

# NEWSLETTER

*ASI-Group: Entirely Focused on Your Mission*



## Rockwell-Collins Sale!

We have a large stock of factory new Rockwell-Collins avionics items up for sale on our on-line shop. Many of hard-to-find pieces of equipment are available on stock, ready to go, and factory new. But the best part is that our pricing will make your eyes water!



## On-line shop opening

Our on-line shop is now accessible through our web site. You will find all the parts you need for the maintenance of your F406 or Beechcraft KingAir. Also available are hard to find generic materials (sheet metal, tubing, fasteners, hinges, etc.), generic replacement parts and assemblies. We have over 15,000 references listed in our catalog. Do not hesitate to visit the shop, our prices won't be beaten!

Beechcraft



Hawker

TEXTRON AVIATION

**GARMIN®**

**Rockwell  
Collins**

# F406 News

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## 406 Modernization Program

After our last newsletter, many of you have contacted us regarding the modernization program of the Reims Cessna F406 Caravan II. One of the most popular upgrades is the cockpit modernization. The addition of a twin Garmin G500 Txi glass cockpit and the replacement of legacy FMS with modern all-in-one WAAS GPS navigator has proven to be of great interest to many operators. We continue to work on autopilot upgrades that will allow complete integration with the new avionics solutions.

The interior refurbishment kit has proven to be also very popular, as it allows to rejuvenate the interior looks of your aircraft at a budget price. We are performing multiple installs in F406. It is really great to witness the new-found youth of the aircraft when they come out of the workshop. But the best part is that the new interior kit is made of materials that were selected for their ability to withstand the test of time...

Another item that created great interest is the new range of Garmin color weather radars. With the optional turbulence detection mode, it helps greatly operators that fly in challenging weather conditions to select the best path through the weather, safely.





## 2021: ADDING NEW CORE SERVICES, A NEW LOCATION AND NEW ON-LINE SHOP

As we already announced, ASI-Group has acquired the assets of BCA (Business and Commuter Aircraft). Originally established in Lyon, on the Bron Airport, the company specialized in airframe modifications, interior design, and maintenance of the Beechcraft King-Air and 1900 series. With a recognized reputation for excellence and utmost technical knowledge, BCA gained the trust of many operators over the years. After the acquisition of BCA's assets, ASI-Group is adding over 800 major airframe modifications and about as many STCs, immediately available to our customers and to any operator in need of structural modification, mission systems integration, interior modifications, RVSM certification, avionics refit, glass cockpit installation, autopilot retrofit, and many other solutions.

ASI-Group offers the largest catalog of already certified modifications and STCs. This ensures our customers and prospects that they will not bear the brunt cost of the design of a modification. By using (in full or partly) already existing modifications, we guarantee that the final cost will be ultra-competitive and down time of the aircraft minimized. This, alone, constitutes a great advantage for all operators, as their revenue is based on the availability of the aircraft on the flight line and the costs associated with the maintenance of the aircraft. Furthermore, some upgrades to an aircraft may have a very significant influence on its market value. Another fact that will retain the CFO's attention!

### New Facility

As our customers are operating larger and larger airframes, it became necessary to adapt our facilities to their needs. We have opened a new facility on the International Airport of Paris-Vatry. Easily accessible from Paris and located on one of the European strategic highway hubs, the airport is open 24/7, with customs and immigration services. Add to this a 3,000 m. runway,

with over 51,000 SF. (5,100 m<sup>2</sup>), we are now in a position that allows us to welcome more aircraft. Size-wise, we welcome airframes up to the A321 or B737 airframes on our two facilities.

### New On-Line Shop

We just opened our on-line shop. It allows our customers to order or request quotes for all the materials and spare parts needed to maintain or repair their aircraft. With over 15,000 part numbers listed,



With a catalog of over 2'000 modifications and 1'000 STCs, we probably have the solution to your needs ready to be installed!



you will find all the necessary items to perform your maintenance tasks.

We also offer all the avionics products of the most prestigious manufacturers. Garmin, Avidyne, Rockwell-Collins to name only a few of them. On this subject, a word of caution! Going into 2022, avionics supplies are going to be constrained by the lack of semi-conductors on the worldwide market. If you are planning on avionics installs, please bear in mind that all manufacturers are indicating that their lead times will increase by up to six months.

We continue to steer ASI towards the goals we have set and communicated at the end of last year. We continue to grow as company (organic growth and acquisitions), while ensuring that our team members enhance their competencies by ongoing training on new technologies and products.

Jean-Pierre Kohn, CEO—ASI-Group



# NEW LOCATION AND STORAGE SOLUTIONS

ASI-Group headquarters are located on the airport of Reims-Prunay. Since the company's birth, this location has served us very well, being close the French capital (50 minutes away by high-speed train) and located at the junction of the East-West European highways.



But recently, the runway length has been amputated of a few meters, just enough to make it a hassle for commercial operators of larger aircraft to stay within their runway length limitations. Add to this the

fact that our Reims-Prunay hangars were booked many months in advance to perform airframe modifications, complex mission systems integration or avionics installs and you will understand our need to increase our hangar surfaces.

We were lucky enough to enter a long-term lease agreement with the International airport of Paris-Vatry. Located very close to Reims-Prunay, it offers many advantages. First of all, the airport is as close to Paris as Reims-Prunay. It is located on the same highway hub also. This allows for easy access from all the European countries and from the French capital.

But the real bonus is that we occupy a brand new hangar, capable of welcoming a Boeing 737 and two other aircraft of a smaller size, at the same time.



This hangar was still smelling of fresh paint when we moved in! It is equipped with all the modern amenities needed to work in a safe and comfortable environment.

This new location allows us to continue to better serve our customers and helps us to welcome aircraft that could not be accommodated in Reims-Prunay.



One of the challenges brought by the worldwide pandemic is temporary or long-term aircraft storage. While some of the aircraft that were put in temporary storage during the height of the epidemic are returning into service, many operators still have the need to find storage space.

But most of the airports that could offer space are pretty crowded and cannot accept additional airframes.

ASI-Group identified this problem and offers an innovative solution to its customers.

We offer secure storage spaces, on the international airport of Paris-Vatry. Completely fenced, our storage area is suitable for single and twin turboprops, business jets, regional aircraft and airliners up to ATR and Embraer regional aircraft sizes.



## Line maintenance included...

If you so wish, not only do we offer safe and secure storage, but we also provide the line maintenance services needed during the storage period. No need to plan for your technical staff to travel at regular intervals...

This ensures our customers that their assets don't depreciate over time and that they are able to request a quick return to service whenever needed.

## Ultra-competitive pricing

Do not hesitate to contact us if you have any storage needs. We will offer a customized solutions, fitting each and every of your needs, for any duration. For a limited period of time, we will sweeten the deal by waiving three months worth of the storage fees (*excluding line maintenance operations, conditions apply*). Store your aircraft safely, with full peace of mind, while retaining 24/7 access to your aircraft.

For more information: [storage@asi-group.fr](mailto:storage@asi-group.fr)

