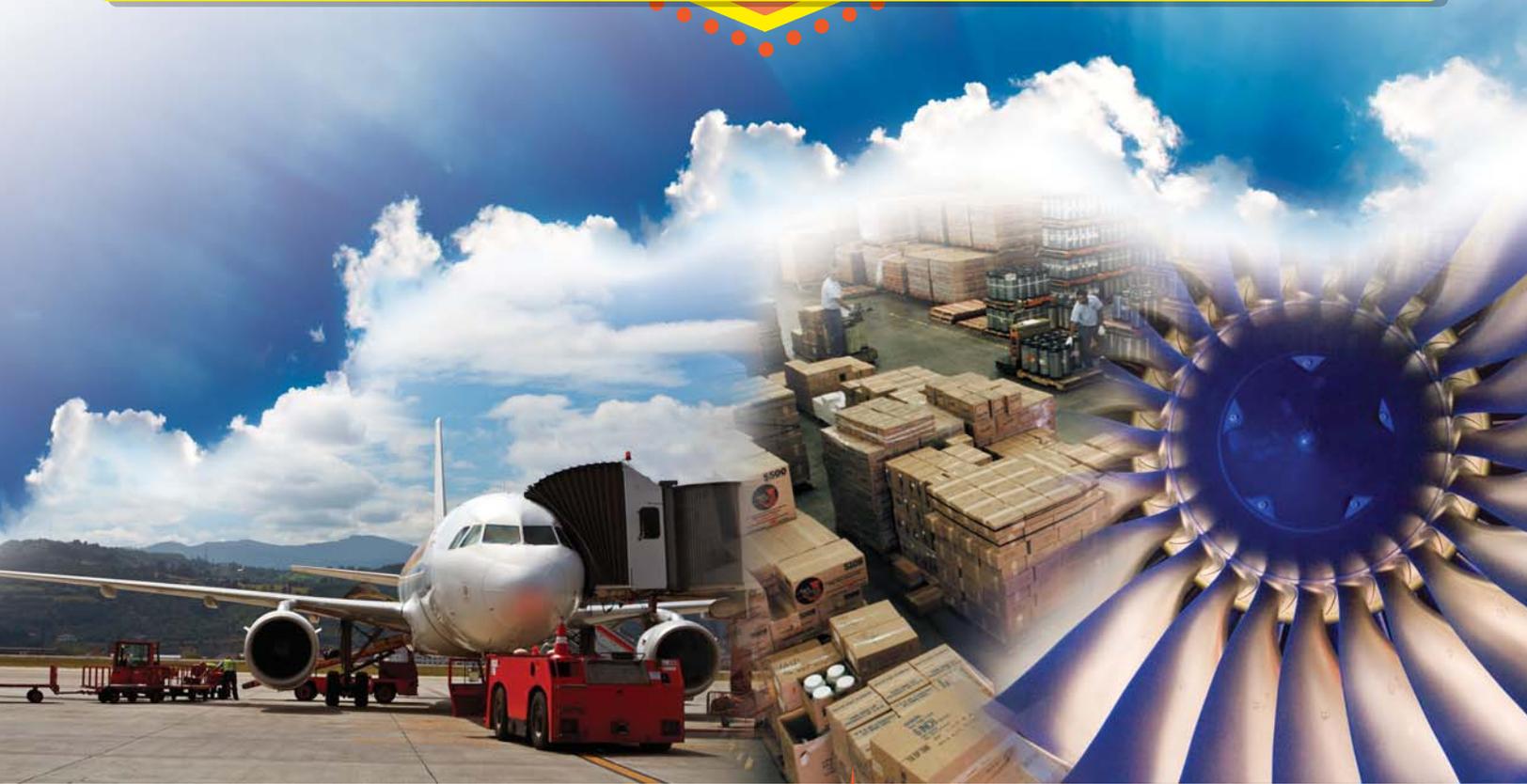




ASA 2010

INFORMATION FOR SUCCESS

ANNUAL CONFERENCE • JUNE 27-29, 2010 • Four Seasons Las Vegas



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ASA 2010:

Information for Success

FOUR SEASONS HOTEL – LAS VEGAS

Steps from world-class gaming, entertainment and nightlife, Four Seasons invites you to recharge within an oasis of tranquility. At the south end of the Strip, our non-gaming sanctuary provides immediate access to the amenities of Mandalay Bay Resort and Casino. With warmly residential style and reliably thoughtful care, we create a calm, personalized approach to Las Vegas vitality. The ASA room rate is offered through June 4th, subject to availability. Please contact the hotel directly at 702-632-5000 and reference "aviation" to make reservations.

