

The Update Report

The Aviation Suppliers Association

Volume 12, Issue 6

Post-Conference Edition 2004

YOUR ASSOCIATION IN ACTION

The Best Ever!

ASA's 2004 Annual Conference has been acknowledged in many member emails and phone calls as the best Conference (ASA or otherwise) ever.

We're pleased with the feedback, which included two different OEMs and several airline representatives who all agreed that if they could only go to one industry conference per year, it would be ASA's conference.

With almost two dozen air carrier representatives, ASA's conference was a great place to meet the customers. Several of the air carrier representatives remarked on how much business they had accomplished at the Conference. ASA also placed a special emphasis this year on MRO businesses, in the hopes that ASA's membership would continue to support this growing sector of our industry.

ASA was also pleased with the global attendance at the conference. Non-US attendees came from such diverse locations as Australia, Bahamas, Belgium, England, Jamaica, Japan, Latvia, Scotland, Singapore, and Sweden.

Aside from the business opportunities, though, ASA was extremely proud of its 2004 educational program at the Conference. For those of you who missed the conference, you may have missed the blueprint for distributor/supplier profitability over the next decade. Luckily, a limited number of copies of the presentation materials are

still available from the Association—details on ordering are at the end of this article.

The conference began with Greg Hall, United Airlines' Senior Vice President of Maintenance, who explained how United Services plans to become a dominant player in the MRO industry, and described what his company would be looking for in the future from the distributors that will support his company's efforts. United Services evolution is indicative of the changing needs of the airline and MRO market.

Roy Resto has become a perennial favorite at ASA Conferences. Roy has two trademarks—the first is that he asks questions of his audience, and audience members with correct answers win a golf ball (Roy has quite a strong arm, though, some might claim that catching a golf ball that Roy has pitched is not really winning). His second trademark is that he always creates entertaining presentations that keep the attention of the audience and provide them with vital information that they can take home and really use to improve their business practices. This year, Resto pulled double duty with a general session presentation and a separate workshop as well.

During the general session, Resto analyzed a variety of airline economic trends to assess the health of the industry, and he highlighted some of the

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Ogden, UT

Aviation Airmotive, Inc.
Miami, FL

Cirrus Aviation
Bergenfield, NJ

Western Aero Services, Inc.
Aurora, CO

For their accreditation, and

Austin Aerotech, Inc.
Austin, TX

Aviation Spares & Services International Company
Redmond, WA



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A Message from ASA's President

The National Commission on Terrorist Attacks Upon the United States, known to many as the 9/11 Commission, held its final hearings on June 16 and 17. The news media reports on these hearings were troubling to say the least.

The Washington Post headline on June 18 read "9/11 Report Cites Lack of Preparation: FAA Too Slow in Alerting Military, Panel Says." This is exactly the problem with our modern media today. We are quick to blame, and slow to remedy.

The Post quotes Air Force General Ralph E. Eberhart, as having explained that if the FAA had notified military authorities immediately when the planes were hijacked, fighter jets would have been able to "shoot down the airplanes." In General Eberhart's actual comments (not reported by the Post, but available on the Commission's website), he acknowledged that "We had procedures for potential air hijackings, which were based on the premise that a hijacked aircraft would be used for ransom or political purposes, not as a weapon." It seems clear that even if the FAA had learned of the hijackings immediately and reported them without administrative delay to NORAD, NORAD still would not have had any plans that permitted them to shoot down the hijacked aircraft.

It is patently ridiculous to accuse the

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San Antonio, TX

Upsilon International Corporation
Torrance, CA

*For their re-accreditation
to the ASA-100 standard in
accordance with the FAA's
AC 00-56A Voluntary
Industry Distributor
Accreditation Program*

FAA of failing to warn NORAD in time, and to suggest that NORAD could have or would have shot down the hijacked aircraft before they were used as weapons. The 9/11 Commission's investigation shows that the actual order to shoot down aircraft that was issued by Vice President Cheney was issued *after* all four aircraft had crashed – once we had the benefit of hindsight to know that aircraft were being used as weapons. There are plenty of airworthiness-related issues that we can legitimately blame on the FAA – but blaming them for the results of the 9/11 terrorist attacks is simply irresponsible.

