

Business Jet *interiors* INTERNATIONAL

WWW.BUSINESSJETINTERIORSINTERNATIONAL.COM

JANUARY 2017



PLUS!
All the practical
information you need
on the current
crop of business
jet seats

SEAT ADVANCES

DISCOVER THE POTENTIAL OF MATERIALS
AND TECHNOLOGIES THAT COULD
MAKE SEATS LIGHTER AND SMARTER

ROYAL JET BBJs

Carbon fiber and metal composite replace wood veneer on two ultra-modern charter BBJs

RETROFIT IFEC

Specialists outline trends and challenges in the thriving IFEC upgrade market

SUPPLIER SHOWCASE

Top suppliers delve into today's biggest issues and share their predictions for 2017

MATERIAL WORLD

The flooring and soft furnishing options currently offered by Aerofloor are wide-ranging, but the company is always looking to add new lines and meet the industry's evolving needs

Extensive stock of multiple flooring and soft furnishing products fills a warehouse in Colchester, Essex, UK, ready for immediate dispatch to VIP and private aircraft owners, helicopter operators and commercial airlines. These clients count on Aerofloor whether they are only looking to recover a slightly worse-for-wear seat or need enough materials to carry out an entire interior refurbishment. From its base in Colchester, the company is well situated for swift access to Stansted, Gatwick and Heathrow airports. It is also close to two major sea ports – Harwich and Felixstowe.

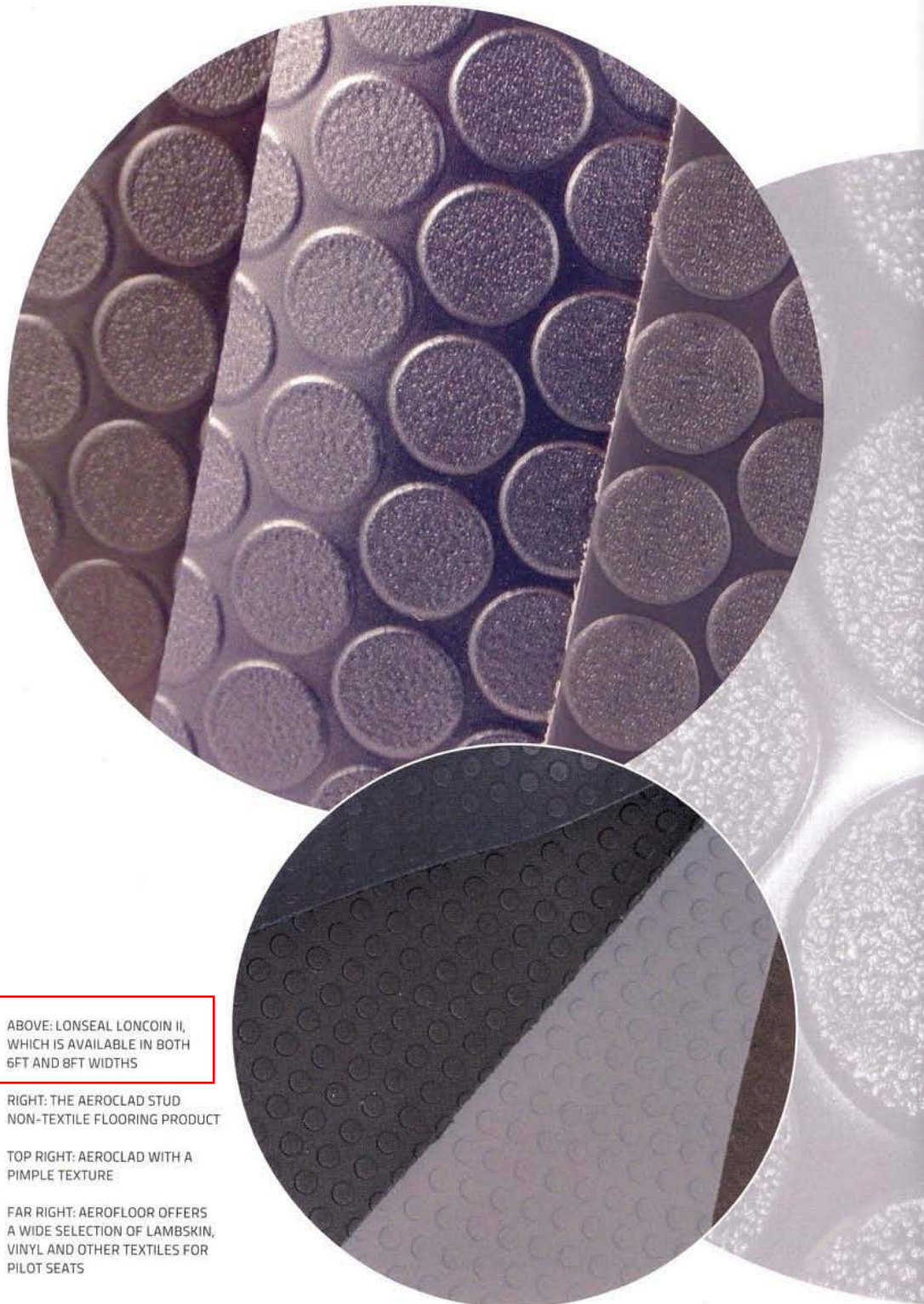
"Our customers appreciate our in-stock program, especially when they have an AOG requirement and cannot afford to incur expensive fees for aircraft delays waiting for goods to come in," explains David Welsh, managing director at Aerofloor. "We have never imposed large minimum order quantities on our customers and it has always been our objective to serve everyone in the aviation industry, regardless of the size of the company."

