CLIENT DIT-MCO International

PROJECT Case Study: Alenia Aermacchi M-346

OBJECTIVE Demonstrate DIT-MCO's expertise in helping customers increase test

efficiency through its innovative product features and support.

COPY EXCERPT

Alenia Aermacchi slashes wiring testing manhours by *more than 90%* on their new M-346 trainer



Call or write CopyEngineer to receive a PDF of the complete case study.*

How do you dramatically reduce the time needed for wiring testing on an aircraft bristling with more than 700 test connectors?

That was the problem facing Giorgio Cagnin and his team at Alenia Aermacchi as production of the company's new M-346 advanced jet trainer began. The 30-year-old test system they had in place was already causing delays.

Alenia Aermacchi is the only aircraft manufacturer that offers products covering every phase of military pilot training, from ground-based training systems to advanced jet trainer aircraft. Their Training Systems division produces the M-346 – and their new M-345 HET primary jet trainer – at the company's plant in Venegono Superiore, Italy.

Sales of the M-346 have been brisk. With orders in from four countries and deliveries scheduled to ramp up sharply from one aircraft per month to four, it was clear their existing system would soon become a bottleneck that could put millions of Euros worth of payment milestones at risk.

A problem of complexity

That system – a DIT-MCO Model 2503 purchased in 1981 – had been used successfully to test the prototypes of the M-346. But with the new plane's large number of test ports, the hook-up and testing process was proving extremely labor-intensive.

Housed in four large cabinets, the Model 2503 was very difficult to move. This necessitated the use of long, heavy adapter cables to reach the aircraft. Each cable was in three sections which had to be unrolled and connected each time a new aircraft was rolled in for testing.

On earlier, less complex aircraft, and on the prototypes (when there was more time), this had never been a problem. Now it was. Cagnin says it would take six to seven technicians – working two shifts – two to three days *just to connect* each new M-346.

"It's great working with John since he has a good understanding of the aerospace industry and makes case studies interesting. I just give him the background information and contacts and he does the rest. The results are just want I need.

Karl Sweers Marketing Manager DIT-MCO International

copy engineer

B2B Copywriter specializing in technology and software

^{*} The complete case study can also be viewed on DIT-MCO's website at http://bit.ly/2COB6Qv.