



## Aereos Corporate Backgrounder

*AEREOS, a Texas-based company with offices in DFW and Miami, is dedicated to providing our airline, MRO and OEM customers with the latest in quality aircraft parts, MRO services, exceptional customer services and value from our family of five award-winning companies: Atlas Aerospace, Airline Component Parts (ACP), EulesAero and Aervit. With more than 100 years of combined industry experience and 150 highly skilled aircraft professionals and craftsmen, Aereos companies go above and beyond to expand their wealth of knowledge continually to develop and master better methods, improve process efficiencies and accelerate delivery time. We are passionate and driven to retain the reputation and trust we've built with our customers for proven reliability.*

### Our family of companies

Aereos operates as the parent company strategically leading all five companies with a singular focus. That aim is to go above and beyond for our customers and those who fly with them.



Atlas Aerospace is an FAA-certified 145 repair station founded in 1978 and renowned for its quality, workmanship, fast turnaround times, exceptional customer service and extended on-wing performance in support of our airline, OEM and MRO customers from around the world.



Airline Component Parts (ACP) is an FAA-certified 145 repair station, operating since 1994, specializing in the development of DER repair solutions focused on high-value expendable components.



With more than 50 years of supporting the aviation industry, EulesAero employs state-of-the-art equipment, extensive parts manufacturing experience and adaptable, cost-effective processes to support the industry's most precise requirements.



Aervit is a specialist in the acquisition and teardown of commercial aircraft, providing rotatable spares to our airline, MRO and OEM partners.

## **Our navigation**

Our vision, mission and values are constant reminders of why our business exists, what we hope to accomplish and that for which we stand. They shape the direction of our organization's future and provide guiding principles for us to follow. They represent our highest priorities and deeply held driving forces. Some companies write their vision, mission and values because they know they are expected. We wrote them to remind us how to live every day as we work with each other and work with and serve others. We encourage others around us to tell us how we are doing so that we may improve and go above and beyond in all we do. These are actions, not merely statements, which permeate our culture, our work and our services.

### **Vision**

To provide superior component repair and overhaul, DER repair solutions and precision manufacturing of critical components to keep the world flying safely, reliably and cost effectively.

### **Mission**

Our passion for flying drives our experienced team to go above and beyond to serve our global airline, OEM and MRO customers. We are experts in component repair and overhaul, DER repair solutions and precision manufacturing of critical components. We are specialists committed to fast turn times, exceptional customer service and proven reliability to keep the world flying. We care about our customers, those flying with our customers, our employees and the world of aviation.

### **Values**

Dynamic	We are self-starters who act with a sense of urgency; we energetically solve relevant customers' and colleagues' problems.
Adaptable	We seek out opportunities to find and master new ways to better serve our customers and use our internal resources.
Authentic	As we grow, we will remember our "small company" roots. We treat our customers and each other with genuine respect.
Trustworthy	We act with integrity and strive to meet all of our commitments in our dealings with our customers and amongst ourselves.
Learning	We continuously learn as an organization. We develop new skills and capabilities to better serve our customers.

## **Our journey through time**

Aereos, as the parent company of a family of five companies (Airline Component Parts, Atlas Aerospace Accessories, EulesAero and Aervit), is composed of teams of individuals with years of experience in the aviation industry, many of whom were inspired by experiences in their youth. These persons are passionate about serving our customers' needs quickly, efficiently and with reliable results while enjoying working together to create quality parts and provide exceptional service. We are experts in

component repair and overhaul, DER repair solutions and precision manufacturing of critical components. Throughout the years, we have expanded capacities by merging, buying and starting companies to add people, experience, equipment, parts and processes that continually make our companies better. Along our path of growth, we have promoted from within and hired employees to build a stronger, smarter, more efficient company of persons who share and learn from each other.