ASA Room Rate . . All nights – \$149

ATTIRE

Educational Sessions – Business Casual

Welcome Reception – Business Casual

Banquet Dinner – Business

Golf Tournament – Appropriate golf attire is expected. No metal spikes will be permitted on the course.

Saturday, June 26

6:45 AM – 2:00 pm

Bill Cote Memorial Golf Tournament

Bear's Best Las Vegas

Sponsored by Volvo Aero Services

The Golf Tournament will be held at the Bear's Best Las Vegas. Jack Nicklaus selected 18 holes from his worldwide course designs to create one extraordinary golfing experience. Transportation will be provided. Departing the hotel at 6:30 am, the tournament begins at 7:30 am. Complimentary breakfast and lunch will be provided. An awards ceremony will be held during the Sunday Welcome Reception.

Schedule of events

The agenda is subject to change. Please see ASA's website www.aviationsuppliers.org/Annual-Conference for the most up-to-date schedule. All events, with the exception of the Golf Tournament, will take place at the Four Seasons Hotel – Las Vegas.

Sunday, June 27

8:30 am – 3:30 pm

Quality Assurance Committee Meeting

Sponsored by AerSale, Inc.

The Quality Assurance Committee (QAC) meets twice each year to discuss quality assurance policies, to improve practices and to provide methods that ensure the safe exchange of aviation parts and materials.

Attendance is open to all conference participants at no additional charge, but separate registration is required. Please visit us online at www.aviationsuppliers.org/quality-assurance-news for details.

2:00 pm – 6:00 pm

Registration

6:00 pm – 8:30 pm

Welcome Reception

Sponsored by Inventory Locator Service, LLC (ILS)

Monday, June 28

7:00 am – 5:00 pm

Registration

2010 ASA/AFRA Exhibit Hall Opens

7:00 am – 8:00 am

Continental Breakfast in the Exhibit Hall

Sponsored by Tracer Corporation and Messier-Bugatti-Tracer

8:00 am – 10:00 am

OPENING GENERAL SESSION

Welcome and Opening Remarks

Michele Dickstein

President, Aviation Suppliers Association

ASA Keynote Presentation

Dale Wilkinson

*Vice President, Material Management
Boeing Commercial Aviation Services*

Aircraft Fleet Recycling Association (AFRA) will hold its Annual Meeting June 28-30.

The AFRA Annual Meeting functions are incorporated into the second day of the ASA 2010 agenda, and includes a full day of AFRA-related educational functions on June 30. All ASA 2010 attendees are welcome to attend the AFRA 2010 events. For a full AFRA 2010 agenda, visit www.afraassociation.org.

Monday, June 28

Challenges & Opportunities from a Customer's Perspective

Mitch Weinberg

President, International Aircraft Associates

Eduardo Sansigre

Senior VP Administration & Purchasing Iberia Maintenance and Engineering

Melvyn Heard

Materials Product General Mgr., GE Aviation

10:00 am – 10:30 am

Morning Break in the Exhibit Hall

Sponsored by Unical Aviation, Inc.

10:30 am -12:00 pm

GENERAL SESSION... CONTINUED

The Government Perspective

Carol Giles, *Manager, Aircraft Maintenance Division, FAA*

Julian Hall, *EASA US Representative, EASA*

Thomas S. Dougherty, *Trial Attorney Computer Crime and Intellectual Property Section U.S. Department of Justice*

12:00 pm – 1:30 pm

Lunch

WORKSHOPS

1:30 pm – 3:00 pm

Information for Success Workshop Series

Workshops A, C, E, G and Forum 1

3:00 pm – 3:30 pm

Afternoon Break in the Exhibit Hall

Sponsored by Silver Eagle Agency, Inc.

