

ABC International enters strategic partnership with Job Air Technic

This is a special feature from *PAX Tech's* [2022 Seating, IFE & Connectivity](#) issue, on [page 14](#).



Vladimír Stulančák, CEO & Chairman of the Board of Directors at Job Air Technic (left) shakes hands with Rodolfo Baldascino, Chief Commercial Officer at ABC International

To say the pandemic has put a strain on the supply chain is a proper understatement. In theory the pandemic is a great time to perform service updates and cabin redesign plans, but it is near to impossible for airlines to achieve these projects on the estimated timeline. It leads to delays in the facility schedules and airline operations.

“When we speak about EASA Part21J services and cabin interiors parts, it is becoming more and more frequent that airlines are stuck in complex sourcing processes while the aircraft is grounded for maintenance,” says Rodolfo Baldascino, Chief Commercial Officer at [ABC International](#). “The entire aviation supply chain is suffering from such an uncertain situation.”

To help reduce these issues, the company entered a strategic partnership with Czech Republic-based maintenance organization [Job Air Technic](#) in March. Together, the two companies offer a comprehensive package of services, including line and base maintenance tasks, cabin refurbishment and modification. Combining the skills of both, Job Air Technic and ABC International will be able to serve more customers with EASA Part21J engineering services and cabin interior products under one roof at Job Air Technic’s hangar at [Leoš Janáček Airport](#) in Ostrava, Czech Republic.

A fast turn-around and the least amount of customer involvement are the cornerstone of the strategic partnership, says Baldascino.

The ease of access to these complete services will avoid stressful and time-consuming coordination between external DOAs (Design Organizations Approvals) and Job Air Technic’s technical department. Also, the companies will together offer special rates to customers who access the integrated business model.

The customer can make the enquiry and select the necessary cabin modification products during preliminary talks with Job Air Technic and ahead of the maintenance check programs in Ostrava.

“Having the full process under control allows Job Air Technic to plan any activity in a timely manner and schedule our manpower activity in an efficient way,” said Vladimír Stulančák, CEO & Chairman of the Board of Directors at Job Air Technic. “It is extremely important to respect schedules and stay within the estimated times. A reliable planning of workforce is reflected in improved economic conditions to the customer. Having a direct channel with ABC International for both Part21J modification approval and manufacturing of cabin interior kits reduces stand-by times and delays.”

Baldascino says between the two companies, even unplanned “last second” requests will be dealt with in a timely manner.

“Planning is essential to meet the clients’ expectations. However, we are prepared for any unpredictable circumstances and are organized to support our customers with a problem-solving approach,” he explains. “ABC International has distinguished itself for the capability to cover any request in very limited time. This is an indisputable advantage in tailoring packages specific to our customers.”

The modification services will cover any conventional and unconventional cabin-related refurbishment needs, including engineering solutions to modify cabin configuration in compliance to the EASA standards. Such Part21J solutions include LOPA, PSU, EEL, livery scheme modification and relocation and installation of new monuments.

Cabin engineering modification packages can be completed by ABC International with the supply of the related interior kit. ABC International can convert requests into a ready-to-install cabin kits including but not limited to carpets, curtains, seat covers, partitions, movable class dividers, dog houses and much more.