

2013

# ATC Aerospace – Services Portfolio



**ATC Aerospace:**

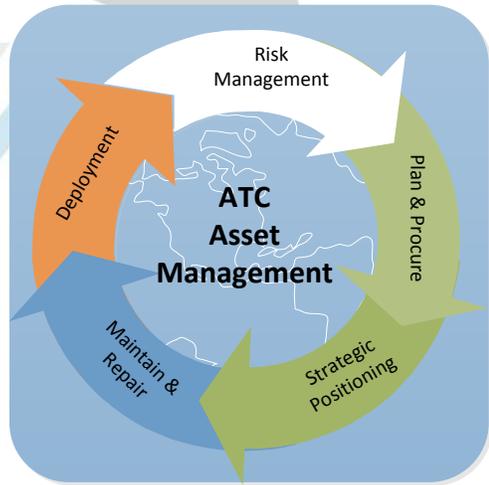
We provide customized comprehensive supply chain management programs to OEMs, system integrators, and prime contractors. Some of the world’s most respected organizations rely on



us to manage their supply chains and get them the right parts at the right time in the right place. We are experts in fixed-wing and helicopter parts with both commercial and military applications. Every member of our management team has over 20 years of experience on the cutting edge of aviation supply chain programs, and we understand that there are no “one-size-fits-all” solutions. We work closely with our clients to define a program that fits all requirements. ATC Aerospace provides innovative customer-focused solutions backed by financial strength, stringent quality systems, and outstanding information systems. Put our professionalism and flexibility to work for you.

**Asset Management Programs:**

ATC Aerospace Asset Management Program follows a process to evaluate our clients risk and will put a detailed plan into effect that will ensure the required service levels are met, whenever and wherever they are required. ATC will undertake a comprehensive assessment of the complete supply chain for the product(s), outlining areas of weakness and strengths to support the ongoing operation activity.



When required ATC will manage the entire repair and overhaul process on behalf of our customers. We have the commercial and technical expertise required to evaluate, select, and manage repair sources, and to work closely with repair stations to improve turn-around times and improve asset viability through the repair cycle. We have experience with many different variations of exchange programs and pooling arrangements, and work closely with all customers to ensure the best possible solution is offered while meeting all customer-unique constraints.



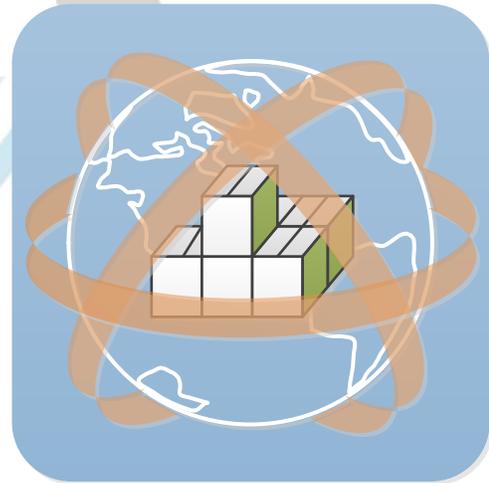
### **Outsourced Order Fulfillment & Customer Service:**

With several of our OEM customers, we provide complete order fulfillment and customer service. Orders are recorded and executed in the OEM customer's information system and shipped to the end user using the OEM customer's quality systems and paperwork. Even the boxes and tape are branded as if the part had shipped from the OEM's own distribution center. We provide 24/7 Aircraft on Ground (AOG) coverage, and we ship over 99% of stock orders on the

day the order was received. ATC Aerospace's Customer Service team is focused on providing our clients with up to minute status on their orders. Our customized IT systems facilitate ease of information transfer and provide comprehensive visibility of critical data required to meet the fast paced needs of our industry.

### **Inventory Ownership & Leasing:**

Most original equipment manufacturers (OEMs), repair stations, and aircraft operators are looking for creating ways to reduce inventory levels without any negative impact to operations. ATC customizes inventory programs for each situation, and can provide cash for your inventory. Programs could include purchasing whole categories or product lines of inventory and then leasing back or providing guaranteed service levels to the parts you actually need, when and where you actually need them. Many creative solutions are possible, and our experienced team can help move underperforming assets off your balance sheet.



ATC Aerospace provides distribution services for OEM's and other manufactures of commercial aircraft product lines. Partnering with ATC allows our client's to focus on other critical areas of their businesses with the knowledge that ATC will manage and perform to the required service levels while maintaining our client's operational and financial goals.



