

CERTIFIED NEWS

Intelligence for Independent Aircraft Modifiers



IAMA CERTIFIED NEWS – May 2024

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CHAIRMAN'S MESSAGE

With the first quarter of 2024 under our belts, the IAMA team is heading into the next quarter with momentum and enthusiasm following several significant achievements. Being able to celebrate our fourth anniversary is certainly an important milestone, but there is much more.

As always, we are immersed in pursuing our goals. The working groups continue to undertake their plans for the year, and our drive to attract more members and subscribers is successful. I'm delighted to report that we welcomed AMECO, a new TIER 2 member and ADSE, a new TIER 3 member. We are also thrilled to welcome new subscribers LATAM Airlines and Air Canada. Growing the alliance with new members and subscribers is important, not only because of the learning opportunities on both sides, but also because we are persistently cultivating our global influence in the modification market.

In member news, I'm pleased to report that Fokker Services Group, one of IAMA's Tier 1 members, has received an IAMA endorsement for an SBAS (Satellite-based Augmentation System) modification on a Boeing B737NG aircraft. Our endorsement comes following the company's receipt of an EASA, European Union Aviation Safety Agency, certification. You can read more about the challenges and process in our Ask the Expert [article](#). The IAMA team congratulates Fokker Services Group on this accomplishment.

In February we held our first Executive Board meeting of the year. It was facilitated by [Nina Schulz](#), our managing director and [Carole Bachmann](#), our alliance manager. The exchange of ideas when we meet is always extraordinary, and this meeting was no exception, with a focus on how to drive innovation and excellence in the aviation industry. I'd like to thank Nina and Carole, but also [Marc Pinault \(Eclipse Global Connectivity\)](#), [Erik Geertseema \(Conscious Aerospace\)](#), [Ahmad Rajei \(Ethihad Engineering\)](#), [Joern Dahmen \(Lufthansa Technik\)](#), and [Patrick Gindre \(Eclipse Global Connectivity\)](#) for their dedication. Our June newsletter will include more about the activities we discussed in the meeting, and I can't wait to tell you all about it.

The first Renewal Audits for our long-standing members are also due for completion this year. They and we collected valuable experience and expertise while working towards IAMA endorsements. We are curious how the implementation of the Rulebook into their Quality Management Handbooks (QMH) went and to learn about the improvements to their organizational quality, including project management and communication.

As the chairmen before me and I have said, the alliance wouldn't be what it is or accomplish all it has without the dedicated industry experts who so generously give their knowledge and time. The working groups, our Board of Directors and the organization's staff are vital to the alliance's success.

As you know, Nina Schulz leads the team's day to day activities, but let's not forget [Ian Devine](#) our technical affairs manager, [Annelouise van Dijke](#), alliance manager and currently on maternity leave, [Kimberly Miller](#) our lessor advocate, [Krunal Patel](#), our technical advisor, and [Tannaz Esfarjani](#), our digital marketing specialist. These folks play essential roles in the alliance's achievements. And if you haven't had the opportunity to connect with our working group heads, they attend various events, and you should introduce yourself. They are always interested in exchanging ideas.

Here's a very brief summary of what our working groups are pursuing, because I also invite you to read our Top Story "[Making the Best Out of My IAMA Membership](#)," an inside view of these groups, their work and roadmaps.

The TDE (Technical Data Exchange and OEM Affairs) working group is focusing on collaboration between Design Organizations. Exchanging data and avoiding pitfalls are key topics for this group, led by [Jeff Behlendorf](#), Director of Product Management at Carlisle Interconnect Technologies. See our [Top Story](#) for more on this active group.

Our Community and Aligned Information Working Group—CIC—Steered by [Georg Stoffelen](#), Head of Product Cabin Modification at Lufthansa Technik AG, is focused on two major white papers. The first, "Aircraft Modification 101," is for those who are new to the modification industry. The second, "Multiple DAH Projects" will tackle modifications involving multiple Design approval holders (DAH). These are truly monumental white paper projects that will become valuable educational resources. Our [Top Story](#) offers more on this dynamic group.

[Romain Mbwang Seppoh](#), Eclipse Technics' Head of Design Organisation, leads our Standard working group. As per plan, this team is focussed on releasing an update on the IAMA Rulebook. It is their mission to constantly review and improve the Standard. The goal is to always ensure the best outcomes for clients and modifiers. Additional details about this group's critical work is in our [Top Story](#).

In a HUGE milestone for our CAA (Certification & Authority Affairs) Working Group, IAMA, sponsored by ASD, is now a member of the EASA Stakeholder Advisory Board, or SAB. Under the leadership of Global Director of Engineering at [CarlisleIT](#), [Eric Anderson](#), the alliance now looks forward to monitoring and

contributing to the various activity groups. Learn more about this group's roadmap for 2024 in our Top Story.

