 17-19 October 2023
- EASA CT Conference | Cologne, Germany | 24-26 October 2023
- IAMA Virtual Modification Talks (IVMT) | Online | 07 November 2023

For questions, if you would like to meet us, or get in touch with us reach out via info@iamalliance.aero.

TIER 3: IAMA'S NEW MEMBERSHIP CATEGORY

IAMA listened carefully to our industry contacts and created a new entry level membership category, especially designed for smaller Design Organizations. For us it is extremely important to represent the full spectrum of the retrofit market.

Enjoying IAMA's community and expertise is now possible starting with a small invest of only **USD 950** per year!

You can find all details regarding IAMA membership options on our website, and of course we are more than happy to answer any questions you may have.

Please contact us under info@iamalliance.aero