

Ehren Hartz

Shareholder Chair, Corporate, Commercial Transactions & Outsourcing Practice Group

Practices: Corporate, Commercial Transactions & Outsourcing; Corporate, Securities/M&A; Data Privacy; General Data Protection Regulation

Industries: Airlines

Ehren Hartz is a leading transactional attorney for the airline industry. He has represented airlines in a broad range of transactions for more than a decade, and through his long-standing relationships with his airline clients and his continual involvement in their transactional matters, he has gained a depth of experience and an insider knowledge of how airlines operate. As a result, he brings to the table a high level of technical understanding of the industry, the market, vendors, and the subject matter that make transactions within the airline sector unique. This understanding, when combined with his practical, results-driven approach, allows Ehren to provide his airline clients with legal services in the most effective and cost-efficient manner possible.

Ehren leads our team of attorneys providing a full suite of legal services for Winstead's airline clients. Comprised of more than 35 attorneys and consultants across multiple practice areas, the Winstead Airlines Team is uniquely equipped to assist airlines around the world navigate the ever-changing market landscape of commercial passenger and cargo air transportation.

Ehren devotes a significant portion of his practice to the negotiation of agreements pertaining to airframe, engine and component maintenance, avionics procurement and maintenance, aircraft interiors procurement, and airframe and engine disposition, consignment and disposal.

He also has considerable experience negotiating contracts on behalf of his airline clients pertaining to third-party capacity outsourcing (passenger and cargo), customer loyalty programs, premium passenger services, and corporate sales. Additionally, he is experienced in assisting clients with issues surrounding pilot recruitment and training. He has also led numerous special projects on behalf of his airline clients, ranging from the assumption and rejection of contracts during Chapter 11 to airline post-merger integration to corporate name changes.

Representative Experience

Airframe, Engine & Component Maintenance

- Representation of global U.S. airline in negotiation of engine maintenance services agreement pertaining to PW1100 engines with International Aero Engines
- Representation of global U.S. airline in negotiation of engine maintenance services agreement pertaining to CFM56-7B engines with GE Engine Services
- Representation of global U.S. airline in negotiation of engine maintenance services agreement pertaining to V2500 engines with MTU



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Education

University of Arkansas School of Law

– J.D., 2009

– *summa cum laude*

– Associate Editor, *Arkansas Law Review*

University of Arkansas

– B.A., Political Science and Economics, 2005

- Representation of global U.S. airline in negotiation of engine maintenance services agreement pertaining to V2500 engines with Iberia
- Representation of global U.S. airline in negotiation of engine maintenance services agreement pertaining to AE3007 engines with Rolls-Royce
- Representation of global U.S. airline in negotiation of CF34 engine maintenance services agreement with GE Engine Services
- Representation of global U.S. airline in negotiation of CF6 engine maintenance services agreement with GE Engine Services
- Representation of regional U.S. airline in negotiation of airframe maintenance agreement for E175 aircraft with Embraer
- Representation of U.S. airline in the negotiation of APU maintenance services agreement for B717 aircraft with Pratt & Whitney Canada
- Representation of regional U.S. airline in negotiation of APU maintenance services agreement with Pratt & Whitney Canada
- Representation of regional U.S. airline in negotiation of landing gear overhaul services agreement for ERJ-145 aircraft with Hawker Pacific
- Representation of U.S. airline in the negotiation of wheels and brakes maintenance services agreement for B787 aircraft with Safran Landing Systems
- Representation of regional U.S. airline in negotiation of wheels and brakes maintenance services agreement with Meggitt Aircraft Braking Systems
- Representation of regional U.S. airline in negotiation of wheels and brakes maintenance services agreement for ERJ-135, ERJ-140 and ERJ-145 aircraft with Goodrich Wheels and Brakes
- Representation of regional U.S. airline in negotiation of tire purchase and repair agreement for CRJ700 and ERJ-145 aircraft with Wilkerson
- Representation of regional U.S. airline in negotiation of tire purchase and repair agreement for E175 aircraft with Bridgestone
- Representation of U.S. airline in negotiation of LRU component maintenance services and pooling agreements for B787 aircraft with KLM/EPCOR
- Representation of U.S. airline in negotiation of LRU component maintenance services and pooling agreement for B787 aircraft with Lufthansa Technik
- Representation of U.S. airline in negotiation of flight control surfaces LRU component maintenance services and pooling agreement for B787 aircraft with Moog
- Representation of U.S. airline in negotiation of avionics spare parts purchase agreement for E175 aircraft with Honeywell International
- Representation of U.S. airline in negotiation of flight control surfaces LRU component maintenance services agreement for B717 aircraft with Israel Aerospace Industries
- Representation of U.S. airline in negotiation of avionics LRU component maintenance services and pooling agreement for B787 aircraft with Collins Aerospace
- Representation of U.S. airline in negotiation of Nacelle parts purchase agreement for E175 aircraft with Safran Nacelles

