

The World Leader In Replacement Parts For Aviation Ground Support Equipment

Without all the parts, there's no



SAGE **PARTS**

Anticipating needs, meeting demands. Reducing costs.



www.sageparts.com

Sage Parts is the world market leader in replacement parts for ground support equipment. And we're continually extending our presence throughout the international aviation marketplace, bringing parts and GSE services closer to their point of use with a growing number of onsite parts facilities at airports throughout the world.

What's more, Sage Parts is always working to increase parts availability for our customers by offering a constantly updated inventory of every part for every GSE manufacturer. We also continuously explore new ways to improve the replacement parts you need for your GSE fleet, redesigning many parts to enhance quality and provide superior performance and reliability under the harshest ramp conditions.

These are just some of the reasons why our diverse array of customers – ranging from the largest international carriers to the smallest regional airlines as well as freight carriers, package companies, ground handling companies and many other aviation companies – have looked to us for more than 50 years.

GETTING PARTS FROM HERE TO THERE. BETTER, FASTER.

Sage Parts has the most extensive distribution network in the GSE marketplace, ensuring the aviation industry's fastest possible delivery of GSE parts to our customers.

Our warehousing facilities are strategically located at airports throughout the world, so you can be confident that the parts you need are never far away. Sage Parts has distribution centers at its headquarters in Melville, New York and airport locations at ATL, DFW, DTW, JFK, LGA, LAX (2), MCO, MEM, MIA (2), MSP, ORD, YUL, YVR, YYC and YYZ. In the United Kingdom and Europe we are located at LHR, LGW, MAN, STN, AMS and CDG. In Asia, Sage Parts is at HKG, in South Africa we are at JNB, and in South America we are at SCL.



Sage Parts has the world's largest on-hand inventory of GSE replacement parts for your entire ground fleet...including every part for every GSE brand, ready for you at virtually a moment's notice. What key benefits can that bring to your ground support operation? You can avoid expensive downtime, optimizing the use of your equipment, maintain critical schedules, and maximize cost efficiencies.

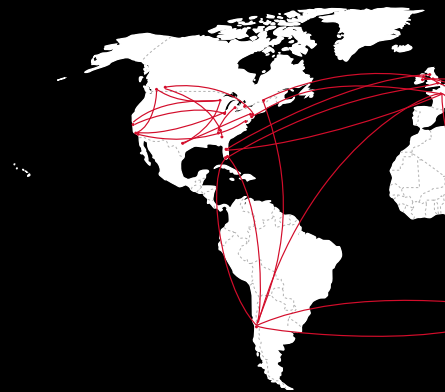
Our unmatched GSE parts inventory includes top quality parts for a comprehensive range of different ground support equipment – from every type of GSE, to Lift Trucks, Sweepers and Scrubbers, to Burden/Personnel/Utility Carriers, and Aerial Work Platforms.

Besides the enormous range of parts we offer, you can rest assured that each part you need is available at our fingertips through our vast database system. Our state-of-the-art database contains millions of part numbers, all cataloged for instant access and the quickest order turnaround.

Complementing these advantages for your ground support operation is the fact that our fill rates are unrivaled in the worldwide GSE replacement parts industry...consistently averaging in the high 90 percentile.

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**BREAKING NEW GROUND IN
GROUND SUPPORT.**



**YOU NEED IT, WE HAVE IT.
RIGHT NOW.**

ANTICIPATING NEEDS,
MEETING DEMANDS.
REDUCING COSTS.



A SHORTER DISTANCE BETWEEN TWO POINTS.

In keeping with our ongoing commitment to providing the highest levels of responsiveness to our customers, Sage Parts is continuously widening its geographic footprint. Underscoring these efforts is an increasing number of onsite parts locations at airports in many different areas of the world. In essence, wherever you do business, so do we.

By bringing GSE replacement parts closer to ground support operations, we can save our customers substantial money in shipping costs and, of course, having the parts you need... available close at hand... can also help you avoid the costly scenario of equipment sitting idly on a ramp waiting for parts to arrive.

At Sage Parts onsite airport locations, parts are dispensed, inventories are managed and related GSE support services such as preventative maintenance are provided. Many of our onsite facilities are open 24/7/365, and emergency parts requirements can be met on an immediate basis. Another advantage is the enhanced assurance of parts consistency and quality.

Exemplifying the expansion of our worldwide presence and illustrating our emphasis on doing whatever it takes to meet the GSE replacement parts needs of our customers, Sage Parts has recently broadened its reach into additional locations. These efforts have enhanced the ability of airlines and ground support operations on those continents to rapidly obtain parts that have been historically difficult to come by.



LOWEST PRICES, HIGHEST QUALITY. ADVANTAGE, YOU.

