




2024 **BUYERS** GUIDE

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 www.the145.com



Welcome to The 145, aviation’s premier database for anything and everything repair related. We believe in empowering our clients with user friendly tools and MRO data so comprehensive they can’t help but make great business decisions.

BUYERS GUIDE
WWW.THE145.COM

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REPAIR SYSTEM

Unlike other aviation data service providers that try to be everything to everyone, The 145 is the **ONLY** online service dedicated exclusively to the aviation MRO market. We've made it our business for **more than 22 years** to not only list every possible repair source in the world, but to also provide repair centers, and customers of repair services, with tools to help them grow their businesses.

Here are just a few of the services within the Repair product:



QUICK SEARCHES WE MAKE IT FAST AND EASY.

Whether you're looking to repair one part, or 20,000, we make it simple. Industry average cost data, TATs, ATA Chapters, Aircraft Applicability, OEM, Market Demand, you name it we've got it.



MEGA SEARCH GOT A BIG LIST OF PARTS?

You'll love our Mega Search feature for capability development or processing large lists of part numbers.



BROADCAST RFQS CAN'T FIND A REPAIR SOURCE?

Send out a Broadcast RFQ to all the repair centers on the system to find a shop for the part you're looking to repair.



PMA SUB-COMPONENTS WANT PMA DATA?

We'll help you find PMA sub-components than can be used in the repair of Next Higher Assembly (NHA) numbers.

BIG DATA REPORTS

Go from capability research to capability development in a fraction of the time.

| In My Caps | Part Number | Description | No. Searches/Yr. | Competitors | OH Avg. Cost |
|------------|-------------|--------------------------|------------------|-------------|--------------|
| Yes | 30-2392-3 | Wingtip Light Assembly | 108 | 43 | \$ 2589.00 |
| No | 315A1800-5 | T/R Non-Locking Actuator | 135 | 69 | \$ 3946.00 |
| No | 315A1800-6 | T/R Non-Locking Actuator | 375 | 70 | \$ 3627.00 |
| No | 315A1800-7 | T/R Non-Locking Actuator | 96 | 64 | \$ 3376.00 |
| No | 315A1801-23 | T/R LOCKING ACTUATOR | 144 | 70 | \$ 5645.00 |
| No | 3876227-2 | PRESSURE SENSOR | 288 | 16 | \$ 1366.00 |
| No | 5145-1-77 | Audio Control Panel | 210 | 39 | \$ 1277.00 |
| Yes | 1024-4 | DIMMER | 210 | 28 | \$ 869.00 |
| No | 802300-14 | PBE (SMOKE HOOD) | 396 | 10 | \$ 1392.00 |
| No | 775538-3 | STARTER CONTROL VALVE | 219 | 33 | \$ 4310.00 |
| No | 4205401 | HYDRAULIC PUMP | 693 | 64 | \$ 5332.00 |
| Yes | 4039892-904 | BAROMETRIC ALTIMETER | 363 | 39 | \$ 1753.00 |
| No | 3290770-6 | ISOLATION VALVE | 504 | 37 | \$ 9366.00 |
| No | 810204-4 | VALVE, FLOW CONTROL | 1089 | 40 | \$ 8724.00 |
| No | 2021272-1 | ACTUATOR ELEC-MECH | 228 | 28 | \$ 1869.00 |
| No | 40109 | MOTOR PUMP HYDRAULI | 171 | 26 | \$ 3518.00 |

When we say “Big Data Reports” we mean BIG! Our in-depth data reports give you more than **22 columns of data** to help you boost revenue by pinpointing the most profitable parts to repair. With The 145 database at your fingertips, you can search for repair capabilities using the criteria that’s most important to you.

Filter reports by key metrics such as: part demand, number of competitors, PMA Availability, Manual Availability, ATA Chapter, Top 1000, 2000 or 3000 parts, Aircraft Type, OEM, and more. Big Data Reports help you find the best repair opportunities and avoid costly mistakes.

TOP SHOP AWARDS

The 145's Top Shop Awards are the most coveted MRO focused award in aviation, designed to honor the industry's premier maintenance, repair and overhaul facilities. Aviation is a zero-error industry and flying is the safest means of transportation because manufacturers and repair centers make it so. When it comes to aviation maintenance, perfection is not some abstract concept; it's a goal to be achieved every day

The MRO industry in and of itself is more than just the perfection of workmanship, engineering, and quality material; it's the human element that truly sets great shops apart from the rest.



