

CERTIFIED NEWS

Intelligence for Independent Aircraft Modifiers



IAMA CERTIFIED NEWS – MAY 2022

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**CHAIRMAN'S
MESSAGE**

CHAIRMAN'S MESSAGE: IAMA KICKS-OFF 2022 WITH ENTHUSIASM

With just a month to go in the second quarter of 2022, IAMA, the Independent Aircraft Modification Alliance, continues to actively promote the need for transparency in the retrofit market. Like you, we've been hard at work building our organization and network. Here are just a few of the activities we've been pursuing.

I want to mark a couple of important milestones. First, you'll recall that since January, many of our members have completed their prescribed audits, a critical foundational practice for the alliance. The Executive Board and I are gratified that so many of our members are now IAMA Endorsed. Another benefit of these efforts is the first IAMA-endorsed STCs. Our heartiest congratulations go out to [Fokker Services](#), [Lufthansa Technik](#), [The Angelus Corporation](#), [Carlisle IT](#), and IAMA's first to receive the designation, [Eclipse Technics](#). I hope you'll take a moment to learn more about these strong and dedicated organizations on our [Platform](#) and have a look at our first IAMA endorsed STCs.

And second: Three-years ago at the Aircraft Interiors Expo show in Hamburg, a group of significant industry players launched the alliance. Since then, our pursuit of raising the quality and profile of Supplemental Type Certificates continues to drive us forward. On behalf of the IAMA executive and Team, I'd like to thank all our [worldwide members and supporters](#) for their continued dedication, support and enthusiasm. I'd also like to thank our accomplished and devoted [IAMA Team](#). We continue to expand our successes because of this deep expertise and willingness to overcome the difficulties we've experienced with the pandemic.

As you can imagine, it's been a busy couple of months. Our Annual General Assembly, held this past April, was an opportunity to review our progress and our finances. And we've made two key refinements. The first relates

to member compliance to the IAMA Standard. Now that our Audit process is in place and five IAMA members have completed their audits, detail regarding compliance has been further codified. The second refinement, one to our Code of Conduct, addresses member commitment to Orphan STCs. Indeed, it was agreed that members shall commit to not abandon IAMA-endorsed STCs. In fact, should they not be able to support their IAMA-endorsed STC, they agree to surrender it in an orderly way. Plus, they also commit to consider supporting owners and operators affected by such an STC. We are confident that these refinements will continue to elevate the alliance's credibility, along with the reputation of modification projects completed using STCs.

While the IAMA Rulebook is of the utmost importance, we are also actively recruiting new members and educating stakeholders. One of our strategies to execute these activities is through attending trade shows and social media outreach. [Nina Schulz](#), our managing director, attended MRO Americas, and Aircraft Interiors Middle East, and our LinkedIn profile features engaging video content to educate members and prospects. Coming up in mid-June, we'll be at Aircraft Interiors Expo where our [team](#) looks forward to connecting with current and potential members and subscribers. We hope you'll drop by [Stand 2D51](#) for a chat. In addition to our face-to-face outreach, on June 1, we will host our second IAMA IVTT. The first, held in March, was well attended. This upcoming [IAMA Virtual Think Tank](#), called "Efficient Cooperation Between Design and Production Organizations", is not to be missed.

One final piece of good news before I sign-off. We were very pleased to welcome [AeroMexico](#) as a new subscriber this past April. We view this as another indicator that our mission is resonating with the aviation industry.

I look forward to hopefully seeing you at AIX in June.

As always, be well and stay safe.

—Marc Pinault
Chairman

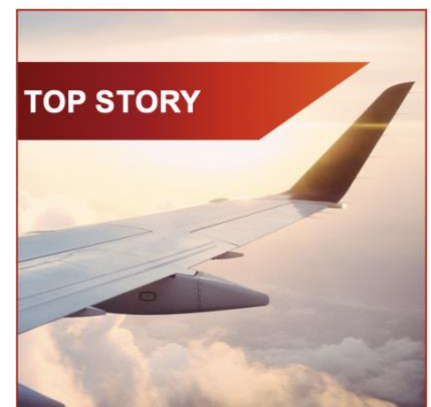
HOW TO: DATA SHARING BETWEEN OEMs

In many aircraft modification projects, the data is often developed by several 3rd party suppliers. Over the course of the project, the Design Approval Holder, or DAH and the 3rd party suppliers find themselves navigating the tricky questions surrounding Intellectual Property. IAMA, the Independent Aircraft Modifier Alliance, is acutely aware of the challenges these situations pose to obtaining regulatory approval and has developed a new position paper to provide guidance.