Working with the world market leader in GSE replacement parts certainly has its advantages, especially when it comes to saving money on the parts you need to repair your equipment, and also keep it running smoothly to optimize your return on GSE investment.

The vast buying power of Sage Parts enables us to pass savings onto our customers, resulting in the lowest possible prices for parts. Adding to your cost advantages is our International Sourcing Program. Through this extensive program, Sage Parts sources parts of extremely high quality from several of the lower-cost manufacturing centers throughout the world. Besides the low price benefits this provides to our customers, we make certain that our internationally sourced parts will deliver the kind of performance your ground support operation demands, day in and day out. Parts from our international sources are subjected to rigorous performance standards with stringent reliability criteria, as well as multi-layered quality control procedures. Many parts also undergo a comprehensive redesign process to improve quality even further.



Anticipating needs, meeting demands. Reducing cost.

A smarter way to mind your business.

Save time, save money. With supply chain management from Sage Parts, you can outsource all or any portion of the procurement and inventory control of replacement parts for automotive, aviation ground support, facilities equipment, and many other needs. Sage Parts is the foremost provider of outsourced program management of GSE parts. So whether you're an airline, a package handling company, a maintenance company or any other kind of business in the aviation industry, there's less you have to concern yourself with. For example, less paperwork, fewer headaches in dealing with many different parts suppliers, and no more guesswork about which parts to order and when to order them.

AN ENTIRE PROGRAM OF SERVICES, OPTIMIZED FOR YOUR GSE NEEDS.

We call it GSE parts supply chain optimization. You'll call it a smoother, more efficient and more profitable way to run your business. Through Sage Parts supply chain management services, our total support for your GSE operation can include any or all of the following:

- **Onsite customer parts supply.** We operate the GSE parts stockroom(s) for your maintenance operation...on location, at your site. Our highly trained personnel manage a "parts counter" where mechanics request and receive the parts needed to perform a given maintenance task. We take responsibility for acquisition of GSE replacement parts and for keeping them readily available. Your savings in handling, freight and parts/brand standardization can be dramatic.
- **Inventory ownership.** As you know, inventories are expensive to carry and maintain. In fact, the soft costs associated with an inventory can average more than 25% of the value of the inventory itself. With inventory ownership, Sage Parts can greatly reduce expenses related to capital costs or finance charges, along with reducing service costs, storage costs, and obsolescence/damage/shrinkage costs.
- **Vendor managed inventory.** Sage Parts will manage your GSE parts inventory for you, reducing the capital investment and carrying cost of your inventory while also minimizing the risk of obsolescence and the expensive possibility of excess inventories.
- **Parts procurement.** Utilizing our buying strength and the superior GSE replacement parts knowledge of our people, Sage Parts will handle the procurement of parts specific to the needs of your ground support operation. Our strategic partners and contacts throughout the parts and aviation industries assure you the best possible prices and the fastest order turnarounds.
- **Electronic commerce.** eSage, our web-based ordering and management tool, is a key component in supply chain management from Sage Parts. eSage technology enables you to access our vast parts databases and ordering processes 24/7 via the web. Featuring a user-friendly interface that connects to our customers' existing procurement systems, marketplaces, or manufacturing tracking system, eSage saves you time by providing information about inventory, pricing, warranty flagging, and order status at the click of a mouse. In addition, you can view images of parts, download technical data and specifications, order non-stocked or non-cataloged parts, track deliveries, review your ordering and invoice history, access management reports, and much more.
- **Process control, design and implementation.** Sage Parts' portfolio of supply chain management services offers you intelligent ways to monitor, measure and enhance service level performance. We review your current processes, create new ones where needed based on our many years of GSE parts experience, and implement better approaches. Among the areas we concentrate on are fill rate improvements, open order status, closed order and invoice status, inventory-based information, pricing, and other processes that are essential to the profitability and overall success of your GSE operation.
- **Storeroom Organization / Remote Management.** Sage Parts will send its experienced parts personnel into your storeroom, assess your current parts situation and provide a recommendation on storeroom reorganization. The report/services can include a physical inventory, inventory valuation, identification of parts on hand that your storeroom no longer needs, recommended stocking levels for parts to match the equipment fleet at the station, suggested staffing levels, and an assessment of current ordering procedures. This program can be followed up with an ongoing maintenance program, whereby Sage would provide a semi-annual visit and review. This is a great way to leverage Sage's parts expertise, particularly at smaller or remote storerooms.





ENGINEERING FOR THE RAMP

Value added. Confidence maximized.

Sage Parts provides a comprehensive range of value-added engineering expertise that can enhance the performance of GSE parts, make them easier to service, add longer life, and lower parts prices. For GSE operators, that means greater confidence in knowing their ground support equipment can stand up to the most severe ramp conditions – and total cost of GSE ownership can be dramatically reduced.

