

# Airline Purchasing & Maintenance USA Conference

Identifying strategies to ensure cost reduction, efficiency and value-driven maintenance and purchasing solutions

in association with the

**ap&m**  
expo  
USA

**October 24-26 2011**

Hard Rock Café Hotel, Hollywood, Florida

## Conference highlights:

- **Learn** about the opportunities and challenges the future MRO market brings in composite material, contract negotiation, OEM maintenance and PMA parts
- **Participate** in an airline panel discussing key drivers in the MRO selection process and how airline purchasing demands are changing
- **Gain** insights into the latest aircraft and engine developments and how they will be maintained
- **Meet** new contacts and build relationships at *"Meet the Buyers"*
- **Plus NEW for 2011** - Attend a half day workshop on contract negotiation in a competitive market

## Expert speakers include:



**RICHARD POUTIER**  
SENIOR VICE PRESIDENT TECHNICAL  
**ILFC**



**KEN MCKENZIE**  
SENIOR VICE PRESIDENT, CUSTOMER SERVICES  
**AIRBUS AMERICAS**



**PAUL FINKLESTEIN**  
DIRECTOR COMMERCIAL ENGINES & GLOBAL SERVICES MARKETING  
**PRATT & WHITNEY**



**DR. WILLIAM JOHNSON**  
CHIEF SCIENTIFIC AND TECHNICAL ADVISOR HUMAN FACTORS IN AIRCRAFT MAINTENANCE SYSTEMS  
**FAA**



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# Airline Purchasing & Maintenance USA Conference

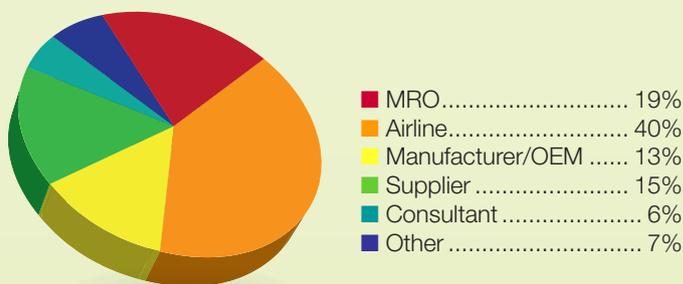
This year's **Airline Purchasing & Maintenance USA Conference** will focus on providing practical solutions in managing MRO and purchasing costs, and explore how maintenance and technical purchasing and supply are evolving in a challenging market place.

The leading industry experts speaking at this conference and half day workshop will help your organisation make informed decisions on how to drive better MRO and purchasing practices. This event will also provide you with the unrivalled opportunity to meet with old acquaintances and develop new business contacts with potential customers and industry leaders.

## WHO WILL YOU MEET?

Network with senior decision makers from all areas of maintenance and purchasing. Our conference speakers and delegates represent airline operators, MRO providers, manufacturers, suppliers and consultants.

## BREAKDOWN OF LAST YEAR'S ATTENDEES:



## AIRLINES THAT ATTENDED IN 2010 INCLUDED:

ABX Air, Air Canada, AirTran Airways, American Airlines, Amerijet International, ASA, Bahamasair, Continental Airlines, Delta Airlines, DHL International, Freebird Airlines, Japan Airlines, Air Canada Jazz, JetBlue Airways, Miami Air, Spirit Airlines, Turkish Airlines, UPS Airlines, USA 3000 Airlines, VAP LINHAS

## UBM AVIATION EVENTS

UBM Aviation organises global conferences specialising in the MRO, operations, finance and leasing sectors and hosts a family of aviation networking events for the commercial aviation aftermarket.

Our regional and international conferences provide the international aviation community with essential market intelligence and unrivalled networking opportunities.

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## MONDAY OCTOBER 24

14:00 **New for 2011: Pre-conference workshop**  
**MRO selection and contract negotiation in a competitive market**  
*Craig Richardson, Sales Marketing Leasing Director, TES AVIATION*

18:30 **New for 2011: Airline Closed Forum**  
This session is dedicated to airlines and the issues that they face in the current market. Hear how other airlines have overcome challenges and share your thoughts.

19:30 **Welcome drinks reception**

## CONFERENCE DAY 1 – TUESDAY OCTOBER 25

09:30 **Chairman's opening remarks**  
*Matt Eaton, Vice President, Sales and Marketing MRO Group, AAR CORP*

09:35 **Outlook for the aviation industry – will 2012 see a return to sustained growth?**

- Analysing global aviation developments – has the industry turned the corner?
- How are airlines responding to the difficult economic environment? Reviewing trends in alliances, mergers and acquisitions and airline closures
- Forecasting fuel pricing – to what extent can airlines hedge and plan ahead given fuel cost volatility?
- Preparing for the next 12 months – managing costs and maximising revenue

*Jonathan Berger, Vice President, ICF SH&E*

10:00 **Opportunities and challenges in today's MRO market**

- Supply and demand in MRO - how are the dynamics changing and what are the key drivers?
- Competing in a tighter market – knowing what customers want and delivering it
- Adapting to reflect a changing market

*Michael Moore, SVP & Principal, TEAMSAI*

10:45 **Refreshments and networking**

11:15 **Lessor perspective: What do lessors need from MRO providers?**

- Key priorities for lessors in aircraft maintenance
- Turnaround times for aircraft in transition
- The importance of residual value

*Nick Pittler, Vice President Technical, ILFC*

11:45 **AIRLINE PANEL DISCUSSION: MRO decision making in a challenging market**

- How is technical purchasing changing to reflect trading conditions?
- What are the costs and benefits of inhouse vs. outsourced maintenance?
- Sharing the key drivers in the MRO provider selection process – package, cost, quality, communication and turnaround time
- How important is the relationship with MRO providers in signing the contract?
- Are providers meeting the changing demands of operators?

