

CERTIFIED NEWS

Intelligence for Independent Aircraft Modifiers



IAMA CERTIFIED NEWS – SEPTEMBER 2022

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**CHAIRMAN'S
MESSAGE**

CHAIRMAN'S MESSAGE: IT TAKES A VILLAGE

Fall will be upon us soon, and I am amazed at how quickly the summer has passed. I'm also enthusiastic about how much we've accomplished since the May edition of IAMA Certified News. As the summer flew by, the Independent Aircraft Modifier Alliance team continued to push forward, and I'd like to shine a spotlight on some of our most significant accomplishments.

The Executive Board and I are incredibly pleased to see the alliance's overall membership continuing to grow with three new organizations joining our ranks. Neos Air became a subscriber in July, and in August, we welcomed new subscribers, Saudi Arabian Airlines, and new basic member Saudia Aerospace Engineering Industries (SAEI). It is a testament to IAMA's expertise, advocacy, and educational resources that prestigious organizations like these are becoming part of the alliance.

The people who graciously provide their time to our working groups and our management team are the backbone of this organization. As you'll no doubt recognize, attracting people with the highest level of expertise isn't always easy for a young organization. While we were sorry that Dilek Senay Yazici, the head of our Certification and Authority Affairs (CAA) working group, has moved on, we are thrilled to welcome Eric Anderson, global director of engineering at Carlisle Interconnect Technologies, into that role. The CAA Working group's pursuits are critical to IAMA and the aviation ecosystem as a whole.

Our work to build the profile of Supplemental Type Certificates (STC) is our number one priority and is ongoing. As part of these efforts, we announced Version 3.0 of our Rulebook and another of our members, Etihad Engineering, has completed their first audit. It bears repeating that our flagship resource, the Rulebook, is under continuous assessment and development as we endeavor to elevate and advocate for STC quality. We recommend that all lessors and airlines request IAMA-endorsed STCs. Apart from being a rigorous and robust standard, the advantages are many. You can learn more about that in our story "Five Reasons to Choose IAMA-Endorsed STCs."

The alliance's working groups are always busy. They will all meet in the coming months to develop their plans for 2023. Each of these groups is fundamental to our strategy to achieve our mission. With this in mind, I want to update you on what they've been pursuing.

Our IP & OEM Affairs working group has released a paper on data sharing between supplier OEMs and integrators called "*Data Access Requirements (3rd Party Parts Manufacturers)*." Led by Jeff Behlendorf, they've also developed a paper on best practices for "Right to Use," highlighted in our "Ask the Expert" article. Additionally, this group is considering elements affecting a warranty such as the purchase contract, data access and the impact on modifications. This important research will be distilled into another essential educational resource for lessors and airlines.

Our Community and Aligned Information Campaign working group continue to add to the growing library of educational resources we are building. Headed by Georg Stoffelen, the team has created a new white paper on RFP transparency and an after-sales case study on de-modification. Another timely topic they are investigating is how IAMA can support sustainability in the retrofit market. All of these topics are extremely important to the aircraft retrofit market.

Led by Romain Mbwang Seppoh, our Standard working group's principal undertaking is supporting the inaugural audits of our full and basic members while continuing to develop and refine the audit guidelines. This group's work is indispensable as they continue the critical process of advancing the IAMA Rulebook while also fostering and documenting a feedback process.

As previously noted, our Certification & Authority Affairs (CAA) working group has changed leadership. Still, it has also developed and shared recommendations with EASA and FAA on a roadmap to improve validation between these two aviation authorities. Their consistent participation and commentary through public consultations have helped the team cultivate deeper relationships with EASA and the FAA. They are currently developing a best practices white paper on continuous airworthiness that looks at potentially unsafe conditions. The CAA team is integral to IAMA's mission to increase transparency in the retrofit market.

As I sign off, I'll leave you with this thought: It takes a prodigious level of commitment and energy to grow and shape an organization with such a broad range of stakeholders. I can tell you that the IAMA team, the Executive Board, our members, subscribers, and advisors are ready and eager to build on our past successes.

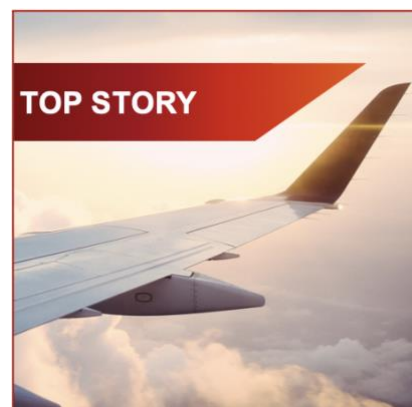
As always, be well and stay safe.

