



AFI KLM E&M teams with Avtrade to offer innovative component services solutions

The latest alliance between a world class MRO and a specialist in aircraft spare parts solutions is designed to bring fleet operators the best, most cost-effective service.

Paris, Amstelveen, 23 June 2011 – World-class multi-product aircraft maintenance player AFI KLM E&M has announced a partnership with Avtrade, a worldwide specialist in the management and sale of aircraft spares. The combination of know-how between a globally respected MRO, and a spares trading specialist aims to offer airlines and fleet operators the best component support skills on the market.

The combined services of AFI KLM E&M and Avtrade will help their respective customers to benefit from the know-how of both companies when it comes to managing and optimizing their spare parts inventories, including spare part trading. Perfectly fitting into the supply chain of customer airlines, the combined AFI KLM E&M and Avtrade offering is underpinned by the scope and strength of the MRO's global logistics network to guarantee round-the-clock availability of the components required, especially in the event of an AOG.

The right part in the right place at the right time and at the best price

Initially deployed for A330 components, the joint AFI KLM E&M and Avtrade offer is designed for a perfect fit with the requirements of airlines and fleet operators. The aim is to enable each customer to derive maximum operational and financial benefit from the inventory of parts needed to operate their aircraft, at the same time as they enjoy guaranteed access to the best-quality parts in the right place, at the right time, and for optimal total cost of ownership.

Marc Roubaud, AFI KLM E&M Head of Business Development, said: "This latest partnership once again shows AFI KLM E&M's ability to adapt to customer expectations and the needs of the aviation market. Given the scope of Avtrade's know-how and its extensive experience, we are convinced that we have found the best possible team player to assist our fleet operator partners in optimum conditions." Graeme Brooks, Avtrade Chief Executive Officer, added: "We are honoured to be teaming up today with a leading, world-class MRO like AFI KLM E&M. This partnership provides us with a unique opportunity to develop our range of innovative, global aircraft component services solutions."

About AFI KLM E&M

Air France Industries and KLM Engineering & Maintenance, which joined forces following the AIR FRANCE KLM merger, are world-leading multi-product MRO (Maintenance, Repair, Overhaul) providers with a joint workforce of over 14,000, offering comprehensive technical support for airlines, ranging from engineering and line maintenance to engine overhaul, as well as the management, repair and supply of aircraft components, structured around a powerful logistics network. AFI KLM E&M supports more than 1,300 aircraft operated by 150 major international airlines.

About Avtrade

Avtrade specializes in tailor made aircraft support solutions, providing a full range of total Aircraft Component Services including Sale, PBH, Loan and Exchange. Extensive inventory is housed in both global locations and contemporary headquarters in the South of England, strategically positioned for all major UK road, air and sea ports. Avtrade supports customers 24 hours a day, 365 days a year.

www.afiklmem.com or mobile.afiklmem.com www.avtrade.co.uk

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