

- 7:30 a.m. **Registration**
- 8:30 a.m. **Welcome and Opening Remarks**  
**Tom Henricks, President, Aviation Week**
- 8:45 a.m. **Opening Session: Defining the New Paradigm**
- Contrasting “the way business was done” with the new integrated MRO and asset management structures. What are the factors domestic and international) driving the restructuring of the MRO supply chain? What are the opportunities / threats?
  - How do MRO considerations tie into planning for an airline?
  - What are the true total costs for the operator? What are current and expected fleet utilization rates and how will this impact strategic planning?
- Panelists: Daniel Boggs, Managing Director of Maintenance, Air Wisconsin Airlines Corp.**  
**Guy Borowski, VP Maintenance & Engineering, Virgin America**  
**John Holmes, General Manager, AAR Corp.**
- 9:30 a.m. **Dissecting the Options: The Service Provider’s Perspective**
- The challenge with these new aftermarket models is a lack of transparency – operators find quantifying the savings difficult and suppliers can’t find out what information they need to make the case for the new models available to them. This session addresses the service provider’s perspective:
- What is needed to succeed in these new business structures.
  - How do you determine what aftermarket strategy will work best for you?
  - How do you quantify ROI or financially justify this new model?
- Keith Campbell, Director, Goodrich Corporation**
- 10:00 a.m. **Managing Continental’s Aftermarket Services**
- Bundled Aftermarket Services
  - Making Your Supplier an Employee
- Xavier Bethune, Sr. Director, Procurement & Operations, Continental Airlines**  
**Jun Tsuruta, Jr., Sr. Director, Material Planning & Purchasing, Continental Airlines**
- 10:45 a.m. Break
- 11:15 a.m. **I Win/You Win, I Fail/You Fail: Crafting Parts Availability-Based Assured-Productivity Programs**
- Learn how a well crafted program can enable a parts service provider to reduce an operator’s financial risk of:
- Investment impairment
  - High repairable and non-repairables expenditures
  - Volatility in cash outflow
- Ron Giuntini, Executive Director, OEM Product-Services Institute (OPI)**
- 12:00 p.m. **Structuring Agreements and Contracts**
- How to price these additional services? How do you value the risk and integrate these costs into agreements?
  - Advantages and Disadvantages to Performance Based Contracts? Activity Based Costs?
  - What are effective measures for performance? Penalties?
- Jonathan M. Berger, Vice President, Technical Operations, SH&E, Inc.**
- 12:45 p.m. Lunch
- 2:00 p.m. **Horizontal Integration at Air Canada Jazz**
- Delivered from the Jazz perspective, learn how to horizontally integrate Corporate, MTC and Supply to streamline the business process and make it more efficient. The core of this presentation will be about aligning systems and processes across the organization and the various business units/departments.
- Steve Bogie, Dir. Business Strategy & Innovation, Air Canada Jazz**  
**Richard Steer, VP Maintenance & Engineering, Air Canada Jazz**
- 2:45 p.m. **Brainstorming Session: Connecting Inventory Management, Maintenance and Finance**
- Maintenance consumes the inventory yet finance drives the inventory decisions. How do we bridge this gap?
  - What are alternative prediction methods for unplanned demand? What can maintenance experts contribute to the inventory management process to deliver more accurate information?
  - Is collaborative planning across the supply chain feasible?
- Session Leader: Curt Lambertsen, Director of Inventory, American Eagle Airlines**

- 3:30 p.m. Break
- 4:00 p.m. **Materials Management Metrics**  
Material expediting and reactionary procurement is costly and inefficient. Learn how to save money and improve service through material planning based upon maintenance events and historical usage patterns. Learn how to measure performance, translate these metrics to impact your bottom line, and how to integrate these metrics within your support services.
- 4:45 p.m. **Case Study from AirTran Airways**  
AirTrain Airways and Goodrich Aerostructures will present an example business relationship that demonstrated the value of nacelle maintenance cost management through productivity and partnering.  
**Peter Requa, Director Operations – Business Practices, AirTran Airways**  
**Frank Wiedner, Manager FHA Operations, Goodrich Aerostructures**
- 5:15 p.m. Cocktail Reception
- 6:30 p.m. Adjournment

**Friday, September 29**

**Agenda subject to Change**

- 8:00 a.m. Registration
- 9:00 a.m. **Solutions Implementation Roundtables**  
Conducted in a roundtable format to foster intimate and interactive conversation, participants will work collaboratively to discuss challenges, uncover best practices and identify take-away solutions. Participants will have the opportunity to shape the flow of discussion specific to the needs of their company for a more applicable and relevant experience.
- Challenges that the workshop will address include:
- Exploring the technology solutions available and in development.
  - How to perform a needs assessment and determine your specifications?
  - How to select solutions? How to qualify and justify decisions?
  - How to bridge communications between various departments?
  - What are some implementation challenges? How best to overcome them?
- 1:00 p.m. Workshop Ends

Expected Delegates:

Senior-level airline industry professionals responsible for cost reduction through supply chain strategies including Senior Vice President, Vice President, Director and Senior Managers of Supply Chain, Logistics, Materials, Procurement, E-business, Inventory Management, Inventory Planning, Outsourcing, Maintenance, and Finance