



# A next-generation fleet requires a next-level supplier.



Eastman's technical experts were available every step of the way to help enable smooth change management for Royal Air Maroc.



Eastman Turbo Oil 2380™ and Eastman Turbo Oil 2197™ now serve Royal Air Maroc's entire fleet.



The airline receives Eastman turbo oils and maintenance at multiple stations from QSA Aeronautical Engineering Services.

## The challenge

Royal Air Maroc is the national airline of Morocco and the second-largest carrier in Africa. The carrier must balance the performance demands of a growing international fleet while optimizing local supply logistics. Its fleet of 55 planes is primarily a mix of Boeing 737s and 787s, along with Embraer 190s. Headquartered in Casablanca, it operates domestic networks and international flights to Africa, Europe, the Middle East, and North America. The airline was looking for a supplier that could **serve its entire fleet**—not only its narrow-body 737s but also its next-generation fleet of 787s. A **demanding flight network** also made delivery logistics a challenge.

## The solution

Royal Air Maroc turned to Eastman, who recommended and provided substantiating documentation on the effectiveness of Eastman Turbo Oil 2197 for its 787s and Turbo Oil 2380 for its 737s. Eastman's technical services team worked with the airline on using both oils and helped ensure a **smooth change management process**. As an added benefit, Eastman collaborated with QSA Aeronautical Engineering Services to supply its turbo oils and provide aircraft maintenance services at Royal Air Maroc sites, including several remote locations.

"Royal Air Maroc and Eastman have established a successful and unique partnership over the past few years," said Olga Mykhaylova, Eastman Aviation EMEA customer service team leader. "We now serve their entire fleet and found an innovative delivery solution using one of our channel partners, QSA, that provides savings throughout the supply network and helps ensure security of supply."



**We wanted to get all of our turbo oil from the same supplier, including a high performance oil that would serve our newer aircraft. We also needed a more efficient supply network. Eastman has proven to be the right partner to help us do both.**



—Adil Jalali  
Technical director  
at Royal Air Maroc

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## The results

Leading with insights, Eastman technical services partners with Royal Air Maroc's engineering department to deploy optimal usage of both Eastman Turbo Oil 2380™ and Eastman Turbo Oil 2197™. With superior product engine and accessory performance, the airline is able to operate at maximum efficiency and cost effectiveness. In addition, Royal Air Maroc now receives its turbo oil and aircraft maintenance from Eastman's channel partner, QSA, which results in **cost savings**, **less downtime**, and **excellent customer service**.

"We wanted to get all of our turbo oil from the same supplier, including a high performance oil that would serve our newer aircraft," said Adil Jalali, technical director at Royal Air Maroc. "We also needed a more efficient supply network. Eastman has proven to be the right partner to help us do both."

"When we placed our first order, the shipment came from Rotterdam to Casablanca within a week," Jalali said. "Not only do we get excellent customer service, but we benefit from cost-effective delivery at our smaller locations."



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—Adil Jalali  
Technical director  
at Royal Air Maroc

For more information, contact your Eastman Aviation Solutions sales representative or visit [Eastman.com/Aviation](http://Eastman.com/Aviation) to contact us.



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The results of insight™

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