

CERTIFIED NEWS

Intelligence for Independent Aircraft Modifiers



IAMA CERTIFIED NEWS – NOVEMBER 2022

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CHAIRMAN'S MESSAGE: THREE YEARS AND GOING STRONG

We're drawing very close to the end of the year and as I reflect on 2022, I recognize that this year continued to be difficult for the aviation industry. Our emergence out of the pandemic, which by the way, is still not really fully over, has been uneven. Despite various challenges, the IAMA team, as you'll see, has been working hard to help our members, operators, owners and lessors feel confident in the face of new demands in the modification market.

Reflecting on the past year, the Board of Directors and I are pleased with IAMA's continued growth, and its many accomplishments: our ranks grew by three new members and three new subscribers. Many of our full members passed their first audits. V3 of the [IAMA Rulebook](#) is now available and [Ahmad Rajei](#), director engineering and head of design organization now represents Etihad Engineering on our board.

The executive board is extremely grateful for the hard work Nina Schulz, our managing director, her operating team and working groups have done to further build the organization. Together and under her leadership, they've increased the size of the alliance, and they've accentuated the organization's expertise and elevated its reputation.

As I've mentioned in previous messages, our [working groups](#), led by some of the aviation industry's key experts are crucial to the alliance. Without their dedication, we wouldn't have the incredible resources like IAMA [Rulebook Version 3.0](#), the many white papers and the IAMA Virtual Think Tanks—IVTTs. These groups meet on a monthly basis as well as two times a year for a two-day workshop, and most recently to develop their plans for 2023. Here is some detail about what our working groups have been pursuing.

Sustainability is an increasingly important topic, which our CIC working group is investigating. Led by Lufthansa's head of product cabin modification, [Georg Stoffelen](#), this team of experts is developing ideas on how

IAMA can best support proven and demonstrably sustainable retrofit solutions. They also looked in to how the organization can increase member collaboration. These two topics will remain important areas for the Community and Aligned Information Campaign working group in 2023.

Development of the IAMA Rulebook, its standard and applicability on minor modifications is a new and essential project that our Standard working group is examining. [Romain Mbwang Seppoh](#), Eclipse Global Connectivity's head of design organization, is leading this team's efforts. Instructions for Continuous Airworthiness—ICA and Supplements is another complex topic that Mbwang Seppoh's group has been investigating. There are lots of stakeholders, many hurdles and a wealth of details to scrutinize. As a result, these two topics will continue to be important for this group in 2023.

Led by [Eric Anderson](#), global director of engineering at Carlisle Interconnect Technologies, the Certification & Authority Affairs working group has been asked by EASA to look at continued awareness of potential unsafe conditions related to continued airworthiness. The team shared their thoughts on STC Design Approval Holders and the potential or real unsafe conditions in areas affected by their design. Best practices will be developed as a result of EASA feedback. Our CAA working group continues to strengthen IAMA's relationship with the various aviation authorities. They were involved in the initial validation project review group—VPRG, a joint FAA and EASA initiative, assessing validation challenges. These activities are in their plan for 2023.

Our IP & OEM Affairs working group has been looking at OEM advocacy. Headed by [Jeff Behlendorf](#), director of product management at Carlisle Interconnect Technologies, they have also looked into a potential educational statement on the influence of the purchase contract. Another project for this team was developing an outline of the complexity of multiple DAH projects to create an educational resource. Going forward, this team will continue to pursue these activities.

It is a never-ending job to consider all the challenges of after-market modifications but with their 2023 plans now developed, our working groups will pursue their endeavours to help us achieve our mission. The strength of our members drives all we do, so we encourage all stakeholders to join our cause. And a little reminder: To get the most out of an [IAMA membership](#), the best time to join is in early January 2023.

Well, that's a wrap on 2022. We're excited for 2023 and accomplishments that await us. Don't hesitate to reach out to me with ideas or concerns. I wish you the best of success in the coming year.

