

## SOURCING COST SAVINGS

Guide to procurement of seat tracks for Airbus aircraft

### Welcome

*Dear Customer,*

*Airbus is now offering a new, cost efficient way to procure Airbus seat tracks from a new source.*

*This approach will support you to reduce sourcing costs.*

*It is Airbus' mission to continue deploying innovative ways of reducing aircraft operating costs.*

Heino Ostermeier

Vice President

Airbus Spares Support  
and Services

Airbus has signed a contract with Interturbine Logistik GmbH in Kaltenkirchen near Hamburg, Germany, a global source of raw material for Airbus aircraft, covering the distribution of seat tracks manufactured by Airbus.

Interturbine Logistik will cover your seat track requirements for Airbus aircraft from 02 April 2007 onwards. All orders for the affected part numbers should then be placed directly with Interturbine Logistik. Interturbine will supply the seat tracks via their global distribution network together with a copy of the respective Authorised Release Certificate.



Additionally, Interturbine will continue to supply semi-finished seat tracks as in the past.

This Airbus initiative offers the following benefits :

- Significant price reduction compared to current Airbus Price Catalog
- Sourcing of Airbus parts from Interturbine Logistik with 24/365 service
- Procurement through global distribution network
- All parts supplied with Authorised Release Certificate (e.g. Airbus EASA Form 1)





## HOW TO ORDER?

Please place your orders for seat tracks as of 02 April 2007 directly with :



### Interturbine Logistik GmbH's

local distribution centres by accessing the website on:  
<http://www.itlogistics.de/>

#### Interturbine Logistik Headquarters in Kaltenkirchen, Germany:

Phone: +49 4191 809 300  
Fax: +49 4191 809 333  
AOG phone: +49 4191 809 444  
SITA: HAMIBCR  
Email: [service@itlogistics.de](mailto:service@itlogistics.de)

### the link

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- All orders will be processed and delivered FCA Hamburg, Singapore or Beijing international airport in accordance with the World Airlines and Suppliers Guide (WASG)
- This agreement represents a further contribution on the part of Airbus to reduce aircraft operating costs.