Unique engineering knowledge. And the experience to make the most of it.

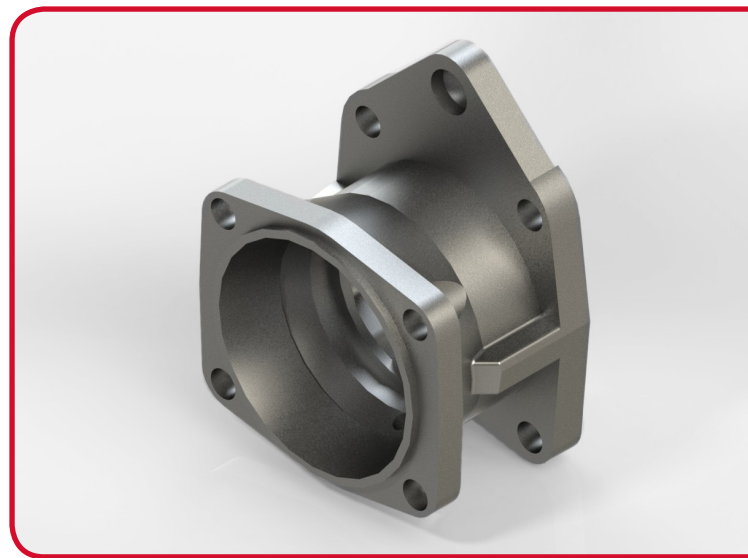
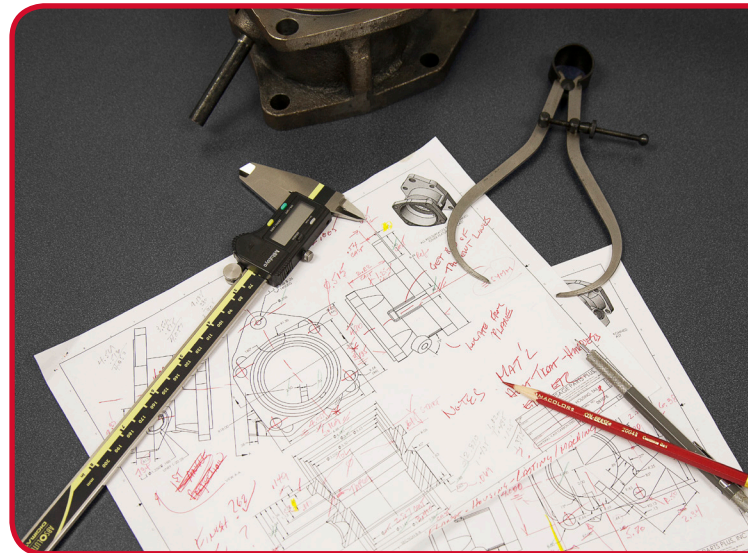
The Sage Parts Engineering Group is composed of highly qualified and experienced engineering professionals, with a focus on product design and R&D. More than any other parts supplier, we know GSE parts inside and out. Most importantly, our unequalled parts engineering experience means we understand precisely how GSE parts work in the real world under actual ramp conditions. Our team uses state-of-the-art software, hardware, and test equipment to produce innovative solutions.

Extending parts life, and the possibilities.

The diverse engineering capabilities of Sage Parts enable us to offer replacement parts that can last longer and expand the ways ground support equipment are utilized.

Examples include:

- **Parts improvement.** Through customer feedback, we stay abreast of how GSE operators use their equipment and how the equipment is maintained. With this information, we make improvements to parts by redesigning and remanufacturing them using better materials, and adding new features.
- **Parts from other industries.** Many GSE parts are borrowed from industries such as automotive or agriculture. As a result, those parts may not withstand the demands of a ground support operation. Sage engineers study those parts carefully, analyzing their performance and failures...and then we make improvements to provide longer and more dependable life in GSE.
- **Product invention.** Sage engineers often create entirely new parts and mechanisms. As with parts improvement, the need for new parts typically results from information and suggestions provided by customers. We also research the GSE marketplace worldwide, identifying obsolete parts. Newly invented parts are then analyzed both using state-of-the-art testing facilities and in actual field use.



Quality control. Just good is not good enough.

The parts that are engineered and re-engineered by Sage Parts are designed to exceed requirements, and undergo rigorous and redundant quality assurance processes. Many of our parts are also subjected to 100% inspection procedures, which means we check every one before shipping.



Anticipating needs, meeting demands. Reducing cost.

