

AAR Parts Supply AOG Support – Standard Operating Procedures

Contents



- 1. Quoting.
- 2. AOG Inbox Management.
- 3. Credit Release procedure.
- 4. Intercompany Transactions
- 5. Viasat Standard Operating Procedures.
- 6. Quote Accelerator.
- 7. Drop Shipments.
- 8. Warehouse Contacts.
- 9. AOG Shift Handover.
- 10. Business Continuity Plan.
- 11. B & H On Track System.

Rev. Original Date: 28/JAN/2021

12. Credit Card Payment Procedure.



Section 1

Quoting

• Response templates:

When responding to emails (especially to customers), please ensure that your email signature is included at the close of the message. This will ensure that the customer knows whom the quote has been issued from and their contact details.

Quoting for Exchange only:

"AAR is pleased to offer the following unit on EXCHANGE basis only:

PN: 'Part Number' SN: 'Serial Number'

Condition: 'Serviceable', 'Overhauled' or 'Factory New'

Tag: 'Repair Vendor'

Delivery: 'Inventory location' Trace: '121, '129' or '145' Exchange Fee: '\$X.00' BER Value: '\$X.00'

Kindly find attached a copy of the release certificates for your consideration. Please review and let us know if you wish to proceed.

Best Regards,"



"AAR is pleased to offer the following unit on EXCHANGE or OUTRIGHT basis:

PN: 'Part Number' SN: 'Serial Number'

Condition: 'Serviceable', 'Overhauled' or 'Factory New'

Tag: 'Repair Vendor'

Delivery: 'Inventory location' Trace: '121, '129' or '145' Exchange Fee: '\$X.00' Outright Price: '\$X.00'

Kindly find attached a copy of the release certificates for your consideration. Please review and let us know if you wish to proceed.

Best Regards,"

Quoting for Outright only:

"AAR is pleased to offer the following unit on OUTRIGHT basis:

PN: 'Part Number' SN: 'Serial Number'

Condition: 'Serviceable', 'Overhauled' or 'Factory New'

Tag: 'Repair Vendor'

Delivery: 'Inventory location' Trace: '121, '129' or '145' Exchange Fee: '\$X.00' Outright Price: '\$X.00'

Kindly find attached a copy of the release certificates for your consideration. Please review and let us know if you wish to proceed.

Best Regards,"

AAR Doing It Right

No Quoting:

"Dear xxx,

Thank you for sending us your requirements.

However, AAR regrets to inform that the requested part is not available. Please check and if there are any acceptable alternate Part Number to offer (ALT PN) so that we can run through our system for you?

Kindly contact us with any future requirements.

Best Regards,"

Internal Quoting Process

RFQs from sales

- The sales team should forward their customers AOG requests to the AOG inbox
- The sales teams will also send their non AOG pricing requests to the AOG inbox. These requests can be prioritized and responded to accordingly.

RFQs from customers

Rev. Original Date: 28/JAN/2021

• The sales teams will also educate their customers to send their AOG demands directly to the AOG inbox.

PLEASE DO NOT QUOTE ADIRU'S THAT ARE IN STOCK IN BRU TO ANY TRADING CUSTOMERS PLEASE ONLY QUOTE FROM WDL STOCK DUE TO LICENSE ISSUES



Section 2

AOG Inbox Management

- All AOG team members will work from the AOG inbox.
- There will be named folders for all team members as well as for all customers. Emails are to be filed in the relevant folders for reference purposes.
- Emails sent from the AOG inbox need to have the AOG email address in the cc so all email traffic can be monitored.

Section 3



Credit Release Procedure



Darlene #847-385-4084 (text is fine)

Thomas Oude Sogtoen based in AMS +31 20 6552627 Thomas.OudeSogtoen@aarcorp.com

Section 4





<u>Please make sure we have a signed exchange agreement from CP for all Intercompany Transactions</u>

