

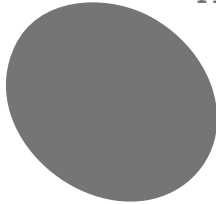


AVIATION WEEK EVENTS

Inventory & Engine Asset Management Forum

Mövenpick Hotel Zurich-Airport • Zurich, Switzerland

May 26-27, 2011



The current total global airline inventory is valued at \$45B, and 15-17% of that inventory is “excess”. That equates to \$7B worth of assets not being utilized in an industry where the number one focus is COST.

Can your organization afford to sustain those levels of surplus inventory?

Inventory & Engine Asset Management delegates will receive:

- Insight into the growing trend towards Integrated Global Supply Chain Solutions
- Information on pooling vs. a total holistic solution. How do you decide the value of each strategy?
- New technological solutions to improve forecasting
- Guidance on appraising your current assets and acquisition of necessary assets
- Operational strategies for optimum asset availability

**Register by April 20, and save up to
\$300 on an “early bird” pass!**
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AVIATION WEEK
& SPACE TECHNOLOGY

Overhaul &
Maintenance
THE MAGAZINE FOR MRO MANAGEMENT

Aviation Week's Inventory & Engine Asset Management Forum will bring you the latest information to control and monitor your rotatable inventory and engine assets.

Industry experts will present case studies that highlight success while also identifying risks and challenges. Find out what works, and what doesn't.

Sessions will provide actionable strategies you can take back to your organization and specifically address:

Funding strategies. What drives this decision at an airline?

Protecting the value of your aircraft asset. Can you be part of an inventory pool and still keep asset value high?

Forecasting inventory. How do you optimize this process? What new methodologies are being developed? Do the reports show the information you require?

Asset efficiency. How can you make your cash go further by keeping your assets in prime condition and thereby getting more from it?

Cost/cash/risk. How do organizations ensure they have the right balance?

Asset appraisal. Knowing the value of what you have. What is a fair market value? Who decides? How?

Technical rotatable control. How is interchangeability and traceability managed?

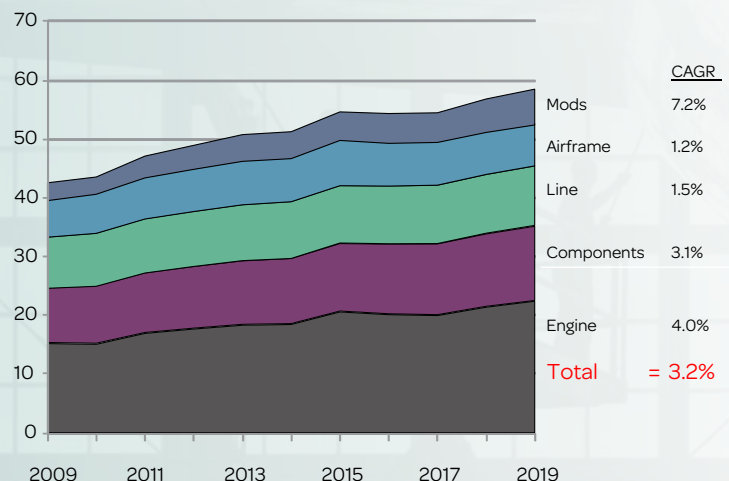
Structuring agreements. Align the financial and technical conditions.

Funding for spares. How to make the right choice.

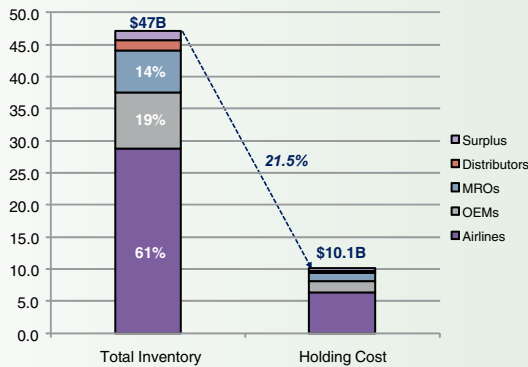
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Air Transport MRO Market Growth by Segment (\$B)

Fundamental MRO Demand Is Expected To Recover And Reach \$58 Billion By 2019



Source: AeroStrategy/UBM Aviation



MRO Supply Chain Inventory and Holding Cost

One Alternative Is To “Destock” Some Of The \$47 B Of Inventory In The MRO Supply Chain...

