



# Backgrounder

## API at a Glance

- President and CEO: Paul Fanelli
- Founded in 1988
- Global headquarters: 3778 Distriplex Drive North, Memphis, Tennessee 38118
- 215 employees worldwide
- \$105 million in 2003 revenues
- A subsidiary of First Aviation Services, a NASDAQ-listed company (FAVS)

## Leading Provider of Supply-chain Management Solutions for the Aerospace Industry

API is a leading provider of supply-chain management and customized third-party logistics services and technology solutions, including inventory management services. It is also one of the premier suppliers of aerospace products and services worldwide to manufacturers and aircraft operators of some of the most widely used commercial and general aviation aircraft.

## API Strategies

- Utilizes distribution and supply-chain infrastructure to increase efficiency of the aerospace supply chain
  - Infrastructure was built to maximize product availability and reduce process and working capital costs
  - Meets the aerospace industry's need for an agile product supply network
- Offers unique, value-added solutions
  - Leverages expertise and infrastructure to provide customers with highly effective, customized supply-chain solutions
  - Provides customers with the best service at lower costs

## API Business Models

- Distribution Model: API's single-point distribution and logistics models offer the aerospace aftermarket the most effective parts distribution system in the industry.
- Logistics Model: API Logistics offers the aerospace industry a portfolio of services and programs that leverage API's technology, warehouse infrastructure, and single-point logistics and distribution model.

## International Partners

- API – Asia Pacific, Inc.
- API – Calgary
- API – United Kingdom
- API – France
- API – Italy
- API – Montréal

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