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AIRPORT 2011

SUMMER



One stop shop for GSE services

TCR



Ground handling is a just in time and sophisticated business made of complex processes where operators must comply to strict handling operations and procedures that involves thousands of people. Safety, environmental and social concerns are also key drivers in this context.

Ground Support Equipment is a strategic component in the industry and needs to fit strictly in the various process constraints whilst being operated at minimum life cycle cost. The picture becomes even more compounded when confronted to the worldwide economical turmoil which makes all sectors running behind optimal cost and operational control.

GSE management must answer many different concerns simultaneously: just-in-time environment requires GSE availability and reliability, short or volatile handling contracts requires GSE volume adaptability, financial control requires sophisticated cost follow-up, efficiency improvement requires high technicalities whilst regulation evolution generate frequent equipment update.

To respond adequately to this complexity, TCR proposes a one stop shop solution by offering the GSE full service rental concept.

In opposition to a pure financial lease that is just a loan backed up by an asset, operational leasing is to be considered as an alternative to purchase. As such, operational lease is more complex and includes features like maintenance or early cancellation options. In this formula, the operational aspect of managing the equipment is a key factor and GSE availability, contract flexibility, technical and ramp assistance as well as fleet management, are provided while keeping the equipment off-balance sheet.

TCR offer is built to respond to customer requirements in many ways:



- Proactive fleet management based on flight scheduling analysis allows quantitative and qualitative fleet optimization.
- Requests for additional equipment are answered with diligence, either from purchasing them new or by delivering them from TCR 13,000 managed units.
- Various set up of flexibility mechanisms allows returning equipment in case of contraction of activity.
- Service fee are charged per hour of utilization to keep the cost of GSE at all time proportionate to the handling activity.
- State of the art maintenance process, specialized workshops, skilled and trained technicians as well as mobile workshops allows to perform preventive and predictive maintenance programs according to standards, whilst enabling just in time ramp assistance and problem resolution services. Similarly, cost of repair is transparent and managed.
- Data management provides the customer with comprehensive set information about the operation of the equipment and similarly keeps track of all relevant events relating to the equipment in order to allow smooth quality and safety audits.
- GSE obsolescence, technical update and asset disposal are also part of leasing fundamentals and enable a fast adaptation to any change in the environmental and regulatory settings.
- Accounting wise, GSE in operational leasing agreement do not require tying up



TCR started its activities back to end nineties by offering for the first time all included GSE solutions. Today, headquartered in Brussels, TCR offers its services Belgium, France, UK, the Netherlands, Ireland, Spain and most recently, in the USA. The company manages over 13 000 GSE in 60 airports and counts 20 workshops throughout Europe. TCR customer portfolio encompasses major airlines, ground handlers, airports and cargo handlers.

TCR main objective is to bring value to its customer operations by implementing relevant and reliable GSE programs. ✈

TCR your GSE business partner

capital and remains off-balance sheet.

- Fleet conversion is a significant part of TCR operational leasing offer: TCR takes over existing fleet and rents

them back appropriately further to a joint analysis of the operational needs. In most cases, this results in the optimum GSE fleet for the customer.



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your GSE business partner since 1996

GSE Services

- Rental and Operational leasing
- Ramp assistance and maintenance
- Fleet Management
- 13 000 units in 60 airports

Supply of secondhand GSE

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- www.gseforsale.aero

Visit us or call us to arrange a meeting

- Ground Handling Russia & CIS, Moscow: **6 - 7 September**
- Interairport, Munich: **11 - 14 October**
- Annual Ground Handling Conference, Sitges: **28 - 30 November**
- Cygnus Aviation Expo, Las Vegas: **7 - 9 March 2012**

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