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The Supply Chain – Where are we
in this relationship

Mitch Weinberg – President, International Aircraft Associates, Inc.
Jimmy Wu – CEO Infinity Air, Inc.

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This work shop is:

A collaboration program
designed to teach or introduce
to all of it's participants practical skills,
techniques, or ideas which we
can then use in our work or our daily lives.

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Underlying fundamentals of
Aircraft spares and repairs are
forever changing.

Where are we in this very complex network
Of relationships?

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What is Supply Chain today?

From the End User perspective its all about:

Are you a cost, a liability
or a sustainable solution?

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Today's End Users

Flying More passengers with less aircrafts
Spending resources to improve all efficiencies
Compliance vs. Smart Maintenance
Reliability does not have to be expensive
Having Partners not suppliers (sharing Risk)

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What does the End User really want?

"... I am only, loyal to the dollar..." –
Mehmet Dogan Ex Turkish Tech

End Users believe in going to Market
with RFP and RFQ.

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Today's Reality

End Users spends 2/3 of their time before
Coming to market.

Turn Time
Quality
Pricing

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Today's Reality

Supplier of both Repair and Spares
Solutions.

"... I trust you, but I must verify..."
Ronald Reagan

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Today's End User

It's about Profitability.

"...Money don't sleep..." –
Coined by Curtis "50 cent" Jackson

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Today's End User

It's about cutting waste.

"...It's what you keep Stupid..." –
My Jewish Godmother

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Today's End User

Enforcement of Performance based contracts

Putting the pressure on the Supplier/Vendor
To perform or be penalized

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Today's Reality

Greater visibility and greater collaboration
from all the players in the market.

To align the of requirements by
moving away form a transactional
Relationship to a Strategic one.

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Transactional relationships Vs.
Strategic relationships.

To live well:
One must reminded of the 95% not the 5%.

*"Today was a good day, I didn't have to
use my AK."* — Ice Cube

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Transactional relationships Vs.
Strategic relationships'.

To work well:
The Team must focus on the 5% not the 95%.

*"Wealth Is Not Amassed By Taking Possession
of ..., but it is by Skillfully Administering it"*
— US Ambassador to Turkey Mr. Francis J. Ricciardone, Jr.

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Administration of Strategic relationships

Focus is not about working Smart or hard.
It is about understanding the Purpose:

- Clear Objective
- Mission and Goals
- Values and Behavior

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Objective – to set Expectations

Every opportunity with in the 5%, is a:
Collaboration of Sale, Repair or Purchase

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The Expectations Trifecta

Collaboration
Validation
Perpetuation

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Collaborate

Collaboration - A deep
collective determination to
reach an identical objective.

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Training

Training is a collaboration of
Intelligence and wisdom

Everyone should train

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Validation

Validation
Confirm, Verify, Prove

*“... I trust you, but I
must verify...”*
Ronald Reagan

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Perpetuate

Perpetuation
To sustain and improve
indefinitely

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Administration of Strategic relationships

Time management

Understanding that only Time is priceless
Therefore Time is an investment
The Mistake Investment
Collective Intelligence

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Administration of Strategic relationships

The relationship is not only with
Your end user. It is with your
Supplier, Repair Station, OEM..ect

And most important your #1 customer

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It's Prevent and Correct,
Not Correct than Prevent.

1st turn off the water, not mop up the floor.

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What are some other forces?

Cheap Money and force
Deployment of this cheap money.

Leading to unsophisticated buyer, which
Oversupply the market.

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Where does all this lead us?

Just having the Inventory is not enough.
As better management and accountability of
Contractual relationship. The less need
for event inventory.

The end of the unintelligent speculator.

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Supply devaluated,
Demand is calculated

Desperation leads to devaluation of
Global inventory. Some OEM/suppliers
only strategy is price reduction.