As always, be well and stay safe.

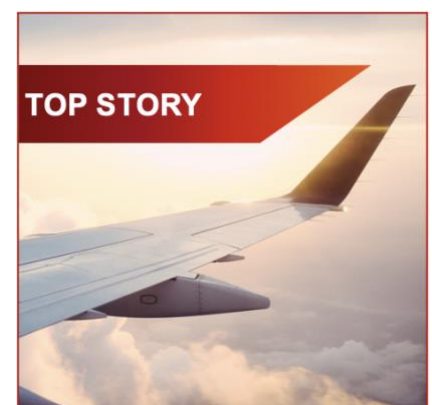
—Marc Pinault, Chairman

SIGHTS SET ON 2023, IN CONVERSATION WITH IAMA'S NINA SCHULZ AND MARC PUNAULT

Despite the lingering effects of the ongoing pandemic, IAMA can be proud of its many achievements in the past year. Striving to support the alliance's stakeholders, the team has been planning and driving to fulfil the organization's mission. IAMA Certified News—ICN—posed several questions to IAMA's Managing Director, [Nina Schulz](#) and Board Chairman, [Marc Pinault](#), about the alliance's top-level plans for 2023.

ICN: What can members and the aviation industry expect from IAMA in 2023?

Schulz: "Since IAMA's founding three years ago, our main focus has been developing the [IAMA Rulebook](#), our Standard, and a rock-solid foundation. Building this crucial resource is a continuous process driven by industry input which is why we'll press on with perfecting the Rulebook by looking at our stakeholder's top challenges. We have many more plans, as you'll learn, but educating the industry and its stakeholders on aircraft modifications is a critical mission. We have many other important resources, including white papers and position



statements, and we will continuously develop new and update past content to reflect the latest industry standards.”

ICN: Can you provide a specific example of a challenge you plan to tackle?

Pinault: “It has come to light that the arrangement of the Instructions of Continuous Airworthiness—ICA and supplements—varies from supplier to supplier. Stakeholders have told us this can cause confusion, challenging owners, operators, maintainers, and lessors. Therefore, part of our plan for 2023 is to develop rules and best practices to create consistency and predictability in ICAs to help address those challenges and associated frustrations.”

ICN: Tell us more about IAMA’s relationship with aviation authorities and what happens going forward.

Pinault: “As Nina noted earlier, we are building on a strong foundation to advocate for and encourage an open, transparent modification market with all stakeholders. We want to further shape the industry by bringing the STC community closer to the major aviation authorities. We’ve already had some success this year, having been invited to participate in an EASA and FAA joint validation project review group—VPRG. So, in 2023, we will continue to represent independent modifiers with the authorities, sharing our industry points of view and collaborating with them on developing critical pain points—for example, ways to ease the transferability of STCs between authorities.”

ICN: Tell us more about IAMA’s first year of audits.

Schulz: “We are incredibly pleased that most of our members passed their audits in 2022 and were awarded their first IAMA-endorsed STCS. This is a significant accomplishment for a couple of reasons. Firstly, passing the audit allows these modifiers to self-endorse their modifications. Secondly, airlines and lessors can ask for IAMA-endorsed STCs to benefit from a high-quality modification that reduces unforeseen risks and costs.”

ICN: Sustainability is an emerging topic. What are the alliance’s plans to address that subject?

Schulz: “IAMA’s working groups are always looking at new aspects of modifications. In this regard, while we continue to define what sustainability means to IAMA members and Supplemental Type Certificates, we want to collaborate with industry experts in order to create a suitable approach for our members.”

Pinault: “This new relationship with the Green Cabin Alliance could potentially inform new Rulebook elements. We’re pleased with this new development. Its modification expertise meets sustainability.”

ICN: The working groups have ambitious agendas. Can you tell us more about their plans?

