



**RE: news**

**REsale**



**REtire**



**REcycle**



**November 2020**

### **AFRA Board of Directors**

**AFRA President**

Brent Webb, CAVU  
Aerospace

**AFRA Vice President**

Amy Bann,  
Boeing Commercial Airplanes

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Mastermelt Alloy

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Metals Corp.

Meghan Burgan, GA Telesis  
LLC

Bettina Berger, GOAL

Fabricio La Banca, Lufthansa  
Technik AG

### **Association Update**

*One of my deep-thinking bosses from more than 20 years ago used to like to quote that ‘The only constant in life is change’. Although I didn’t*



*appreciate that it is originally attributed to a Greek philosopher from 2,500 years ago, the phrase resounded with me when I first heard it, and frequently comes back to my mind. The older I get, and the faster life appears to move (is it me slowing down or the world speeding up – perhaps this is Einstein’s theory of relativity at a very personal level?), the more relevant this quote becomes.*

*The pace of change currently taking place in the industry will continue to test our resilience, creativity and adaptability like never before. When the airlines at the sharp end of the aviation food chain are turning over barely a fraction of their usual revenue, let alone making any profits, then, not only are their business*

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## AFRA Staff

**Matt Mantione**  
Executive Director

**Sam Nysetvold**  
Industry Affairs Manager

**Caleb Hudzik**  
Project Coordinator

[Contact AFRA Staff](#)

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## Industry News

[British Airways Boeing 747  
Catches Fire in Spain](#)

"A British Airways 747 in Spain has caught fire, according to images from social media."

- Simple Flying

[Lufthansa Cargo Commits to  
UN Sustainability Goals](#)

"Lufthansa Cargo is aligning its corporate responsibility commitment to the sustainability goals of the United Nations (UN)."

- Aviation Pros

[IATA Develops Carbon  
Offset Trading Platform](#)

"The International Air Transport Association has launched a trading platform for airlines and other companies in the aviation industry to buy carbon offsets."

- Business Travel News

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## Upcoming Industry Events

**Save The Date!**

*models under threat, but the models of everybody else in the supply chain are brought into question.*

*So, why is it relevant to raise this point in an AFRA newsletter? It is regularly noted that one of the few corners of the aviation supply chain that will experience a high demand for its services in the deepest recession in aviation history is that of the 'fleet recycling' segment, as record numbers of aircraft are expected to be retired. However, this simple statistic comes with plenty of business challenges and decisions for the players in the aircraft de-production sector. For example:*

- How should each company manage its capacity to service the short term peak demand? There is a clear risk to creating too much overhead and suffering once the peak has passed....*
- Should the service providers focus on reducing turnaround times to drive higher project throughput for a given facility? Will customers want to move at the same pace?*
- With falling asset values, will the average number of component removals increase as purchasers try to maximise their return?*
- Or will the removal numbers drop as the volume of inventory on the market substantially increases?*
- New players will unquestionably choose to enter the market, both for asset acquisition with fresh capital, and for provision of services, leading to swings in the balance of supply and demand. Will the emergence of these new players drive a different set of service opportunities, taking us beyond the scope and standards of today?*

*I am only scratching the surface, but these are the questions that immediately strike me. Of course, it's easy to pose the questions, but we*

**ISTAT Americas**

March 7-9, 2021

Phoenix, Arizona

**MRO Americas**

April 27-29, 2021

Orlando, Florida

**ISTAT Asia**

May 11-13, 2021

Bangkok, Thailand

**ISTAT EMEA**

October 3-5, 2021

Edinburgh, Scotland

**MRO Europe**

October 19-21, 2021

Amsterdam, The Netherlands

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## AFRA Advertising Opportunity

AFRA is offering the chance to advertise your organization's products, news, and projects on the AFRA website and in these newsletters!

Advertisement includes your company's information on a page of the AFRA website and the opportunity to showcase your organization in one of the monthly newsletters. Please contact [AFRA staff](#) for pricing and additional details.