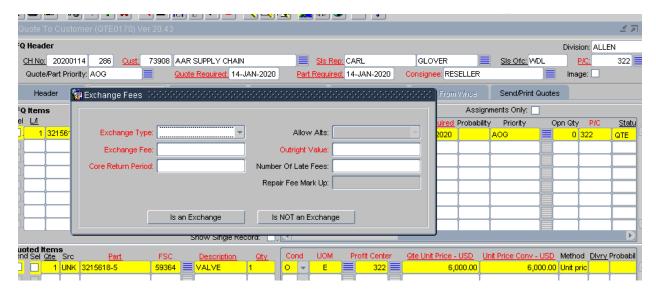
Inventory located in Wood Dale:

Rev. Original Date: 28/JAN/2021

NEW INTERCOMPANY EXCHANGE PROCESS (WOOD DALE STOCK ONLY)

- 1. Exchange PO issued by IOC AOG Team.
- 2. Create a NEW CH/WO under Customer #
 - a. #10919 International Customer ONLY
 - b. #73908 Allen Distribution (Supply Chain)
- 3. Create CH#; allocate correct PN#/TAG# and add the needed exchange values.

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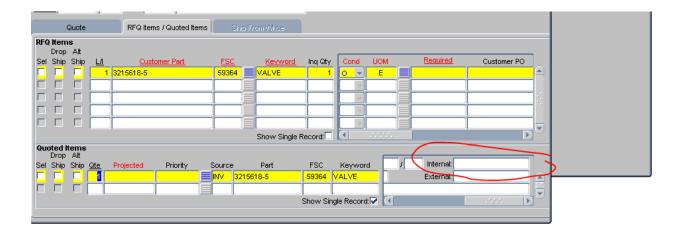


Once CH created and in workbench screen, please change Destination under Contact Method to Sharon Mandarin. This will help her keep track of the exchange cores/late fees.



Once the above is done. Add the below narrative to the "INTERNAL NARRATIVE" of the Workbench in RFQ Items / Quoted items TAB.

a. <u>Internal Inventory Sale. QC pls CERT, do NOT move to Shipping. Re-receive open order displayed as Cust PO#. Cust approves ALL PPWK.</u>



Make sure SHIP TO ADDRESS is changed to the Wood Dale address and SHIP VIA is "ON SITE" You can click the EXPAND button on side to access all address. Just scroll down until you see Wood Dale address.

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0	WOOD DALE	IL	1100 N WOOD DALE RD	UNITED STATES	AAR AAM	AAR POS 5317128, 7129, 7130
0	WOOD DALE	IL	1100 N WOOD DALE RD	UNITED STATES	AAR AAM	ATTN: ROSIE ARTEAGA
0	WOOD DALE	IL	1100 N WOOD DALE RD	UNITED STATES	AAR AAM	INTERNAL

Add PO to attachments.

Rev. Original Date: 28/JAN/2021

Monitor WO just like you would previously and SHIP OFF with AWB "ON SITE".

At this moment, you can send out the template to OM if you would like them to help you monitor the WO during normal business hours.

During the after hours, I usually send the template to Aldrin and Brian just to make it easier for them.

1.	PN					á	ΔΔ
2.	FSC					4	Doing It
3.	COND						
4.	QTY						
5.	PC						
6.	UNIT PRICE						
7.	ALLOCATION						
please	e also include the	exch	ange det	ails if ar	n exchange		
	Exchange Type			Allow Alts?	Outright Value	Return Period	No. Fees
8.	ORDER PRIORITY		Routine	- unles	s otherwise indic	cated	
9.	CUSTOMER PO	#					
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11.	. INTERNAL NAR	RAT	IVE	to S	rnal Inventory Sale hipping – re-receiv t PO#. Cust appro	ve open order dis	splayed as
12.	. ANYSPECIAL C	ONS	SIDERAT	IONS			

For transactions from Division 7 stock to IOC please below which is basically the same as above, the above template will help QC.

Create internal SO # 1 against AAR customer account. Add internal narrative QC please do not move to shipping / process against OPO part will ship to a programs customer.

• Once QC brings to certed status, create shipper and enter ONSITE as waybill – notify QC

• QC to proceed with certing of SO # 2 – ship out the door per normal process

Doing It Right

Hannover (HAJ) team,

This is an internal inventory sale to Programs:

- 1. HAJ Team: Please ship off WO created by OM or AOG Team using 'ONSITE' as AWB.
- 2. Once #1 is done, process part against Brussels Exchange PO and allocate to the 2nd SO # **XXXXXX** (Brussels WO to their customer).
- 3. Please prepare outgoing shipment documents via the Brussel's WO and print shipper and arrange for shipment using the Commercial invoice via the Brussel's WO.

