



# Suppliers of Russian Aircraft Integrated Support and Services

# AVIA RUSSIA CORPORATION & REDMAN COMPANIES



Avia Russia Corporation (Avia) and Redman Companies (Redman) formed an alliance in 2011 to enhance existing Russian aviation sales offerings that include but are not limited to aircraft (rotary and fixed), equipment, maintenance, training and support. With Avia's direct access to the key executive decision makers of Russian aviation and manufacturing industries and Redman's extensive client and international team partner aviation networks, Avia's and Redman's alliance provides transparent solutions with a single source integrated approach for Russian manufactured aircraft worldwide.

**Why Avia/Redman – One source for all your Russian aircraft needs.**

# Differentiation


Why are we better?

- We work only with CEO's and General Directors of our partners to get measurable results not just promises.
- They are working for us, this is their benefit.
- We have 40 years experience and 40 years of relationships.
- We work with all manufacturers, service centers, and government organizations throughout Russia & CIS.
- Our input counts, we have influence.
- We do the impossible and quickly.
- We are suppliers and a partner to two of the largest corporations in Russia; Gazprom and Lukoil.
- Customer first attitude, we understand how to serve you best!





# ABOUT AVIA



*Avia* was founded on the principal of addressing the needs of our foreign clientele operating Russian manufactured aircraft while providing trust & transparency and being able to deliver on the commitments they desire. Our parent company was founded in 1992 and based on the origins of the Ministry of Civil Aviation “Guzsant MGA” the government agency responsible for all serial production and orders of helicopters and airplanes from the Soviet Union. This is our foundation and through 40 years of relationships with manufacturers, support facilities, and government agencies throughout Russia, CIS, and the former Soviet Union we offer all possible solutions in response to the requirements of civil aviation.

We are dedicated to providing our customers with aircraft quickly and cost effectively and delivering on quality service and support for aircraft repairs, renovations, modifications, upgrades, component repair, spare parts supply, and aircraft sales & support.

Our team of aviation engineers and professionals possess many years of experience and are able to provide the service and expertise that has allowed us to maintain a large customer base and the highest level of satisfaction that has endured for many years.

We are committed to providing our customers with exceptional quality and minimum turn-time.

**Avia and Redman Proprietary and Confidential Information**



# ABOUT REDMAN



We are three privately held companies that supply an array of sophisticated solutions to the commercial, private and government sectors. Since forming its first company in 2001, **Redman's** focus has been and is delivering standards-based, integrated solutions that solve today's challenges and readily evolve with our clients' changing needs. As a single-source integrated provider of aviation, logistics, security and information technology/telecommunications services, we are dedicated to serving as your trusted advisor supplying integrated, sustainable, end-to-end solutions – all designed with our clients' best interests in mind.

**Redman Unitas Solutions, LLC (Redman)** provides full-service aviation consulting and sales delivering a wide range of global solutions, from passenger and cargo operations to corporate and governmental aviation activities. As your trusted advisor, we perform all functions to FAA and EASA standards. In addition, our technical and operations team have extensive experience in aircraft maintenance, repair and overhaul. From aircraft configurations and modifications to regulatory requirements, our capabilities will assist you with your aircraft operational demands.

We provide adaptive world-class aviation solutions for Present and Future Generations.



# VISION MISSION VALUES

## **Our vision**

We believe in progress, growth, and the possibilities that we create with our long-term vision.

## **Our mission**

Building long-term relationships with our customers and with openness so that we can maximize the potential of our partnerships. We are committed to our business relationships with our partner suppliers since they are a significant part of the mechanism that supports our customer's satisfaction.

## **Our values**

We offer a North American style approach and methodology towards customer service and support.