3:30 pm – 5:00 pm

Information for Success Workshop Series

Workshops B, D, F, H and Forum 2

7:00 pm – 9:30 pm

Banquet Dinner & Entertainment

Sponsored by Inventory Locator Service, LLC (ILS)

Presentation of Edward J Glueckler Award

Each year, the Edward J. Glueckler Award is given to an individual in recognition of outstanding commitment, dedication and contribution to the Aviation Suppliers Association and to the aviation industry.

Tuesday, June 29

7:00 am – 8:30 am

Members-Only Breakfast Meeting

Sponsored by A.J. Levin Company, Inc. & International Aircraft Associates, Inc.

All ASA members are welcome to attend the annual member meeting. Please join us in discussing ASA issues.

8:30 am – 10:00 am

GENERAL SESSION

AFRA Keynote TBA

Market Outlook

David A. Marcontell

President, TeamSAI M&E Solutions

10:00 am – 10:30 am

Morning Break in the Exhibit Hall

10:30 am – 12:00 pm

Information for Success Workshop Series

Workshops A, F, I, J

12:00 pm – 1:00 pm

Lunch

1:00 pm – 3:30 pm

Information for Success Workshop Series

Workshops B, E, K

3:30 pm

ASA 2010 Adjourns

All conference attendees will receive a certificate of completion following the event.

Wednesday, June 30

AIRCRAFT FLEET RECYCLING ASSOCIATION (AFRA) ANNUAL MEETING

All ASA 2010 attendees are welcome to attend the AFRA 2010 events.

9:00 am – 10:15 am

Disassembly

Industry leaders discuss the state of engine parting & precious metal recovery, airframe salvage, dismantling aircraft, and parts recovery.

10:15 am – 10:30 am

Break

10:30 am – 11:45 am

Aircraft Storage

What are the best practices in aircraft storage? Learn more about what airlines are looking for in this growing sector.

11:45 am – 1:30 pm

Lunch

1:30 pm – 2:45 pm

Materials Recycling

Panelists will discuss emerging technologies for electronics recycling, cabin interiors, metals and halon recycling.

2:45 pm – 3:15 pm

Break

3:15 pm – 4:30 pm

Aircraft Valuation: Top 6 retiring aircraft buys in 2010

This groundbreaking session will be led by ISTAT Director, Fred Klein, and will feature extensive audience question and answer regarding the value of aircraft nearing retirement.

AFRA Featured Speakers:

Ken Auen, The Magellan Group

Alain Berube, Volvo Aero Services Corp.

Earl Diamond, Avianor Aviation

Chris Dumont, OrangeAero

Jack Feir, Jack Feir & Associates

Jan Gosau, Adherent Technologies

Greg Hutchinson, ECS

Fred Klein, ISTAT, Aviation Specialists Group

Steve Manley, Universal Asset Management

Abdol Moabery, GA Telesis

Doug Scroggins, Aircraft Recycling Corp.

Derk-Jan VanHeerden, AELS

Workshop Series – Information for Success

Q Workshops in the **Quality Track** designed for quality assurance professionals to provide the latest developments and new requirements in aviation quality practices.

B Workshops in the **Business Track** are designed for business managers to provide insight on current trends in aviation business practices in all areas of business, from personnel mgmt. to information technology.

LR Workshops in the **Legal/Regulatory Track** are designed to update attendees on the latest regulatory and legal changes

Workshop A: **Q** **LR** *Exporting Aircraft Parts*

Jason Dickstein, *General Counsel, ASA*

The global marketplace poses a tremendous opportunity, but exporting aircraft parts can be a perilous business. The Treasury, State and Commerce Departments all have export regulations that can affect your international transactions. This session reviews the regulatory mechanisms that affect exports, and examines some of the exceptions that can make exports easier.

Workshop B: **Q** **LR** *8130s Gone Wild*

Jason Dickstein, *General Counsel, ASA*

The new Part 21 regulations have been accompanied by a number of detail changes in the 8130-3 tag rules. But the devil is truly in the details when you are looking at 8130-3 tags. We will review the latest changes to the regulations and policy surrounding the 8130-3 tag, as well as other related topics likely to affect distributors.

