

WORKSHOP DESCRIPTIONS

Workshop A

Hands-On Inspection

Roy Resto, President/ FAA-DAR, AIM Solutions Consulting, LLC.

This workshop will be hands-on, learning to spot errors in documentation and parts, including those piles of pesky trace and airworthiness paperwork. The focus will be on error detection and developing that 'eye' for the craft. Attendees will refresh themselves with clues to look for and be able to bring these skills back to their workplace.

Workshop B

ISO 9001:2015 and AS9120 Rev B Changes Impacting Distributors

Jim Lee, President, SimpleQuE

Bill Forthofer, Director, SimpleQuE

Learn about the new and updated requirements to ISO 9001 and AS9120 Rev B. Understand these changes with a focus on their impact to distributors. It's important to understand the requirements so you don't over complicate what might need to be done. What you do today may already comply in many areas, but you need to understand how and when to take credit. Understand where the true gaps exist for your company, and get ideas on how to comply with new requirements. Learn from a service company that is already certified to ISO 9001:2015 and has clients who have already made the journey. These ISO 9001 changes are incorporated into the newly released AS standards, since it is embedded within the aerospace standards.

Workshop C

How to Prepare Yourself and Your Business for the Rigors of an M&A Process

Stephen Perry is the Co-Founder, CEO & Managing Dir. of Janes Capital Partners

Panelists will provide hands-on, practical knowledge. Information provided will be relevant to the MRO and Parts Distributors.

- Should I sell my business?
- If so, to whom?
- How does the process work?
- What about timing?
- How much is my business worth?
- What makes a business like mine valuable?
- Why do some businesses sell and others don't?
- Is there anything I can do today to make my business more valuable and saleable in the future?

Panelists will provide hands-on, practical knowledge. Information provided will be directly relevant to the Maintenance Repair & Overhaul ("MRO") and Parts Distributions industry segments.

Workshop D

AFRA Contract Workshop

Tamsin Hayward, Consultant Lawyer, Keystone Law

Drafting for sensible risk allocation in aircraft part-out and consignment contracts.

Workshop E

ASA Government Affairs

Jason Dickstein, Managing Partner, Washington Aviation Group, PC and the Law Offices of Jason A. Dickstein

Tim Shaver, Manager, Continuous Airworthiness Maintenance Division

Barb Capron, Aviation Safety Inspector, System Perf. & Development Branch, FAA

This workshop will cover the latest regulatory and industry changes that could impact your business.

Workshop F

Critical Thinking: Building the Foundation for Better Decisions

George Ringger, MSA, P.E., Accreditation Manager - ASA / President, G. Ringger Consulting, Inc.

Aviation distributors operate in a dynamic sea of regulatory, industry and business-enterprise forces. Managers must consider many factors before deciding the best course of action that will ultimately affect their company's performance. Whether or not the best decision was actually made, often times, does not reveal itself until unintended consequences are felt. This workshop presents the benefits of using Critical Thinking skills and techniques to enhance management decisions.

Workshop G

AFRA: Technical Workshop

Jason Dickstein, President, Washington Aviation Group, PC and the Law Offices of Jason A. Dickstein

Kelly Lyon, Auditor, Aviation Suppliers Association

Mr. Lyon will review the AFRA Accreditation Program. Mr. Dickstein will discuss the laws, regulations and industry standards that apply to part removal during disassembly and shipping.

Workshop H

Operational Excellence

Tracy Alim, Global Operational Excellence Manager, KLX Aerospace Solutions

Discover how to transform your organization and exceed business expectations by learning and practicing Operational Excellence. Mr. Tracy Alim, will introduce you to the Operational Excellence Leadership Philosophy and three Operational Excellence tools that you can and should deploy immediately.

Workshop I

Executive Roundtable: Continuing the End User/Supplier Conversation...

Mitch Weinberg, President, International Aircraft Associates

Jimmy Wu, President/CEO, Infinity Air, Inc.

This workshop will take discussion points from the General Session panel's dialog and focus more on implementation in the aftermarket supply chain. During this open forum, participate and learn from other suppliers and end users who have

maintained successful partnerships; discuss challenges, differentiation, the future, et al. Come prepared to ask questions that will help establish your position and/or share your experiences that have facilitated those partnerships and redefine your position in the aftermarket supply chain.

