



**EMBRAER 190**

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## Menlo keeps Embraer flying

Aircraft manufacturer Embraer is planning a US\$40m investment in the Asia Pacific region this year, which includes a spare parts distribution partnership with Menlo Worldwide, as it prepares to meet the growth in demand for its regional jets.

The company has 40 aircraft flying in the region, 29 of them in China, and a further 128 are in the order book.

"Embraer is aggressively expanding in Asia Pacific. A key component of our value proposition to customers is providing world-class logistics and service parts fulfillment," said Frederico Fleury Curado, executive VP, airline market.

After-sales service, comprising spare parts, total care packages and maintenance services, was worth \$250m a year, he revealed.

Menlo's logistics set-up gave Embraer a "safer and more solid architecture" which would ensure "proper planning and proper provisioning", he added. The company, which handles its own spare parts fulfilment in the US and Europe, is outsourcing for the first time.

Under the contract, Menlo has established a dedicated 24/7 operation at its hub in Singapore's Changi airport free trade zone from which it will provide warehousing, logistics, transportation management and technology services.

The facility will manage more than 20,000 SKUs of parts and supplies, offering three levels of response: regular (scheduled shipping dates); critical (ship within 24 hours); and aircraft on ground (ship within two hours of order).

In addition to its Singapore logistics operation, Menlo will provide back-up from Shanghai, Hong Kong and India.