Although there are many parts-approval mechanisms, the Paper called "Data Access Requirements (3rd Party Parts Manufacturers)," focuses on Parts Manufacturer Authority, and European Parts Approval. Krunal Patel, IAMA's Technical Advisor elaborated on the topic: "One of our main objectives is promoting transparency in the market, which is why this document discusses the frictions that can arise during a modification project. The aim is to expose the typical situation. Then we outline the requirements a DAH must fulfil to obtain regulatory approval for the proposed modification, while also protecting their IP and cooperating to meet the end-customer's contractual requirements."

The discord around IP is all too common. The salient issues include access to and the extent of data required, plus the legal terms which may apply to the IP. The situation arises where the DAH, usually a prime integrator of a collection of components and the 3rd party supplier are both contracted by the aircraft owner, but have no direct contractual obligations to each other. This is where the friction starts.

"There is no question that these situations are complex. However, our experts have distilled the data requirements for equipment and parts down to three scenarios," [Nina Schulz](#), IAMA's managing director, explained. "Bringing these challenges into the open and providing a straightforward explanation of how to avoid them is how IAMA and its members add value to the aviation ecosystem. Whether the data relates to Similarity or Re-Test, using already approved parts, or new parts, we have evaluated the typical scenarios and offer frank advice."



The critical takeaways are that planning, open, consistent communication and methodical analysis will help the DAH and the 3rd party supplier to avoid many of these IP friction issues. All of which facilitate a better end-user experience. In the tradition of IAMA's growing resource library, the Position Paper offers simple advice for all aircraft modifiers. And true to the alliance's growing profile, it demonstrates again why IAMA-endorsed modifiers are the superior choice.

There are many challenges facing aircraft owners, operators, modifiers and integrators when it comes to modifications, IP being just one. IAMA is a strong advocate for transparency in the aviation ecosystem to help elevate the dialog around aircraft modifications. To learn more about the alliance, join us and get access to these resources, visit iamalliance.aero.



APPROACHING REPAIRS IN ALREADY MODIFIED AREAS

“It all boils down to data and communications,” said Lindsey Sander, Certification Engineer at Envoy Aerospace. “When an aircraft is damaged in an area that has already been modified with one or more Supplemental Type Certificates, it can be challenging for operators/owners to get the technical support they need. Our 2021 Information Paper, explains the pitfalls and offers practical advice.”

An IAMA member expert, Lindsey Sander articulated the two main issues: “Firstly, STC providers are not required to provide maintenance support after the STC has been applied, beyond addressing service difficulties. And secondly, aircraft OEM repair support is typically not available because they generally do not have access to the necessary STC data. These two factors pose a considerable challenge to the owner/operator attempting to have their aircraft repaired. However, our team of experts at the Independent Aircraft Modifier Alliance have a solution.”

Take, for example, a fuselage-mounted radome delivered, installed and certified by a Design Approval Holder. A second DAH removes the radome and provides a certified repair to the fuselage. At some later date, the area where the repair was completed is damaged. It's crucial to recognize that two different DAHs hold the STC data for the two modifications which creates a challenging situation. How will the damage be fixed? It can be tackled with direct, open communication, bringing all the stakeholders together, and agreeing on the data required for the repair. It's not surprising that IAMA members are committed to providing the required STC data and technical support from the outset.

“We are actively engaged in opening the lines of communication across an STC's lifecycle by encouraging STC providers, OEMs, owners, operators and other stakeholders to commit to our Standard, the IAMA Rulebook,” said [Nina Schulz](#), IAMA's managing director. “Transparent communication is a cornerstone of the Rulebook and our membership is committed to following the rules. Our white papers, position papers and other resources also support this goal.”

Core rules that address the multiple-DAH aircraft-repair issue include: the Right to Use Statement; After-sales Support; De-modification Considerations; and Data Access Agreements. Combined, these regulations—among others—form the basis for an IAMA-endorsed STC. The key point is that potential headaches associated with such repairs are considered right from the beginning, at the Request for Proposal stage and follow right through to the after-sales support phase. It's easy to see that choosing a modifier offering IAMA-endorsed STCs can simplify many aspects of a modification. All of this is made possible by IAMA's STC Standard Working Group. They are responsible for the Rulebook's content, holistically evaluate challenges like repairs, and actively work to alleviate owner/operator pain points.

