

Tech Ops signs deals to grow its APU business

Tech Ops has signed two deals that will see the Christchurch base's Components team double its auxiliary power unit overhaul business.

Tech Ops currently overhauls around 40 engines a year – the GTCP85s fitted to Air New Zealand's own B737 classics and the GTCP331s predominantly for external customers.

Tech Ops has formed a regional alliance with Hamilton Sundstrand to add support for the APS3200 APUs that power our incoming A320 fleet. In addition the existing contract with APU overhaul specialists Chase Aerospace has also been extended to provide GTCP131 overhaul capabilities at Tech Ops' APU facility in Christchurch.

Chase already provides GTCP85 and 36 overhaul capability at its 15,000 square foot facility in Orlando, Florida. Its association with Air New Zealand means it can now market a 131 engine capability through Tech Ops' Christchurch APU team.

General Manager Commercial and Business Development Trevor Hughes says these new deals position the APU business to provide key support to our airline and also provide good growth opportunities for our APU business in the future. Trevor says being sited strategically alongside the Christchurch Engine Centre gives both businesses mutual support.

The 131 engine is fitted to both A320/321 and B737NG aircraft which will be the mainstay of most narrowbody fleets for the next 10 to 20 years.

The new agreement, signed by Trevor and Chase's General Manager Ian Thomas in Auckland recently, is an extension of the existing relationship which already sees Chase marketing Tech Ops' GTCP331 overhaul capability – the APUs fitted to Boeing 757/767s.

Ian says Chase Aerospace and Air New Zealand can both be confident of the success of the new agreement, based on four years' experience working together on the B757/B767 APUs.

"This new agreement will take us into new markets with exciting prospects for growth," says Ian.

Materials Services Manager Brent Foote says one of his key goals in 2011 is to work with Tim and the Christchurch team

to really grow this APU business.

"This is an exciting opportunity and as the CHCEC has transferred its Dart engine work into the CHCEC JTD8 shop, the APU line has doubled its floor space to cater for growth in these new product lines."

See 'Christchurch Components builds tidy footprint'



Ian Thomas (left) and Trevor Hughes sign the APU agreement, in front of an appreciative audience, Materials Services manager Brent Foote and commercial manager Jim Campbell