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## AFRA Members Only Website Resources

Don't forget to visit the [AFRA Website](#) to view the [Members Only](#) section, where you can find additional resources and updates offered only to members! Please [contact staff](#) with any questions regarding access or content.

*will only know who had the right answers, and which companies made the right decisions, when we look in the rear view mirror in about 5 years time. Major disruption in any market always brings the opportunity for change and innovation, and now is the time to consider whether we should be re-positioning our businesses, or just continuing with business as usual.*

*Those of us who have memories of the previous 'deepest recessions in aviation history' (approximately one every decade) will recall that it always feels endless when you're in the midst of the storm; however, the industry has actually always bounced back from these periods, and, with time, a new normality returns, often driven by introduction of new technology. With interest rates remaining at record lows, and oil price below \$50/barrel, it only seems reasonable that, with no small measure of patience, we'll see the inexorable return of traffic, and demand for products and services.*

*To return to the theme on which I started, when that time comes, our markets are likely to return with a different set of dynamics to when we entered the recession, and it is up to each one of us to figure out what the change means to our businesses, and how we may want to adjust our proposition in the market.*

*I can only apologise for writing an article which only poses questions, and doesn't put forward any answers. It feels highly unsatisfactory, but, if I am still on the AFRA board in 5 years time, I promise to write a follow-up and tell you how it all turned out! All I do know for sure is that we shall still be dealing with a constantly changing environment, and grappling with the next challenges of the years to come.*

*Best Regards,*

## Growing Our Social Media Footprint

Please let us know about your company's Facebook, LinkedIn and/or Twitter profile. Follow AFRA and share our news that you think might be interesting for your followers - we will of course do the same with your messages!



## Association News

### AFRA Education+ Webinar Announcement!

Please join your fellow AFRA members on Thursday, December 10 as we introduce the first of many AFRA Education+ Webinars. These Education+ Webinars are a new feature of membership in our effort to deliver more knowledge, information, and value to you and your company in 2021.

In this Education+ episode, we will meet with Boeing's Vice President of Commercial Marketing, Darren Hulst. Mr. Hulst will provide a presentation that will cover industry insights as well as an outlook and wrap up of 2020. In addition, AFRA President - Brent Webb will give us a brief update at the end of the presentation on what AFRA members should look forward to in 2021.

Don't miss out on a drawing for two, \$50 Amazon gift cards for registered members!

### [Register Today!](#)

### ASA-AFRA 2021 Annual Conference Announced!

While it was unfortunate that we could not all meet in person for the 2020 ASA-AFRA Annual Conference, get ready to book July 18 - July 20, 2021 in your calendars. Planning is already under way by ASA and AFRA for the 2021 Annual Conference. For more information, please contact [AFRA staff](#).

### Membership Discount

Beginning in 2020, we are happy to announce new discounts for membership! Any current member of AFRA who refers a new paying member to AFRA will receive a 20% discount to their next year of membership. For membership information or questions please reach out to [AFRA staff](#).

## Remanufacturing Codes

As AFRA supports the the recycling and remanufacturing of decommissioned aircraft, we also support general remanufacturing in all industries. This is why we have joined a handful of other organizations in asking the Office of Management and Budget to consider adding codes specific to remanufacturing to the North American Industry Classification System code structure. Please see the letter [here](#).

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## Committee Updates

### AFRA BMP Development Committee

The BMP version 4.0, which took effect on April 18, 2019, was shared with accredited members and can be found on AFRA's [website](#). To get involved with this Committee, please [contact staff](#).

### AFRA Communications Committee

The committee thanks everyone for their participation in the General Assembly. If you are interested in getting involved with the Communications Committee, please [contact staff](#).

### AFRA R&D Committee

The R&D committee is open to any AFRA member and all are welcome to participate in the next committee call on December 9. R&D Committee

calls take place monthly, on the second Wednesday of every month. The committee is currently working to finalize the KPIs from the 2019 project into the AFRA BMP Guide. To get involved with the R&D Committee, please email [AFRA staff](#).

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To continue to receive AFRA Announcements and to update your communication preferences, please do so by [clicking here](#).

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