

Raising a corporate profile

As the world's largest independent aerospace parts distributor, Satair supplies more than 50,000 different parts to aircraft operators and manufacturers. And for years they'd run a hugely successful business without investing heavily in branding. (Sound familiar, perhaps?)

But like many B2B multinationals, Satair started facing fierce competition from cheaper rivals and greater demand for added value from customers. Having acquired a number of new companies, it was also time to unify Satair under a single brand. So where does a company with high expectations turn to ensure its future success?

Inward, initially, with a corporate strategy that outlined ambitious business objectives. But to support those objectives, Satair realized that external expertise in differentiating the corporate brand, galvanising employees and expressing its capabilities were all crucial for its business to soar long-term. The Satair brand had to be visible - and relevant - to all stakeholders in the global aviation market. Which is why Satair invited CBC on its branding journey.



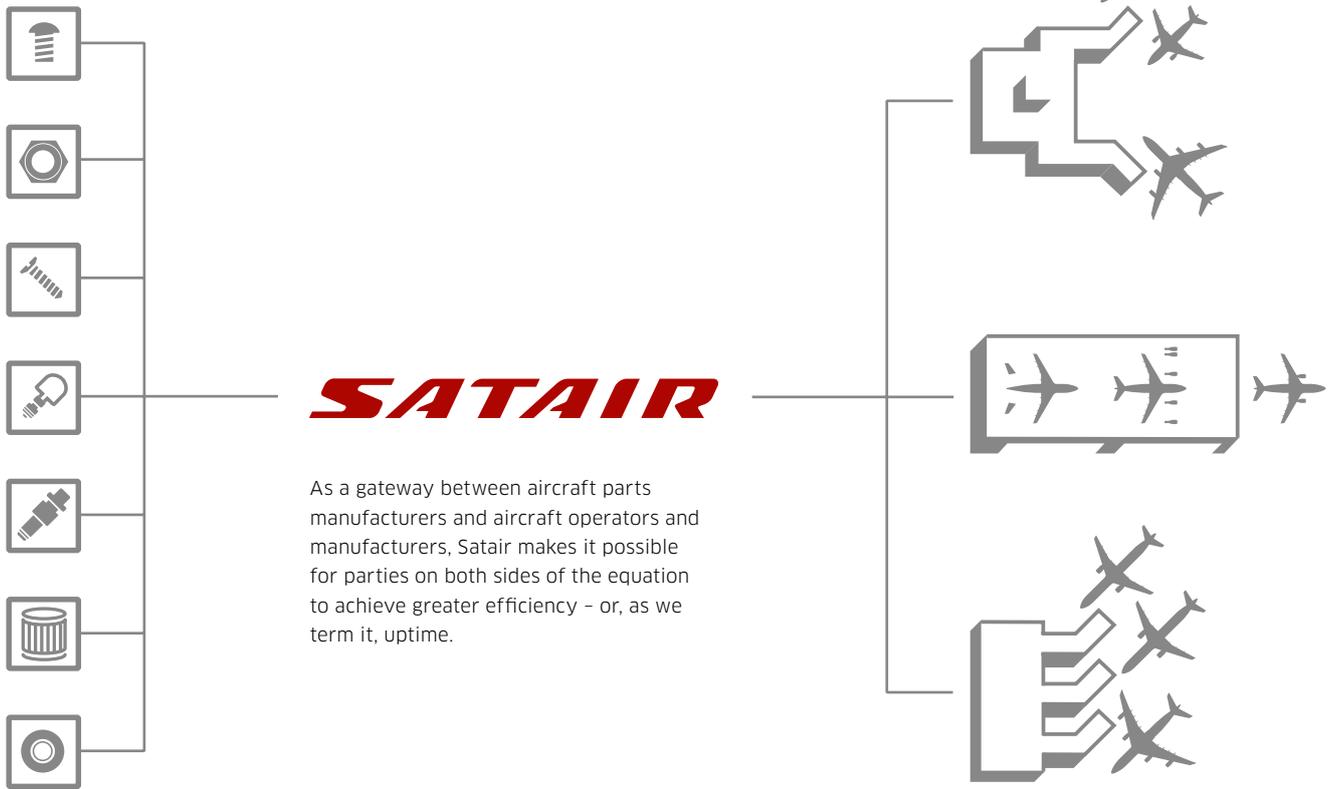
Updated brand

Being an aircraft parts supplier is one thing; being a strategic business partner entirely another. Satair asked CBC to develop a brand platform with the central aim of moving Satair up the pecking order by communicating a new, value-added edge.