AWARD FACTS

- ✓ Started in 2009
- ✓ 31 Award Categories
- ✓ Winners chosen by peers
- ✓ Presented at MRO Americas

Companies with teams of individuals that provide clear communication, innovative thinking, flexibility, and have a clear set of ethical principles and procedures are what make the aviation industry the legendary benchmark for all other industries.

The 145 created the Top Shop Awards to honor of those shops that deliver more than just technical expertise, we created the awards for companies that believe in quality of service, vision, exceptional turn-around-times, competitive pricing and excellent customer relations.

It's important to note that the TopShop Awards is 100% peer-driven and is open to any repair center within the aviation community



INVENTORY SYSTEM - NEW AND IMPROVED

We've replaced our reverse auction inventory platform with a new and improved inventory system that's sure to impress. The new platform is super user friendly, lightning fast and way more intuitive than most inventory products available in the market today. We've migrated inventory lists of over 200 companies from our legacy system to the new inventory system, making it data rich from day one.


FEATURES AND BENEFITS

- Search, Find, Send / Receive RFQs, Watch Parts
- API Compatible with Rotabull, Component Control, Smart 145, Pentagon, and VistaQuote
- FREE for repair center members to list and search
- FREE for supplier members to search
- Visible on The 145 AND TearDowns.aero
- "Inventory Available" link from The 145 Repair Search Results pages
- "Watch" – A new feature that allows users the ability to flag parts they're always looking to buy. Select the part you want to watch and receive a notification the minute a part it's posted on the system.

SUBSCRIPTION OPTIONS

NO NICKLE AND DIMING


ONE FLAT RATE GETS YOU **UNLIMITED** EVERYTHING



SEARCH ONLY
MEMBERSHIPS

\$ 399/MO.

- ✓ **Unlimited** number of searches
- ✓ **Unlimited** number of quotes and RFQs
- ✓ **Unlimited** number of users on your account from your facility
- ✓ Access Mega Search Classic, Big Data Searches & Directory



REPAIR CAPABILITY
MEMBERSHIPS

\$499-999/MO.

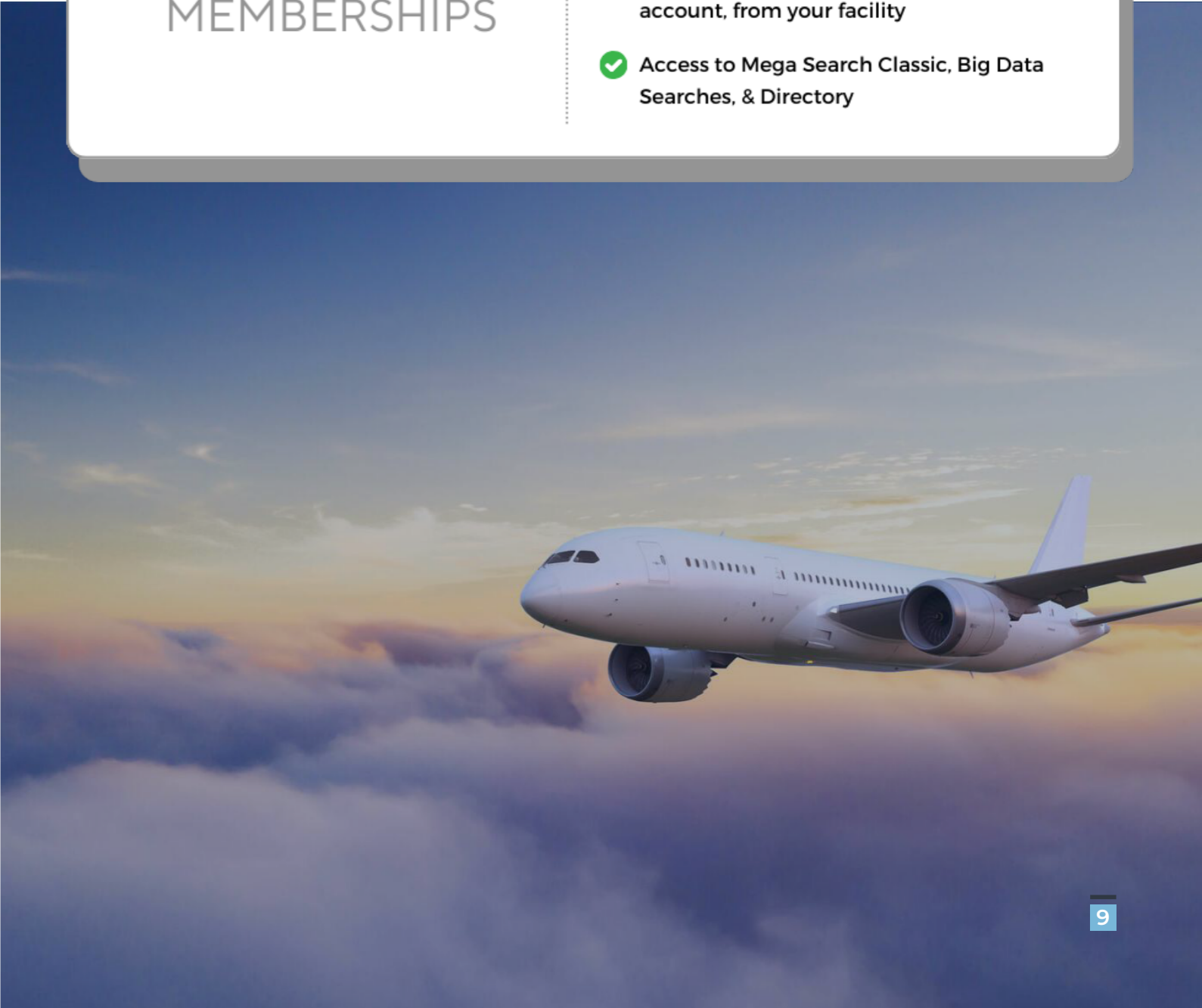
- ✓ **Unlimited** listing of inventory - **FREE**
- ✓ **Unlimited** listing of repair capabilities
- ✓ **Unlimited** number of searches
- ✓ **Unlimited** number of quotes and RFQs
- ✓ **Unlimited** number of users on your account from your facility
- ✓ Access to Mega Search Classic, Big Data Searches, & Directory



