

The UPDATE Report

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THIS
ISSUE:**

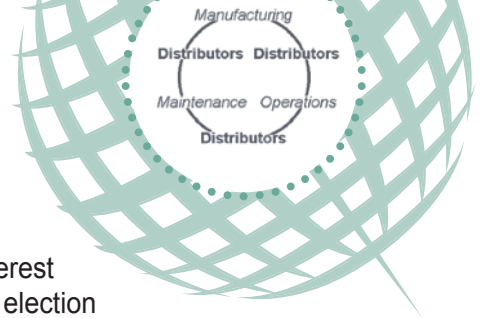


BOD Election Results

After the strongest showing of interest for an ASA Board of Director's election with 11 nominees, the membership has spoken and ASA is pleased to announce the election results.

ASA has added three brand new Directors. Joining the Board for their first terms are **Greg Norris**, Business Development, Parker Hannifin Corporation - Parker Aerospace Customer Support Operations; **Kevin St. Denis**, Director CAS Manufacturing & Quality; Fleet & Material Services, Customer Support and EHS, Boeing Commercial Aviation Services; and **Nicole Wright**, Sales Manager, AJW Group. There were three Directors re-elected to the Board: serving his second term is **Adam Chiamulon**, President and COO, Global Airtech; serving her third term is **Sheri Murray**, President, Air Parts & Supply Co. (APSCO); and serving his fourth term is **Jimmy Wu**, CEO, Infinity Air Group.

These Directors complement our existing Directors **Lee Kapel**, TSI Aviation, Inc; **Edith Stein**, Southwest Airlines; **Brent Webb**, AerSale, Inc.; and **Mitch Weinberg**, International Aircraft Associates. It was the Board's intent to expand the number of Directors in an effort to better represent the growing membership and ensure that a broad spectrum of discussion was brought to the Director meetings. With this in mind, six Directors were elected. The Board of Directors now has 9 elected positions and 1 appointment; with an option for 3 additional appointments. First call of duty for the Directors is a meeting with the Midwest members on November 19th and the fourth quarter Director Meeting on November 20, 2015. Member questions or discussion items are welcome and contact information for the directors can be found on Page 2 of the Update Report and also on the ASA website. 



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MESSAGE FROM ASA'S PRESIDENT

THE UPDATE REPORT

is the newsletter of
the Aviation Suppliers
Association.

OUR COMMITMENT

ASA is committed to
providing timely information
to help members and other
aviation professionals stay
abreast of the changes within
the aviation supplier industry.

The UPDATE Report is just one
of the many benefits that ASA
offers members. To learn more
about our valuable educational
programs, please contact ASA.

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*Safeguard
Impartiality*

Dear Colleagues,

Nice to have a strong election for the Board! Enthusiasm and dedication by the membership will continue to keep ASA strong and relevant.

Greg McGowan, longtime ASA Directors, chose to not run for re-election due to a change in focus at his current position. Greg has been a consummate advocate for making sure that ASA's work be about benefitting the largest percentage of membership which is the small distributor. He emphasized the importance of bringing value to the members. Not only did he dedicate his time to the Board of Directors but he was an active participant on the Quality Committee. He took the lead in many discussions. We are pleased that he will continue his work with the Quality Committee.

ASA rolled out ASA-100 revision 4.0 which included the changes due to the release of FAA AC 00-56B and the enhanced corrective action procedure. While the timeline for implementing the changes was short, the initial companies have all responded and are embracing the new corrective action program. We will share with the Quality Committee the initial results and discuss how to make future implementations seamless. The Quality Committee will be meeting December 3rd in Dallas.

Recently ASA broadcasted that we are conducting research to help evaluate the status of our existing communications. Your input is needed and your response to this survey will help make improvements to our existing communications tools as well as prioritize delivery methods and content moving forward. In other words, we want to learn if we are providing the information you want to know and your preferred method of delivery. It's a short survey and should only take about five minutes to complete, and your responses are anonymous.

If you haven't already registered for the workshops, they are starting and will be in a city near you shortly. Registration information is included in the newsletter.

Take care, Michele

BOARD OF DIRECTORS

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A J Walter Aviation Ltd.

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Infinity Air, Inc.

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FAA Seeks Comments on a Major Revision to SUPs Guidance

The FAA has published revised guidance on Detecting and Reporting Suspected Unapproved Parts (Proposed AC 21-29D). This revised guidance is currently out for public comment.

