



LJS AVIATION

Evacuation Slide Specialist



An essential part of your journey

www.ljs-aviation.com

WHO IS LJS AVIATION?

LJS is a global independent specialist in evacuation slides and component sales, exchanges and loans for commercial application including Boeing and Airbus, delivering effective economical solutions, just-in-time.

WE DELIVER:



Evacuation slide support



Strategic Procurement



Component sales, exchanges and loans



Asset Management



Repair Management



24/7 AOG Support

Quality and safety form the management principles of LJS. They are at the core of our foundation and guide our business focus and goals daily. LJS depends on its customers, and we strive to both meet and exceed their expectations through our accredited system of continuous improvement.



OUR DESIGN

WHAT WE DO

LJS Aviation is a global independent specialist in evacuation slides and component sales, exchanges and loans for commercial application, with a focus on Airbus and Boeing platforms.

Our unique product knowledge has allowed us to create strong relationships with our customers. This has naturally translated to the organic growth of our product offering which now includes a profile of specific high demand rotables including avionics, radomes and APUs.

Founded in 2016, LJS Aviation is a woman-owned business with a global reach of more than 200 airline customers around the world. LJS Aviation is a ISO 9001 Certified, quality, driven organisation, and a proud member of the Aviation Suppliers Association.

LJS Aviation is located in West Sussex, England approximately 30 minutes from LGW and 1 hour from LHR. We offer very personalised hands-on service to all our customers.



LONDON HEATHROW AIRPORT
WE CAN BE THERE IN APPROX. 60 MIN



LONDON GATWICK AIRPORT
WE CAN BE THERE IN APPROX. 30 MIN

**LJS AVIATION
HEADQUARTERS**

T: +44 (0) 1903 256232 | www.ljs-aviation.com

OUR STORY

GET TO KNOW LJS

LJS Aviation is a woman-owned business founded to meet the unique needs of the aviation community and our customers by delivering effective and economical solutions, just-in-time.

Here at LJS Aviation, we remain committed to stocking full ship sets of slides for most Airbus and Boeing platforms including, A320CEO, A320NEO, A321CEO, A321NEO, A330, A340, A350, 737CL, 737NG, 747, 747-8 FREIGHTER, 767, 777 & 787, with a wide range of DOMs.

LJS Aviation understands that people are the most important asset in any business, and our strength starts with our team. Our ethos leads to a dynamic learning environment that encourages a fun, entrepreneurial spirit and a laser sharp focus on meeting the needs of our customers.

After many years of service to several major aviation companies, Jo Smith grew weary of the antiquated approach to aftermarket support. The market shift in technology and access to information had become apparent, and Jo recognised offering specialised component support would be a differentiator. With an entrepreneurial vision, rebellious spirit and lofty objectives, Jo's dream developed into a business based on specific product knowledge and expertise delivering high quality evacuation slides to the aerospace aftermarket.

Our initial focus on evacuation slides and building key relationships has led to great success, and has naturally yielded organic product growth, now specialising in high usage airframe rotables.

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With over 100 years of combined aviation experience we embody a level of expertise that allows us to deliver the highest quality components with the highest level of customer service.

”

100
YEARS
EXPERIENCE

ESSENTIAL SUPPORT

EVACUATION SLIDES & COMPONENTS



Evacuation Slide Support

EVACUATION SLIDES

LJS Aviation proudly maintains a comprehensive inventory of aircraft evacuation slides across most Airbus and Boeing platforms. As a stockist, we maintain a wide range of DOMs available for immediate shipment. The strategic procurement team consistently reviews our stock position to ensure regular replenishment of our dynamic slide stock, and we are adding new and unique evacuation slides for various fleet types on a regular basis.

Our MRO team and in-house engineer maintain access to the latest technical information to ensure compliance with all Service Bulletins and Airworthiness Directives. We are vigilant in monitoring the latest design and reliability improvements as dictated by the OEMs to ensure that our stock is market-leading and maintained to the highest standards. We pride ourselves on product expertise and market knowledge. This translates to reliable cost-effective options for our customers.

