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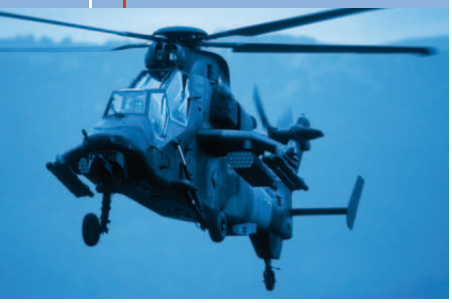
Newsletter Supplement

METRICS AEROSPACE

Trescal



MEETINGS

TRESCAL'S INVOLVEMENT IN THE AVIATION SECTOR ALSO RESULTS IN THE GROUP'S PARTICIPATION IN MAJOR AEROSPACE TRADE FAIRS AND AIR SHOWS.

In July, the Group's first participation in the Farnborough International Airshow was a success. Thanks to the aerobatics of the Trescal Starduster, piloted by Jean-Marc d'Hulst, the brand enjoyed high visibility. In France, Trescal is particularly proud to be present at every Paris International Airshow. See you from 17 to 23 June for the 2013 show.

To combine the pleasure of flying with conviliality, Trescal sponsors major airshows and organises events for its VIP customers. After Air Expo in Toulouse in May 2012, Trescal invited more than 150 of its customers and employees in France and Belgium to Lens-Bénifontaine on September 16.

TOGETHER

TRUST GIVES WINGS

"THE QUALITY OF SERVICE AND RESPONSIVENESS DEMONSTRATED BY TRESCAL WITH AIRBUS HAS CEMENTED A STRONG PARTNERSHIP WITH THE BROUGHTON PLANT."
JIMMY EVANS, DIRECTOR OF TEMS BUSINESS IN THE UK

In June 2011 Trescal won a five-year contract with Airbus UK. This contract covers two projects: the first is to maintain and check Air tools equipment for mechanical assembly, especially power screwdrivers, used in the Airbus factory in Broughton, North Wales. On site, Trescal also installed a laboratory to carry out the calibration of small sized tools. The second area covers the management of calibration of electrical and dimensional equipment which is performed in the Trescal laboratory in Manchester. "This first year has been a success" says Jimmy Evans, Director of Trescal Equipment Management Service (TEMS) in the United Kingdom. "Where our service agreement includes a calibration in less than 17 hours, almost 52% of operations are performed in less than four!"

Made even more confident by this experience, Airbus once again trusted Trescal in January 2012 for a new contract to provide controls for the wings of the A380 using laser technology. When the project was launched Trescal had ten employees dedicated to this activity. However, wanting to increase its production rate, Airbus became increasingly demanding. To meet their expectations Trescal hired six additional technicians. "The main challenge was to recruit and train new technicians very quickly, when we were already doubling our team on the first project", remembers Jimmy Evans. Indeed at Broughton, technicians had to perform measurements at every stage of assembly of the wings, which requires very specific knowledge. Upscaling was made possible thanks to the effectiveness of the training program set up by Trescal in Broughton. "With our technicians working 24 hours a day and 6 days a week, alongside Airbus employees, we were able to respond quickly to customer needs", says Jimmy Evans. Particularly proud of the responsiveness and flexibility demonstrated by teams faced with an extremely tight schedule, he hopes to continue to support the customer, including the construction of the A350, which is due to enter service in 2014.

EXPERTISE

RADIO-NAVIGATION
UNIQUE KNOW-HOW

Toulouse is a technology centre that is well known for its many aerospace industries. It is therefore no surprise that this is where Trescal has developed a very specific expertise in metrology: radio-navigation. This expertise consists of checking, adjusting and repairing navigational aid systems (radars, radios, etc.) as well as all electrical radio-navigation equipment including various types of specific modulation (VOR, ILS, TACAN, DME, IFF, etc.) which can locate aircrafts in flight.

This type of service requires special knowledge and tools. “Radio-navigation is unique in that it is absolutely necessary to have perfect knowledge of our customer’s sector”, says Pierre Serrano, Trescal referent to the French Directorate of Air Navigation Services (DSNA), “air safety standards are very important and our technicians must be highly skilled in order to fully master them”. For this reason, Trescal has developed a range of specific devices on its premises in Toulouse including all the onboard equipment found in an aircraft. “It’s as if we had a small aircraft in our laboratory”, laughs Pierre Serrano.

Trescal’s expertise in radio-navigation covers two types of activities. First, the Toulouse team works with OEMs and airlines. It verifies the measurement devices integrated into test benches for on-board equipment as well as very specific tools such as cases for track tests.

Trescal also has a team of technicians who verify the equipment used for the maintenance of on-ground radio-navigation facilities of all French airports. Unlike other countries, the French ground control rules forbid equipment being sent to the manufacturers. Trescal’s ability to send its technicians throughout mainland France and its overseas territories is essential to enable airports to never close down their equipment for more than four hours. The Trescal team goes to each site once a year and stays there for 10 to 15 days to verify the entire installation.

“We can be proud of this expertise over several brands, which is unique on the French market, as it is within the Trescal Group” concludes Pierre Serrano. Indeed, such specificity makes Trescal particularly credible to its various customers in the aerospace industry.

CHALLENGE

NORTH AFRICA
TRESCAL MOVES TO TUNIS

Since June 2012 Trescal has a laboratory operating on the African continent. Under its contract with Aerolia, the French leader in aerostructures, Trescal has opened a new laboratory in Tunisia in the M’ghira Aerospace Park south of Tunis.

It all began in 2009 when Trescal France won a call to tender that required assistance on the Aerolia sites in Méaulte and Saint-Nazaire in France and in... Tunis. Already operating in Morocco, Trescal seized this opportunity to strengthen its presence in North Africa by the setting up of a laboratory from scratch. “When I arrived in Tunisia, we had no premises, no employees, and in reality nobody to greet me at the airport, while we needed to start providing services to Aerolia very quickly”, recalls Jean-Luc Richard, Toulouse site Manager and Manager of this project.

Today Trescal’s Tunisian laboratory covers 300 m^2, employs one person full-time, Mr. Mohamed Rassaa, and already offers its expertise in the areas of dimensional, temperature, climate and electricity to meet Aerolia’s needs. Despite the political events of the winter and spring of 2011 in Tunisia, which have slowed down the installation, Jean-Luc Richard particularly applauds the work carried out for Aerolia and is preparing the commercial development of the site. “The site has been operational since June, some potential customers have started to use us, and we are poised to sign some new contracts.”

Now that Trescal is fully operational in the field, the new challenge of the first laboratory in Africa is to become fully autonomous. With this installation, born from just one contract, but already dealing with a large amount of equipment, Trescal is now able to open up to new markets. “We already have many contacts with customers in Algeria, Morocco and Libya, which reinforces our belief that this laboratory could eventually become a major calibration site in Africa”, concludes Jean-Luc Richard.

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