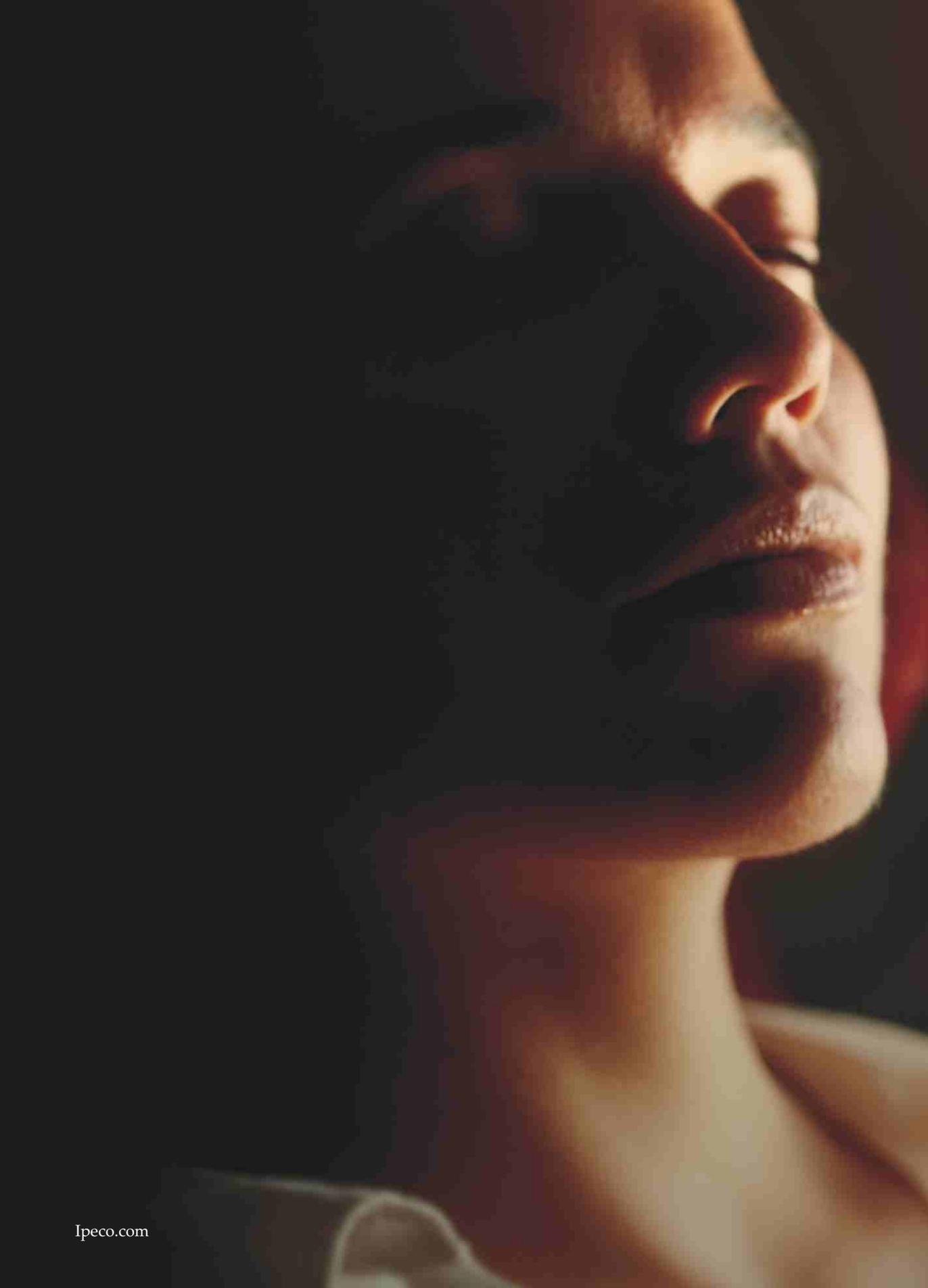




aircraft interior excellence



# aircraft interior excellence

With a global footprint and a reputation for integrity, flexibility and quality, Ipeco is a recognised world leader in aircraft crew and executive passenger seating solutions. The Company also enjoys a growing market share of the aircraft galley insert sector. Ipeco's extensive design, development and manufacturing capabilities not only deliver these exceptional products but also independently offer composite structures, electronic power management systems and high precision engineering solutions.