INVENTORY LISTING
MEMBERSHIPS

\$399-799/MO.

- ✓ **Unlimited** listing of inventory
- ✓ **Unlimited** number of searches
- ✓ **Unlimited** number of quotes and RFQs
- ✓ **Unlimited** number of users on your account, from your facility
- ✓ Access to Mega Search Classic, Big Data Searches, & Directory







- ✓ Numbers of shops that show repair capability
- ✓ Names and contact details of each repair center
- ✓ Low, Average and High Cost to Overhaul
- ✓ Low, Average and High Cost to Repair
- ✓ Low, Average and High Cost to Test
- ✓ Average TAT
- ✓ Manufacturer
- ✓ ATA Chapter
- ✓ Aircraft Applicability
- ✓ Number os searches in 12 months
- ✓ Number of RFQs
- ✓ Who searched
- ✓ PMA Information

REPORT COST

| | |
|------------------|------------------|
| 5 reports | \$750 per report |
| 10 reports | \$625 per report |
| 20 reports | \$500 per report |
| Per Report Rates | |

ADVERTISING SPACES & RATES

Prices in \$US Dollars



01

HOME PAGE ADS

(\$699 /Month)



Size: 202x118px

Location: Homepage small static ads

Number of Ads Allowed: 13 companies

✓

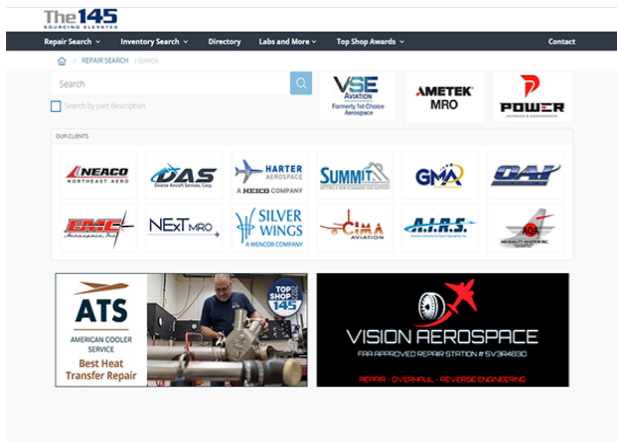
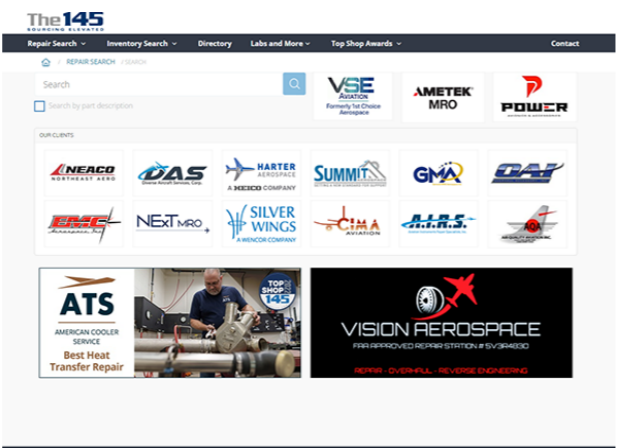
FEATURES