*Wayne Bramwell, Technical Purchaser, AIRTRAN AIRWAYS*  
*Carlo Postell, Director of Quality, AMERIJET INTERNATIONAL AIRLINES*

12:30 **Lunch and exhibition visit**

13:45 **Maintenance planning – tailoring packages in a cost-driven environment**

- Compare and contrast the different packages available – flat rate, hourly rate, total care etc.
- Maintenance alternatives for new and mature fleet
- Minimising downtime and turnaround times

*Robert Gaag, Director North America, LUFTHANSA TECHNIK*



## 14:15 OEMs in the MRO market

- OEM vs. independent MRO – what are the distinguishing factors? How can OEMs add value?
- What is on offer – materials to total support
- Costs vs. benefits to operators
- OEM and MRO partnerships – potential benefits to airlines?

**Ken McKenzie**, Senior Vice President, Customer Services, AIRBUS AMERICAS

## 14:45 Examining trends and developments in engine maintenance

- Exploring repair capabilities for current and mature engines
- Repair vs. replace – reviewing the options
- Pros and cons of mixed engine configuration
- Understanding airline limitations in the maintenance of leased engines

**Les Cronin**, Director of Marketing & Sales Americas,

**MTU MAINTENANCE HANNOVER**

**Sharon Maloney**, P&W Commercial Engines & Global Services Marketing Manager, PRATT & WHITNEY

**Dr. Rainer Fink**, Director Sales Maintenance Services, MTU MAINTENANCE HANNOVER

## 15:30 Refreshments and networking

## 16:00 Meet the Buyers

This unrivalled networking session brings buyers and suppliers together through a series of one-to-one meetings. "Meet the Buyers" is critical for future business development and is only accessible to conference delegates and VIP exhibitors.

## 17:30 End of day 1: Drinks reception

## CONFERENCE DAY 2 – WEDNESDAY OCTOBER 26

## 09:30 Chairman's opening address

## 09:35 Day 2 Keynote address

**Eric Mendelson**, Co-President, HEICO

## 10:00 Update on trends in managing the supply chain in aircraft MRO

- Identifying key factors impacting the MRO supply chain – inventory stocking and destocking, use of surplus components, deferred and reduce scope maintenance
- Optimising stock to required levels – ensure adequate stock without tying up cash in spares
- Getting stock levels right for ageing and newer aircraft

**Jack Arehart**, Vice President, Commercial Sales & Marketing, AAR CORP

## 10:30 Examining the growth of the parting out market and its implications for inventory levels

- Drivers for aircraft disassembly and parting out
- Trends in types of aircraft being disassembled
- Impact of parting out on price of aviation parts
- Components in demand

**Abdol Moabery**, President & CEO, GA TELESIS

## 11:15 Refreshments and networking

## 11:45 Ensuring parts and material availability

- Balancing demand with manufacturers' part production strategies
- Implementing just-in-time delivery and managing inventory reductions
- Exploring the aftermarket and the potential of consignment agreements and parts pooling
- Improving communication channels and information flow across the supply chain to minimise unnecessary disruptions

**Jeff Tomei**, Director, Business Development, Sales & Marketing, SPIRIT AEROSYSTEMS

## 12:15 Airline case study: Pros and cons of using PMA parts

- Assessing the potential costs vs. benefits of using PMA parts
- Implications of using PMA parts on aircraft value
- Choosing PMA suppliers
- Negotiating lessor and OEM agreements to factor in PMA part use

**George Kelley**, Senior Engineer,

**US AIRWAYS PROPULSION ENGINEERING**

## 12:45 Panel Discussion: The future of the PMA part and DER repair market

- Developments in regulatory approval for PMA parts and DER repairs
- Overcoming barriers to acceptance
- Opening lines of communication with lessor
- Identifying opportunities for business growth

**Marshall Filler**, Managing Director & General Counsel, ARSA

**Pat Markham**, VP HPG Technical Services, HEICO

**Jim Holmes**, Senior Manager, Customer Business,

**TEXAS AERO ENGINE SERVICES LIMITED**

**Dave Daniels**, VP Sales, WENCOR

## 13:30 Lunch and exhibition visit

## 14:30 Are human factors under control?

- Assessing the human factors for unnecessary MRO costs
- Understanding the best practice for workers assessing workers to find the threats
- Calculating a return on investments in human performance

**Dr. William Johnson**, Chief Scientific and Technical Advisor Human Factors in Aircraft Maintenance Systems, FAA

## 15:00 Understanding organizational MRO purchasing processes

Seabury Group have analyzed the results from a recent survey on MRO selection and performance and will reveal the results to see what operators and their MRO suppliers and providers really think about their current performance and auditing practices.

Representative from **SEABURY GROUP**

## 15:45 End of conference

## Pre-conference workshop

Monday October 24

## MRO selection and contract negotiation in a competitive market

14:00 – 17:00

Workshop leader: **Craig Richardson**, Sales Marketing Leasing Director, **TES AVIATION**

This workshop will cover all aspects of how to negotiate the mechanics of an MRO contract from selecting the "best fit" MRO to understanding liability costs and what happens when contracts go wrong. It will examine how to build stronger relationships between lessors, MROs, OEMs and airlines and how to improve communication over difficult issues.

Gain different perspectives on best practices in a more intimate arena and understand how to decrease turnaround times, fine-tune service level agreements and most importantly decrease maintenance costs.

This programme was published in August 2011.

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**Don't forget to also register for the ap&m expo USA**, a key B2B networking event for the commercial aviation & MRO sector, running alongside the Airline Purchasing & Maintenance Conference.



# Airline Purchasing & Maintenance USA Conference 2011

October 24-26 2011 Hard Rock Café Hotel, Hollywood, Florida

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