

Press Release

ABC INTERNATIONAL ANNOUNCES A STRATEGIC PARTNERSHIP AGREEMENT WITH JOB AIR TECHNIC A.S. FOR CABIN INTERIORS MODIFICATIONS

ABC INTERNATIONAL DOA enters into strategic partnership with the Czech maintenance organization JOB AIR TECHNIC to serve the Aviation Industry and worldwide airlines with a comprehensive package of services.

Napoli, Italy, 24th March, 2022. A major milestone was achieved by ABC INTERNATIONAL on March 2022, the well-known Italian Design Organization has signed a partnership agreement with JOB AIR TECHNIC a.s., one of the most fast-growing European maintenance organizations with base at Leoš Janáček airport in Ostrava (Czech Republic). The two companies enter into a strategic cooperation combining JOB AIR TECHNIC maintenance services and ABC INTERNATIONAL experience in cabin refurbishment and modification services.

ABC INTERNATIONAL's high/consolidated skills and strong background on cabin interiors design shall allow JOB AIR TECHNIC to reach an ever-higher level of competitiveness and fastness in serving the airlines and leasing companies worldwide with integrated packages. Likewise, thanks to a vivid and synergic cooperation, ABC INTERNATIONAL's customers can benefit from JOB AIR TECHNIC's hangar services to perform their line and base maintenance tasks along with cabin refurbishment activities.

"The MRO business is evolving day by day. The unpredictable external circumstances that we are experiencing nowadays are nullifying all the efforts to plan an effective strategy. The entire aviation supply chain is suffering from such an uncertain situation. When we speak about EASA Part21J services and cabin interiors parts, it is becoming more and more frequent that lessors and airlines are stuck in complex sourcing processes while the A/C is already parked for maintenance" says Mr. Rodolfo Baldascino, Chief Commercial Officer at ABC INTERNATIONAL.

"Cabin activities are usually considered as "final" step of an A/C reconversion or heavy maintenance project. For this reason, they are very often the main cause of repossession delays. Most of times, MROs are obliged to retain the A/C in the slot awaiting the cabin material to arrive

and complete the work. Randomly we notice the A/C reaches the MRO slot with a draft Service Bulletin or without having neither any approved engineering data nor approved Service Bulletin for the necessary modifications. This condition causes major delays to the facility schedules and airlines operative plans” confirms Mr. Vladimír Stulančák, CEO & Chairman of the Board of Directors at JOB AIR TECHNIC.

Based on the shared understanding of the aviation community needs, the partnership stems from the common interest of MRO and Customers to keep the A/C grounded for the necessary time only. Thanks to the partnership between ABC INTERNATIONAL and JOB AIR TECHNIC a large number of lessors and clients will be given the opportunity to access EASA Part21J engineering services and cabin interior products jointly with the Czech organization’s maintenance duties in order not to miss the promised release to service date.

Such important completeness of services will bring a dual profit to the customer base. In first place the combination of ABC INTERNATIONAL’s Part21J and JOB AIR TECHNIC’s Part145 services will avoid stressful and time-consuming coordination between external DOAs and JOB AIR TECHNIC’s technical department. Secondly, but crucial for a large number of operators, it will be possible to benefit from special rates studied by ABC INTERNATIONAL for JOB AIR TECHNIC’s customers by accessing this integrated business model.

“Having the full process under control allows JOB AIR TECHNIC to plan any activity in timely manner and schedule our manpower activity in efficient way” says Mr. Vladimír Stulančák. “For us it is extremely important to respect schedules and stay within the estimated/agreed times. A reliable planning of workforce is reflected in improved economic conditions to the customer. Having a direct channel with ABC INTERNATIONAL for both Part21J modification approval and manufacturing of cabin interior kits reduces stand-by times and delays”.

A fast turn-around and the lowest possible involvement of the Customer will be key elements of this strategic partnership success. The customer can make enquiry and select the necessary Cabin Modification products during preliminary talks with JOB AIR TECHNIC and well in advance in respect to the maintenance check programs in Ostrava.

“Planning is essential to meet the clients’ expectations. However, we are prepared for any unpredictable circumstance and organized to support our customers with a problem-solving approach.” continues Rodolfo Baldascino. “ABC INTERNTIONAL distinguished itself for the special capability to cover any request in very limited time. This is an indisputable advantage in tailor making each time a specific package for our customers. JOB IAR TECHNIC, and the final customer

too, can rely on our skills to cover any “last second” request that couldn’t be planned in advance. It is known to many lessors we are used to work with that we have been able to supply a bilingual placard kit or a curtain kit inclusive of approved data and Form One in less than one week. From today even JOB AIR TECHNIC’s network will receive a clear proof of our promptness and competence.”

The list of cabin modification services proposed to JOB AIR TECHNIC’s clients will cover any conventional and unconventional cabin related refurbishment need. ABC INTERNATIONAL offers a huge variety of engineering solutions aimed to modify the cabin configuration in compliance to the EASA standards. Such Part21J solutions include LOPA, PSU, EEL, livery scheme modification and relocation/installation of new monuments. Moreover, thanks to a consolidated “full package approach” any cabin engineering modification package can be completed by ABC INTERNATIONAL with the supply of the related interior kit. The well assorted raw material warehouse and a wide network of local suppliers will allow ABC INTERNATIONAL to convert any request into a “ready to install” cabin kit including but not limited to carpets, curtains, seat covers, partitions, movable class dividers, dog houses and much more.

With the strategic cooperation signed by ABC INTERNATIONAL and JOB AIR TECHNIC the global aviation leaders are given a total support to win their daily cabin modification challenges.

About ABC INTERNATIONAL

ABC INTERNATIONAL is an EASA-DOA Company (EASA.21J.529) based in Naples, Italy. Since 2009, ABC has been a leading reality in the Cabin modification market. During the years, thanks to its reliability, high professionalism and hard-work attitude, ABC International achieved successful results partnering with some of the most important Airlines, MROs and lessors in the industry. These results have represented just a further motivation for ABC to grow in the right direction, looking at the future with innovation and industrial progress.

For more information, please visit <https://www.abc-int.it/>

About JOB AIR TECHNIC

JOB AIR Technic a.s. is an EASA / FAA Part 145 approved maintenance organization and an EASA Part 147 approved training organization, founded in 1993 as a maintenance centre for LET aircraft followed by SAAB 340. From 2006 JOB AIR Technic started its expansion by building a new maintenance facility, which is considered one of the biggest single span maintenance hangars in Central Europe. JOB AIR Technic capabilities include Airbus A320, A330 and B737 families. In January 2022 they received authorization for Line and Base maintenance for the Boeing 737 MAX.

For more information, please visit <https://www.jobair.eu/>