Display your company logo in one of 16 ad spaces.
There are two groups of eight ads that rotate together every four seconds. This advertising space is highly effective at helping your customers become familiar with your company brand and services.

02 INITIAL SEARCH PAGE AD (\$699 /Month)

Two Groups of 8 Logos
Size: 180x105px

There are 12 static ads represented in the adjacent image. These ads are the first ads to be viewed every time a user goes into the system to search for repair capabilities. This space gives you great visibility at an affordable price



LARGE BANNER ADS (\$1499 /Year)

Rotating Banner Ads
Size: 550x225px

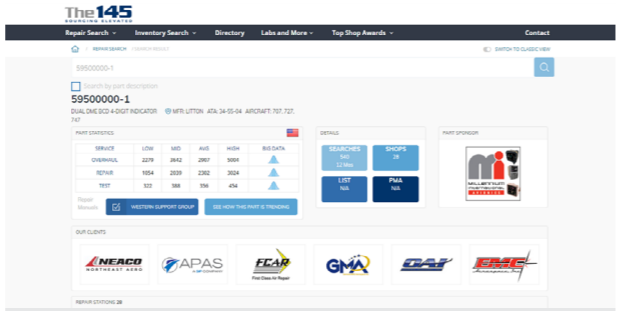
Our long banner ads, at the bottom of the adjacent screen shot are visible on multiple pages within the Repair feature. Two banners appear on a random rotation every time a user visits the Repair Search page, Repair Search Results page or the Mega Search page.

To maximize your exposure we recommend purchasing a minimum of two banners. One banner for the left side rotation and one for the right side rotation.

04 SEARCH RESULT PAGE AD (\$1299 /Month)

Two Groups of 8 Logos
Size: 180x105px

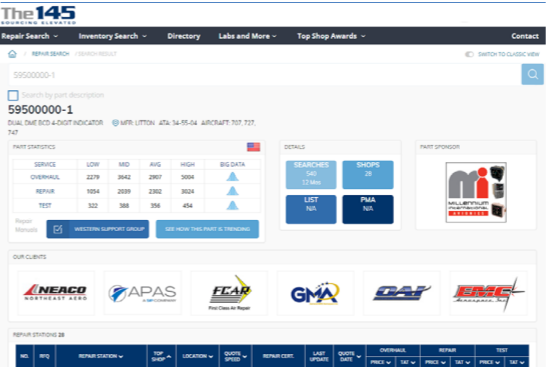
The 12 fixed ads on the Repair Search Results page receive more impressions than any other ad space on the The 145 website. These ads are viewed an average of 3600 times a day, five days a week.



05 PART BY PART ADVERTISING (\$1.50/part number per year)

Fixed Logo
Size: 130x72px

Part-by-Part advertising helps drive qualified Business leads with precisely targeted ads attached To your specific repair capabilities. PBP Advertising allows you to be the exclusive Advertiser on a specific part number in the search results page. Everytime a search returns your part number, ONLY the logo is Display prominently next to the pricing matrix.



