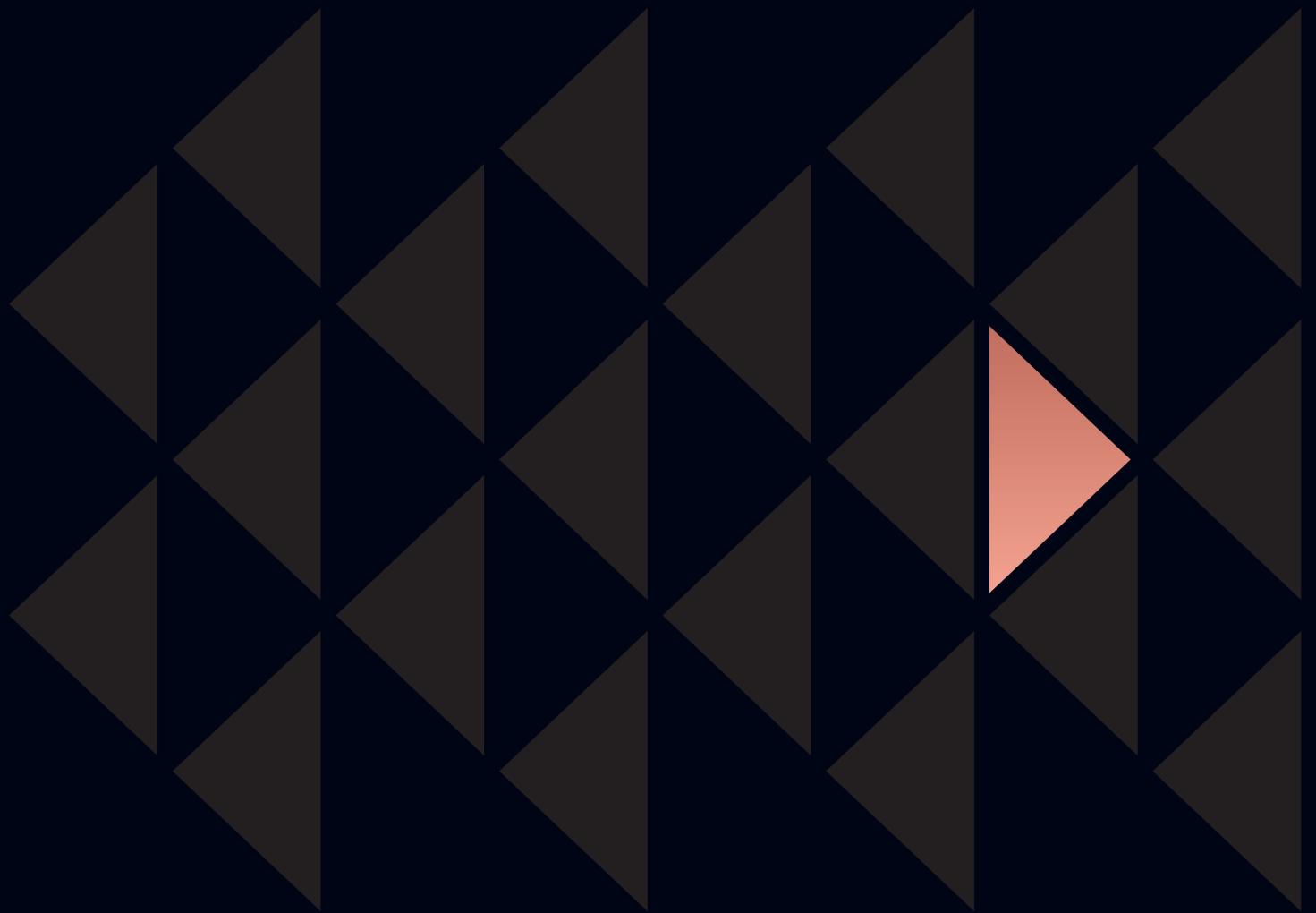


INSIGHT



Annual review 2012

Making the right connections

Game-changing technology

A cross-border initiative that is set to change the way the global air freight industry operates has drawn on the legal expertise of a multi-disciplinary team at Burges Salmon.

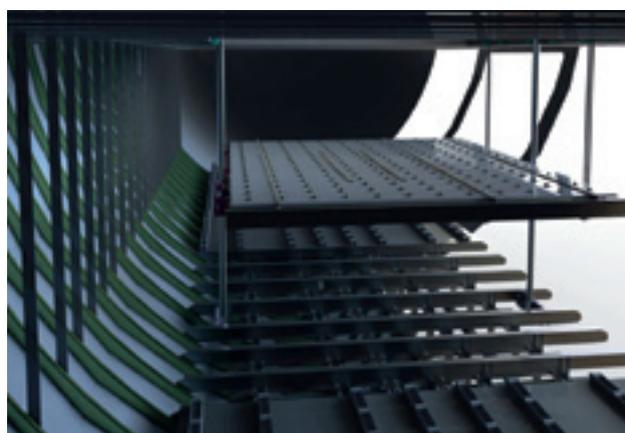
Led by experienced commercial lawyer Ian Whitehall, the work has seen us advising on an innovative aircraft conversion solution that can be applied to convert medium wide-bodied Airbus and Boeing passenger aircraft into commercial freighters.

Crucially, the new solution avoids the need to cut a new freight door in the fuselage (which necessitates additional time, risk and cost) by using the existing freight doors and then moving cargo between upper and lower decks using internal lift technology.

The programme, named Low Cost Freighter (LCF) Conversions, is being brought to market by the Malta-based Eolia Group which is a specialist investor in the aerospace sector – supported by Seattle’s ACE Corporation on modification design and certification.

Burges Salmon has worked alongside LCF’s CEO, Cliff Duke, for more than a decade and for at least two years on the LCF Conversion programme itself. Given the international scope of the work, we have drawn on high calibre preferred firm connections for legal input worldwide. This includes working with US firm, Thompson Hine, on intellectual property due diligence (in relation to the cargo lift technology) and with Maltese firm, Ganado & Associates, on corporate aspects relating to Eolia Group.

At the time of going to press, the LCF Conversion programme had completed phase 1 of the supplementary type certificate (STC) development and initial meetings with potential end users were taking place. Most recently, the



Detail of LCF’s innovative cargo lift technology



wider legal team including senior associate Libby Griffiths and solicitor Patrick Parkin, has been developing the contractual structures for the supply chain and maintenance and repair organisation that will install the LCF product.

Since 2003, Burges Salmon has also supported the Eolia Group’s investment in a separate Boeing 747-400 freighter conversion through a joint venture based in Cyprus where Cypriot firm, Chrysses Demetriades, provides local support.



With their international connections, the team at Burges Salmon have been able to cater for our requirements whatever the jurisdiction, as well as offering real depth of expertise in the aerospace sector.

Cliff Duke, CEO, Eolia Group