

From the CEO's Desk



Aviation is a proof that given, the will, we have the capacity to achieve the impossible.

I often keep telling myself and my staff this quote by Edward Vernon, especially when we sit down for our year long planning meetings.

What looked impossible at the beginning of 2012 became achievable as we ended the year. In the year 2012, we were able to add varied kind of aircraft in our maintenance, re-structured ourselves internally, covered more locations across India and we become an authorized dealer of Rockwell Collins.

With the beginning of the New Year, we are ready with our fresh set of goals and ideas to take the organization at the level we aim for. We at Indamer have the vision of creating the Preferred General Aviation organization in India. This would mean that we have to ensure our stakeholders namely Customers, Partners and Employees think of us before thinking about any other General Aviation Company. We are confident that we will achieve this objective through the values that each one of us at Indamer live by, namely, Team Work, Innovation Integrity, Professionalism and Pragmatism.

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In an industry, where responsiveness, quality and consistency are the key to survival, Indamer is driven by a mission to deliver above and beyond the industry values and customer expectations. At the center of our strategy are our people – brilliant, innovative and raring to go! Indamer hires, trains and retains the best of the best in every sphere of its operation, and this is the competitive advantage that sets us apart. Our dynamic teams of professionals, has the broad spectrum of expertise needed to complete all maintenance and non maintenance tasks with an unmatched level of professionalism and integrity.

I would like to wrap up here by sharing with you our latest tie- up with Jetbrokers Europe, a leading company in the pre-owned GA aircraft market. This strategic partnership will help us to bring to you varied options for pre-owned aircraft purchase and thus helping us deliver to you our promise of "one-stop shop" solutions.

I wish you and your family a very happy 2013 from Indamer staff and look forward to a continued partnership through the years to come.

Rajeev Gupta
Chief Executive Officer

FEATURE STORY



Rockwell Collins

Indamer becomes Authorized Dealer for Rockwell Collins

Indamer Company Pvt. Ltd. has been appointed as an Authorized dealer by Rockwell Collins a U.S.-based leading manufacturer of communications and aviation electronics solutions.

With the signing of the agreement, Indamer becomes an authorized reseller and provider of services for Rockwell Collins products. Indamer is now authorized to provide Flight Line Maintenance (FLM) and warranty repairs or modifications for Rockwell Collins products.

Vice President, Sales, Marketing and Support for Rockwell Collins, Mr. Colin R. Mahoney, who was present for the occasion said, "Rockwell Collins is excited to work together with Indamer to expand the availability of our advanced avionics and cabin systems and strengthen our customer service offerings in India, a region that we continue to invest heavily in for

future growth opportunities."

"We are proud and delighted to be associated with one of the largest provider of aviation electronic solutions in the world", said Mr. Rajeev Gupta, CEO, Indamer, "Indamer has always aimed for best services for its customers and with our agreement with Rockwell Collins we move closer to providing one stop shop solutions to our customers"

With a good number of Rockwell Collins clientele as its customer, this strategic agreement will be very beneficial for Indamer customers and also for the other Rockwell Collins Clientele in India. With this agreement, Indamer enhances its capabilities and will be able to provide world class services for Rockwell Collins products in India.

MAJOR INSPECTION



Bell 407-60 monthly inspection carried out at Mumbai base

Indamer has carried out the 60 Monthly (5 yearly) inspection at Mumbai base on Bell 407 helicopter. The inspection was carried out on VT OXF helicopter of 'Oxford Group'. The inspection covered freewheeling unit, transmission, main rotor mast and tail gear box.

Indamer, today, maintains 19 helicopters with 06 Bell helicopters and has 08(eight) A&C AME's and 03(three) Radio AME's on Bell series of helicopters.

BUSINESS ACTIVITY

JetBrokers Europe

New Partner : Jet brokers - Europe

JetBrokers Europe is headed by John Merry, the company's Chairman and key investor, based in Switzerland and Tim Barber, Managing Director, based in the UK. They offer a portfolio of pre-owned private jets, business turboprops and helicopters, and are one of the select few brokers with transatlantic coverage, affording clients marketing and sales potential on both sides of the pond.

Indamer has tied-up with Jet brokers Europe for their pre-owned aircraft portfolio. With this partnership, Indamer will provide complete range of pre-owned aircraft buying options from across the globe.

Thus, for the General Aviation Market, Indamer brings everything under the same banner, from buying of the aircraft, to maintaining it and also operating it, if the customers desires so.

