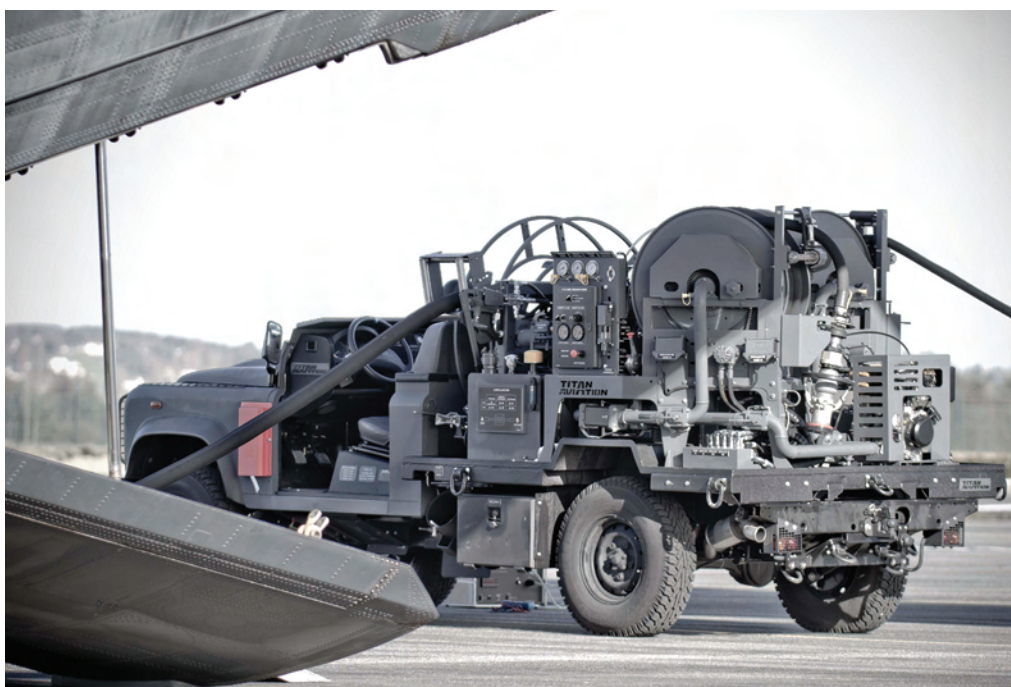


## Laurent Pourprix

Managing Director of Titan Aviation

*Since its creation in 1955, Titan Aviation, has delivered more than 6,000 refueling systems worldwide. Titan Aviation specializes in the supply of refueling solutions throughout the whole process. It has also opened an Indian subsidiary.*



More than  
**6,000**  
refueling  
systems  
manufactured

**80**  
employees

### **What are the activities of Titan Aviation in the defense domain?**

Titan Aviation is specialized in the design and production of refueling vehicles for military aircrafts and helicopters, as well as terrestrial vehicles (tanks, trucks, four-by-four). More generally, the company can be involved in any project where fuelling expertise and know-how is needed.

### **How does Titan Aviation distinguish itself in the domain of aircraft-refueling vehicles?**

Titan Aviation offers a full range of refuelling equipment dedicated to civilian and defense applications: portable fueling units, tank containers, flexible tanks, fuel farms, airport dispenser and refuelers, tactical hot refueling dispensers, air transportable refuelers, high capacity (up to 80,000 liters) aircraft refuelers, etc. Titan Aviation is able to offer custom solutions to its customers and recently developed a tactical and air transportable refueling vehicle for French Special Forces. The company also developed custom solutions for Lithuanian and Algerian armies, as well as the United Nations.

### **What are the focal points of Titan Aviation's development strategy: ergonomics, mobility, efficiency?**

Titan Aviation bases its reputation on strong innovation capabilities. Thanks to its in-house R&D department, many innovative projects have been successfully completed: the S.M.A.R.T. Frame and EZ Fuelling (refueling with vehicle engine off). The S.M.A.R.T. Frame (bolted and welding-free frame) for example allows a modular conception from standard elements, easy reparability, exceptional corrosion resistance, and in the case of international projects, the production of Completely Knocked Down sub-assemblies ready to assemble on-site.

For a long time, we have focused on the ergonomic and ease of maintenance of our equipment thanks to the feedback of our customers. For some years now, we are also very attentive to the environmental footprint of our solutions, from the design (materials, paint) to the energy efficiency (EZ fuelling).

What are the advantages of membership in organizations such as the European Defense Economic Network (EDEN) and the GILEP clusters?

Titan Aviation is very active in both the EDEN and GILEP clusters. As an SME, the main advantage is to get access to a large network of solutions and opportunities thanks to the cooperation between the clusters members. EDEN cluster has a real international hunting-in-packs philosophy: each member designs complementary products and solutions, and is able to deliver a complete offer to the customers.

How important is international expansion to Titan Aviation's overall business strategy?

Supplying a niche market, we became an international company a long time ago. Today overseas business represents more than 80% of our turnover. We sell equipment worldwide and are especially successful in Europe, Africa and Middle East. Eight years ago we created a joint venture, Titan Antony, with an Indian partner, to produce equipment locally in order to meet area price-point and technical requirement. Today we look forward Southeast Asia, where we believe the need for refueling equipment will increase in the coming years thanks to the economic boom this area is experiencing.



“Today, overseas business represents more than 80% of our turnover.”

**Maintenance and repairs**  
Réparations et maintenance

**Academic and practical trainings**  
Formations théoriques et pratiques

**Tank containers**  
Citernes mobiles

**Mobile fuel farms**  
Dépôts mobiles

**Ground flexible tanks**  
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