



ASA Distribution 360°

SEATTLE

2012 ASA Annual Conference • June 24-26, 2012 • Grand Hyatt Hotel • Seattle, Washington



First Class Sponsors:



WWW.AVIATIONSUPPLIERS.ORG/ANNUAL-CONFERENCE

ASA 2012: Distribution 360°

Grand Hyatt Hotel
Seattle, WA

Located in the heart of Seattle's thriving retail and theater district, adjacent to the Washington State Convention Center, the Grand Hyatt Seattle is a short walk from Pike Place Market (7 city blocks), Seattle Waterfront and the Space Needle. With Ruth's Chris Steakhouse, Starbucks Coffee, and other restaurants onsite and nearby, there are plenty of options for guests.

Please contact the hotel directly to make reservations by phone at 1-888-421-1442 and reference "Aviation Suppliers Conference" or online at:
<https://resweb.passkey.com/go/aviation2012>

ASA ROOM RATE: *subject to availability*
All nights: \$175 Single/Double Occupancy (includes guestroom wired internet)

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.*
- Boeing Tour *Casual*
No open-toed or high heeled shoes allowed.

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 & Boeing Tour, will take place at the Grand Hyatt Hotel.

Saturday, June 23

6:15 am – 2:30 pm

Bill Cote Memorial Golf Tournament

The Golf Club at Newcastle
Sponsored by Allflight Corporation

The Golf Tournament will be held at the Golf Club at Newcastle. Newcastle boasts two championship courses that cover 350 mountaintop acres. The China Creek course provides the opportunity for many memorable rounds with its combination of mesmerizing views and layouts that provide challenge AND variety for golfers of all abilities.

Transportation to and from the club will be provided. Departing from the hotel at 6:15 am, the first tee time is at 7:30 am. Complimentary breakfast and lunch will be provided at the course. There will be an awards ceremony held during one of ASA's evening events.

Sponsor-A-Hole and receive company signage at one or more holes and a complimentary golfer(s)! Contact ASA for details.

Sunday, June 24

8:30 am – 3:00 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 www.aviationsuppliers.org/quality-assurance-news for details.

2:00 pm – 6:00 pm

Registration

5:30 pm – 7:30 pm

Welcome Reception

Sponsored by Inventory Locator Service, LLC

Aircraft Fleet Recycling Association (AFRA) will hold its Annual Meeting concurrently this year. All ASA 2012 attendees are welcome to attend the AFRA 2012 events. For a full AFRA 2012 agenda visit, www.AFRAassociation.org.



Monday, June 25

7:00 am – 5:00 pm

2012 Exhibit Hall Opens

7:00 am – 5:00 pm

Registration

7:00 am – 8:00 am

Continental Breakfast in the Exhibit Hall

8:00 am – 9:30 am

OPENING GENERAL SESSION

Welcome and Opening Remarks

Michele Dickstein

President, Aviation Suppliers Association

ASA Keynote Presentation

Lynne Thompson

*VP of Product Support Engineering
Boeing Commercial Aviation Services*

Industry Outlook

Adam M. Pilarski, Ph.D.

Senior Vice President, AVITAS

9:30 am – 10:00 am

Morning Break in the Exhibit Hall

Sponsored by Unical Aviation, Inc.

10:00 am – 12:00 pm

GENERAL SESSION...CONTINUED

Business Issues Impacting Distributors

Lee Ann Tegmeier

*Managing Editor, Civil Aviation & MRO
Aviation Week*

Peter Zimm

Principal, ICF SH&E

James Padilla

Director - Strategic Sourcing, Alaska Airlines

Akana K.J. Ma

*Partner, Chair of Global Trade Group
Ater Wynne LLP*

Monday, June 25

12:00 pm – 1:30 pm

Lunch

Sponsored by Infinity Air, Inc.

