



The Leading Global Aerospace and Defence Supply Chain Service Provider





Wherever you are and whatever you need, we can provide you with global expertise in aerospace and defence supply chain management services.

Pattonair will help you enhance your competitive edge through more effective supply chain management, allowing you to focus on your core business activity and customer needs, whilst increasing efficiency, reducing costs and increasing profitability.



We can improve your supply chain

Our strategy, unique in aerospace and defence, is based on operating globally while meeting the needs of individual customers with hands-on local support. We already support leading companies including Agusta, Airbus, ATK, BAE Systems, Boeing, Eaton, Finmeccanica, Goodrich, Meggitt, Parker Aerospace, Rolls-Royce, Thales and Turbomeca

Pattonair has no boundaries to the supply chain solutions or products we

offer. Taking a flexible, informed and open-minded approach with people that understand the aerospace business, we are dedicated to delivering improved performance for our customers through more effective supply chain management.

We remove complexity, enabling you to focus on your core competencies, reduce your supply chain Total Acquisition Cost and increase your competitive advantage.



Driving performance through the supply chain

Supplier Management Services - you benefit from our exceptional expertise and world-class systems, processes and supplier relationships to gain more competitively priced products, achieve excellent performance levels and ensure industry-leading customer service.

Distribution Services - a single source for all product, saving time and money, we deliver faster, more efficient and more cost-effective distribution. One of the world's largest procurers of aerospace and defence products, we hold stock globally and can support your business wherever it is located.

Line Feed Services - with experience of running line feed services worldwide, we ensure products are where you need them, when you need them, removing non value-added activity in areas ranging from goods-in and inspection to storage and material handling; you can free up internal expertise and resource to focus on core business.

Kitting Services - advanced solutions for diverse manufacturing, assembly, line feed, aftermarket and MRO needs. Drawing on our industry-leading experience we can provide fully kitted solutions, whatever the product and whatever your requirements, anywhere in the world.

Aftermarket and MRO Services - bespoke solutions ranging from simple direct delivery to the most complex supply chains, so you can achieve enhanced service levels, lower costs and reduced inventory - while offering customers a more reliable service.

Warehouse Management Services - our approach is proven to reduce costs, improve customer service and deliver measurable efficiency gains. We will carry out a full review of your requirements and then design and deliver the optimum warehouse solution for your business.

Reverse Logistics Services - using our unparalleled expertise and global reach, we provide comprehensive management of customer logistics requirements, including the return of rotatable parts for repair or refurbishment, to give measurable efficiency gains and lower operating costs.

Consultancy Services - one of the few consulting teams that is totally focused on supply chains for aerospace and defence, we draw on our unparalleled expertise and track record to offer objective solutions to optimise your supply chain and reduce Total Acquisition Costs.





STAR ALLIANCE

SAS
Adalstein Viking

138A

Sasbrønden

COULAS TRUCK

REPAIR KILNDRAG
REPAIR AND MAINTENANCE OF AIRCRAFT

TRUCK



Leica ZOOM 2000

ACtest
Tel No: 08500 833 338
MAR 2010

The fundamentals of our business

Approach

We always strive to be the best in the industry. To benefit our customers we have:

- Global facilities with a shared culture and values
- A strong ethical approach to our business, our people and our environment
- Dedicated aerospace supply chain professionals with decades of expertise and experience
- A robust and reliable network of key suppliers, continuously growing in capability and location
- Hands-on local support, exactly where you need it
- The highest quality aerospace standards
- A continuous improvement ethic in everything we do
- Expert project management techniques
- A total commitment to reducing Total Acquisition Cost in the supply chain

10 ways Pattonair can help your business

- **Improved Profitability** – see bottom line benefits through lower costs and increased customer satisfaction
- **Reduced Total Acquisition Cost and Working Capital** - reduced operating costs and improved asset management to help make you more competitive
- **Excellent Quality Standards** - full traceability from approved suppliers with best in class quality management systems and processes
- **Focus on Core Competences** – our systems, processes, expertise and reliability take care of the complexity of your supply chain to allow you to focus on your core competences
- **Sub Contractor Management** – we can work with your subcontractors to improve their operating efficiencies and take costs out of the supply chain
- **Improved Product Availability** - the right product at the right price at the right time from a single source means greater customer satisfaction
- **Increased Build Efficiency (MRO/Assembly)** - to maximise space and operator productivity while delivering high availability
- **Aftermarket Support** - bespoke solutions with specialised systems and processes: optimise your aftermarket capability at the expense of the competition
- **Supplier Rationalisation** - fewer suppliers mean fewer management headaches, a reduced drain on resources and real economies of scale
- **Proven Expertise** – we know this industry inside out, with many years' experience working with the world's leading aerospace and defence companies

Quality Assured

We hold all the quality approvals required to supply parts in the demanding aerospace and defence sectors. This includes AS EN 9120 approval backed by individual approvals from customers, including SABRe for Rolls-Royce. We have delegated customer approvals to conduct First Article Inspection Reports and Design Verification Reports, manage the supplier approval process and carry out product inspections, removing cost and complexity from our customers' supply chains.

