



## The shortest route to A320 cost reductions

Covering Europe, Africa and the Middle East, Aerotechnic Industries (ATI) boasts state-of-the-art A320 maintenance infrastructure. ATI is a 50/50 joint venture between Air France Industries (AFI) and Royal Air Maroc (RAM) and is the outcome of 30 years' unwavering partnership. The two airlines have now decided to pool their long experience with medium-haul fleets as an airline-MRO.

### Local proximity and competitiveness

Initially, ATI is to operate out of RAM facilities at Casablanca's Mohamed V airport in Morocco, and provides A320 overhaul services from C-Check to D-Check (within a year).

Its outstanding location makes it an ideal partner for A320 fleets operating in Europe, Africa and the Middle East.

Headquartered near the main bases of many leading airlines, ATI offers them an opportunity to optimize their A320 maintenance costs while simultaneously benefiting from top-quality EASA Part 145-certified services.

Set up in February 2010, and working with its first customer, Atlas Blue, ATI will be the privileged partner of airlines seeking long-term support for their A320 fleets as well as more intermittent requirements.

### Flexibility and responsiveness

ATI can handle around 50 checks a year and rapidly adapts to customer needs, where necessary calling in the MRO capabilities of its two nearby parent airlines.

Casablanca Airport is now a full-blown hub connecting Africa to the rest of the world, notably via ten flights daily to Paris, which means that ATI benefits from an unbroken supply chain guaranteeing unrivalled short TATs.

ATI also has plans to double capacity in 2011 to keep place with the forecast expansion of A320 fleets in the region.



“Air France Industries and the Royal Air Maroc Maintenance Centre have nurtured privileged relations for over ten years. This joint-venture will create a leading regional aircraft maintenance player and the synergies between the two parties will allow us to provide our customers with competitive products and services.”

Driss Benhima, Chairman and CEO,  
Royal Air Maroc Group

“We are convinced that our existing customers as well as the additional customers operating A320s will derive considerable benefit worldwide from the proximity of a new structure as they develop closer ties and increased opportunities with us.

Alain Bassil, President,  
Air France Industries

## Reasons for choosing ATI

- The combined skills and experience of AFI KLM E&M and RAM as MRO operators for narrow-body fleets.
- Its proximity to the main bases of many airlines in Europe, Africa and the Middle East.
- Competitive prices.
- A strong commitment to customers.
- Industrial processes supported by state-of-the-art information systems, including SAP.
- Privileged access to the maintenance services offered by AFI KLM E&M and RAM, from engineering, logistics and AOG services, 24/7 on-wing support, NDT inspections, cabin design, to customized components, engines or nacelles support.

## CONTACTS

Dominique Le Plat  
CEO, Aerotechnic Industries  
Tel. France: +33 (0)6 60 18 30 80  
Tel. Morocco: +212 66 16 85 344  
Fax: +212 52 25 39 733  
Mail: [doleplat@airfrance.fr](mailto:doleplat@airfrance.fr)

Fouad Benbrahim  
Regional Sales Director, AFI KLM E&M  
Tel: +33 (0)1 49 34 85 70  
Fax: +33 (0)1 49 34 89 31  
Mail: [fobenbrahim@airfrance.fr](mailto:fobenbrahim@airfrance.fr)