I'm enthusiastic about the work we are doing. As we follow through on our plans, one thing remains clear: Our message to the market, to be the voice for independent modifiers, advocating for transparency and elevate the stature of STCs resonates, and we are building momentum.

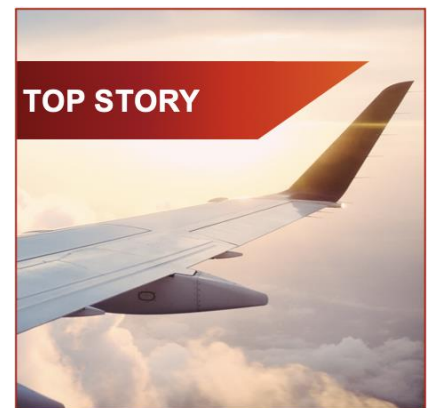
Until next time, I wish you a prosperous and successful spring. If there's a topic you'd like to see covered, please don't hesitate to let me know, we want to hear your ideas.

—Frans van de Pol
Chairman

TOP STORY

Making the Best Out of My IAMA Membership: Steering Heads Chime in

"Our working groups are where the magic happens," said Nina Schulz, IAMA managing director. "When I talk to the group leaders or steering heads as we call them, they often tell me that exchanging ideas and networking is very valuable. Although they may sometimes be competitors, working with their peers builds relationships that go beyond the company level, and we really appreciate and support that."



The alliance's working groups are steered by some of aviation's most experienced modification professionals. "We are incredibly fortunate to draw on the who's who of experts from the likes of [Eclipse Global Connectivity](#), [Etihad Engineering](#), [Lufthansa Technik](#), [Carlisle Interconnect Technologies](#), Atlantic Aviation Group, [Collins Aerospace](#) and [Fokker Services](#)," Schulz emphasized. "Across the board, they have been "in the trenches" and have overcome the challenges that modifiers face."

Tackling critical issues, IAMA's working groups are the organization's backbone. They offer an opportunity to contribute through open, honest communication, which helps the alliance elevate the status of independent modifications in the marketplace. The various groups have specific issues they tackle, but the sum of all their work is where the alliance's success springs from. They are on a continuous path to improve the aviation ecosystem, with big agendas.

Global Director of Engineering at [CarlisleIT](#), [Eric Anderson](#), leads our CAA (Certification and Authority Affairs) Working Group, which is reaping the rewards of their diligent work to become members of the EASA Stakeholder Advisory Board—SAB. "I'm proud of the team. This tremendous success is gratifying, and we are eager to start monitoring and contributing to the SAB's Activity Groups, as they're called," Anderson explained. "[Ian Devine](#), IAMA's technical affairs manager, will lead our participation. The starting focus is on Part 21 DOA, Certification Procedures and the related Major Changes privileges associated with changes to cabin accommodation. These are two subjects that are right in the alliance's wheelhouse.", IAMA's technical affairs manager, will lead our participation. The focus is on Part 21 DOA, Certification Procedures and the related Major Changes privileges associated with changes to cabin accommodation. These are two subjects that are right in the alliance's wheelhouse."

Going forward, this group's work to enhance collaboration between EASA, the FAA, and independent design organizations remains a top priority. Since presenting at EASA, the European Union Aviation Safety Agency's Certification Conference in October last year, the team continues to foster the burgeoning relationship. "Being able to provide structured qualitative and quantitative feedback has helped us develop a strong and sound relationship with EASA. They have made us welcome to introduce our suggestions," Devine notes.

The Standard Working Group has a weighty program underway. One mission critical activity maintaining the IAMA standard is releasing an update to the IAMA Rulebook. Under the leadership of [Romain Mbwang Seppoh](#), Eclipse Technics' Head of Design Organisation, the team is working to make the IAMA endorsement label accessible and convenient to all alliance members. "The Standard team continues to refine and improve the Rulebook and I am proud of what we've accomplished. The first iteration covered Supplemental Type Certificates. We then expanded it to include minor modifications, and then added a scalability element to accommodate a variety of project sizes," Mbwang Seppoh praised. "Our next goal is to develop guidance that will include work packages, for example certification reports, that contribute to other stakeholder certification packages. We aim to support subcontractor networking so that they can also comply with the Rulebook." expanded it to include minor modifications, and then added a scalability element to accommodate a variety of project sizes," Mbwang Seppoh praised. "Our next goal is to develop guidance that will include work packages, for example certification reports, that contribute to other stakeholder certification packages. We aim to support subcontractor networking so that they can also comply with the Rulebook."