Workshop C: **Q** **B** **LR** *What the Futurists Are Saying About Aviation, Leadership, and the World*

Dr. Richard Levin, *Executive Coach, Television Commentator, and Newspaper Columnist*

Futurists aren't mind-readers and they don't predict the future. Rather, they are wise business leaders, sociologists, and scientists who are exquisite at projecting future trends by identifying clues in today's reality. Dr. Levin is not a futurist, but in some ways he plays one on TV. He will guide us through a stimulating discussion about how the information we already know and see today in our work and home lives contains the data we will require to address tomorrow's needs.

Workshop D: **B** *The New Fundamentals of Leadership: How Washington and Wall Street Have Re-Defined Success*

Dr. Richard Levin, *Executive Coach, Television Commentator, and Newspaper Columnist*

Political, financial, and sociological developments over the past couple of years have shaped the way we view the leader's role in the digital age. From Twitter, Facebook, LinkedIn, and other social media, to the meltdown of leadership in Washington and on Wall Street, we have new reasons to ask: "If we are successful at what we do, what will success look like?" Dr. Levin will walk us through the basics of contemporary leadership: what works, what doesn't, and what we still have to learn.

Workshop E: **Q** *Internal Auditing: Making it Effective!*

George Ringger, *P.E., FAA-DER, FAA-DAR, G. Ringger Consulting, Inc.*

Value-added internal auditing is a must-have for customer satisfaction and managing risk. This workshop is designed for aviation parts distributors looking to develop the skills necessary to audit both product necessary to

audit product and process focused Quality Management Systems. (Based on AC 00-56, ASA-100, CASE 3A, AS9120 & ISO 9001 standards).

Workshop F: **Q** *Introduction to Risk Management*

George Ringger, *P.E., FAA-DER, FAA-DAR, G. Ringger Consulting, Inc.*

The entire aviation industry is shifting to a Risk-Based management approach. Driven by international mandates by the International Civil Aviation Organization (ICAO), the FAA, EASA, TCCA, and other national civil aviation authorities are implementing and imposing on manufacturers, operators, and maintenance providers Safety Management Systems (SMS), based on managing risk. In addition, Quality Management Standards such as AS9100C, ISO, and others have incorporated requirements for companies to formally describe how risk is managed within their own organizations. As a result, industries throughout civil aviation wrestle with the new Risk-Based management lexicon. This workshop, based on ISO 31000: 2009, is designed to familiarize executive stakeholders, management officers & professionals with the principals of Risk Mgmt.

Workshop G: **Q** **LR** *ASA Accreditation – Partnership for Safety*

Stephanie Brown, *Director of Programs, ASA*
Kelly Lyon, *ASAAP Auditor, ASA*

Ms. Brown and Mr. Lyon will provide an overview of the ASA-100 Quality System Standard, the steps to becoming an accredited distributor, and how the ASA-100 Accreditation Program can expand your customer base. Learn how you can provide your customers with an added level of certainty that your quality system not only meets, but exceeds the standard of quality required by FAA Advisory Circular 00-56A. Already ASA-100 accredited? Come get a refresher on the ASA-100 Standard and join Ms. Brown and Mr. Lyon as they take you through the framework for conducting an effective ASA-100 self-evaluation audit.

Workshop Series – Continued

Workshop H: International Aviation Quality

Edward Bayne, *Enterprise Interface Boeing Commercial Airplanes*

Do you want to know what is happening with AS 9100, AS 9110, AS 9120 and AS 9104? These standards, the oversight of the audit process, and auditor qualifications are changing. Mr. Bayne will discuss the latest changes to the Aerospace Quality standards as well as the latest documents issued in support of those standards.

Workshop I: Airworthiness Event Forum

Graham Carson, *Head of Material Business, Rolls Royce*

Join the discussion on what defines an 'airworthiness event' at this interactive workshop. Mr. Carson will report on the recent debates and lead the discussion as members seek to clarify which articles should include disclosures about historical events that could have affected the airworthiness of the article.

Workshop J: European Aviation Safety Agency

Julian Hall, *EASA US Representative, EASA*

EASA has a number of items on its work program and in its regulations that affect distributors doing business in Europe. Important existing standards include the traceability requirements for parts. Items on EASA's future work program include more proactive control of distributors. Join Julian Hall for a look at the EASA rules and initiatives that affect aircraft parts distribution.

