

Airline Spares America, Inc. – Quality Driven - Customer Focused



was founded on a quality driven model with attention to success and recognition in the global aviation community. They are dedicated to the highest quality standards and are committed to individualized customer service.

Airline Spares America was established in 1993 as a purchasing agent for international airlines. Since then, Airline Spares America has proudly served the airline industry for over 11 years acquiring packages of domestic and international airline surplus material. Having recently located to a new 20,000 square foot building, Airline Spares America now has the opportunity to expand and grow so they can continue to support their customers changing needs.

What was their path to success? Just ask Jeb Kalaf, President and CEO of Airline Spares America. Jeb truly believes that the foundation of a successful business starts with each relationship of both past and present business partners.

Jeb's experience stems from working as an airline pilot for both domestic and international airlines. He then worked as Vice President for an aftermarket supplier. Several years later, Jeb found himself in a unique position. With his past experience and background, as well as established relationships, Jeb



was encouraged to form a new company and seized the opportunity.

Jeb's personal background has also played a significant role in Airline Spares America's achievements. His diverse upbringing and education has provided Jeb with a unique advantage: the ability to speak 5 different languages, thus allowing him to build a client base that is 75% international.

It's hasn't always been easy. Jeb shares many of the industry's concerns where documentation and traceability requirements of airlines evolve as their quality system develops. Jeb also commented, "As our airline customer's fleet expands, procuring material for the newly manufactured aircraft such as the new generation series has become our newest challenge." A more unique and personal challenge Airline Spares America faces is being able to find experienced multi-lingual sales personnel with knowledge of the international market to assist with their ever growing international customer base.

Since 9/11 Airline Spares America has adapted to the new reality the airlines face with regards to procurement as they continue to lower cost without compromising safety. Although Airline Spares America's business is primarily international, adequate cash flow planning and financing as well as Airline Spares America's continued commitment to safety and quality ensured customer loyalty and helped Airline Spares America to endure during the months following Sept. 11th.

When asked about Airline Spares America's future growth potential, Jeb replied, "We believe the new frontier will be sourcing out the newly manufactured aircraft parts such as the B737NG series on the market. Albeit the task of sourcing these newly available parts on the market will prove challenging."

Despite old and new challenges Airline Spares America's is dedicated to two fundamental philosophies:

- Commitment to the highest level of quality standards pertaining to parts, providing proper FAA documentation, competitive pricing and consistent time delivery, and
- Commitment to a customer-focused management team which ensures the highest level of individualized attention and unique client solutions.



Airline Spares America is recognized by international, domestic and flag carriers worldwide.

Airline Spares America remains vigilant in developing strong client relationships that allows them to offer the best customized solutions with personal attention to detail. They continue to stay aligned with the latest industry trends and developments in order to target their sales effort in the most effective and efficient manner.

Airline Spares America is an accredited distributor under FAA 00-56A through the Aviation Suppliers Association ASA-100 Quality System Standard and has been a member of the Aviation Suppliers Association since 1995.