AIRLINE E&M: NORTH AMERICA

18-19 OCTOBER 2017 / THE PALMS HOTEL & SPA, MIAMI, FL, USA

MRO STRATEGIES AND FLEET MANAGEMENT FOR A MATURE AND COMPETITIVE MARKET

REASONS TO ATTEND:

- PLATFORM for all the key market players to exchange their hands-on experiences and develop best practices in MRO
- LEARN new techniques and strategies to streamline processes and optimize operations
- ACQUIRE up to date knowledge on the latest trends in this region and key insights on how these changes will impact the market going forward
- DISCOVER how to adapt your business strategies and harness opportunities to ensure short and long term success
- UNDERSTAND how to confront and conquer the challenges facing your business
- BEST practices for knowing how and where to leverage cost reduction opportunities

REGISTER TO ATTEND
Visit www.airlineengineering-northamerica.com/register

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CONTINUE THE DISCUSSION FROM
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This year Aviation Week Network will host its annual Airline Engineering & Maintenance: North America in Miami on the 18-19 October. The event will provide a forum for stakeholders from across the civil aviation aftermarket to meet, network and discuss the latest industry trends and the challenges and opportunities they present.

North America’s mature MRO market, with shallow spend and fleet growth projections, contradicts a market in a constant state of evolution. North American airlines were the first to return to profit and continue to lead the way in 2017, which has been driven by a continued trend of low oil prices and a focus on cost control and resource management. This has seen aircraft retirement slow in recent years however, next generation platforms are entering service and likely to become increasingly important in the aftermarket in the coming decades.

Within the context of a mature market, MRO service providers must explore innovative strategies to meet operator and owner needs across the aircraft lifecycle. Aftermarket participants must invest to maintain leadership or risk slipping behind.

Airline E&M: North America will provide:

- A key opportunity for all industry players to discuss the issues at hand
- Discover best practices for tackling current concerns
- Find ways of working together to smooth operations
- Form partnerships that ensure the industry continues to be successful moving forward

The speakers were good. The networking was very good. Lots of opportunity to meet everyone.”

Chris Reamy, Director, Services & Strategy, Airbus Americas

FREE PLACES FOR AIRLINE OPERATORS

We work closely with airlines to overcome their toughest challenges and address their core issues, and their presence at our conferences is integral to our success. Therefore we warmly invite all airline operators to attend the Airline E&M: North America free of charge*. That means free attendance for the duration of our interactive and informative conference sessions and a chance to meet and network with suppliers, industry leaders and peers at our exclusive networking functions.

For further details please contact Ivo Brook:
T: +44 (0) 207 017 7113
E: ivo.brook@aviationweek.co.uk

* This offer is only available to airline representatives in non-sales/business development/marketing/customer services role. (i.e. qualifying operator representatives must hold a job function within the airline of purchasing, maintenance, overhaul, engineering, supply chain or technology). Representatives from third party maintenance affiliates do not qualify for a free airline place.

www.airlineengineering-northamerica.com
15:10 Afternoon Coffee Break

15:50 Workshop: Creating Lean Flow in MRO
- Explore the design principles and guidelines to create flow in complex MRO environments, including how to: define product and process families; determine task capabilities; create standard work for changing demand and scope
- Real-world examples of the implementation of lean principles in aviation repair shops.
- Value stream mapping, one piece flow, and FIFO – to implement a future state value stream design and the results realized: better organization, visual indicators that tell employees if flow is normal, increased capacity, and reduced lead times.

16:50 Chairman’s Closing Remarks

17:00 – 19:00 Networking Reception

Day Two - Thursday, 19 October

8:30 Registration & Refreshments

9:30 Chairman’s Opening Remarks
Jonathan Berger, Managing Director, Alton Aviation Consultancy

9:40 Fleet Demographics – Analysing Retirement Trends and the Aircraft Backlog
- What can aircraft order demographics tell us about the changing strategies of airlines and the implications for the aftermarket?
- What can we learn from the rate of retirements in the civil aviation fleet, which aircraft types are most affected?
- Is there an indication of sustained delayed retirements and aircraft returning aircraft to service?
Jonathan Berger, Managing Director, Alton Aviation Consultancy

