



Get Flexible Service Solutions Get **OnPoint**

GE Transportation, Aircraft Engines' new, comprehensive OnPointSM Services program is not only customer-focused, it is largely *customer-generated*—the culmination of input from customers on how best to meet their needs.

Customers asked for a more simplified product portfolio, designed to meet the challenges of their operations.

GE developed OnPoint.

OnPoint was designed to provide:

- The flexibility to develop the solution that meets the customer's needs;
- GE's commitment to deliver on its promises;
- Lower Cost of Ownership;
- Continued world class support.

GE's flexible service products are the key components of OnPoint. From maintenance to materials to asset management, GE can create the specific service package to help keep fleets productive and cost-effective. The primary objective is to provide customers with products and options that fit their business needs. With one of the more complete services offerings in the industry, GE is able to work with customers to create the right solution for any challenge. From a single part to a comprehensive maintenance and material package, the OnPoint program

provides customers the flexibility to choose as much or as little as required.

World class support will become of even greater significance as GE continues to learn from and about its customers. Service level options range from "off-the-shelf" OnPoint products, such as engine overhaul, to OnPoint Solutions, where GE works with each customer to design a more comprehensive service program.

Terms such as MCPHSM and MBTHSM, which identify plans that have served so many customers so well, for so long, are being transitioned, but maintenance and material paid on a per-hour or per-cycle basis will continue to be offered as part of OnPoint.

And, as with all OnPoint offerings, pricing options and payment terms will be mutually determined, based on the service coverage developed with customers.

With more than 50 years of experience in the engine services business, GE remains committed to the program that will provide customers the simplest, most accommodating and cost-effective approach to aircraft engine service.

Get flexible service solutions.

Get OnPoint.

Contact: **Jacques Chausse** jacques.chausse@ae.ge.com



OnPoint Solutions—the Next Level of Engine Service

To complement the OnPointsm program, GE has developed OnPoint Solutions to provide customers more long-term value and additional service offerings.

OnPoint Solutions provide customers comprehensive solutions to meet their diverse operational, financial and technical demands. With an improved, simplified product portfolio that includes maintenance, material and asset management services, GE provides the flexibility to develop an OnPoint Solution to meet the customer's specific need. To achieve this, a flexible process has been established to ensure customer satisfaction.

The OnPoint consultative approach:
(1) Determine scope of desired coverage;
(2) Collect historical fleet data; (3) Establish baseline; (4) Identify future changes/ requirements; (5) Forecast future cost and time on wing; (6) Structure OnPoint Solutions to meet needs and cost expectations.

Compared with traditional aircraft engine maintenance service options, OnPoint enables GE to provide more significant benefits to customers. From flexible cash-flow timing, to optimized and guaranteed cost of ownership, to shared financial risk, GE remains committed to working with customers to find the appropriate solution for every service need.

Traditionally, maintenance and material costs can be variable, unpredictable and are rarely guaranteed. OnPoint Solutions offer lower, predictable and guaranteed pricing, which translates to an average savings of as much as 15 percent for the customer. Accompanied by complete engine maintenance and material services, OnPoint Solutions allow customers to choose from a wide range of product and payment options to further increase the value of their engine coverage.

OEM expertise and resources allow GE to ensure customers the lowest cost of ownership. Overhauls are optimized for efficient turnaround times at the lowest overall cost. Through continued use of advanced technology, GE works with each customer to determine the appropriate means to best meet that customer's engine service needs.

Contact: **Angela Jarczyk** angela.jarczyk@ae.ge.com



GE's Engine Exchange Program is on the Web



Information and engines are available at your fingertips at <http://www.geae.com/services/exchange/index.html>.

Learn about Engine Exchange. Determine engine(s) availability. Read detailed information about an engine or engines, including complete life-limited parts disk sheets.

For engine information, or to arrange an engine exchange, click on the Request Engine link. Your request will be transmitted directly to the sales director, who will contact you.

Questions? Click on Contact Us.

Contact: **Angela Jarczyk** angela.jarczyk@ae.ge.com

GE90-115B Engine Completes Its First Year of Service—a Year of Outstanding Performance

Outstanding performance distinguished the initial year of service of GE90-115B engines powering Boeing's 777-300ER® aircraft.

The GE90-115B is the world's most powerful jet engine, certified at an unprecedented thrust of 115,000 pounds (512 kN).

On May 10, 2004, the first GE90-115B entered service powering a Boeing 777-300ER aircraft of International Lease Finance Corporation's customer, Air France.

Today, 17 GE90-powered 777-300ERs are flying—for Air France, All Nippon Airlines, Japan Airlines and Emirates Airlines—and the GE90-115B engines that power them have compiled more than 64,000 flight-hours,

4,100 departures and 8,200 cycles, with no unscheduled engine removals and no in-flight shutdowns—a remarkable achievement, particularly for a jet engine in its first year in service.