Other major activities include creating an easy-to-implement audit plan for the new TIER 3 members and the first renewal audits of the alliance's long-standing members. "We are developing a well-balanced approach for our TIER 3 members to safeguard IAMA's quality promise. As ever, we propose a pragmatic audit process to help assess their capabilities," he continued. "Our TIER 1 members, some of the longest-standing, are due to undergo their first renewal audits. We are keen to see how they implemented the Rulebook into their Quality Management Handbooks and how it affected their organizational quality—project management and communication."

The TDE (Technical Data Exchange and OEM Affairs) working group, is chaired by [Jeff Behlendorf](#), Director of Product Management at Carlisle Interconnect Technologies. Their primary focus is the collaboration between Design Organizations (DO). As such, exchanging data and avoiding pitfalls are critical topics. "Our working group is super dynamic, and we are currently developing a DO-DO Agreement template and process for IAMA members," Behlendorf highlighted. Collaboration is a growing element in modifications and will be even more critical in the future. "We anticipate that the intelligent use of company resources—human and data—will be pivotal to a project's success," he added. "Our aim is to create environment where alliance members can collaborate on projects based on existing agreements."

"We have two major white papers on the go," said CIC working group leader [Georg Stoffelen](#), Head of Product Cabin Modification at Lufthansa Technik AG. "The Community and Aligned Information team is embarking on a massive undertaking with white papers we're calling 'Aircraft Modification 101' and 'Multiple DAH Projects,'" Stoffelen notes. "We are fortunate to have such expertise. The 101 document will provide general knowledge to entry-level people to learn the fundamentals of modification projects." The alliance wants to encourage new people to join the modification industry with an understanding of the basics. A side benefit is that others less familiar with the topic than their engineering and certification colleagues can gain insight into how it works.

"The most challenging of the two white papers is the one on Multiple DAH, Design Approval Holders," Stoffelen continued. "All the alliance's working groups will contribute to this truly overarching study of

managing the challenges inherent in projects with multiple DAHs.” Complex modification projects are a common challenge because they often involve specialists and their work packages. Our plan is to outline the challenges and dependencies intrinsic to these projects and also evaluate and provide guidance on the responsibilities of each of the stakeholders.”

IAMA members gain insights into critical issues affecting modification projects through their participation in the working groups and the alliance’s growing resource library. To learn more about the alliance and become a member, visit <https://iamalliance.aero/members-memberships.html>



北京飞机维修工程有限公司
Aircraft Maintenance & Engineering Corporation

MEET A TEAM MEMBER: Ameco

For more than thirty-five years, Ameco, Beijing’s Aircraft Maintenance & Engineering Corporation, has been providing modification and engineering services to airline fleets. In 2015, the company, a joint venture of Lufthansa Airlines and Air China, integrated the MRO resources of the former Ameco and former Air China Technics to emerge as an organization with a tremendous set of capabilities. After its establishment in 1989, the company worked to build its technical capabilities with Lufthansa’s investment, and technical and management support.

Fast forward to today and Ameco, headquartered in Beijing Capital International airport, has seven business units to offer a comprehensive range of services. With more than 200 maintenance stations in China and internationally, it has an extensive maintenance network. The company offers line maintenance, aircraft overhaul and painting, ARC, engine, APU, component and landing gear overhaul, business jet completion and maintenance, engineering and asset technology services. Additionally, the company provides education and training services, and calibration and testing services.

“The Ameco Team has followed IAMA’s progress and regard the message and work to be compelling in the modification market,” said [spokesperson]. “We are very pleased to join the alliance, and an honour to be the first Asian Design Organisation to become a member of this auspicious group—it is a big step forward for our design and engineering business. We aim to implement the IAMA Rulebook into our own process, and look forward a fruitful exchange of ideas and engaging with the other strong global members.”

Ameco is authorized to perform maintenance by many authorities including: CAAC (Civil Aviation Administration of China), the FAA (Federal Aviation Administration and EASA (European Union Aviation Safety Agency). The company is a Designated Modification Design Organization Representative and holds a DOA (Design Organization Approval) from CAAC and EASA.

“We are delighted to welcome Ameco to IAMA,” said [Nina Schulz](#), the alliance’s managing director. “We are constantly seeking diverse experiences and voices, which is why we are eager to hear their perspectives on modifications in Asia and globally. When we bring large, global organizations like Ameco to the alliance, it serves as a reminder that our membership’s commitment to the IAMA Standard is a force for good in the modification market.”

Ameco has large hanger facilities in allow them to provide services to multiple Airbus A350, and Airbus A320 and A321 series aircraft, Airbus A330, Boeing 747 Boeing 787, and Boeing 737NG series, at a time. The company also services business jets. Visit Ameco’s [website](#) to learn more. To learn more about the

alliance and what we do, visit: <https://iamalliance.aero/about-iama.html>. You can also follow IAMA on [LinkedIn](#).