Aerofloor was founded in 1983 by husband and wife duo Clive and Linda Jones, and grew under their leadership. Following their retirement in 2013, the company was purchased by Welsh, who has more than 20 years' experience in the aviation industry.

NEW ADDITIONS

Aerofloor is committed to its existing product lines – which include Aeroclad and Lonseal Loncoin II flooring – but Welsh says it is also moving with the times and seeking new products to offer.

"The aviation industry is expected to grow by 4.6% every year for the next 20 years, indicating that there will be an array of exciting new products coming to



ABOVE: LONSEAL LONCOIN II, WHICH IS AVAILABLE IN BOTH 6FT AND 8FT WIDTHS

RIGHT: THE AEROCLAD STUD NON-TEXTILE FLOORING PRODUCT

TOP RIGHT: AEROCLAD WITH A PIMPLE TEXTURE

FAR RIGHT: AEROFLOOR OFFERS A WIDE SELECTION OF LAMBSKIN, VINYL AND OTHER TEXTILES FOR PILOT SEATS

Quality assurance

ISO 9001 certification is one of the highest standards for developing and maintaining quality management systems. Aerofloor has possessed this important certification for more than 10 years, and in December 2015, transitioned its certification to the UKAS-accredited company BSI, the first national standards body, which is dedicated to helping organizations to achieve exemplary standards.

Aerofloor has appointed a quality manager to ensure that the entire organization operates in accordance with the instructions detailed in its quality manual. "This demonstrates our commitment to quality assurance and customer satisfaction and shows that the high standards set out in our policies are continually monitored and met," says MD David Welsh.

Best-selling products range from VIP textiles to non-textile flooring and carpets

Along with the new carpet ranges, 2016 also saw Aerofloor establish an agreement to stock a selection of cleaning supplies from Frasers Aerospace. "In our eyes, Frasers Aerospace has really set the benchmark when it comes to innovative products," says Welsh. "In particular, its AEROfab product has generated a lot of positive buzz from our customers. It is a concentrated enzymatic preparation for breaking down protein-based deposits at source, and can be used on both fabrics and carpets. As demand grows we will expand the selection we have in stock for immediate dispatch."

SSJ100 PROGRAM

This busy year also saw the culmination of an exciting program, when Irish airline CityJet took delivery of three SSJ100 aircraft from SuperJet International, with flooring supplied by Aerofloor. The product has a small dot effect and is available in an 8ft width, enabling all the intended floor area to be covered in one

market," says Welsh. "We are committed to offering the very best to our customers as we evolve with these changes."

