

Boeing Expands Offering of Serviceable Parts Through Agreement with GA Telesis

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Parts will be sold through Boeing's e-commerce site

SEATTLE, SEPT. 9, 2014 – Boeing [NYSE:BA] today announced it has signed an agreement with GA Telesis, LLC to expand Boeing's aftermarket parts portfolio to include serviceable commercial airplane parts. Boeing is now making new surplus, repairable and overhauled parts available to customers through a new Marketplace section of the Boeing PART (Part Analysis and Requirements Tracking) Page.

The Boeing PART Page, available to customers, is one of the most frequented e-commerce sites in the aerospace industry. More than 43,000 users log over 40,000 interactions on the Boeing PART Page every day.

"At Boeing, we want to be the one place our customers can come for almost any kind of airplane part they need – whether new or serviceable," said Tim Copes, vice president of Material Services, the parts business within Boeing Commercial Aviation Services. "Boeing is actively working to expand its offering of serviceable parts to include parts for non-Boeing airplanes."

Serviceable parts are a fast-growing segment of the aviation parts market, outpacing new part sales. The serviceable parts market is valued at more than \$3 billion annually.

"Our customers are asking for more options and choice in maintaining their airplanes, and they tell us they want to get their parts – new or not – from Boeing," said Copes. "We are pleased to be joining GA Telesis in providing our customers a reliable and cost-effective alternative to new parts."

GA Telesis, headquartered in Fort Lauderdale, Fla., is a leader in commercial aerospace and the only replacement parts supplier with distribution centers in the United States, the United Kingdom and mainland China. GA Telesis also offers aircraft and engine leasing, asset management, and engine and component overhaul and repair.

"By combining GA Telesis' expertise in the used serviceable market with the customer-centric Boeing PART Page, we have created a first-of-its-kind e-commerce platform in the commercial aftermarket," said Chris Rauch, senior vice president of Global Sales at GA Telesis. "The PART Page Marketplace will be an efficient solution for end-users that also simplifies their sourcing strategies."

The serviceable parts offered by Boeing comprise:

- New surplus – never-used parts that have been released into the market as surplus
- Overhauled – parts that have been repaired in accordance with the Component Maintenance Manual
- Repairables – parts that have been repaired to serviceable condition

All overhauled and repairable parts offered through the Boeing PART Page Marketplace have been repaired or tested by Boeing-approved repair providers.

The initial offering of serviceable parts from GA Telesis includes airframe and component parts such as hydraulic actuation systems, pneumatic systems, line replacement units and flight control surfaces, largely manufactured by companies other than Boeing. Serviceable engine parts will be made available at a later date. Through PART Page Marketplace, traceability, certification and repair records can be reviewed on demand. Each part sold has a one-year warranty.

Boeing and GA Telesis are members of the Aircraft Fleet Recycling Association and follow industry best practices to ensure the safe and environmentally responsible disassembly and recycling of aircraft parts.

Boeing's offering of serviceable parts is part of an integrated suite of aviation services collectively marketed as the Boeing Edge. In addition to parts, Boeing Commercial Aviation Services provides training, engineering, maintenance and software solutions that increase the efficiency and profitability of airlines and leasing companies.

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