The aviation industry, including the FAA, has worked together over the past two and half years to prevent the events of September 11th from being repeated. The FAA has completed a

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Aviation Suppliers Association Officers:

Michele Dickstein	202-347-6899
President	
Karen Odegard	253-395-9535
Corporate Treasurer	
Jason Dickstein	202-347-6899
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Aviation Suppliers Association Board of Directors:

Terry Bond	(305) 925-2600
M & M Aerospace Hardware, Inc.	
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Volvo Aero Services, LP	
Richard Levin	(818) 842-6464
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Mike Molli	(847) 836-3100
Scandinavian Airlines System	
Karen Odegard	(253) 395-9535
Pacific Aero Tech, Inc.	
Roy Resto	(414) 875-1234
Tracer Corporation	
Mitch Weinberg	(305) 685-5511
International Aircraft Associates, Inc.	

The Update Report is a monthly newsletter of the Aviation Suppliers Association. Questions/comments should be addressed to:

Jason Dickstein
Aviation Suppliers Association
734 15th Street, NW, Suite 620
Washington, DC 20005
voice: (202) 347-6899
fax: (202) 347-6894
email:
jason@aviationsuppliers.org

The Update Report provides timely information to help Association members and readers keep abreast of the changes within the aviation supply industry.

The Update Report is just one of the many benefits that the Aviation Suppliers Association offers members. For information on ASA-100, the ASA Accreditation Program, Conferences, Workshops, FAA guidance like Advisory Circulars, Industry Memos, or services and benefits, contact the Association.

The Update Report Staff:

Publisher	Michele Dickstein
Editor	Jason Dickstein
Advertising and Production Editor	Jeanne Meade

The Update Report For information on special package rates for advertising, contact the Association at (202) 347-6899.

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ASSOCIATION UPDATE

Elections!

ASA Board Elections will be held later this year. The Association is currently accepting nominations for those interested in running for the ASA Board of Directors. Nominations are begin accepted through close of business on Friday, August 6. You can fax them to (202) 347-6894 or email them to Michele @AviationSuppliers.Org

MEMBERSHIP UPDATE

ASA Members In the News

MBA has hired B. Michele Dixey to lead MBA's Business Consulting unit. Ms. Dixey, originally from the Corporate Finance department at US Airways, brings over 10 years of experience in the commercial aviation finance arena. Prior to US Airways, Michele worked for Newcourt Capital and United Airlines.

"Michele's restructuring, capital market financing and lease advisory background will further strengthen our Business Consulting Team. Her experience with the restructuring of US Airways and the airline's ATSB application and negotiation process are core elements to MBA's financial and con-

sulting service offerings and we look forward to her leadership in this area," Robert Agnew, President and COO.

MBA specializes in airline management, marketing, maintenance and operations, regulatory compliance, technical support, asset value appraisal and technical analysis, forecasting of commercial jet transport, and general consulting for the aviation industry. MBA continues to be at the forefront of providing timely and effective consulting services for the financial community as well – including: ABS/EETC Debt Analysis, Financial and Technical Asset Due Diligence, and Debt Modeling and Forecasting.

IF YOUR INSURANCE AGENT DOESN'T UNDERSTAND YOUR BUSINESS It's time to consider someone who does.