PART XPERT ADVERTISING (\$4/month per base number)


Size: 180 x 105 px
Location: Move up in the Search Results pg. to slot # 1, 2, or 3 part number
Number of PX Allowed: Max 3 companies per part number

This is what we call Precision Advertising. Part Xpert Advertising gives your company MAXIMUM exposure in the SEARCH RESULTS SCREEN. Part Xpert allows companies to reserve lists of part numbers that they specialize in repairing frequently

When a customer searches one of your repair capabilities they will see your company listed in one of the top three slots in the search results screen. When the user clicks the Part Xpert link under your company name a page will pop-up similar to the adjacent image



07 | LARGE RFQ & QUOTE EMAIL BANNER


 (\$1500/Month)
Size: 800 x 280 px
Your Ad on all YOUR Quotes

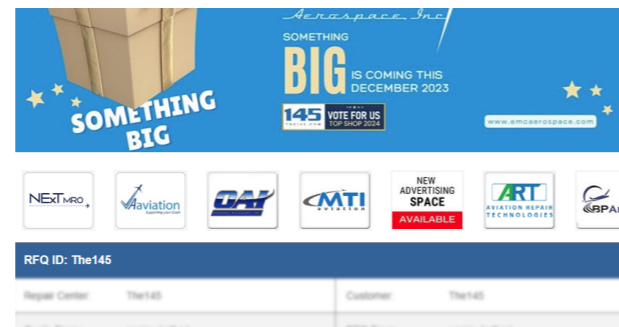


Ads on the quotes you send to your customers when you can show your own ad. This advertising option guarantees your company will get the exposure it deserves on all quotes you send back to clients.

We accept static as well as dynamic Banner advertisements. Show your customers you're serious about attracting their business, post your customized Banner ad today.


08 | EXCLUSIVE QUOTE PAGE AD

 (\$899 /Month)
Size: 70 x 70 px
Your Ad on EVERYONE'S Quotes

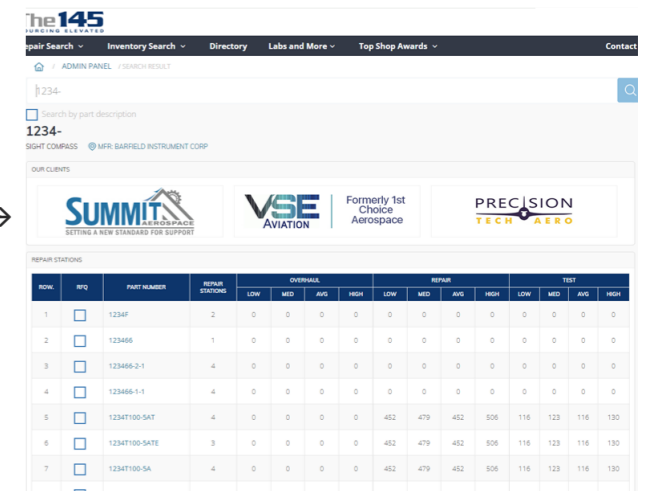


Static banners found on the Repair Quote Page are repair centers send out through the system. With over 20,000 quotes being sent each month, your company is guaranteed to get great exposure via this advertising option

09 | OPEN DASH LONG STATIC AD

 (\$1000 /Month)
Size: 347 x 95px
Location: All open dash searches 1234-
Number of Ads Allowed: 3 companies

It's very common for users of the Repair tab to search for open dash (non-dash specific) part numbers on the system. Be one of only three companies to advertise in this space by securing a larger than average banner advertisement, that will be view by thousands of times each year



NEWSLETTER | 10

(\$1500 /Month)
Size: 8.5" x 11" (PDF)
Location: Weekly newsletter
Number of Ads Allowed: 1 company

Get the exposure you want with an exclusive 8.5" x 11" advertisement in our weekly newsletter. With a distribution list of nearly 5000 maintenance contacts, your company's ad will be viewed by large cross section of airlines, parts suppliers, distributors, OEMs and repair centers.



“Advertising can help a business gain an advantage over its competitors.”

11

HOME PAGE SLIDE –
LARGE LOGO AD

(\$5000 /Month)

Be one of the most prominent advertisers on the website by advertising your company where you see the EMC logo displayed in the screenshot above.

