

AvionTEq's test equipment solutions help lower costs

STORY BY CHRISTINE KNAUER

When Fred Bostani started his Part 145 repair station in Los Angeles in 2009, he realized that buying all-new test equipment was a costly proposition, but there were few suppliers selling used test equipment and tooling. During the next year, Bostani set out to create a solution.

"A big portion of the initial investment for a newly established repair station is the cost of equipment," explained Bostani, who has more than 15 years of experience in aviation as a private pilot and an entrepreneur, managing multiple aviation companies. "Many shops want to start with basic equipment and later move to more advanced options as the business grows. The big concern is that the initial investment will be lost when upgrading the equipment."

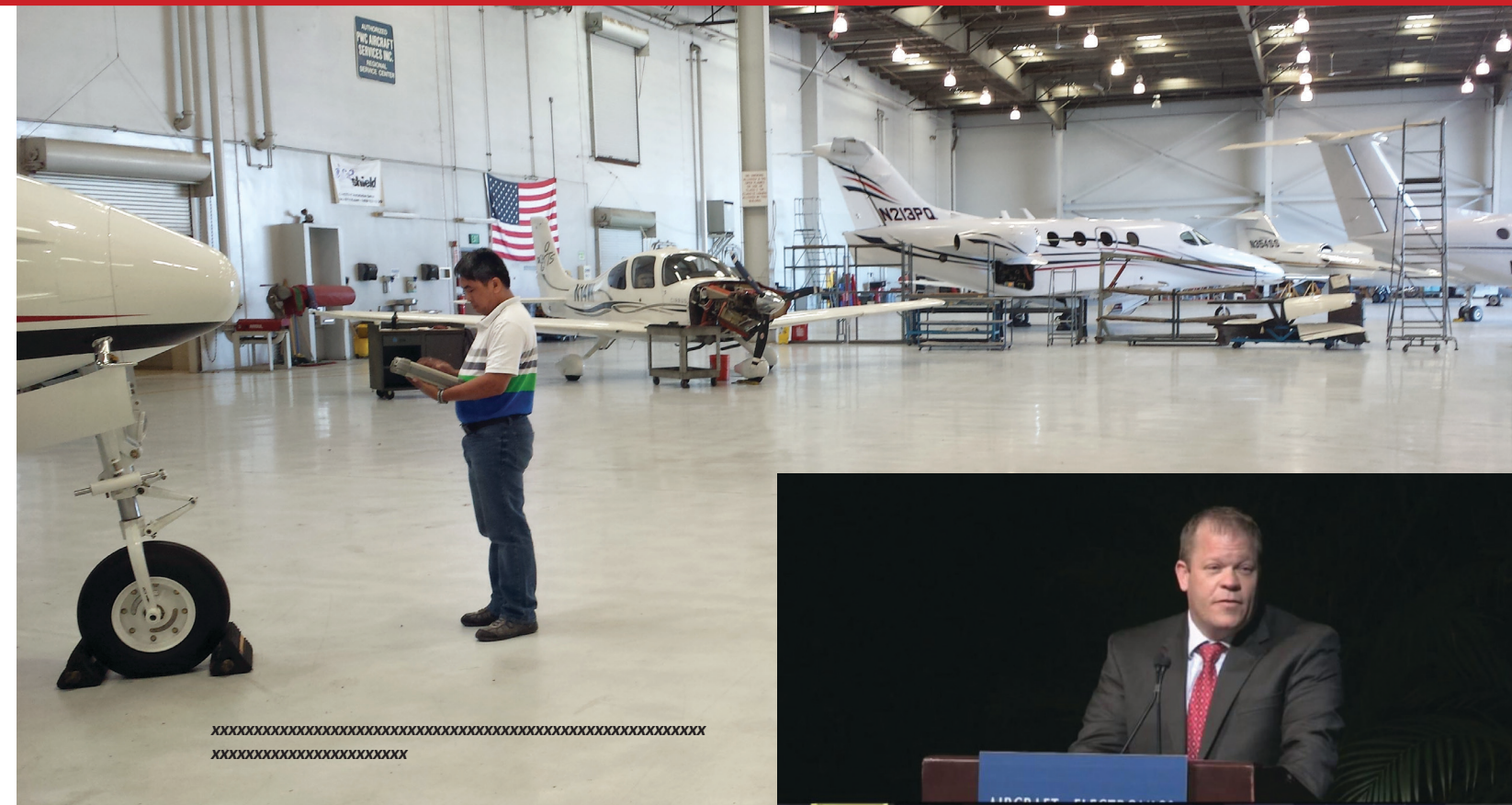
To help repair and overhaul facilities acquire more cost-effective solutions, Bostani started AvionTEq,

