



FROM THE DESK OF THE CHAIRMAN AND PRESIDENT



Since our last edition of the popular AGS FLYER, in September; it feels like I have been occupied at my desk while the months fly off the calendar.

In October, I celebrated a "milestone birthday", surrounded by friends and family on a beautiful Potomac River dinner cruise charter and meanwhile, we closed the books on another successful and profitable fiscal year for AGS.

December brought the annual AGS Christmas party, beautifully staged at a lovely venue by our own Rebecca Maru, Manager Marketing and Design. During the party, we took the opportunity to recognize the service anniversaries of many AGS team members.

After the new year, we welcomed Belyneh Kassa as our new Vice President International Sales, AGS/Honeywell Channel Partnership - Africa. Belyneh will direct our Honeywell sales and service efforts going forward.

As you know and will read here, neither time nor the AGS team members stand still. AGS staffers and family have been busy getting married and getting born and generally "getting on with life"

Of course, the steady stream

of associates visiting us and placing their trust and business with AGS, continues unabated. Thank-you. We are grateful.

February saw us preparing for the March African Aviation magazine hosted AFRICA 2017 Maintenance, Repair and Overhaul (MRO) conference and exhibition in Johannesburg, South Africa.

As veterans in this arena, our strong AGS delegation returned with a wealth of information in addition to displaying our wide range of capabilities.

In closing, let me express my thanks, again, to the AGS FLYER committee for their fine work on this edition of "the AGS Flyer." Keep up the good work! To our readers, "thank-you" for your continued interest in and support of AGS.

"Our Business is to Keep You Flying"

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HONEYWELL CONTRACT EXTENDED

AGS is pleased to announce that Honeywell Aerospace has extended our Channel Partnership in Africa for another 5 years - out to the year 2021.

Recently, an AGS team consisting of Teddy Kassa and Joel David, flew to Prague, Czech to review the agreement with Honeywell's Paul Paoletta, Customer Business Director for Honeywell Aerospace in Europe, the Middle East, Africa & India and High

Growth markets.

The renewed Africa Channel Partnership agreement extends AGS selling and distribution authority in the African market to Honeywell's full suite of products including: avionics, wheels and brakes and spare parts for commercial aircraft platforms. AGS is further authorized, under the terms of the extended agreement, to sell the repair and overhaul services provided by Honeywell.

Our Honeywell department and sales activities will be overseen by Belyneh Kassa, Vice President International Sales for the AGS/Honeywell Channel Partnership in Africa. Belyneh previously served Ethiopian Airlines in various capacities including Senior Avionics Engineer, Supervisor Quality Audit, Aircraft Lease Administration and Manager of Maintenance Programs.

Honeywell



MRO AFRICA 2017

The AGS sales and marketing crew, led by Yem Maru, Senior Vice President - Corporate Services, attended and exhibited at the African Aviation Magazine hosted MRO AFRICA 2017 conference held 13-15 March 2017 at Emperors Palace in Johannesburg, South Africa.

The delegation consisted of Belyneh Kassa, VP of the AGS Honeywell Channel Partnership, Yonas Alemayehu, Regional Sales Manager and Global GSE Sales and Kenneth Connor, AGS' Director - Marketing.

Mr. Paul Paoletta, Account Director EMEA High Growth Region for Honeywell Aerospace, Switzerland joined the AGS crew at our exhibit stand. Our friends Guillermo Martinez from Textron/TUG and Johnny Graham of Bombardier also spent time with the AGS team at our exhibit booth.



*Belyneh Kassa (AGS) – on left
Vice President, Int'l Sales, AGS/Honeywell
Channel Partnership*

*Yem Maru (AGS) – 2nd to left
Senior Vice President – Corporate Services*

*Guillermo Martinez – in center
Regional Sales Director TEXTRON GSE*

*Yonas Alemayehu (AGS) – on right
Regional Sales Manager and Global GSE Sales*



The theme of this year's conference was: *Optimizing MRO Procurement & Supply Chain Management in Africa.*

Over 450 of the world's leading MRO and OEM suppliers and African airlines came together at the conference to discuss critical industry issues, to spend valuable time networking with each other and to forge mutually-beneficial and lasting business relationships.

AGS has been an attendee and/or exhibitor at Nick Fadugba's African Aviation magazine MRO conferences for more than a decade. Our involvement with these conferences has provided AGS with an enviable network of MRO capable international airlines, MRO suppliers and overhaul shops.

Next year's conference will be held in Cairo, Egypt 12-14 March 2018 and will be locally hosted by our MRO friends at Egypt Air.