In 2016, Aerofloor launched three new carpet ranges aimed at the aircraft interior market, for which it received very positive feedback from its customers. The company can carry out flame retardancy treatment on all its new carpet ranges using a custom-built concertina spray booth at its premises.

Burn testing and certification

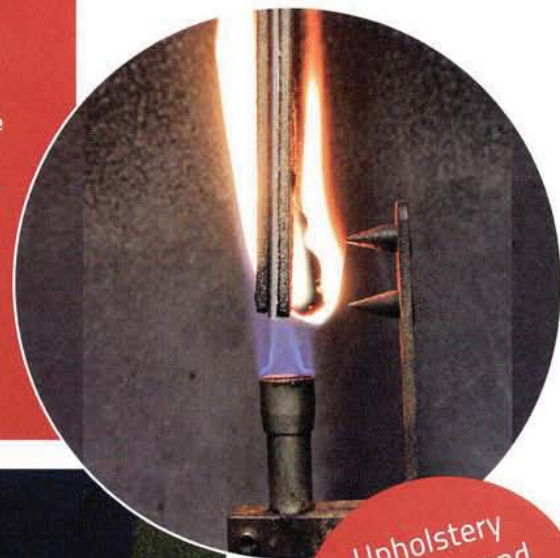
The majority of soft furnishings used in an aircraft have to undergo rigorous testing procedures to ensure that they comply with the strict guidelines of the governing aviation authority.

Aerofloor has its own on-site burn test laboratory, which has been built in accordance with the directives set out in the EASA.CS25 and FAR25 Large Aeroplanes manual. The lab is fully equipped and staffed by trained personnel who are experienced in both the 12- and 60-second vertical burn test.

"All equipment is maintained to very high standards, and is tested and serviced annually," notes David Welsh.

The company is also able to conduct testing on behalf of customers who provide samples, either of the material in its original state, or made up as a composition of how it will be used in the aircraft.

"To maintain our high standards of quality, all certifiable materials supplied by Aerofloor are tested in-house and are accompanied by a certificate of conformity and vertical burn test report," says Welsh.



ABOVE RIGHT: A SAMPLE UNDERGOING BURN TESTING

RIGHT: MANY AIRCRAFT CARPET OPTIONS ARE READILY AVAILABLE



Upholstery materials and specialized VIP cleaning products are also stocked

piece. Aerofloor was also involved in the design selection.

The company's management team regularly visits industry exhibitions to maintain relationships with customers and suppliers. "In today's society where communication is for the most part carried out electronically, we believe that it is equally important to preserve the humanistic element," says Welsh.

SPOTTING A NEED

The company is also dedicated to recognizing and reacting to the market's needs. For example, in 2013 Aerofloor saw a decline in the availability of popular sheepskins. "This opened an opportunity for research and development," comments Welsh. "We scoured the globe and found The Nugget Company, a family-run business in Texas, which produces high-quality lambskin. This enabled us to offer an alternative product to our customer. Feedback from customers and the number of repeat

orders received leads us to conclude that the hides offered by The Nugget Company far surpass that of our original product."

Another key issue for the industry is weight, which is why Aerofloor offers many non-textile flooring products – including Aeroclad and Lonseal Loncoin II – designed as lightweight alternatives to legacy products. "Both of these products are light and flexible and continue to be extremely popular," says Welsh.

Since the introduction of Aeroclad in the early 1990s, the product continues to be one of the company's main sellers and

Welsh says this shows no signs of slowing down. Meanwhile, the 8ft-wide version of the Lonseal Loncoin II tends to be favored by those operating single-aisle aircraft as it eliminates seams or joints. "Many aircraft undergoing retrofit have their cabin interiors replaced with eco-friendly alternatives such as these," says Welsh.

FREE READER INQUIRY SERVICE

To request more details from Aerofloor, visit www.ukipme.com/info/aimbj