

Astronics Test Systems is also beginning to target the General Aviation (GA) market. "It's a growing market that, with the explosion of all the sensors and electronics and more complex systems, we see as a market that can really benefit from our expertise in providing custom solutions," Mulato says.

Schuh shares Mulato's belief that there will be a significant increase in the total number of planes flying globally over the next 25 years, and the two have a special vision for how their companies can each fit into those more crowded skies.

"Our thought is that we need not to just address our traditional military market but ... [remain in position to], as complex circuitry, data, big data, the Internet of Things [develop], be in the best position to integrate," Mulato says.

AvionTEq

AvionTEq approaches test equipment from a totally different angle than any other test equipment manufacturer: with rentals. Fred Bostani started the company as an FAA-certified repair station and while

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AvionTEq technician testing the aircraft navigation and communication system. Photo courtesy of AvionTEq

looking for equipment, realized a gaping hole in the market. "There [was] a need for a company to be primarily focused on test equipment and helping repair stations of any size," Bostani says. "Finding good, used [equipment] wasn't very easy."

AvionTEq has changed that, and caters to facilities that work on aircraft or individual components, small avionics shops found at new airports in developing nations, and also larger organizations, including the U.S. Air Force, TAP Portugal, Delta and Virgin America. AvionTEq's testing inventory and services range from pitot-static and radar to Non-Destructive Testing (NDT), weighing systems and calibration, repair and asset services. Transponder, navigations and communications

(NavComm), and radio and air data tests are AvionTEq's most popular products and services, but Bostani predicts Automatic Dependent Surveillance-Broadcast (ADS-B) related testers will be in highest demand in the near future due to the NextGen mandate that requires nearly all operating aircraft be ADS-B equipped with the technology in order to continue flying by Jan. 1, 2020.

Bostani says his chief goal is to be able to serve as a comprehensive one-stop-provider for testing equipment. Even if clients need help keeping track of calibration and location of equipment, of data, he says AvionTEq can help. AvionTEq does that through MyTEq, an interface available on mobile and web that tracks each device a company owns or is renting, with location, name of the


person possessing a piece of equipment, their contact info, calibration status and any other data displayed for the user from any location. This easy-to-use tool is especially helpful for fast-growing and smaller shops like the ones AvionTEq is already working with in Nigeria, South Africa and Asia.

TechSAT

The development-testing focused TechSAT has the unique goal of making in-flight navigation component testing possible. Rather than testing products already in production, TechSAT is best at "hardware-in-the-loop" development, from verification and qualification to integration. Bruno Schlect says TechSAT is currently heavily investing in ways to create more flexible and scalable testing systems for products in early development.


While the Germany-based test company works primarily with commercial companies — having recently completed the entire hardware loop testing and wiring and cabin testing for the Airbus A350 — their approach to testing helps reduce risk for company making avionics systems. As TechSAT's Head of Systems Development Bernd Mattner explains, development-stage verification means companies can avoid late-stage retooling and project restarts after significant resources have

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