Workshop k: Best Management Practice for Disassembly of Aircraft and Engines

William (Bill) Carberry, *Deputy Director, AFRA*
Kelly Lyon, *Auditor, AFRA*

The Aircraft Fleet Recycling Association (AFRA) has taken the industry lead and developed a Best Management Practice (BMP) for Disassembly of Aircraft and Engines. With the BMP published and companies audited and accredited, the industry now has a tool for evaluating the quality and operations of a disassembler. Mr. Carberry and Mr. Lyon will discuss the procedural and substantive requirements associated with the BMP. They will also show how a company that participates in the BMP program will improve quality, enhance safety, protect the environment and increase marketability.

ASA has gone green!

All conference materials will be available online during the conference. Download presentations onto your conference USB (attached to your lanyard).

Sponsored by Aircraft Inventory Management & Services, Ltd.



Forum 1

Leveraging ILS to Maximize Your Profits In A Down Economy (or...Better Together with ILS)

Jessica Treadwell, *Manager, Marketing Services Inventory Locator Service, LLC (ILS)*

Frank Mizerak, *Sr. Director-National Sales Inventory Locator Service, LLC (ILS)*

As an ASA participant, you most likely think you know all about ILS. Sure, ILS sponsors ASA dinners, has a nice exhibit booth, joins the technical sessions and golf games. But have you really looked at us lately? Did you know: ILS has a global reach – our markets have expanded to buyers around the globe, exceeding 550 operators, 215 defense buying organizations, 850 MRO facilities, & our RFQ activity has increased year over year, indicating that even in tough economic times our marketplace is critical for bringing business to our suppliers.

Come join our workshop to learn how, as a supplier on ILS, you can take full advantage of the services we offer. We will review: automation tools to allow you to quote 24/7; visibility options – how to get a buyer's attention and elevate your listing on ILS; trending reports to help you competitively price your parts; and Supply Chain Integration options to better manage your inventory, procurement and sales. We look forward to your presence and your participation. We'd like to hear from you on how ILS can continue to grow to help bring exposure & automation to your business.

Forum 2

Component Control, Inc.

Andrew Valley, *VP of Sales, Component Control, Inc.*

Quantum Control is a fully integrated Business Software Solution. Its unique features promote best practice and improve business processes with one integrated ERP solution running on one database. Includes MRO, Aircraft Services, Hangar Management and Mfg. capabilities, Contact Management, Distribution and Rotable Management, Accounting, E-commerce and more. Quantum Control's personalized configuration settings provides individual users with an intuitive interface which improves the bottom line through optimized productivity. As a powerful, affordable and scaleable solution, Quantum Control extends the supply chain using its built-in web services with Oracle API toolset.

Check the **conference website** for additional workshops and for all ASA 2010 updates!

www.aviationsuppliers.org/Annual-Conference



INFORMATION FOR SUCCESS

JUNE 27-29, 2010 • FOUR SEASONS LAS VEGAS

LAS VEGAS, NEVADA

Membership Application Form

Membership Type

Regular Member

Any company that is directly involved in the purchase and/or sale of aircraft parts qualifies as a Regular Member. This includes, but is not limited to, suppliers, distributors, manufacturers and surplus sales organizations. Companies are not required to maintain inventory in order to qualify.

- 1 to 19 employees \$1,200.00
- 20 to 59 employees \$1,800.00
- 60 to 99 employees \$2,400.00
- 100 or more employees ... \$3,000.00

Associate Member

Associate Membership is limited to companies that do not qualify as Regular Members. Associate Members are entitled to all rights and privileges of Regular Members, however, they may not nominate, elect or serve on the Board of Directors.

- \$600.00

Payment Information

Check # _____

Wire Transfer (Please contact ASA for details.)

Credit Card

Choose credit card type below:

- MasterCard Visa American Express

Card # _____

Name on Card _____

Expiration Date _____

Company Information (Your contact information, including your Web site, will be listed in ASA's online member directory.)

Company Name: _____
(As it will appear on your Member Certificate.)

Mailing Address: _____

City: _____ State/Province: _____

Postal Code: _____ Country: _____

Web site: _____

Phone: _____ Fax: _____

Email: _____

Please describe your business: _____

How did you hear about ASA? _____

Contact Information (All ASA communication is electronic. Please include a valid email address.)

