

EXPEDITORS AVIATION

# Aviation & Aerospace Start-Ups

The Wright Brothers' first flight was in 1903. The aviation industry has changed immensely in the one-hundred-plus years since that first flight. When an electric aircraft company approached Expeditors to help them put together a logistics plan, we approached this with resources, expertise, and solutions. We developed a detailed and knowledge-based execution plan to help guide this start-up company, which assisted in having the components safely delivered and another successful project. As we recover from the global pandemic, more and more of us are returning to domestic and international flying, making room for advancing technology and paving the road for the future of aviation.



## OPPORTUNITY

Start-ups in aviation and aerospace have taken off in just the past few years. Driven by the demand for more efficient and environmentally friendly travel options, start-ups are allowing us to see growth in:

- Autonomous Aircraft
- Electric Aircraft
- Space
- Sustainable Aviation Fuels
- Improved Propulsion
- Green Technologies

A dream team of aviation experts and investors came together to develop an electric aircraft. Large components such as wings and fuselage were manufactured in Europe. Other components were sourced in Mexico, the U.S., and Asia. Final assembly and testing would be conducted in the U.S.

Expeditors had been in touch with this start-up company in the U.S. to introduce our aviation expertise. Some of their team came from large aircraft manufacturers, so they were familiar with Expeditors, but they were not the supply chain experts. Our customer asked for support to put a logistics plan together for shipping all the components for this first-of-its-kind electric aircraft.

## CHALLENGES

Our customer's initial request was for freight rates. After the first few meetings, it was clear to the Expeditors' aviation and sales teams that our customer did not have the internal resources to support logistics that met multiple requirements. This included global compliance requirements, oversized freight challenges, and critical timelines at origin and the destination. The customer did not realize how much they did not know about international logistics.

## OUR SOLUTION

With the support of Expeditors teams from Aviation, Sales, Project Cargo, Tradewin, and Transition & Implementation (T&I), we developed a knowledge-based door-to-door execution plan.

We began with Customs and Compliance, which was not even on our customer's radar. We recommended our customer utilize the TradeDesk services from our subsidiary Tradewin. TradeDesk is on-demand trade compliance support. Their expertise reduces cost and risk and frees the customer's staff to do what they do best. The TradeDesk team was available to all employees at the start-up and helped support their inquiries on subjects such as:

- Tariff classification
- Fiscal entity requirements
- Duty impact
- Trade Preferences
- Import & Export Consulting

As the trade challenges were being identified and supported, we next focused on the size of the freight our customer would be shipping. Expeditors' dedicated team of Project Cargo experts started by visiting the manufacturing sites to assess the size of the freight we would eventually move, the loading access, and the road conditions between the site and the departure airport. Once the weight and dimensions of the wings and fuselage were confirmed, we began to work with commercial and charter air carriers to secure the most competitive cost to meet our customer's tight delivery schedule in the U.S. Weeks of conference calls led by our T&I team preceded the airlift to the U.S. from France and Germany.

Meanwhile, the U.S. Expeditors' Customs Brokerage team, along with the assistance of Tradewin, also engaged with our customer, prepared for the Customs entry. We also met with the airlines and the airport ground operations in the U.S. to ensure a detailed plan for receiving the time-sensitive and one-of-a-kind components.

## RESULTS

It is very exciting to be part of a history-making project. Everyone at Expeditors was thrilled to support this start-up customer and their ground-breaking technology. What better results than having all components safely delivered on time in a compliant manner, enabling our customer to meet their assembly and test flight schedules.