



THE NEWSLETTER

THE LATEST NEWS ABOUT THE LATÉCOÈRE TEAMS AND THEIR COLLECTIVE ACHIEVEMENTS.

ACJ AIRSTAIRS: REINDUSTRIALISATION UNDERWAY

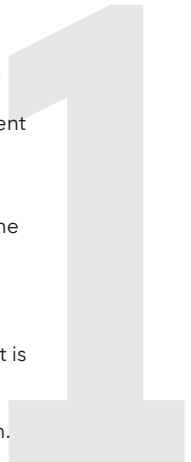
NOVEMBER 2020

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Can you tell us about the product?

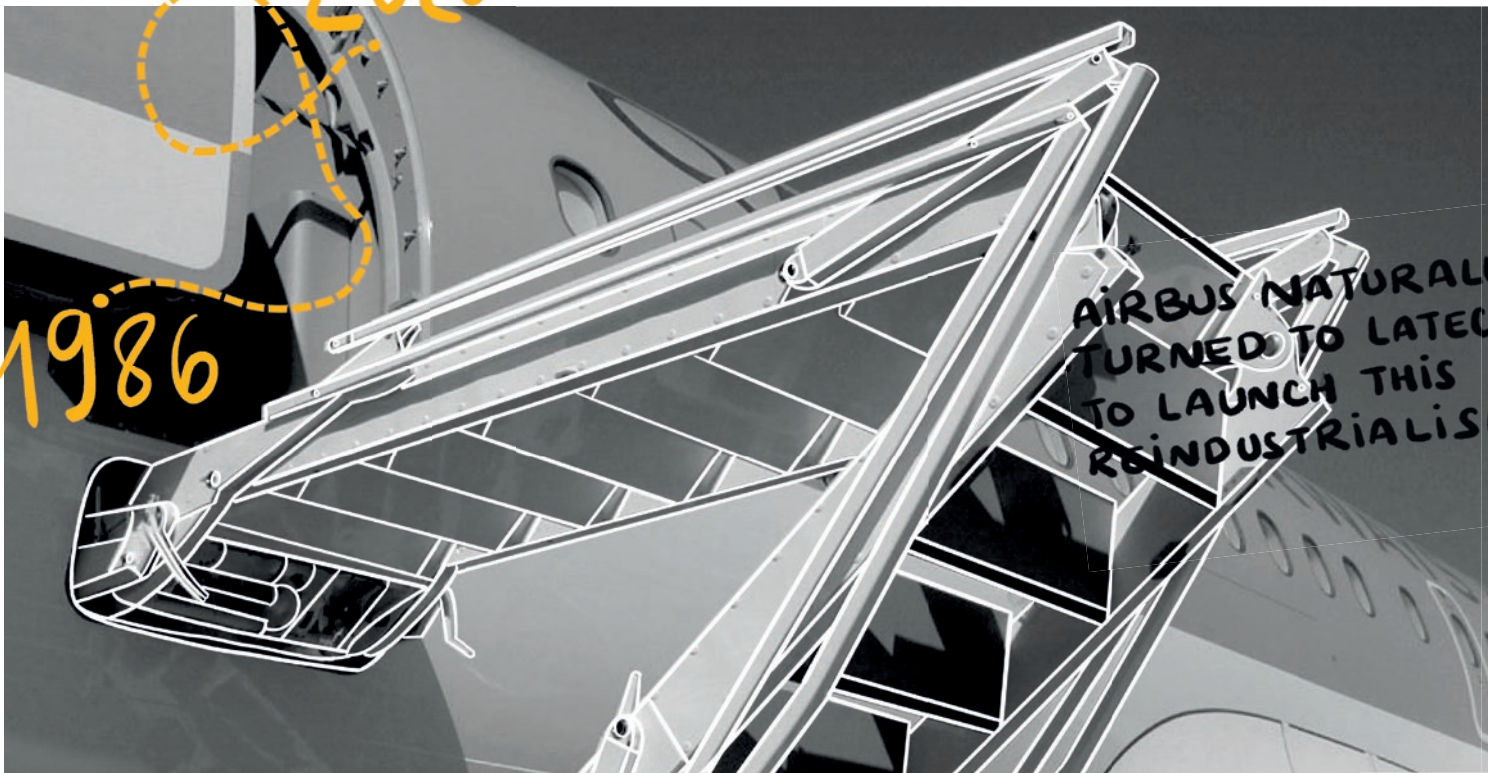
The product is the passenger airstair on the Airbus Corporate Jet (ACJ) VIP version of the A319/A320. The aircraft manufacturer presents this model as the most modern and complete family of corporate jets in the world, offering customers the greatest choice of customisable and spacious cabins, and thereby providing them with unique flying experiences. We are proud to revive this programme, especially since, according to Airbus, this sector of business aviation remains relatively less affected by the current crisis than commercial aviation. The electromechanical airstair involved here is around 4 metres tall, with the mobile part weighing 127 kilos. Built into the aircraft, the stairs fold and stow in the baggage hold, under the door. This is a series-produced piece of equipment, which means that it is present on all the models in this family of aircraft. The added value of this equipment is a definite increase in autonomy in airports around the world where the aircraft may land. It offers greater freedom of operation.