Source: AeroStrategy

This is a “must-attend” opportunity for professionals in the commercial airline industry, MRO providers/suppliers, OEMs and finance industries. Particular relevance will pertain to individuals responsible for:

Finance (CFO, VP Finance, Treasurer, etc.)

Technical Operations

Inventory Planning

Materials

Commodity Managers

Procurement

Aviation Financial companies/consultants

Strategy or decision making on the financial and cost aspects of operations and supply chain

Asset Management

Strategic Planning

Maintenance Planning

Supply Chain

Resource Planning

Technology Providers

Inventory & Engine
Asset Management Forum
Advisory Board

John Avery, Director of
Supply Chain Services, AJ
Walter Aviation

Erwin Bamert, SVP,
Commercial Services,
SR Technics

Phil Carroll, CCO, Sanad

Dan Davy, Technical &
Fleet Asset Manager, CIT
Aerospace

Scott Gunufson, VP Service
Solutions, Rockwell Collins

Roland Hoerder, VP
Commercial Consulting,
SR Technics

Lucas Mollan, Chief
Technical Officer, Avolon

Troy Lambeth, CEO, Sanad

Pierre Reville, VP
Services-Solutions, Airbus

David Stewart, Principal,
Aerostrategy



Cost Savings

Alan Butterfield, Air Canada’s VP maintenance and engineering notes in the eight months since Air Canada entered into its outsourcing agreement, the carrier has realized a cost savings of about 25% to maintain the 777s, based on parts and repair pricing, in comparison to keeping it in-house. “At the same time, we were able to sell the inventory for what we paid for it. In return, we’re getting guaranteed spares levels on a power by the hour basis.”

Overhaul & Maintenance

CONFERENCE AGENDA

DAY ONE - Thursday, May 26, 2011

8:00 a.m. Registration & Continental Breakfast

8:30 a.m. **Welcome and Opening Keynote**

James Stewart, CEO, SR Technics

9:00 a.m. **Marketplace Update**
Inventory

Take a look at the market in relation to inventory management. How does the approach differ in different regions? Are some markets more mature than others? Do different airline segments apply different asset management strategies or is it down to an airline philosophy? What has been the approach and how does AeroStrategy predict the market will change in the next 5 – 10 years?

David Stewart, Principal, Aerostrategy

Engines

Get the latest on the engine asset management market. How are the OEMs and leasing companies working together with customers and MROs? Where are the opportunities? What are the latest trends? What is happening in relation to pooling and full solutions? How is this market evolving over the next 5 – 10 years?

Julie Dickerson, SVP Engine Leasing, GECAS

9:45 a.m. **The Shift in Supply Chain Solutions**

With extensive holding costs tied up in inventory, the market is seeing a wide range of options opening up to airlines to help them manage these assets cost-effectively. Many new creative asset management strategies are emerging, offering integrated global supply chain solutions. We ask some of the leaders in this field what is the value proposition of each of these solutions?

Erwin Bamert, SVP, Commercial Services, SR Technics

Scott Gunnufson, VP and General Manager, Service Solutions, Rockwell Collins

Joachim Mirabaud, Head of Flight Hour Services Engineering, Airbus

10:45 a.m. Break

SR Technics Facility Tour – Friday, May 27, 2011

11:30 a.m. Depart for SR Technics

11:45 a.m. Buffet Lunch provided by SR Technics

12:45 p.m. SR Technics Facility Tour



11:15 a.m.

Making the Right Choice

How do you decide whether to own or lease? Is a simple pooling arrangement or a total holistic outsourced approach right for your airline? It's about cost optimization, risk mitigation and cash management. Look at the pros and cons of each of the options. Hear from operators on why they chose specific strategies and what were the challenges involved.