Our strategic focus makes our company and people better at what we do and how we do it. As important as the growth and efficiencies are, we never lose sight of maintaining our mission and purpose. Our vision and goals reach for the skies. Our values and cultures keep us grounded.

**EulesAero** developed out of a company called Trio Manufacturing that was formed in 1965 with a few skilled machinists making parts manually. As the company grew over the years, additional experienced technicians were hired.

In 1980, EulesAero established its headquarters in Euless, TX and transitioned from manual machining practices to CNC machining, which allowed for machining of more complex parts. Aerotech Engineering (Aerotech), which was formed as an FAA-PMA parts manufacturer, was one of the companies that commissioned EulesAero to make parts for them on a regular basis. EulesAero enlisted William Montgomery in 1999 to help with strategic management and decisions. In 2005, after working together for years and recognizing strengths they offered each other, EulesAero and Aerotech (co-founded by David Baker, an experienced aviation executive) merged their businesses (and is later referred to as EulesAero). During the same year, EulesAero implemented Industrios ERP to continue the transition of the company from a traditional job shop to a manufacturing facility that achieves the industries' most demanding tolerances by employing state-of-the-art equipment, extensive parts manufacturing experience and adaptable cost effective processes.

In an effort to continue bringing talent into the company, Chris Baumann, who has 20 years of manufacturing experience and 15 of them in aviation, was hired as the Manufacturing Manager. In 2007, EulesAero, a precision complex parts manufacturer, parts developer and engineering facility, increased its manufacturing capabilities to include exotic and plastic materials. The following year Patrice Sparks, a longtime aviation industry expert, was hired as Director of Quality. In 2009, Sky USA was purchased to continue expanding EulesAero's machine capabilities. In 2012, EulesAero bought ACP, who had a long history of working with recognized names in the industry, and this acquisition changed ACP's focus from minor repairs to converting high-value expendable parts into rotables. Later in 2012, EulesAero diversified its services by starting Aervit, a specialist in the acquisition and teardown of commercial aircraft, providing rotatable spares directly to its airline, MRO and OEM partners, along with ACP and Atlas Aerospace (two of Aereos' other companies) in support of their rotatable exchange core services. In 2013, Chris Baumann was promoted from Manufacturing Manager to COO. In 2014, Aereos, the newly formed parent company of Atlas Aerospace, ACP, EulesAero and Aervit, bought MMI Precision in Phoenix, Arizona and moved its experienced personnel and assets to EulesAero to increase the industry knowledge base and the number and types of machines, allowing EulesAero to increase its production capabilities.

**Atlas Aerospace** was founded in Miami, Florida in 1978 as an FAA-certified 145 repair station committed to meeting customer requirements. Atlas Aerospace developed an experienced team of technicians who've worked together in the aerospace industry and at Atlas Aerospace for years, many for decades. Aereos bought Atlas Aerospace in 2013 and focused its strategy of repairing key components within its core competency to reduce turn times and increase revenue and profits. David Baker, an experienced aviation executive and Aereos Partner, was named CEO in 2013 to help carry out the strategic focus. The current technicians are cross-trained and have the skills to rebuild parts from start to finish, ensuring

quick turn times and quality. Atlas Aerospace hired Hollmann Guevara, who has a 28-year career in aviation, as its General Manager in 2014. That same year, as part of its new strategic focus, Atlas implemented Quantum MRO Logistics ERP software to further reduce turn times, improve customer service and reach or exceed production goals. Atlas Aerospace specializes in repair and overhaul of high-value pneumatic, hydraulic, electro-mechanical, fuel and electronic components in support of airlines, MROs and OEMs around the world. Atlas Aerospace is renowned for its quality, workmanship, fast turnaround times and reliability.