- Committed - we make sure we get the job done
- Supportive - we work as one team
- Transparent - we make things clear
- Trustworthy - we do what we say we will

# GLOBAL OFFICES

## **Avia** Headquarters and Office Locations

- Russia
  - Headquarters – Moscow, Federal Aviation Buildings
- Vancouver, Canada
- Nice, France

## **Redman** Headquarters and Office Locations

- USA
  - Headquarters – Littleton, Colorado
    - Centennial Airport, Englewood, Colorado
    - Washington, D.C.
    - Morehead City, N.C.
- Latin America
  - Colombia
  - Peru
  - Brazil
  - Mexico
  - Chile
  - Ecuador
  - Argentina
- United Arab Emirates

# MANAGEMENT TEAM

## AVIA

### Directors

- Michael Negus, General Director, Vancouver
- Svetlana Borisova, Director, Vancouver
- Rémi Artusio, General Director, Aviaconseil France
- Jean-Charles Devynck, Director Sales (Africa) Aviaconseil, France

### Personnel Moscow

- Former General Director of Management Guzant MGA. Moscow Office
- Former Director of aircraft operations for the Soviet Union in Afghanistan. Moscow Office
  - A team of former government officials, engineering and support personnel with many years of individual expertise in sales, design, engineering, and supplying aircraft from around the world.

## REDMAN

### Directors

- Allison Coulter-Redman, CEO/Chairman
- Richard Redman, President
- Bill Henry, Executive Vice President, Aviation, Unitas Solutions, LLC
- Lindsay Kough, Executive Vice President, Security/Logistics, Unitas Solutions, LLC
- Ron Pitcock, Executive Vice President, Development, Unitas Solutions, LLC
- Mike Pizarro, Deputy Director, International Sales

### Personnel

- A team of former government officials, engineering and support personnel with many years of individual expertise in sales, design, engineering, and supplying aircraft from around the world.

# HISTORY

## Years Active

(1977-1992 Governmental) and 1992 to present



# PARTNERS

## Governmental Partners

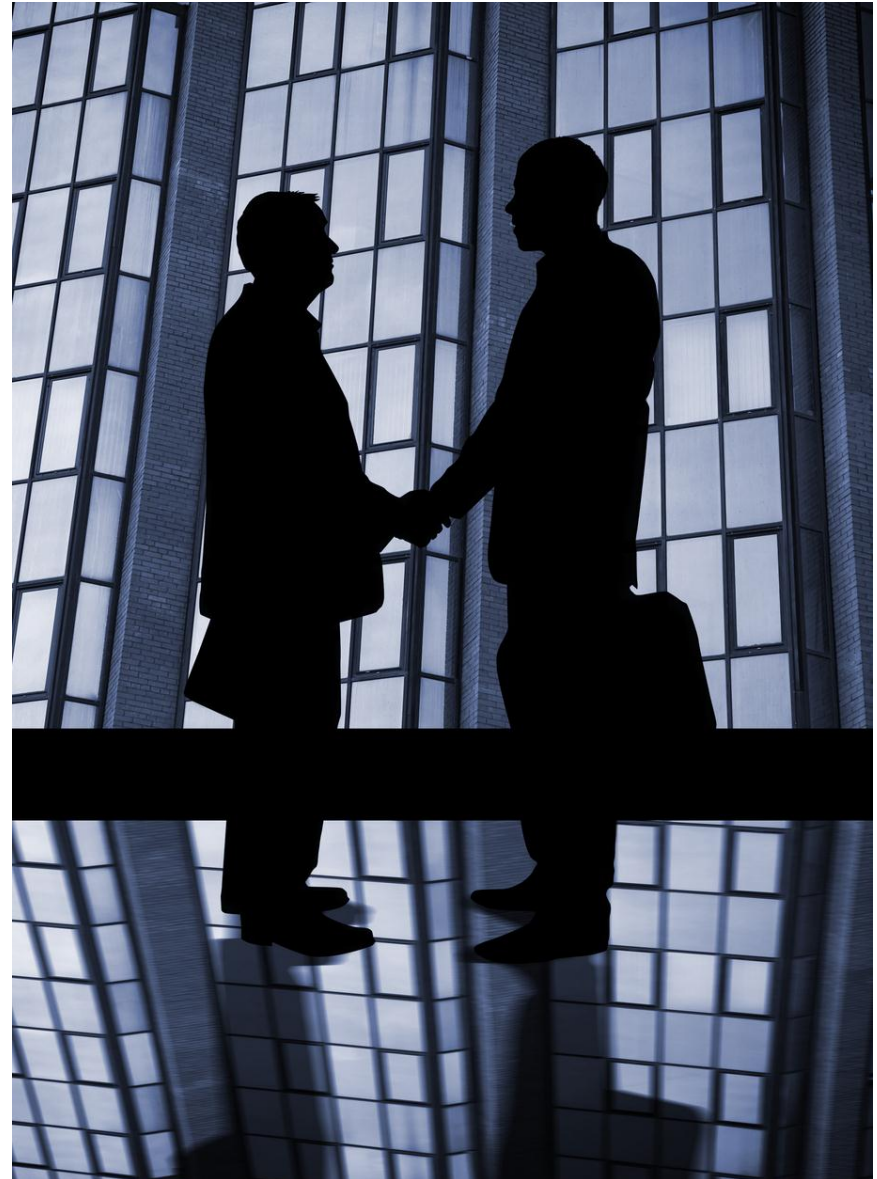
- ❖ Central Dispatch and Operations CDOS, Russian Civil Aviation Authority
- ❖ MAK Interstate Aviation Committee, Russian Civil Aviation Authority

