CARGO FACTS SYMPOSIUM 2022

Freighter Conversions: Insider Tips

The World's Largest Freighter Lessor: *That's a start…*

	Leasing	Cargo Airlines		MRO	Logistics	Pax Airline
ATSG	CAM					
Amazon	+	+	+	+	+	
DHL	+	+	+	+	+	
Amerijet	+	+		+		
Cargojet	+			+		
UPS	+	+	+	+	+	
Northern Aviation Services	+	+	+	+		
DoD		+	+			+

BUNDLED SERVICES FOR TURNKEY SOLUTIONS

We've converted a lot of freighters!

We've converted over 260 aircraft from passenger to freighter!

AIRBORNE/ABX AIR

- 74 - DC9s
- 38 - DC8s
- 42 - 767-200s

C-Container

ATSG/CAM

- 34 - 767-200s
- 78 – 767-300s

Standard freighter

How do you select your feedstock?

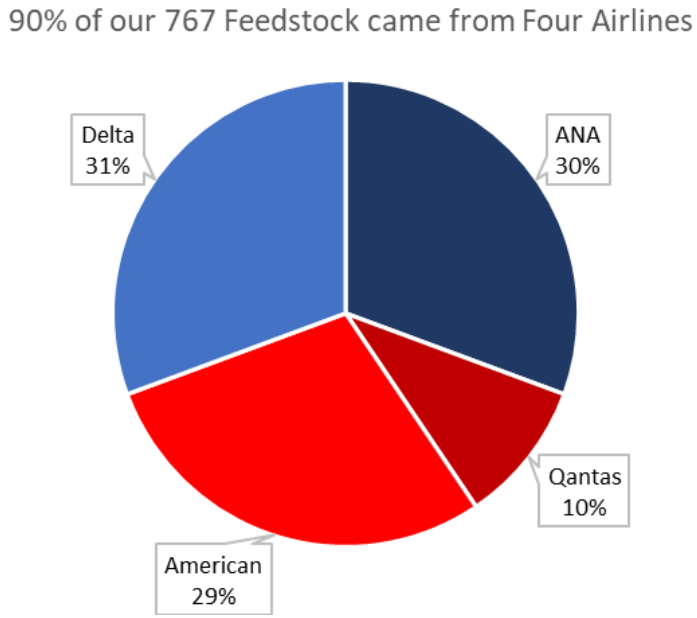
"We're a leasing company that thinks like an airline…"

Strong Preference for Fleet Acquisitions

- Large groups of common sister ships
- Standard Build: nav equipment, mods, etc.
- Single operator, known quality
- Commonality of parts and effectivity
- Common engineering helps the converter
- Common record organization

Individual aircraft characteristics

- Cycle-young
- Components: Gear, APU, Navigation
- "It's all about the engines, isn't it?"



Passenger carriers are getting back into freighters …. Use you own feedstock!

Conversion/Converter Selection

Supplemental Type Certificate (STC) selection

- Variants included?
- Weights and cube
- Engine type – engine performance

Conversion Selection

- Conversion cost
- Maintenance cost
- All-in on ramp cost -per kilo or per cubic meter
- **Slot availability**
- **Conversion timing**
- Meeting commitments

Manage the Converter

- Rep the Conversion
- C Checks and Mods
- Parts
- Don’t be the critical path

Post-Pandemic Environment

All partners have been challenged to meet commitments

- Supply Chain, Parts, Labor
- New STC challenges
- No excuse for not communicating effectively