As part of our research, CBC conducted a series of interviews with Satair employees around the world, including senior executive teams, country managers and representatives from all business units. Our goal: to identify a point of competitive differentiation and a corresponding customer benefit. In other words, to find the Satair brand position and proposition.

CBC's brand development model captures the essence of the exercise. Based on our nearly 30 years of experience exclusively in international brand communications, the model relies on an 8-step process to make information operational for communication purposes. Rather than a one-size-fits-all remedy, it uses a proven framework to examine the client's particular situation.

	1	2	3	4	5
CBC brand development model	BRAND VISION Answers the question: Why are we here in the first place? To help aerospace companies run a more competitive business	BRAND ASSOCIATIONS Answers the question: What do we stand for? Primary association: Exceptional service <ul style="list-style-type: none"> • Reliable • Knowledgeable • Responsive Secondary associations: International coverage; wide range; specialist focus; independent ownership	BRAND POSITION Answers the question: How do we want to be perceived? As the most committed provider of aerospace supply chain services in the world	BRAND PROMISE Answers the question: What will you do for me if I choose you? Boost business continuity	BRAND SLOGAN Answers the question: How do we express our promise? Delivering uptime <ol style="list-style-type: none"> a. Relevant – Embodies a real benefit b. Accessible – Straightforward and understandable c. Credible – Consistent with people's experiences d. Inclusive – Appeals to all stakeholders e. Distinct – Separates Satair from the pack



6

BRAND SYMBOL

Answers the question:
How will you recognize us?

Graphic encapsulation of
the uptime promise

7

BRAND PERSONALITY

Answers the question:
What do we sound like?

The key facets of Satair's
character are:

- a. Honest: A trustworthy partner
- b. Knowledgeable: Informed, competent assistance
- c. Friendly: Obliging, respectful people

8

BRAND APPEARANCE

Answers the question:
What do we look like?

The "look" Satair wants
to convey is:

- Contemporary: Energetic, positive design; modern photo style
- Universal: International tone and look
- Commercial: Industry-savvy messages and content

SATAIR

Delivering uptime

A revised corporate logo with a new tagline was one result of the 8-step branding exercise. In the aviation business, success ultimately equals the number of aircraft in the sky. Business continuity is essential. That's why our promise to the industry is "Delivering uptime."

Creative uptime

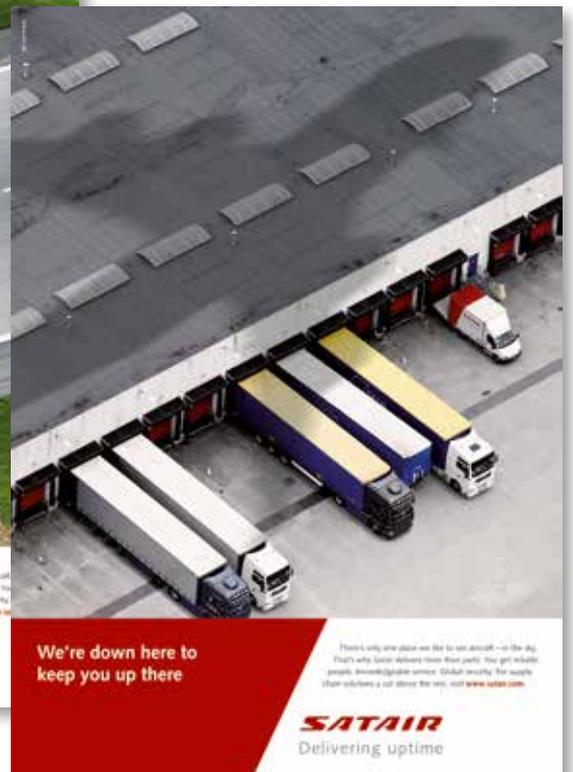
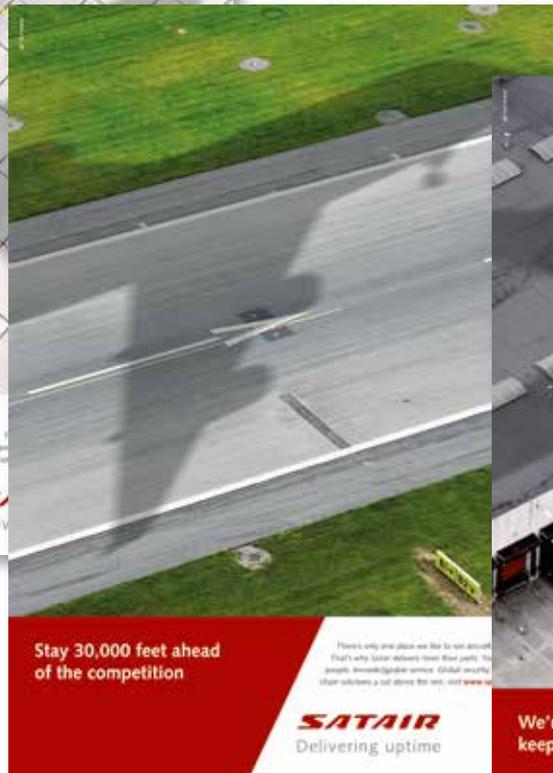
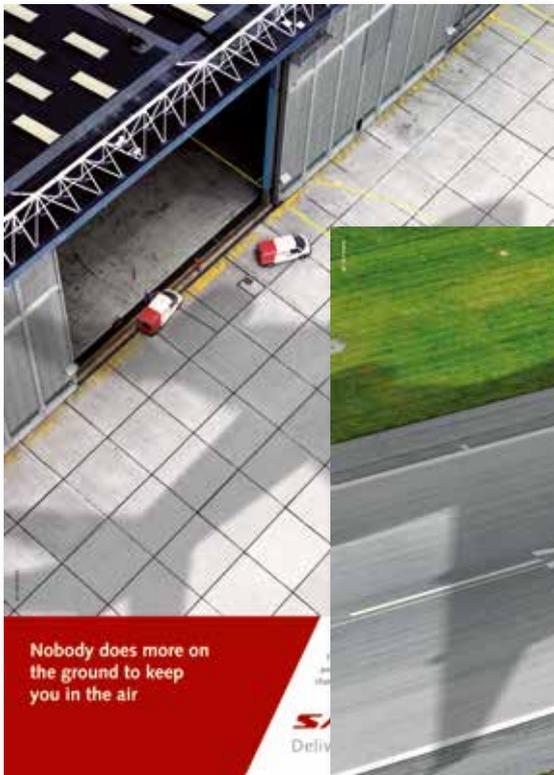
A strategic approach to branding is crucial in identifying what Satair stands for and the benefit this contains. But it's only half the story. In order for the branding picture to be complete, creativity has to breathe life into the pin-striped suit of strategy.