For more details about JetBrokers Europe, you can log into <http://www.jetbrokerseurope.com>

UPDATES

Aircraft

Latest to be added in the Indamer Maintenance fleet are

 JINDAL STEEL & POWER Global Express	 INDIA FLYSAFE AVIATION Embraer 135 BJ	 JSW STEEL Cessna Citation Jet 525	 JINDAL VIJAYNAGAR STEEL Cessna Caravan 208B
 KARNAVATI AVIATION PVT. LTD. Embraer 135 BJ	 EON AVIATION Global 5000	 AIR ONE AVIATION Embraer 135 BJ	 INDIA FLYSAFE AVIATION Bell 429
BHARTIYA UDAN Training Academy Pvt. Ltd. BHARTIYA UDAAN AND TRAINING ACADEMY EC155B1	 GHODAWAT PAN MASALA EC120B	 SILVER JUBILEE TRAVELER Robinson R44	

Human Resource

Dilip Kumar Sharma - Avionics Head, India

Popularly known as DK in the aviation industry, he started his career in 1979 with the Indian Air Force. Prior to joining Indamer, Dilip has worked in organizations like Aviatech, Taj Air, Global Vectra and IAF. He is a graduate in Electronics & Telecommunication engineering and has licenses on Falcon 2000 series, Avanti, Bell 412, Dauphin 365N and has an open rating to certify aircraft below 5700kgs of AUM. We welcome him at Indamer.

Vinod Kumar - Trainer, India

Vinod has over 16 years of experience in the Aviation Industry. He has been associated with organizations like Kingfisher, Indian Airlines, Air Sahara and Delhi Flying Club before joining Indamer. He is an endorsed and licensed engineer on Airbus A319/A320/A321 & Falcon900EX easy. He is also a Cat 'G' training instructor on various aircraft. Vinod's experience, knowledge and capabilities surely make him a great asset to the organization.

Suresh Kumar - Base Manager, Ahmedabad

With 24 years of experience in the Aviation Industry, Suresh has worked in Indian Air Force, Aviation Research Centre and Civil Aviation Department, Government of Uttar Pradesh before joining Indamer. He is trained on Gulfstream –III Air frame systems, Hawker 125 series and trained & endorsed on Embraer 135BJ (Legacy 650), Hawker 900, Premier IA and King Air B-200. With knowledge in various aspects of Aircraft maintenance and management, Suresh will be handling the Ahmedabad base for Indamer as the Base In-charge. We wish him good luck and welcome him onboard.

Sanjay Upadhay - Senior AME, Delhi

With aviation experience of more than 21 years, Sanjay has worked in organizations like Air Works, Inter Globe and Delhi Gulf Airways. He has type endorsement on Super Kingair B200, B300/350 and Hawker series of aircraft. We welcome him at Indamer and wish him all the luck.

CUSTOMER TESTIMONIAL

Capt. G S Pannu, Chief Pilot, EON Aviation Pvt. Ltd.(Sikorsky S76C++, VT DBH)

Capt. Pannu is the chief pilot with EON Aviation on the Sikorsky S76C++, VT DBH helicopter. He is associated with Aviation for more than 30 years. Below are excerpts from his views on the Indian Aviation Industry, the MRO's in India and Indamer.

"I have been associated with the General Aviation Industry for last 10 years and I see immense potential of growth for this Industry, but it needs to be unshackled from bureaucratic, red tape and archaic rules & regulations." He feels that the growth of Business Aviation MRO's will be possible if the existing Business aviation aircraft fleet in the Industry goes up by 10% annually.

Indamer has been maintaining his helicopter VT-DBH and he is pretty satisfied with the services of Indamer, he says "I find the services of Indamer satisfactory. Most of the time I feel my aircraft is in being well taken care of, but yes there is still lot of scope for improvement".

He is satisfied with the engineers deployed on his aircraft and says that most of the senior staff is very knowledgeable.



The engineers have a good response to minor snag rectifications, where they emphasize on snag analysis rather than component replacement. The engineers are very prompt in their response and have been available even at odd hours on many occasions. He says that the improvements he wishes to see are better understanding of system and critical problems, more on-line dialogue for all requirements and bringing in more safety awareness among the technicians.

The brand blue-red helps him recognize Indamer staff even at outstation and he would want to read more about Indamer services at non-Indamer bases, repairs and special services rendered to customers at such locations in the Indamer Customer publication.

On asking, what message he would want to give out to the Business Aviation Industry about Indamer, he says "Come and visit Indamer and talk to their existing clients". He said that the coordination, assistance, support and professionalism of the Management of Indamer is

excellent and personally he rates Indamer at the top in the Business MRO Industry in India.

Vijayanagar

Vijayanagar, being one of the major Industrial locations in South India has a growing number of General aviation aircraft. Indamer has opened a new base here and is maintaining a Cessna Caravan 208B and Cessna CJ2 of Jindal Group at this location.



Srinagar/Jammu

Reaching the north most location of India, Indamer now maintains the Government of Jammu & Kashmir's Agusta 109E at Srinagar/Jammu. With approvals up to 100 hours inspection schedule, Indamer will gradually increase the level of base maintenance at this location.

Chennai

Indamer has been maintaining L&T 's Hawker 900 XP at Chennai base and has recently added a Porta Cabin at that base. Indamer aims at making Chennai one of the main bases, along with Vidyanagar for South India operations.



Raigarh

Indamer has opened yet another base at Raigarh, Madhya Pradesh and is providing regular line maintenance to India Flysafe Aviation's Embraer 135 aircraft

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