AGS CONDUCTS FISCAL YEAR REVIEW

After the dust had settled on the past fiscal year and results had been audited, the AGS management team gathered at the Marriot Hotel in the RIO Entertainment District to review and evaluate the state of AGS' business over the past year.

Senior representatives from each department came together to discuss the major achievements from the year past and confer on projections and challenges for the year to come.

AGS CEO and President Kassa Maru rendered opening remarks to kick-off the meeting. He explained, with understandable pride, that 2016 saw AGS achieve its highest sales totals in the 35-year history of our company.



Teddy Kassa, shared with the management team, plans for 2017 that would see us target new business, expand sales territories and in turn, add sales positions to AGS' ever expanding organizational chart.

It was decided that the company would be investing added funds to secure more spare parts inventory.

Yem Maru, Senior Vice President Corporate Services, went on to explain that the warehousing operation, within the Corporate Services division, was preparing to manage that expanded inventory of spare parts and miscellaneous Honeywell products in 2017.

A gala sit-down dinner closed out the valuable and productive day.

CUSTOMER PROFILE – KENYA AIRWAYS

Kenya Airways Ltd., more commonly known as Kenya Airways, is the flag carrier of Kenya. The company was founded in 1977, after the dissolution of East African Airways. The carrier's head office is located in Embakasi, Nairobi, with its hub at Jomo Kenyatta International Airport.

The airline was wholly owned by the Government of Kenya until April 1995, and it was privatized in 1996, becoming the first African flag carrier to successfully do so. Kenya Airways is currently a public-private partnership. The largest shareholder is the Government of

Kenya (29.8. %), followed by KLM, which has a 26.73% stake in the company. The rest of the shares are held by private owners; shares are traded on the Nairobi Stock Exchange, the Dar es Salaam Stock Exchange, and the Uganda Securities Exchange.

Kenya Airways is considered one of the leading Sub-Saharan operators; as of January 2013 and was ranked fourth among the top ten African airlines by seat capacity, behind South African Airways, Ethiopian Airlines and Egypt-Air. The airline became a full member of SkyTeam in June 2010, and is also a

member of the African Airlines Association since 1977.

For over 30 years, AGS has continuously assisted our friends at Kenya Airways in the supply of their aviation material requirements.

Currently, Yonas Alemayehu, AGS' Regional Sales Manager & Global GSE sales travels to Nairobi 4 or 5 times per year which allows him to be available for major projects requiring on site presence.



AGS GUEST VISITORS

AGS had a busy winter in terms of associates visiting our offices.

In December, we had visitors from our partner, Textron-GSE.

Brad Compton, Textron's VP of Global GSE Sales and Textron's newly appointed Regional Sales Director in charge of the Africa territory, Guillermo Martinez, who is based in Spain, came to visit.

This "meet and greet" gave Compton the opportunity to outline corporate changes after the TEXTRON merger with TUG Technologies. It also provided TEXTRON an opportunity to in-

troduce Guillermo to AGS as our new primary point of contact for the Africa territory.

Scott of Airbus, visited AGS also in December. This was the second recent visit by Airbus. Scott Radcliffe II came to AGS to give Joel David and our purchasing team a Portal Access Contract and instruction for navigating the AIRBUS web-portal.

This on-going relationship with Airbus should prove very valuable to AGS. It offers AGS and our customers direct purchase access to Airbus parts, information on the location of spares, routine repair and AOG purchase access.

The next visit was from our friends from Bombardier. Johnny Graham, Regional

Sales Manager - Customer Services for Bombardier Commercial Aircraft visited AGS in January. Graham, who is based in Dublin, Ireland is responsible for the Africa territory for Bombardier.

He came to the USA to have meetings at Bombardier in Canada and took the opportunity, while in North America, to come by AGS to introduce himself and alert us to the fact that he and some of his airline clients will be seeing the AGS team in Johannesburg for the MRO Africa 2017 conference.

Technology brings the world closer together but face to face meetings are always appreciated.

Thanks to our associates for taking the time to visit AGS.



Brad Compton (TEXTRON GSE)— on left
VP Global Sales

Guillermo Martinez (TEXTRON GSE)— on right
Regional Sales Director



Johnny Graham — on right
Regional Sales Manager, Customer Services
Bombardier Commercial Aircraft



Kevin Boutin (AIRBUS)— on the left
Account Director, Material and Logistics Management

Scott Radcliffe II (AIRBUS)— on the right
Account Director, ASCA3
Material and Logistics Management

AGS HOLIDAY PARTY AND SERVICE AWARD

Oh what a night....



