



# The Update Report

The Airline Suppliers Association

Volume 6, Issue 9

September 1998

## INDUSTRY FORECAST

### Aviation's Economic Prognostication

Ask an economist about almost any industry and he will talk to you about cycles, with peaks and troughs. The aviation industry follows this sort of traditional cyclical pattern.

Most economic analysts examine the aviation industry in terms of new aircraft purchases. A "cycle" begins when new aircraft purchases begin to climb. Orders should reach their peak somewhere near a midpoint in the cycle, before falling off for the remaining years of the cycle. The first such cycle is thought to have begun in 1958, with a peak in 1965 and an end to the down-cycle in 1972. The second cycle ran from 1972 to 1985 and the third cycle is thought to have run through 1995.

We are now in the fourth cycle. With the recent perturbations in the aviation market, like cancelled Asian orders, analysts this summer took the Farnborough Airshow as an opportunity to predict how long the current boom in new aircraft orders would continue.

Oliver Stuart, a senior aviation analyst at Avmark International Ltd, told the Associated Press that "We're seeing the peak actually hitting in 1999, at about 1,000 airplanes to be delivered." Boeing's Chairman, Phil Condit, concurs with the suggestion that 1999 will represent the peak year, and predicts sales will fall by at least 10 percent in 2000. Stuart sees a more radical downturn - he

predicted that transport category aircraft deliveries would fall sharply, "In the year 2000, we're estimating 750 airplane deliveries and in 2001, it drops into the region of 500."

Splitting the difference between these two positions is Nick Cunningham, a securities analyst who follows aviation companies for the investment bank Salomon Smith Barney in London. He feels that the economic troubles in Asia will curtail the aviation growth in this market, which had been expected to cushion the next down-turn. He predicts business could fall by as much as 15 percent to 20 percent in 2000, but he noted that "It's not going to be as bad as last time, because we haven't had a speculative bubble... I don't think you will see the market halved like you did in the early 1990s."

Aviation economists are not just predicting the next decline in the market - they are offering a light at the end of the tunnel by predicting that the next upturn in the market should be in 2003.

Can suppliers weather the down-times? The answer can be a resounding yes. By understanding the reasons that manufacturing down-turns occur, and the strategies that the air carriers use to survive their own lean times, a supplier can do better than merely surviving in

*(Continued on page 105)*

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## A Message from ASA's President

The Annual Conference is less than three weeks away but it's not too late to sign up!

On Monday, October 12, the conference begins with a panel of the FAA personnel handling the issues that affect you - SUPs, Accreditation, Commercial/Standard Parts, Military Parts, and Undocumented Parts. Two of the FAA speakers, Al Michaels and Ken Reilly, will also be conducting a workshop on Receiving and Shipping Inspection. The workshop will give you advance insight into what your customers will be requiring when the Advisory Circular is published.

In addition to the Receiving/Shipping Inspection workshop; ASA will be offering four other workshops.

Distributors have been inundated with Supplier Audit forms and questions. Roy Resto and Allyson Cate, QMS LP, will explain to you what to look for when auditing your suppliers and your own company.

Fred Workley will conduct a workshop on Hazardous Materials awareness. The HazMat workshop may reduce the liability exposure for distributors with regard to HazMat.

SUPs will be discussed during the FAA presentation in the morning and John Gilbert, Pratt & Whitney will be conducting a workshop on how to train your employees to spot a SUP and protect your company before you purchase or sell an unapproved part.

Frank Abagnale will be discussing commercial fraud and how to protect your company with today's new technological advances.

Monday morning and all day Tuesday attendees will enjoy the the general

session speakers, who will address topics like the emerging economic issues that will be impacting our businesses, risk management for distributors; the effects of electronic commerce on how we do business, changing part certification rules, and facilitating international trade through harmonization. Additional topics include regulations, documentation, accreditation, accident / incident related materials, and FQA.

Although it is possible to register right up until the day of the conference, ASA must receive your registration form by October 5, 1998 to include you in the published attendees list. If you have any questions, contact the Association.

Look forward to seeing you there;

Michele Schweitzer

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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 Airline 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 For information on special package rates for advertising, contact the Association at 202-216-9140. Subscription cost is \$120.00 US per year.

