

January 2021



# NEWSLETTER

*ASI-Group: Entirely Focused on Your Mission*



## Meet the ASI Support Team

When you need technical support, spare parts, guidance on maintenance procedures, or repair detailed instructions, they are your best bet.

Our support group is there to assist you in every possible way. They will answer all your requests and needs in a timely manner and make sure that you receive the best service in the industry. They are committed to your service and it is time to meet them!

## F406 : New Product

The interior of your Reims-Cessna F406 has seen better days? You want to rejuvenate the look and functionality of your cabin?

ASI-Group has designed a new interior kit to replace the old interiors of the F406. Made of modern materials, it brings many benefits such as weight savings, better thermal and noise insulation, increased durability, and resistance to wear and tear. (More on page 05)

## 2020 IS NOW OVER. FINALLY, SHOULD I SAY!

2020 will stay in our memories as a year filled with challenges and pain inflicted to our family and friends. I sincerely hope that you have been spared by the infamous virus and that you and your loved ones remained safe.

As 2021 is starting, we have high hopes that we will progressively return to our normal lives. During the last twelve months, we have been hard at work to allow our customers to continue to operate their aircraft and deliver the airframes that were undergoing modifications. The ASI team has rallied through two successive national hard lockdowns, making the completion of these projects possible. By adapting our operational methods, we were able to continue to operate our Design office, our Continued Airworthiness office and our maintenance and installation department.

### Avionics Department Increases Capacities

Furthermore, we have enhanced our product and technical offerings. We officially became a Garmin Dealer and an Avidyne Dealer. These appointments are related to our knowledge and experience with high-end systems offered by Rockwell-Collins, Universal, Elbit and many others. Garmin and Avidyne recognized our capacity to interface heterogeneous systems with their platforms.

For our customers, this means that our avionics department is now able to design and install full avionics retrofits, not only on the F406, but also on airframes such as Beechcraft King-Air turboprops, Cessna Citation jets, Twin Otter, and many other airframes used as mission platforms.

Our core competencies lie in global upgrades, G1000 NXi retrofits, and legacy avionics integration with integrated glass cockpit solutions. Our avionics team has deep knowledge of autopilot interfacing and offers various solutions to upgrade legacy autopilot systems to modern age digital solutions. We also offer RVSM compliance certification and WAAS/EGNOS GNSS installation for aircraft in need of RNP capabilities.

### Exclusively Focused on Your Mission

We continue to modify airframes to adapt them to your mission needs and offer a turnkey service for all sensor installation. We have close relationships with all mission sensor vendors and a proven track record of successful installations, on time and on budget.

On the Reims-Cessna F406 front, we have made new interior panels available (more on this in this newsletter) and provide full refurbishment services while continuing to manage the continued airworthiness of the fleet. We are also increasing the number of spare parts available in our stock and our technical support team tracks all operators' needs for parts that are not immediately available to you. By indicating your needs to Khalil Agossah's team, you will benefit from decreased lead times and better pricing, as we will be able to better manage production runs for critical parts.

During 2020, we have conducted multiple installations on Beechcraft airframes, worked on modifying large and medium helicopters. We are already looking at new mission platforms such as the Denali and other promising airframes. But we also invested time and efforts on projects including hybrid power technologies. We are convinced that the future of mission orientated platforms is intimately linked to the technological advances in the field of hybrid solutions. Even if the technology available today doesn't fulfill the mission profiles that you are currently flying, we will continue to invest in R&D in this field and will be one of the major players in this field as soon as the various components (Bio-Fuels, Hydrogen power cells, hybrid and battery technology) mature.

We wish you and your family a wonderful 2021. We know that there are still some challenges ahead of us, but, together, we will face them and go back to our normal lives, leaving these gloomy days behind us, once for all.

Jean-Pierre Kohn, CEO ASI-Group



**GARMIN**® **AVIDYNE**  
For pilots who know the difference.

## Meet the Support Team

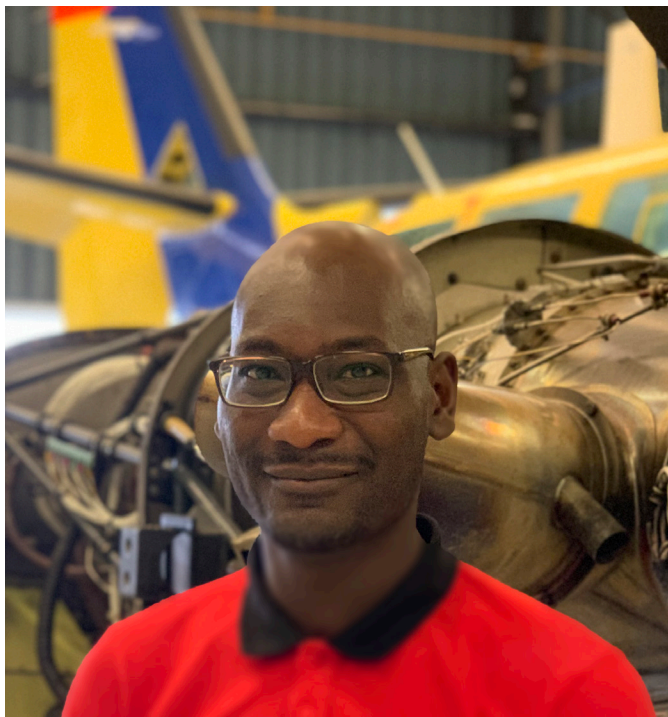
Day after day, they answer your questions and provide solutions to your requests. Our Support Team is constituted of consummate professionals striving to support your flight operations and maintenance needs.