a division of A Plus Avionics Corp. in 2010. The company, based at Van Nuys Airport, offers a variety of bench and ramp testing equipment for purchase, lease or rental, as well as technical support, training, repair and calibration management, and asset management and tracking services.



a certified instrument flight instructor, commercial instrument single and multi-engine pilot, advanced ground instructor and a certified aircraft dispatcher. "Whether they are a small avionics shop or a large MRO, an airplane manufacturer or an airline maintenance facility, we have the ground support test equipment they need."

"As an FAA-certified repair station, we have an in-depth understanding of our clients' needs, and our quality system satisfies their most stringent requirements," said Mike Pernod, director of business development, as well as

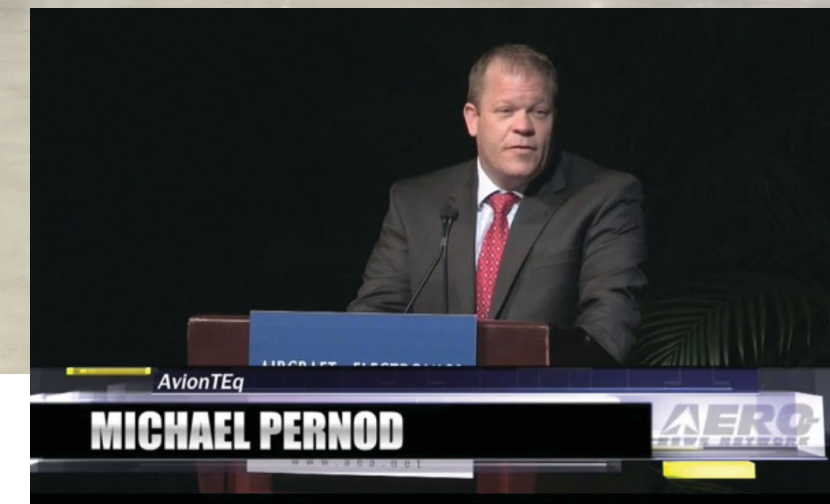


Launching MyTEq

In March, at the Aircraft Electronics Association's International Convention and Trade Show, AvionTEq announced its new equipment management tool called MyTEq. The free, Web-based software program allows technicians to easily access information about their company's test equipment from a computer, tablet or smartphone. MyTEq provides an all-in-one location to store and back up specification sheets, operating manuals, calibration certificates, supporting documents and other data.

"You can upload pictures of readouts, buttons, switches, accessories and cables, and illustrate how equipment should be set up," Bostani said. "Pictures increase efficiency and help avoid mistakes. Technicians don't need to carry manuals in the field. If they forget something, they can use their smartphone to look it up."

The system tracks calibration, location and status of testing equipment, and automatically sends out



calibration and other scheduling reminders. In the future, the company plans to add new features like iPhone and Android apps, as well as utilization and mean time between failure reports.

AvionTEq also will continue to look at ways to provide more cost-effective test equipment and tooling acquisition and management solutions, as well as turnkey service and support.

"We have implemented our own version of the triple bottom line," Pernod said. "Much like an FAA check ride, we measure our performance with PTS standards – profit, trust and service. While we have a bottom line like any other company, we believe the key to our success is consistently providing exceptional service and earning the trust of the aviation community we serve." □