



March 2022

NEWSLETTER

ASI-Group: Entirely Focused on Your Mission

ASI-GROUP REINFORCES ITS SUPPORT TEAM

With its customer base increasing rapidly in all geographies, ASI-Group has recently reinforced its support team.

Clement Cadot has joined the company as head of customer support. Clement brings a wealth of technical experience as well as a proven track record as customer support manager in various prestigious aeronautical firms.

In his previous positions, his technical background includes being a member of the auto-throttle design team for one of the largest turbine aircraft manufacturers. Don't hesitate to contact Clement and his team for any technical requests about your F406 or Beechcraft King Air aircraft. Clement is up to speed with our STC catalog for both aircraft.



Cessna, Beechcraft, F406 Parts available

We hold a large inventory of original parts, airframe components, and materials for the Beechcraft, Cessna, and F406 aircraft. These parts are immediately available for shipment to your location. We offer unbeatable prices on all these components. You can search our whole inventory on: <https://ASI-Group.fr/shop>



**RECORD CONTRACT:
ASI-GROUP TO DELIVER
3 MISSION EQUIPPED KING AIR 360-ER
[READ MORE HERE](#)**

www.ASI-Group.fr

ASI-Group News

Entirely Focused on Your Mission

ASI-GROUP HEADED TOWARDS SUSTAINABILITY



The "Coq Vert" Label is awarded to companies that have demonstrated their commitment to a sustainable future. It is awarded by the French Ministry for the Ecological Transition and BPI France.

For most of the public, aviation is one of the main polluters on the face of the earth. Very few understand that aviation, as an industry, has started to reduce its carbon footprint and its emissions over 25 years ago. This has resulted in a reduction of emissions of more than 30%. Furthermore, the industry committed to further reduce its emissions by another 30%. Which industry can show similar results?

For ASI-Group, the issue of sustainable development is a key element in the corporate strategy and the future of the group. If every company shows its commitment in different ways, ASI-Group, since day one has been committed to taking several steps to minimize pollution and emissions:

Typically, the aviation industry has used, in the past, noxious chemical compounds, dangerous for the environment and team members alike. Today, wherever possible, these chemicals have been replaced with more environmentally friendly products. All the paint used (when no regulatory process imposes the paint composition) is now considered environmentally friendlier. Recurrent training is conducted in-

house to better train our staff on the use and safety precautions to be observed when using chemical products that might be harmful. Protective gear is also mandatory at all times when using such products.

A lot of efforts were also made to ameliorate the way ASI-Group manages recycling within its realm. This goes from industrial waste (metal shavings, chemicals, paint, composites, plastic) to the office waste produced daily in the offices.

As ASI-Group is operating on two sites, the number of car travel has increased in the recent past. Very conscious of the situation, the executive committee has initiated the replacement of all company vehicles by hybrid and electric cars. The committee has also mandated the replacement of all graphic stations (CATIA 5) and screens by low energy versions, despite the increased costs associated. All light bulbs are being replaced with LED bulbs. The office space heating system has been upgraded to modern and high-efficiency standards.

As you can gather, ASI-Group is committed to doing its part to preserve the future of our planet. As these efforts are tangible, the company has been recognized by the industry and the government as one of the pioneers in the matter. ASI was awarded the Label "Coq Vert". Initially created by BPI France and the French Ministry of the Ecological Transition, this recognition goes to companies that have demonstrated that they have actively begun to change the way they were doing things, invested time and money to minimize their emissions, and put in place a clear strategy to minimize non-renewable energy consumption.

Don't delay your avionics orders!

For those of you that are planning on an avionic upgrade, it's time to plan ahead! After the COVID pandemic, many electronic components are in short supply, when at all available. This means that the lead times for nearly all avionics are at an all-time high.

All types are avionics and all manufacturers are affected and the stocks of available components are diminishing very rapidly. Lead times on basic components such as transponders, GPS integrated navigators are already reaching six months and more. So, it becomes essential to plan ahead of time and to make sure that your avionic upgrade or modification is scheduled, as our avionics shops is booking the installs on first come first serve basis. For those of you with urgent needs, ASI-Group holds in stock many components and is capable of providing you a quick solution. This applies to avionic brands such as Avidyne, Garmin, Rockwell-Collins and many others.

Do not hesitate to contact us or browse our inventory on <https://ASI-Group.fr/shop/>.

NEW RECORD CONTRACT AWARDED TO ASI-GROUP

LEVEL CHANGE !

I am thrilled to announce that ASI-Group has been awarded a new contract by the French General Directorate of Armaments (DGA). This underlines the recognition of the company's expertise in the field of Mission Aircraft and the trust built over the years between both structures.