Airbus recently selected the **Aerostructures branch** to lead the project to reindustrialise the airstairs on the Airbus Corporate Jet (ACJ) A320, an XXL business jet. Programme manager Rémy Despas, based at the Toulouse Périole site, tells us more about the project and the race against the clock that has begun to bring it to fruition.



2020

1986



AIRBUS NATURALLY
TURNED TO LATECOERE
TO LAUNCH THIS
REINDUSTRIALISATION

A320

What is the history behind this programme?

The adventure began in 1986 with Latécoère developing the equipment, which was completed in 1988. It was a particularly successful design for the time. Latécoère was responsible for manufacturing it for several years before it was outsourced to other subcontractors. The last supplier to have produced it was Gardner Aerospace (formerly MAZ'AIR) up until 2015. Airbus then halted production, since it already had enough stock in relation to the orders being placed at the time. Between 2015 and 2019, Latécoère had to make some changes to certain airstairs to adapt them to the ACJ320neo version. In 2019, Airbus expressed that it wanted to start up production again following new orders for the ACJ320 and therefore, naturally, turned to us to launch this reindustrialisation project. After numerous discussions with the aircraft manufacturer, and despite the difficult circumstances caused by the health crisis, we succeeded in reaching a trade agreement this June.

"THE MAIN CHALLENGE IS TO ENSURE ON-TIME DELIVERY AND PROGRAMME PROFITABILITY."

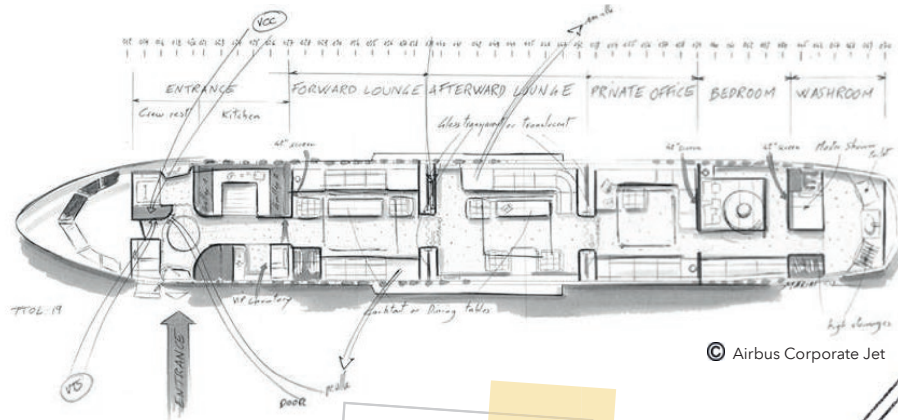
What makes this reindustrialisation project a challenge?

The project is particularly ambitious, since the client would like the first delivery less than a year after the trade agreement was signed. It's a real challenge. In particular, we had to update the definition of the airstairs in order to optimize production, operation and maintenance. Airbus is also asking us to make some changes to make it more robust and to apply minor customisations. For example, lighting will be provided by LED spotlights, an ACJ logo will be added and a handle will be reinforced. So many small improvements that will improve the overall product performance. Finally, the main challenge for us is to ensure on-time delivery and programme profitability: this is a leitmotif for the Aerostructures branch and a matter of sustainability.

