



Mike Cazaz, president and CEO, Werner Aero Services

## At your service

Werner Aero Services has used Singapore to expand its Asia-Pacific activities, writes Colin Baker

**A**mong the numerous aerospace companies that moved into Singapore's Seletar Aerospace Park in recent years is Werner Aero Services, which opened an office and warehouse facility in 2012. The US company, founded in 1993, is a global asset management company headquartered in the New York metropolitan area. It has offices in Europe, North Africa, as well as the Seletar operation. It has had an office in Singapore since 2005.

Werner Aero is an aftermarket provider of logistical solutions to airlines and MROs and specialises in sale, lease and management of engines and components. "Our team combines more than 200 years of experience in the aviation industry in areas of OEM's, airlines, maintenance and management," says Mike Cazaz, president and CEO of Werner Aero.

The companies specialties include engine sale and lease; pool access of aircraft and engine LRUs; and components repair management.

Cazaz says the Singapore operation and facility was a natural outgrowth mirroring the economic growth of the Asia-Pacific region. "In 2005, we opened an office in Singapore to be closer to our

customers but it rapidly became apparent that we needed to expand with a warehouse facility. The Singapore government was (and is) developing Seletar Aerospace Park for companies such as ours and it was a natural choice to locate there."

He adds, "Now that we are in Seletar, we can process and ship orders all in one day or less. Singapore's location and freight capacity also make it an excellent hub."

The company is experiencing its strongest growth in the engine sale and lease and the components management services which includes pool access and repair management.

Cazaz says this trend is both worldwide and in Asia-Pacific from second and third tier operators as well as the new propeller products from companies such as ATR and Bombardier. "We also see the market for short haul single aisle aircraft [i.e. narrowbodies] expanding."

Originally, Werner Aero's efforts were directed at the Dash 8 series as well as Fokker propeller aircraft, Q400 and the F100 jet aircraft which have a large presence in the Asia-Pacific due to its operational characteristics for the mining industry.

"While not at all neglecting the above aircraft, we are broadening our product base to include ATR and Airbus/Boeing single aisle aircraft. Both Bombardier and Embraer have good presences in the region as well as Fokker itself," Cazaz notes. In terms of engines, the company's focus is on the V2500-A5 and CFM56-5 and -7.

Another trend, which quite a few in the MRO industry are seeing, is the parting out of younger aircraft. "There is a visible trend towards parting out younger aircraft and we are focusing on the narrow body aircraft, Airbus and Boeing. Our most recent teardown took place in Malaysia and in Arizona, USA," says Cazaz.

Werner Aero is also seeing more outsourcing of what were once traditional aircraft operator functions such as heavy checks, maintenance operations and repair work.

"Werner Aero is not an MRO but rather we manage repairs and assets for our customers through a well-established network of FAA/EASA approved repair facilities in the US and in Asia. This saves our customers both time and money while ensuring the highest quality standards that we demand," Cazaz explains.

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**MIKE CAZAZ**

president & CEO, Werner Aero Services

Werner Aero can hold its own against the large MRO and OEMs and can offer distinct advantages, says Cazaz. "Werner has been experiencing tremendous growth over the past few years. We pride ourselves on providing quality solutions with the utmost personal customer service which sets us apart."

He adds, "We are also very flexible and can act quickly when providing solutions which can be hard for large MROs and OEMs. OEM's also tend to focus on the main national carriers while we cater to everyone regardless of size. Our niche and expertise is in our ability to provide fast, reliable, cost effective solutions." ✈

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