Pattonair has the quality approvals, qualified personnel, systems and tools to perform the tasks required by our customers to manage their quality requirements; we have made these investments so you don't have to.



Bespoke aerospace and defence supply chain services to enhance your performance

www.pattonair.com



Rubber and Metal Seals, and Gaskets



Springs and Pressings



Rivets and Inserts



Threaded Products



Unions and Fittings



Bearings and Rod Ends



Large and Complex Components



Consultancy Services

Specialist aerospace and defence consulting services to optimise and improve your supply chain

Reverse Logistics Services

Improve efficiency and reduce costs through tailored solutions to manage your customer logistics and rotables requirements

Warehouse Management Services

Managing your warehouse operations to improve your efficiency, reduce costs and increase profitability

Aftermarket and MRO Services

Bespoke aerospace and defence after-sales solutions to enhance service levels to your aftermarket customers

Kitting Services

Advanced Kitting Services for a wide range of manufacturing, assembly, aftermarket and MRO requirements

Line Feed Services

Ensuring products are where you need them, when you need them on the production line, so you can focus on your core business activity

Distribution Services

Faster, efficient cost-effective aerospace product distribution from the industry leader in aerospace and defence supply chain management

Supplier Management Services

Effective focused supplier management and rationalisation from one of the world's most experienced procurers of aerospace and defence product



Clamps, Blocks and Special Mouldings



Special and General Aviation Products

Our customers





Agusta

A strategic supplier to Agusta, we manage mechanical and electrical product for helicopter production, are the service provider of choice for five facilities in Italy and a key supplier to Yeovil (UK) and Philadelphia. In Italy we manage supply via line feed services, delivering to 15,000 bin locations, supported alongside kitting solutions. Pattonair is also an integral element of Agusta's global subcontractor supply chain, working with a huge number of companies globally.

ATK

In 2008 Pattonair and ATK-Tactical Propulsion and Controls signed a five-year contract to provide supply chain consultancy and line feed solutions. We established a 105,000 sq ft facility to support ATK's manufacturing operations in the eastern US, and now service ATK operations in Maryland, West Virginia, Utah and Arizona with supplier rationalisation, procurement, inspection, line feed, kitting, management of customer-owned inventories and warehousing solutions.

Goodrich Actuation Systems

Our longstanding relationship with Goodrich Actuation Systems covers two UK and two French build sites. We supply 5,500 part numbers delivered via 9,000 line feed locations in the UK and 2,000 in France, alongside build sequenced kits and ad hoc orders. Pattonair is a critical link in the supply chain for new production and aftermarket requirements, incorporating the latest RF technology and storage media through a dedicated infrastructure and expert team.

Parker Aerospace

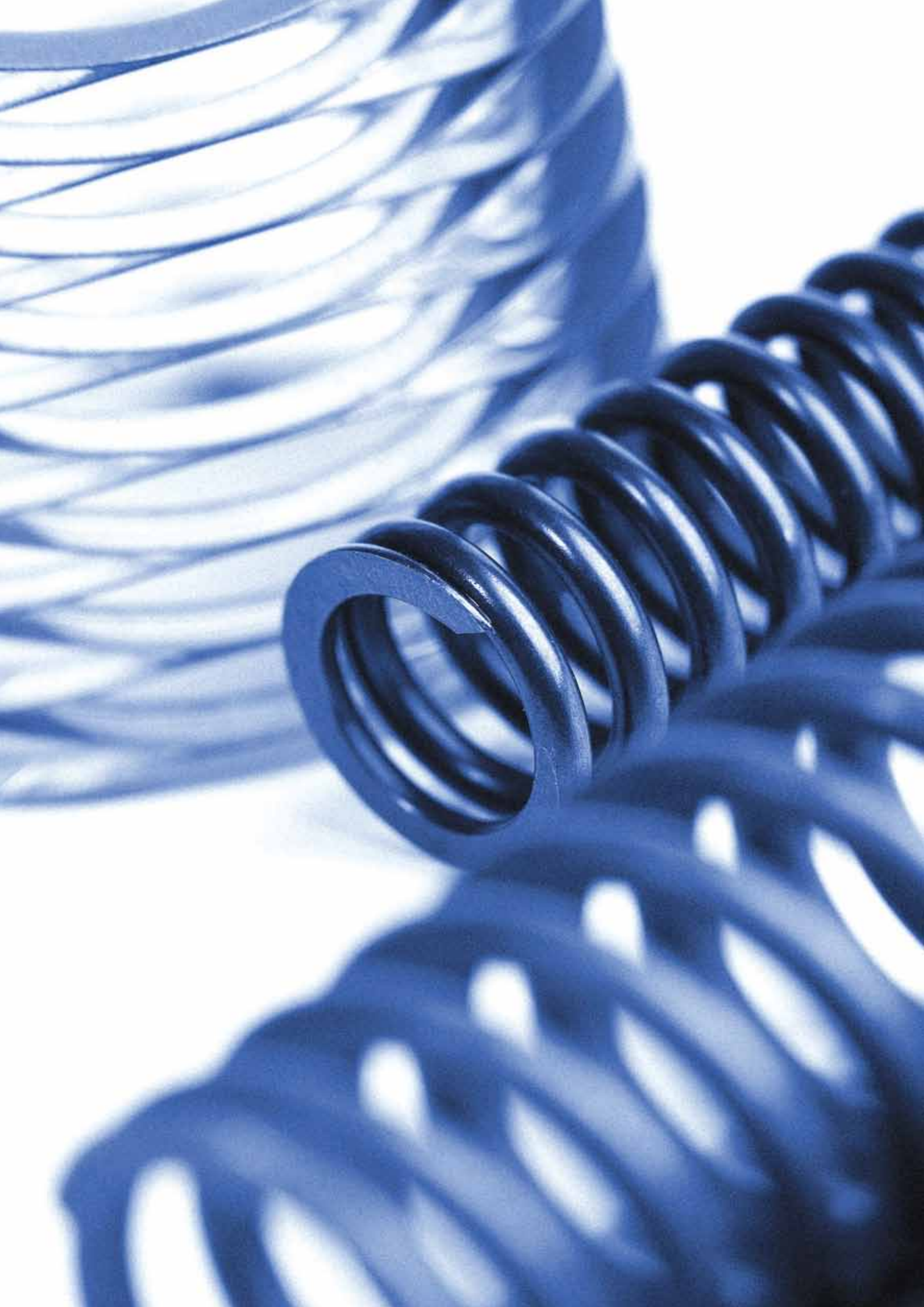
Pattonair is a key supplier to multiple Parker sites in North America for the company's Control Systems, Air and Fuel, and Hydraulic Systems divisions, and its Customer Support Operations, managing over 6,000 components. We deliver solutions that benefit from our delegated inspection authority and integrate seamlessly with the unique requirements at each site. Kitting is widely used: we deliver 3,500 sequenced kits each month to 250 different specifications in reusable custom-designed trays, delivered within four hours to the production floor.

