

AeroFlite Enterprises, Inc.

Quality Aviation Components, Without Exception

Reliably built, reasonably priced aviation components, delivered on time and without excuses. This is what aviation owners and operators need. This is what AeroFlite delivers.

“When it comes to our customers, we have only one quality policy,” says AeroFlite President, CEO and co-founder Lesley A. Hall: “Excellence.”

This phrase, which AeroFlite has adopted as an official corporate policy, is reflected in AeroFlite’s achievement of ISO 9001:2000 and EN, JISQ, AS9100:2004 certifications for the precision and quality of its manufacturing and management processes.

AeroFlite’s commitment to excellence has been widely recognized, as is evident from the numerous honors it has received from a variety of companies. These honors include the prestigious Supplier of the Year award presented by Boeing, Parker Aerospace and Hydro-Aire; 25 Years of Outstanding Service to the Aerospace Industry bestowed by the Boeing Company; the Excellence in Product Conformity award by Northrop Grumman; recognition of Outstanding Performance by B.E. Aerospace (Sony Trans Com); and the Supplier Achievement Award for Outstanding Service by Weber Aircraft.

In addition, AeroFlite has also been acknowledged by its manufacturers for outstanding performance and supplier excellence. A salute from DAH for 20 Years of Excellence and Leadership in Aviation, the Distributor Excellence Award in honor of Outstanding Performance, as well as Distributor of the Decade award presented by Cinch, are just a few of the many distinctions AeroFlite has received from its manufacturers.

As a British Airways technical purchasing buyer with 10 years experience, Hall knew what she wanted when she and her former partners established AeroFlite Enterprises in Brea, Calif., in 1977. According to Hall, their goal was to supply “the airline aftermarket, original equipment manufacturers (OEMs), and airframe manufacturers with electrical products of the highest quality and inven-

tory to support their customers’ every requirement at highly competitive prices.” As a result of their efforts, “in the marketplace it specializes in, AeroFlite is the industry benchmark for product support and customer service, and is the largest electrical connector assembly facility and electromechanical distributor in the world.”

AeroFlite’s primary customers are Airbus, Boeing, Embraer, Bombardier and their subcontractors, in addition to the airline aftermarket and military MRO clients. AeroFlite’s customers are served by its two modern manufacturing facilities, totaling 31,000 square feet, which house six different assembly rooms, with one facility fitted with fully computerized, state-of-the-art equipment, dedicated entirely to custom cable and wire harness assembly. The facilities are strategically located near three major airports and contain an extensive parts inventory large enough to allow clients to reduce their own inventories and eliminate expensive downtime.

“In order to be a valued supplier and provide services competitively, we’ve developed a customer JIT [Just-In-Time] program,” adds Roger Lathrop, AeroFlite’s Vice President of Marketing and Sales. In the JIT program, each AeroFlite customer is given shelf space within AeroFlite’s warehouse to store replacement parts based on the customer’s annual usage. “We will, for example, take three months of usage, build up the product, and keep it in stock specifically for that company,” says Lathrop. As parts are used, they are immediately replenished; thus, AeroFlite is able to simultaneously provide cost reductions and immediate parts availability.

When Hall acquired 100 percent of AeroFlite in 1995, she made a commitment to further pursue strategic acquisitions to complement the company’s existing business and further expand its prod-



Lesley A. Hall

uct lines and technological capabilities. For example, inclusion of an Engineering department has enabled AeroFlite to offer customers viable options and quick solutions for their custom connector, cable and wire harness requirements.

In addition, AeroFlite has a carefully designed and maintained discipline for providing visibility at all management and sub-tier levels on cost and contract performance. AeroFlite’s processes enable detection of problems instantly so that the company’s necessary resources can be utilized to provide immediate solutions. Moreover, AeroFlite has an extraordinary organization of experienced and dedicated people who are willing to make personal sacrifices in order to ensure complete customer satisfaction.

“Aviation is an industry where there’s no room for excuses,” declares Hall. “That’s why our clients can count on us for quality aviation components, 100 percent of the time.”

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