**Purchasing & Vendor Management Services:**

Let our procurement staff reduce your administrative burden while ensuring the lowest possible total cost and strict adherence to all technical standards and quality systems. Providing centralized spend management and working within the customer’s specified quality requirements, you can feel comfortable leaving your vendor management and procurement to our experts. Our knowledgeable and experienced aviation buyers deal with over 1,500 suppliers, and can consolidate all your requirements

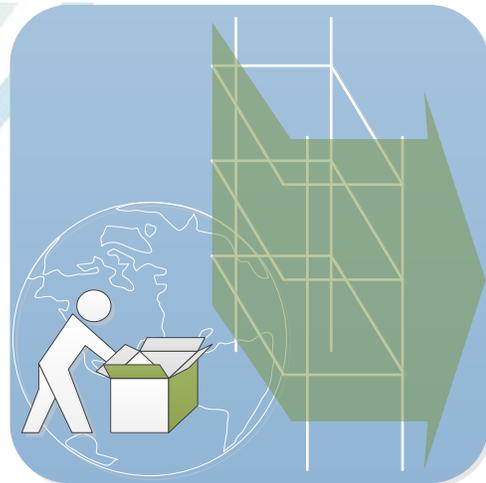
and ensure the lowest total cost while eliminating your overhead and operating costs associated with the procurement process. We can purchase according to your forecast, or couple this service with our forecasting service to provide a contractual availability level.

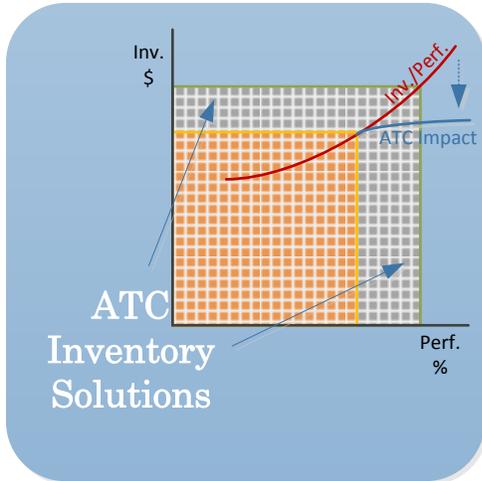
**Warehousing & Distribution:**

ATC Aerospace’s main warehouse is located at our divisional headquarters in Pompano Beach, Florida. With over 20,000 part numbers in stock, ranging from a small rubber O-ring to the largest APU, our warehouse is capable of handling all categories of aerospace inventory, including sensitive electronics requiring climate controlled storage and shelf-life controlled and serialized parts. Our stock has consistently maintained accuracy over 99.75% across the 100,000 square feet of warehouse space. We ship thousands of orders monthly to over 80 countries around the world.

We also provide local branch warehouses and forward stocking location for our customers – either within the walls of their operation or right down the street. ATC staffs, equips, and operates these

stocking locations while providing seamless integration with customers’ processes, procedures, and information systems. This integration and our experience implementing similar programs is the key to having ATC managed warehouses work smoothly as if they were part of the customer’s operations.





**Inventory Optimization & Forecasting:**

Having just the right amount of inventory can be a daunting task. Inventory management tools and techniques adopted from other industries often cause havoc when imposed on aviation inventory, with its sporadic demand, technical dependencies, and variable purchase and repair lead times. Too few parts and operations grind to a halt, too many and valuable capital is unnecessarily tied up. Let ATC manage that balance for you using our state-of-the-art proprietary systems, and more importantly, our years of experience

optimizing and managing aviation inventory. Whether dealing with rotatable parts, expendables and piece parts, raw materials, or APUs and engines, our team can take accountability for the inventory level and deliver a specified level of part availability.

**Consulting & Customized Solutions:**

As fuel and oil prices continue to be the largest single cost item for the global airline industry (13.6% in 2001 to 36 % in 2013). The industry has focused on operating more fuel efficient aircraft and by achieving large productivity and efficiency gains in non-fuel cost items. This has had an effect on many levels of the aviation industry as a whole and the supply chain that supports it. The airlines require newer more fuel efficient aircraft, this demand in turn is driving the engineering and creativity of the OEM’s to produce the required equipment to meet the demand. However airlines need to maintain profitability to sustain such growth and impart confidence to the investment community that the industry can support the return on investment desired.



ATC Aerospace is positioned to provide support in both the OEM Supply Chain and in the Aftermarket areas of the industry. Our teams of experts are on hand to meet and discuss your particular need and build a comprehensive solution that creates value and focus within our businesses.

**ATC Aerospace would very much like to meet with you and discuss any inquiries you may have on our service portfolio. Please do not hesitate to contact us at any time.**

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