"Dispatch reliability and fuel efficiency are critical to an airline's success in long-range markets," said Lars Andersen, vice president-program manager, 777 Program, Boeing Commercial Airplanes. "In service, the 777-300ER has demonstrated best-in-class reliability and unmatched efficiency."

And in actual service with initial customer Air France: "The 777-300ER has met our ambitious requirements in delivering

expected performance, reliability and efficiency," said Pierre Vellay, Air France senior vice president, New Aircraft and Corporate Fleet Planning. "It has proven itself as a passenger-pleasing moneymaker."

In addition to powering the 777-300ER, the GE90-115B has been selected to power Boeing's 777-200LR® Worldliner, the world's longest-range commercial aircraft, and Boeing's 777 freighter. The Worldliner is currently undergoing flight-testing, with entry into service with Pakistan International Airlines scheduled for early 2006. Entry into service of the 777 freighter is targeted for 2008.

Contact: **Melvyn Heard** melvyn.heard@ae.ge.com
Jason Brewer jason.brewer@ae.ge.com



Aircraft Parts Corporation Plays Vital Role in Record-Setting Flight

When Sir Richard Branson's Virgin Atlantic Global Flyer aircraft touched down at Salina, Kansas, on March 4, a new aviation record had been established. Piloted by Steve Fossett, the Global Flyer had flown 19,880 nautical miles in the first solo, non-stop flight around the world.

And for the entire flight, all electrical power was provided by a single starter-

generator produced by Aircraft Parts Corporation (APC), a wholly owned subsidiary of Unison Industries.

Scaled Composites, LLC, the aerospace and specialty composites development company that designed and built the aircraft, worked closely with APC to identify the best high-performance starter/generator for the flight:

APC's 200SGL111Q-1. Technicians from APC's service center at Wichita, Kansas, assisted in the installation of the unit.

"The overriding fact that our starter-generator was to operate continuously for such a long period of time, in an extreme environment and as a sole source of electric power on the

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aircraft—with no redundancy, backup or standby power provisions—was the focus of our attention from the onset of the program,” said Yigal Goldfarb, APC product line manager. “We all understood that the high reliability and robustness of the APC starter-generator design was critical if an undertaking of this magnitude was to succeed.”

Contact: **Angela Milligan** angela.milligan@unison.ae.ge.com



US, CANADA & LATIN AMERICA

Tom Curtis / Western United States
tom.curtis@ae.ge.com
+1.513.243.7950
Fax: +1.513.243.7950

Russ Shelton / Eastern United States & Canada
russ.shelton@ae.ge.com
+1.513.243.7896
Fax: +1.513.243.2994

Doug Izarra / Latin America
doug.izarra@ae.ge.com
+1.305.593.4303
Fax: +1.305.593.4300

WESTERN & CENTRAL EUROPE

Jack Lutze / Western and Central Europe
jack.lutze@ae.ge.com
+33.1.4765.7611
Fax: +33.1.4642.9403

Klaus Huber / Central Europe
klaus.huber@ae.ge.com
+1.513.243.7824
Fax: +1.513.243.2412

UK, IRELAND & AFRICA

George Duncanson
george.duncanson@ae.ge.com
+44.20.8897.4206
Fax: +44.20.8897.4003/4899

EASTERN EUROPE, MIDDLE EAST & CENTRAL ASIA

Muhammad Al-Lamadani
muhammad.al-lamadani@ae.ge.com
+1.513.243.4090
Fax: +1.513.243.2412

GREATER CHINA REGION

Andy Solem
andy.solem@ae.ge.com
+86.21.3222.4508 ext. 300
Fax: +86.21.6289.8980

JAPAN

Kenji Uenishi
kenji.uenishi@ae.ge.com
+81.3.3588.5211
Fax: +81.3.3588.5210

EAST ASIA

Steve Tagariello
steve.tagariello@ae.ge.com
+82.2.390.2781
Fax: +82.2.390.2788

SOUTH ASIA PACIFIC

Max York
max.york@ae.ge.com
+61.2.9965.1403
Fax: +61.2.9965.1408


SINGAPORE

Colin Low
colin.low@ae.ge.com
+65.6326.3199
Fax: +65.6326.3332

The purpose of *Service Solutions* is to enhance communication with our customers. Please contact us if we at GE Engine Services can be of further service to you. View *Service Solutions* online at www.geae.com/servicesolutions.

GE Transportation Aircraft Engines

General Electric Company
One Neumann Way J4
Cincinnati, OH 45215 U.S.A.
Phone: +1.513.552.3272 (internationally)
+1.877.432.3272 (within U.S.)
Fax: +1.513.552.3329
E-mail: servicesolutions@ae.ge.com

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