



SEA RFQ POLICY

We understand that some purchasing organizations use mass-distributed RFQs as part of their sourcing process. However, Southeast Aerospace receives a significant volume of these requests each day, many of which are sent to numerous undisclosed recipients and are not specifically targeted to our company, inventory, or capabilities.

A substantial percentage of these requests are for products that Southeast Aerospace does not sell, including consumable and expendable items, or for part numbers we have never stocked. Additionally, our experience has shown that mass-distributed RFQs from organizations with which we have no established business relationship result in very few actual transactions.

Manually reviewing, researching, and responding to this volume of untargeted RFQs creates a significant administrative burden for our Sales and Customer Service personnel while providing little value to either organization. For that reason, Southeast Aerospace has made a business decision to no longer manually process routine mass-distributed RFQs from non-established customers.

Instead, we ask that purchasing personnel utilize our online inventory at any of the following:
<https://www.seaerospace.com/sales>

Our website provides current inventory information and is updated approximately every 10 minutes, allowing customers to quickly determine whether Southeast Aerospace has the requested part available and submit an inquiry for relevant items.

We remain very interested in receiving legitimate, targeted inquiries for products and services that Southeast Aerospace actually provides. If you have identified a specific item in our inventory, have an established business relationship with SEA, or have a request involving our avionics, component repair, aircraft modification, engineering, or special mission capabilities, our personnel will be happy to assist you.

This policy is not intended to discourage legitimate business opportunities. Rather, it allows our team to focus its resources on relevant customer requirements instead of routinely processing large volumes of indiscriminate RFQs that historically result in little or no business activity. We appreciate your understanding and cooperation.