

# AJW Group: 90 years of agility and efficiency

As AJW Group celebrates its 90th anniversary, we share more about its past, present and the future.

In 1932, AJW founder, Anthony James Walter, qualified as a pilot and took to the skies. His passion for flying saw the Piper Cub aircraft manufacturers giving him sole distribution rights in Europe. He had a dream, and 90 years on, his vision is still going strong.

AJW Group celebrates its 90th anniversary in 2022. Nine decades in the aviation industry, filled with memorable moments and achievements that would make its founder proud.

Although AJW is a very different company now, it still prides itself on the personal touch and agility that Jim Walters showed all those years ago. Having started the business based at Gatwick Airport when it was nothing but a grass strip without a paved surface in sight, AJW HQ opened its purpose-built warehouse and campus-style office space in Slinfold, UK, in 2012. This year also marked the launch of AJW Technique in Montreal, moving the group into the maintenance, repair, and overhaul (MRO) space, further enhancing its role in the supply chain.

Most recently, it has launched AJW Technique Europe, AJW Türkiye, and AJW Remarketing, highlighting the growth and expansion of the group amidst the challenges brought about by the global pandemic. This is a testament to the group's continued commitment to transforming aviation efficiency.

## Continued expansion

Situated close to London Gatwick Airport, their shiny new battery MRO facility, AJW Technique Europe, is experiencing an upturn in the number of units coming in for routine inspection and test, about 20 per cent up on last year. As the winter maintenance schedules continue, they expect further uplift.

Frankie McKeown, Production Manager, AJW Technique Europe, said: "We are laser focussed on expansion right now, with the primary aim being to deliver improved cost and reliability efficiencies for customers. We continue to power this expansion by forming new connections, fortifying existing relationships, and leveraging our agility as a large independent integrator. The short-to-medium-term plan is to build out our European MRO hub's capabilities using AJW Technique in Montreal as a template."

With the growth of their services across Europe and the globe, AJW Technique Interiors signed a 10-year partnership agreement with Autostop Aviation, designers of SkyLeather®, the innovative, cost-effective, lightweight, eco-friendly synthetic leather. SkyLeather® is transforming aircraft cabin refresh and interior refurbishment by reducing shipping and manufacturing costs for the operator and is leading the way for sustainability. The partnership with the largest seat cover manufacturing facility in Europe allows the group to offer this world-class product to their global customer base at an unparalleled price per linear metre, with all design development and manufacturing undertaken onsite. This gives airlines a practical nose-to-tail interiors solution extending AJW's tried and tested supply chain, fulfilment, and MRO service.

## Bespoke solutions

The disruptions caused by the global pandemic have necessitated businesses to take a closer look at their bottom line. AJW Group believes in working with partners that understand their business and exchange reciprocal work based on core competencies. The group's leasing team continues to offer high-quality engines with practical lease

and support conditions to ensure minimum disruption and downtime for client aircraft. Customers rely on AJW as a reliable buyer for engines nearing the next overhaul or the end of economically useful life.

With over 90 years of industry-leading nose-to-tail experience in aircraft maintenance, operating costs, and technical knowledge of the complete life cycle of an aircraft, AJW is a proven expert in evaluating assets. Their global network, extensive industry insight, and a team of highly experienced aircraft remarketing specialists negotiate the best possible solution to maximise client asset value.

## Eyes on the centenary

In keeping with their agile approach to business, their prime objective is to deliver improved customer cost and reliability and to strive for optimum efficiency and profitability while keeping their customers at the core of everything they do. Digital is very much a part of AJW's core strategy to create value for the business and its customers. Its digital roadmap reflects industry trends, and they are integrating solutions that are capturing tribal knowledge and facilitating the training of new hires, especially as the industry faces growing concerns about retirement, skill gaps, and recruitment difficulties. AJW Group's e-marketplace presence continues to grow with new features to their customer portal and AJW eventory marketplace.

"We have come such a long way in 90 years, and our focus has shifted to the next ten, where we will be at our centenary. We have strong foundations and ambitions that will keep AJW progressing for decades to come," says Christopher Whiteside, Chairman. ■

## Complex MRO vendor network?

We are your one stop shop for repair excellence

AJW®  
90 YEARS  
1932 - 2022

AJW TECHNIQUE  
10 YEARS  
2012 - 2022

AJW Group is the world-leading, independent, parts, repair, lease, engine, flight hour programme and supply chain solution integrator, transforming efficiency in commercial, business and defence aviation.

With hubs and offices on every continent - including AJW Technique, a state-of-the-art component MRO facility in Montreal - nose to tail, we have you covered.

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