WORKSHOPS

1:30 pm – 3:00 pm

Distribution 360° Workshop Series

Workshops A, B, C, D

3:00 pm – 3:30 pm

Afternoon Break in the Exhibit Hall

3:30 pm – 5:00 pm

Distribution 360° Workshop Series

Workshops E, F, G, H, I

6:00 pm – 7:00 pm

Cocktail Reception

7:00 pm – 8:30 pm

Banquet Dinner

Sponsored by Inventory Locator Service, LLC

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. The award is named for Edward J. Glueckler, the founder and first President of ASA. In honor of Mr. Glueckler's outstanding contributions to the industry, the ASA Board of Directors selects a recipient who exemplifies his vision and enthusiasm.

Enjoy an Evening on the Town!

ASA IS 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.



Tuesday, June 26

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

AFRA Keynote Presentation:

To Be Announced

Why Aircraft Retire?

Dave Marcontell

President & COO, TeamSAI, Inc.

10:00 am – 10:30 am

Morning Break in the Exhibit Hall

10:30 am – 12:00 pm

Distribution 360° Workshop Series

Workshops J, K, L, M

12:00 pm – 1:30 pm

Lunch

Sponsored by 4 Star Electronics, Inc.

1:30 pm – 3:00 pm

Distribution 360° Workshop Series

Workshops N, O, P

3:00 pm

ASA 2012 Adjourns

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

Wednesday, June 27

7:00 am – 11:15 am

Boeing Everett Tour

Includes travel times between the hotel and the Boeing Everett Facility.

8:30 am – 10:00 am (actual tour time)

This tour will be provided for attendees, and their guest, on a first come, first serve basis. Separate registration is required. There will be limited spots available and no onsite registration for this tour. All registrations & cancellations must be received by June 1st. Please visit the ASA conference website for details and registration for this tour! Transportation to and from the Boeing Everett Facility will be provided.

Workshop Series: Distribution 360°



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



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 management to information technology.



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

Workshop A: Government Affairs Update

Steve Douglas, *Manager, Flight Standards Aircraft Maintenance Division, FAA*

Jason Dickstein, *General Counsel, ASA*

ASA's General Counsel will be joined by the manager of Flight Standards Aircraft Maintenance Division to examine recent and future changes at the FAA in regulations and policy. Mr. Dickstein and Mr. Douglas will address strategies distributors can use to remain in compliance and use these changes to their best advantage.

Workshop B:

Executive Forum: Small Business Seminar Series

Facilitator, Dr. Richard J. Levin, *Executive Coach & Leadership Developer, Richard Levin & Associates, Inc.*

Panelist, Jimmy Wu, *President, Infinity Air*

Panelist, Richard Levin, *President, A.J. Levin Company, Inc.*

Panelist, Mitch Weinberg, *President, International Aircraft Associates*

Dr. Levin will facilitate a discussion among the panelists and participants regarding current and future business issues that will impact your company. This popular forum is tailored for executives.

Workshop C: AFRA: Aircraft Dismantling & Government Regulations

Aircraft Dismantling and Government Regulations Panel

Back by popular demand, this panel of aircraft dismantling professionals will address contract language, customs issues and other potential information gaps in your dismantling program. And this year, your colleagues also will discuss potential changes in the regulatory environment for disassembly - and how that could affect your business.

Workshop D: ASA-100 Accreditation

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

Ms. Brown and Mr. Lyon will provide an overview of the ASA-100 Quality System Standard. This discussion will include insight into common audit issues, analysis of the changes in ASA-100 revision 3.6, and the process for FAA AC 00-56 accreditation.

Workshop E: The AFRA Accreditation Program

Bill Carberry, *Deputy Director, AFRA*
Jason Dickstein, *General Counsel, AFRA*
Kelly Lyon, *Auditor, AFRA*

Denis Oliver, *Manager, Aerospace Business Development, ELG Metals, Inc.*

AFRA has released the NEW Best Management Practices Guide for Aircraft Materials Recycling. This workshop will address the audit process for the new standard and provide attendees with guidance regarding how the auditor assesses your adherence to the standard. The AFRA auditor will be on hand to answer your questions!