10:10 PANEL DISCUSSION: Picking Apart Leasing – Perspectives on and Understanding the Technical Options and Requirements of Lease Contracts
- What basic technical provisioning is assumed in current lease contracts, which party is responsible for what?
- How might this vary depending on lease type and aircraft age?
- Which aspects of technical provisioning typically come under scrutiny?
- Is there a case for excluding maintenance reserves from lease contracts?
- Can return condition costs be accounted for throughout the life lease cost rather than at time of return?
- What factors need to be understood when evaluating AD cost sharing?
- How might new portable maintenance-type product offerings influence the technical drafting of lease contracts?
- Is this purely a discussion between lessor and operator, or do MROs need to be brought in to the fold?
Luis Ayala, Managing Director, Jet Trading & Leasing
Joseph O’Brien, Chief Commercial Officer, Engine Lease Finance Corporation
Tymoor Kalimat, Manager, Aircraft Contract, Jazz Aviation
Paolo Lironi, CEO, SGI Aviation

11:00 Morning Coffee Break

11:40 The Future of Parts Supply and Inventory Management Strategies – How will NG Platforms Change Best Practice?
- A brief overview of current trends within the parts supply and inventory management strategies
- What models are currently open to airlines when developing their parts supply strategies?
- How might fleet size, type and event diversity influence parts supply decision making?
- With predicted fewer and more expensive scheduled maintenance events on NG platforms, what will be the impact on cost and availability materials?

12:10 How are Airlines Optimising their MRO Operations?
- North America’s airlines were the first to return to profit, has this had an impact on MRO operations?
- What do airlines see as priorities for MRO spend – extending fleet lifetime and upgrades or preparing for EIS and NG platforms?
- What support models do airlines prefer to keep their fleets in the air? (e.g. owned, outsourced, bundled, pooled…)
- How can airlines work together to improve their MRO service options?
- Is there an appetite amongst operators to retain or bring more services in-house, either purely to serve their own fleet or to expand third party service?
Ken Newton, Director, SCM Operations, Alaska Airlines

12:40 Lunch

13:50 Advanced Repair Applications for Current and Next Generation Fleets
- An insight into the latest repair tools and techniques deployed and in development
- Examining how exotic materials, modular designs and data analytics will alter repair requirements for NG platforms
- What training and investment requirements will new technologies require?
- To what extent is repair technology crossover between existing and NG fleets (and across platforms) possible?
- How are advances in repair processes working to reduce TAT and increase availability?
John Bowden, ACJ Customer Support & Services Director, Airbus Americas
Arun Chhabra, CEO, 8Tree

14:30 Impact of Big Data for Airlines and the Aftermarket
- How significant is the labour market shortfall in the global and North American aftermarket?
- What is the impact of health monitoring on spares provisioning and repair scheduling and financial planning?
- How can airlines and MROs best test that their data is correct and needed repairs/repairs are not taking place?
- There are a plethora of solutions available for different aspects and areas of the aircraft, can these be integrated?
- What kind of ROI can airlines expect and how can this be best be measured?
- Who owns and who can use the data (OEM, airline, lessor or MRO)?
- How can MRO operations prepare for the implied cybersecurity considerations?
Kevin Deal, VP, Aviation & Defense, IFS
Wouter Kalfsbeek, Project Manager, AFI KLM E&M

15:10 PANEL DISCUSSION: Managing the Aftermarket’s Labour Shortfall
- How significant is the labour market shortfall in the global and North American aftermarket?
- What is driving the gap? (e.g. industry attractiveness, awareness, compensation, competition, qualification period, etc.)
- Is there a numbers game, or is the industry missing specific skillsets?
- Does the idea of lifetime service to a company or industry belong to a bygone era, does the aftermarket need to become more agile and creative in recruiting?
- Can technology advances and the reduced maintenance requirements of NG aircraft act to offset the manpower shortfall?
- What additional strategies are stakeholders using to address the shortfall and are these viable in delivering service long-term?
Robert Ireland, Managing Director, Engineering and Maintenance, Airlines For America (AIA)
Kenneth Witcher, Dean, College of Aeronautics, Embry-Riddle Aeronautical University