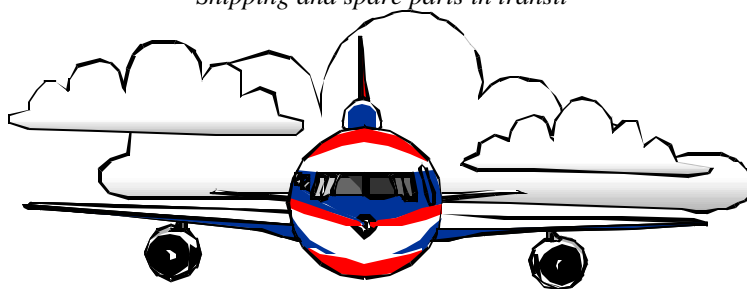
As members of the ASA The Silver Eagle Agency has worked with many aviation businesses to solve their insurance related problems. This has given us a unique insight into the difficulties that you face when working with agents not familiar with your industry. We have specific programs and policies designed for your business to provide you the best coverage at the most economical price.

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ILS' Langsen and Sdoia are Joint Recipients of 2004 ASA Award



The Aviation Suppliers Association is pleased to announce that Mr. Bruce Langsen, and Mr. James Sdoia, both of Inventory Locator Service (ILS), are the 2004 honored recipients of the Edward J. Glueckler Award.

Each year, one of the highlights of the ASA Annual Conference is the presentation of the Edward J. Glueckler Award, named for the founder and first president of ASA. The Glueckler Award recognizes individuals who have made an outstanding contribution to ASA, its members, and the aircraft parts distribution industry as a whole.

The award was announced and presented to Sdoia at ASA's Eleventh Annual Conference Banquet Dinner at The Ritz Carlton Hotel in San Francisco, CA. The Awards Banquet was held on June 28 as a part of the ASA Annual Conference.

Bruce Langsen is the President of ILS and Jim Sdoia is the Vice President of Sales and Service of ILS. Mr. Langsen was not present, however Mr. Sdoia gladly accepted on his behalf.

"It is an honor to present the 2004 Edward J. Glueckler Award to Bruce and Jim" said Michele Dickstein, President of ASA. "ILS, through both of their leadership, has changed to meet the needs of the industry and ASA's membership. Bruce and Jim's forward thinking has expanded business opportunities for distributors and the industry."

The Edward J. Glueckler Award is named for ASA's first President and is presented annually in recognition of outstanding commitment, dedication and contribution to the Aviation Suppliers Association and to the aviation industry. Nominations are submitted by industry and reviewed by the ASA Board of Directors.

Jim Sdoia accepted the 2004 Edward J. Glueckler Award on behalf of himself and co-recipient Bruce Langsen. Lower left insert: Sdoia, Glueckler, and ASA Board of Directors: from the left, Bill Cote, Debra Maier, Edward Glueckler, Michele Dickstein, Jim Sdoia, Terry Bond, Mike Molli, Roy Resto, Mitch Weinberg (not pictured from the ASA Board are Richard Levin and Karen Odegard). Photo by William Tipton.

ASA Conference: How to Sell Parts to the Department of Defense

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factors that go into air carrier financial health, and provided the data to help assess which air carriers are likely to have the best bottom-lines in the next few years (and therefore those most likely to be paying their bills!). Some of the factors he analyzed included:

- Rising fuel prices and how air carriers hedge fuel prices in order to protect themselves — and which air carriers have protected themselves with substantial hedging for 2004;
- Debt to investment ratios, and how they affect an air carrier's ability to weather tough economic times;
- Load factors, passenger growth, and revenue per seat mile and how these figures interact to reflect air carrier revenues;
- The MRO market—both as a cost factor for air carriers and as a target sales market for ASA members.

In addition to teaching the audience how to read the financial indicators on

the air carriers, Resto also provided a workshop on doing business with the Department of Defense. The DoD has an annual budget of 70 billion dollars for procurement alone—there is no reason why some of that money should not land in the pocket of ASA members.

Resto's figures showed that the global military MRO market is currently larger than the civilian MRO market—and with the increased emphasis on outsourcing among major militaries (including the US military) there is every reason to support this growing market.

