

Seat Refurbishment



AFI KLM E&M has developed an innovative seat refurbishment solution that consists in using existing seats as an alternative to new ones. These seats are then customized into refurbished seats for all kinds of models and aircraft types.

The issue

Manufacturers' seats are not always available at short notice and need to be adapted to the airline's LOPA. What's more, cabin modification projects are costly and lengthy. The aim was to provide an attractive alternative that optimized both budget and lead-time while ensuring an equivalent level of quality as with new seats.

The adaptive solution developed by AFI KLM E&M

AFI KLM E&M developed a solution consisting in re-using existing seats to conduct a full cabin-modification project. Every step in the process is managed, from mock-up to design, customization, finishing, integration of new IFE systems, overhaul, new LOPA (Layout of Passenger Accommodation), adaptation, certification, warranty, spares management, scheduling, etc. The project monitors the following steps:

- Analysis of the customer's request and feasibility study;
- Design and finishing proposals;
- Suggestions for suitable technical solutions;
- LOPA proposal and seat mock-up;
- End-to-end project management (scheduling, logistics, workshop);
- Compliance with the appropriate certification (with our DOA);
- Warranty management and after-sales.



Key benefits

The key benefits resulting from using existing seats are mainly in terms of lead-times and a reduction in the overall project cost:

- Cost of a full ship set of seats cut by a factor of 5-10
- Lead-time cut by a factor of 2-3

while providing the same quality as new seats.



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Contact us

“ Refurbish your seat
and save time & money ”



www.afiklmem.com
mobile.afiklmem.com

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This adaptive solution was developed by the **AFI KLM E&M Cabin Modification (Part 21) Business Unit**. This division is in charge of carrying out projects for both third-party airlines and the Air France and KLM fleets, thereby leveraging operator experience. For further information please contact your Sales Manager.