The existing guidance has always strongly focused on aftermarket procurement. The new draft guidance mixes aftermarket procurement and production approval holder procurement in a way that may cause confusion. In addition, the new draft has placed some advice in places that simply don't make sense, and that are likely to cause confusion. For example, there is a list of situations that may raise question in section 5.2.2. Some of them are normal red flags, like non-manufacturers who suggest an unlimited supply of certain articles.

Some of the advice is contrary to industry norms – the fact that a distributor has parts on the shelf when the manufacturer is advertising a long lead time is listed as a red flag; however maintaining parts on the shelf and selling them when the manufacturers have no parts on the shelf is exactly what distributors do in the aviation industry.

But some of the advice is nonsensical. One of the situations that may raise question in section 5.2.2 states:

“Traceability to approved design and production approval should be requested by purchasers on their purchase orders for all parts intended for use on TC products.”

This sort of advice may be useful to the industry, but it is clearly misplaced in a list of ‘red flag’ situations.

Another example where change is necessary is found in section 5.3.5, which lists acceptable documentation but (a) fails to list some normal industry documents that are considered acceptable in other FAA guidance and (b) fails to harmonize with the documentation matrix found in AC 00-56. This latter failure to harmonize is particularly surprising, because the new guidance strongly focuses on the value presented by the FAA's Voluntary Industry Distributor Accreditation Program.

Those who are interested in learning more about the FAA's Voluntary Industry Distributor Accreditation Program (including its history) should examine the ASA-100 page on our Website, which also has links to the relevant FAA and ASA documents.

This is a major revision when compared to the “C” revision of AC 21-29. There are some clear opportunities to improve this document.

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Distributors, and those who buy from distributors, should strongly consider reading this document and commenting on it.

Comments on this draft are due September 28, 2015. You can email comments to: Joseph.palmisano@faa.gov, but please send copies of your comments to ASA so that ASA's comments can be sure to reflect your concerns. 

Instructions for Continued Airworthiness (ICA) Guidance Open for Comment

The FAA has released for comment two guidance documents pertaining to Instructions for Continued Airworthiness (ICA): Draft FAA Order 8110.54B and Draft Advisory Circular 20-ICA. ICA availability is an issue that has a direct effect on repair stations and distributors, and ASA has done a significant amount of work to ensure that ICA are available and accurate in accordance with the Federal Aviation Regulations.

Draft Order 8110.54B is guidance directed at FAA personnel and persons responsible for administering the requirements for ICA. Among other changes, the draft reorganizes the Order to reflect material moved to draft AC 20-ICA (below), and importantly incorporates guidance implementing the FAA's Policy Statement PS-AIR-21.50.01, Type Design Approval Holder Inappropriate Restrictions on the Use and Availability of Instructions for Continued Airworthiness. ASA has been supportive of the FAA in the adoption that Policy Statement that is intended to protect the industry from anti-competitive ICA restrictions.

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DATE!

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REGULATORY UPDATE

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Draft AC 20-ICA is a new Advisory Circular that removes industry-specific guidance from the internal FAA Order and places it in a stand-alone AC. This effort is similar to the FAA's actions in revising other Orders, which are directed to FAA employees, and removing guidance that is actually intended to be directed outward toward industry and properly placing it in an Advisory Circular.

Like Draft Order 8110.54B, the draft AC implements the FAA policy on ICA established in the Policy Statement. The proposed AC provides guidance to design approval holders (DAH) and design approval applicants for developing and distributing ICA.

Not only does the availability of ICA directly affect repair stations, the availability of parts lists that are included as a part of the ICA is an important issue for the supplier community.

After a preliminary review these documents appear to offer very positive guidance for the aviation maintenance and distribution industries. ASA will be reviewing both of these documents closely and offering comments and support for these policies to the FAA. We encourage repair stations and distributors to review both documents as well.

Comments on both guidance documents must be submitted by October 6, 2015, and may be submitted to the FAA via email to 9-AVS-ICA@faa.gov. If you have comments or observations that you feel ASA should include in its comments to the FAA, email them to Ryan Aggergaard at ryan@washingtonaviation.com so that we can include them.





ASA Audit Services



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Upcoming ASA Workshops and Hazmat Training Courses


The next round of ASA Workshops is just around the corner. The ASA Workshop Series is a great opportunity to get the most up-to-date information to help your business stay competitive and stay LEGAL! The workshops change every year, but they are generally focused on identifying the regulations and policies that aircraft parts distributors need to know in order to remain successful in the industry. In the past, we have addressed topics like:

- AC 00-56/ASA-100
- aircraft parts documentation topics (like the 8130-3 tag)
- approved and unapproved parts
- counterfeit parts identification
- distinguishing Commerce-Department-controlled parts from ITAR-controlled parts
- export out of the United States (BIS, DDTC and OFAC regulations)
- FAA regulations that affect parts transactions
- EASA regulations that affect parts transactions
- hazmat identification in aircraft parts
- import into the United States
- liens and other security interests
- “magic words” for quotes and purchase orders
- quality assurance
- safety management systems
- standard parts and commercial parts
- using commercial documents to protect your right to get paid

The 2015 Workshop agenda includes information about approved parts in the US and Europe, FAA and EASA traceability documentation, building a C of C, changes in export compliance rules and regulations, Hazmat awareness, and more!