## Principal Partners

**JSC Russian Helicopters** (Governing body and management company controlling the manufacture, distribution, and production of all Helicopters and components from the following companies)

- ❖ JSC MIL Moscow Helicopter Plant
- ❖ JSC Kamov
- ❖ JSC Ulan-Ude Aviation Plant
- ❖ JSC Kazan Aviation Plant
- ❖ JSC Rostvertol PLC
- ❖ JSC Kumertau Aviation Plant
- ❖ JSC Perm Motor Plant
- ❖ JSC Klimov, Aircraft engines
- ❖ JSC Red October Plant

Our network of partners certified for the production of aircraft and parts includes 89 facilities throughout Russia and CIS.



# CORE COMPETENCIES

## **Aircraft Manufacturers**

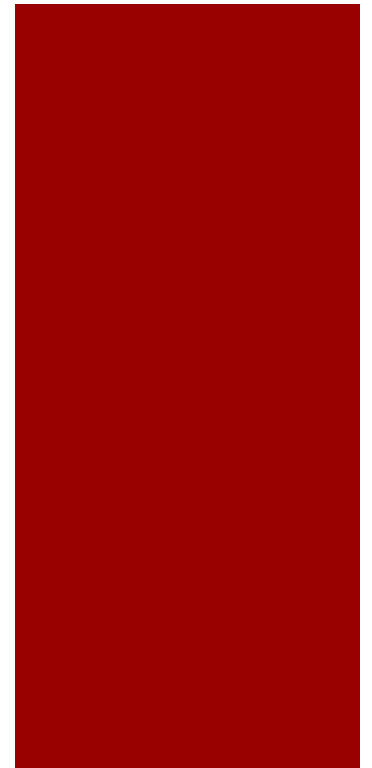
- ❖ Antonov
- ❖ Beriev
- ❖ Ilyushin
- ❖ Kamov
- ❖ MIL
- ❖ Sukhoi
- ❖ Tupolev
- ❖ Yak

## **Helicopter Types**

Mi-8, Mi-17, Mi-17-1V, Mi-17V-5, Mi-171, Mi-172, Mi-26T, Ka-32A, Ka-32T, Ka-32A11BC, Ansat, Mi-34, and Ka-226

## **Aircraft Types**

IL-76, An-32, An-124, Sukhoi Superjet



# AIRCRAFT SUPPLIER

As suppliers of factory new helicopters and airplanes we custom build to your specifications and provide a timeline which meets contract obligations. The benefits are simple; communication is clear, costs are kept low from the beginning with no cost overruns, and we have 40 years experience in working with the factories. We have leverage; with the current output of the factories for the production of helicopters expected delivery times are more than 2-3 years however we are positioned to be able to extract helicopters for early delivery on a priority basis.