Workshop F: Incorporating ITAR Into Your Business Processes

John Graham, *President, Fulcrum Associates, LLC*
Akana K.J. Ma, *Partner, Chair of Global Trade Group, Ater Wynne LLP*

Using typical requirements imposed on exporters of defense item articles, Akana Ma and John Graham will review how these requirements can be effectively documented and implemented into the normal operation of the company. They will demonstrate through the use of process mapping how a company can organize and document their ITAR processes in a logical manner that will help assure ongoing compliance with regulations.

Workshop G: Executive Forum "Disruptive Innovation"

Dr. Richard J. Levin, *Executive Coach & Leadership Developer, Richard Levin & Associates, Inc.*

Dr. Levin will discuss with this executive forum how a distributor can make a change so bold, so unpredictable, and so clever, that it turns the status quo on its ear and makes everyone take notice either through a new product or new process which in turn paves the way to increased customer satisfaction and profits. This workshop requires participation and is designed for executives.

Workshop H: "Power By the Hour" Contracts

Roy Resto, *President, Aviation Integrated Management Solutions, LLC*

This session will review the math, sources of data, and advice on bidding and contract precautions to observe if you are considering participating in PBH arrangements with your customers.

Workshop I:  

Thinking of Implementing ISO 9001, AS 9100 or AS 9120?

Michele Dickstein, *President, ASACB*
George Ringger, *Accreditation Manager, ASACB*
 Where to start? Things to consider? These questions are just a few of the issues that will be discussed during this workshop. Attendees will leave with a firm understanding regarding timeline and milestones for implementing an ISO or AS system.

Workshop J:   

AFRA Workshop: New Technologies – Hazmat Database, Recycling Technologies

AFRA members have been busy developing new technologies and services for your business! Learn more about the beta version of the Hazmat Database, developed in conjunction with AFRA members during the 2011 Annual Meeting. And find out about the new technologies that AFRA members are developing to improve the efficiency and environmental stewardship of the aircraft recycling process.

Workshop K: 

Finance Workshop: The Banking Partnership

Justin Elshire, *Vice President, BB&T (Branch Bank and Trust Co.)*

A company's relationship with their financial institution can make or break a business deal. This advanced workshop will discuss: what services a distributor should expect from a banking relationship from daily operations; inventory and receivables credit lines; loans; inventory appraisals (prior and post discussion); field exams (what they cover, pre and post closing); foreign receivables; and asset based lending and credit lines. Mr. Elshire will also discuss how a distributor can best market itself to a financial institution when requesting a business loan or line of credit.

Workshop L: 

The 3 Pillars of your QMS; Processes/ Procedures/Standards: How should I audit my company?

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

You keep auditing to your company procedures and your QMS Standards but customers and registrars keep telling you to audit your processes. What's the difference? Aren't they one in the same? Learn how these three important but separate pillars support your Quality Management System and drive value into your organization. (This workshop is intended for those companies accredited/certified to AC-0056, ASA-100, CASE 3A, AS9100, AS9120 or ISO 9001 Standards)

Workshop M:   

Expertise: Speaking the Language of International Business

Jason Dickstein, *General Counsel, ASA*
Fred Elliott, *International Trade Specialist, US Department of Commerce*

Mr. Dickstein and Mr. Elliott will examine some practical tips for navigating the US export rules, while reviewing tools that can make exports easier and more profitable for all parties involved.

Workshop N: 

AFRA: Aircraft Valuation Panel

Back for the third year, by popular demand, leasing / appraisal experts discuss their outlook for retiring aircraft values over the next year. Panelists will discuss a variety of aircraft models in detail to help you manage your end-of-life aircraft purchasing and maximize your profits.

Workshop O:  

Counterfeit Parts

Jason Dickstein, *General Counsel, ASA*

Mr. Dickstein will review the current laws dealing with counterfeit parts and proposed legislation; industry requirements and news relating to counterfeit parts, recent aviation counterfeit parts indictments and legal action; and the base elements for an effective counterfeit parts training program.

