

LKD Aerospace.com

Press Room

LKD Aerospace Launches B2B E-Commerce Web Site for Aerospace Aftermarket

2,000,000 Part Numbers Online For Jet and Commuter Aircraft

May 20, 2000 -- LKD Aerospace announced today the launch of their new B2B E-commerce website for the aerospace aftermarket at www.Lkdaerospace.com. LKD's new e-commerce website offers customers the ability to securely search, price and buy online for more than 2,000,000 aircraft parts. The site is entirely free and only requires users to register online and select a password. After that, users have complete access to the website and can check part availability and pricing as well as purchase parts directly online. Inventory availability is real-time.

LKD Aerospace distributes factory new and surplus rotables and expendables to more than 1500 existing customers around the world serving five continents. Customers include airlines, repair & overhaul facilities and aftermarket service companies. LKD's products are used on Boeing, McDonnell Douglas, Airbus, Embraer and Bombardier jet aircraft as well as Fairchild, Beech and Bombardier turboprop aircraft. LKD has been in business since 1983.

Mark Chamberlain, Vice-President of Marketing and IT, commented, "Everyone at LKD is excited about the launch of our new e-commerce system. We have been beta testing our site for the last several months with a select group of customers, which has enabled us to make many improvements. This has led us to improve page load speeds, reorganized navigation to make it more intuitive and most importantly made the e-commerce section easier to use and more valuable for our customers. We now have a *state-of-the-art* e-commerce front end to compliment our existing business capabilities."

The e-commerce site utilizes a Microsoft solution and was designed entirely in-house. Microsoft design tools include Visual Interdev and FrontPage 2000. The primary e-commerce platform of the site is MS Site Server which sits on a Microsoft Windows NT operating system. The web server is Internet Information Server (IIS) employing a SQL Server database on the backend. Recently recruited from the Boeing company, Manager of Information Systems, Candie Carpenter, stated, "We have spent several months designing, building and testing the new e-commerce system. We standardized on

Microsoft solutions to speed the development of the site and due to its cost effectiveness. We also have our scaling plan in place, so as e-commerce drives future growth LKD's Information Technology is already positioned to grow ahead of customer demand." Mark added, "Our B2B e-commerce strategy is first and foremost about better serving our customers! We are fundamentally a small business with big aspirations. Without Microsoft products to support our E-commerce efforts we would have spent considerably more time and money developing this newly added service for our customers. This is just the first phase of our Internet business development strategy. We intend to continue rolling out new features and services in the second and third quarter of this year."

LKD's international clients have been especially excited about the new website. Offering 24x7 access 365 days per year, customers from around the world can find the parts they are looking for quickly and complete the transaction entirely electronically. This will improve customer service and substantially lower transaction costs. LKD believes their advanced technology B2B site will greatly expand its global distribution channels and lead to accelerated growth. Mark added, "Last year our sales growth was 100% and that was without the added capabilities of the Internet. We are excited about the future and plan to fully exploit the global distribution capabilities of the Internet."

President Alan Dance added, "LKD is totally committed to our strategic e-commerce and Internet initiative. Our customers want it and we intend to provide a best-in-class e-commerce solution for them. We anticipate that our already fast growth in international markets will accelerate as our service capability is stepped up."

LKD plans to continue investing heavily in Information Technology throughout the rest of the year. LKD recently completed a trip to India to evaluate opening a software development center there. Other growth initiatives include the potential of opening its first overseas sales office later this year.

LKD Aerospace is a global leader in aerospace aftermarket distribution and information services. LKD provides factory new and surplus products as well as consignment and information services. LKD serves major and regional airlines, repair and overhaul and other members of the aftermarket community throughout the world.

For More Information Contact:

LKD Aerospace

1125 12th Ave. NW, Suite B-2

Issaquah, WA 98027-8966 USA

Tel: **425-391-0229 x1**

FAX: **425-392-1995**

e-mail: lkd@lkdaero.com

Website: www.Lkdaerospace.com