seating  
galley inserts  
precision engineering  
composites  
electronics  
customer support

a world  
leader in the  
global crew  
seat market



a significant share  
of the executive jet  
passenger seat  
market



world class  
engineering and  
manufacturing  
capabilities



award  
winning  
innovation



Founded in 1960, Ipeco Holdings Limited is now in its third generation of family ownership. During this time the Company has continued to develop valuable long-term relationships with customers and suppliers. Underlying this is a determination by Ipeco to invest, train, and coach its employees to cultivate a high level of opportunity, integrity and performance throughout the business.

Ipeco provides the infrastructure, management and vision to deliver excellence. It is a socially responsible organisation with exceptional health, safety and environmental practices. Ipeco is resolute in its ambition to be an outstanding employer of choice and a company that customers want to do business with.

2016

Ipeco selected by Boeing to supply pilot and observer seats for the new B777X family of aircraft.

2015

Ipeco's ARINC size 4 microwave is selected by Qatar Airways, Singapore Airlines and Thai Airways.

2013

Ipeco chosen to supply pilot, observer and flight attendant crew seating for the new Embraer E2 family of aircraft.

2012

Ipeco provides executive passenger seating to Bombardier for the new CL350 aircraft.

2006

Ipeco supplies pilot and observer seating for the B787 aircraft.



Boeing 787 pilot seat

## our pedigree

"Ipeco is always looking to invest in capability to pioneer ever faster innovation and deliver process change across our products and services to meet and exceed customer expectations."

*Steve Johnson, Chief Executive*





For almost fifty years, Ipeco has focused on the development and manufacture of pilot seating that delivers ergonomic comfort to minimise fatigue. These credentials have enabled the Company to forge strong relationships with aircraft manufacturers such as Fokker, Boeing, ATR, Lockheed and Gulfstream; most recently culminating in Ipeco receiving the Supplier of the Year award from Embraer for its E2 crew seating programme.

The pursuit of design excellence, lean manufacture and customer delight, forms the basis of a work ethic at Ipeco that extends throughout the organisation. From pilot comfort and safety, to stylish and durable executive jet seating, to the ultimate galley environment - it's all about enhancing the flight experience.

# revolutionising comfort

Streamlining design, optimising weight and durability, selecting high-performance materials, capturing a customer's brand image, delivering modular and customisable designs - Ipeco does it all.



Bombardier Challenger 350 executive passenger seating

# transforming hospitality

"If we can continue to deliver new products that combine reliability and quality, and include creative flair to provide an exceptional experience, we are progressing in the right direction. But we're never satisfied. At Ipeco, innovation and customer excellence are our guiding values and part of our DNA."

*Jez Smith, VP Engineering*



# it's all about the crew

The Ipeco range of crew seats is built to uncompromisingly high standards and subjected to extensive test programmes. All seats are designed to meet the latest certification standards for structural performance and occupant injury protection in compliance with EASA and FAA requirements for both Part 25 and Part 23 applications.

Our engineering team has a wealth of experience in developing technically advanced seating that delivers proven ergonomic benefits for long term comfort and reduction of fatigue on the longest of flights or operational duty cycles. Whether electrically powered or manually operated, Ipeco's award-winning crew seats are recognised for their quality, reliability, comfort and overall performance.



# understanding what they need



HondaJet HA-420 pilot seat

# inherent quality they can feel

Ipeco understands the needs of commercial and business aviation pilots and cabin crew, creating comfort in confined spaces with high-specification materials to deliver robust quality. Aesthetics such as colour, design, branding and trim can all be tailored with precision to meet the stringent demands of both airline operators and private owners.