Workshop P:  

How to Gain A Competitive Edge

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

This workshop presents a simple method to evaluate the Strengths, Weaknesses, Opportunities, and Threats that impact your business success. Learn how to apply this powerful management tool to help you align your business goals to meet your strategic objectives.

FREQUENT FLYER SPONSORS:



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 \$600.00

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.

Individual Member \$600.00

Any person that is not eligible for regular membership (and that is not an employee of a company that could qualify for regular membership) but that is engaged in any business or activity that relates to aviation businesses is eligible for Individual membership.

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.)

Please check whether or not each individual would like to participate in the Quality Assurance Committee. The Committee discusses quality and business practices, and helps direct the ASA-100 Quality Standard.

Primary Representative

Quality Assurance Committee

Name: _____

Job Title: _____

Email: _____

Executive Representative - President CEO

Quality Assurance Committee

Name: _____

Job Title: _____

Email: _____

Executive Representative - FINANCE

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 _____

ASA Distribution 360° SEATTLE



2012 ASA Annual Conference
June 24-26, 2012 ••• Seattle, WA

Conference Registration Form ••• Register before May 23 & 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 23	May 23 – June 13	AFTER June 13
1st Attendee	<input type="checkbox"/> \$720	<input type="checkbox"/> \$795	<input type="checkbox"/> \$870
Additional Attendee	<input type="checkbox"/> \$650	<input type="checkbox"/> \$725	<input type="checkbox"/> \$800
NON-MEMBERS			
1st Attendee	<input type="checkbox"/> \$845	<input type="checkbox"/> \$895	<input type="checkbox"/> \$945
Additional Attendee	<input type="checkbox"/> \$775	<input type="checkbox"/> \$825	<input type="checkbox"/> \$875

Golf Tournament Registration

Golf Tournament, Saturday, June 23 at Golf Club at New Castle \$150

Spouse/Guest Registration

Guest registration includes evening social events.

Spouse or Guest Name _____ \$200

Co-located with the AFRA Annual Meeting, 24-26 June 2012

All attendees are welcome to attend any AFRA-related functions.

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

Online exhibitor registration is not available.

Two complimentary registrations are included with each exhibit space. Please complete a separate form with "Attendee Information" for each attendee.

Exhibitor Member \$1370
 Exhibitor Non-Member \$1570

Exhibiting Company _____

Exhibit Contact (if different from attendee) _____

Contact Email _____

Contact Phone _____

Booth Type: (please check one)

Note: Space is subject to availability

- Table-top Display
- 10x10 Standard Pop-Up Booth

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

Hotel Information

ASA Room Rate available at the Grand Hyatt Seattle through **June 1, 2012** (subject to availability). Please make reservations directly through the hotel.

Phone: 1.888.421.1442 or Online:
<https://resweb.passkey.com/go/aviation2012>

Cancellation Policy:

All conference cancellations must be received in writing. Cancellations on or before May 11, 2012 will be charged \$75 service fee. There will be no refunds for cancellations received after May 11, 2012. There will be no refunds for golf tournament cancellations. In the event of inclement weather, a percentage of the golf fee will be refunded.

How to Send Payment

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

2233 Wisconsin Ave., NW, Suite 503
Washington, DC 20007

First-Class Mail
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City, State
Permit No. ???

Business Class Sponsors:



ASA 2012 Sponsors:

First Class:

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Business Class:

Air Parts & Supply Company (APSCO)
Aircraft Inventory Management & Services, Ltd.
B/E Aerospace

Frequent Flyer:

BB&T Bank
STS Component Solutions

Events:

4 Star Electronics, Inc.	International Aircraft Associates, Inc.
A.J. Levin Company, Inc.	Infinity Air, Inc.
AerSale, Inc.	Inventory Locator Service, LLC (ILS)
Allflight Corporation	Unical Aviation, Inc.