12:00 p.m.

Networking Lunch

1:30 p.m.

Financing that Fits - Inventory

So you want the best solution to help manage your inventory. A solution that supports your operation seamlessly but also reduces your ownership costs and helps boost profits? Hear from of the aerospace financing firms that are offering integrated finance and technical management packages about the funding options available.

Troy Lambeth, CEO, Sanad

2:15 p.m.

Financing that Fits - Engines

Recognizing that engines are different beasts to rotatable inventory how do you decide on the right solution for your airline? Hear from experts in the fields of engine financing and management on the options available including leasing, sale/leaseback, long term structured finance solutions.

Phil Carroll, CCO, Sanad

Bobby Janagan, VP - Engine Leasing, Rolls Royce & Partners Finance

3:00 p.m.

Break

3:15 p.m.

Panel Discussion: Structuring Effective Agreements

When dealing with inventory and engine asset management, there are many aspects to be considered when structuring agreements. For example, if assets are leased, there may be conditions which dictate how you have to operate to avoid costly end of lease penalties or there may be terms which affect your ability to select a pooling arrangement. Also, how do you include performance measurement so that it can be a win-win for both sides? In this session, our panel discusses how finance and technical departments work jointly with suppliers and lessors to shape agreements that are in touch with reality and don't end up as a financial burden or an operational constraint.

PANEL LEADER: **John Avery**, Director of Supply Chain Services, AJ Walter Aviation

Ian Smith, Director, Air Supply Consulting

Benefits



David Stewart, a partner with Aero-Strategy, points out that what-

ever the source, contracting out component management offers three main benefits. "Pricing is usually by flight-hour, so there is a predictable cost; the airline doesn't have to invest in acquiring and storing expensive rotatable spares; and it doesn't have to manage relationships with multiple suppliers."

Overhaul & Maintenance

SR Technics is pleased to invite you to participate in a special facility tour, which will include the following key maintenance operations: Aircraft, Components, Engines.

Specialists and engineers will explain SR Technics' advanced centre of excellence concept for engine and component maintenance during the tour, and to discuss the successful use of Lean Six Sigma to improve general operational efficiency and processes.

To join the tour, you must be registered for the Inventory & Engine Asset Management Forum, and you must complete a separate form that specifies your participation in the tour. Please note that the number of tour participants is limited, and places will be allocated on a first-come, first-served basis. Additional tour related questions? Contact Claudia Walter, SR Technics Event Manager, +41 43 812 77 10, claudia.walter@srtechnics.com.

SR Technics

FEATURED SPEAKERS



Micheál
Armstrong,
Armac
Systems



John Avery,
AJ Walter
Aviation



Erwin
Bamert, SR
Technics



Bobby
Janagan,
Rolls Royce
& Partners
Finance



Juergen
Kuhn, MTU



Joachim
Mirabaud,
Airbus



Ian Smith,
Air Supply
Consulting



James
Stewart,
SR Technics

4:15 p.m. **Predicting the Unpredictable**

How do you optimize the planning process to ensure you have the right asset in the right place at the right time? New methodologies are emerging to improve the forecasting process. Hear about one of the new technology solutions available and explore how this has helped companies in the aviation industry to get the most from their inventory.

INTRODUCTION: **Mary Mannion**, Editorial Director, Inventory & Engine Asset Management Forum

Micheál Armstrong, CEO, Armac Systems

4:45 p.m. **New Technologies for Smart Rotable Control**

Inventory Asset Management is going paperless. Both the B787 and the A350 will introduce the use of radio frequency identification (RFID) to transfer and store data for maintenance-significant parts of their aircraft. This fully integrated technology management system will result in automatic traceability (back to birth) and reduce cycle times for maintenance. But it doesn't have to be exclusive to new aircraft parts. Look at some of the solutions available in the marketplace today.