16:00 Chairman’s Concluding Remarks and Close of Conference

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LEADING INDUSTRY SPEAKERS INCLUDE:

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Jet Trading & Leasing

Jonathan Berger  
Managing Director  
Alton Aviation Consultancy

Joseph O’Brien  
Chief Commercial Officer  
Engine Lease Finance Corporation

Arun Chhabra  
CEO  
8Tree

Tom Cooper  
Vice President  
CAVOK

Kevin Deal  
VP, Aviation & Defense  
IFS

Jim Holmes  
Co-Owner  
Turbine Management Solutions LLC

Robert Ireland  
Director, Engineering and Maintenance  
Airlines For America (AAA)

Tiymor Kalimat  
Manager, Aircraft Contract  
Jazz Aviation

Paolo Lironi  
CEO  
SGI Aviation

Patrick Markham  
VP Technical Services  
HEICO

Abdol Moabery  
CEO  
GA Telesis

Lewis Montgomery  
Director,  
Duggan Associates

Ken Newton  
Director, SCM Operations  
Alaska Airlines

Vesa Paukkari  
President & COO  
CTS Engines

Michael Rezman  
VP Business Development  
StandardAero

Taieb Ben Sghaier  
Senior Services Market Analyst  
Rolls-Royce

Deepak Sharma  
President, Integrated Supply Chain Solutions - Commercial  
AAR Corp

Jim Sokol  
President MRO Services  
HAECO Americas

Sonny Stern  
VP Sales MRO Services  
Delta TechOps

Robert Suhs  
VP, Commercial Aircraft Division  
Magellan Aviation Group

Kenneth Witcher  
Dean, College of Aeronautics  
Embry-Riddle Aeronautical University

To view the full list of speakers visit www.airlineengineering-northamerica.com/speakers
HEAR WHAT OUR 2016 ATTENDEES HAD TO SAY ABOUT THE EVENT:

“Great conference, very informative”
Lewis Wallace, Regional Director, Boeing

“Perfect size conference for learning about the latest trends effecting the industry.”
David Beal, Director –Eastern Region, Wencor Group

ATTENDEE PROFILE
BASED ON 2016 ATTENDEES

- Airline ........................................ 8%
- Consultancy .............................. 9%
- Government/Association .......... 2%
- Ground Support/Logistics ......... 3%
- IT/Software .......................... 5%
- Leasing/Finance ...................... 5%
- MRO ................................. 36%
- OEM ...................................... 5%
- Parts Supplier ....................... 27%

THE INDUSTRY IN NUMBERS*:  

The current commercial air transport fleet consists of ~28,000 aircraft; ~8,300 are located in North America

North American fleet growth is projected at a healthy 3.2% per annum to 2026

By 2026, 30% of the heavy airframe MRO spend in North America will be generated by next-gen technology aircraft

North American MRO spend exhibits marginal growth, increasing by 1.8% per annum to ~$21.4bn by 2026, from $18bn in 2016

SPONSORSHIP OPPORTUNITIES

- Heighten your brand exposure
- Demonstrate your thought leadership
- Drive new business
- Stand out as a leader in an established market

Our industry-leading events attract senior decision-makers who are eager to learn about the latest market trends, solutions and forge new business contacts. As a sponsor, your organisation will gain a competitive advantage by engaging directly with your target audience in an intimate environment that will maximize your return on investment.

To find out more, contact
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T: +1 561 279 4646
E: betheddy@aviationexhibits.com

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Non sales representatives from airline operators will qualify for a free place provided that they do not offer 3rd party services.

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For general assistance with registration please call +44 (0) 207 017 7714 or email events@aviationweek.co.uk

GROUP BOOKING DISCOUNTS
For information on discounts available when you book a team of 3 or more call us on +44(0) 20 7017 7714

We have negotiated a special room rate of $189 s/d per night. To book your room, visit our webpage: www.airlineengineering-northamerica.com/venue. Room rates quoted do not include accommodation taxes (currently 14%, subject to change).

