

DKA Aerospace diversifies North American distribution strategies

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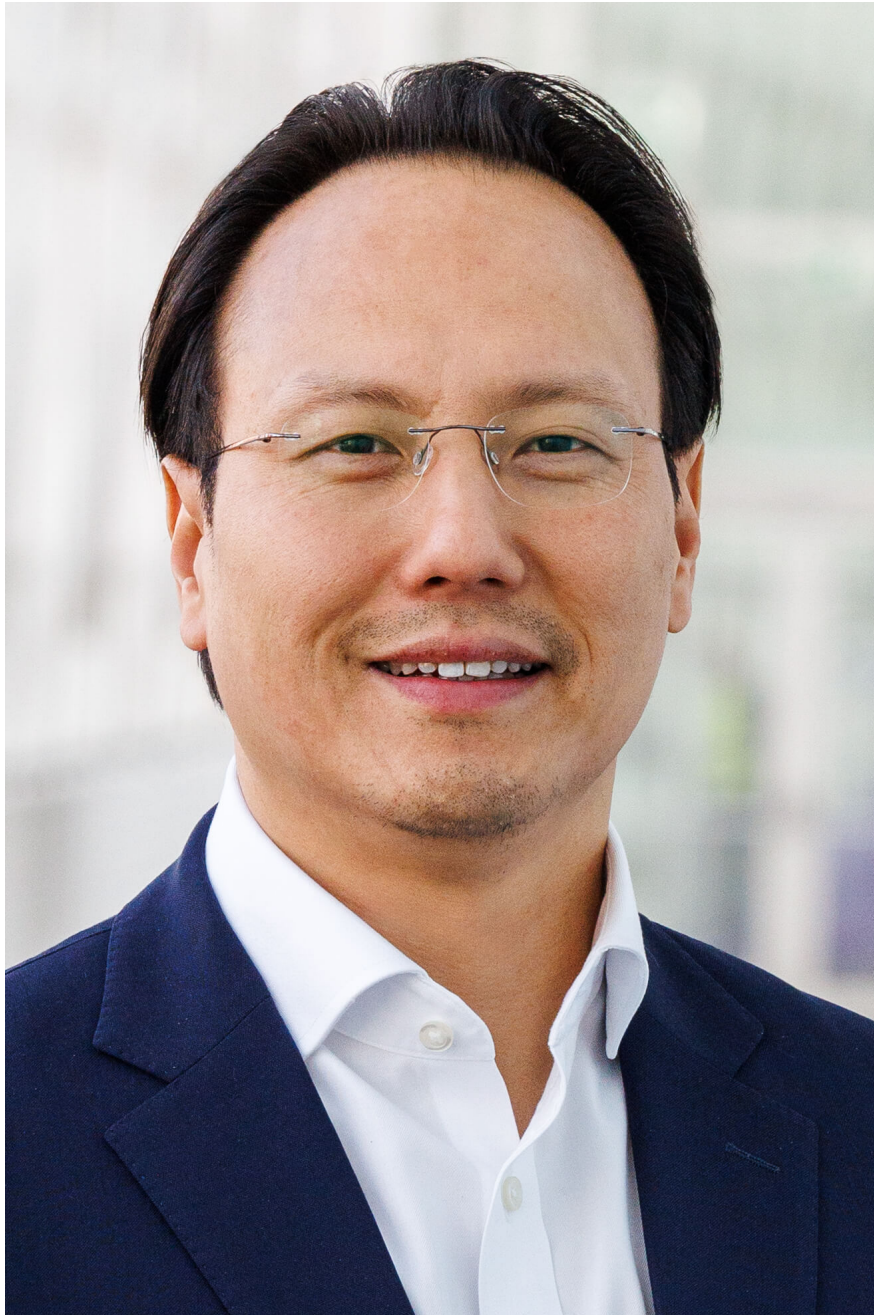


DKA Aerospace's California distribution facility in City of Industry

Since its acquisition and rebrand to [DKA Aerospace](#), the cabin equipment supplier has been steadily expanding its presence, particularly in the Americas. These moves include establishing a DKA Mexico Distribution Office in Monterrey and opening a DKA America Distribution Office in City of Industry, California, last year.

This summer, DKA hosted its first-ever Americas Regional Sales Meeting at its Monterrey site, highlighting the strategic positioning of these facilities in the region to better serve its airline partners.

With manufacturing plants in Singapore and China, DKA already has a global footprint—making expansion into the American market a clear strategic priority for CEO King W. Lee.



King W. Lee, CEO, DKA Aerospace

“The U.S. market alone represents the biggest market in the entire industry,” he tells *PAX Tech*. “The top three [U.S.] airlines combined have approximately 3,500 aircraft in their fleet, with additional aircraft on order with Boeing and Airbus. We have to support and grow within this critical market,” he says.

Lee adds that maintaining DKA’s company culture across its various sites comes down to communication and cross-regional projects.

From California to Monterrey

DKA now has two distribution facilities in North America – City of Industry, California, United States, and Monterrey, Mexico. Lee says the growing network positions DKA closer to its long-term goals through improved efficiency and customer satisfaction.

“Our distribution network in North America will deliver products faster to our customers, so they do

not need to wait 10+ weeks to receive and integrate our products into their operations. This brings tremendous value,” he explains.

The Monterrey sales and distribution facility opened in 2024 and is one of the key hubs in expanding DKA’s distribution network. Lee explains that having a distribution center in one of the largest cities in Mexico allows the supplier to better support its customers in that region with a fast-tracked scale for the product development process and shorter lead times on orders.

“We can integrate our products into their operation, expanding routes quicker,” he says.

When it comes to aligning the company’s goals and strategies across diverse markets in the Americas and beyond, Lee says, “We will need to execute our strategies in operations, manufacturing and product delivery flawlessly to be successful in winning customers back and gaining market share.”

Next-gen on the horizon

Looking at the next moves for DKA, Lee has his sights on further growth and expansion in North America. At this particular moment in time, he cites the U.S. tariffs and associated uncertainties as the biggest challenge for growth in the region, impacting both product delivery and availability.

Despite these obstacles, Lee affirms that DKA remains committed to further expansion in this key market. “Our Americas goals have not been achieved to the fullest, and we will continue to execute our strategies until we see a tangible win in this region.”

Lee also hints that DKA is currently engaging with several top airlines in North America to develop what he calls “the next generation of galley meal carts.” With more details to come, Lee expects to see the airlines flying with these DKA products in 2026.