Aero Industrial Sales

African Aviation Long-Term Supplies Partner

An airline's overriding objective is to maintain adequate stocks of relevant spares and components to meet operational requirements and ground service support. The emphasis is always to get the optimal quality stocks for operation at the most competitive costs. The identification and choice of a reliable and dedicated supplier is invaluable in an airline's effort to meet its equipment and logistics needs. A supplier that understands not just his products but the business, structure, financial situation of his client (the airline) is an invaluable partner in the business.

“Great tools and test equipment are pre-requisites for your technicians to excel.”

STOCK WHAT YOU NEED

Investing in parts and components is a major airline expense. AIS therefore recommends that before every budgetary cycle, an inventory be taken of all parts and components stocked with a view to limiting further procurement of unwanted stock. The personal involvement of the CEO and/or CFO in this process is important and highly recommended. AIS further recommends that stock levels are inspected and queries raised on any anomalies. Often, such exercises reveal parts/components that have been stocked but unused for a while. AIS experience also shows components for equipment or aircraft that are no longer in the fleet.

A visit to the ground equipment maintenance area would reveal a similar site: abandoned vehicles, trucks, tractors, etc. The terminal will equally sight variety of unused ground support equipment (GSE). AIS strongly recommend that airlines query the utilization of current and new equipment. An inventory of premature failure, warranty cover and support services available is important in determining what equipment better serve your needs.

AIS believe that if you no longer need an item in stock, dispose of it. Consult the supplier who sold you the item(s) and enquire if he is willing to buy them back. AIS policy is to assist clients dispose of unwanted stock at the best possible price. As your supplier, we are better at finding buyers for unwanted stock than our airline customers and this is why we volunteer this service to our customers.

FLEET AND GSE COMMONALITY PAYS

That is why Low Cost Carriers thrive better than legacy carriers. Therefore, given the opportunity, invest in common fleet and equipment. Benefits include common spare parts, technical knowhow, ease of maintenance, limited number and variety of spare stock, specialized skills, etc. In addition, the Airlines developed stronger leverage to enhance there purchasing power, warranty and service negotiation. Equally in this equation is the selection of reliable non-OEM accredited suppliers that understand in the meet the desire and demand of the African Airlines. Just believe in that “African airlines economic independence is mostly hinged on interdependence.”

OPERATOR & SUPPLIER PARTNERSHIP

Over time suppliers gains a better understanding of the business dynamics of the airlines and inevitably becomes a part of the business. The longer the relationship between an operator and a supplier, the more successful both become.

“Agreca Economic Independence Through Mutual Interdependence.”

By Mohammed Mahmoud

About AIS and its Founder

Mr. Mahmoud started his aviation career, half a century ago, in the supply chain management of one of Africa’s most successful commercial airline. He was part of a team that did the Initial Provisioning –IP- for the First Commercial Boeing Jet aircraft that operated in the African Continent. Before he was assigned to New York in 1978 – to take the task over from TWA and establish the First African airline purchasing & logistics office in the USA - the airline team he headed also achieved a new milestone by totally computerizing the Company’s inventory control system. Well, after his assignment run its course, Mr. Mahmoud founded AIS in New York near the most convenient JFK Int’l Airport – to supply the commercial aviation industry with the same spare parts, components, GSE and keep them happy clients; his previous employer included.

AIS UNDERSTANDS AFRICA

Most Aviation spare parts distributors are generally safe and sound companies all trying to do fair business by responding to necessary demands. But there are always exceptional few because of their advantage to view things from the African client perspective.

AIS has taken the steam off the word AOG

The Team of AIS is still conducting its services to the African Aviation Industry were it began from half century ago. Add to that our location by JFK New York International Airport, AIS has a unique capability to globally deliver any AOG within 24 hours.

Whether your need is for basic Standards or Major Components for any Boeing Commercial airplane, say from the Classic 727 to the latest 777; a GSE of a small baggage tractor or a giant wide-body towbarless push-back; whether you are a national Carrier of Cargo or a giant wide-body towbarless push-back; whether you are a national Carrier of Cargo Airplane Operator, AIS, with the state-of-the-art Quality Control System and Accreditation, is your ONE-STOP SOURCE that can meet your AOG or routine demands.

FIND YOUR SOLU TIONS AT www.AEROINDUSTRIALSALES.COM

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AIS article 01232014_Layout 1  3/11/2014  9:40 AM  Page 1

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AIS article 01232014_Layout 1  3/11/2014  9:40 AM  Page 1