

CABIN

Perfecting the passenger experience

Management



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V I E W P O I N T



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The industry continues to experience challenges within the supply chain, which has led companies to reorganise themselves for the prospect of fluctuating aviation-related volumes. AJW Technique Interiors faces sourcing challenges for products such as backing materials, fire blockers and adhesives for cabin interiors.

These materials are in huge demand; subsequently, this is delaying the aftermarket and service delivery for all involved, from OEMs to airlines and third parties. Many forces are acting together and disrupting logistics. We are making strategic decisions about a simpler and more nimble supply chain so that we can continue to offer our customers the service and efficiency they expect. AJW

Batteries however has seen an upturn in productivity due to units coming in for routine inspection and this is only going to increase as airlines focus on their winter maintenance schedules.

During the pandemic, airlines pushed their limited resources into maintaining the airworthiness of their aircraft. They are now, however, focusing on cabin interior upgrades. The travel industry is on the road to recovery and passenger comfort and experience are now getting attention. As such, AJW Technique Interiors is seeing an increased demand for its various interior products as the industry smartens up its aircraft.

Within all sectors of our business, AJW is driving toward recovery and is optimistic that we will reach pre-pandemic levels as we learn to adapt to the changing industry. We remain committed to offering service excellence and our MRO division has adopted various digital transformation strategies to not only strengthen our service delivery but to move toward a more sustainable way of operating.

Businesses within the aerospace industry need to move with the times and adopt innovative technology if they want to survive. We have gone back to

first principles in many respects, to gain perspective and to focus on what it is that drives the business, but we also need to work within the framework of a changing world.

Seeing a need in the market, AJW has launched its aircraft remarketing services. The team of specialists is meeting the challenging needs of aircraft operators, investors, owners and insolvency practitioners by offering solutions to maximise their assets' potential value. The leasing team also offers high quality engines with practical leasing solutions and support to minimise disruption and downtime for client aircraft. We are excited to see these programmes grow as we remain focused on transforming aviation efficiency through our agile approach to business.

After two years of travel restrictions, competition among airlines is tangible. People are travel hungry, but they are also facing the looming economic recession, which means they are looking at cheaper options when booking their holidays. This means airlines need to impress their passenger base, but must still consider their bottom line. Many of these airlines are still recovering and replacing their fleet is not an option, so cabin refurbishment is the cheaper option. So yes, operators are keen to catch up on their interior maintenance and AJW Interiors is eagerly accepting all proposal requests.



AJW is optimistic that it will reach pre-pandemic levels as it learns to adapt to change

1. AJW is aiming for a simpler, more nimble supply chain
2. AJW's SkyLeather seat coverings