

AIR PARTS INTERNATIONAL SALES, INC.

SINGLE SOURCE PURCHASING





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General manager Michael Peter Balwan, Jr. describes how the company has become a pioneer in the commercial aviation aftermarket

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Eighty years ago, back in 1932, Air Parts International Sales Inc. started serving the needs of commercial aviation customers worldwide by providing a complete range of aircraft materials, services support and ground based equipment. “Not every business can say they’ve been around that long,” says API General Manager, Michael Peter Balwan, Jr.

“By the time World War II broke out the company had moved from Glendale to Burbank and in order to support the war effort, we became an aviation overhaul shop. We’d call it an MRO (maintenance, repair and overhaul) facility today.”

After WWII wound down, API went back to being a domestic aviation aftermarket supplier of materials and services. “In 1958 my father, Michael Balwan Sr., purchased the firm and began changing its focus to target and service international airline customers. His first international customer was, Ethiopian Airlines. Back in that day, we could only communicate with them by ‘Telex’ an extinct word now, or via a phone patch hook-up through Rome, Italy,” says a smiling Balwan.

“For 20 years, Ethiopian was our largest international account. Over the years we added Air France, Indian Airlines, Malaysian Airlines, TAP Portugal, HAECO in Hong Kong, Air Zimbabwe, TAAG Angola and many others as international clients. We’re still doing that today.

“I joined the business in 1961. I was sweeping floors in the warehouse while I was still in high school. I eventually became a buyer, then a salesman and eventually took over as general manager. API has been a part of my life for so long now that I surely must have Shell Aviation lubricants coursing through my veins,” he chuckles.

“The success that we enjoy today, like back in 1932, is built on the fundamental principle of providing personalized and comprehensive services and support to our commercial aviation customers. We do everything possible to assist them. We focus on our customer’s

buyers and material planners who depend on our speed and efficiency to keep their fleets flying. Airplanes only make money when they’re flying; they’re very expensive machines to have sitting on the ground.

“During the 80 years API has been in business, we have steadily grown into one of the most experienced and stable suppliers in the industry. Based on our record, our customers can rest assured that we will be here to serve them today, tomorrow, and in the years ahead,” says Balwan.

“Our customers find that one of the greatest advantages in dealing with us is the convenience of single source purchasing. With API, there is no need to waste time and money searching for a variety of suppliers. Whether your list includes an aircraft tow tractor, a complete jet engine or any other commercial aviation components, you can let our expert buyers do the sourcing for you,” he explains.

1932

Air Parts International
established

SOME THINGS WERE DIFFERENT IN 1932...



But some things never change. Since 1932 Air Parts International has been a pioneer in the provision of spare parts and MRO services to the commercial aviation industry. The world's airlines know API is there at the ready when needed. We don't expect that to change any time soon. We'll still be here, providing the same worldwide service and total aircraft support we've delivered these past eight decades.



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Left To Right. Abel Soto, Vice President International Sales. Danilo Ruiz, Sales Manager. M. Peter Balwan, General Manager. Steve Zoelle, Purchasing Manager. Nicolas Zumbiehl, Vice President International Sales

“In our business, when you need something, you generally need it now. To that point, we’re as near to you as your email, phone or fax machine. Your enquiry will be acknowledged immediately and in any case within 24 hours. Our time sensitive locating and buying procedures enable us to fill orders in the shortest possible time and most importantly, at competitive prices.

“Your order will be packed and shipped to any point in the world via the most expeditious routing, using the best carrier operating to the destination. API’s broad and deep international shipping experience will facilitate the timely delivery of your goods to and at the destination. No one with a grounded aircraft likes to have an urgently needed shipment hung up in customs for days.

“AIRPLANES ONLY MAKE MONEY WHEN
THEY’RE FLYING; THEY’RE VERY EXPENSIVE
MACHINES TO HAVE SITTING ON THE GROUND”



The shortest elapsed shipment time wins in this phase of the game,” notes Balwan.

Air Parts International Sales, Inc. representatives regularly call, in-person, on customers in all parts of the world. “Whether it’s a new customer or one we’ve seen frequently before, our sales team are there to answer your questions and to become more familiar with your individual operation and particular needs. In addition and for your future reference, you will be supplied with informative and current literature on the specific products you buy from us. Remaining sensitive to the diverse and ever changing needs of our clients is one reason API enjoys a reputation for consistent professional service.”

Looking at API’s sales brochure you’ll see: “Call us - we will respond to your emergency whether it is an aircraft-on-ground situation (AOG) or a ground support system problem. Count on us - you have access to our staff and services 24/7, 365 days a year.”

Nicholas Zumbiehl, API’s vice president international sales stated: “We can also handle your repair orders on rotables when your airline doesn’t have in-house capability. Your material would be cleared in the US, picked up from the airport, delivered to the manufacturer, overhauled, and returned to you. Likewise, one-to-one exchange

arrangements for rotables can be done as and when required.”

GM Balwan said: “Air Parts International Sales, Inc. is familiar with various terms of payment: letters of credit, documentary drafts, wire transfers, etc. We can also arrange open accounts with credit limits to cover normal day-to-day transactions for which documentary procedures can be cumbersome.”

“ONE OF THE GREATEST ADVANTAGES IN DEALING WITH US IS THE CONVENIENCE OF SINGLE SOURCE PURCHASING”

QUALITY ASSURANCE

All material requiring an FAA authorized repair station certification will be tagged with the appropriate FAA/EASA tag. All factory new FAA Class II units will be supplied with the manufacturer’s Certificate of Conformance and/or the Airworthiness Certificate 8130-3. FAA overhauled and certified material will also include the 8130-3 Airworthiness Certificate. Class III material- piece parts, hardware or components will not be sold in any condition except new with the OEM certificate of conformance.

All shipments will be accompanied by an Air Parts International Sales ATA Specification 106 form. The certificate will describe the condition of material being supplied. Air Parts International Sales, Inc.

has in its records, or those of its suppliers, evidence of the source of the parts being supplied for history and traceability.

Rejections will be credited when material is promptly reported and returned in accordance with commercially approved practices.

All materials sold to you which were directly purchased from the manufacturer will carry the standard manufacturers’ warranties. Material sold from FAA/EASA airline excess stocks will carry the Air Parts International Sales, Inc. warranty. All material is sold subject to your inspection and approval. **BE**

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