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## Entities to Avoid in International Trade: Where to Find The Lists

Much has been made in the past few weeks about the executive order that penalized Saudi citizen and suspected terrorist Usama Bin Laden. The executive order prohibited financial and trade transactions between U.S. citizens and Bin Laden, effectively freezing the man's assets in the United States.

Many Americans forget that the United States frequently uses trade sanctions against individuals, organizations and nations as a means of supporting foreign policy or penalizing those whose behavior does not meet our expectations.

The United States maintains several lists of parties with whom trade is prohibited or restricted. These range from lists of nations with whom trade is embargoed to lists of persons who are prohibited ("debarred") from engaging in export transactions.

Recent issues of The Update Report have described the nations with whom trade is embargoed. This issue provides some resources for identifying persons who are restricted from engaging in trade.

The United States maintains four lists of persons with whom citizens may not perform export-import transactions.

### **BXA's Denied Persons List**

<http://www.bxa.doc.gov/>

### **AROUND THE INDUSTRY**

**America West** announced the appointment of **Kent Hollinger** to the newly created office of Vice President, Quality Assurance and Engineering. Hollinger will be responsible for the engineering functions of the Airline as well as oversight of aircraft induction, operations audits, records management and coordination of Federal Aviation Administration compliance activities.

[2\\_denial.htm#LIST](#)

This is a list of persons who are prohibited from exporting products regulated under the Export Administration Regulations. Many of these people are located in the United States. If the denied person would be prohibited from engaging in an export transaction, then it is also against the law for anyone else to engage in that transaction on behalf of the denied person.

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### **BXA's Entity List**

<http://www.bxa.doc.gov/Licensing/entities.htm>

These entities are suspected of being involved in developing weapons of mass destruction or the missiles used to deliver such weapons. Any products sold to these end users may present proliferation concerns and will require a license from the Bureau of Export Administration. While this list will assist exporters in determining whether an entity poses proliferation concerns, it is not comprehensive and it does not relieve exporters of the responsibility to determine the nature and activities of their potential customers (see 6 The Update Report 1 (January, 1998)).

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### **Department of Treasury's Master List of Specially Designated Nationals and Blocked Persons**

<http://www.fedworld.gov/pub/tel/t11sdn.pdf> (viewable)

<http://www.fedworld.gov/pub/tel/t11sdall.exe> (downloadable)

This is a list of individuals and organizations that are blocked from participating in export or import transactions because they are believed to be involved in international narcotics trafficking or terrorist activities.

---

### **State Department's List of Debarred Parties**

<http://www.pmdtc.org/debarment.pdf>

The Arms Export Control Act governs the export, import or transfer of defense articles. Individuals and companies banned from such transactions are listed here.

All four of these databases are available in one place on the internet: at the federal website known as Fedworld (a site maintained by the National Technical Information Service). While this "one-stop shopping" can be more convenient

than separately visiting each of the prohibited party lists, it does carry a price-tag. There is a modest annual fee of \$252 associated with this Federal government service.

# UNAPPROVED PARTS NOTIFICATION

NO. 97-321  
September 3, 1998

**AFFECTED LIFE RAFTS:** Life rafts manufactured by Survival Products, Inc.

**PURPOSE:** The purpose of this notification is to advise all owners, operators, maintenance entities, and parts suppliers that Survival Products, Inc., of Hollywood, Florida, has been manufacturing life rafts without FAA approval.

**BACKGROUND:** An unapproved parts investigation revealed that Survival Products, Inc., manufactures life rafts and advertises them for sale in popular aviation publications as light weight, compact and "Government Approved." The "yellow tags" attached to the life rafts give the appearance that Survival Products, Inc., is a certificated repair station and that the life rafts were inspected and approved for return to service. Survival Products, Inc., does not hold an FAA production approval for the life rafts, nor is Survival Products, Inc., an FAA certificated repair station.

**RECOMMENDATION:** Aircraft owners, operators, maintenance entities, and parts suppliers are encouraged to inspect their aircraft and/or aircraft parts inventory for life rafts which state they have been manufactured, repaired, inspected and/or overhauled by Survival Products, Inc., of Hollywood, FL. Appropriate action should be taken to ensure that these life rafts are not utilized for aircraft operations that require an FAA approved life raft.