Operators seeking a higher level of efficiency through optimised procurement strategies can rely on LJS Aviation to satisfy all areas of demand including Initial Provisioning, Stock Replenishment and AOG. LJS Aviation will pro-actively invest and strategically address maintenance planning requirements by positioning evacuation slides at designated MRO locations for quick and easy access significantly improving the efficiency of scheduled removals and replacements.



Quality Management

AIRCRAFT PARTS SUPPORT

LJS Aviation was founded with a laser-sharp focus on evacuation slides and a high level of product expertise. With a global customer base of over 200 airlines, we have naturally expanded our inventory holding through strong relationships and data driven analysis of demand. Our stock has organically grown to include a wide range of high use rotables including avionics, radomes, APUs and landing gear.

The experienced team of aviation professionals at LJS Aviation are constantly monitoring general market supply and demand to identify niche component opportunities and to expand our product lines with the highest level of expertise. Every component is backed by high-quality airworthiness certification and traceability documents, and all stock is accessible by and listed on the following platforms:

- ILS
- Aeroxchange
- PartsBase
- SkySelect



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EVACUATION SLIDE FACTS IN 90 SECONDS

The FAA requires that an aircraft must be evacuated of all passengers in 90 seconds using at least 50% of the exits.

Evacuation slides are required on all commercial passenger aircraft doors where the floor is 6 ft (1.8m) or more above the ground.

2

Door evacuation slides must be inflated within a maximum of 2-10 seconds after initial deployment, depending on the aircraft size.

3

Off-wing evacuation slides must inflate within 15 seconds after initial deployment.

4

Evacuation slides must be able to support 60 people per sliding lane per minute and must be capable of deployment in 25 knot winds from any direction.

5

Airbus estimated that Inadvertent Slide Deployment (ISD) can cost up to US \$200,000 per incident if a flight is cancelled due to this reason.

6

According to IATA ISD costs the industry more than US \$20 million per year.

7

The majority of evacuation slides must be removed every 3 years for inspection by an authorised repair facility.

8

The service life of an evacuation system is typically 12-18 years.

9

Evacuation Slide History



1954

The first aircraft evacuation slide was invented by James F. Boyle Sr., Air Cruisers founder, after submitting his patent for an inflatable escape chute in 1954.



1965

The first inflatable escape slide and raft were invented by Jack Grant while working at Qantas.



1966

Further improvements in the efficiency of the aspirators that inflate the slides - reduced inflation times.



1971

Incorporation of raft features put into escape slide operation.



2022

Modern technology and materials have led to slides that are burn, fluid and food resistant and now accommodate all altitudes, landing positions and airplane heights further increasing evacuation safety.

ESSENTIAL SERVICES

VALUE-ADDED SUPPORT



Strategic Procurement



Asset Management



Component sales, exchanges and loans

STRATEGIC PROCUREMENT

Procurement is a critical element in the operational excellence of LJS Aviation. It's a major source of cost savings for any organisation and requires a high level of both product and market knowledge. Through our vast network of trading partners, airline customers, and the leasing community we focus on obtaining our material direct from the source. This includes acquisitions from teardown, as well as airline surplus, and allows us to create reciprocal business relationships of being a competitive and trusted supplier. Our team extends this service to our customers for any type of procurement activity, from single component sourcing activity to complete aircraft provisioning. We are standing by to offer our support.

COMPONENT REPAIR

Uncompromising quality balanced with an experienced and skilled approach to cost savings is the foundation of our ability to deliver reliable components at competitive prices. We maintain an extensive stock of slides and slide components to assist us in achieving these goals, and our network of repair providers understands our ability to both partner with and challenge them to realise success. We continue to develop and maintain strong relationships with both the OEMs and the aftermarket community to assist us in meeting the comprehensive needs of our customers.

ASSET MANAGEMENT

LJS Aviation has a skilled team of aviation professionals to assist with monetizing your surplus inventory. Airlines must constantly balance underutilised ageing inventory with high book values against highly volatile shifts in market value. At LJS Aviation we have both the experience and the expertise to maximize the profitability of your surplus. This includes the tools to manage your assets, the data to optimise returns, and a global channel to market that will generate the highest and fastest rate of return. Reduce your holding costs and minimise the administrative burden of slow turning stock by allowing LJS Aviation to be your value-added partner today.



