

AIRLINE E&M: NORTH AMERICA



LARRY MONTREUIL

VICE PRESIDENT ASSET MANAGEMENT & BUSINESS DEVELOPMENT
WERNER AERO SERVICES

Q. Could you provide a short outline of your company?

A. Werner Aero Services is an aviation asset management company offering materials support solutions to airlines around the world, made possible by a series of aircraft teardowns.

Q. You will be speaking at this year's conference, can you provide some details about what your main focus will be?

A. The Shape of the Contemporary Aftermarket – Integration and Consolidation, Oversupplied and Undermanned.

Spare parts inventories are continuing to consolidate among large pool managers offering comprehensive power by the hour programs. The large number of smaller suppliers that the industry has bred are becoming third tier suppliers to the aggregators, losing relationships with airline customers as operators seek to manage a smaller base of suppliers.

Q. What would you say are the main challenges in the aftermarket at the moment?

A. The over valuation of end of life aircraft is making it difficult to acquire aircraft that fits our business model.

Airlines are increasingly better positioned from an inventory spares point of view, relying on pooling agreements that push assets off their balance sheets.

Q. The positive is occasionally lost when we discuss the aftermarket, what would you consider the positives/the drivers in the industry?

A. The benefit of the aftermarket is of course the lower cost of materials that are made available to operator to support their fleet. This is a significant source of savings in an airline's maintenance budget.

Q. What are the key messages you would like people to take away from your contribution to this year's conference?

A. Airlines must strike a balance in managing a smaller supply base while continuing to stoke the competitive forces necessary to ensure reliable service at a fair and reasonable prices.

Larry Montreuil will be speaking on **Panel Discussion: The Shape of the Contemporary Aftermarket – Integration and Consolidation, Oversupplied and Undermanned** on Wednesday, October 26 at 9:50 am

To find out more, visit
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