**FURTHER INFORMATION:** Further information may be obtained from the FAA Flight Standards District Office (FSDO) shown below. The FAA would appreciate any information regarding the source leading to the discovery of the above referenced unapproved life rafts, the means used to identify the source, and the action taken to remove the life rafts from aircraft and stock.

This notice originated from the Fort Lauderdale FSDO, 1050 Lee Wagener Blvd., Fort Lauderdale, FL 33315, (954) 356-7520, ext. 126, fax (956) 356-7531 and was published through the FAA Suspected Unapproved Parts Program Office, AVR-20, (703) 661-0581, fax (703) 661-0113.

*The above Notice was published by AVR-20, the Suspected Unapproved Parts (SUPs) Program Office of the FAA, and is reprinted here, unedited and in its entirety.*

*The Notice applies to life rafts that may be misrepresented as having been inspected and approved for return to service by a certificated repair station. Complete contact data for*

*more information concerning the Notice is included in the text. ASA is not responsible for the accuracy of allegations made by the FAA in this Notice.*

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## INTERNATIONAL AFFAIRS

### Shipper's Export Declaration Requirements Relaxed

Shipping to foreign country? If it is a low-value package then you might not need to fill out a shippers' export declaration [SED]. That's one less piece of paperwork to complete!

The Bureau of Export Administration (BXA) changed the Export Administration Regulations that apply to shipper's export declarations (SED). With this change, no SED is required for any shipment valued \$2,500 or less, unless the low-value shipment falls into one of

the two exceptions: 1) the shipment is made under a license issued by BXA or 2) the shipment is bound for one of the following nations:

- Cuba
- Iran
- Iraq
- Libya
- North Korea
- Sudan
- Syria

Shipments made under a BXA export license, or destined for one of the restricted nations above, are still subject to the original rules governing SEDs.

For purposes of the \$2,500 value determination, a single shipment is defined as a group of similar items (all found on the same tariff schedule) shipped on the same carrier, from one exporter to one importer. The rules governing SEDs for shipments valued at greater than \$2,500 remain unchanged.

## International Business Opportunities

*Many business opportunities for ASA members lie in the aftermarket created by major international aviation transactions. Following are business opportunities with governments and entities outside the United States that may be interested in doing business with aviation suppliers. These reports are excerpted from information published by the United States Department of Commerce, International Trade Administration. Up-to-date information is available from the Business Information Service for the Newly Independent States [BISNIS]: (202) 482-4655.*

A Russian company is looking for an American partner to help develop and manufacture an all-weather navigation system.

ADS Ltd is a private Russian company, founded in 1993. ADS employs a staff of 14 professionals who conduct research, development, production, and maintenance of ground and on-board aids for navigation, and aircraft landing and take-off. The company is currently developing an all-weather navigation system called AJAX. AJAX is designed

to increase flight safety, by securing take-off and landing for aircraft in poor weather, including zero visibility. The company claims that AJAX's system can increase airports' annual turnover between 15 and 50 percent. The AJAX project uses an optical spectrum range, fast processing algorithms, high-speed processors in on-board equipment, and pulse beacons for the ground equipment.

ADS is looking for an American partner to invest in the development of the project, and to undertake joint manufacturing of the AJAX system. Interested parties can contact:

Mr. Dmitry A. Safyan, Director Gen.  
c/o NII Televideniya  
Politekhnikeskaya Street 22  
St. Petersburg, 194021 Russia  
Tel: 7-812-556-9136  
E-mail: niva-ep@infopro.spb.ru

*Looking for a cargo handler in St. Petersburg, Russia?* The Department of Commerce says that there is a new company known as Cargo-Express, Ltd [CEL]. CEL is a small Russian com-

pany established in 1996. CEL specializes in: (a) transportation of general cargoes; (b) customs clearance services at the St. Petersburg sea port and airports, and Finnish airports; (c) providing temporary warehouse space; and (d) inland transportation. CEL provided cargo services during President Clinton's 1996 trip to St. Petersburg (no Monica Lewinsky jokes, please), and it has experience with companies that are well-known in the United States, like Ikea, Gilette, and Caterpillar.

