



# ARABIAN AEROSPACE

THE MAGAZINE FOR AEROSPACE PROFESSIONALS IN THE MIDDLE EAST, NORTH AFRICA AND TURKEY

[www.timesaerospace.aero](http://www.timesaerospace.aero)

## KEY TO THE KINGDOM

### BOEING STRENGTHENS ITS TIES WITH SAUDI ARABIA

PAGE 10



#### AIR TRANSPORT

Oman  
on a  
profit  
mission  
PAGE 24



#### DEFENCE

Pilot clocks  
up 5000  
hours in  
a Hornet  
PAGE 34



#### AIRPORTS

A world of  
difference  
in Abu  
Dhabi  
PAGE 38



# ▲ ALL IN A DAY

## Wasim Akhtar

Marcelle Nethersole talks to the director of engines for AJW Group.

### Can you tell me about AJW Group?

AJW Group is a world-leading, dynamic, privately-owned, and independent aviation company with headquarters based in Slinfold, West Sussex, England and state-of-the-art MRO facility, AJW Technique, located in Montreal, Canada. AJW Technique Europe, our centre-of-excellence for aircraft batteries is also based at our West Sussex facility. Transforming aviation efficiency for over 90 years, the Group's global presence extends to operational hubs and local offices across Africa, Asia Pacific, China, CIS, Europe, Latin America, Middle East, and North America.

AJW provides the commercial, business, and defence aerospace sectors with the most efficient and progressive end-to-end supply chain solutions for the provision and repair of components, warehousing, and logistical service and reduces costs, improves profitability, and supports the brand values, goals, and image of its customers.

We support more than 1,000 airlines across 100 countries.

### What engine work does it do in the Middle East?

AJW is a prominent player in the engine services sector, offering a comprehensive range of services tailored to various engine types. With a diverse clientele, we engage in engine leasing, exchanges, and outright purchases, catering to the specific needs of airlines, MROs, lessors, and traders.

One of the company's key strengths in the Middle East is our ability to provide timely and efficient responses to the demands of our customers. With a dedicated team based in AJW Türkiye, we ensure all enquiries and requirements from the Middle East region are addressed promptly and effectively.

### What challenges does the company face?

One significant challenge lies in complying with the diverse trace and condition standards enforced by different Middle Eastern authorities. These regulations can often be complex and subject to frequent updates, requiring meticulous attention to detail and adaptability.



IMAGE: AJW

### What is next in the pipeline for the company?

Our recent partnership with Lilium, a market leader in electric vertical take-off and landing (eVTOL) technology, marks a significant step towards driving positive change within the aviation sector. As the exclusive parts distributor for Lilium's eVTOL jets, we're not only embracing ground-breaking innovation, but also championing sustainability in aviation.

This strategic alliance exemplifies our belief in collaborative efforts to shape the future of aviation.

The company has recently undergone a comprehensive transformation of its logistics operations to meet evolving demands and enhance efficiency. The company aims to boost its logistics capacity by more than 50 per cent within two years through digital initiatives, including automated warehouse implementation.

### What does a typical day look like for you?

Each day brings new opportunities and challenges, ensuring no two days are ever alike.

One day, I might find myself immersed in the intricacies of an Airbus A320ceo project, and the next, I could be diving into the world of A350 spares or orchestrating the acquisition of a cutting-edge Boeing B787-9.

One moment, I might be providing crucial technical insights to support a colleague in closing a deal on an engine part, and the next, I could be at the forefront of a multimillion-dollar engine sales negotiation.

The different regions we operate in and the breadth of products we handle truly keep things exhilarating. With our in-house expertise and capabilities, we're equipped to tackle any challenge head-on, setting the standard for excellence in our field.

It's this constant drive to innovate and excel that fuels my passion for what I do every day.

### How is AJW working towards greener more sustainable skies?

Our dedication to sustainability runs deep within the core of our organisation. Embracing this ethos, we joined the United Nations Global Compact (UNGC) in 2023, solidifying our pledge to conduct business responsibly for the greater good. Rooted in collaboration and innovation, our mission revolves around reducing carbon emissions and working within the aviation sector towards a greener future.

At our eco-friendly headquarters, we've taken tangible steps like implementing rainwater harvesting systems and solar panels. Meanwhile, our facilities and operation teams tirelessly drive initiatives to further reduce our CO2 emissions.

One significant challenge lies in complying with the diverse trace and condition standards enforced by different Middle Eastern authorities.