



Young Turk aims to become leader in global MRO – myTECHNIC profile

Turkey, a country that bridges Europe and Asia, is valued for its cultural and historical significance, but few would ever herald it as an MRO hub. However, that may change if Yavuz Cizmeci, chairman of new Turkish MRO myTECHNIC, realises his vision.

“Turkey and Turkish aviation are one of the few bright spots in the aviation industry today and we are proud to be a part of it on behalf of our industry and our country,” declared Yavuz Cizmeci, chairman of myTECHNIC, at the formal opening of the facility in September 2008. The Turkish aviation sector has undergone significant changes in the past three years, among them the privatisation of Sabiha Gokcen International Airport (SAW), where myTECHNIC is located. Such modernisation projects have allowed Turkey to compete more aggressively in aviation markets.

The start-up was founded by the major shareholders of Turkey’s ACT Airlines: Yavuz Cizmeci, Daglar Cizmeci, Cankut Bagana (also

owner of Onur Air), and US-based HBK Investments. The investors have envisioned it as the leading maintenance provider in the region, serving domestic and international clients in the CIS, Europe, the Middle East and North Africa. Yavuz Cizmeci has been working in maintenance and flight operations for the last quarter of a century and believes there is a golden opportunity for a new MRO in Turkey. He expands: “Looking at the increase of the air traffic and increase in the number of airlines and aircraft, we see that in this region there is a MRO market for \$13bn. And we wanted to take a small portion of that.”

With an initial investment of \$80m, the 60,000m², myTECHNIC facility currently employs 300 staff at SAW, on the Asian side



In the next five years, myTECHNIC aims to employ over 1,000 people, performing more than 300 C checks and around 50 engine overhauls annually.

“And in countries like Turkey, as long as you have enough skilled and licensed manpower, you are working at a big advantage.”
— Yavuz Cizmeci, chairman of myTECHNIC

of Istanbul. The company received its line maintenance certification last April and was recently approved by the Turkish Civil Aviation Authority (DGCA) to perform base/heavy maintenance (C and D checks, as well as major modifications) on MD-80 series, A300 and 737 Classic aircraft registered in Turkey and the EU. The certification also enables the overhaul of CF6-series engines. This approval was first time that the DGCA has issued a joint DGCA/EASA certification. Further maintenance capabilities for additional aircraft types will grow to meet customer demand and are set to include: the A320-family, A310, A300-600, 737NG, 757, 767 aircraft and JT8D engines as well as component maintenance.

myTECHNIC wants to focus on its core competencies and to this end has outsourced its engine material requirements. In July 2008 it signed a three-year material support agreement with US-based Kellstrom Industries. This agreement covers all new and overhauled, consumable, expendable and rotatable parts, used by the Turkish MRO during the repair and overhaul of CF6-50 and JT8D-200 series aircraft engines.

In terms of clients, Cizmeci notes the company already has a captive market with the local shareholder airlines — ACT Airlines and Onur Air between them flying

over 30 aircraft. Other clients include Turkey’s Pegasus Airlines and Best Air. “I must say almost every airline in Turkey is a potential or actual customer because of the lack of capacity in Turkey,” he comments.

First lean greenfield MRO

Before any ground was broken at the facility, the board determined that it would be the world’s “first lean greenfield MRO”. Cizmeci explains this means that the company took a lean approach from the ‘grassroots’. “As far as we know, there is no other MRO in the world, who has the lean from the Greenfield, from the very beginning.” Lean principles are infused into every aspect: from the design and layout of the facility, to the organisational structure and throughout the operation. From the start myTECHNIC’s staff has worked in tandem with UNIDA, a HR consulting firm and Oliver Wyman Consulting, a leading consulting firm with expertise in both aviation and lean enterprise.

Made famous worldwide by Toyota, lean cuts costs by eliminating waste. The documented results of incorporating lean include shorter turnaround times, efficiency in operational costs, improved management

effectiveness and workplace organisation, continuous improvement and an enterprise shaped around what the customer wants. This emphasis on client values has earned lean the reputation of being a customer-centric approach, delivering the best service and value for money without sacrificing quality.

Current MRO market

Cizmeci anticipates that the recent credit crunch will affect the aviation market, but he points out that the amount of aircraft in the world is increasing and that according to the prognostics of Boeing and Airbus, numbers are set to double in the next decade. He believes myTECHNIC will fulfil a demand for MRO — “We are going to need more MRO capacity generally. Looking at our region, the total number of MROs is not sufficient enough.”

Of course there are several leading MRO companies operating in Europe and the US, but Cizmeci believes they are hindered by the cost of manpower. He says that tools are generally available, but that manpower is expensive — “And in countries like Turkey, as long as you have enough skilled and licensed manpower, you are working at a big advantage.”

He acknowledges that myTECHNIC will not be immune to the global financial meltdown. “We have to see what will be the effect of this turmoil in the aviation industry. Will people continue flying as much as they have in the last years?” Another challenge will be to continue to operate with sufficient skills and manpower. “In maintenance and overhaul, what you are looking for is quality and efficiency which will bring flight safety on one side and profitability on the other. For this, you need to have experienced skilled manpower and experienced management.”

myTECHNIC is in a fortunate position with respect to manpower. Starting from top management, the company has a number of experienced people, including ex-members of the old management of Turkish Airlines and its MRO company. Turkey also has a pool of experienced skilled technicians who have been working in the industry for decades. In the last five years three Turkish universities and some technical high schools have begun teaching civil aviation. Cizmeci says: “There are young people being educated on the technical side of civil aviation. We are approaching them hand-in-hand with the universities and high schools and getting most of the graduates to our facility. We

will train them theoretically and practically for the future.”

Vision

In the last quarter of 2008, myTECHNIC aims to conduct about 20 aircraft C checks and five engine overhauls. In 2009 it aims to conduct 80 C checks and 30 engine overhauls. And in the next five years, this facility aims to be working in three shifts with over 1,000 people, with more than 300 C checks and around 50 engines overhaul annually. Five years is a long time, but as Cizmeci says: “Everything can happen in five years.” ■



HOW TO LIVE A LONGER LIFE IN THE AMERICAS.

The healthier an engine, the longer it stays on wing. Snecma America Engine Services' CFM56™ OEM shop in Mexico is now open. Our new health and fitness centre is part of our worldwide network dedicated to lowering operating costs and improving the well-being of your CFM56 engines. Our global rapid response specialists are strategically located to take care of your engines speedily and effectively. For the ultimate in engine healthcare, visit www.snecma-services.com

Snecma Services.
For a longer life.™