CEL is interested in establishing partnership relations with U.S. transportation companies, and also in doing business with companies that ship cargo to Russia and need help in customs clearance or warehousing. ASA members with these needs should contact:

Mr Valery Orlov, Director  
12 Tobolskaya Street  
St. Petersburg, Russia  
Tel: 7-812-118-4170  
E-mail: cargoex@mail.axon.ru

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## AlliedSignal Products Mostly Y2K Compliant

In the June Issue of The Update Report, ASA reported that Sundstrand has been willing to certify the Y2K compliance of their parts. That same article also explained that manufacturers have been unwilling to verify Y2K compliance for their parts, leaving distributors in a dif-

ficult position when the customers insist on Y2K certification.

AlliedSignal has taken steps to alert customers to the Y2K compliance status of their parts. In a letter published Wednesday, August 19, AlliedSignal

outlined its Y2K compliance plan and provided customers with a resource for determining the Y2K compliance status of AlliedSignal parts. The complete text of the AlliedSignal letter to their customers follows.

Dear Air Transport & Regional Airline Customer:

Thank you for your inquiry as to AlliedSignal's plans with respect to the Year 2000 issue.

Recognizing the size and complexity of this matter, AlliedSignal has been implementing a company-wide initiative to address Year 2000 issues over the last two years. The plan encompasses all of AlliedSignal's software applications, processes and products, including products that contain embedded software provided by our vendors. The plan includes the following steps:

Inventory Assessment (includes project management, portfolio analysis-mapping, hardware, software, impact analysis, and tools assessment)

Conversion Planning (ensures proper planning of configuration, management, quality assurance, and maintenance support)

Analysis/Test Planning (manages integrated building/cleaning test environments, ensuring availability of resources including manpower, DASD and tools)

Replacement/Correction (consists of construction efforts to repair, replace or eliminate products)

Testing (consists of unit testing as well as system and integration testing where analysis is insufficient to make a positive determination regarding a product's status)

Please be assured that AlliedSignal's Year 2000 program is a top priority, and that we are confident that the program will minimize any potential impact that may be felt in your business.

As to your inquiry regarding the compliance of our products, all Air Transport & Regional Airline products that we currently manufacture are either Year 2000 compliant or "Not Applicable" except for a few Business & General Aviation products which are classified as "Operational." "Operational" is defined as those products that contain electronic circuits or embedded software and which will continue to operate into the next century, but may experience anomalies. Attached you will find a list of these products and the anomalies that may be experienced with the unit. In our view, these anomalies are likely to have minimal impact on the operation of the unit and would not affect flight safety. Of course, you will want to evaluate the impact, if any, of the anomaly on your use of the unit.

AlliedSignal Year 2000 Category definitions are as follows:

a."Compliant Products" are products that contain electronic circuits or embedded software and if they process date information are capable of handling the change in century, "leap year 2000" and certain other key dates without anomaly or failure.

## Determining Y2K Compliance for AlliedSignal Products

(Continued from page 102)

b. "Operational Products" are products that contain electronic circuits or embedded software and which will continue to operate into the next century, but may require a change to their operating procedure to correct anomalies. Explanations of the anomaly and the methods used to correct it will be issued to the field.

c. "Products Requiring Action" are products that contain electronic circuits or embedded software and which will require the implementation of remedial action or replacement in order to be "Operational" or "Compliant" (as defined above).

d. "Not Applicable" products are products that do not contain electronic circuits or embedded software.

e. "Under Evaluation" products are products that are currently undergoing analysis or testing to determine its Y2K compliance. After the analysis is complete, this indicator shall be changed to an appropriate code from the items listed above.

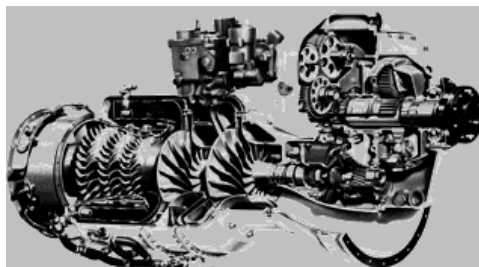
Note that these classifications are based on an analysis of AlliedSignal products on a stand-alone basis, and do not relate to the performance of such products in circumstances, if any, in which such products interface with other products that may or may not be affected by Year 2000 issues. We cannot make any representation or warranty with regard to the proper operation of the interfacing products or our product when used in conjunction with other products.