Rolls-Royce

This relationship demonstrates Pattonair's proven capabilities in enhancing performance, covering 27 build and repair sites in six countries. In total, we manage the supply chain for 32,000 part numbers, delivering product via line feed to more than 65,000 bin locations, with 40,000 kits per year, kits to multiple locations and end user order packing and supply to our customer's customers; all product are supplied with full SABRe traceability.

Turbomeca

We work closely with Turbomeca in France, the UK, North America and Brazil, providing line feed solutions for an extensive range of product. Pattonair processes help eliminate waste and deliver measurable improvements in output, providing each shop-floor work cell with readily available traceable material. We also provide kitting for areas where line feed stations are not practical, plus full warehouse management services for US and Brazilian facilities.



Pattonair suppliers

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These skills plus in-depth knowledge of the components industry mean we can take control of every phase: planning, forecasting, analysis, sourcing, reporting and delivery to point-of-use all executed to new benchmarks of efficiency.

We are proven to reduce costs and waste and to increase flexibility and responsiveness in our customers' supply chains by:

- Leveraging our global reach and supplier relationships
- Rationalising the supply base and consolidating requirements onto fewer preferred suppliers
- Reducing prices through increased demand visibility and demand aggregation, increased negotiation and low cost sourcing opportunities
- Developing and approving suppliers in Low Cost Sourcing countries around the world
- Working more closely with key strategic supply partners to grow business

- Offering supplier development programmes to increase efficiency that include the use of Lean Continuous Improvement events
- Bringing down stockholding, purchasing processing costs and purchase order commitment exposure
- Actively identifying and engaging with suppliers to deliver improvements including Electronic Purchase Orders, Vendor Based Scheduling, Electronic Data Interchange, 2D bar coding, Value Stream Mapping and lean initiatives
- Mitigating risk by identifying major expenditures, material supply risks and suppliers that warrant enhanced supply chain risk management

Pattonair is authorised to distribute for many suppliers, including:

- [Nicholson Sealing Technology](#)
- [Trelleborg Sealing Solutions](#)
- [Meggitt Polymer Solutions](#)
- [RBC Aerospace Bearings](#)
- [Kirkhill-TA](#)
- [Shur-Lok](#)
- [Smalley](#)
- [Uniseal](#)
- [Linread](#)
- [Allfast](#)
- [Tyco](#)
- [SPS](#)
- [Lisi](#)



Shared culture and values

We are a global business, with a diverse mix of locations and cultures, but we share the same values and apply the same professional approach to customer relationships wherever you touch Pattonair. We underpin our culture with four fundamental values:

- Build with integrity, fairness and trust
- Always put delivery first
- Challenge and innovate
- Make ambition work

For Pattonair customers, these values transform into Qualities and Practices to ensure all requirements are dealt with quickly and accurately, with an open and friendly approach. Our people strive to get it right first time, every time – to deliver on every promise we make.







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