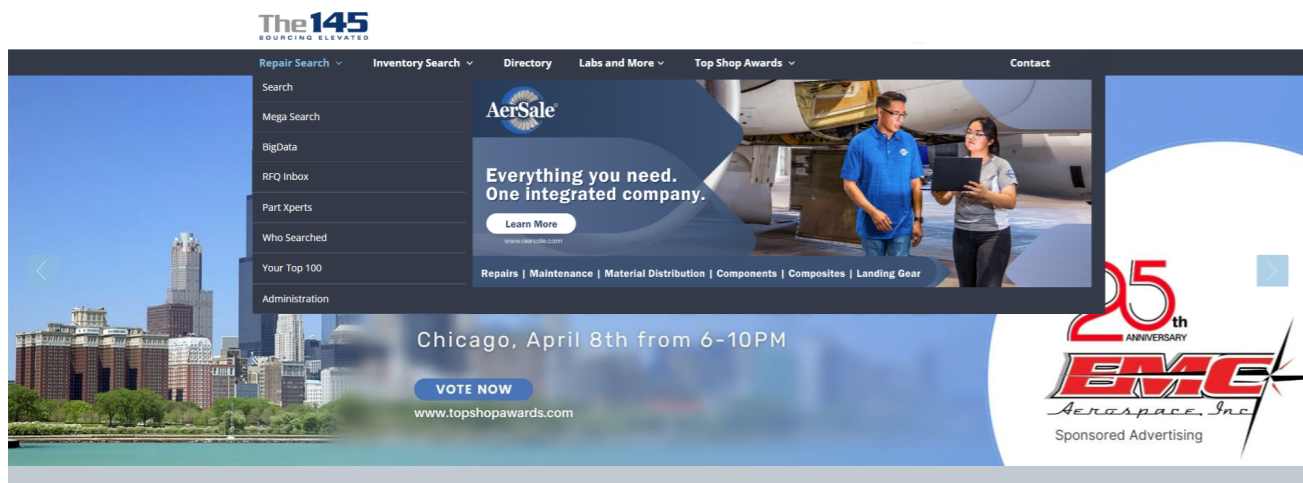


12

LARGE
PULLDOWN AD

(\$5000 /Month)

Anyone that uses the website must click on the navigation tabs on the toolbar. When they do we have a large ad that’s displayed every time in the pulldown section. You’re guaranteed to get great by placing your company’s advertising here.



TOP SHOP AWARD WINNERS PROMOTIONAL PACKAGE

(\$399/Month)

Each year winners of the annual Top Shop Awards have the opportunity to participate in the Top Shop Award Winners Promotional Package. This is a special ads and event package that gives companies great exposure for up to 12 months! The package includes:

- Annual Awards Banquet the Night before the MRO Americas
- Top Shop Award logo license
- Acrylic Award
- Large Banner Ad on The 145 Repair Initial Search Page AND Search Results Page
- Gold trophy logo next to your company name in all repair search results for parts you repair
- Company logo in all 145 Newsletters– approximately 100 newsletters a year
- Inclusion in the Winners Page on the Top Shop Awards website: www.topshopawards.com



TOP SHOP AWARD FINALISTS PROMOTIONAL PACKAGE

(\$199/Month)

Being a Top Shop Finalist is a big deal, especially when more than 500 repair centers are competing each year just to make the first cut as a finalist. If your company was selected as a finalist, we’ve created the following promotional package just for you:

- Top Shop Award Finalist logo license Acrylic Award
- Silver trophy logo next to your company name in all repair search results for parts you repair
- Company logo in all 145 Newsletters– approximately 100 newsletters a year
- Inclusion in the Finalists Page on the Top Shop Awards website: www.topshopawards.com



145

ONE FORTY FIVE MAGAZINE



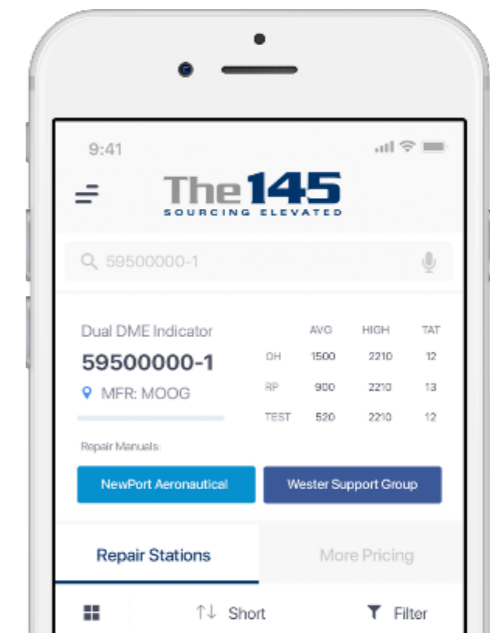
MAGAZINE

- ✓ Digital e-Magazine
- ✓ Bi-Monthly Publication
- ✓ Emailed to 20,000+ people
- ✓ Hard copy distributed at MRO Americas