—Marc Pinault, Chairman

FIVE REASONS TO CHOOSE IAMA-ENDORSED STCs

Selecting a suitable modifier can be challenging when planning an update to an aircraft with a Supplemental Type Certificate. Confidence that they will do the upgrade correctly, maintain safety standards and consider the modification's whole lifecycle is critical. STC quality supports these elements, which is why choosing an IAMA-endorsed STC offers tangible advantages.

"Modifying an aircraft with an STC is complex and demanding," says Nina Schulz, IAMA's managing director. "Our experts understand this fact, which is why the alliance continues to develop a strong standard that focuses on a holistic approach, with open, transparent communications across all stakeholders. IAMA-endorsed modifiers commit to providing the highest quality STCs as prescribed in our Rulebook, and the result is a better experience for aircraft owners and operators."



How do IAMA-endorsed STCs drive better modifications? There are many reasons, but here are the top five:

Number One: A Holistic Approach. Conforming to the IAMA Rulebook produces what could be called a cascade effect whereby each element of guidance builds upon itself, strengthening the overall result. Since IAMA-endorsed members dedicate themselves to following a holistic customer-centric approach, considering the modification's whole lifecycle even before it is designed—helping build high-quality STCs

Number Two: Future Upgrades, De-modification, and Transfers Addressed Up-front. Modifiers who follow the IAMA guidelines must be to address maintenance and compatibility with future upgrades beforehand. Additionally, Right-to-Use letters, which ease aircraft transfer, are provided to the aircraft owner, and de-modification data and plans are all generally part of the upgrade package as a matter of practice.

Number Three: Support Plans Baked Right In. Alliance members are committed to after-sales plans so that operators receive the necessary support when they need it. Planning for After-sales Support starts right at the RFP stage and is critical to a successful modification.

Number Four: Modification Life Maintained. In a bold move to avoid Orphan STCs, alliance members commit to surrendering IAMA-Endorsed STCs rather than abandoning them. This commitment eases the pain of such situations and helps protect the modification's lifespan.

Number Five: Dedication to a Rigorous Standard. An independent auditor must audit IAMA modifier members to demonstrate compliance with the IAMA Rulebook. This process reinforces best practices and encourages a customer-centric approach, which means fleet operators, owners and lessors can confidently modify their aircraft.

“The quality of the STC and the quality of the modifier go hand in hand,” Schulz notes. “Thanks to IAMA members' commitment to follow the Rulebook, the ultimate result is the highest-quality STC and a smoother, more efficient upgrade experience for the aircraft operator.”

Established by key market players with decades of experience in the retrofit market, the alliance encapsulates the collective wisdom of its founders. Focused on communication, transparency and consistently high-quality STCs, the alliance is challenging past prejudices in the after-market. IAMA is helping its members, aircraft owners, operators, lessors and other stakeholders to accomplish their business and operational goals through STC projects. To join the alliance and access these vital resources, visit iamalliance.aero.



RIGHT TO USE STATEMENTS: ENSURING THE SEAMLESS TRANSITION OF YOUR ASSET

After gathering and organizing an enormous mountain of paperwork for an aircraft transfer, the last thing anyone wants is to chase a commercial Right to Use statement for a modification. IAMA, the Independent Aircraft Modifier Alliance's new white paper, takes a real-world look at the issues surrounding aircraft transfers, and illustrates how IAMA members help ensure a seamless asset transfer.

“The goal of a successful transfer is to ensure that the new operator may continue to use and operate the modifications already installed on the aircraft,” said Jeff Behlendorf, Director of Product Management at Carlisle Interconnect Technologies “Transferring aircraft with modifications requires a complex combination of documents including Supplemental Type Certificates and Rights to Use, all with consideration to intellectual property. To address this process, we developed our white paper, ‘*Right to Use Statements: How to Ensure a Seamless Transition of Your Asset.*’”

Thanks to how the aviation ecosystem works, aircraft owners, operators and modifiers will relate to the massive volume of paperwork and the frustration that can occur during an aircraft transfer. Aircraft owners must have all the relevant data and information, which can sometimes be a challenge. Although aviation regulatory authorities have standardized processes and approvals they enforce, operational processes are the domain of individual organizations. So, it's no surprise that there are different interpretations of the standards owners and subsequent operators must navigate during an aircraft transfer.