# AIRCRAFT SALES

In addition to new aircraft sales we also sell previously owned aircraft. The pre-owned aircraft are overhauled at one of a number of our certified overhaul centers and meet exacting standards expected by our customers.

Our professional, experienced team assists customers in finding the optimum aircraft for their respective needs whether it is new or used.

**Avia and Redman Proprietary and Confidential Information**

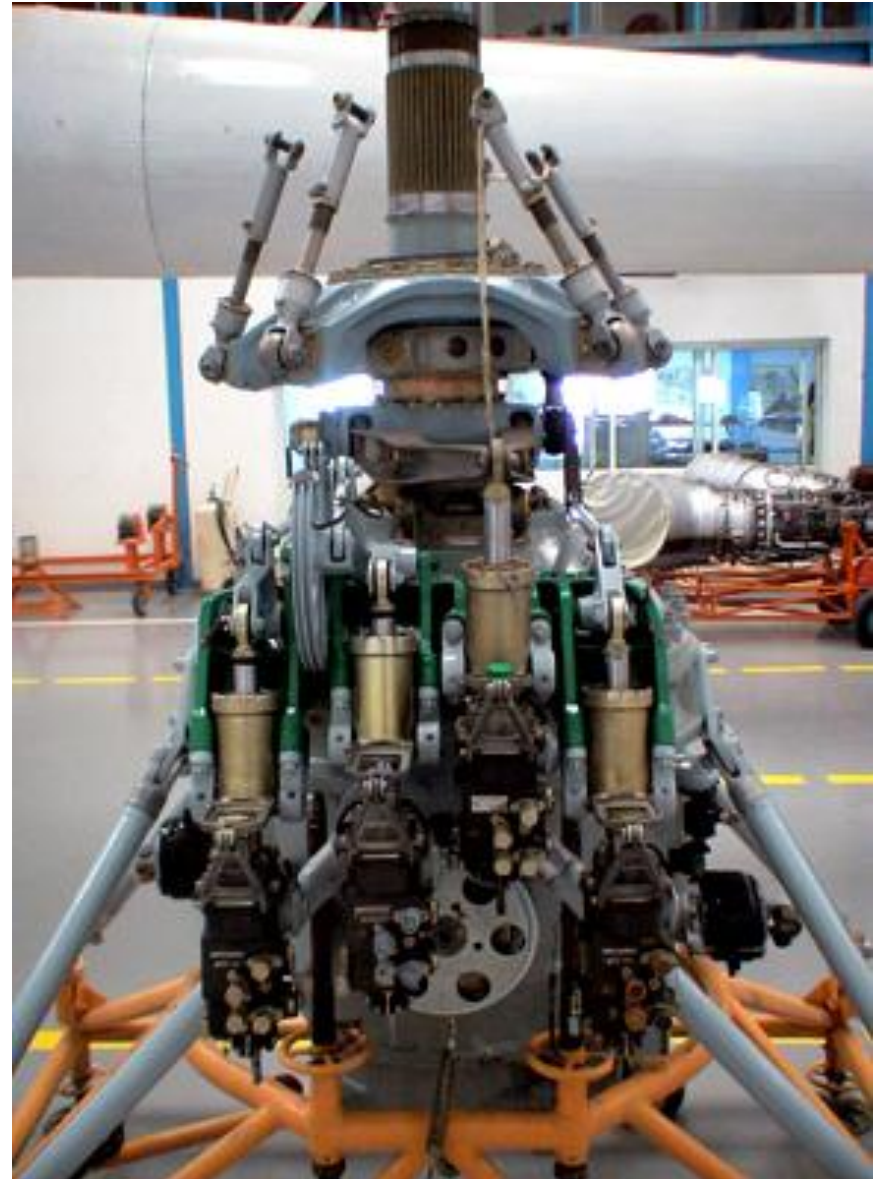
# SERVICES & SUPPORT

- Suppliers of new civil helicopters
- Suppliers of used and overhauled civil and military helicopters
- Suppliers of new civil airplanes
- Suppliers of used and overhauled civil airplanes
- Suppliers of spare parts for helicopters and airplanes
- Overhaul of main aggregates (gearboxes, engines, etc.)
- Spares kits 1:1, 1:5, 1:10
- Tool kits and tools
- Training (pilots, engineers, trainers), on type or mission specific
- Delivery of aircraft from Russia
- Documentation for exportation of helicopters, aircraft, and parts
- Design, supply, and implementation of MRO service centers
- Type Certification and export certification of helicopters
- Consultation on design & configuration of helicopters and airplanes
- Consultation on modification of helicopters and airplanes
- Financing and Operating lease
- Maintenance repair and overhaul of helicopters and airplanes

# MAINTENANCE REPAIR OVERHAUL

Maintenance repair and overhaul of helicopters and airplanes

- Maintaining airworthiness (life time and/or service life extension and refurbishment)
- Scheduled maintenance of the helicopters and its components
- Organization of Helicopter components major overhaul
- Modification according to design and documentation of Mil Moscow Helicopter Plant
- Upgrade and modifications according to bulletins and airworthiness directives
- Delivery/logistics of spare parts



