

Philippine Airlines' B737 Materials

Philippine Airlines is pleased to offer the following B737-300 materials on Outright Sale and/or via Consignment Program:

	DESCRIPTION	QUANTITY	CONDITION
Class AB	ROTABLE/REPARABLE PARTS	2,459 Each	UNUSED / OVERHAULED / SERVICEABLE
Class C	CONSUMABLE PARTS	19,671 Each	UNUSED

*list is available upon request

- A. For offers on Outright Sale (As is - where is condition), please submit your best and final package proposal in the form of a Letter of Intent
- B. For those who are interested in the Consignment Program, kindly submit your best proposal focusing on the following general key areas:
 1. **Sales and Marketing** – How much is your estimated total gross sales revenue and time line for these materials to be sold. How will you market our materials (Marketing Plan)? Who are your strong clients?
 2. **Pricing and Profit Sharing** - How do you establish the price of an item? State commission margin
 3. **Deposit/Cash Upfront** - How much will be your deposit or cash upfront and terms?
 4. **Security and Insurance** – Give a brief assurance how you will safeguard and insure the materials under consignment.
 5. **Warehousing and Inventory** - Give a short description of your warehousing procedure and operations (State inventory systems being used). Where is your warehouse located?
 6. **Quality and Certification** - Give a concise narrative of your quality systems and current certifications
 7. **Transparency and Accessibility** – How can we monitor the movements of our materials and status of sales? How readily this information will be available?

Kindly forward a copy of your General Consignment Agreement for our review and evaluation.

For more inquiries, please contact the undersigned. If you are not the correct person for this matter, kindly endorse this to the proper person or office.

Thanks and regards,

Jaime

Jaime C. Perez

Material Sales Management Division

Philippine Airlines

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PAL Website: <http://www.philippineairlines.com>

For Philippine Airlines' complete aircraft parts list for sale (Surplus Aircraft Parts) and current offerings, kindly visit our website at <http://www.philippineairlines.com> under "About PAL" > "MATERIAL SALES" link http://www.philippineairlines.com/about_pal/material_sales/material_sales.jsp