All of the information contained in this letter is provided to you for informational purposes only and does not constitute a representation or warranty by AlliedSignal. This letter shall not be deemed to alter, amend or modify the terms and conditions of your written contractual agreement(s) with AlliedSignal, including any and all limitations on remedies provided therein.

Please direct questions regarding the AlliedSignal Year 2000 program or requests for additional information to me. Should you wish a product specific compliance statement, please visit our EAS Y2K product status web site at: [www.alliedsignal.com/aerospace/product/y2k/](http://www.alliedsignal.com/aerospace/product/y2k/)

Sincerely,

Darryl Carroll  
Director, Customer Excellence  
(913) 712-5425



*AlliedSignal TPE 331: cut-away view*

*Need Info on Specific AlliedSignal Products?*

*Search air transport & regional products for Y2K compliance:*

*<http://www.alliedsignal.com/aerospace/product/Y2K/eas/atr/customer.html>*

*Search business and general aviation products for Y2K compliance:*

*<http://www.alliedsignal.com/aerospace/product/Y2K/eas/bga/customer.html>*

*Don't forget*

The ASA Annual Conference  
is on  
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in  
Dana Point, California

Make your travel and accommodation arrangements as soon as possible to avoid getting closed out!

For more details, see:  
[www.airlinesuppliers.com/conference.html](http://www.airlinesuppliers.com/conference.html)

## Exemption Update

"Know your business partners" is frequently-given advice, but like all classics, it never goes out of style. Suppliers that use (or possess) repair stations always need to be aware of the limitations of the repair station's ratings. Repair stations are only permitted to perform the maintenance tasks that are described among the ratings in their air agency certificates.

Earlier this year, ASA published an article entitled "Exemption from the Part 145 Housing Requirements." That article explained the FAA housing rules (found in 14 C.F.R. § 145.37), and referred to an existing petition for exemption from the rules as an example to demonstrate the bounds of the regulations. The petition had been filed by AOG, Inc., and it asked for permission to repair fuel cells under an airframe rating even though AOG did not have a facility that met the requirements of the regulations. The article explained that this sort of petition is commonly denied.

As ASA predicted, the FAA has denied AOG's petition.

One lesson to be learned from this is to be wary of business partners who claim that they have an exemption petition on file with the FAA. Another is to be certain that your business partners hold the appropriate ratings for the work they do. While AOG appears to have operated within the law, the FAA has issued civil penalties to other companies that have failed to meet the requirements of the regulations while exercising the privileges of a FAA certificate. When this happens to a repair station, it can mean that all of the work performed by the company is suspect, and must be performed again.

The aviation regulations require a repair station to display its FAA air agency

certificate and ratings in a place that is accessible to the public. If you're not sure of the company's capabilities, don't be afraid to ask to see the repair station's FAA air agency certificate before you do business with the company.

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*The AOG petition is identified as docket number 28975. It sought exemption from 14 C.F.R. § 145.37 (b). The denial is dated June 11, 1998.*

## Prepare for the Lean Times and Thrive!

*(Continued from page 97)*

lean times - a clever supplier can thrive.

Changes in the rate of purchase and manufacture of new aircraft are often a product of air traffic growth. Air traffic growth has been linked to factors like the world gross domestic product and the real cost of air travel. Based upon a forecast of 3% annual growth in the world economy, forecasters predict about a 5% annual growth in air traffic over the next fifteen years. Of course, this represents an average - there are peaks and troughs in passenger growth just like any other business.

Other factors that affect new aircraft purchase rates include efficiency (if increased passenger demand can be met by greater efficiency, then there is no need for new aircraft) and retirement of aging aircraft (creating a need for replacements, which are usually more efficient and cost-effective on a per-mile basis).