Inventory located in Brussels:

- a. Exchange PO issued by Supply Chain team.
- b. Create new Work Order (WO) keeping the address as Brussels and "Ship Via" as 'ON-SITE'.
- c. Advise BRU CS of the new WO reference.
- d. BRU CS will arrange for BRU Logistics to manually ship the WO created by the AOG / OM team for processing against the exchange PO and Customer's WO.

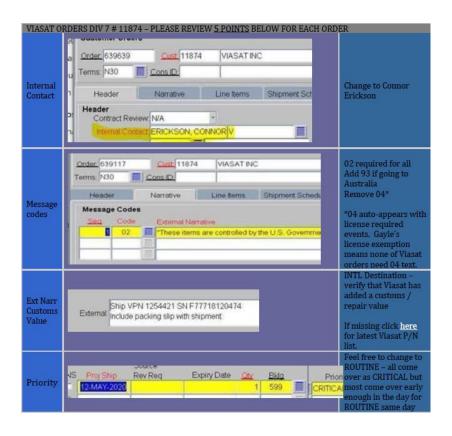
Section 5

Viasat Orders SOP

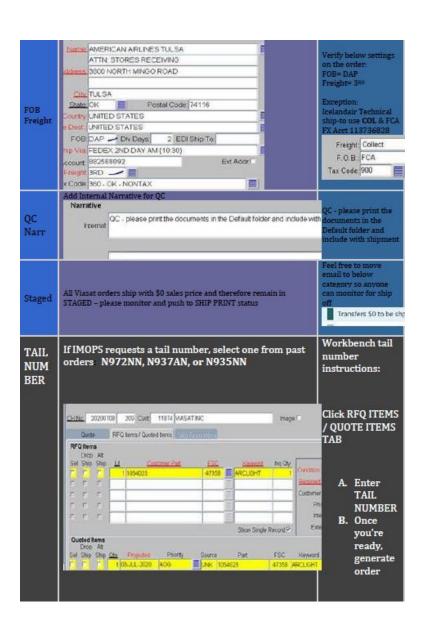


AOG orders must be responded to within one hour

VIASAT ORDERS DIV 7 # 11874 - PLEASE REVIEW 5 POINTS BELOW FOR EACH ORDER



Continued





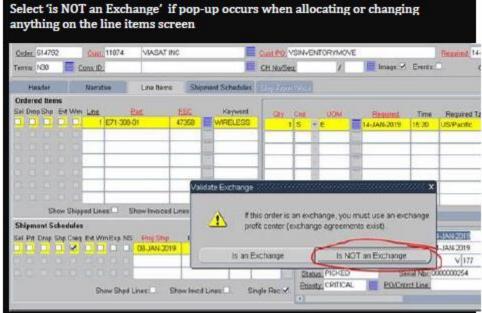
• Customs Values: click here for latest Viasat P/N list.

Rev. Original Date: 28/JAN/2021

• Ship early allowed in all cases unless specifically stated otherwise.

- PL: Connor Erickson and Ross Wuestenfeld as of 3/31/20
- Use Sterling account No. **SC20400**





Select 'is NOT an Exchange' if pop-up occurs when allocating or changing anything on the line items screen

VIASAT Previous Day Intl Shipments

Credit Hold

Rev. Original Date: 28/JAN/2021

Credit team has now increased Viasat's credit limit in order to reduce the chance of this hold being placed on their account in error. They have also added a comment approving Matt and Shafiik to approve the release of Viasat \$0 work orders when the credit team is not available. The AOG team can also reach out to creditAOG@aarcorp.com when the Credit team is out of office.



Credit Contacts

creditAOG@aarcorp.com

<u>Thomas.OudeSogtoen@aarcorp.com</u> (based in Amsterdam)

NS / License holds from Export Compliance:

The license required flag hold will only apply to international shipments. Unfortunately, these must be reviewed and released by the Trade Compliance team after we have added the proper license number or license exception.