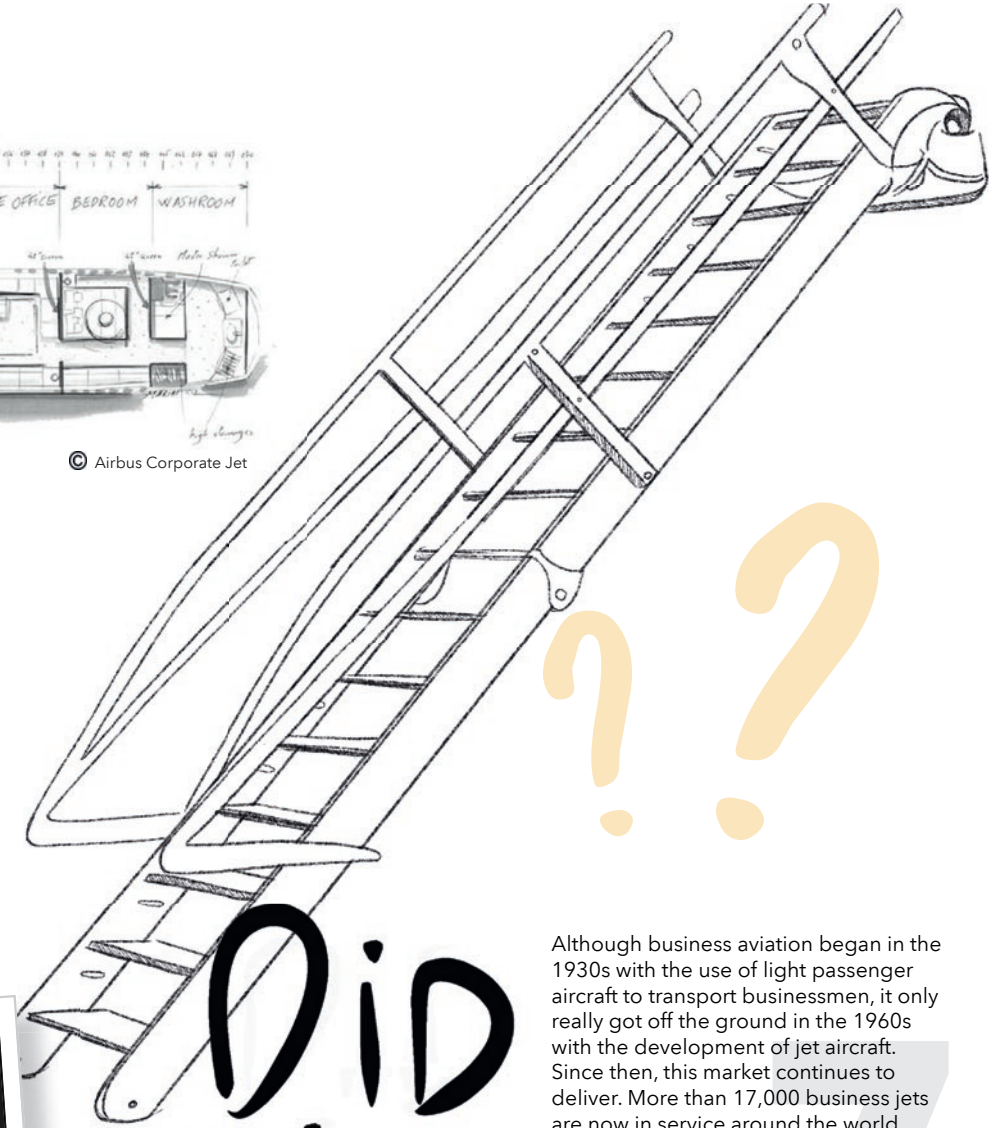
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Which teams are involved?

Internally, all of the Group departments are being called upon to pull off this reindustrialisation project. It is important to remember that we're working at a very low production rate: 8 per year at start-up, before reaching a cruising speed of between 3 and 6 airstairs from 2023. We have therefore finetuned our strategy with regard to both purchasing and production. The approved Make or Buy strategy is gearing us up for a predominantly in-house production of this equipment, up to 70%. As far as production is concerned, we are counting on the synergy of our sites, since some of the elementary parts will be produced at the Toulouse-Montredon plant, others in Prague, and final assembly will be done in Gimont. It is also an inter-branch project since the Equipment & Systems BU, with the support of Interconnection Systems, will be involved in producing the electrical parts of the stairs. This cross-functional project is very stimulating, and each and every one is striving to see it through in the best possible conditions.