Airline E&M North America 2017 will take place at The Palms Hotel & Spa. The Palms Hotel & Spa, 3025 Collins Ave, Miami Beach, FL 33140, USA

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DELEGATE DETAILS (FOR EASE, PLEASE ATTACH YOUR BUSINESS CARD) – PLEASE PHOTOCOPY FOR ADDITIONAL BOOKINGS

Title First name Family name

Company name Nature of business

Job title

Address

Tel Fax Email*

Signature*  

*I have read and agree with the terms and conditions.

HOW TO PAY

CREDIT CARD/DEBIT CARD

If you have any questions about payment or are unable to pay by credit card please call us on +44 (0) 207 017 7714

Please debit my:  

If you have any questions about payment or are unable to pay by credit card please call us on +44 (0) 207 017 7714

Card no.  Expiry date

Issue no (for Maestro)  Amount  Security code

Card holder's name

Signature*

*I have read and agree with the terms and conditions. I authorize my credit/debit card for the above payment.

TERMS AND CONDITIONS:

1. The Conference is organised by MRO Exhibitions Limited (the “Organiser”), whose office is at Christchurch Court, 10-15 Newgate Street, London EC1A 7AD.

2. You apply for a ticket to the Conference by completing this Order Form. The Organiser may at its absolute discretion accept or refuse your application. A binding contract will be formed only when the Organiser provides you with its written acceptance of your application.

3. By purchasing a ticket to the Conference, you agree to: comply with any joining instructions in respect of the Conference; and/or other technical or administrative details in respect of circumstances, to alter the: content; location; timetable; speakers; the Conference venue.

4. The Organiser reserves the right, due to unforeseen circumstances, to alter the content; location; timetable; speakers; and/or other technical or administrative details in respect of circumstances, to alter the: content; location; timetable; speakers; the Conference venue.

5. You may transfer your ticket to another individual within the same company/ group of companies PROVIDED that the recipient of the ticket would have been eligible to purchase the ticket at the price that you paid for it.

6. You may cancel your ticket to attend the Conference if you provide written notice to the Organiser which we receive at least 30 days prior to the commencement of the Conference and the Organiser provides written acknowledgement of such notice. If you provide notice in this way, you will be refunded if you have already paid for your ticket.

7. You may cancel your ticket to attend the Conference if the Organiser, in its absolute discretion, provides written notice to the Organiser which we receive at least 30 days prior to the commencement of the Conference and the Organiser provides written acknowledgement of such notice. If you provide notice in this way, you will be refunded if you have already paid for your ticket.

8. The Organiser’s liability for any losses you may suffer as a result of us breaching these terms and conditions or for any breach of any statutory duty or negligence or otherwise is strictly limited to the total purchase price of the Conference ticket. If liability occurs in respect of more than one ticket then the relevant Conference tickets.

9. To the maximum extent permitted by law, neither the Organiser nor any of its directors, employees or other representatives will be liable for any of the following losses or damage (howsoever arising and whether direct, indirect, consequential or special loss; whether arising in connection with or in relation to the Conference or the provision of our services to you)  

10. Nothing in these terms and conditions shall exclude the Organiser’s liability for: (i) death or personal injury as a result of the Organiser’s negligence; (ii) fraud or fraudulent misrepresentation; or (iii) any liability that cannot be limited or excluded by law.

11. These terms and conditions and any disputes or claims arising out of or in connection with them or their subject matter, shall be subject to English law and the exclusive jurisdiction of the English courts.  

12. All bookings made within 30 days of the conference must be paid by credit card only.

DATA PROTECTION: By entering your details in the fields above, you agree to allow MRO Exhibitions Limited to contact you (by mail, email, telephone, or fax) regarding relevant products or services provided. At any time you no longer wish to receive any communications from MRO Exhibitions Limited Ltd or if you have data made available to carefully selected 3rd parties please write to the Data Protection Co-ordinator, MRO Exhibitions Limited, Christchurch Court, 10-15 Newgate Street, London EC1A 7AD, or call +44 (0) 207 017 7714 or email mark.thomas@aviationweek.co.uk.

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