**Airline Component Parts (ACP)** was incorporated in 1993 by its founder and current Accountable Manager Terry R. Robe and started its operations in Euless, Texas originally performing minor repairs on sensors and switches, and mechanical components. ACP's employees have years of experience in the industry. One of those employees is Terry R. Robe who received the "Master Mechanic" Award by the Department of Transportation Federal Aviation Administration (FAA) for 50 years of dedicated service and technical expertise in the field of aviation. In 2012, EulessAero bought ACP, who had a long history of working with recognized names in the industry, and changed its focus from minor repairs to converting high-value expendable parts, into rotables. Patrice Sparks, who has 30 years of aviation industry experience, was named COO in 2013. Quantum MRO Logistics ERP software was implemented in 2015 to reduce turn times, improve customer service and reach or exceed production goals.

**Aervit** was started by EulessAero in 2012 to diversify its services. Aervit specializes in the acquisition and teardown of aircraft, providing rotatable spares to airline, MRO and OEM partners, along with ACP and Atlas Aerospace in support of their rotatable exchange core services.

## Timeline

- 1965 **EulessAero** developed out of a company (Trio Manufacturing) formed more than 50 years ago with a few machinists making parts manually.
- 1978 **Atlas Aerospace** was founded in Miami, Florida more than 38 years ago as an FAA-certified 145 repair station.
- 1980 **EulessAero** established its headquarters in Euless, Texas during the time the company moved away from manual machining practices and into CNC machining, allowing for machining of more complex part numbers.
- 1993 **Airline Component Parts (ACP)** was incorporated by its founder and current Accountable Manager, [Terry Robe](#).
- 1994 **ACP** started operations in Euless, Texas originally performing minor repairs on sensors and switches, and mechanical components.
- 1998 **Aerotech Engineering (Aerotech)**, formed as an FAA-PMA parts manufacturer, was co-founded by David Baker, an experienced aviation executive (and current Aereos Partner).
- 1999 **EulessAero** enlisted William Montgomery's (current Aereos Partner) to help with strategic management and decisions.
- 2005 **EulessAero** and **Aerotech** (later referred to as EulessAero) merged their businesses after years of Aerotech commissioning EulessAero to make parts for them.
- 2005 **EulessAero** added William Montgomery to their management team.

- 2005 **EulessAero** implemented Industrios ERP to transition the company from a traditional job shop to a manufacturing facility that understands market demands, ordering patterns and forecasts.
- 2006 **EulessAero** hired Chris Baumann, who has 20 years of experience in manufacturing with 15 of them in aviation, as the Manufacturing Manager.
- 2007 **EulessAero**, a precision complex parts manufacturer, parts developer and engineering facility, increased its manufacturing capabilities to include exotic and plastic materials.
- 2008 **EulessAero** hired longtime aviation industry expert Patrice Sparks as its Director of Quality.
- 2009 **EulessAero** purchased Sky USA to continue to expand its machine capabilities.
- 2010 **ACP's** current Accountable Manager, Terry Robe, was honored with the Charles Taylor "Master Mechanic" [Award](#) by the Department of Transportation Federal Aviation Administration (FAA) for 50 years of dedicated service and technical expertise in the field of aviation.
- 2012 **EulessAero** bought **ACP**, who had a long history of working with recognized names in the industry, and changed its focus from minor repairs to converting high-value expendable parts, into rotables.
- 2012 **EulessAero** diversified its services by starting **Aervit**, a specialist in the acquisition and teardown of commercial aircraft, providing rotatable spares directly to its airline, MRO and OEM partners, along with ACP and Atlas Aerospace in support of their rotatable exchange core services.
- 2013 **Aereos** was formed as the parent company of the companies acquired and those to be acquired or founded with the purpose of adding strategic focus, improving systems and increasing capabilities while retaining the culture and attention to customer service. Aereos' management includes Partners, [William Montgomery](#), a strategy expert specialized in working on investments in turnaround companies, and [David Baker](#), a 30-year veteran in the aviation industry.
- 2013 **EulessAero** promoted [Chris Baumann](#), with many years of experience in manufacturing in the aviation industry, from Manufacturing Manager to COO.
- 2013 **ACP** named [Patrice Sparks](#), who has 30 years of aviation industry experience, as COO.
- 2013 **Aereos** bought **Atlas** and focused its strategy of repairing key components within its core competency to reduce turn times and increase revenue and profits.
- 2013 **Aereos** named David Baker, an experienced aviation executive, as CEO at **Atlas Aerospace**.
- 2014 **Atlas** hired [Hollmann Guevara](#), who has a 28-year career in aviation, as its General Manager.
- 2014 **Aereos'** William Montgomery honored with the 40 Under 40 award as one of the top business executives in the Dallas-Fort Worth area
- 2014 **Aereos** bought **MMI Precision** in Phoenix, Arizona and moved its experienced personnel and assets to **EulessAero** to increase the industry knowledge base and the number and types of machines, allowing EulessAero to increase its production capabilities.
- 2014 **Atlas** implemented Quantum MRO Logistics ERP software to reduce turn times, improve customer service and reach or exceed production goals.
- 2015 **ACP** implemented Quantum MRO Logistics ERP software to reduce turn times, improve customer service and reach or exceed production goals.
- 2016 **Aereos** rebranded itself and its family of companies to unify its messaging, image and communications.