Avionics Procurement and Maintenance

- Representation of global U.S. airline in negotiation of ADS-B In equipment purchase agreement for A321 aircraft with Aviation Communication & Surveillance Systems and L3 Technologies
- Representation of global U.S. airline in negotiation of TCAS purchase and support agreement for A321 aircraft with L3 Harris
- Representation of U.S. airline in negotiation of Avionics LRU component maintenance services and pooling agreement for B787 aircraft with Collins Aerospace
- Representation of regional U.S. airline in negotiation of avionics purchase and maintenance agreement for ERJ-135, ERJ-140 and ERJ-145 aircraft with Honeywell International

- Representation of regional U.S. airline in negotiation of flight control systems maintenance services agreement for ERJ-135, ERJ-140 and ERJ-145 aircraft with Parker Aerospace
- Representation of regional U.S. airline in negotiation of airborne navigation systems database software license and services agreement with Honeywell International
- Representation of regional U.S. airline in negotiation of avionics LRU maintenance services agreement for E170 and E175 aircraft with Honeywell International
- Representation of regional U.S. airline in negotiation of integrated standby instrument systems purchase and services agreement for ERJ-140 and ERJ-145 aircraft with Thales Avionics
- Representation of regional U.S. airline in negotiation of avionics component maintenance services agreements for E175 aircraft with Hamilton Sundstrand and Goodrich
- Representation of U.S. airline in negotiation of avionics spare parts purchase agreement for E175 aircraft with Honeywell International
- Representation of regional U.S. airline in negotiation of avionics equipment purchase and support agreement for CRJ700 aircraft with Collins Aerospace

Aircraft Interiors Procurement

- Representation of global U.S. airline in negotiation of main cabin and business class seating purchase agreement with Collins Aerospace for line-fit installation on A321XLR and B737 aircraft
- Representation of U.S. airline in negotiation of main cabin, premium economy and business class seating purchase agreement with Collins Aerospace for line-fit installation on B787 aircraft
- Representation of U.S. airline in negotiation of premium economy class seating purchase agreement with Adient Aerospace for line-fit installation on B787 aircraft
- Representation of U.S. airline in negotiation of main cabin and business class seating purchase agreement with Collins Aerospace for line-fit installation on B787 aircraft
- Representation of global U.S. airline in negotiation of premium economy seating purchase agreement with Recaro Aircraft Seating Americas for line-fit installation on A321XLR aircraft
- Representation of global U.S. airline in negotiation of business class seating and monuments purchase agreement Adient Aerospace for retrofit installation on B777 and B787 aircraft
- Representation of global U.S. airline in negotiation of premium economy class seating purchase agreement with Safran Seats for B787 aircraft
- Representation of global U.S. airline in negotiation of business class seating purchase agreement with Thompson Aero for retrofit installation on B757 aircraft
- Representation of global U.S. airline in negotiation of galley purchase agreement with Zodiac Premium Galleys for retrofit installation on B777 aircraft
- Representation of global U.S. airline in negotiation of galley purchase agreement with EnCore for retrofit installation on B737 and A321 aircraft
- Representation of global U.S. airline in negotiation of lavatories and overhead bins purchase agreement with Airbus Americas for retrofit installation on A321 aircraft
- Representation of global U.S. airline in negotiation of premium economy class and main cabin class seating purchase agreement with Collins Aerospace for line-fit installation on B787-8 aircraft
- Representation of global U.S. airline in negotiation of premium economy class seating purchase agreement with Collins Aerospace for retrofit installation B777-200 and B777-300
- Representation of global U.S. airline in negotiation of lavatories purchase agreement with JAMCO for retrofit installation on B777-300 aircraft
- Representation of global U.S. airline in negotiation of entry-door monuments purchase agreement with EnCore for B787 aircraft
- Representation of global U.S. airline in negotiation of class divider purchase agreement with Diehl Aviation for retrofit installation on B777 and A330 aircraft
- Representation of global U.S. airline in negotiation of closets purchase agreement with Safran Cabin for retrofit installation on B777-300 aircraft