International shipments make up a very small portion of our Viasat business. During office hours the team responsible for releasing these holds can be contacted at dplalert@aarcorp.com, and after hours (from 8am to 10pm CST) this team can be reached by phone (630-261-5503). Irina Gawrisch, who is located in Hannover, is able to monitor and respond to this inbox during her regular office hours.

Please add Irina's email address to all dpalert requests for Viasat as she sometimes monitors emails out of hours.

Export Compliance Contacts

<u>dplalert@aarcorp.com</u> (Irina Gawrisch monitors during Hannover office hours)

630-261-5503 (after hours phone number)

Irina.Gawrisch@aarcorp.com

Section 6

Quote Accelerator

QA orders come over with NS flag while in PENDING status.

Once OM or AOG team reviews, we need to change PENDING flag to REVIEWED so that NS flag goes away and IMOPS allows shipper creation (provided no credit hold etc.)

Quote Accelerator - Order Generation



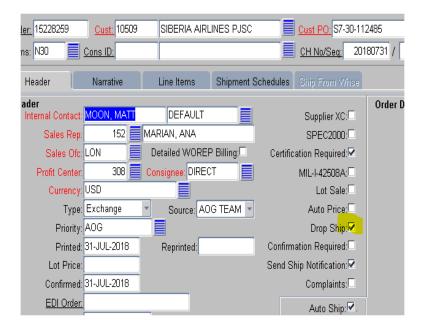
Section 7

Drop shipments



The appropriate steps for dropships as it relates to your team would be as follows - can you please add to AOG Team SOPs and circulate across the team? Thank you

- 1. AOG Team to flag dropship in IMOPS screen as shown below (if only select line is a dropship, use IMOPS line flag)
- 2. AOG Team to email Andy Sanders completed Ex 41 sections 1A/1B and provide trace etc....cc OM (sending directly to QC will save time as there is nothing for OM to as this point)
- 3. QC to reply all once Ex 41 section 2 is completed
- 4. OM (or AOG Team if after-hours) routes to Export Ship if Ex 41 section 3 applies, and awaits approval
- 5. Once AWB or possession statement is available, OM or AOG Team depending on time of day to 'ship-off' in IMOPS and bring to shipped status; fill in <u>Ex 41 section 4</u> a upload to order attachments



Section 8

Warehouse contacts

WDL - 24/7 warehouse AAR SUPPLY CHAIN INC. WEST DOCK 1100 N WOOD DALE ROAD

WOOD DALE, IL 60191 Contact 630-227-7579



AOG after-hours communication flow New WDL picking contacts: After Hours - AOG Communication Flow

AMS - 24/7 warehouse
AAR AIRCRAFT COMPONENT SERVICES – AMSTERDAM
WAREHOUSE DEPARTMENT
DAALMEERSTRAAT 15
2131 HD
HOOFDORP, NETHERLANDS
Contact +31-20-655-2220 AOG: Ams-AAMexch@aarcorp.com &
Ams-AAMAOG@aarcorp.com

BRU - 24/7 warehouse
AAR INTERNATIONAL, INC. BRUSSELS
LEUVENSESTEENWEG 573 SUITE 9A
ZAVENTEM, BELGIUM 1930
Contact: logistics.bru@aarcorp.com, +32 2 416 4444/4445

<u>HAJ</u> - 24/7 warehouse AAR SUPPLY CHAIN, INC. / AAR INTERNATIONAL BERLINER ALLEE 51-53 LANGENHAGEN, GERMANY 30855 Contact: John Haywood, <u>John.Haywood@aarcorp.com</u>, +49-511-97825211 Hanover@aarcorp.com

AOG Mobile: +49 151 26537395 AOG Email - haj-aog@aarcorp.com

SGP -B&H Worldwide (SG) PTE LTD C/O AAR International, Inc. 70 ALPS AVENUE #01-03 & 02-03 SINGAPORE 498801 Tel: +65 6842 4113 Fax: +65 6842 3298 sinaog@bhworldwide.com +65 96631144 & +65 68424113

Contact: Cecilia Sim, Cecilia.sim@aarcorp.com, (65) 6508.6497



What is the cut off timing to proceed with normal shipment?