DIFFERENT, FUN, ENGAGING

In November of 2014, The145.com released a new breed of aviation magazine that's unlike anything the industry had ever seen before. The publication is called 145 Magazine and it's less focused on the technical aspects of the aviation world, and more on the people that make it go around

Think of it as the People® magazine of aviation, but without all the drama and gossip. There are a lot of fascinating people in aviation, with rich life experiences that reach far beyond the confines of the office. Our objective at 145 Magazine is to reveal the personal side of these extraordinary individuals, to peel back the onion a few layers so to speak, so that readers can get to know them better. We relish publishing stories about people who've sacrificed everything they have just to build their businesses, stories about adrenaline junkies, former college football players, entertainment personalities, fortune 500 CEO s, political refugees, and more



Download
The 145 App
TODAY!



DIGITAL AND PRINT PUBLICATION

145 Magazine is an annual digital publication that's supported on all mobile and desktop devices. Each issue contains snapshots of the year's Top Shop Award winners, intriguing interviews with aviation professionals, ideas for business development, and tips for improving sales and marketing endeavors. All publications are available via digital magazine publisher, Issuu, and links to the magazine can be found on The 145 website, www.the145.com, as well as every issue of The 145 Newsletter. Print versions are also available upon request. Many customers purchase hard copies of the magazine for distribution at the various trade shows they attend throughout the year. To request hard copies, please contact our sales department at +1-888-820-8551.

ANALYTICS FOR ADVERTISERS

The big advantage to a digital publication is the fact that advertisers can gain incredible insights into the behavior of their readers. When you advertise in 145 Magazine, you'll know how many people read your ad, which pages they liked most, when and where they read, and what types of devices they used to read it. Such metrics help advertisers better understand the needs of their customers

SUPERIOR VISIBILITY

Our email distribution list is currently just over 20,000 people! Besides having a large email list, the magazine is also made visible on The145.com website, the industry's largest, and most popular, repair centric database. Through our website, users are exposed to images of the magazine's cover page, over 200,000 times a month. We've even gone so far as to include a link in all our email RFQs, as well as within other high traffic areas of The 145 website.

ADVERTISING

145 Magazine is a digital and print publication that's produced once a year, just prior to the MRO Americas trade show. However, it's important to note that space is allocated to the magazine at the bottom of The 145 home page, as well as a link in every issue of the 145 Newsletter. All Top Shop winners and finalists are included in the magazine by default, and companies wishing to publish content or advertise in the magazine should contact Juliana Christensen for more details.

The advertising pricing schedule is as follows:

Topshop 2024 Issue

| | |
|-------------------------|----------|
| Details | |
| Cover Story | \$15,000 |
| Non-Featured Stories | \$3000 |
| Full Page Advertisement | \$599 |
| Annual Rates | |

THE145
ABOUT US

With more than 23 years of uninterrupted service, The 145 is the world leader in providing comprehensive Online marketing and support services for the aviation repair industry. Simply put: we are the largest repair database in the commercial aviation industry. Even more direct: we are anything and everything repair related. Repair is our life blood. It's what defines us and what sets us apart from all other aviation Online data service providers

✓ 23 Years in Business

✓ 3.8 Million Repair Capabilities

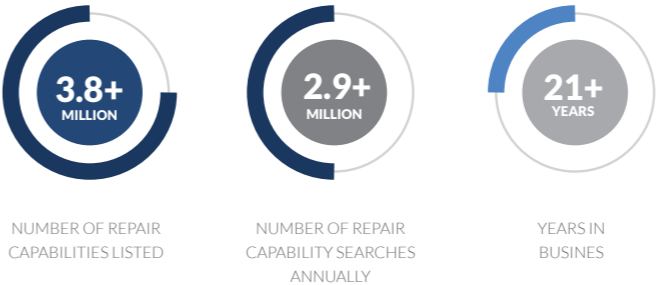
✓ 3420 Users

✓ 2.9 Million Searches Annually

✓ 44 Countries

WWW.THE145.COM

Searches/Yr. Competitors OH Avg. Cost



MORE THAN A NUMBER

The145

The 145 is a US based company that provides dedicated Sourcing tools for the aviation MRO (Maintenance, Repair and Overhaul) community



We are
the **MRO**
Data
Experts

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WE ARE THE
MRO DATA EXPERTS

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