

Andrew Grindinger

Of Counsel

Practices: Corporate, Commercial Transactions & Outsourcing

Industries: Airlines

With nearly ten years of experience negotiating commercial transactions on behalf of a variety of commercial airlines, Andrew is a highly-respected and relied-upon counselor for Winstead's airline clients.

While he has experience in commercial transactions of all types, Andrew spends a considerable portion of his time supporting Winstead's airline clients in connection with their pilot recruitment and aircraft mechanic recruitment efforts. Not only has he assisted major airlines in the design and development of their recruitment programs, but he also has extensive experience in negotiating flight student loan program agreements, having negotiated loan program agreements with various lenders for multiple leading airlines. He also has considerable experience in working with flight schools and universities that partner with our airline clients in their pilot recruitment programs.

In addition to his work in the area of pilot recruitment, Andrew also has considerable experience in the areas of fleet operations and loyalty programs. With respect to fleet transactions, he has assisted a global U.S. airline in the disposition of over 200 aircraft, including all aspects of the sale process (e.g., RFP preparation, records review, agreement negotiation and closing). His fleet work also extends to the negotiation of spare engine leases.

With respect to loyalty programs, Andrew has not only spent considerable time negotiating accrual and redemption agreements with a variety of hotels and car rental companies, but he also has significant experience in the negotiation of agreements pertaining to the development and hosting of travel-product booking and reservation platforms.

Prior to joining Winstead, Andrew represented public and private companies in a variety of finance-related transactions.

Andrew is a contributing writer for Winstead's [Airlines Blog](#).

Representative Experience

Pilot and Maintenance Recruitment

- Representation of global U.S. airline in negotiation of flight school loan program agreement with Discover Student Loans.
- Representation global U.S. airline in negotiation of flight school loan program agreement with the American Airlines Credit Union.
- Representation global U.S. airline in negotiation of flight school loan program agreement with DR Bank.
- Representation global U.S. airline in negotiation of flight school loan program agreement with Liberty Bank and Trust Company.
- Representation of global U.S. airline in development of program governance documents in connection with their pilot recruitment program.



Dallas Office

214.745.5829 Direct

214.745.5390 Fax

agrindinger@winstead.com

Education

Tulane University Law School

– J.D., 2015

– Managing Editor, *Tulane Maritime Law Journal*

Tulane University

– B.A., 2012

- Representation of global U.S. airline in development of participation agreement templates to be used in connection with institutions that desire to join their pilot recruitment program.
- Representation of global U.S. airline in negotiation of participation agreements with over 20 flight schools, universities and other institutions participating in airline's pilot recruitment program.
- Representation of global U.S. airline in development of program governance documents in connection with their aircraft maintenance recruitment program.
- Representation of global U.S. airline in development of participation agreement templates to be used in connection with institutions that desire to join their aircraft maintenance recruitment program.

Fleet Transactions

- Representation of global U.S. airline in negotiation of aircraft sales agreements covering over 200 wide-body and narrow-body mainline and regional aircraft, airframes and engines.
- Representation of regional U.S. airline in negotiation of engine lease agreements.
- Representation of private company in negotiation of aircraft disposition agreement.

Other Commercial and Outsourcing Transactions

- Representation of global U.S. airline in drafting and negotiation of master services agreements covering various consulting services and professional services with leading providers in a variety of subject matter areas, including:
 - health and welfare benefits;
 - recruiting, hiring and employee development;
 - leadership and sensitivity training; and
 - corporate strategy.
- Representation of global U.S. airline in negotiation of loyalty program agreements with leading car rental companies.
- Representation of global U.S. airline in negotiation of purchase agreements for procurement of corporate materials.
- Representation of international hotel and resort operator in outsourcing of purchasing, finance, and accounting functions.
- Representation of global U.S. airline in outsourcing of their car and ground transportation booking platform.
- Representation of global U.S. airline in outsourcing of certain passenger and cargo reservation customer service functions.
- Representation of global U.S. airline in outsourcing certain baggage delivery functions.
- Representation of regional U.S. airline in outsourcing certain payroll functions.
- Representation of international skincare and wellness company in drafting and negotiation of master services agreements covering various consulting services and professional services.
- Representation of regional commercial real estate investment firm in drafting and negotiating consulting agreements with respect to food and beverage offerings at their portfolio properties.
- Representation of local brewery in drafting and negotiation of equipment leases.

Financing

- Represented a leading private equity firm in negotiation of acquisition financing of communication technology company.
- Represented a regional private equity firm in negotiation of multiple acquisition financings.
- Represented an international telecommunication company with respect to various financing matters and debt compliance.
- Represented an international manufacturing company in negotiation of credit facility.
- Represented an international manufacturing company in renegotiation of corporate credit facilities.
- Represented a healthcare technology company in negotiation of credit facility.

- Represented a healthcare technology company in connection with debt compliance issues.

Professional & Community Service

- State Bar of Texas

Awards & Recognition

- *Best Lawyers: Ones to Watch*, (BL Rankings, LLC), 2023-2024

Admissions

- Texas, 2016