

# EXPORT ACHIEVEMENT AWARD

Recognizes companies in the Los Angeles region that have demonstrated success in exporting or have provided significant export services to others over the past two years.

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## Frazier Aviation

Since its beginning in 1953, Frazier Aviation has been a major part of many aircraft platforms from the DC3 to F35. There aren't

too many American manufactured planes out there today that do not have at least one Frazier Aviation part on it.

More than 65 years later, Frazier Aviation, Inc., has become a leader in aerospace manufactured spares and now overhauls/repairs components to nearly every friendly country to the United States. Foreign countries have come to respect Frazier Aviation's supply chain ability, its years of performance and longevity, commitment to a quality product and its customers, whether foreign or domestic.

For Frazier Aviation, dealing with different foreign customers has been mostly easy because they understand their customs and business practices and processes, and their customers understand theirs. There have been very few countries where collections have been difficult and LOC's not funded properly but Frazier Aviation has learned to work around most of those problems. Most of the countries Frazier Aviation works with today respect their integrity and vice versa.

The key to Frazier Aviation's successful foreign growth was a decision made 5 years ago to offer their customers overall, whether direct and/or indirect, a supply chain sustainment of aerospace parts for the C130, P3, F16, F15 and F18 based on a cost-effective and value-added partnership. They have seen their biggest jump traveling to regions where customers can have a face to face. The Kallman Company and Jason Sproule (with the U.S. Commercial Service) have given Frazier Aviation that opportunity that no advertising could cover. Visit [www.frazieraviation.com](http://www.frazieraviation.com).