Turnaround time for normal business hours for Routine Shipment – 12 hours (Cut-off time: Before 11am for same day shipment)
Turnaround time for normal business hours for AOG Shipment – 2 hours
Turnaround time for AOG Shipments after normal business hours – 4 hours

What are the AOG charges

During Normal Office hours Fee Per AOG – S\$75 per order/shipment After Office Hours Fee Per AOG – S\$150 per order/shipment

Can they pick up after office hours and weekend?

Yes

TRI – Vendor # 20160 TRIUMPH AVIATION SERVICES ASIA, LTD 700/160 MOO 1 BANKAO, PANTONG CHONBURI, THAILAND

Contact: ktuangam@triumphgroup.com, +66 38 465 070 (x. 1206)

Section 9

AOG Shift Handover

Off Shift

- 1. AOG team members finishing their shift should fill out the AOG handover spread sheet highlighting any tasks that need to be followed up or completed.
- 2. The spreadsheet needs to be emailed to the AOG team member coming on shift along with any email chains that relate to the handover.
- 3. All relating emails must also be filed into the AOG Handover folder in the CLEAAR inbox.

On Shift

- 4. AOG team members need to be logged into the system 10 minutes before their shift is due to start
- 5. The AOG team member coming on shift needs to call their colleague coming off shift. This is to discuss any issues relating to the handover or shift.
- 6. Handovers need to be saved for auditing purposes.

Emergency swaps -

Staff Sickness/ Emergency

Rev. Original Date: 28/JAN/2021

Every effort must be made to work your shift.

If you are unable to work your shift due to sickness you must follow the AOG AR sickness procedure

- You must contact an AOG member of staff at least 45 minutes before your shift is due to start to ask if they can cover your shift.
- If you cannot make contact or they cannot cover the shift you must contact your manager immediately so they can make the necessary arrangements to cover your shift.
- You must advise your manager the following
 - 1. the nature of the illness
 - 2. likely return date
- While absent you must make yourself available to be contacted should AAR need to contact you for business reasons.
- You must keep AAR updated regarding your return to work so ongoing arrangements can be made.

Contacts

Matt Moon 07408 835326

Section 10

Business Continuity Plan

Rev. Original Date: 28/JAN/2021

• Extreme Weather (Back-up plan)

• Working from Home

If we are unable to conduct business from our normal place of work please follow the below business continuity plan.

All AOG team members need to take their laptops and AOG mobile phone with them when they finish their shift with the correct power cables.

- Alert your manager immediately as to the incident. Advise as much detail as possible regarding the situation. Contact information below.
- Advise your team member on shift as to the situation as they may be required to extend their shift until a recovery plan is in place.
- You may be required to make your way to another location to work.
- Make sure you have adequate Wi-Fi at home to be able to work remotely.
- Keep all involved updated as the recovery plan may need to be extended.

Contacts

Matt Moon 07408 835326

Section 11

B & H On track System











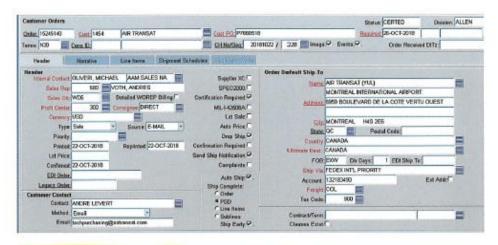


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Current stock	The same of the sa							
Stock checks	Detailed search							
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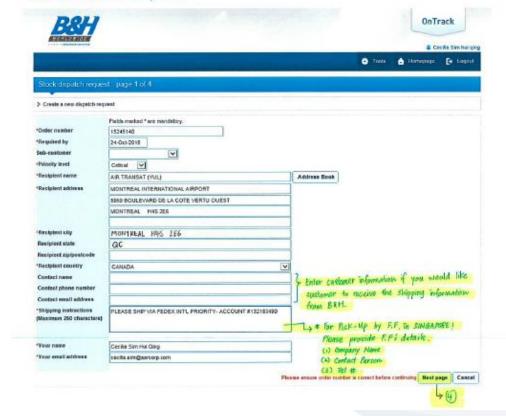


