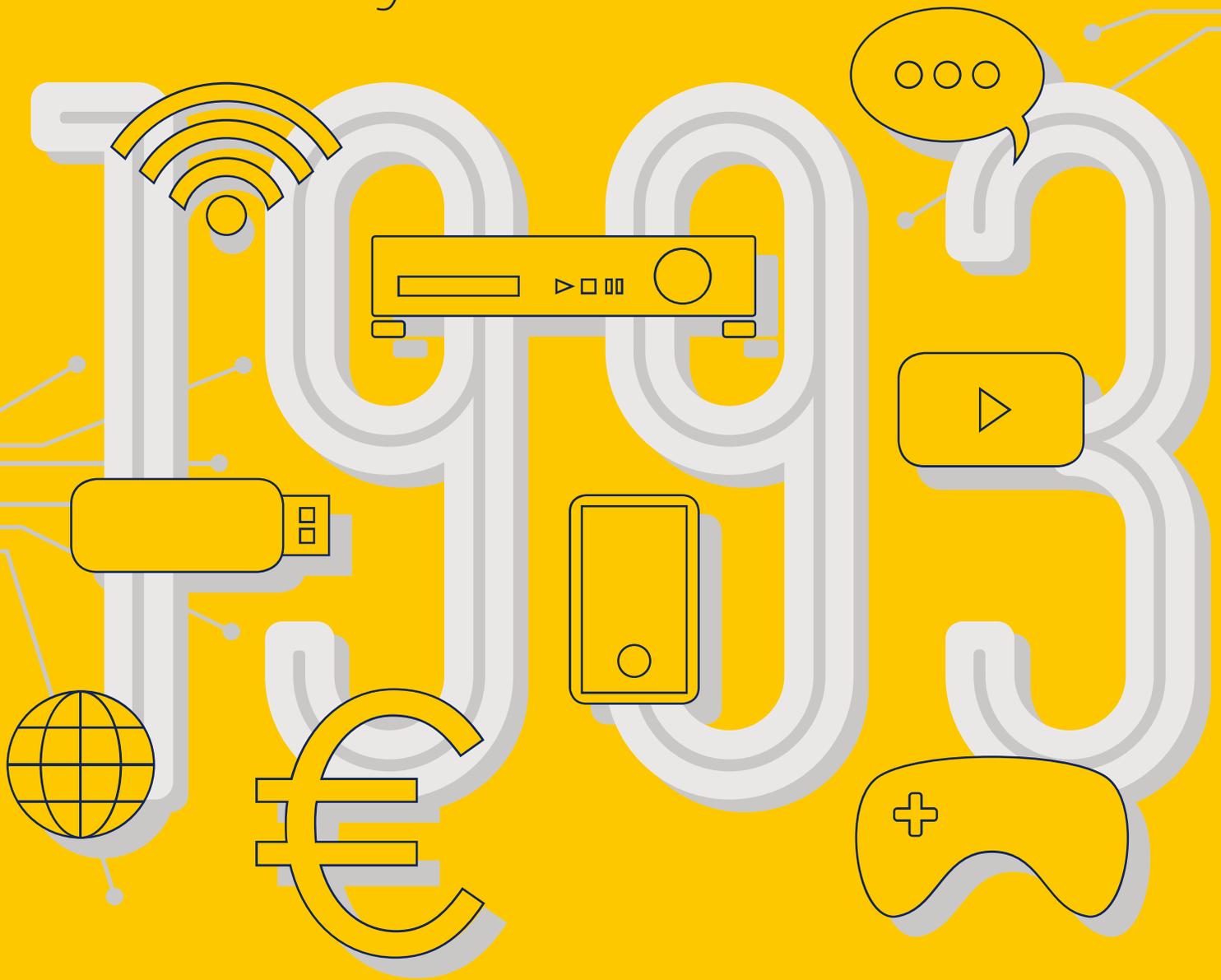


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CELEBRATING 25 YEARS OF SERVICE

# In the hot seat.....

Mike Cazaz, CEO & President Werner Aero Services

In 1993, Mike Cazaz founded Werner Aero Services supplying engine components to regional airlines. Today, 25 years later, the company has grown exponentially into a global aviation asset management company focusing on after market logistical solutions to airlines of all sizes and MROs. The company has headquarters and distribution centers in both the USA and Singapore, as well as sales offices around the globe.