A simple four step process can get you registered to participate in Defense contracting. Resto explained this process and then showed how to identify and bid on contracting opportunities. He also explained some of the differences between military contracts and civilian contracts—differences that can distinguish a profitable venture from an unprofitable one!

One of the themes of this year's conference was identifying and entering new markets. In addition to Resto's 'how-to' approach to doing business with the U.S. military, ASA's conference also featured discussions of the regional airlines market, and the MRO market.

Richard Mills, who may be better known to ASA members as the former president of CASE and the former Vice President of NACA (in addition to positions with several air carriers) is now the Director of Safety at Empire Airlines, a regional cargo air carrier with close ties to FedEx. Using his own carrier as a model, and relying on statistics applicable to the regional cargo market, Mills detailed what aircraft fleets are most likely to need support in the near future, and explained the best ways to approach regional cargo carriers as potential customers and business partners.

Mills also analyzed the business features that smaller air carriers appreciate most, from 24/7 AOG support (like that

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SUSPECTED UNAPPROVED PARTS? *It's Everyone's Business!*

To report SUPs, call:

***FAA Aviation Safety Hotline - (800) 255-1111
Dept. of Transportation, Inspector General - (800) 424-9071
NASA Office of Inspector General - (800) 424-9183
Dept. of Defense, Inspector General - (800) 424-9098
In Canada, Transport Canada Hotline - (800) 305-2059
Boeing Commercial Airplanes Hotline - (888) 223-PART
Boeing International Hotline - (206) 662-7144***



Soaring High - Wings Electro Sales

Jim Smith founded Wings Electro Sales in 1985 when the distributor he was working for, made the decision to stop supporting the airline industry - including MRO operations. Faced with a difficult decision, Jim and his wife Kathleen collectively chose to create a new company. The first major obstacle - no product lines to sell. Their strategy - stick to the products they know best. With that in mind and their extensive contact list from their 20 years in the industry, Wings Electro Sales got themselves started with the goal to provide the airline industry with superior quality electro-mechanical components, electrical hardware, and the related components for airline ground support equipment by pursuing forming an alliance/partnership with Control Products AG in Switzerland.

When we asked Jim about the start up of his company, he couldn't help but acknowledge his business associates. "Contacts! Contacts! Contacts!" Jim stressed. "You have to have them. You just can't do the job if you haven't established a good base of customers and suppliers." Jim went on to explain: "I can't stress how grateful and thankful I am to those contacts, both at the

supplier level and to those customers who placed their trust and faith in us knowing we would not let them down. Networking and forming alliances with other distributors is more crucial than in the past."

In addition to Jim's networking circle, he also has some basic philosophies

- The only products you have in which you have total control is your level of service.
- Treat every customer as if he is the only customer you have; you never know when the smallest of customers will become a major account.
- You cannot be all things to all people.
- Stick with what you know; by doing that, you don't make promises you can't keep.

Running a successful business is not without its challenges. Jim expressed, "I think I can speak for other distributors similar to Wings when I say, locating product lines to stock and sell that fit with the others is a major contest as well as keeping the products you already have." Jim is constantly researching and acquiring additional product lines which lend themselves to marketing through distribution allowing for more diversified products. However, convincing manufacturers to

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***The MEMBER PROFILE
is a NEW feature of
The Update Report
written by Jeanne Meade.***

***For more details on this
feature, contact her at:***

***Jeanne@
AviationSuppliers.Org***

that he continues to communicate with his employees. They are:

- Anything you sell can be bought somewhere else.



2004 Workshop Schedule

ASA will be taking its show on the road this Fall!

In addition to bringing you the latest changes and standards on regulatory compliance, documentation, traceability and approved/unapproved parts, this year's Workshop will feature units on how to use commercial documents like your invoices and purchase orders to protect your rights, as well as an in depth look at export standards, and changes in export documentation expectations, and how these issues are affecting domestic markets as well.