ASA's workshops are subsidized by the Association so the registration fees are very inexpensive for ASA members. This is an excellent opportunity to introduce new employees to new concepts that they need to understand and for more seasoned employees to ask questions and get answers about the details of compliance and aviation distribution business. We particularly recommend the class for quality, purchasing, shipping/receiving and sales people. We love hearing from sales people that a better understanding of the regulations and policies helped them cement a sale that was falling apart, or helped prevent them from making a mistake on the details of a sale.

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November 19 *Chicago, IL*

December 1 *Seattle, WA*

For additional information and registration information visit: www.aviationsuppliers.org

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Registration is now open for ASA Workshops at the following locations and dates:

- Singapore, November 2, 2015
- Chicago, IL, November 19, 2015
- Seattle, WA, December 1, 2015

Visit the ASA website to register at <http://www.aviationsuppliers.org/Workshops>.

Also, don't forget to stay current with your HAZMAT training! All hazmat employers are required by U.S. law to obtain hazmat training for their hazmat employees (and recurrent training every three years) - and the government's definition of who is a hazmat employer is VERY broad (including practically all aeronautical repair stations and most other aviation businesses). ASA has partnered with the Washington Aviation Group to present the increasingly popular two-day ONLINE live web-based initial and recurrent hazmat training class. The online format means your employees can more easily attend without having to pay for travel and hotel accommodations, and the hazmat course satisfies your training requirements under U.S. law.

The next online hazmat training course is scheduled for October 21-22, 2015. If you have new employees who need their initial training, or current employees who are approaching their three-year renewal requirement, this is an excellent course to satisfy your legal training requirements with a course focused on the aviation industry. Visit <http://www.aviationsuppliers.org/HAZMAT> for more information. 

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For additional Hazmat Training information including schedule and registration,
please use this link : www.washingtonaviation.com/hazmat

REMINDER: ASA MEMBERS GET DISCOUNTED REGISTRATION.

Technical Support after Product Delivery – Can You Help Produce Guidance for Manufacturers?

An International Aerospace Quality Group (IAQG) team is developing guidance to address “Technical Support after Product Delivery.” They are seeking volunteers to participate on the project team.


ASA has a memorandum of understanding with IAQG and we have placed participants on IAQG teams in the past where we felt that our community could add value. So ASA members who feel that they could add value to this project should consider volunteering.

The Supply Chain Management Handbook (SCMH) is a collection of guidance material developed by IAQG member company subject matter experts. It provides guidance materials to continuously improve On Time, On Quality Delivery (OTOQD) throughout the entire value stream. Its objective is to help the supply chain improve their quality performance through better understanding of aviation, space and defense industry quality management system requirements and expectations. It is available online at no cost.

The “Technical Support after Product Delivery” project would draft guidance to help companies deal with difficulties encountered by the end customer after product delivery requiring technical support from the manufacturer, such as:

- External events potentially affecting product integrity or continued operation of product, such as a non-conforming product, a failure upon installation, feedback from the operator or from a monitoring device, etc.;
- Unexpected conditions of product’s preservation, storage, use, misuse or misunderstanding of the maintenance instructions;
- Unexpected malfunction of the product itself during its operation resulting in poor reliability;
- New modification introduction where customer requires on-site training on its implementation.

ASA members may be able to add value both through their own customer support experiences, and also as customers themselves with both good and bad previous experiences with manufacturer customer support.

Team members typically meet via teleconferences with occasional face-to-face meetings as considered necessary by the team. Independent work performed outside of the teleconferences and meetings is expected to ensure timely completion of the project. Projects are expected to be complete within 6 months after initiation. If you are interested in volunteering as a team member please contact ASA, so we can consider proffering your name to IAQG as an ASA representative. 



ASA is blogging!

Check out the two blogs on the ASA website:

- **Cavu Café: Royboy's Prose & Cons**
and the
- **ASA Web Log** by Jason Dickstein

The Future of Component Control's Software

We recently attended the Que Group Conference in San Diego. Our main purpose was to speak at the conference about distinguishing approved parts from unapproved parts and recognizing counterfeit parts, but we were also quite impressed with the way that Quantum Control is developing.

