

INTEGRATED SUPPLIER ALLIANICE INC.

The Consumables Supply Chain Innovator

#### ISA Partners

- Founded in 2002 as a Strategic Partnership to Provide a Totally Integrated Aircraft Consumables Solution that Provides Industry-Leading Product Breadth, Sophistication and Competency.
- The ISA Partnership includes:
  - Dixie Aerospace Bearings / Bushings
  - AJ Levin Airbus Standard Hardware
  - Align Aerospace Hardware
  - Avnet ElectroAir Avionics Components and Services
  - S & S Tooling and Non-Flight Consumables
  - Wencor Seals, Filters, Hoses, General Consumables

The ISA Solution is Here to Meet 100% of YOUR Requirements



## The ISA Advantage

- Industry Leading Expertise in Expendables and Consumables
- Broad and Strategically Aligned Commodity Coverage
- Fully Integrated Communication, IT and Contract Consolidation
- ➤ A Proven One-Stop Expendables and Consumables Solution
- Overhead Cost Reduction No Added O/H Layering
- Assured Competitive Pricing
- Customizable Web Interface
- We Are Extension of Customer Purchasing Department
- On Site Representation

The ISA Solution Provides Lower Costs and Greater Savings



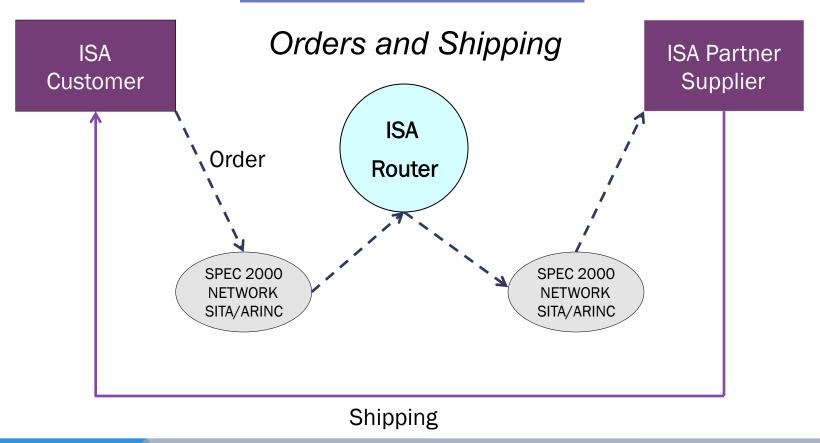
## Supplier Consolidation Examples

- Customer #1 replaced 6 Suppliers with 1 Supplier (ISA)
- ➤ Customer #2 replaced 6 Suppliers with 1 Supplier (ISA)
- Customer #3 replaced 15 Suppliers with 1 Supplier (ISA)
- > Customer #4 replaced 10 Suppliers with 1 Supplier (ISA)
- Customer #5 replaced 10 Suppliers with 1 Supplier (ISA)
- Customer #6 replaced 20 Suppliers with 1 Supplier (ISA)

The ISA Solution Provides Lower Costs and Greater Savings



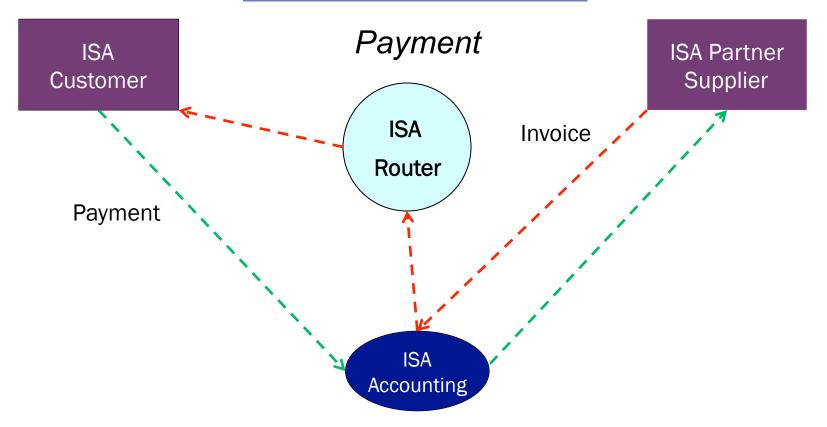
### The ISA Process



ONE Point of Contact, ONE PO, ONE Invoice



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#### ISA Customer Base

➤ Delta Contract – 10/1/2002



➤ ANA Contract – 04/01/12



Avianca Contract – 06/14/2007



Aviation Technical Services – 12/1/2008



FedEx Contract – 04/15/12



United Airlines Contract – 01/20/2010



Qantas Contract – 09/15/2010



- > TACA Contract 4/11/11 TACA
- Curtiss Wright Contract 12/22/10



> Air France - 05/30/2013

The ISA Solution Provides Lower Costs and Greater Savings



## ISA Integrated Solution Options

- ➤ Option 1: Manage Your Existing Consumables
- Option 2: Merge All Your Expendables and Consumables needs into a One-Stop Procurement Resource
- Option 3: We Source Additional Supply Partners for You