During boom times in the past, air carriers have been accused of buying more aircraft than they needed, only to throw the aircraft manufacturers into crisis by canceling and delaying orders once traffic growth diminishes. In this current cycle, though, air carriers are examining their future needs more closely and planning to make sure they can remain profitable no matter what direction the market takes. In order to avoid being caught with too much capital invested in new aircraft in the event of a down cycle in passenger growth, some air carriers are paying special attention to their aging aircraft: spending a little more on maintenance and engineering to extend the life of the aircraft. The investment in extending the life of the older aircraft in the fleet can be quite worthwhile - in the event of a downturn that requires aircraft to be retired, carriers will find that retiring the older birds

plays better with the shareholders if the company has not just recently made a heavy investment in new aircraft.

These sorts of air-carrier strategies provide a prime opportunity for suppliers of parts and services. Keeping the older aircraft in the air often requires more maintenance than does the same operation being performed on a newer aircraft. That means more replacement of parts to avoid things like pitting and cracking that could lead to problems.

There are two ways to discover which parts will be needed. The first is to use a crystal ball and tarot cards to guess the future. While some businesses have been successful on good guesses, the best guesses are the ones based on hard data. A method ASA recommends is to speak with your customers about their plans for the future, and think about the long-term effects of their answers in a global economy. Are they buying new aircraft or are they developing a strategy to keep their aging aircraft flying longer? Are their aging aircraft strategies likely to glut the market with aircraft to be parted-out, or are there likely to be relatively few parts available for a large fleet of well-maintained aging aircraft? Will your inventory become more valuable as these aircraft continue to fly, or less valuable as the aircraft are retired?

No matter which strategies the customers choose, they are sure to provide business opportunities for the suppliers who accurately predict the customers' needs.

## Superior Pins AD

The March issue of The Update Report included an article on the proposed airworthiness directive [AD] issued against piston pins manufactured by Superior Air Parts. That AD has become final.

Investigation by the FAA has revealed that some of the affected piston pins may contain subsurface manufacturing imperfections as well as imperfections caused by final machining. Therefore the AD requires that all defective piston pins be removed from service and replaced with serviceable parts.

Owners and operators are required to remove piston pins described in the AD; however because the industry generally catalogs ADs based upon a type certificate identification, some reciprocating engine maintenance performers may miss these part-number specific ADs. Distributors handling reciprocating engine parts should therefore be on the look-out for piston pins subject to this AD.

The affected piston pin is P/N SA629690, shipped by Superior between August 1, 1994, and June 20, 1996. These pins may be installed on various models of Teledyne Continental Motors IO-360, LTSIO-360, and TSIO-360 reciprocating engines which were overhauled or had cylinder head maintenance performed after August 1, 1994. These engines are installed on a wide variety of aircraft, including but not limited to aircraft made by Cessna, Maule, Swift Museum Foundation, Inc., New Piper Inc., Reims, Mooney, and Pierre Robin. The pins may also be uninstalled, in suppliers' inventory.

## Carol Giles Takes the FAA AFS-301 Job

FAA Continuous Airworthiness Maintenance Division has a new Assistant Manager (known internally at the FAA as "AFS-301" because of the mail routing symbol for the office); she is Carol Giles.

Giles has been in aviation for twenty years. After serving as a mechanic in the Army for three years, she left the service in 1981 to work for the Alaska Army National Guard as a civilian mechanic.

Nine years later, she joined the FAA as an aviation safety inspector in Anchorage, Alaska. She was transferred to FAA's Washington Headquarters in 1996 but not before being promoted to unit supervisor in Alaska.

At Headquarters, Giles served as a staff specialist in the General Aviation and Commercial Branch. She also acted as Manager in that Branch for three months. In addition to this management experience, Giles acted as a manager in the

Southwest Region, so she has had an opportunity to study the operations of several different FAA locations.

During her tenure as the FAA representative to the ARAC GA Maintenance Working Group (just one of her duties), she demonstrated to the industry representatives a deep knowledge of maintenance and airworthiness matters. She also showed that she is skilled at working in a group to increase safety. Her recent promotion will make good use of these technical and communication skills.

Communication, in fact, will be a priority during her tenure. In a recent interview with ASA, Giles explained that she wants

to focus on improving communication between Headquarters and the regions. She feels that the perennial industry complaints about lack of uniform interpretation among the regions can be made a thing of the past through adequate communication of all ideas.