Under the terms of this contract, ASI-Group will provide three modified King Air 360-ER to the DGA and additional services to maintain the operational capabilities of these aircraft for a period of 13 years in total.

These three aircraft will be modified to become "Light Test Bench Aircraft" (ABE-L), allowing the DGA to conduct various types of missions while using the same aerial platform. ASI-Group will oversee the whole modification process, from the engineering studies to the delivery of the final product. ASI-Group will use both its locations, in Reims-Prunay and Paris-Vatry International Airport to complete the work needed.

The Light Test Bench Aircraft (ABE-L) is intended to provide the DGA EV (Flight Tests Division) with the necessary capabilities to ensure the development and fine-tuning of weapon systems for the next decades and the associated aircrew training at "EPNER" (National French Test Pilot School).

The relationship between the French DGA and ASI-Group is further underlined by the other provisions of this contract. ASI-Group will also provide, for the whole duration of contract (thirteen years) the support required to maintain these aircraft in operational conditions and all the training needed by the crews. The thirteen-year contract has taken effect on January 7, 2022.

This contract is worth several tens of millions of euros and marks a new turning point in the ASI-Group development strategy, focused on profitable growth. Other promising international prospects should allow the group to reach new altitudes while maintaining the attitude that makes it so successful: listen to its customers, anticipate their needs and exceed their expectations.

ASI-Group, the Beechcraft King Air specialist

ASI-Group is one of the worldwide leaders of the Beechcraft King Air modification sector. The recent asset acquisition of BCA (Business and Commuter Aircraft) in Clermont-Ferrand allowed ASI-Group to expand its list of King Air structural modifications



The King Air 360 is the latest version of Textron's Aviation pressurized twin-engine turboprop. It is fitted with the latest version of the Collins Proline Fusion suite and autothrottles.



(both minor and major modifications on the King Air 90, 100, 200, 300, 1900 series) and STC catalog. ASI-Group now offers an extensive modification and STC catalog, counting thousands of pre-certified solutions for customers in the need of tailor-made aircraft to fit their operational needs.

Both based in the Marne, in Prunay, and on the Paris-Vatry International Airport, but in the immediate vicinity of Paris, the ASI-Group entities currently employ around sixty people. This contract should generate around ten additional jobs, contributing to the development of the activity of the integration and maintenance center recently inaugurated at Paris-Vatry International Airport and will increase the level of engineering activities in Prunay, at the gates of Reims.

Jean-Pierre Kohn, CEO ASI-Group

Short or long-term mission aircraft leasing

ASI-Group has recognized the fact many operators express the need to perform airborne operations for a limited period. They have no desire to acquire an additional aircraft and the associated sensors that are required. Additionally, they are reluctant to go through the pitfalls of a secondhand aircraft acquisition and the hassle and uncertainties of the aircraft resale when the aerial operations are successfully achieved.

This has led ASI-Group to offer a new range of services to its customers and operators in need for a creative way to reach their goals without become the owners of new airborne assets.

Tailor-made mission aircraft rental and leasing

ASI-Group, relying on its worldwide recognized experience in mission aircraft, now offers mission aircraft, individually suited to your mission (including mission sensors) for lease or rent. Furthermore, ASI-

Group may provide the necessary crews and mission operators needed.

This solution differs completely from what is offered currently on the market. While it is easy to find a dry or wet lease for the standard configuration of an aircraft, the lessor usually frowns at short lease periods and any modification to the airframe or its equipment.

Multirole mission configurations

ASI-Group offers the lease of multi-role mission configured aircraft to its customers. This includes all the

mission sensors (cartography, image or video acquisition, stabilized optronic turrets, radar, LIDAR sensors and real-time air-to-ground data transmission systems). ASI-Group, as one of the worldwide leading mission aircraft specialists, may even create a specific configuration, depending on your specific requirements.

Hassle-Free Operations

Many governmental agencies or private companies are not aeronautical specialists but are still in the need of airborne systems to fulfill their needs. Operating an aircraft, even for a limited period requires managing the many aspects of the aircraft maintenance, crew management and flight operations planning. ASI-Group provides a turnkey solution, including local scheduled maintenance and aircrew where and when needed. For those with integrated flight operations department, it equates to benefiting from a new aircraft and sensors dedicated to the mission, but without all the trouble of the asset ownership.

Financial Benefits

Being able to operate a mission equipped aircraft without owning all the assets (aircraft plus mission sensors) makes a lot of sense when the missions planned occur on a finite schedule. Capital acquisition costs are avoided, scheduled maintenance, insurance, and other direct operating costs are included in a pre-agreed lease or rental contract. This ensures that you can execute the missions in a timely fashion, on a fixed budget, and on time.

For more information: contact@asi-group.fr

