

In the hot seat.....

Keith Mwanalushi speaks to Mike Cazaz CEO, Werner Aero Services

AviTrader MRO: What attracted you to this business?

Cazaz: I have always had a passion for aviation and I enjoy being able to work with many types of customers and cultures worldwide serving them and helping them solve their challenging needs.

AviTrader MRO: What does a typical day's work entail in your job?

Cazaz: There is no typical day but most days include customer meetings to learn more about their businesses and needs. I then meet with the Werner Aero team to think through what solutions we could propose that would solve those needs. I also frequently brainstorm with our product and sales teams to develop new programmes that would save our customers time and money, thereby allowing them peace of mind.

AviTrader MRO: What is the most challenging part of your job?

Cazaz: The most challenging is also the most rewarding, which is convincing the customer that what we are offering will benefit them. I thoroughly enjoy watching our programmes at work and seeing the customers happy and successful.

AviTrader MRO: Which sector of the MRO industry do you believe is growing most rapidly and why?

Cazaz: The engine sector is growing the fastest within the MRO industry as engine lives are getting extended and they need more support for longer.

AviTrader MRO: What concerns you the most about the industry?

Cazaz: I am most concerned about the fluctuation in fuel prices. If prices spike, as they have done in the past, there will be less flights and more airplanes will be parked, thereby eliminating service needs.

AviTrader MRO: Werner Aero Services seems to have a foot in several



Mike Cazaz, CEO, Werner Aero Services

business sectors, how does this benefit your customers?

Cazaz: We want to be the one stop service provider for our customers when they need different solutions. Our various offerings allow us to offer true total care support with the utmost customer service.

AviTrader MRO: What are your growth projections in the near and medium term?

Cazaz: We have been growing an average of 50% the past couple of years, and expect 2014 to be the same as we continue to diversify our solutions offerings with an increased focus on engines and asset management.

Service is our priority. Solutions are our specialty.

<p>Asset Management Repair Management Engine Sale and Lease</p>	<p>LRU Pooling for A320 Airframe LRU Pooling for V2500 Engine</p>
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