You can learn more about how to handle a repair in an area modified with an STC by connecting with [IAMA member](#), completing our [Request for Proposal](#) form, or becoming an [IAMA member](#). Membership gives you access to the IAMA Rulebook, white papers and [many other resources](#). Visit iamalliance.aero for more.

FREQUENCIA: AGILE, ENTREPRENEURIAL AND PASSINOTE ABOUT STCs

Ask CEO Matt Dechamps why Frequencia joined IAMA, the Independent Aircraft Modifier Alliance, and he'll tell you: "Our major concern is Supplemental Type Certificate longevity. We could see that IAMA's principles were designed to support this goal from the outset. We also had personal relationships with a couple of founding members, so it was an easy decision to make."



Dechamps started Frequencia in 2010 to offer cost-effective, added-value services for avionics design, testing and manufacturing. After many years with large organizations such as BAE, Panasonic and Inmarsat, encouraged in his entrepreneurial spirit from a stint in a small start-up, Dechamps and his team have cultivated services in demand by some of aviation's largest companies. With a focus on connectivity systems for airlines, one of Frequencia's specialties is TPED (Transmitting Portable Electronic Device) RF testing for airlines like Ryanair. "This type of testing allows airlines to introduce new connectivity features that keep their customers connected, entertained and informed throughout the flight," he notes.

The driving force behind Frequencia joining IAMA included the opportunity to bring added credibility to a small Design Approval Organization. "Being an IAMA member puts us alongside larger, well-established organizations, which certainly raises our profile. It has helped bring broader brand awareness and allowed us to overcome barriers when talking to customers because we can say we adhere to the same quality standards as the big players."

The company is an EASA approved organization. Small and tight-knit, the team works with aircraft manufacturers and airlines to provide bespoke solutions, consulting services and ongoing support. "Funnily enough," Dechamps says, "The majority of our clientele are outside of the UK, which post-Brexit and post-COVID restrictions, has been interesting."

"We are small, and very much like a family, so we are lucky to be able to pick and choose our clients," Dechamps remarked. "But Brexit and COVID have presented some challenging problems, including finding good resources and the right people. Right now, the world over, the supply chain is a mess, and with so many aircraft being reactivated as we come out of the pandemic, we are finding there is a high demand for smaller modifications that need to be done very quickly."

For the Frequencia team, the IAMA membership is a two-way street. "We are very keen to contribute to the STC working group's activities, and we have presented at an IAMA Virtual Think Tank," Dechamps explained. "Brexit affected the aviation industry very deeply, and we often find ourselves talking about the experience—educating our colleagues about post-Brexit misunderstandings around the UK and international aviation ecosystem. IAMA's leadership and working groups are very supportive. There is a big benefit to sharing issues collectively, and the ability to collaborate is a bigger benefit than is the threat of competition. For example, through our membership, we were introduced to a former member of IAMA Euro-composites which led to several collaborative bids."

"Frequencia joined IAMA in the alliance's very early days, and we continue to be grateful for their support," said Nina Schulz, IAMA's managing director. "While Matt's team is small, their spirit and expertise are remarkable, and their advocacy and contributions to the alliance are significant."

Asked about his advice to aircraft operators, Dechamps wryly says, "Get an IAMA endorsed STC, but it is also important to understand STCs and how they need to be managed—this also goes for lessors. And for those looking to join the alliance, talk to a current member. They can tell you all about what it's like, the commitments and the rewards. Even virtually during the pandemic, we have found that the networking opportunities have allowed us to develop new partnerships."

You can learn more about Frequentia at their [website](#). To find out more about becoming a member of IAMA, you can visit our [website](#).

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 \(IVTT\) 2022](#) – No: 2 Online | 01 June 2022 - 3PM CET| Efficient Cooperation Between Design and Production Organization
- [Aircrafts Interiors Expo Booth 2D51](#) – Hamburg, Germany | 14 - 16 June 2022 |
Panel Discussion: Preserving Your Asset Value Through High-Quality Modifications
CabinSpace Live Theatre, B4 Lower – Tuesday, June 14, 10:30 – 11:15

For questions, if you would like to meet us, or an invitation to our virtual think tank, get in touch with us 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, banks and lessors may join for free.

Find out more about our membership possibilities [here!](#)