ASI's support team is usually working behind the scenes to provide you with the best possible service. It was time to shine a bit of light on the individual members of this team. It will also allow you to contact them directly to save even more time when faced with a question that needs an urgent answer.

The team manages not only the "easy" tasks such as

- ✦ Spare parts orders
- ✦ Technical questions
- ✦ Repair instructions
- ✦ Maintenance procedures

But also is your point of contact for more complicated requests whether they are related to before or after sales. With their vast experience, the team will direct you to the best person to solve your issue.



*Khalil AGOSSAH leads the support team and ensures that the team delivers the upmost level of service to our customers.*

### **Khalil AGOSSAH:**

#### **Customer Support Director**

Khalil holds an International Affairs Master and started his career within SGS Group, taking charge all aspects related to quitting and planning technical and certification inspections for large international groups such as Offshore Energy Malaysia or Saudi Electricity Company.

After acquiring more customer support experience at Accor Flexible, he joined ASI, responsible for all aspects of client support in 2017.

#### **To contact him:**

E-mail: [kagossah@asi-aviation.fr](mailto:kagossah@asi-aviation.fr)—Phone: +33 3 26 48 46 84



*Laurie comes from a strong industrial background where she learned that customer service level is a reflection of a company's strength and commitment to its customers. Service first!*

### **Laurie BONNARDE**

#### **Customer Support Associate**

Laurie holds a master's degree with a specialization in International Trade. She started her career ten years ago in the customized cables industry where she was in charge of International sourcing, logistics, transport, and customer relationship management. After this 10-year experience, she joined ASI AVIATION and works in collaboration with Khalil and Jérôme in the Customer Support Team.

#### **To contact her:**

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**W**hen faced with maintenance challenges, ASI's Support Team will provide you with expert advice regarding the best and most economical way to solve the issue. Whether the challenge resides in mission systems, airframe, powerplant or avionics, they will manage the issue and engage our inside-out external specialists and engineers.

#### **Specialists and engineers at your disposal all year round.**

ASI-Group cultivates a close relationship with its technical and business partners. It allows the Support Team to call on for additional expertise when needed, without undue time constraints. This ensures that you have the best team to work on any issue you might encounter.

**S**pare parts are crucial to the flight line availability of your aircraft. Khalil and his team have been hard at work to revamp completely our spare parts department. To you, this means more parts available and faster deliveries, allowing for less down time and more billable flight hours. Furthermore, as a certified Design Organization, ASI may be able to produce the parts that are not available on the market for your F406.

*In short, ASI-Group has totally revamped its Support Team to ensure that our customers receive world class support service. Jean-Pierre. Kohn, our CEO, has made this one of our top three priorities for 2021. Our goal is set: total customer satisfaction through quality and attention to our customers.*



*Jérôme has a long track record for managing the most complicated after sales requests. You can rely on him to help to put your aircraft back in the air ASAP.*

**Jérôme BEGUIN :**  
**F406 Technical Customer Support Manager**

Jérôme holds a mechanical engineering degree. He began his career in 2006 within the Design Office Department of Reims Aviation Industries.

Through his experience on the F406 acquired since 2006, Jérôme joined the Customer Support in 2017 by taking in charge the technical aspect and the management of aircraft repair and upgrades.

**To contact him:**

E-mail: [j.beguin@asi-aviation.fr](mailto:j.beguin@asi-aviation.fr)—Phone: +33 (0)3 26 89 89 86



*Thibaut knows MRO operations inside out. Even if his primary function is in sales, he is an invaluable asset when maintenance or modifications questions arise.*

**Thibaut LAUDET:**  
**Sales Director**

Thibaut graduated as an aeronautical engineer, before being hired by a MRO facility where he evolved in various senior management positions. He quickly acquired a passion for complex sales processes. This allowed him to establish close relationships with the national aeronautical authorities, international operators. He joined ASI-Group in 2016, as our Sales Director.

**To contact him:**

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*ASI-Group is now a Garmin dealer, specializing in complex avionics retrofits, complex autopilot installation and legacy avionics interfacing.*



*Steven manages our international programs Director. He specializes in custom solutions for customers located all around the world. For him, "standard" is an unknown word!*

**Steven LECUIVRE:**

**International Program Director**

Holding a Master's in materials, Steven was hired by Reims Aviation Industries and from 2006 to 2010, was responsible for all aspects of industrialization. He acquired a solid experience in MRO at Atlantic Air Industries. From 2010 to 2014, he was responsible for the engineering department and became Customer Business Manager from 2014. In 2017, he joined ASI-Group as international Program Director.