# MAINTENANCE FACILITIES

Our network of partners for the repair, maintenance, and overhaul of aircraft and parts includes 74 Certified Repair Centers throughout Russia, Ukraine, Belarus, Kazakhstan, Azerbaijan, Slovak Republic, Czech Republic, Bulgaria, and UAE.



- Kazan Helicopter Plant (Russia)
- Ulan-Ude Aviation Plant (Russia)
- Mil Moscow Repair Plant (Russia)
- Yekaterinburg Aviation Repair Plant (Russia)
- 356 Engels Aviation Repair Plant (Russia)
- "SPARC" (Russia)
- 419 Aviation Repair Plant (Russia)
- Novosibirsk Aircraft Repair (Russia)
- Sevastopol Aviation Repair Plant (Ukraine)
- Konotop Aircraft Repair Plant (Ukraine)
- Motor Sich (Ukraine)
- 405 Aviation Repair Plant (Kazakhstan)
- AAL (UAE)
- Orsha (Belarus)
- USA and Latin America – under review

# SPARE PARTS

We are an international supplier of components, both new and overhauled, lubricants and other materials to support the operation of Russian designed helicopters and airplanes.

## Main Aggregates

- Engines
- Gear box's
- APU's
- Rotor heads
- Rotor masts
- Transmissions



- Certified genuine parts
- Aggressive parts sourcing
- Competitive pricing

# COMPONENTS SUPPORTED

- Airframe
- Avionics
- Batteries
- Calibration
- Electrical
- Filters
- Fittings
- Ground support equipment
- Hoses
- Interior equipment
- Lamps
- Oils, greases, hydraulic fluids & lubricants
- Power plant
- Rotables
- Safety and survival equipment
- Testing equipment
- Wheel and Brake assemblies
- Windshields/ Window



# DOCUMENTATION & PUBLICATIONS

We supply aircraft support documentation such as flight manuals, service manuals, and technical publications.

We can also supply the overhaul manuals for maintenance facilities.

## **Export Certification**

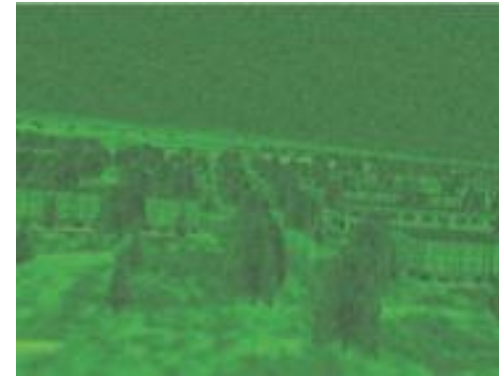
Process new applications of aircraft export certification (according to existing certificates) between foreign countries and Russia.

## **Type Certification**

Process applications of aircraft for new type certification between foreign countries and Russia.

We conduct all Export documentations from the Government of Russia on aircraft and spare parts.