- Representation of global U.S. airline in negotiation of ovens and galley modification purchase agreement with Safran Cabin for retrofit installation on B777-300 aircraft
- Representation of global U.S. airline in negotiation of espresso machines purchase agreement with Iacobucci for retrofit installation on B777 and A320 family aircraft
- Representation of global U.S. airline in negotiation of carpet and galley mat purchase agreement with Airworthy Aerospace for B737 aircraft
- Representation of global U.S. airline in negotiation of sidewall literature pocket purchase agreement with Fellfab for B737 aircraft
- Representation of global U.S. airline in negotiation of multi-fleet seat cover purchase agreements with ELeather, Lantal Textiles, Sabeti Wain Aerospace and Ultrafabrics
- Representation of global U.S. airline in negotiation of multi-fleet carpet purchase agreement with Ser-Mat International
- Representation of global U.S. airline in negotiation of multi-fleet carpet purchase agreement with Industrial Neotex
- Representation of global U.S. airline in negotiation of multi-fleet class divider purchase agreement with Tapis
- Representation of global U.S. airline in negotiation of integration services purchase agreement with Northwest Aerospace Technologies in connection with retrofit of B777-200 and B777-300 aircraft
- Representation of global U.S. airline in negotiation of A321 cabin reconfiguration services agreement with Airbus Americas
- Representation of global U.S. airline in negotiation of integration kit purchase agreement with Northwest Aerospace Technologies in connection with retrofit of A321 aircraft
- Representation of global U.S. airline in negotiation of PRAM installation kits purchase agreement with Northwest Aerospace Technologies for A321 and B737 aircraft
- Representation of global U.S. airline in negotiation of PRAMS equipment purchase agreement with Heads Up Technologies for retrofit installation on A321 and B737 aircraft

Airframe and Engine Disposition, Consignment and Disposal

- Representation of global U.S. airline in negotiation of sale agreement pertaining to Embraer ERJ-145LR airframes and AE3007 engines with Regional One
- Representation of global U.S. airline in negotiation of sale agreement pertaining to Embraer ERJ-145LR airframes and AE3007 engines with Western Air
- Representation of global U.S. airline in negotiation of sale agreement pertaining to B757-200 airframes and PW2037 engines with Aquila Air Capital
- Representation of global U.S. airline in negotiation of sale agreement pertaining to Embraer ERJ-145LR airframes and AE3007 engines with Rano Air
- Representation of global U.S. airline in negotiation of sale agreement pertaining to B737-700 airframes with Universal Asset Management
- Representation of regional U.S. airline in the disposition of Saab parts and tooling with Aviation Inventory Resources
- Representation of global U.S. airline in negotiation of consignment agreement pertaining to B757-200 and B767-300 and A319 and A320 airframes with Universal Asset Management
- Representation of global U.S. airline in negotiation of consignment agreement pertaining to B747-400 airframes with Universal Asset Management
- Representation of global U.S. airline in negotiation of consignment agreement pertaining to ERJ-145XR airframes with Aerovision Aircraft Services
- Representation of global U.S. airline in negotiation of consignment agreement pertaining to PW2037 and PW4000 and V2500 engines with NTE Aviation
- Representation of global U.S. airline in negotiation of consignment agreement pertaining to CFM56-7 engines with AvAir

Third-Party Capacity Outsourcing

- Representation of global U.S. airline in connection with the negotiation of regional capacity purchase agreement with Republic Airlines
- Representation of global U.S. airline in connection with the negotiation of regional capacity purchase and code share agreement with Mesa Airlines
- Representation of U.S. airline in negotiation of air cargo transportation services agreement with Amazon
- Representation of global U.S. cargo airline in negotiation of cargo capacity purchase agreement with National Airlines
- Representation of global U.S. cargo airline in negotiation of cargo capacity purchase agreement with ATSG

Customer Loyalty Programs

- Representation of global U.S. airline in negotiation of agreement with Booking.com and Rocket Travel regarding co-branded website for lodging accommodation bookings, which included loyalty mile accrual opportunities for program members
- Representation of global U.S. airline in negotiation of loyalty program agreement with Hyatt regarding an extensive strategic loyalty program collaboration, including cross-program loyalty currency accrual opportunities, currency conversion opportunities and elite status matching opportunities
- Representation of global U.S. airline in negotiation of loyalty program agreement with Marriott Ownership Resorts regarding the accrual of airline miles in connection with loyalty program members' purchases of timeshare or timeshare related products
- Representation of global U.S. airline in negotiation with Avis-Budget in regarding the redemption of airline miles in connection with bookings of rental vehicles
- Representation of global U.S. airline in the negotiation of the tour product revenue agreement with Avis-Budget in connection with bookings of rental vehicles
- Representation of global U.S. airline in negotiation of the loyalty program agreement with Agoda Company and Rocket Travel regarding the redemption of airline miles in connection with bookings of lodging accommodations
- Representation of global U.S. airline with the termination of the loyalty program agreement with Choice Hotels International regarding the accrual of airline miles in connection with booking of hotel and lodging accommodations
- Representation of global U.S. airline in negotiation of the data protection agreement with Data Axle f/k/a Infogroup regarding data processing or marketing services in connection with the airline's loyalty program
- Representation of global U.S. airline in negotiation of loyalty program agreement with Excentus Corporation d/b/a Shell Oil Products regarding the accrual of airline miles in connection with fuel purchases
- Representation of global U.S. airline in negotiation of loyalty program agreement with FTD regarding the accrual of airline miles in connection with purchases of floral and gift products
- Representation of global U.S. airline in negotiation of loyalty program agreement with Hertz regarding the redemption of airline miles in connection with booking of car rentals
- Representation of global U.S. airline in negotiation of loyalty program agreement with Hyatt regarding the accrual of airline miles in connection with loyalty program members' booking of hotel accommodations
- Representation of global U.S. airline in negotiation of loyalty program agreement with Lifelock regarding the accrual of airline miles in connection with purchases of products related to identity theft prevention
- Representation of global U.S. airline in negotiation of loyalty program agreement with NRG Energy and Zoom Energy regarding the accrual of airline miles in connection with home electricity plan selection
- Representation of global U.S. airline in the termination of the loyalty program agreement with Points.com regarding the accrual of airline miles in connection with exchange of points and miles
- Representation of global U.S. airline in negotiation of loyalty program agreement with SimpliSafe regarding the accrual of airline miles in connection with purchases of home security systems
- Representation of global U.S. airline in negotiation of loyalty program agreement with Six Continents Hotels regarding the accrual of airline miles in connection with bookings of hotel accommodations
- Representation of global U.S. airline in negotiation of confidentiality agreement with Sixt Rent A Car regarding a ramp transfer partnership