Doing It Right

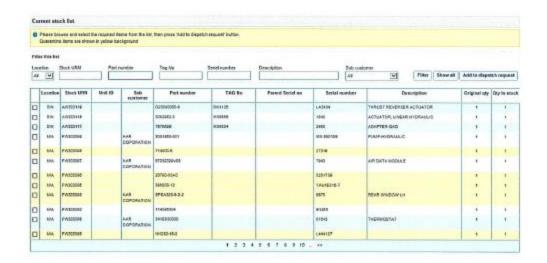




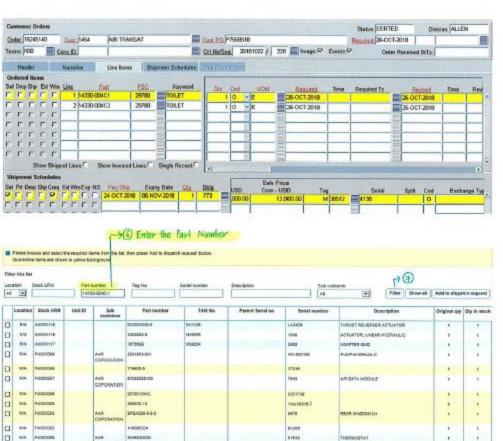
Step 3: Enter the information as per uso.













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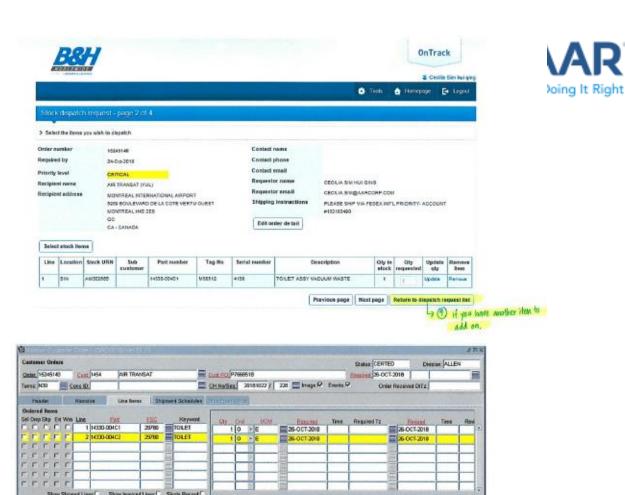
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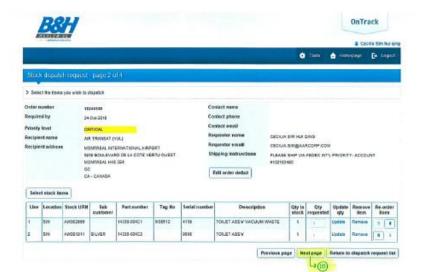
Rev. Original Date: 28/JAN/2021

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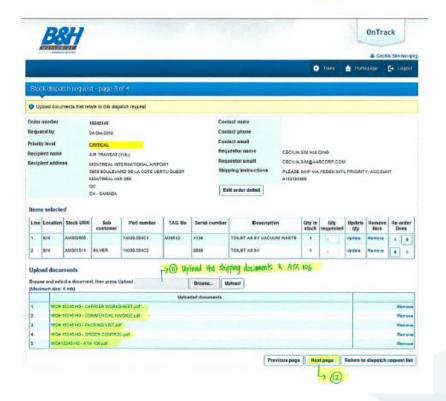




