



Q: What is MAP and why was it created?

A: JSSI manages the maintenance programs for the largest single fleet of corporate aircraft and engines in the world. Our goal is to use this tremendous buying power to negotiate significant cost savings and discounts with maintenance service centers and parts suppliers; discounts that we will pass down to you directly or through lower JSSI rates. As you can appreciate, some facilities are offering discounts to JSSI clients and some are not. We want to offer you an incentive to work with us to direct your scheduled maintenance events to the service centers who have agreed to these discounts. MAP is simply a way to provide agreement ahead of time to go to a facility endorsed by JSSI for your scheduled events in exchange for no increase in your rate for the next 12 months. You are basically coordinating with us to lower your costs all around.

Q: What vendors are you working with?

A: We are working closely with a number of reputable vendors approved by both the OEM and the local governing aviation authority to secure cost discounts, quicker turn times and additional benefits for routine maintenance. Most clients will probably end up going to the same facilities you are already familiar with. This program simply allows JSSI to concentrate our purchasing power with those familiar vendors and pass the cost savings on to you.

Please be assured that JSSI will not deviate from its long-held standard of utilizing facilities that are authorized and approved by both the OEM and the applicable governing aviation authority.

The following facilities are approved by JSSI for performing major (Mid-Point Inspection, Hot Section Inspection, Core Zone Inspection, and Overhaul) scheduled engine maintenance consistent with their governing aviation authority certifications and OEM authorizations. From this list, JSSI will coordinate with Clients in selecting the facility that offers the most favorable service and cost.

- Standard Aero (TFE731, PT6A , CF34, CFE738, TPE331, PW610/615, AE3007, AE2100, RR250, GTCP36-100/150 APUs)
- Dallas Airmotive (BBA inclusive) (TFE731, PT6A , JT15D, PW300, PW500, Tay 611)
- P&WC (PT6A/B/C, JT15D, PW300, PW500)
- Vector Aerospace (PT6A, JT15D, PW100, PW300)
- Rolls-Royce (BR-710, Tay 611, AE3007, V2500)
- General Electric (CF34)
- Lufthansa Technik (CF34, CFM 56)
- Piedmont Aviation (GTCP36-100/150 APUs)
- Duncan Aviation (TFE731)
- Jet Aviation (Basel TFE 731)



- Williams International (FJ33, FJ44)
- BIZ-JET (Spey 511, Tay 611, JT15D, TFE731 MPI)
- Dassault Falcon Service (TFE731, CFE738 MPI)
- Volvo Aero (TFE 731, PW120)
- Scandinavian Aircraft Technologies A/S (PT6, JT15D)
- H+S Aviation (PT6, JT15D)
- MTU Maintenance Berlin (CF34)
- Harrods Aviation (TFE 731)
- S.E.CA (PT6, PW100, TFE 731, PW300, CF700, JT15D)

Q: My governing aviation authority still requires me to be responsible for oversight of the maintenance facility. Will this restrict me from participating in MAP?

A: No, the MAP program is designed to be consistent with all governing aviation authority regulations. Your Technical Services Representative can work with you in advance of Scheduled Maintenance to make certain you remain fully in compliance with your oversight requirements. While signing the amendment obligates you to work with the authorized vendor offering the best price and selected by JSSI, you remain fully responsible for maintenance decisions and oversight, as required by your governing aviation authority.

Q: What if I do my own line maintenance?

A: For routine maintenance the MAP program will have no real effect. Please talk to your Tech Rep about this directly and they can approve your facility for certain maintenance.

Q: How will this change AOG support and affect unscheduled maintenance events?

A: There will be no change to the responsive service you have come to expect from JSSI. We are committed to getting you back in the air as quickly as possible during an AOG situation and returning the engine or aircraft to a safe airworthy condition without delay. Most unscheduled maintenance will be handled exactly like it was before. However, when we are able to achieve significant cost savings in a major unscheduled event, it makes sense for us to work with vendors to negotiate significant discounts on your behalf. You should contact your Technical Services Representative to discuss this before committing to a specific facility for unscheduled maintenance – they are available 24/7 around the globe at:

- 800 622 6266 (United States)
- 001 817 343 0181 (Europe/Africa/Middle East)
- 001 312 644 4444 (all other international countries)



Q: How will the MAP save me money?

A: If you are sharing in the cost of maintenance (through our “pro-rated” coverage program) you will notice savings between 10-20% off of the standard service provider rates reflected in your portion of the maintenance cost. That is money that goes right to your bottom line!

The cost savings achieved through MAP allow us to waive a rate increase in 2009. We know the economy is slow and many of our clients are flying less. We are happy to have found an alternative way of managing our costs which enables us to cap your program costs for an entire year. The value is even greater once you consider that future rate increases will be built upon the savings you achieve by signing up for MAP this year. As a result, while future rates may escalate based upon the market climate, clients who choose MAP will have a lower cost from which any escalation will apply.

Q: Who will pay for the cost to ship an engine to the maintenance Service Center that gives us the best discount?

A: If you are currently responsible for freight costs you will continue to be responsible for this under MAP. However, the savings we have negotiated include reductions in freight costs, and we will always endeavor to select a facility that is regionally appropriate for each client.

If shipping costs remain a concern, for a fraction of the avoided rate increase, you can adjust your program coverage to have all freight costs included. You can also use this rate deferral savings as an opportunity to adjust your plan to include expenses such as engine removals, travel expenses for AOG and routine inspection coverage.

Q: Why do I need to sign an Amendment to my Contract?

A: Realistically, the amendment is a time saver for you and us. Signing this amendment now will prepare you in advance to work through JSSI to direct your scheduled maintenance event and to leverage our fleet buying power. In exchange for helping us lower the costs of the JSSI program, we will lock in your rate for another 12 months securing additional cost savings for you over the entire term of your contract.



Q: What if I have more questions?

A: Please contact your regional tech, sales or account manager as noted below.

North East US

Technical Services: Walter Given: (914)241-8189
Client Services: Sarah Fript: (312)644-5908
Sales: Steve Brozina: (856)327-6675

South East US

Technical Services: Tim Ferrell: (706)790-0058
Client Services: Carol Wright: (312)644-8780
Sales: Phillip Dickerson: (706)573-9129

Midwest US

Technical Services: Rob Burda: (312)644-8706
Client Services: Julie Kotz: (312)494-8628
Sales: Tom Cyr: (815)623-3590

Heartland US

Technical Services: Ron Cox: (972)818-4444
Client Services: Richard Schumacher: (312)644-7651
Sales: Greg Hampton: (817)421-8057

Western US:

Technical Services: Steve Watkins: (909)974-2840
Client Services: Julie Kotz: (312)494-8628
Carol Wright (CA): (312)644-8780
Sales: Ron Westwood: (208)699-5800

Europe

Technical Services: Tim Coggin: 001 817 343 0181
Client Services: Carlos Deleon: 001 312 494 8647
Sales: Thomas Frank: 43 2252 4088 1213



Africa/Middle East

Technical Services: Tim Coggin: 001 817 343 0181
Client Services: Damaris Gonzalez: 001 312 494 8646
Sales: Thomas Frank (North Africa and Middle East): 43 2252 4088 1213
Bob Wilke (South Africa): 001 248 626 5060

Asia

Technical Services: Steve Watkins: 001 909 974 2840
Client Services: Damaris Gonzalez: 001 312 494 8646
Sales: Ellis Mckeown: 66 2 6311952

Latin America

Technical Services: Carlos Roman: 001 561 337 9347
Client Services: Damaris Gonzalez: 001 312 494 8646
Sales: Guilherme De Moraes: 55 11 37 39 0480