As the world's leading supplier of replacement parts for ground support equipment, Sage Parts is committed to providing our customers with parts that will not just deliver the performance and reliability of original equipment parts – we also strive to provide parts that are better than the original parts. It's important to note that nowadays, very few parts originate from original equipment manufacturers. Thus, the term "OEM Parts" has essentially become a misnomer in the GSE marketplace.

When you look to Sage Parts for GSE replacement parts for your fleet, you can have the peace of mind that the parts you're buying are in many cases actually better in quality than the parts that were built into the original equipment. Our highly experienced and knowledgeable team of engineers is specifically dedicated to parts improvement, meticulously testing and analyzing all kinds of GSE parts on high usage equipment to determine where performance and durability enhancements can be made. Then, those parts are re-engineered to even higher specifications, ramp-ready for the most demanding ground support applications. Examples include components such as brake parts, deicer pumps, electrical parts, radiators, axle and drivetrain components, and many other notoriously low lifecycle components.

Nobody knows GSE replacement parts better than Sage Parts. And it's not just because we're the global market leader in parts. It's Sage people that make the difference. Our management has well over two centuries of combined background working with ground support equipment and GSE parts. Add to that the enormous experience that our staff possesses, many of whom have worked for several decades throughout the aviation and parts industries.

POINT, CLICK. RELAX. OUR E-COMMERCE SITE MAKES ORDERING QUICK AND EASY.

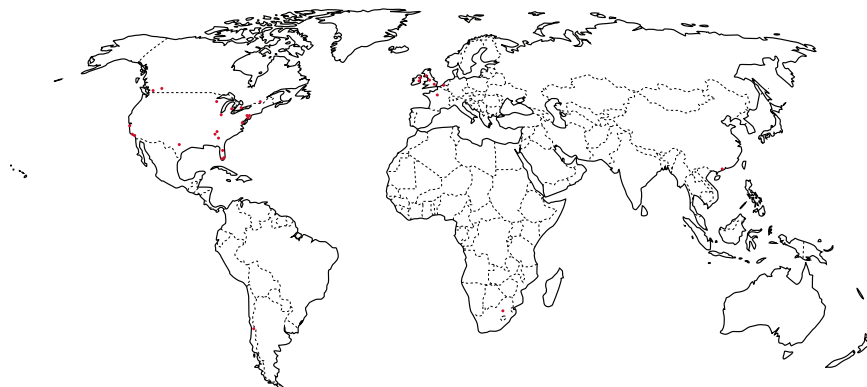
With the "eSage" online ordering system, you can use any standard web browser to log on and order parts from anywhere in the world, day or night.

Just click your mouse and search for parts by number or description. Also view detailed photos of parts, check real time inventories, see order status, and perform many other functions such as reviewing your past ordering history or producing statements and invoices electronically.

The user-friendly eSage site is linked directly to our entire network of warehouse facilities, so your order can be processed with incredible speed.

Contact us today, and find out more about how, as a fully integrated supplier, we offer the industry's most diverse resources to meet all your GSE parts and maintenance needs.

Sage Parts. Everything your business demands, all together from one source.



MORE THAN AN OEM

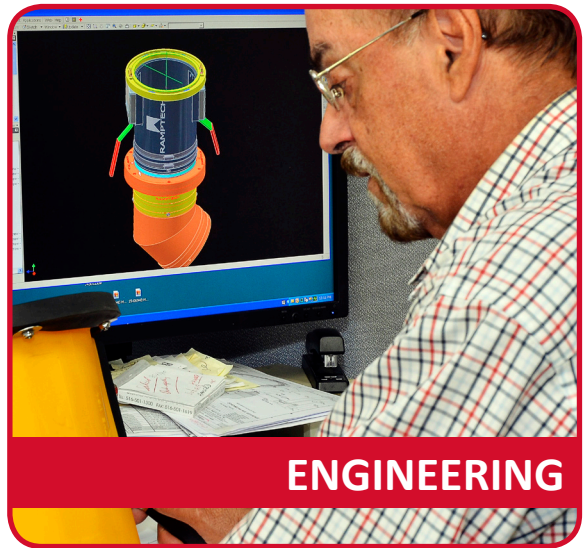
**UNPARALLELED GSE PARTS
EXPERTISE. SUPERIOR
RESPONSIVENESS.**



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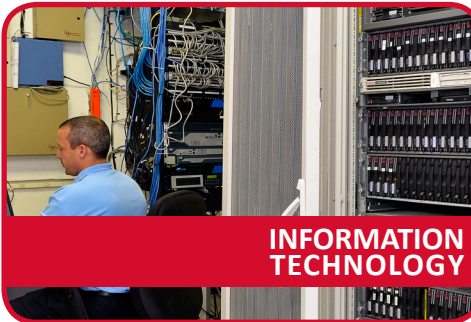
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