



Dear customers,

I am pleased to provide you with this Link Special.

The purpose of this letter is to communicate the latest news and important information regarding the sourcing of seat tracks for Airbus aircraft from 1st January 2012 onwards.

If you wish to receive further information on this specific topic, please do not hesitate to contact us.

Yours sincerely,

*Franz Rostky*

## A new lean process to procure seat tracks for Airbus aircraft

December 2011

As a result of the Airbus initiative to streamline the material management processes, we will offer the procurement of seat tracks within the portfolio of material available with Airbus Material, Logistics and Suppliers. Airbus will be the single point-of-contact for these Airbus seat tracks, thus saving sourcing costs for you.

Airbus will enlarge their extensive parts' portfolio by offering as well the seat tracks that were previously handled by Interturbine Logistik GmbH, Germany. As of 1 January 2012, these parts will be supplied by Airbus.



### Your benefits:

- Direct e-Ordering of seat tracks on AirbusSpares
- No impact on the existing price level
- Sourcing of Airbus parts with a 24/365 service
- Supply through a global distribution network
- All parts supplied with Airbus Quality Certificate (e.g. Airbus EASA Form 1)