Our December 2016 AGS Holiday party was a magical evening. Made so by Mark Phillips, from Thin Air Productions, a local magician. Mark made the evening fun, special and magically put us all in the Christmas spirit.

Becky Maru, AGS' manager of marketing and design, chose a beautiful Rockville, Maryland venue named VIS-ARTS. Vis-Arts is an artist space dedicated to the transformation of people and communities through the visual arts.

The room was beautifully staged and was a wonderful backdrop to a special evening of dinner and dancing conducted by our very own Master of Ceremonies, Ken Connor.

Yonas Alemayehu, who was selected to speak on employee's behalf, focused on the past years success in terms of sales and the company's achievements in making AGS a great place to work.

We congratulate the following employees for their dedicated years of service to AGS.



5 YEARS

Kenneth Connor
Cesar Espana
Adam Klocek
Marcia Palu
DwightUptgrow

10 YEARS

Yonas Alemayehu
Ala Lahham
Fitsum Tesfaye
Hong Yu

15 YEARS

Mohamad Chehab

20 YEARS

William Nye

25 YEARS

Joel David

30 YEARS



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GENERAL
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The AGS Flyer is now available on our website at www.agsusa.com

NEW HIRE

In the 4th quarter of 2016, Mrs. Yem Maru, head of our Corporate Services Department, announced a new addition to the AGS team. Mrs. Charlene Sohrab joined AGS as our new Manager of Human Resources (HR).

Charlene comes to AGS with over 20 years Human Resources experience gained at various sized companies in



numerous industries. Charlene brings with her a multitude of generalist and management experience in all areas of Human Resources. She holds 2 HR certificates, PHR and SHRM-CP.

Please join us in welcoming Charlene to the AGS team and in wishing her "good luck" in her new position.

TEAM BUILDING

*The word TEAM doesn't
have an "I" in it*

AGS is a company that values team building. Team building activities not only boost the morale of AGS employees, but they also increase the success of our business.

Overall, team building in the workplace enables better communication, better relationships and ultimately they increase productivity.

Our October 28th, company "BOWLING" outing was clearly a success. A very good time was had by all...especially when Kassa offered "cash incentives" to "encourage" the teams to do their best. All 6 of our bowling teams were effectively captained by AGS ladies. Even though one team won first prize, all of the AGS teams were the real winners!



INTERESTING AVIATION FACTS

The internet and on-line check-in was first introduced by Alaska Airlines in 1999.

Did you know Qantas invented business class in 1979?

Sydney to Dallas on Qantas A380 is the world's longest flight by distance.

By American Airlines switching a pilot's paper manuals to iPad they will save \$1.2 million in fuel.

Pilots and co-pilots are required to eat different meals in case of food poisoning.

NEWBORNS

"N"ow arriving" to our own Teddy Kassa, Senior Vice President Sales and Purchasing, and his lovely wife Jessica, a new passenger to this planet at 2am on February 23, 2017. Sweet baby Grayson Tyler Kassa, 8 pounds, 8 ounces and 24 inches "tall" arrived just 2 hours after his Mother's birthday. Now that's what we call a very happy birthday. Congratulations to Teddy and Jessica on the new addition to their family.



Another new arrival, a healthy baby girl named Gillie Ann Marie Bissielou, came into this world on Sunday, January 1, 2017.

She is the daughter of Gildas Bissielou, Warehouse Clerk and wife, Vita Christie Bissielou.

She weighed 8.14lbs and measured 21 inches long.

We would like to congratulate the Bissielou family of their new addition to their family.



WEDDING

Congratulations to Cesar Espana, Guest Services Driver and his wife Gladys on their oldest daughter, Katheryne Elizabeth Espana to her marriage to U.S. Marine Corps, Daniel Medina.

Their nuptials were on January 13, 2017.

They will be stationed in Iwakuni, Japan. We wish them all the best on their new journey in life together.

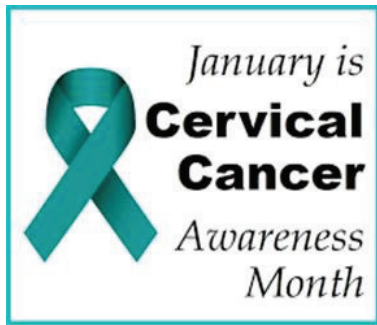




AGS Holiday Party Pictures



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AGS Flyer Committee

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