5:30 p.m. Cocktail Reception

DAY TWO - Friday, May 27, 2011

8:00 a.m. Continental Breakfast

8:30 a.m. Opening Address

9:00 a.m. **Inventory and Engine Appraisal**

How do you determine the fair market value of your assets? What are the methodologies available to depreciate inventory and engines so that you mitigate any residual value risk? Also, in the case of large assets such as engines what would an appraiser look for in determining the real value versus the fair market value?

**Joint presentation from AJ Walter Aviation
Inventory focus**

John Avery, Director of Supply Chain Services

Engine focus

Steve Williams, Director of Technical Purchasing

Nick Popovich, President, sage-popovich, inc.

10:00 a.m. **Panel Discussion: Technical Asset Control**

There are many challenges involved in managing assets and pooling arrangements. In this session, our panel discusses issues such as interchangeability of parts, PMA parts, management of documentation and traceability. How does it differ for inventory and engines and how do you protect the value of your assets.

Carl Glover, VP Sales, AAR Aviation Supply Chain, Europe, ME & Africa

10:45 a.m. **Value Engineering**

No longer do the accountants have the monopoly on managing the bottom line! Commercial imperative is very much alive and well on the engineering side of the house. Technical assets are recognized for their ROI value and both airlines and MROs are protecting the value of assets and getting more from their assets through modifications, upgrades and repairs.

Juergen Kuhn, VP Business Development MRO, MTU

11:15 a.m. Close of Forum Sessions/Break

11:30 a.m. Depart for SR Technics

11:45 a.m. Buffet Lunch provided by SR Technics

12:45 p.m. SR Technics Facility Tour

2:15 p.m. End of Tour/Return to Hotel

GENERAL INFORMATION

Registration Hours

Thursday, May 26 8:00 a.m. – 5:00 p.m.

Friday, May 27 8:00 a.m. – 11:00 a.m.

Attire: Business smart attire is recommended for this event.

Venue

Mövenpick Hotel Zurich-Airport

Walter Mittelholzerstrasse 8

CH-8152 Glattbrugg

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Fax: +41 (0) 44 808 80 62

www.movenpick-zurich.com

Aviation Week has secured a discounted room rate and block. Book by May 23, 2011 to secure rate. Discounted rate of CHF 265 per room/night. Ask for the Aviation Week reservation block when reserving your hotel accommodations. Rate includes breakfast, welcome drink, taxes, VAT, service and shuttle bus from and to the airport. Excluding city-tax at CHF 2.550 per person/day

Registration Fees

	By 4/20/2011	After 4/20/2011
Standard Rate	\$995	\$1195
Alumni/Sponsor Rate*	\$895	\$1195
Government/Active Military**	\$495	\$795

*Alumni Sponsor Rate: Alumni is defined as anyone who has attended an Aviation Week produced event within the past three years. Rate also applies to sponsors, exhibitors, speaker colleagues and supporting associations.

**Government/Military Rate: Applies only to active, guard and reserve military and civil service personnel. ID Required.

Conference Cancellation and Credit Card Authorization Policy

Written cancellations received on or before April 20, 2011 will receive a refund less a processing fee of \$300 on the conference registration; \$100 for Military/Government. If no moneys are received, registrants are still responsible for the processing fee. VERBAL CANCELLATIONS ARE NOT ACCEPTABLE.

Please fax your written cancellation to +1(212) 904-3334 or email events@aviationweek.com. No refunds will be given after April 20, 2011, however a substitute may be sent. Any fees not paid by original registrant will be applied to substitute's fees. By submitting this registration, you authorize McGraw-Hill to invoice you for any unpaid portion of your registration fees.

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AVIATION WEEK EVENTS

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New York, NY 10121

AVIATION WEEK EVENTS

Inventory & Engine Asset Management Forum

Mövenpick Hotel Zurich-Airport • Zurich, Switzerland
May 26-27, 2011

Aviation Week's Inventory & Engine Asset
Management Forum will deliver:

Cost effective materials management implementations and
solutions

Innovative strategies that mitigate risk

Case studies from suppliers, MROs and airlines

Register by April 20,
and save up to \$300!
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