Tackling several pain points, IAMA's Rulebook specifies an innovative approach regarding the Right to Use statement. Alliance members agree to include a statement of automatic transferability to any future or subsequent operator/owner of the aircraft. Why is this a bit of a revelation? Doing this transfers the installation and maintenance data with the aircraft. The follow-on is that future legal operators/owners have the right to use the data required to maintain, modify and operate their aircraft. And the concrete result is less paper chasing.

"We have established a standard process for the development of modifications that covers the whole lifespan from RFP to installation, maintenance, de-modification and After Sales support," said Nina Schulz, IAMA's managing director. "Our members' commitments protect STC holders, owners and operators from additional risk in intellectual property, asset valuation and operational support."

The white paper highlights the important data and regulatory requirements reminding the reader that the Right to Use documents should be considered right from the RFP stage. The advice is both simple, but effective and shows that IAMA-endorsed STCs comply with standards to streamline an aircraft transfer because the necessary documentation is not an afterthought. Like all the alliance's educational white papers, the team's in-depth knowledge of the nuances surrounding modifications, regulations and stakeholders offers the reader and the aviation ecosystem key new insights.

You can learn about Right to Use Statements by connecting with an IAMA member or becoming an IAMA member. Membership gives you access to the IAMA Rulebook, white papers and many other resources. Airlines and lessors may receive access to these resources through a free subscription. Visit iamalliance.aero for more.

ATLANTIC AVIATION GROUP: SMALL BUT QUICK AND MIGHTY

"We serve a lot of lessors, so our reaction time has to be quite fast," said Paul Godfrey, Head of Design organization at IAMA member Atlantic Aviation Group. "We are well-known for our rapid response, and we are incredibly proud to have completed our first Supplemental Type Certificate and become member of the alliance earlier this year."

Shannon-based Atlantic Aviation Group (AAG) is Ireland's largest MRO. This past January, they became a Basic member of IAMA, the Independent Aircraft Modifier Alliance, intending to bring their DOA capabilities to the next level. "It was by happenstance that we learned about IAMA," Godfrey said. "With about five years under our belt, our DOA is probably one of the youngest IAMA members. Exposure to IAMA's large organizations with their vast experience is an excellent way of raising our team's skills to the next level much quicker than if we were going alone."

AAG's team has grown from 300 to nearly 740 people in the last two years. With the acquisition of Lufthansa Technik Shannon in October of 2021, subsequent integration and granting of EASA Part 145 approval from the Irish Aviation Authority earlier this year, the company now has two hangars with seven lines for maintenance. AAG's DOA, which has up until recently focused on minor changes, aspires to tackle larger, more complex projects. This was a key factor in the decision to join the alliance.

An aircraft maintenance technician by trade, Godfrey is working to shift the Part 21 design organization from a primarily tactical to a more strategic mindset. "Committing to and following the IAMA Standard with its focus on



safety and regulatory requirements is a massive undertaking, one that we are working hard to achieve,” Godfrey said.

“We are very pleased to have Atlantic Aviation Group as a member and we thank Paul for having accepted our invitation to join our CIC working group on an interim basis. He brings a new and different perspective on Part 21 upgrades.” said Nina Schulz, IAMA’s managing director. “We look at the aviation ecosystem holistically and consistently seek fresh ideas, which is why we encourage modifiers of all sizes and capabilities to join the alliance.”

“Being aligned with the larger DOAs helps AAG’s team see what our capabilities could be. Completing an STC with a team of four or five people is a huge accomplishment. If we can obtain an IAMA endorsement for our first STC, it will certainly raise the profile of AAG’s DOA in the market,” Godfrey explained.

For members to reap the most significant benefit from the alliance, Godfrey’s advice is to immerse themselves in IAMA’s programs and be fully proactive. “Teamwork is essential to me, which is why I feel that competitors and colleagues alike can have a meeting of the minds which will help improve the alliance, our businesses and eventually, the whole retrofit market

You can learn more about Atlantic Aviation Group at their [website](#). You can visit our [website](#) to learn more about becoming a member of IAMA.

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 | London, UK | 19 - 20 October 2022
- Yocova Global Community Forum | Online | 22 September 2022, 3PM CEST

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

BECOME AN IAMA MEMBER

IAMA is open to all aviation market participants including aircraft manufacturers, airlines, suppliers and lessors. The alliance offers three types of paid memberships: Full, Advisory and Basic.

Members have access to specific benefits depending upon their role in the aviation ecosystem, and their membership level. Full and Basic memberships are for organisations with STC capabilities, while Advisory memberships are for airframe and system OEMs (Original Equipment Manufacturers). Airlines and lessors may join for free.

Find out more about our membership possibilities [here!](#)