# TRAINING

We offer extensive training capabilities with courses tailored to meet our customers' specific requirements.

Our highly experienced instructors, using our purpose built facilities provide pilots, engineers, and crews with conversion to type, instrument rating, and line training.

In association with our training facilities we offer training courses for flight and ground personnel on operations and maintenance of Mil and Kamov variant helicopters.

# Training Centers

Moscow, Saint Petersburg, Ulan-Ude

## Overview of Training

**Helicopter Training Centers provide the following list of major training programs:**

1. Recurrent Training;
2. Conversion Training;
  - From helicopter Mi-17 to Mi-17-1V, Mi-171, Ka-32A11BC etc.
  - From other Helicopter types to Mi-17-1V, Mi-171, Ka32A11BC etc.
  - From Airplanes to helicopter Mi-17-1V, Mi-171, Ka-32A11BC etc.
3. Refresher Training;
4. LVO Training and Testing;
5. Upgrading to Commander Training;
6. Instrument Rating Training and Testing;
7. Initial (Conversion) Training;
8. Instructor/Examiner Training;
9. Flight Engineer Training and Licensing;
10. Technical Engineer Training.

### **Theoretical Training**

- Air navigation
- Dashboard equipment
- Electrical equipment
- Emergency procedures
- Engine
- Flight manuals
- Fuselage
- Radio equipment

### **Ground Training**

- Pre-flight training
- Hovering flights, circuit flights, and zone flights
- Instructions on safety measures, rules of leaving of the helicopter in emergency situations

# Helicopter Flight Simulator Training


## Helicopter Flight Simulator Training

Consists of the helicopter cockpit equipped with instrumentation imitators identical to those in the real helicopter, real controls, visual systems, control computers, and instructor station. The instructor workstation enables the ability of the instructor to control all stages of flight crew operations in the Flight Simulator such as; briefing and debriefing, introduction of malfunctions, exercises involving development and correction and finally; flight and training results documentation.

- Our Flight Simulators are designed for the helicopter ground crew to acquire skills in the following flying techniques:
- Preflight inspections; checking of cockpit equipment and its preparation for flight
- Aeronautic data entry; checking of taxiing, running, braking, 360° turns with visual orientation
- Start preparations; starting engines, run-up, helicopter systems, and equipment checking according to preflight inspection maps
- Ascending, descending, hovering, and autorotation descending with visual orientation
- Piloting and en-route flight navigation with radio navigation equipment and visual orientation
- Abnormal and emergency situations such as day and night flights using landing and taxiing lights, at dusk, in varying weather conditions such as; difficult visibility, bottom edge and cloud thickness, wind directions, dust, snow, water vortex's, etc.



# Financing & Leasing



Redman and Avia are pleased to offer our own in-house finance capability and we also have several private and institutional investment groups who are able to structure a straight lease and/or a financed lease. This would of course be entirely dependent on strong customer financial qualifications, and is a tool by which the lessee would own the helicopters at term. Our team seeks to be a premier provider of lease financing for helicopters acquired in the secondary market (pre-owned) and newly delivered aircraft for lease. We will also consider purchasing and leasing older machines requiring renovation or upgrade where significant value can be added through mechanical and industry expertise.

Our business model is to acquire previously owned and new helicopters that can be offered for lease to Government and Commercial operators in need of additional lift but who may be short on capital or borrowing capacity.

# Maintaining Quality, Efficiency & Flexibility

Avia and Redman are committed to providing only products and services that consistently meet exacting standards and specifications. To achieve this, we have established a series of key competencies:

- To develop, maintain, and improve our systems for delivering our products and services.
- To respond precisely to our customer's requirements and to understand and support their needs in a cost-effective manner.
- To regularly review the system for delivering quality.
- To continuously improve our business practices through effective management process' and teamwork at all levels of our organization.



# Contact Us



## Aircraft and Support Sales Service Center

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***THE ABILITY TO ACCESS ONE SOURCE "COMMON"***

***THE ABILITY TO ACCESS "ALL" SOURCES "SINGULAR"***