New Supplier

**Existing Supplier** 

**New Supplier** 

**Existing Supplier** 

**New Supplier** 

New Supplier



**New Partner Alliance** 

ISA...A Customized Single Source Just For Your Needs



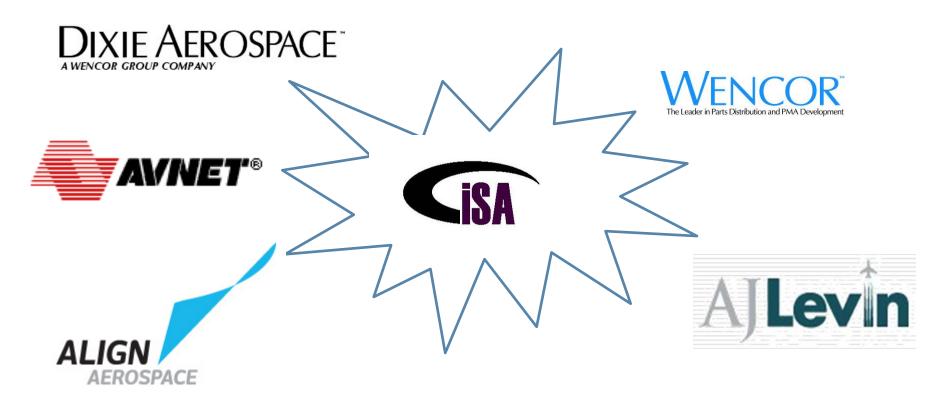
**ISA Stocking Locations** 



ISA Partners Provide Global Support



## ISA Strategic Partnerships



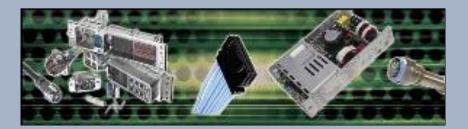
ISA...A Fully Integrated Single Source For All Your Consumables

### Partner Summaries

### **Avnet ElectroAir**

- Leading Provider of Electronic Components and Services
- ➤ World's Largest Electronics Component Distributor
- Custom Approach Emphasizing Speed and Flexibility:
  - > \$75.0M in Aviation Electronics Component Inventory
  - Wide Selection of Products from the World's Leading Suppliers
  - Experience in Design and Supply Requirements of the Aviation Industry
  - 24 X 7 Support for Aircraft-on-Ground Situations
  - Hi-Rel/Mil Aero Connector Assembly (MIL-I-45208, ISO 9002, and UL Certified)
  - < 100ppm Defect Rate Enables 25,000 Connectors to Be Shipped Daily</p>





# Dixie Aerospace, LLC

➤ Leading Provider of Hundreds of PMA Bearing Bushings



- Authorized Distributor for Bearing/Bushing Manufacturers:
  - SKF, RBC, Timken, RBC, Rexnord, Kaydon, NHBB, Sargent Controls, Smith, Barden, Aurora & More
- Stock for AMS, AN, ANS, MS, NAS, NSA Standard Bearings
- Provider of Inventory Auto-Replenishment Systems & Kitting Services







### Wencor, LLC

Authorized Distributor for Key Aircraft Parts Manufacturers:

B/E Aerospace, Champion, Greene Tweed, Parker Seal, PerkinElmer, Airtomic, Stratoflex, Busak Shamban, Sonic, Purolator, PTI, & More

- Stock for AMS, AN, ANS, MS, NAS, NSA Standard Seals and Hardware
- Provider of Inventory Auto-Replenishment Systems, Kitting Services, and Repair and Overhaul Services





# A.J. Levin Company

- Airbus and ATR Hardware Solutions
- Specialty Distributor of Airbus and ATR Standard Hardware & Consumables – Serving Aviation Industry Since 1938
- Airbus Authorized Supplier, Serving Airlines & MRO's Worldwide Stocking 25,000 PN's
- Located in Burbank, CA, Offices in Paris, New Delhi and Hong Kong
- > Flexible, Innovative Supply Chain Solutions
- Unwavering Focus on Quality & Execution ISO 9001 / AS9100



Reliability. Delivered

# Align Aerospace

- ➤ Authorized Distributor for Alcoa Fastening Systems, Precision Castparts Corp. and LISI Aerospace
- ➤ Experts in Bid-To-Buy, Kanban, JIT, VMI, Lean Manufacturing and Supply Chain Management
- > 90,000 Unique Parts in Stock
- Over 2000 Suppliers Sourced
- ➤ Warehouse Locations Throughout US and Europe, Including Major Distribution Center in Paris, France



Solution Provider