ASK AN EXPERT:

Fokker Services Group's SBAS IAMA endorsed STC has received additional FAA Approval

"We are very pleased to have received the FAA's approval for our SBAS modification on the Boeing 737NG aircraft," says Johan Seekles, Manager of Programs at Fokker Services Group. "Aircraft lessors can be quite cautious about Supplemental Type Certificates, which is why having the highest quality STCs and the IAMA endorsement is important to us."

The project started when the Fokker services team recognized the market need for improved navigation. The company developed a solution to comply with India's GAGAN (GPS-Aided GEO Augmented Navigation) mandate. Fokker Services developed a lower-cost solution, which now has STCs from AII, India's Airports Authority, EASA, the European Union Aviation Safety Agency, and FAA, the Federal Aviation Administration, plus an IAMA endorsement. Making navigation more precise enhances safety, improves approaches and landings and reduces fuel burn. The solution is innovative, bypassing the aircraft's Multi-mode Receiver (MMR), which remains installed, and transmitting a new Satellite-based Augmentation System, SBAS-compliant signal.

"Our launch customer, a cargo aircraft lessor, provided an excellent opportunity to demonstrate the value of STCs and, of course, the value-add of selecting our solution," Seekles explained. "Large projects like this one are interesting because you understand what you must do, but the process is complex and has many steps. Indeed, the amount of paperwork is massive, so we designed the project right from the start to align with the IAMA Standard. The project took about nine months, and we were pleased to re-use our LPV—Localizer Performance with Vertical Guidance—work, which added some efficiency."

[Seekles](#), an aviation industry veteran, started his aviation career about 35 years ago, building the Fokker F100/70 aircraft. Since then, he has held various positions, including A320 family and Fokker 50/60 and 70 maintenances, as a base maintenance manager, and as an aviation project manager for lessors. Seekles also worked in China with Comac, where he was responsible for the first VIP completion built in a Chinese ARJ21. Upon his return to Fokker in 2022, he took on the role of the manager of programs and projects, reorganizing the group and creating a new PMO department. He is now responsible for Fokker services engineering programs and projects leading a team of 15 professionals.

Throughout the project, Seekles and his team learned many valuable lessons, which they are implementing in their new projects. "Managing myriad projects in parallel can add risk," he said. "We added a new project management tool that helped us more accurately prioritise key activities, and flag risks across our projects. An example is materials, which can push out lead times and add cost."

Another lesson learned is helping the company develop an internal program to encourage knowledge transfer. "Like all modification organizations, we have many experts with specialized knowledge. This project spurred us to work on transferring that knowledge to other team members. We feel this will improve our efficiency because the team won't necessarily have to wait for an already busy expert's contribution to the project."

The IAMA Standard played an important role in our project, helping us adhere to the best practices required to produce the highest-quality STC," Seekles emphasized. "Establishing open communications with



aviation authorities is crucial in any modification, and the IAMA guidance reinforced the already solid framework for this complex project."

On their website, you can learn more about [Fokker Services](#) and their SBAS and LPV solutions. To learn more about IAMA and become a member, visit <https://iamalliance.aero/home.html>.

TIER 3: IAMA'S NEW MEMBERSHIP CATEGORY

IAMA listened carefully to our industry contacts and created a new entry level membership category, especially designed for smaller Design Organizations. For us it is extremely important to represent the full spectrum of the retrofit market.

Enjoying IAMA's community and expertise is now possible starting with a small investment of only **USD 950** per year!

You can find all the details regarding IAMA membership options on our [website](#), and of course we are more than happy to answer any questions you may have.

Please contact us under info@iamalliance.aero

ENGAGE WITH US

Want to learn more about IAMA or meet us? We look forward to connecting with you during the following events:

- The Aircraft Interiors Expo (AIX) in [Hamburg](#), 28-30 May 2024

For questions, if you would like to meet us, or get in touch with us reach out via info@iamalliance.aero.

BECOME AN IAMA MEMBER

IAMA is open to all aviation market participants including aircraft manufacturers, airlines, suppliers and lessors. The alliance offers three types of paid memberships: TIER 1, TIER 2, TIER 3, and Advisory. Members have access to specific benefits depending upon their role in the aviation ecosystem, and their membership level.

TIER 1 and TIER 2 memberships are for organizations with modification capabilities, while Advisory memberships are for airframe and system OEMs (Original Equipment Manufacturers).

Airlines and lessors may join for free. Find out more about our membership possibilities here: <https://iamalliance.aero/members-memberships.html>