- Representation of global U.S. airline in negotiation of loyalty program agreement with Sprint regarding the accrual of airline miles in connection with purchases of wireless telecommunications products and services
- Representation of global U.S. airline in negotiation of loyalty program agreement with Vinesse, LLC regarding the accrual of airline miles in connection with wine club purchase
- Representation of global U.S. airline in negotiation of agreement with Vivid Seats, Inc. regarding the provision by Vivid Seats of a co-branded website for event ticket purchases, which included loyalty mile accrual opportunities for program members
- Representation of global U.S. airline in termination of loyalty program agreement with Wyndham Hotel Group LLC regarding the accrual of airlines in connection with bookings of hotel accommodations

Premium Passenger Services

- Representation of global U.S. airline in the development template lounge access agreements to be used in connection with providing access to the airline's premium lounges to other airlines and obtaining access for its premium lounge club members to lounges operated by other airlines and third parties
- Representation of global U.S. airline in negotiation of agreements for lounge access with other airlines, including Aer Lingus, Air Austral, Air China, Air New Zealand, Alaska Airlines, Asiana Airlines, British Airways, Cathay Pacific, El Al Airlines, Ethiopian Airlines, Fiji Airways, Iberia, Icelandair, Japan Airlines, LATHAM, Lufthansa, Qantas, Qatar, Philippines Airlines, and Royal Jordanian
- Representation of global U.S. airline in negotiation of agreements for lounge access with third-party lounge operators, including Celebi, Club Bauhinia, Dan Hotels, Diamond Plaza Premium, Dublin Airport Authority, Goldair and Swissport

Corporate Sales

- Representation of global U.S. airline in negotiation of corporate sales incentive agreement with Apple
- Representation of global U.S. airline in negotiation of corporate sales incentive agreement with Bloomberg
- Representation of global U.S. airline in negotiation of corporate sales incentive agreement with Bosch
- Representation of U.S. airline in negotiation of corporate sales incentive agreement with Helloworld
- Representation of U.S. airline in development of template agreements to be used in connection with negotiation of corporate sales incentives

Pilot Recruitment and Training

- 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 of global U.S. airline in negotiation of participation agreements with over 40 flight schools, universities and other institutions participating in airline's pilot 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 pilot recruitment program
- Representation of global U.S. airline in negotiation of participation agreements with over 30 flight schools, universities and other institutions participating in airline's pilot recruitment program
- Representation of regional U.S. airline in negotiation of agreements with over 75 flight schools, universities and other institutions participating in airline's pilot recruitment program

Reorganizations, Integrations and Special Projects

- Representation of global U.S. airline during Chapter 11 bankruptcy, including leading the assumption or rejection of over 50,000 contracts and arrangements, resulting in creditors receiving over 100% return on pre-petition debt and creating the world's largest airline through the merger with a major competitor

- Representation of global U.S. airline in integration efforts following merger with major competitor, including diligence regarding existing contracts, termination or consolidation of duplicative contracts, negotiation of amendments and new agreements pertaining to expanded services, and preparation of and revisions to new and existing template agreements
- Representation of regional U.S. airline in name change; representation included oversight of legal matters, as well as operational and commercial tasks required to successfully complete the name change

Professional & Community Service

- The Wings Club
- International Society of Transport Aircraft Trading (ISTAT)
- Regional Airline Association (RAA)
- National Business Aviation Association (NBAA)

Admissions

- Texas, 2009