**AviTrader MRO: Mike, congratulations on the 25<sup>th</sup> anniversary. How has the industry changed over the past 25 years?**

**Cazaz:** Over the past 25 years, the biggest change has been the technological impact on the aftermarket industry. Today, aircraft, engines and components are managed by highly sophisticated software, from production all the way to acquiring spare parts and services. Nowadays, it is easier to predict what parts will be needed, so airlines are better able to manage their purchase of spares. Thanks to the constant innovations, "global" is "local" in 2018 which is a great thing. We easily transact business around the globe and have products ship at all hours due to our strategically located distribution centers in New Jersey and Singapore. Two major world events, September 11<sup>th</sup> and the global economic crisis of 2008, have also greatly impacted the financial security of our industry, so consequently companies are no longer spending as freely as they once did. As a result, there has been a significant change in the landscape with major consolidations among OEMs which has impacted how after market providers, like us, do business. 25 years ago, the aftermarket industry was based more on relationships, service and experience whereas today some customers are driven by price and everything else is secondary. Another impact is that today more than 50% of commercial aircraft are leased, which changes some of the way operators do business and maintain their aircraft, due to strict rules in lease conditions.

**AviTrader MRO: How have you kept up with the industry?**

**Cazaz:** Werner Aero Services has grown from a small company in 1993 to a mid-size company in 2018. Over the years we have diversified our portfolio of offerings and established two major locations; in the US and in Singapore, to be closer to our customers. We always try to think ahead and focus on

newer platforms and technologies to meet the customer needs. When we started, we were dealing with just spare parts for regional aircraft, and today we are supporting the narrow body aircraft (in addition to the regional jets) in supplying engines, nacelles, rotables and management services. We are now more focused on newer and younger aircraft such as B737NG, A320 and E-Jets aircraft, where as in the early years we were dealing mainly with the sunset platforms.

We are always examining our business to see if we can add value to our customers. A great example of this is in 2007 when we started our component repair management business. This opportunity was identified to help our customers get parts repaired and provided us a great way to diversify our business and offer existing customers more than just spare parts. Another example is that in 2005 we established a facility in Singapore bringing us logistically closer to our customers in the Asia Pacific region. This move enabled us to take advantage of the biggest growing geographical segment of our market and today we are part of the landscape in Southeast Asia and the Pacific.

We always aim to provide a niche service that adds value to the market such as our nacelle and APU services, which we established a few years ago. This unique offering consists of full service leases and loans of expensive components that are not always owned by some airlines due to their cost. We retain the pool of items to be able to provide customer JIT service in Asia, Europe and the US. That niche has positioned us to be the "go to" name, when airlines are in immediate need for nacelle or APUs.

**AviTrader MRO: What are some business highlights for Werner Aero Services?**

**Cazaz:** Over the past 25 years we have had quite a few highlights that make us a unique organisation. For many years we held a leading position in the support of the Dash8 aircraft and the PW100 series engines market. In 2001, Werner Aero Services became the first company in the world to tear down a Dash8 aircraft. We later moved into the Fokker100 platform where for a few years we were probably one of the world's largest independent supplier of spares, engines and services to the F100 aircraft. Today we can say the same about the E-jet platform. We always strive to be the leader in the major platforms that we set as targets for ourselves. All our growth in the last 25 years has been organic which is a



Mike Cazaz - We always aim to provide a niche service that adds value to the market

great achievement.

Being a part of the aviation and local community is another business and personal highlight. We participate in local charities such as food drives, donating school supplies for kids in need and helping pack Thanksgiving baskets so everyone can celebrate. We also donate time and money to aviation charities which is important since we are part of this community as well.

**AviTrader MRO: What are you most proud of over the past 25 years?**

**Cazaz:** I am mostly proud of our core group of people that has been with Werner Aero Services for many years and helped the company to be where it is today. Without a good steady group of people like we have, we would not have been where we are today. Our management team alone combined, comes with more than 200 years of experience in the aviation industry in areas of OEM's, airlines, and MROs.

I am also proud that Werner Aero Services has kept its core mission of providing outstanding customer service. For the past 25 years, this has been our mantra and how we operate. I believe that is how you differentiate yourself in this business and am glad we are known for this.

**AviTrader MRO: What do you see for Werner Aero Services in the future?**

**Cazaz:** I would like to see us maintain and surpass the significant growth rate that we have been experiencing over the past five years. To do so, we will continue to diversify our businesses even further, grow our infrastructure, and look for strategic partners to collaborate with on bigger projects. We plan to continue expanding our business in Asia as opportunities arise. There are some expansion opportunities we are currently investigating, and I hope we can share details soon.

**AviTrader MRO: What is the one thing you want everyone to know about Werner Aero Services?**

**Cazaz:** We are a “service first” type of business and value our relationships with our customers. Honesty and integrity are truly the hallmarks of our company.

I know it may sound cliché, but I truly believe in that.



Mike Cazaz in front of a Fokker 50 purchased in 2009.  
Photo: Werner Aero Services

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