

Changing spares support for a changing marketplace



Jetstream 31 and 32 Spares Support

BAE Systems Regional Aircraft has carried out an extensive review of its ongoing spares support business and has concluded that the market for spares support of the Jetstream 31 and 32 is better served by a specialist spares supplier with offices in Europe, the USA, Canada and Asia.

The business is therefore pleased to announce that Saywell International will assume spares support for the BAE Systems Jetstream 31 and 32 from the 4th February 2008.

Stock inventory is being transferred from BAE Systems to Saywell International. A large pool of rotatable components is available and

distribution agreements are already in place with many manufacturers of consumable parts.

This spares support agreement allows BAE Systems to concentrate on its core business while maintaining its continued airworthiness, technical support and delivery of technical publications support to Jetstream 31 and 32 customers.

All spares support to the Jetstream 41, ATP and BAe 146/Avro RJ will remain unaffected by this change.



Why have we taken this decision?

Since the first delivery of the Jetstream 31/32 in 1983, the aircraft has always enjoyed an excellent reputation in the regional turboprop market and this reputation is continued today with some 200 aircraft in service worldwide.

However, in recent years the 18/19 seat regional turboprop market has changed considerably. The large fleets of aircraft that were delivered to operators, principally in North America, have been dispersed in response to market demand.

The vast majority of Jetstream 31/32 operators are now found in new markets for the type. There is a large and growing presence in Latin America and the Caribbean, Australasia, Eastern Europe, the Middle East and Africa, while there are also still some operators flying the aircraft in North America and Western Europe.

Typically, the large operator fleets of the past have now gone. Today there are nearly 90 separate operators of the Jetstream 31/32 and as a result most operators are much smaller in size and resource and geographically remote from the BAE Systems Regional Aircraft Spares Logistics Centre in the UK.

Therefore, the location of the Saywell International spares facilities in the UK and Florida, along with regional offices in Vancouver and Singapore are more closely aligned with today's J31/32 market.

In parallel, there is a buoyant trading market for the aircraft and Regional Aircraft has been very successful in selling its remaining lease portfolio aircraft into the market. It is anticipated that the last remaining portfolio aircraft will be placed by the end of the first quarter 2008.

This resultant change in the market dynamics for the aircraft means that a new approach is needed to provide spares support to Jetstream 31/32 operators, and to offer a better, more bespoke service to the current operators of the aircraft.

Our relationship with Saywell International

BAE Systems Regional Aircraft has enjoyed a long and close collaboration with Saywell International, which is one of the world's leading independent spares suppliers.

In particular, the decision taken in 2001 to transfer spares support for the BAe 748 turboprop aircraft to Saywell International has proven to be a tremendous success.

The agreement with Saywell International for the BAe 748 left Regional Aircraft free to continue to provide the full range of other technical support and liaison services to BAe 748 operators, exactly as is provided for in the Jetstream 31/32 agreement.

This combination of services from both companies has ensured the continuation of world-class support for the BAe 748 and it is confidently expected that this positive experience will be replicated with Jetstream 31/32 operators.

FAQ's

Q Is BAE Systems ending Jetstream 31/32 Support?

A No, only the Jetstream31/32 spares business is being transferred to Saywell International to provide a more bespoke service for our J31/32 customers. Provision of technical, engineering technical publications and continued airworthiness to our J31/32 customers will still be provided by BAE Systems.

Q What planning has been done to assure me that my business will not suffer during the transition?

A The transfer has been planned so that there is an overlap where BAE Systems and Saywell International will be working together during the interim period to ensure a smooth transition on 4th February 2008. Our experience in dealing with Saywell International since the transfer of the BAe 748 spares business has been very positive and we expect this will continue with the J31/32 spares business.

Q Will BAE Systems continue to provide spares support to the J31/32 until the 4th February 2008?

A Yes, all routine, critical and AOG orders will be accepted and managed until the 3rd February 2008. Transfer of backorders will be decided on a case by case basis dependant on leadtime. Operators will be advised in advance of transfer whether their backorders will be delivered by BAE Systems after the 4th February or whether the outstanding order will be transferred to Saywell International.

Q How does this announcement affect support of your other aircraft types?

A There is no affect at all other than it allows BAE Systems to concentrate its resources on providing support to our core business of Jetstream 41, ATP and BAe 146/Avro RJ customers.

Saywell International

Saywell International has expanded to become a leading supplier to the world's major and regional airlines, introducing regional offices in the USA, Canada and Singapore. Saywell International's main offices, house what is probably the largest combined aircraft spares inventory in the world.

Their direct distribution for many leading British and American manufacturers combined with a growing number of airlines consigned inventory; is serving all aerospace market sectors alike.



Saywell International J31/32 Spares Support Contacts

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Your continuing BAE Systems Regional Aircraft contacts:

BAE Systems Regional Aircraft will maintain its continued airworthiness, technical support and delivery of technical publications support to Jetstream 31 and 31 customers. Your key contacts are as follows:

Customer Information: rapublications@baesystems.com

Technical Support and Repair Design: raengliason@baesystems.com

Continued Airworthiness and Accident Reporting: Tel - 01292 675500
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All J31/32 customers will retain their existing Area Sales and Support Managers.

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