The job of a creative concept is to convey the messages conceived through strategy in a way that delivers impact. In Satair's instance, to capture the spirit of the revitalized aerospace giant in an imaginative, memorable fashion.

With a variety of target audiences, including three distinctly different customer groups in addition to employees and other stakeholders, our creative idea required broad appeal. What's more, it needed to work in all geographic markets and all media as well. The CBC creative team rose to the occasion.



A commanding presence is necessary when Satair meets its customers at important exhibitions and air shows around the world.



The aeroplane shadow and new tagline are at the heart of the branding concept, as shown in these ads. The shadow is a metaphor for "uptime," which is the measure of success in supply chain management.



A series of segment-specific brochures allows Satair to convey the value it adds beyond merely delivering parts to each of its target audiences.



Investors are certainly interested in Satair's branding efforts as well. CBC has designed Satair's annual report since 2000.



Higher availability
Supply chain services
for airlines and MROs

SATAIR
Delivering uptime

Keeping up appearances

External communications, like those on the previous spread, address the very real marketing challenges of creating visibility and preference. But a company's graphic identity plays an equally important role in maintaining visual consistency and continuity across all materials - internal and external.

By establishing a unique "corporate look," which includes typography, design grids, colour and logo, Satair's graphic identity supports the brand and sends a uniform message, regardless of the medium. And that is, after all, the foundation of good design - the communication of a message, not just decoration.

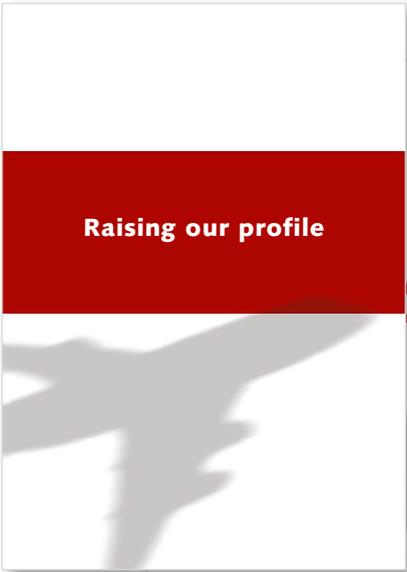


SATAIR

Since Satair hadn't significantly changed its logo in more than 50 years, it was time to give it a more up-to-date, "aerodynamic" look - while staying true to the spirit of its historic identity. The new logo reflects a modern, professional company on the move.

New corporate signage greets customers at Satair facilities across the globe.





Under one name

SATAIR

Like any company, Satair constantly needs to adapt to changes in the business environment. Recently we've experienced growing competition from PMAK, greater demand for value-added services and the emergence of China as an extremely important new market.

