

# FORWARD FACING EGNATIA AVIATION - BUILDING FOR THE FUTURE



*alsim*   
FLIGHT SIMULATION SOLUTIONS



THE CURRENT **STUDENT  
THROUGHPUT IS CLOSE TO  
250 ANNUALLY**, WITH THAT  
TO **GROW TO A STUDENT  
POPULATION OF 350-400** IN  
THE NEAR FUTURE.



## **FOR EVERY SCENARIO**

Many organisations are now used to struggling in a complicated world, so it is refreshing to learn of one of those that is optimistic and expanding. Egnatia Aviation, based at its purposely built Lydia Aerodrome in Greece, has seen steady growth since it moved there in 2006.



## THE KEY TO SUCCESS

The key to continuing success is to create a steady and significant flow of cadets to keep the machine running smoothly, and this has largely been achieved by recruiting and retaining cadets from major airlines for that training process. Airline-sponsored cadets account for some 60% of the throughput, and the close ties to the airlines encourages self-sponsored students to join as they can see the potential of jobs with those airlines once they have got their licences.





George Trianafyllidis, Business Development & Facilities Management Director, has been with the company throughout this time, and has witnessed its establishment as a well-respected provider of ab initio pilot training. That reputation is built on the solid foundations of the EASA regularity model and requirements, coupled with a good weather factor, an experienced team of instructors and modern training equipment.





The demographic of the students has broadened – whereas initially 70% were Europeans, and 30% from elsewhere that ratio has changed, with approximately 50% now coming from the Middle East. That balance reflects the airlines which send cadets to Egnatia. Qatar Airways started with Egnatia in 2011, closely followed by Air Arabia, and then by a major European LCC, Wizz Air, Oman Air and Kuwait Airways have recruited 100+ Egnatia graduates, and Iraqi Airlines have started a group of 82 cadets.

Egnatia provides the services throughout the training, starting with Selection – both for the airlines and self-sponsored, and presently uses the AON package, and, of course, works with the individual airlines to shape their selection process to that airline's specific needs. Most of the courses follow the EASA ATP(A) Integrated Course and, where necessary, can provide the MPL pattern, but there is the flexibility to offer a modular route to the licences, and, naturally, there is also a course to follow for the award of the PPL.



# MAJOR ELEMENT





A major element of training for today and the future is the selection of training tools. The modern glass-cockpit training fleet is made up of 19 aircraft – the Diamond DA40 and DA42 aircraft for the majority of the flight time, with the Diamond DA20 used to cover the UPRT elements. Powered by the Austro engine these Diamond aircraft are working hard – each one accumulating @1.000hrs a year. Egnatia has opted for in-house maintenance to ensure constant support for the high-intensity operations, and also provides its own ground services for the same reason.



# THE VITAL ROLE OF USING SIMULATORS







With a major part of the training consisting of approved packages of Flight Training devices, the long-term provider of choice is ALSIM, the manufacturer based in Nantes, France. Given the innovative DNA at the heart of Egnatia it was quick to recognise that same approach in ALSIM, and in 2009 the first ALSIM ALX, a ground-breaking generic device, was installed. This was the start of a long and close association. The numbers of ALSIM devices installed at Egnatia makes it the biggest European client for ALSIM, with 4 x AL250 units and 2 x ALX Simulators.



This partnership reflects a mutual understanding of the need for successful and bold innovation and it is good to see them now reaping the benefit of planning for the long term future of the market.

**The current student throughput is close to 250 annually, with that to grow to a student population of 350-400 in the near future. Consequently there is action already underway to further development of Lydia aerodrome, Egnatia being the operator for 40 years.**

**The process of building for the future will feature a 6000 square metre facility and that will, in turn, be capable of supporting a major European General Aviation hub.**



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