Attention to detail, quality manufacture and first-class materials epitomise an Ipeco executive passenger seat. Our customers expect the very best in terms of on-board luxury and high performance.

Ipeco executive passenger seats meet the latest certification standards for structural performance and occupant injury protection in compliance with all regulatory requirements. All seat designs focus on comfort throughout all phases of the flight. Ergonomic principles are employed to properly support the passenger whether in business mode, relaxation or during take-off and landing.

Easily adjustable mechanisms allow smooth transitions between seat orientations including: full berthing, rotation, lateral and longitudinal movement as well as adjustable headrest, leg rest and armrest.

Commitment to outstanding reliability and exceptional craftsmanship ensure Ipeco seats and divans complement aircraft interiors of the highest calibre.

## design innovation

With passenger comfort at the core, and the flexibility to accommodate relaxation, working, sleeping and dining, Ipeco is revolutionising the design of aircraft seating. Key business aircraft manufacturers and operators are fully supportive of the pioneering research and development that Ipeco is undertaking to optimise ergonomic design with a fresh approach to alternative materials, styling diversity and aesthetics.

it's only about you





Current ARINC galley insert portfolio

Ipeco offers a range of galley inserts which are available in both ATLAS and ARINC standards. Our portfolio comprises refrigerators - for a wide range of chilling and cold storage needs; ovens and microwaves - to quickly and evenly heat snacks and gourmet meals; water boilers, and beverage makers designed to withstand continuous use without compromising on taste and temperature.

## Galley inserts for new and upgraded installations

Ipeco is focused on developing galley solutions for airlines to meet the ever changing demands of today's passengers worldwide. Different cuisines, hot and cold menu options, open kitchen environments throughout the flight and fast snacks on busy commuter routes - all require flexible solutions.

Ipeco has invested heavily in the design and development of innovative solutions to deliver reliable, efficient, low energy and weight saving equipment. These enable flight crew to provide an efficient and enjoyable experience to all classes of customer on premium, long and short haul, low-cost or budget flights.



Commercially attractive galley insert packages

Worldwide inventory and repair service network

Loan and exchange opportunities for existing customers



## perfect performance in the galley

“At Ipeco we are continuously developing our galley insert portfolio to combine superior technological innovation and robust performance with easy-to-use features, improving food service and quality. Lightweight and reliable, our aim is to ensure that cabin crew have equipment they trust to deliver perfect results.”

*Stefano La Monaca, Engineering Manager – Galley Programmes*



# precision engineering

Ipeco has an extensive state-of-the-art manufacturing capability which employs a wide range of systems, processes and equipment. Products manufactured by salt bath brazing include coldwalls, chassis, antennae, heat exchangers, wave guides, plenums and ducts.

Ipeco is able to combine its brazing capability with a significant CNC precision machining operation comprising over 120 machines, including fine limit sheet metalwork with a variety of materials and gauges. We can also offer services across mechanical assembly, pressure testing, endurance, cycle, environmental testing, heat treatment, cleaning, paint finish and silk screening.

Ipeco has developed many lightweight but robust products to meet technical challenges. We have worked on several platforms which have provided our customers with cost, weight, volume improvement, in particular developments in cockpit instrument panels and boxes for fighter jets.

These capabilities sit alongside our serial production seating and galley insert products, offering all the stringent quality controls and economies of scale necessary to meet such special requirements.

“We offer manufacturing capacity directly to customers who are seeking complete turn-key solutions, particularly for salt bath brazed assemblies. Utilising our comprehensive in-house design, planning and manufacturing resources Ipeco is able to produce lightweight complex aluminium structures for a wide range of aerospace and other specialist applications including defence.”