Each of these trends has presented both challenges and opportunities to Satair. In response we've acquired additional skills, customers and coverage (particularly in Asia and the US), re-engineered our service offering (to include supply chain management), and made valuable new agreements with strategically important suppliers.

Not all of these changes are complete by any means, and there will be a period of readjustment as new developments take effect. But it's fair to say that Satair is better suited than ever to its surroundings.

However, as we move forward on many fronts, it's most important that we do not lose sight of our core values that we all share as part of the same company. Yes, our daily jobs may vary widely, but we all have a common purpose here - to serve our customers.

To help ensure that everyone at Satair is pulling in the same direction, we've launched a wide-ranging branding programme. The purpose of this project is to consolidate all our operations under one name, with one image and one promise to the world.

By doing this we hope to unify the company internally as well as send a powerful message to the market. We want the world to know exactly what makes Satair a special business partner.

Branding is about more than words and graphics though. It's about action. Our branding efforts will only succeed if our promise to the market is kept and our assertions backed by actions. In other words, our brand is in our hands. Please take a moment to read this folder. It explains what the Satair brand stands for and how we intend to communicate this to the world.



Because the internal audience is crucial to the success of any brand - especially a service-oriented one - we motivated employees and explained the thinking behind Satair's branding exercise in a brand launch newspaper, screensaver and posters.



SATAIR
Delivering uptime

Satair A/S
Amager Landevej 147A
DK-2770 Kastrop
Denmark
www.satair.com

SATAIR
Delivering uptime

SATAIR
Delivering uptime

Peter Barrow
Sales Account Manager

Satair A/S Amager Landevej 147A DK-2770 Kastrop Denmark	Phone: +45 3247 0100 Fax: +46 3251 3434 AOG Service: +45 4040 1224 SFA, CPMSA/CX
Residence UK: 17 Ashmead Longlevers Gloucestershire GL2 9RU, United Kingdom	Direct Line: +44 (0) 1452 330 915 Mobile: +44 (0) 7769 974 336 Fax: +44 (0) 1452 330 923 E-mail: pbar@satair.com www.satair.com

Satair A/S
Amager Landevej 147A
DK-2770 Kastrop
Denmark
Tel: +45 3247 0100
Fax: +45 3251 3434
SFA, CPMSA/CX
AOG Service: +45 4040 1224
www.satair.com
Børst, Amagerbunden,
CopenHagen
Nørde, CopenHagen
Incorp. No. 14819717

The new logo and tagline are key components of Satair's corporate stationery. In today's busy, information-rich world, a logo has to work particularly hard to stand out from the crowd.

View from up top

Despite being a world leader, Satair realized that long-term profitability relied not only on reengineering the business, but also on reengineering the brand offering.

“We needed to send a strong signal to the market explaining the value Satair adds over and above simply delivering parts,” says John Stær, Chief Executive Officer. “In addition we needed to unite the group with a single, consistent image to fulfil our business aspirations.”

Both objectives have been achieved and are continuously being strengthened.

“The creative concept and the new materials have been very well received,” says Camilla Gregor Schuricht, Marketing Manager. “It’s helped unite the company internally, and it differentiates the brand externally. We believe it’s a sustainable platform that will support Satair for years to come.”



John Stær,
Chief Executive Officer
Satair



Camilla Gregor Schuricht,
Marketing Manager
Satair

CBC EQUALS B2B

After 35 years' pure focus on international B2B branding and marketing communications, CBC knows how to move brands forward. Fast.

We relish complexity, finding the most effective ways to shape intricate processes into clear, compelling propositions that resonate. From satellites to software, marine to medical, broad experience has shown us how to blend strategy with creativity to deliver the impact that drives bottom line results.

Our B2B experts in UK and Denmark have been handpicked for their specialism and knowledge of international branding and communications. This means we never require long consulting engagements and you get the most effective team behind your project.

So get in touch with the agency that brings more to your business. Because CBC equals B2B.

PRESENT CLIENTS INCLUDE:

Brüel & Kjær / Cobham / ConvaTec / Copenhagen Airport / GAC / GEA Process Engineering / Lactosan / MOCON / Nordic Tankers / Novo Nordisk Pharmatech / Perkins / Plus Pack / Satair / Svitzer / Terma



CBC A/S

**RYESGADE 3B
DK-2200 COPENHAGEN N
DENMARK
TEL.: +45 35 25 01 60**

**30 STAMFORD STREET
LONDON SE1 9LQ
UNITED KINGDOM
TEL.: +44 (0) 745 296 5852**

cbc@cbc.dk / www.cbc.dk / www.cbc.co.uk