She also wants to focus on maintaining open lines of communication with the industry. Giles enjoys good relations with many in the private sector and she intends to capitalize on her contacts to make sure that the FAA can develop the best rules possible to maximize safety.

Giles replaces Dennis Piotrowski in the AFS-301 position. A long-time friend to the distributor industry, Piotrowski has left the government to take a position as Vice President of Quality at BELAC. Located in Clearwater, Florida, BELAC performs engineering studies for aftermarket parts destined for installation on transport category aircraft



Giles Visits ASA Headquarters

## Haz Mat Fines Continue to be Heavy

The FAA continues to propose some heavy fines for hazardous materials violations. These companies learned the hard way that hazardous materials awareness training is far less expensive than failure to train. Haz Mat awareness will be one of the featured workshops at this year's ASA Annual Conference.

American General Supplies [AGS] of Dallas [*this is not the ASA member based in MD & CA*] sent four cans of liquid to Federal Express. There was no declaration of hazardous materials - in fact, the shipper's invoice described the contents as books. Fed Ex sorters at DFW, who've obviously been trained in haz-mat recognition, noticed a paint smell and suspected that the cans could contain hazardous liquid despite the fact

that AGS had not identified the contents correctly. Sampling by FAA inspectors confirmed that the cans contained a class 3 flammable liquid. The FAA issued a Notice of Proposed Civil Penalty [NPCP] to AGS in the amount of \$55,000.

UPS employees at DFW detected a strong odor from a package that was leaking. FAA inspectors were called in, and they discovered that the undeclared package contained a dozen 16-ounce metal cans of an injector valve combustion chamber cleaner. The FAA has issued a \$65,000 NPCP to Wynn Oil Co. of Azusa, CA in this case.

Akzo Nobel Shanghai Ltd, of Shanghai, China sent three two-liter cans of paint from Shanghai, China, to Stuttgart, Ger-

many. The package traveled through the United States. When the paint leaked during transit from China to Alaska, it touched off an investigation that revealed the shipment was not marked nor labeled in compliance with DOT regulations. The FAA issued a NPCP in the amount of \$95,500.

The FAA recently accused six companies of violations related to shipping oxygen generators. The companies were cited for improperly describing, marking, labeling, and documenting the shipments, or for allowing untrained employees to handle the shipments. These six a NPCPs totaled \$400,000 in fines. Full details are available through ASA's web site

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## UPCOMING EVENTS

*\* = ASA will be speaking there*

- Oct. 11-13** \* **Airline Suppliers Association (ASA) Annual Conference**, Laguna Cliffs Marriott Resort, Dana Point, CA. For more information, contact ASA by phone at (202) 216-9140, send email to [conference@airlinesuppliers.com](mailto:conference@airlinesuppliers.com) or see <http://www.airlinesuppliers.com/conference>.
- Oct. 19-21** **NBAA Annual Meeting & Convention**, Las Vegas, NV. Call NBAA at (202) 783-9000
- Oct. 25-27** **Speednews Regional & Corporate Suppliers Conference**, Rancho Mirage, CA. Fax: (310) 203-9352.
- Nov. 2-6** **ICAP Fleet Modernization Planning Workshop**; meant for government personnel, this workshop addresses topics like the contracting process and logistics support analysis. For info, email [elizabeth.allison@gsa.gov](mailto:elizabeth.allison@gsa.gov).
- Nov. 4-5** \* **Airline Inventory, Component Management & Overhaul Conference**, London, UK. Call Aircraft Industry Conferences in England for more information: +44 171931 7072.
- Nov. 5-6** **SPEC 2000 Forum**, Adams Mark Hotel, San Antonio, TX. Contact Teresa Friend at (202) 626-4039.
- Dec. 2-3** \* **Aircraft Heavy Maintenance & Upgrades Conference**, Miami, FL. Call Aircraft Industry Conferences in England for more information: +44 171931 7072.

\* events with asterisks will feature presentations by ASA personnel

Don't forget to set aside October 11-13, 1998 for the ASA Annual Conference!  
More information is now available at

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