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OUR SERVICES



Repair Management

REPAIR MANAGEMENT

Repair management is a niche service offered by many large aftermarket organisations who can deliver competitive prices due to their economies of scale. In theory, this should translate to cost savings through what is commonly known as value engineering and faster turn-around times. For larger fleet operators, particularly in the LCC community, the strategic approach of outsourcing this function may be beneficial in streamlining costs however for some operators, the reality of this total value proposition does not always deliver the intended financial goals and maintenance requirements. In many cases, the PN becomes a process led by profit and KPIs.

At LJS Aviation our MRO division is led by skilled technical management and engineering. There are a range of skill sets within the department that embody a commercial cost savings attitude that doesn't compromise the quality of work nor the tag. At LJS Aviation we understand the components and we track warranties. We work closely with shops to ensure that quotes are accurate and economical without compromising quality. LJS Aviation uses a reputable network of



24/7 AOG Support

trusted repair shops and high-quality components, and your repair is never treated just as a part number. We work closely with our customers and listen to any concerns or requests. At LJS Aviation repair management is not a process but a rich customer experience we hold in high regard.

24/7 AOG SUPPORT

LJS Aviation has built our reputation by providing cost-efficient, fast and dependable service, which is critical for effective AOG support. LJS Aviation also understands the significant costs that can result from an AOG event and ensures the highest level of communication, combined with a sense of urgency and peace of mind. Fast and efficient AOG support available when you need it at: aog@ljs-aviation.com



LJS Aviation has built our reputation by providing a cost-efficient, fast and dependable service, which is critical for effective AOG support.



OUR CULTURE

WHAT IS OUR PROCESS APPROACH?



Quality Management



Component sales, exchanges & loans

QUALITY & SAFETY

Quality and safety form the management principles of LJS Aviation. They are at the core of our foundation and guide our business focus and goals daily. LJS Aviation depends on its customers, and we strive to both meet and exceed their expectations through our accredited system of continuous improvement.

Our leadership creates an environment that inspires engagement at a personal level and facilitates the growth and development of our team, so they can become fully immersed in the achievement of our organisational goals.

We achieve efficiency and success through the careful and thoughtful management of our resources and our processes. At LJS Aviation we also value the analysis of fact-based data and information to make effective decisions.

Relationships with our partners and customers in the aerospace aftermarket community also enhance our ability to add value to our products and services. LJS Aviation maintains a vigilant focus on continuous improvement which remains a fundamental and permanent objective of our Quality Management System.

LJS Aviation has met the requirements of ISO 9001-2015 and we are proud to be certified by one of the most widely recognised management tools in the world. In 2019, we were accredited under the guidelines of FAA ACOO – 56B through the ASA – 100 Standard.

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Relationships with our partners and customers in the aerospace aftermarket community also enhance our ability to add value to our products and services.

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01 ASA-100 Certificate

02 ISO Certificate

03 AEO Authorisation Certificate

04 LJS Terms & Conditions

05 LJS Export Compliance Form

06 LJS Quality Policy

LOGISTICS & EXPORT COMPLIANCE

LJS Aviation employs a highly trained, experienced and dedicated team of aviation professionals to ensure the safe and capable management of our shipping, receiving and logistics departments. Through attention to detail, we pride ourselves on customer satisfaction giving all our customers the reassurance that their orders are dispatched on time, in full.

Holders of ODS licence enabling the compliant shipping of halon based safety products in line with the Montreal protocol

ISPM-15 compliant and adherence to International Standards for Phytosanitary Measures No. 15 for all containers

ESD controlled measures for sensitive components

Fully trained import & export team

All parts fully insured in our secure warehouse, and in transit

SI trained internal auditors

Environmentally controlled warehouse

ISO 9001:2015 Accredited

Authorised Economic Operators (AEO) Accredited

All our Stores personnel are health & safety compliant and fully trained in Dangerous Goods procedures

ASA-100 Accredited

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CAGE CODE U1GL6



AEROXCHANGEMEMBER

