MTU MAINTENANCE CANADA LOOKS BACK AT SUCCESSFUL ACCESSORY REPAIR RAMP-UP

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Three years after the opening of the Accessory Repair Center (A.R.C.), MTU Maintenance Canada, is satisfied with the development of its business for accessory repair and Line Replaceable Unit (LRU) management. The company, an affiliate of one of the world's leading engine mainte-nance providers, has managed to increase revenues by 48 percent to 40 million US dollars since 2012 and has won a number of new customers. In 2015 alone, MTU Maintenance Canada signed several long-term contracts at a total value of 26 million US dollars.

"MTU Maintenance Canada's accessory business is on a very good track, and we are confident that we will achieve our goal for 2020", said Dan Watson, Chief Com-mercial Officer at MTU Maintenance Canada. "We expect our revenues to increase around 50 percent in the next five years. While we continue to support the MTU's network of engine MRO facilities, the growth is also a result of our successful development of component repair capability and supply chain tools for airlines around the globe."

Accessories and LRUs include parts that do not directly form part of the core engine, but are necessary to sustain its operation. As a one-stop shop provider, they are be-coming increasingly

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important in MTU Maintenance Canada's services portfolio. The A.R.C. was founded in a move to offer customers a broader range of MRO services under MTU's Total Engine Care (TEC®) concept. With the aim to lower the operating costs of its customers, the facility, co-located with MTU Maintenance's engine MRO location at the Vancouver International Airport, offers a wide range of internal accessory repair capabilities that can be accessed directly.

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