They announced and discussed over 400 improvements. Some are quite noticeable and others simply improve processes by making them faster and easier.

They also discussed what is coming next in Quantum, which is even more fascinating.

They explained that everyone has different performance metrics, so they are improving the way that people create "dashlets." Dashlets are the ways that data is represented on the dashboard, and include charts and graphs of the data that is most important to the user.

Quantum is also improving the way that their product works on mobile devices, with more mobile device-specific applications and functions.

Component Control President Todd Lewis explained that use of their stock market has increased. There was a 23% increase in searches last year and 13% more vendors on the stock market. They are also trying to improve the ability to close deals and track repairs through the Quantum Portal. In the future, they hope to

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be able to better support repair quotes, and exchange of ongoing repair status, between repair stations and the parties sending them work.

They are also working on ways to improve event management and contact management, and they hope to be able to include functionality to better manage and track repair events, so that status can be tracked and potential hurdles like late repair deliveries can be better anticipated and managed.

They noted that Windows Ten will pose problems for earlier versions of Quantum, so they are writing new code to permit integration with that new operating system. But they warned that current users should be careful about moving to Windows Ten before that new Quantum functionality has been written. 

Battery Shipments Could Get Tougher

In late July Boeing issued a warning about transporting lithium batteries on aircraft. The news media has reported that:

The guidance sent to airlines around the globe urged that they not carry the batteries as cargo “until safer methods of packaging and transport are established and implemented,” Boeing spokesman Doug Alder told The Associated Press in an email.

IATA has published its own guidance on the subject. In addition to republishing ICAO’s dangerous goods shipping requirements, IATA has also published its own lithium battery risk mitigation guide for air carriers.

The Portable Rechargeable Battery Association (PRBA) issued a press release on July 20th in response to the Boeing missive that stated:

PRBA–The Rechargeable Battery Association shares Boeing’s goal of improving the safe transport of bulk shipments of lithium ion batteries by air. We look forward to continuing our engagement with Boeing and other aircraft manufacturers, the airline industry and regulators at the ICAO battery meeting in late July to discuss battery transportation issues, specifically a new and unprecedented lithium ion battery standard and packaging criteria.

Ongoing international regulatory initiatives, along with the development of innovative fire suppression technologies and more robust international enforcement efforts are reducing risk and advancing battery safety. Together, these ambitious efforts to improve transportation safety mitigate the need to prohibit air shipments of lithium ion batteries used daily in thousands of consumer, aerospace, medical, military, transportation and environmental applications.


Safety remains PRBA’s No. 1 priority and our members are proud of their outstanding safety record. We also have supported ICAO’s recent regulatory initiatives on lithium batteries, including new stringent packaging and labelling requirements. Billions of lithium ion batteries have been shipped safely by all modes of transportation over the last 25 years. PRBA is not aware of a single incident involving the transport by air of a fully compliant shipment of lithium ion batteries.

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ASA Social Media

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 : @aviationsupp

 : www.linkedin.com/company/aviation-suppliers-association



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PRBA also remains concerned that certification of aircraft fail to consider the unique hazards associated with the carriage of any dangerous goods, not just those associated with lithium batteries.

The FAA continues to press for compliance in this arena, and has announced multiple civil penalty actions related to improper shipment of lithium batteries in the past year.

Distributors shipping lithium batteries should make sure that the batteries are treated as dangerous goods and properly prepared for shipment, but distributors should also be aware that some carriers could refuse to carry lithium batteries in the wake of the Boeing all-operators letter. It appears that some carriers have already banned the bulk shipment of batteries in the bellyhold, including Cathay Pacific, United, IAG Cargo and Qantas.



CALENDAR OF EVENTS

ASA Workshop Series/Training

November 2, 2015 Hilton Singapore • *Singapore*
November 19, 2015 Hilton Garden Inn O'Hare • *Chicago, IL*
December 1, 2015 Courtyard Seattle Sea-Tac • *Seattle, WA*
December 3, 2015 **Quality Meeting** • Hyatt Place Grapevine • *Grapevine, TX*

ASA 2016 Annual Conference

June 26-28, 2016 Four Seasons Hotel • *Las Vegas, NV*

Industry Events

October 13-15, 2015 **MRO Europe** • *London, England*
November 3-5, 2015 **MRO Asia** • *Singapore*

CONTACT US!

ASA Staff is always interested in your feedback. Please contact us with any comments or suggestions.

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