*Dexter Brunt, Business Development Executive*



# high performance composite structures

Ipeco is renowned for its expertise and innovation in the design, development and production of high performance structures utilising both metallic and advanced composite materials. Primary markets comprise aerospace, defence & space, industrial & medical and rail.

The use of composites in an increasing number of Ipeco products enables the organisation to deliver stronger and lighter solutions, as well as offering greater flexibility of use which has resulted in new, as well as replacement, applications. Ipeco also provides composite solutions to a variety of customers to meet internal cabin and external structural requirements.

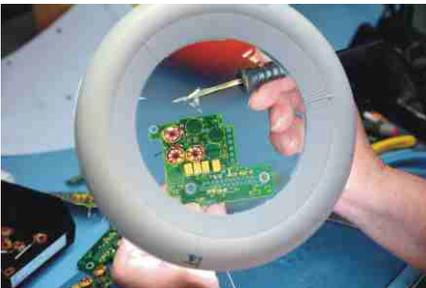


Composite stand-back for Bombardier Transportation

# electronics



Ipeco specialises in the design, development and manufacture of rugged, high-power-density, low-mass power supplies and systems for defence, aerospace, telecommunications and other demanding embedded applications. Qualified to ISO BS EN 9001 our quality control system provides complete lifecycle traceability.



We make extensive use of our proven and pre-qualified power modules to provide customers with reduced engineering costs, shorter PSU development times, prompt system verification and reduced obsolescence risks.

# customer support



Ipeco provides face-to-face in-service training for operators and maintenance organisations either at its UK or USA facilities or at suitably equipped customer premises. The Company has also invested in eLearning solutions which are also available to customers on request. Our technical team provides troubleshooting services for all seating and galley insert products and our portfolio of CMMs, SBs and associated technical data sheets enable operational safety, efficient maintenance and continued airworthiness.



Ipeco provides a dedicated 24/7 on-call support service to keep you flying call: +44 1702 545118. Outside normal business hours in your location please call +44 8452 669355 or email [AOGDESK@ipeco.com](mailto:AOGDESK@ipeco.com)



The delivery of a best-in-class commitment to our customers is at the heart of our business.

“Ipeco offers a global Customer Support service providing 24/7 care throughout the year. We operate spares distribution centres in North America, UK and Greater China and we are able to deliver promptly to operators on a global scale. The Company also manages a worldwide authorised repair network to provide timely and efficient local support.”

*Mark Utting, VP Customer Support*





## a vision for the future

Ipeco is always looking ahead. From the day the Company was formed in 1960 it has pioneered the development of products and services to meet the demands of a growing global customer base. Today sees the organisation continuing to transform aircraft seat design and pioneering the introduction of innovative galley insert equipment, delivering improved crew and passenger comfort, experience and productivity.

Underpinning this evolution is Ipeco's investment in people. This group-wide philosophy recognises the loyalty and commitment of the people that contribute to this success. It shares the excitement and sense of achievement that results in award-winning designs. And it nurtures young talent in readiness to challenge new business frontiers.

## our apprentices

Ipeco has championed apprentice recruitment and development for over 35 years to provide individuals with a solid foundation in core engineering skills, together with an understanding of the Company's business activities. The Ipeco training centre is unique in that it has full accreditation from the necessary examination boards to award apprenticeships independently as well as being able to offer a portfolio of training courses, including e-learning, to assist in skills development for employees across the Company.

*Daniel Carey,  
Year 2: "Taking  
responsibility  
and sharing  
experiences, is  
helping me  
define my career  
ambitions."*

*Jake Kelly,  
Year 4: "Hands-on  
training provides  
real customer  
experience. I am  
proud to think  
that airlines  
around the world  
choose Ipeco."*



*Tierney Hill,  
Year 1: "I'm  
learning new  
skills every day,  
I'm really  
enjoying the  
experience."*

*Takudzwa Mubaira,  
Year 3: "Graduating  
from the scheme with  
first class skills and  
industry recognised  
qualifications is a  
great feeling."*



Manufacturing • Distribution • MRO