

In-flight equipment solutions that go the extra mile

With more and more airlines looking for ways to reduce costs, many suppliers are having to reinvent themselves in order to meet the demands of their customers. One company that has successfully achieved this, while significantly growing its market share over the past few years is LSG Sky Chefs

"If you would have asked me what LSG Sky Chefs did a few years ago, I would have stressed our catering operations," says Dirk Mulzer, Managing Director, LSG Sky Chefs Catering Logistics GmbH. "Now however, we cover all in-flight service related operations, supplying airlines with a complete service package, including management

services, innovation and concept development, equipment design and sourcing, Buy-on-Board and in-flight retail, warehousing and logistics, and even IT solutions. We even have an in-house engineering team that designs and oversees the construction of entire catering facilities for some of our clients; all of this is a far cry from the traditional view of an airline caterer."

Optimally sustainable products

It's not often that a product can claim to be truly sustainable, but in the case of LSG Sky Chefs' QUANTUM trolley, it might just be the case. The QUANTUM trolley, the winner of the Crystal Cabin Award, delivers significant benefits to airlines and crews alike. The trolley, which has been developed in conjunction with LSG Sky Chefs' exclusive partner Norduyn, is over a third lighter than its predecessor and consists of significantly fewer parts.

Significant savings

"But it's when we look at savings, that's when the trolley really comes into its own. At 35% lighter than a standard aluminium trolley, fuel burn can be reduced considerably. For example, on a normal flight load on B747, the weight difference between standard aluminium trolleys and QUANTUM trolleys is 850kg per flight. Moreover, with fewer parts, the trolley is quicker and cheaper to service. It also requires less dry ice to keep foodstuffs cool and it has a minimum 10-year life span. We like to think of it as a true sustainable product, reducing costs and environmental impact, while improving the lives of crews and passengers," concludes Mr. Mulzer.

LSG Sky Chefs recently received an order from Lufthansa

for almost 30,000 QUANTUM trolleys to be delivered over the coming three years. The airline estimates that once all trolleys are fully in service they can save about 9,000 tons of kerosene and 28,350 tons of CO₂ annually. Other airlines have also expressed interest in the QUANTUM line of trolleys.

Innovation driven efficiencies

The trolley however, is just one of the in-flight product innovations that LSG Sky Chefs has launched in recent years; there are a number of others that also offer considerable efficiency improvements. The biodegradable sugarcane tray, for example, which is made from the by-product of a natural resource, is lighter, greener (it decomposes within 180 days), and cheaper to source, thanks to the abundance of raw materials.

The newly-improved polypropylene glass rack offers economical benefits as well as excellent handling in operations across the supply chain. With a claim to reduce breakage by as much as 50 to 70 percent, this product definitely shows airlines a return on their investment. Its unique design offers a number of innovations such as a patented lightweight construction which makes crew handling more comfortable. The third layer of the rack can accommodate taller glasses along with mugs and other glasses. Additionally it's highly customizable to suit all glass and drawer standards, and it can be ordered according to specific heights, certifications and colours.

When bundling together innovative equipment production along with logistics management, airlines will not only see efficiencies throughout the supply chain, but will also see an increase in their bottom line. With SkylogistiX, a partnership between LSG Sky Chefs and Kuehne + Nagel, airlines can rely on years of trusted logistics management experience, optimized to create guaranteed efficiencies to get the right amount of equipment needed to the right location on-time.

LSG Sky Chefs offers airlines bundled in-flight solutions that go beyond classic catering, to include equipment design and logistics management which, not only creates savings for the airline, but allows them to focus on what's most important to their business: keeping their passengers satisfied.

To find out more about LSG Sky Chefs' equipment efficiency programmes and how they can benefit you visit <http://lsg.sc/smile>

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LSG Sky Chefs' QUANTUM trolley