## **Our management team**

As a team, we are experienced in the areas of management, strategic direction, growth opportunities, leadership in acquisitions, execution and parts manufacturing in the aviation industry.

### **William Montgomery Partner**

William Montgomery, Partner at Aereos, leads by example as he sets strategic direction and focuses on exceptional customer service, value and growth opportunities at Aereos, the parent company to a family of four aerospace companies that have been acquired or formed: Atlas Aerospace Accessories, Airline Component Parts (ACP), EulesAero and Aervit.

Prior to forming Aereos, William worked for 13 years in private-equity and venture capital investing. He served as a Principal at First Capital Group, making and managing investments in a diversified portfolio of well-managed early and expansion stage companies. As a Vice President at RWH Group, William specialized in working on investments in turnaround opportunities, and he played numerous operational management roles within those companies.

In 2014, William was honored with the *Dallas Business Journal* 40 Under 40 award for his exceptional leadership not only in business, but also in the community. Married and the father of three young children, William is active in the life and leadership of his church and the schools which his children attend.

William holds an M.A. degree in International Trade and Investment Policy from The George Washington University and a B.S. in Foreign Service from Georgetown University.

### **David Baker Partner**

David Baker, Partner at Aereos, provides leadership in acquisitions, strategic vision, execution and operations at Aereos, the parent company to a family of four aerospace companies that have been acquired or formed: Atlas Aerospace Accessories, Airline Component Parts (ACP), EulesAero and Aervit, along with serving as CEO of Atlas Aerospace Accessories.

David began his aviation career in 1986 with five successful years in a Sales and Marketing role for a California-based aviation parts distributor. In 1991, he co-founded an aerospace company that became Aerotech Engineering Inc., an FAA-PMA parts manufacturer, which outsourced its manufacturing of parts to EulesAero. After their merger in 2005, David served as Vice President, developing and executing a sales strategy that transformed the company into an industry leader. In 2013, David, along with his partners, founded Aereos to act strategically as the holding company for the family of companies.

## Our customers

Aereos operates as the parent company strategically leading the family of five companies with a singular focus. That aim is to go above and beyond for our customers and those who fly with them. Aereos and its companies are trusted by the leaders in the industry. Some of our highly recognized customers include the following:

- Airbus
- Bell Helicopter
- European Air Transport
- General Dynamics
- Icelandair
- Lockheed Martin
- Southwest Airlines
- AJW Technique Inc.
- Boeing
- FedEx
- HEICO
- Israel Aerospace Industries
- Lufthansa TECHNIK AG
- Turkish Technic
- American Airlines
- Delta Air Lines
- FL Technics
- Honeywell
- Korean Air
- Parker Hannifin