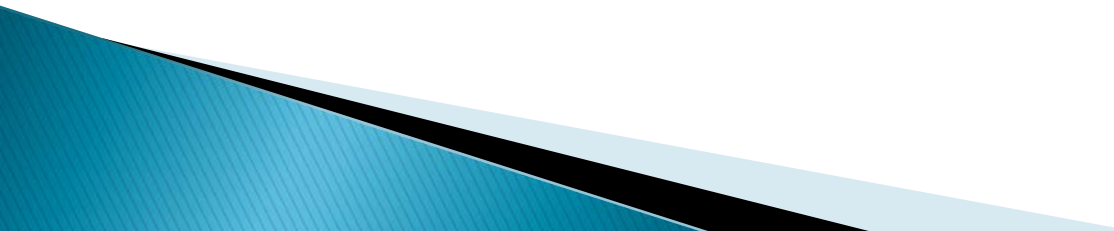


Reviewing Back to Birth Requirements

MRO Americas, Thursday, April 7 2016

Joachim Mirabaud, Head of FHS Engineering and Pool Management, Airbus
Anthony Spaulding, SVP Technical, Willis Lease Finance Corporation
Pierre Conan, Technical Director, CFM Materials

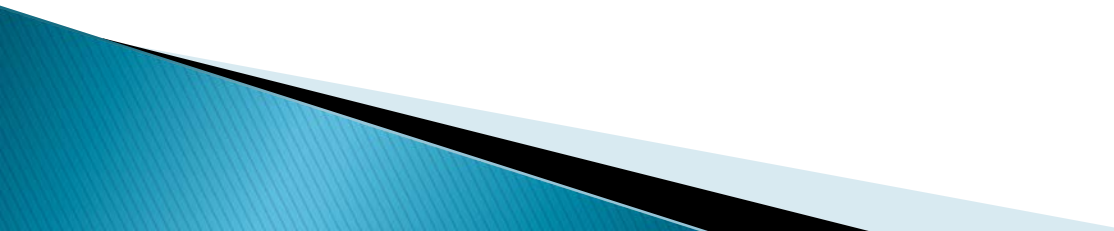
Market Perception

- ▶ Wide and varied requirements
 - ▶ Lines are blurred when it comes to regulatory and commercial
 - Unfortunately commercial “wins”
 - ▶ What is accepted today is no guarantee of acceptance tomorrow
 - ▶ Too much time being spent on asking for more data than actually reviewing the data provided
- 

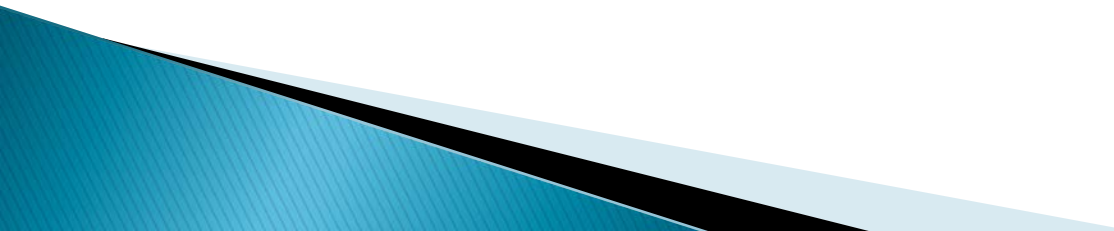
Documentation Perception

- ▶ No two trace packages are 100% identical in the trace content
 - Packages are either comprehensive or overkill
 - Overkill usually wins with no sound basis
 - Now we have an OEM issue about Critical Influencing Parts
- ▶ Buyers are all over the map in their requirements
 - Non-Ops statements for a part that has been sitting on a shelf since repair
 - An airline installation disk-sheet
 - Or just moving the goalposts to bring the price down

What is being seen on the market

- ▶ **Buying or Selling:** The requirements seem to vary...
 - ▶ **Completing BtB trace:** Proving BtB history Or Completing a checklist?
 - ▶ **2 sides of the BtB:** Proving BtB utilization / Proving service (configuration) BtB history
 - ▶ **BtB for Non-LLP !?** What is “equivalent or better” for a replacement part?
 - ▶ **Increased requirements or Increased awareness?**
- 

Existing Guidance

- ▶ IATA “Guidance Material and Best Practices for Aircraft Leases” (Feb 2016, 3rd edition)
 - ▶ Covers Aircrafts and Engines
 - Regulatory requirements
 - Market requirements
 - Checklists
 - ▶ Document is copyrighted
- 

Example of IATA guidance document

(Annex IV: Engine Documentation Checklist)

(Annex X: LLP Back-to-Birth Guidelines)

Documents required in the Guidance document include (for Engines):

- Last Engine cert
- Current operator LLP status
- LLP BtB
- AD and SB status
- Engine tests
- Inventories
- Installation/removal history
- Shop visit documents
- Etc...

Documents discussed in the Guidance document include (for LLP BtB):

- Birth document
- On/Off logs
- LLP maintenance records
- ICS / NIS
- Influencing parts
- Ferry flights