Outlook

Aircraft On Ground?

Military operations are the ultimate "come-as-you-are" endeavor. When a mission begins, there is no time to expand factory capacity, build inventory, or strengthen a supply chain. Readiness is determined long before the first aircraft leaves the ground.

Military readiness is measured in availability. Yet every day, airships are grounded while repair depots and their suppliers race to complete replacement harnesses, avionics assemblies, and LRUs. More often than not, the work itself isn't the bottleneck. The crews are ready. The tooling is in place. The assembly is on the bench. The problem is everyone is waiting for one final component to arrive.

Every Aircraft on Ground (AOG) or stalled assembly line represents a mission deferred, a training exercise interrupted, or an operational capability temporarily lost. To the men and women responsible for fielding military equipment into service, every day matters. But all too often, the solution is, quite literally, out of their hands.

This is precisely the challenge Glenair has spent decades preparing to solve.

Now, let me be clear. I'm not suggesting we can prevent an AOG event. Equipment wears. Components fail. Critical systems require maintenance, repair, and modernization. But we are determined Glenair will never be the reason a mission-critical aircraft sits idly by.

That commitment begins with off-the-shelf availability—the kind built on massive manufacturing capacity, strategic investment, and decades of experience delivering when our customers need us most. It means stocking tens of thousands of bagged-and-tagged connectors, accessories, and wire products ready for immediate shipment. It means maintaining enormous inventories of component parts and raw materials ready for immediate release to the factory floor. And it means delivering the industry's fastest response on quotations, first-run production hardware, and custom-engineered interconnect solutions.

Glenair operates the largest U.S.-based connector manufacturing enterprise in the high-reliability interconnect industry. That scale allows us to produce first-run hardware as well as highly customized connector solutions in just two to three weeks—all while maintaining the exceptional quality, engineering support, and customer service our military, aerospace, and industrial customers demand.

We make these investments for one reason. Somewhere, a damaged fighter is missing tomorrow's training sortie, or a next-generation drone is stuck on an assembly line. Somewhere, a repair depot or Tier One supplier is ready to close out a wire harness or LRU, but is waiting on one final component. We can't eliminate every delay, but we can refuse to let a Glenair part become the pacing item. Every day we remove from the procurement cycle is another day closer to fielding critical equipment into service. That's what availability means at Glenair.

Because helping our customers put critical systems in service as quickly as possible is more than good business. It is part of our commitment to the warfighters who protect our freedom. And it is why we never want anyone, anywhere, waiting for a part with our name on it.

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