**To contact him:**

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**Now that you have met our Support Team, do not hesitate to contact them for any question you might have.**

ASI-Group is proud to have reinforced its support team. We consider it as an essential asset, allowing us to gather operational data that is crucial to continue to enhance the quality of our delivered products, but also to help us to anticipate customer needs. By communicating regularly with operators, customers, vendors and national authorities, we were able in the last few months to increase the number of spare parts available and launch the manufacturing of parts that couldn't be found. We were able to determine that some parts were needed by multiple operators and by checking with others, we found that the number of parts required was in fact higher than we anticipated. Obviously, we increased the number of parts manufactured accordingly. This created a direct benefit for our customers. As quantities produced were increased, the part unit price was lowered accordingly for each customer.

This is what we are all about: **design the solution that fit your needs, deliver the product to you on time and on budget.** After the delivery, we continue to watch your back, making sure that any possible saving is transferred back to you, allowing you to operate more efficiently while increasing aircraft dispatch rate and profitability.



**New interior kit for the Reims-Cessna F406 Caravan II**

**T**he Reims Cessna F406 Caravan II is a workhorse. You know this is a fact as you are operating at least one of this rugged aircraft. After many years in service, the interior panels of the cabin start to show their age. Until now, replacing them was a challenge and all the parts weren't available. ASI has put together an interior package that will not only solve the aesthetic side of things but also ensure that humidity will be kept at bay.

The original cabin panels were designed in the traditional Cessna way. The materials used are now pretty dated and tend to crack with the year's passing. And to make things just a bit worse, they are difficult to repair. Some operators, anxious to rejuvenate their interior may decide to contract an interior shop to refurbish the existing panels by coating them with another material (leather, fabric) or to reinforce them using fiber glass or other materials.

Although satisfying for a while, this solution only works for a short period of time, as the original material is still prone to cracking, even when covered with a substitute material. This leads to panels becoming noisy, vibrations to propagate through the cabin and losing structural integrity.



*New interior side panels. The former version of the F406 interior is easily changed for the new interior. It will bring reduced vibrations, better sound insulation. Furthermore, the materials used are much sturdier than the original.*



To solve this problem, ASI has put together an interior kit, ready for installation, that allows a quick rejuvenation of the interior. Pleasing to the eye, the components of this kit are manufactured to fit as much as possible your interior. Although ASI recommends installation to be performed by their team, there is minimal need to trim or adapt the various panels. An install team that has experience with the installation will be much faster than a team doing it for the first time. Furthermore, it is also a form of insurance guaranteeing a faultless installation, now and in the future. Removal and reinstallation, during maintenance operations, are far quicker, as the panels are customized at first install, reducing maintenance down time and making sure that you don't face cracked panels when reinstalling.

As ASI manufactures the kit, it is easy to order the complete kit or just the components that might have been compromised by an overenthusiastic loader! ASI has designed the new interior panels using honeycomb material, reinforced with composite sheets. This material is extremely strong, while featherlike weighted, and offers a perfectly smooth surface. It is specifically suited to resist harsh treatment, impacts while loading cargo, general wear and tear, and provides increased rigidity. Furthermore, it is resistant to oil, solvents, light acids, salt, and alkaline solutions, and disinfecting solutions.

As all aircraft mechanics know, the old interior panels suffer the most when they are disassembled. They develop cracks, the screw holes tend to ovalize in time, and they become more and more difficult to work with. But disassembly is part of the scheduled maintenance of the aircraft. With the new interior kit, disassembly and reassembly are a breeze, as the components have been designed with this constraint in mind. The new interior may be taken apart and put back together without compromising its integrity and looks. Add to this the fact that the new interior contributes greatly to a quieter experience for the pilots and passengers. Contact our sales associates or our technical support for more information.

## Getting the perfect picture requires the right equipment...

**T**ransforming an aircraft into a successful mission platform is not an easy feat. Of course, one could shoot a few pictures by the window with an iPhone, but the resulting pictures would probably be lacking in quality. If your goal is to shoot stills or video from your aircraft, a camera hatch is a must. The installation of a camera falls under rules governing structural modifications.

ASI has a proven track record to design, test and certify such installations, for still cameras or video equipment. Furthermore, ASI has installed countless models of optically stabilized equipment, allowing for trouble-less new installations. When maximum cruising speed is a requirement, ASI can provide solutions allowing the cameras to retract within the fuselage.

ASI provides a turnkey solution that includes the design, installation, certification, and all the hardware and software solutions to operate the camera system. All these controls are integrated in an operator console installed in the fuselage. The resulting footage can be stored on board or transmitted by satellite technology on the fly. This allows for perfectly images to be transmitted in real time during critical missions or sporting events.

We are at your disposal to discuss your tailored solution.



*ASI offers a full range of imaging solutions to capture video or still images, including FLIR or other special cameras. They are fully integrated with the aircraft systems.*