



## **Engine Lessors and PMA: A Discussion**

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# Refresh

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- **My Background**
  - **20 plus years of airline engineering**
  - **Engineering Director at an MRO**
  - **Technical for Aircraft Lessor**
  - **Technical for Engine Lessor**
  - **Most of my experience is in the engine world**
- **Have seen all angles of PMA less OEM experience**

# Catch Up

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- **What is happening in the PMA world?**
- **Is the business still viable?**
- **OEM Pressures and mis-steps**
- **Are Lessors still considered a major hindrance to PMA**
- **Lot's of challenges since the last conference I attended**

# Lessors

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- **Overall the Lessor position has changed very little in the last several years**
  - Value concerns
  - Flexibility
  - Etc.
- **If anything, it has gotten stiffer**
  - For reasons I will expand on
- **Aircraft Lessors same on PMA for engines**
  - Perhaps a bit more relaxed in certain areas

# Critically Influencing Parts

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- OEM effort to get the FAA involved in the process
- Mostly GE
- Got fuel from an incident several years back
- Can see the point but.....
- Creates confusion and is there really a threat

# True Engine

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- **OEM Effort (mostly GE) to influence the engine market**
- **Strongly objectionable to the Lessor community**
- **Makes engine and part trading far more challenging**
- **Really slams PMA engine side**

# Part Trace

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- **Large part of our business is buying and selling parts**
- **Part trace especially LLP's is out of hand**
  - **Opportunity to pushback on price**
  - **Advantages to be gained in a competitive business**
- **PMA is not something that is easily moveable**
- **In concert with True Engine and Criticality really makes it beyond possible to promote PMA use**

# Discussion

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- **Given the Lot's of difficult challenges**
- **Open to discuss Lessors and PMA and possible opportunities**