Pinault: “It goes without saying that there will always be more to do. The IAMA team and its working group members are looking strategically at the activities that balance strengthening the alliance’s Standard to support the membership, subscribers and stakeholders and increasing our exposure in the market.”

Schulz: “As Marc says, our working groups are looking at several intriguing subjects. Here is a sample of their plans for the coming year: The IP and OEM affairs Working Group is investigating what kind of design and substantiation data can be created without OEM support. Our Standards Working Group will continue pursuing the addition of an IAMA Endorsement for minor modifications to elevate high-quality independent changes in the market. Our Certification & Authority Affairs Working Group will continue liaising with GAMA, the General Aviation Manufacturers Association, and providing industry input to the VPRG. And, of course, we will continue our outreach through our IVTTs, public information sessions, trade shows and conferences.”

ICN: Any last comments or something we haven’t covered?

Pinault: “I think we’ve covered it, but I want to reiterate that we’ll continue to be ambitious in our programs, recruitment, and advocacy. We are helping our members, aircraft owners, operators, lessors, and other stakeholders to accomplish their business and operational goals through STC projects.”

To learn more about and join the alliance and get access to the vital resources available only to members and subscribers, visit iamalliance.aero.



VALIDATING MODIFICATIONS UNDER DIFFERENT AUTHORITIES

It may seem daunting if you're planning to have a modification validated by an Authority other than the original Certifying Authority (CA). The good news? In a recent IVTT, IAMA Virtual Think Tank session, [Ian Devine](#), IAMA's technical affairs manager, discussed some best practices to help ease the path.

"There are many reasons why an aircraft owner wants to, or may be required to have a modification validated under a new airworthiness authority. It can be challenging, but IAMA has developed resources and best practices to help ease the process," Devine explained. "Some examples where a validation might be required include transferring an aircraft to another jurisdiction, returning an aircraft to a lessor with specific validation requirements and a modification requiring parts from a different jurisdiction. Whichever the case, some simple advice rules the day," he suggested.

One of the Independent Aircraft Modifier Alliance's core values is the power embodied in learning from each other's experiences. The IVTT was the stage for members to share their experiences with cross-jurisdictional validations. "It's interesting to note that validation times can run anywhere from three weeks to several years," Devine remarked. "One of the main frustrations owners and modifiers alike recognize is a strain of resources at the Validating Authority (VA) and the challenge for consistent realization of the existing working arrangements or bilaterals, where they exist. Addressing this challenge may seem obvious, but the solution—a commitment to regular communication and relationship management right from the start—is not always implemented."

The first critical step is to understand the expectations of the airworthiness authorities you'll be dealing with. "The scope of the design change and the existence or lack of agreements between the two authorities are the key factors driving the amount of effort required," Devine stated. "Not coincidentally, IAMA's [educational white papers](#) cover the RFP process, after-sales requirements and interactions with aviation authorities to give stakeholders a good feel for how the process can work and a starting point for their endeavour."

It was clear from the IVTT that IAMA's Rulebook addresses the needs of various stakeholders and focuses on continuous communication throughout a project from start to finish. "Taking a proactive approach from the outset allows stakeholders to establish the path to validation early on in the STC project, which means the approvals can often be available before the aircraft transfer to reduce commercial risk," Devine explained. "Establishing a strong communications routine even before the RFP phase, through serialization to after-sales support does reduce the frustration that stakeholders experience, and this applies across the board."

The IAMA Certification and Authority Affairs Working Group, whose members shared their experiences, had already provided its feedback to EASA on this very topic. Not surprisingly, the conclusion is that while it can be difficult to validate a modification with an unfamiliar aviation authority, learning from the experiences of those who've already done it is a powerful way to improve efficiency and reduce risk.

Becoming an IAMA [member](#) or subscriber is a great way to learn more about validating aircraft modifications under different authorities. Membership gives you access to the [IAMA Rulebook](#), white papers and [many other resources](#). Airlines and lessors may receive access to these resources through a free subscription. Visit iamalliance.aero for more.