Primary Representative

Quality Assurance Committee

Name: _____

Job Title: _____

Email: _____

Executive Representative - FINANCE

Quality Assurance Committee

Name: _____

Job Title: _____

Email: _____

Executive Representative - President CEO

Quality Assurance Committee

Name: _____

Job Title: _____

Email: _____

Executive Representative - OPERATIONS

Quality Assurance Committee

Name: _____

Job Title: _____

Email: _____

Other Representatives

Please include any additional individuals that you would like to receive ASA information. All employees are entitled to ASA member benefits. Attach additional forms as necessary.

Quality Assurance Committee

Name: _____

Job Title: _____

Email: _____

Quality Assurance Committee

Name: _____

Job Title: _____

Email: _____

The undersigned hereby applies for membership in the Aviation Suppliers Association and agrees to abide by the rules and regulations adopted by the Association and to support its activities. Additionally, as noted above and by my signature below, I acknowledge and authorize ASA to charge my credit card for membership payment. Regardless of payment method, I understand Membership payments are non-refundable.

Signature _____ Date _____



INFORMATION FOR SUCCESS

JUNE 27-29, 2010 • FOUR SEASONS LAS VEGAS

LAS VEGAS, NEVADA

Conference Registration Form ... Register before May 14th & save!

Attendee Information

(Confirmations will be sent via Email. Please complete a separate form for each attendee.)

Name _____ Badge Name _____
 Email _____ Job Title _____
 Company _____
 Address _____
 City _____ State/Province _____
 Phone _____ Postal Code _____
 Fax _____ Country _____

Full Conference Registration

The full conference registration includes all educational events and corresponding meals.

MEMBERS	BEFORE May 14	May 14 – June 18	AFTER June 18
1st Attendee	<input type="checkbox"/> \$695	<input type="checkbox"/> \$745	<input type="checkbox"/> \$795
Additional Attendee	<input type="checkbox"/> \$625	<input type="checkbox"/> \$675	<input type="checkbox"/> \$725
NON-MEMBERS			
1st Attendee	<input type="checkbox"/> \$795	<input type="checkbox"/> \$845	<input type="checkbox"/> \$895
Additional Attendee	<input type="checkbox"/> \$725	<input type="checkbox"/> \$775	<input type="checkbox"/> \$825

Golf Tournament Registration

Golf Tournament, Saturday, June 26 \$150

Spouse/Guest Registration (Please indicate if you would prefer a Spouse or Guest Badge.)

Guest registration includes Sunday and Monday evening social events.

Spouse or Guest Name _____ \$200

AFRA Annual Meeting

AFRA Annual Meeting, Wednesday, June 30. Visit www.afraassociation.org for details.

Payment Information

Total \$ _____

Check (Please make checks payable to: Aviation Suppliers Association)
 Credit Card American Express MasterCard Visa
 Card Number _____ Exp. Date _____
 Name on Card _____
 Signature _____

Exhibitor Registration

Exhibit Space is limited!

Exhibit space includes skirted table, two chairs and two complimentary conference registrations.

Member \$1300
 Non-Member \$1500

Please include attendee information to the left. Complete a separate form for each complimentary attendee.

Company _____

Exhibit Contact _____

Contact Email _____

Contact Phone _____

Booth Type: (please check one.)

10x10 Standard Pop-Up Booth

Table-top Display

(ASA will provide a 6' Table for your display.)

For additional exhibit space requirements, please contact **ASA 202-347-6899**.

Hotel Information

ASA room rate available at the *Four Seasons – Las Vegas* through June 4, 2010. To make reservations, please contact the hotel directly and reference “aviation.”

Reservations: 702-632-5000 or Online:
<http://16572.meet.fourseasons.com/lasvegas/minisite/meetings/>

Cancellation Policy:

All conference cancellations must be received in writing. Cancellations on or before May 14, 2010 will be charged \$75 service fee. There will be no refunds for cancellations received after May 14, 2010. There will be no refunds for golf tournament cancellations. In the event of inclement weather, a percentage of the golf fee will be refunded.

www.aviationsuppliers.org

How to Send Payment

Mail: 2233 Wisconsin Ave., NW, Ste. 503, Washington, DC 20007 • Fax to: 202-347-6894



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