© Airbus Corporate Jet



A CROSS-FUNCTIONAL TEAM



R. DESPAS
PROGRAMME MANAGER



K. SCHMITT
PROJECT LEADER
AIRBUS CORPORATE JET



M. MORANVILLE
POURCHASING DEPARTMENT



C. COLIN
PROGRAMME BUYER



M. MANGEMATIN
MANUFACTURING ENGINEERING

3 TO 6 AIRSTAIRS PER YEAR FROM 2023

25 FULL-TIME EQUIVALENTS CURRENTLY MOBILIZED

Did you know

Although business aviation began in the 1930s with the use of light passenger aircraft to transport businessmen, it only really got off the ground in the 1960s with the development of jet aircraft. Since then, this market continues to deliver. More than 17,000 business jets are now in service around the world. While the United States still accounts for almost two thirds of the fleet, European and Middle Eastern countries, China, South America, Russia and India have seen growth levels in the double digits over the last 10 years. The sector brings together industrial groups as well as operators, the maintenance world and airport services. There is a 1 to 10 ratio of airports accessible to airliners to sites that can be used by corporate aircraft.

BRIEF OVERVIEW



As part of the backourcing of painting/sealing services at the Gimont site, six employees have begun professional retraining in painting and sealing. On the agenda: theoretical training, practice in the field and qualification expected in April 2021! Good luck to them!

#RETRAINING



#PROGRAMME

And it's a wrap for the C7S programme supplying cargo doors for Bombardier CRJ700, CRJ700, CRJ900, and CRJ1000 aircraft. Design & Build programme signed in 1998, the last door produced has the LE serial number 1496 and was shipped from Hermosillo, Mexico, at the end of October. Congratulations to all the teams in France and Mexico who contributed to this fantastic programme.

The Jacarei plant in Brazil ran a special campaign to mark an entire year without any accidents. This original campaign honours employees' children, because protecting ourselves at work also means protecting our families!



#SAFETY FIRST



#IT

The last step in the move of the Toulouse-Pérolle data center is complete! The virtual servers are now hosted between the Labège and Fullsave datacenters.

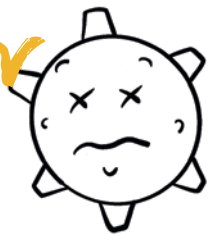


#DIVERSIFICATION



Production of harnesses for CAE Air1 ventilators is continuing at the Laval (Canada) and Hermosillo (Mexico) sites at a very sustained rate to meet needs. Objective in November: 1,000 ventilators per week!

#PREVENTION



As Covid-19 continues to hit and new lockdowns are declared, such as in France, prevention efforts are now more necessary than ever. Let's make sure we apply prevention measures in all circumstances!

MEET



CHAIMAA SABROU,
Process Trainer,
Interconnection Systems,
Had Soualem, Maroc.

TRAINING

FIRST STEPS

PROMOTION

TRANSMISSION

I graduated as a 'mechanical manufacturing' technician in 2015, before obtaining my first professional experience at Crouzet, a company specialising in the production of boilers. I joined Latécoère in Casablanca in February 2016, as a wiring operator.

On a daily basis, I was in charge of wiring operations on products (crimping, self-soldering, routing of structural racks) and I also carried out tutoring assignments as a product trainer.

After seeing an internal job opening, I went through a very thorough selection process, at the end of which I was promoted to process trainer in March 2020. I am very proud of this progression. Today, my main role is training operators in all the skill codes related to the product.

Passing on my know-how to new recruits and long-serving employees is the most rewarding part of my job. I like to assist my colleagues in learning new skills. I count myself lucky to be able to pass on what was passed on to me when I arrived!

This internal newsletter is "homemade" with and for the teams that work at Latécoère. Why not get involved in the next issue, just send your ideas and photos to

LatecoereGroupCommunication@latecoere.aero