September 14	Copenhagen, Denmark
September 28	Dallas, TX
October 28	Chicago, IL
November 30	Miramar, FL (between Ft Lauderdale and Miami)
December 2	Newark, NJ
December 7	Seattle, WA
December 9	Greater Los Angeles Area, CA

ASA Honored for SUPs Work

ASA Counsel Jason Dickstein was recently honored for his work as the Chair of the Suspected Unapproved Parts Industry Steering Committee, commonly known as the SUPs Committee. The SUPs Committee presented him with an engraved gavel to commemorate his work as Chair.

The Suspected Unapproved Parts Industry Steering Committee meets periodically to discuss unapproved parts related issues, and to develop solutions and resources designed to improve aircraft parts safety. It should come as no surprise that the FAA is a strong supporter of this group's work. The FAA's SUPs office hosts the meetings and the FAA's SUPs Manager, Beverly Sharkey, is an important partner in running the meetings. The FAA's Aircraft Certification Service and Flight Standards Service are also active participants.

The FAA is not the only government agency represented on the committee, however; the committee regularly enjoys participation of the FBI, DOT Office of Inspector General, DOD Office of Inspector General, NASA Office of Inspector General, Defense Criminal Investigative Service, Customs Service, and the Coast Guard.

Balancing the various government interests are the views of manufacturers (OEM and PMA), repair stations, distributors, small and large air carriers, and others from the industry. The group is proud to boast a membership that manufactures aircraft parts, repairs them, sells them, installs them, and flies with them.

Working closely with the FAA's SUPs Program Office, the SUPs Committee has helped produce training and informational products like videos, CDs, and stickers. They have helped to draft FAA guidance documents that help promote parts safety. They have promoted aircraft parts traceability and the tools that make traceability possible. They have supported the work of other groups in developing industry standards.

Current SUPS Committee projects include a stolen aircraft parts database that will allow distributors and others in the aviation industry to better identify parts that are stolen property (which frequently bear fraudulent documentation in order to hide their stolen nature).



ASA Counsel and SUPs Committee Chairman Jason Dickstein accepts the commemorative gavel from FAA SUPs Program Office Manager Beverly Sharkey. The gavel was accompanied by an 8130-3 made out by a FAA DER—however the 8130-3 tag did NOT certify conformity to FAA-approved data! Photo by ASA Board Member Roy Resto

ASA Conference Offers More Opportunities



ASA conference presenters Al Michaels, FAA and Marshall Filler, Obadal, Filler MacLeod & Klein, P.L.C. spend time with John Mitchell of Continental Airlines and Jim Hickey of Northwest Airlines during the ASA reception. Photo by William Tipton.

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demand by larger carriers) to an ability to provide timely service and an ability to source material that may not be in the distributor's own stock.

In summary, said Mills, all-cargo regionals are looking for business partners (not just vendors) - the rewards of such partnership can be tremendous, as these regionals are likely to need a lot of aircraft parts in the future.

Richard Levin, A.J. Levin Company moderated a panel on the MRO community. The MRO community was represented by

- Steve Bence, Director, Goodrich Aviation Technical Services; and,
- Joe Marks, Director of Planning & Materials, Timco Aviation Services.

Levin explained the importance of this market when he noted that in the late 1980s, two-thirds of all air carrier MRO work was done in-house. In 2004, 50% of the work was contracted out and by the end of the decade (2010), experts predict that only 35% of air carrier maintenance will be performed in-house. Levin provided a context for the panel discussion by presenting industry expert statistics that explained the growth pattern of independent MRO work around the world, including where the largest total and percentage-wise growth is likely to be

found.

One vital detail that the panel disclosed is the importance of being on an air carrier's qualified vendor list. In many cases, large MRO shops will rely on the air carriers' approved vendor lists because of the regulatory requirements that limit a repair station to following the air carrier's standards in choosing sources for maintenance-related materials.