THE SECRET LIFE OF LUFTHANSA TECHNIK: ONE DEPARTMENT, THREE APPROVALS

“When people think of Lufthansa Technik, what comes to mind is our well-known and successful MRO group,” said Dr. Joern Dahmen, senior director of special engineering services, OEM & special aircraft services at Lufthansa Technik. “People might not realize that we have an 180-person-strong engineering organization with three approvals in one department — Part 21J design organization, Part 21G manufacturing, and Part 145 repairs.”

The relatively new set-up of this strong engineering organization was created by bringing engineers and other experts together from across Lufthansa Technik’s various divisions, thus bundling expertise and capacity in one department. Dahmen, a 14-year Lufthansa veteran, is responsible for the special engineering services provided by this team. A founding member of IAMA, the Independent Aircraft Modifier Alliance, Lufthansa Technik brings a wealth of experience to the alliance and also gains significantly from its membership.

“It was logical for Lufthansa Technik to co-found this alliance with our esteemed and prominent partners,” Dahmen notes, “There are several different aspects of our membership that make it valuable to our special engineering team. Firstly, the IAMA community is strong, which means being challenged and having the opportunity to discuss ideas helps organizations like mine to be stronger. Secondly, the type of community and exchange we have didn’t exist before, and finally, the singular market voice dispels misperceptions about Supplemental Type Certificates.”

Lufthansa Technik is Europe’s largest provider of aircraft maintenance, repair, overhaul and modification services for civil aircraft, from commercial to VIP and special mission. The company holds international licenses for maintenance, design production and CAMO, providing tailored maintenance programs, modification, completion and conversion, and innovative cabin products, plus material pooling services.

The company’s most important challenges are those of its customers. “The airline world is driven by three main factors: flexibility, efficiency and sustainability,” Dahmen explained. “Market volatility spurs change, which in turn brings about unforeseen aircraft transfers resulting in the need for modifications to meet the customized appearance and requirements of the new operator. This is where a modifier’s flexibility is put to the test. In terms of efficiency, all stakeholders are looking for higher yields at a lower cost. Some examples to achieve these goals include configuring for more passengers and weight reduction for fuel savings.”

Dahmen continued: “And lastly, we have sustainability, a relatively new but increasingly important driver. Flying helps bring people together and we better understand each other face to face. The aviation market is starting to focus on how we do that more sustainably by emitting less CO2. Every drop of fuel we save helps sustainability, and we are working diligently to create solutions, like our AeroSHARK sharkskin technology developed to help lower CO2 emissions by reducing drag.”

Lufthansa Technik is dedicated to the alliance’s mission and Dahmen believes that measuring the value of the membership transcends a simple investment to revenue calculation. “There is so much knowledge in the room that our smart guys end up smarter by participating in the working groups. The pursuit of excellence, where we debate ideas in a lively exchange, and sometimes our knowledge is reflected back to us, helps us to move forward, continually improving ourselves and our processes.”

As for advice about modifying aircraft with STCs, Dahmen says: “Owners and operators need to work with someone they can trust. IAMA-endorsed members have proven their trustworthiness, so I recommend working with an alliance-accredited modifier. But further, the client needs to clarify expectations with their supplier and Design Organization. STCs have safety designed right in; therefore, they are a trusted means to modify aircraft. A relationship based on trust allows you to get what you expect.”

You can Learn more about Lufthansa Technik, by visiting their [website](#). And visit our [website](#) to learn more about becoming an IAMA member or subscriber.



ENGAGE WITH US

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

- [IAMA Virtual Think Tank 04](#) | Online | 01 December 2022, 3 PM CET
- [MRO Middle East](#) | Dubai, UAE | 1-2 March 2023

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: Full, Advisory and Basic.

Members have access to specific benefits depending upon their role in the aviation ecosystem, and their membership level. Full and Basic memberships are for organisations with STC 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!](#)