

MRO Middle East: Chromalloy opens new base in Dubai



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Chromalloy has announced that it opening a new sales and marketing office in Dubai to provide the region's gas turbine engine operators — including aviation, marine and industrial gas turbine operators — with a lower cost alternative for parts and services.

Speaking at the show Chromalloy's EMEA sales director Ben Story said 'We are growing our engine aftermarket business to offer the region's turbine operators with parts, repairs and other services that deliver significant cost savings over OEM pricing.

We are trying to partner with our customers rather than just fly in and fly out. We see a need to establish ourselves in the region and work full time with our customers.

Story said the Middle East has been growing in importance. "The region has been on the radar for a long time. In a declining global market, the Middle East is still growing, The less bad news is the new good news. Here slightly good news is great news. We think the Middle East will continue to grow."

The new Chromalloy office is at the Dubai Airport Free Zone. The company has already made inroads into the region and last year partnered Saudi Arabia Airlines with a new service centre in Jeddah.

The centre provides parts and materials for the air carrier's aircraft engines and auxiliary power units, helping the airline reduce its own engine maintenance costs as well as costs for third-party customer fleets.

"We are listening to our customers and working to develop new products," Story said. "Historically we made PMA parts but are now looking at manufacturing new parts."