It doesn't help to know *who* to sell to if you don't have the right things to sell. Jon Schreiber, a well known speaker

and author on inventory control, conducted a workshop on accurate demand forecasting and also presented during the general session on 'How to manage your inventory, rather than having your inventory manage you.' Schreiber provided detailed formulae on how to maximize your return on investment from an inventory, and how to assess the true value of inventory in order to assess what inventory should be replaced when it is sold—and what inventory is costing more in carrying costs than it may ever be worth in sales.

During his demand forecasting workshop, Schreiber also provided robust (yet simple-to-use) formulae for assessing demand based on past usage, current trends, collaborative information from customers and sales people and future needs. He even discussed the sort of data that throw off the accuracy of such predictive equations, and how to account for it.

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The ASA Golf Tournament — sponsored by Volvo Aero Services, LP — is a great place to meet new business contacts and compete against old friends. This year's winning golf foursome was (from left to right) Brad Maier, Debra Maier, Bill Cote and Steve Bence. Photo by Jason Lewis

ASA Conference A Hit!

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Most ASA members are small businesses—and many of the attendees at the ASA Conference are the owners of these businesses. This year launched a workshop whose popularity practically guarantees that it will be repeated in future years—the Business Owner’s Roundtable, in which owners discussed the laws and policies that affect their businesses. Moderated by Karen Odegard (President of Pacific Aero Tech and Mitch Weinberg, President of International Aircraft Associates, the Roundtable flashed through a wide range of topics ranging from finance to human resources to business insurance. The session was so popular that several of the participants in the first session stayed for the second session to see what topics would come up then!

Additional workshops and general session speakers included ILS and Aerox-change with discussions of their re-



Terry Bond and Jeanne Meade enjoy the Evening Banquet entertainment. Photo by Jason Dickstein

spective products, Marshall Filler with a discussion of the latest legislative issues to hit aviation, and Jason Lewis with a discussion of AC 00-56 accreditation. Al Michaels, John Milewski and Beverley Sharkey of the FAA com-

bined to provide the “FAA Side of the World” and Harry Schaefer of the DOT OIG gave his always popular discussion of aviation industry investigations.

ASA’s General Counsel Jason Dickstein rounded out the Conference with discussions on how to improve your business transactions, how to export parts in compliance with the laws, and two general session discussions on laws and policies that will be affecting distributors, from tax law to FAA policies.



Boeing’s Deb Maier and Bruce Sechler take a moment from business during the Monday Evening Reception sponsored by The Boeing Company. Photo by William Tipton.

Although nothing can take the place of being there, the published papers and presentations from the conference are available in the 2004 ASA Conference Binder. If you missed the conference, or if you need another copy of the conference materials, please contact the Association at (202) 347-6899 to purchase a copy of the 2004 ASA Conference Binder for \$75.

Export Restrictions: Military vs. Civilian Parts

Complying with every export rule and regulation can be a daunting task for anyone who exports goods or services abroad. In the aviation industry, there is the added burden of confirming the military use status of a part to assure that it does not violate laws designed to restrict the sale of military hardware to foreign nationals. This can be a particularly insidious burden because of the pervasive juxtaposition of civilian and military aviation parts hardware.

While there can be business benefits to exporting goods, failing to comply with regulations or acquire proper licenses can result in civil or criminal penalties. Companies that export aviation supplies must be aware of license requirements of both the Commerce Department, as well as the State Department. The process can become more difficult when the distinction between a controlled military part that requires a license from the State Department and a non-controlled civilian part that does not require a license from the State Department is not perfectly clear. Aviation suppliers must determine whether the part they are exporting would be considered a military or civilian part for purposes of complying with military export controls.

