

Flying the specialist aviation services skies

In the high-stakes aviation industry, Eirtech Aviation Services has established itself as a world-leading provider of aviation services and integrated solutions supporting airlines and leasing companies. The world's largest leasing companies and global airlines have come to rely on Eirtech Aviation Services' bouquet of specialised products and services to manage smooth transitions, provide engineering solutions, comply with CAMO regulations and to develop bespoke products to keep their fleets running reliably, safely and efficiently. Richard Hagan met with Head of Sales Paul Gibson to find out what it takes to service the world's leading airlines.

Having just celebrated its 14th anniversary, Eirtech Aviation Services is justifiably optimistic about its accomplishments. The company had also coincidentally, recently submitted its 10,000th project proposal, which was a significant milestone for the Eirtech team.

Amongst those 10,000 proposals lay another substantial milestone in that Eirtech marked: over 1,200 cabin reconfigurations completed to date. A cabin reconfiguration is often carried out when an aircraft is transferred from one airline or lessor to another, in order to ensure that the cabin is configured to suit the



Paul Gibson
Head of Sales

new operator's requirements. This might involve increasing or decreasing the number of seats inside the cabin, for example, or adding or removing dual-class layouts.

In these cases, Eirtech will carry out the design, engineering and provide approval the relevant authorities, while the actual physical conversion of the cabin will be carried out by certified Maintenance Repair Organisations (MRO) with full support from Eirtech. ▽



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A worldwide flight plan

Eirtech was formed in 2009 by Niall Cunningham and Gerry O’Shea in partnership with aircraft paint specialist Peter Collins, initially called Eirtech Painting.

The company received its all-important European Aviation Safety Agency (EASA) Design Organisation Approval (DOA) the following year. Following the standard two-year certification phase, Eirtech was granted Production Organisation Approval (POA). DOA and POA are crucial certifications granting permission for a DOA to alter the design of, make changes

to or repair aircraft, or to provide parts and appliances to aircraft.

In 2017, Eirtech moved into its state-of-the-art headquarters at Shannon Airport in Munster, Ireland. This facility houses the majority of its 50-strong engineering team, as well as its POA production facility.

Engineering and sales offices in Dublin, Belfast, London and Singapore soon followed. The London office came about as a result of Eirtech’s 2021 acquisition of the well-established H4 Aerospace, adding significantly to Eirtech’s engineering team’s experience, as well as bringing a wealth of

Supplemental Type Certificates (STCs) into Eirtech’s own asset base of over 100 STCs. STCs are issued by Civil Aviation Authorities and grant approval to modify an aeronautical product from its original design.

Given that Eirtech’s work substantially involves the modification of aircraft and aircraft components, STCs are a critical part of its operations. Today, Eirtech employs approximately 175 staff, with the majority based at its Shannon headquarters which also houses the finance and administration teams.

Future Expansion

Eirtech is already a globally established organisation and aims to substantially improve coverage of the Western hemisphere by expanding its US presence, as Head of Sales Paul Gibson noted:

“The US and Asia are an important part of our growth strategy and our plans will allow us to have all major time zones covered, giving us true 24-hour coverage between the USA, Europe and Asia to better support our global customer base.”

Eirtech has aggressive growth plans, with further acquisitions to be announced in 2023: and that is just the start of the company’s expansion plans, according to Mr Gibson: “Along with organic growth targets, we have additional acquisitions planned for 2023 and 2024, particularly in the US, in aid of our three-year growth plan in which we expect to double the size of the business.”

A range of technical services

Eirtech's busiest departments are its engineering and technical services. Mr Gibson highlighted an ongoing project with Scandinavian Airlines (SAS) as an example of the work done by these crucial departments: "We are currently in our second phase of an eight-year programme supporting SAS with all of its aircraft redeliveries. We have a large team in Shannon managing that contract, and, to date, we have completed over 100 returns, on time and on budget, for which SAS has never incurred any penalties. Another US-based airline has recently engaged us for a substantial redelivery programme of up to 70 aircraft."

The aircraft redelivery process can be very complicated, with many conditions

to be considered and executed on-time and within budget. "The airline or lessor must be confident that the aircraft is in exactly the return condition which the initial lease states, minus any modifications that they might have carried out," said Mr Gibson. "The lessor wants to know that the maintenance has been carried out correctly, that every part has been listed and checked, and that nothing on the aircraft has gone beyond its life limit. Finally, they must ensure that all of the aircraft's technical records are complete.

"It's in an airline's best interests to bring an experienced team like us on board to ensure that all of the technical records and redelivery bible are presented in a timely manner and, of course, accurate."

Collaborating with OEMs

Eirtech is currently supporting various aircraft OEMs, with two examples of those being French aircraft manufacturer ATR and famed US builder Boeing. Eirtech features in ATR's aftermarket upgrades catalogue, thanks to its development of multiple STCs directly for ATR.

Meanwhile, Eirtech has an agreement with Boeing for the acquisition of commercial passenger aircraft data, products and services. Eirtech has also been granted license rights to use Boeing's proprietary data for the provision of modification engineering services in support of select Boeing 737 MAX aircraft.

By 2023, the combined outcomes of Eirtech's projects to date meant that approximately 3,300 aircraft worldwide were utilising Eirtech's

STCs; impressively, the equivalent to over 10% of the world's aircraft.

In closing, Mr Gibson reflected on Eirtech's traits that continue to deliver strong growth. "Our hallmark is our quality and on-time delivery," he explained. "We have a high-calibre professional team with a wealth of experience with lessors, MROs and airline communities. They come from across the industry, including leasing, airline and MRO backgrounds. They're a fantastic and talented team of people and every day I continue to learn more about this industry that I love.

"Together, we will continue building relationships with our customers, whilst ensuring that they can continue to trust Eirtech to deliver a quality product every time." ■