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## Paris takes off

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Werner Aero

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## Spreading wings



Werner recently acquired two E-190's aircraft.  
Photo: Werner Aero Services

**W**erner Aero Services, founded in 1993, is an aviation asset management company providing logistical solutions to airlines and MROs worldwide in the areas of aircraft, engines, APUs and components.

Its solutions are offered through specially designed options and its NIR-VANA platform. Werner's global headquarters is located in New Jersey, USA and a regional headquarters in Singapore oversees the Asia Pacific market. These centres provide marketing, logistics and operational support to customers. The company has additional marketing offices located in other countries around the world; it is truly a global business.

Werner Aero Services' core business is the asset management of engines, APUs, and aircraft rotables which include sales, leasing, pooling support and repair management, but it prides itself on providing exceptional customer service and working with its customers to develop customised solutions.

When Werner Aero Services originated, it became successful working with regional aircraft like Dash-8 and Fokker. Always looking forward and at market trends, in the mid-2000's it predicted a market shift and successfully developed its narrow body platforms to include Boeing 737 and Airbus A320 aircraft to the point where they are now the company's product focus.

Having successfully grown those businesses, Werner Aero Services recently announced its expansion into the new generation of the regional market to include the Embraer E-Jet series aircraft. The company recently announced its commitment for additional investments in this market with the mission to become a world leader in E-Jet aircraft solutions by the middle of 2018.

The regional business is a natural fit for Werner Aero Services as it has the experience of working with smaller markets and it understands the unique needs of E-Jet operators. Having just recently acquired two E-190's aircraft, Werner Aero Services has demonstrated its commitment to this market and is further planning more acquisitions to grow the business and its offerings in the E-Jet platform. Its focus on customer service and solutions appeal to smaller operators who value the personal attention and services Werner Aero Services offers.

Since 2013, Werner Aero Services has been experiencing significant growth in its engines, APU and nacelle businesses, accomplishing its objective to expand those platforms. Werner's offerings provide customers options in reducing these major capital expenditures and balance sheet burdens by developing customised, creative and "out of the box" solutions. It mainly supports engines such as CFM56-5, -7,

V2500A-5 and CF34-10 and APUs APS3200, APS2300, 131-9A and 131-9B. The company has been quickly growing these business units and has been successful in offering new services such as short term loans, leasing and pooling access. Today, loans and leasing revenue are an important part of the company's total revenue.

Nacelles are a natural offshoot of its successful engine business; Werner Aero Services offers leases and outright sales for nacelles installed on all engines it supports. Engine nacelles are another example of assets that airlines do not want to carry on its balance sheet due to their high acquisition cost. Leasing nacelles is a cost effective way to keep aircraft running without the financial burden. Werner Aero Services also offers a pooling option with access to loans and exchanges as well as repair services which offer major cost savings to customers.

This upcoming year is Werner Aero Services' 25th year in operation and its longevity and success can be attributed to its ability to read the market and develop products and services that meet the needs of airlines and MROs. As its founder and CEO, Mike Cazaz says, "We are in it for the long haul. I did not know what to expect when I started this business close to 25 years ago, but we are still as committed and motivated as we were on day one to provide the utmost in customer service and products our customers need. Our motto which we operate by is *Service is our priority. Solutions are our specialty.* I am proud of what we have accomplished so far and look forward to the next 25 years."

The company plans to continue its global growth, mainly organically, by investing in its product offering and additional personnel, and through potential acquisitions that will fit its strategy. The main product drivers will continue to be the narrow body aircraft and the new-generation regional market and its main key to success will continue to be excellent in service.



An E-190 during part out.  
Photo: Werner Aero Services