Defense Trade Controls

The State Department's Office of Defense Trade Controls (ODTC) is in charge of controlling the export and temporary import of military defense items covered by the U.S. Munitions List. The President is authorized by law to designate items that will be considered defense articles and services for export and import control aside from the items on the U.S. Munitions List (22 U.S.C. § 2778). Thus, it is important to examine what has been so designated. The law and regulations provide some general guidelines to help exporters with determining whether a part

would be considered a military or defense article.

ASA members analyzing the military/civil nature of party may first want to consult the part's manufacturer, as the manufacturer should know the part's classification if it has already been classified.

It is important to distinguish whether the part is meant primarily for military purposes. Even if it will be used for civilian aircraft purposes, the military 'primary' nature of the part makes it subject to State Department control when it is exported. This can mean that certain MS parts are controlled upon export, even when their NAS or other civilian counterparts are not controlled upon export.

If the inquiry to the manufacturer shows that the part has not previously been classified, then the general standard for determining whether a part is military or civilian is to analyze whether the part was developed primarily for military purposes or primarily for civilian purposes. If the part was developed primarily for military purposes, then it must comply with the ODTC's rules for export, and the exporter must acquire the proper

license. If the part was developed primarily for civilian purposes but also happens to have a military use, the item is considered a civilian part for purposes of ODTC licensing procedures.

If the component was developed for civilian purposes but was later modified to military specifications, then the part will be considered a military part. This rule is meant to catch things (for example) like civilian model vehicles that have military-grade weapons installed on them; but the same set of standards will include any civilian article modified for specific military use. Even minor changes can make a part that was once considered civilian subject to ODTC export licensing control.

In some cases, a manufacturer may produce two versions of a part – a civilian version (with a civilian part number) and a military version (with a distinct part number). Under such a circumstance, the civilian part number would not be subject to ODTC export licensing restrictions because it is not manufactured with the intent for military use; whereas the military part number *was* manufactured with the intent for military use, and so it is subject to ODTC export licensing restrictions. In some cases, the part number may be the *only* real distinction between the two versions of the part – nonetheless, for ODTC export licensing purposes, only the parts identified as intended for military use (by their marking) are subject to ODTC export licensing.

For further information and assistance, exporters can refer to the ODTC's website at <http://www.pmdtc.org>, or contact the ODTC response team with license or requirements questions at (202) 663-1282 or via email at DDTCResponseTeam@state.gov.

Support Your Local FAA; And Disagree Occasionally, Too

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long list of projects designed to prevent our industry from serving as the instrument of terror, ranging from security regulations new tools for preventing terrorists from obtaining flight training in the United States.

ASA and its members have also been actively involved in making aviation safer since September 11, 2001. Accreditation (which includes a requirement for hazmat training) has increased since September 11th. ASA has increased its training offerings since September 11th. And the ASA hazardous materials course now features a unit on hazmat security to help prevent ASA members from unwittingly aiding terrorists.

Al Qaeda has released statements advising Muslims to avoid Westerners, on the grounds that

Westerner will continue to be targets of Al Qaeda's terrorism. Al Qaeda particularly identified Western and American airlines as targets for future strikes.

We are proud of the work we as an industry have done to remedy the terrorism problems. We recognize that terror will not sleep, and that the price of freedom is eternal vigilance.

You can help in your own community by doing what you already do – selling safe aircraft parts through quality mechanisms that help assure a high level of confidence in the airworthiness of the components. You can also do your part by analyzing what you read carefully. When you see the FAA being blamed in the headlines for a failure to act, ask yourself whether the accusation is fair. And when you feel that the FAA

has been attacked unfairly, stand up for the FAA by writing a letter to the editor of your newspaper.

You can also do your part by keeping the FAA and the rest of our government honest. We all recognize that terror is a continuing treat; but this should not give the government carte blanche to impose any regulation that strikes its fancy. Bad regulations – and unconstitutional ones - do not suddenly become acceptable based on an exigent threat. When you read about proposed regulations that should be amended or opposed in the Update Report, be sure to lend your voice to ASA's by writing comment to the regulatory docket.