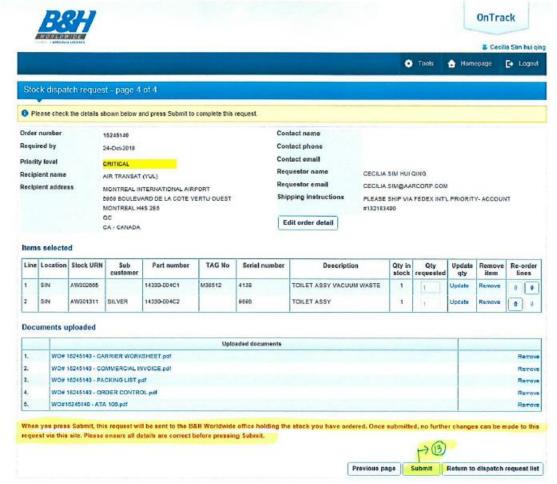
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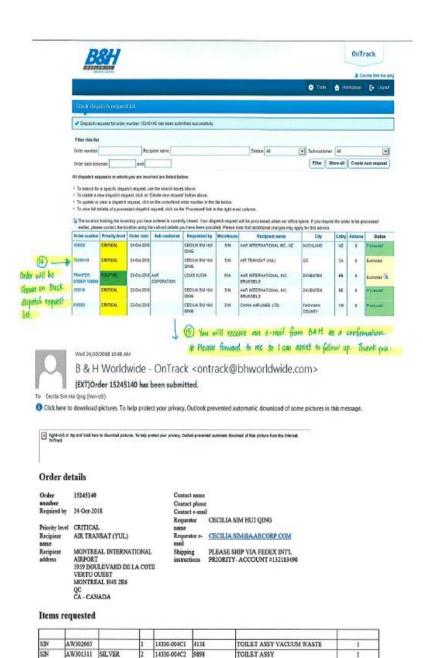








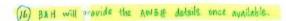




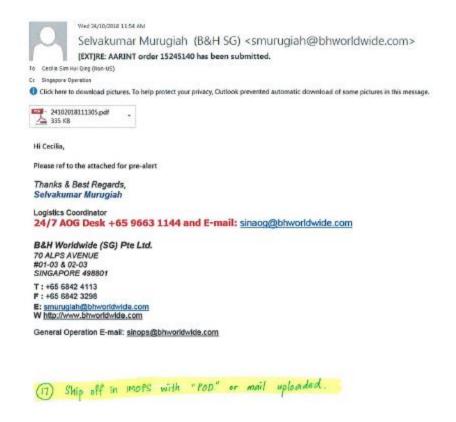
This e-mail has been and from an ununcuitored mailbox so any replies will not be read. For further information please contact your local B&H Worldwide office.

Rev. Original Date: 28/JAN/2021

Doing It Right



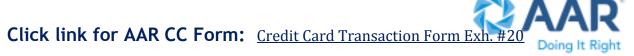




Section 12

Rev. Original Date: 28/JAN/2021

Credit card processing procedure



Website, https://www.paymentworksuite.com/Logon.aspx?ReturnUrl=%2fAp
plication.aspx

Once logged in select EC-Zone, Credit Card Processing.

TRANSACTION TYPE - "Authorize And Capture" should always be selected.

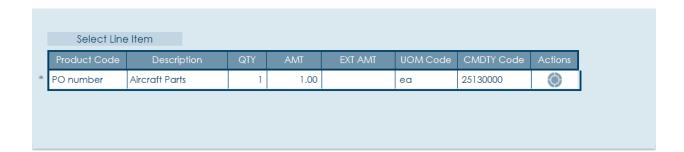
CREDIT CARD INFORMATION - check "Store Credit Card", complete all fields, if possible. Friendly name is not required. Find customer name by selecting the Customer Name drop down box, or go to the bottom, select ADD - enter the customer name and code. (It is possible to process without the Card Security Code. But please use it if it has been provided.)



(Skip CARDHOLDER INFORMATION.)

Rev. Original Date: 28/JAN/2021

SELECT LINE ITEM-enter the PO # in product code, AIRCRAFT PARTS in description, enter 1 for the QTY, enter dollar amount to be charged in AMT, UOM Code is ea, CMDTY Code is 25130000, click on ACTIONS and chose "ADD".



TRACKING INFORMATION

Customer Ref Value - This will be your location # and customer account #. For example:

Division 1: 208-01XXXXX

Division 7: 208-07xxxxx

Division 11: 205-010xxxx

Order number - will be the Sales Order or Work Order.

Invoice number - if you know the invoice number, please enter it. Otherwise leave it blank.

Notes - feel free to add notes.



TRANSACTION TOTALS - verify pricing entered is correct.

Select "Submit Transaction".

Rev. Original Date: 28/JAN/2021

Once receipt opens up - email it to yourself. (Be sure you have received the email before logging out of the website.)

Attach a copy of the receipt to the "CREDIT" folder on the order in IMOPS and attach to the reply to the sales rep's email, add the credit contacts to the email.