Workshop J

Group Think: Beware the Perils!!!! Building the Foundation for Better Decisions

George Ringger, MSA, P.E., Accreditation Manager - ASA / President, G. Ringger Consulting, Inc.

How many times, when something goes wrong, you hear someone say something like this, "Hey, we all agreed this was the right thing to do!" As described by Irving Janis, Ph.D., "Groupthink is a mode of thinking that people engage in when they are deeply involved in a cohesive in-group, when the members' strivings for unanimity override their motivation to realistically appraise alternative courses of action." No one is immune to its perils! It is the mode of thinking we unintentionally slip into when we seek concurrence. Unfortunately, it can become so dominant that it over-rides realistic judgments or alternative decisions. This workshop will introduce the attendee to the symptoms of Group-Think and safeguards to prevent it.

Workshop K

ASA Technical Services

Sam O'Connor, VP Technical Services, ASA

Kelly Lyon, ASA Auditor

Michelle Billoir, ASA Auditor

This team of quality professionals will review ASA's technical programs including ASA-100, ISO 9001, AS9100, AS9110, AS9120 and training.

Workshop L

Parts Wars: Documentation Changes

Jason Dickstein, ASA General Counsel, Washington Aviation Group, PC and the Law Offices of Jason A. Dickstein

This workshop will examine recent changes affecting the documentation of the parts in YOUR inventory. We will cover US changes to the 8130-3 rules, US/EU changes to the bilateral agreements and the implementing documents that affect 8130-3 tags, and will compare the minimum documentation standards required by the regulations to the minimum standards recommended in FAA guidance.

Workshop M

AFRA Panel: Digital Economy of EOL Management

Ayce Celikel, Managing Director, Co-founder, AeroBay

Steve Powell, Manager, StockMarket.aero

This panel will discuss the Digital Economy of EOL Management.

Workshop N

Women Leaving Their Mark in Aviation

Nicole Wright, Sales Manager, AJW Group

Lee Kapel, President, TSI Aviation

Grace Regillo, Manager, Strategic Sourcing at Air Canada Maintenance

This workshop will discuss the efforts to start an association that represents women in aviation with the focus on business management.

Workshop O

Human Factors for Aviation Distributors – Human Factors is now AS9120 Rev B!

George Ringger, MSA, P.E., Accreditation Manager - ASA / President, G. Ringger Consulting, Inc.

This workshop is designed specifically for aviation distributors to explain the human element aspects that cause errors and affect critical decision making in the workplace. An introduction to SHELL theory and an overview of DuPont's Dirty Dozen will be covered, including such human-factors gremlins as complacency, assertiveness, distraction, fatigue, and stress. Upon completion of this highly informative session, the attendee will be introduced to a step-by-step approach to implement a more thorough Human Factors program at their facility.

Workshop P

Parts Wars: Export Compliance

Ryan Aggergaard, Attorney, Washington Aviation Group, PC

This hands-on workshop will discuss US regulations that affect the export of commercial aircraft parts, including the changes of the past year, and will feature an opportunity for participants to assess compliance mechanisms.

Workshop Q

ISO 9001:2015 and AS9120 Rev B Risk Management Requirements for Distributors and Their Suppliers

Jim Lee, President, SimpleQuE

Bill Forthofer, Director, SimpleQuE

Companies of all sizes deal with risks all the time. What does ISO 9001:2015 & AS9120 Rev B require? Do we have to do anything differently? Learn what distributors need to know to satisfy new ISO and AS requirements. Get practical guidance and ideas where risk needs to be evaluated with a workshop exercise on product verification and supplier risk. This hands-on, interactive workshop will help you identify many areas where risks are managed or help you identify where risks need to be managed. Learn what evidence or records will be required. This workshop will help give you confidence where you already comply and give you tips on what you might do if you are weak in an area.

Workshop R

AFRA Panel: Aircraft Valuation

Moderated by Jeff Lewis, Fortress Investment Group LLC

This panel will discuss aircraft retirement valuation.

For more information visit www.aviationsuppliers.org/Annual-Conference.