Best Regards

Michele Dickstein

MEMBER PROFILE

Soaring High - Wings Electro Sales

(Continued from page 62)

use distribution is not always easy. Jim suggests clearly outlining and communicating the benefits of your services to the potential principal.

Jim has learned through trial and tribulation that you have to be flexible and be able to make adjustments very quickly in the way you do business. Jim feels that distributors have had to deal with issues regarding consolidation of companies and customers that want to reduce their vendor base. Both erode your customer base. "You have to be flexible in order to make adjustments very quickly in the way you do business. Stay alert and keep you finger on the pulse of the business."

One issue that Wings Electro is having difficulties resolving is the requirement

of 8130-3 tags. Jim feels that the FAA must better define what products should and should not require 8130-3 tags. "We received requests for 8130-3 tags for some items which common sense tells you the request is ludicrous. A prime example is a request for an 8130-3 tag for a .25 cent 327 lamp. The paperwork cost more than the part!" Somehow along the way the document has become more important than the part. Jim realizes that this is an industry issue and with all the turn over in the industry since 9/11 it has become everyone's job to educate our colleagues regarding documentation requirements.

The single largest challenge that every distributor/supplier can empathize with is 9/11. After significant staff reductions and lowering their inventory

without compromising service, Wings has been able to keep their margins up. "It's not rocket science," Jim said, "just a lot of hard team work."

Wings Electro Sales has since grown to become a multimillion-dollar operation. In September 1986, the company relocated to a 17,000 square foot fully air conditioned facility in West Palm Beach, FL. Wings Electro Sales maintains manufacturer's certificates of conformance on all finished components and detail parts required in assembly. Wings Electro is ISO 9002 accredited distributor and has been an ASA Member since 1994. For additional information on Wings Electro Sales, please visit their website:

<http://www.wingselectrosales.com>

Issues of the Update Report Are Now Online!

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Back issues of the Update Report are now on-line! Missing a prior issue? Issues of the Update Report are being added to the ASA web site shortly after they are published.

UPCOMING EVENTS * = *Look for ASA Personnel on the speaking program or on the Trade Floor*

2004

- Aug. 21-24** * **ACPC**, Marriott Marquis Hotel, New York, NY. See <http://www.acpc.com> for details.
- Sept. 8-9** * **Commercial Aviation Safety Symposium**, Dallas, TX. See <http://www.asdnet.org/cass>
- Sept. 14** * **ASA Regulatory Workshop**, Copenhagen, Denmark. See <http://www.aviationsuppliers.org> for details.
- Sept. 14-16** * **MRO Europe**, Copenhagen, Denmark. See <http://www.awgnet.com/conferences/meumain.htm>
- Sept. 28** * **ASA Regulatory Workshop**, Dallas, TX. See <http://www.aviationsuppliers.org> for details.
- Oct. 28** * **ASA Regulatory Workshop**, Chicago, IL. See <http://www.aviationsuppliers.org> for details.
- Nov. 30** * **ASA Regulatory Workshop**, Miramar, FL. See <http://www.aviationsuppliers.org> for details.
- Dec. 2** * **ASA Regulatory Workshop**, Newark, NJ. See <http://www.aviationsuppliers.org> for details.
- Dec. 7** * **ASA Regulatory Workshop**, Seattle, WA. See <http://www.aviationsuppliers.org> for details.
- Dec. 9** * **ASA Regulatory Workshop**, Los Angeles Area, CA. See <http://www.aviationsuppliers.org> for details.

ASA Workshops are coming up this Fall – topics will include supporting the customers’ regulatory obligations, documentation, traceability, approved/unapproved parts and export issues. Have you reserved your seat yet by registering?

Aviation Suppliers Association
Post-Conference Edition 2004
734 15th Street, NW, Suite 620
Washington, DC 20005
Telephone: (202) 347-6899
Facsimile: (202) 347-6894