



COMMERCIAL AVIATION AFTERMARKET - HONEYWELL AND SATAIR GLOBAL MULTIYEAR DISTRIBUTION AGREEMENT

News / Manufacturer



Honeywell and Satair, a world leader in the commercial aerospace aftermarket, have signed a multiyear commercial agreement covering the exclusive worldwide distribution for mechanical and air thermal components used on Airbus A320, A330, A340 and A380 aircraft. Additionally, the distribution agreement covers the A350 platform on a nonexclusive basis.

This new agreement expands a long-standing and successful business relationship between the two companies in the business jet market, and it represents Satair's and Honeywell's first joint advancement into the global commercial aviation aftermarket.

“We are very pleased to develop our partnership with Honeywell Aerospace and build our commercial aviation aftermarket support,” said Bart Reijnen, chief executive officer, Satair. “With this new program, we enhance our commitment toward continuous customer satisfaction through fulfilment of on-time delivery for Airbus operators and maintenance providers worldwide.”

Honeywell's range of electronic and electro-pneumatic systems for air and thermal management delivers highly reliable and efficient operation with lower total costs of ownership for aircraft operators. These lightweight systems monitor and control cabin temperature and air flow in the cockpit, passenger and cargo areas and provide cooling for avionics. They also manage the aircraft's engine bleed air systems and pneumatic de-icing systems.

"Honeywell's appointment of Satair is an expansion of our existing strong relationship," said Anthony Florian, vice president, EMEA, Honeywell Aerospace. "We already have two other agreements with Satair — a distributor agreement for the ADSB-Out Upgrade Pilot Program, and a nonexclusive worldwide distributor agreement for Honeywell's JetWave satellite communications products. This partnership will serve to further strengthen our relationship."

"With this new agreement, we are scaling our business to meet increasing global demands," said Matt Jessee, head of business development, Global Distribution, Satair. "We are enthusiastic about the future and our fruitful partnership with Honeywell Aerospace."

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