

ENGINE ALLIANCE GP7200 NEWS



VOLUME 3 – ISSUE 3 – SEPTEMBER 2011

Contents

Engine Alliance Releases New Spare Parts Catalogue

The Engine Alliance is pleased to announce the release of the 2012 Engine Alliance Commercial Spare Parts Catalog, which becomes effective December 1, 2011.

New spare part orders for normal replenishment quantities received prior to December 1, 2011 with requested delivery dates prior to December 31, 2011 will be accepted at 2011 prices. All orders with requested delivery dates after December 31, 2011 or in excess to normal replenishment quantities will be delivered at prices contained in the 2012 catalog.

The Engine Alliance looks forward to 2012 as an opportunity to provide customers additional value by offering solutions to ensure the smooth success of service entry, expansion of existing fleets, and to lower customer's cost of ownership.

Should you have any questions related to these initiatives or the 2012 Catalog, please contact your Spares Customer Account Manager.

GP7200-Powered A380 Fleet Update

As of September 15, there are 25 GP7200-powered A380s in service.

Air France received its sixth A380 in June and Emirates is operating 15 GP7200-powered A380s. Korean Air entered service in June and has four aircraft in service.

Other GP7200 customers include Etihad Airways and Air Austral. The Engine Alliance expects to have 31 GP7200-powered A380s in service by the end of 2011.

New Sales & Marketing SVP



Sam Descoteaux

The Engine Alliance is pleased to introduce Sam Descoteaux as Senior Vice President, Sales & Marketing.

He replaces Bob Lavery, who returns to Pratt & Whitney in October.

Sam joined Pratt & Whitney in 1989 and has held positions in manufacturing and overhaul & repair operations, process engineering, aftermarket sales, customer service, and new engine sales.

From 2004 to 2008, Sam served as Customer Service Manager and President, United Technologies International Operations, Japan.

While based in Tokyo, Sam managed a technical and business support team for Pratt & Whitney and IAE products and services.

Since his return to the U.S., Sam has managed sales projects in the Philippines, Bangladesh, and Indonesia.

He holds a Bachelor of Science degree in Manufacturing Engineering from Boston University and an MBA from Rensselaer Polytechnic Institute.

Sam holds four patents in repair development.

When he's not working he enjoys performance art, home improvement projects and spending time with his family.

Next Airline Working Group

The next Engine Alliance AWG will be held in Cancun, Mexico February 27 – March 2.

Engine Alliance
on Facebook

New Product
Line Manager

Fleet
Scorecard

Upcoming
Events

The Engine Alliance is a 50/50 joint venture of GE and Pratt & Whitney. Revenue sharing partners include MTU, Snecma and Techspace Aero.

Published by the Engine
Alliance

www.enginealliance.com



Engine Alliance Now on Facebook

Engine Alliance friends can now visit us on Facebook. The account went live this summer.

“There’s already been quite a bit of traffic on our Facebook page,” Marketing Director Steve Creevy said. “We’ve received ‘likes’ from people all around the world.”

A link to the application is featured on the Engine Alliance website at www.enginealliance.com.

Thanks to everyone who has visited!



Coming Soon!

New Product Line Manager



Shannon Winn

The Engine Alliance is pleased to introduce Shannon Winn as its new EA East Product Line Manager.

Shannon will provide overall Program and Product Line leadership of aftermarket services strategy & execution.

Shannon was chosen for this role due to her strong general management, aftermarket and technical experience, as well as her success in prior collaboration positions.

Shannon joined Pratt and Whitney in 1997 on the Aftermarket Engineering Development Program and progressed through several process engineering roles at MRO facilities in OK, TX and CT.

In 2004, she moved to IAE International Aero Engines where she was the Commercial Manager responsible for the Accessory and Nacelle suppliers. She then led the Nacelle Transfer on behalf of IAE coordinating the transfer of the quality, technical, aftermarket, operations and contracts functions from IAE to Airbus.

In her final role at IAE, Shannon served as Commercial Director for customer contracts in the Europe and Americas regions.

Shannon holds a bachelor's degree in Materials Science and Engineering from Lehigh University and an MBA from Indiana University.

In her free time, Shannon enjoys playing soccer and volleyball & spending time with her fiancé Steve, and their two rescue dogs, Dexter and Murphy.

GP7200 Fleet Scorecard

(As of August 31, 2011)

Engine Flight Hours (EFH)	573,620
High Time Engine (hours)	10,634
Engine Cycles	82,324
Monthly Aircraft Departures	1031
Average Flight Leg (hours)	6.4

Upcoming Events

The Engine Alliance will participate in the Seoul Air Show, October 18-22. Look for us in Hall C, on stand 23. We'll be located with member company Pratt & Whitney.

Friends can also visit the EA at the Dubai Air Show, November 13-17, in the East Hall, at stand E240.

EA Stand Goes Green



A visitor at the Paris Air Show reviews GP7200 specifications and benefits on the new EA kiosk. The Kiosk was introduced in 2011 to replace paper brochures and will be used at all future air shows.