

# ***PMA PARTS AND DER REPAIRS AS MARKET FORCES IN COMMERCIAL AVIATION O&R—2009***

- GLOBAL MARKET OUTLOOK/INDUSTRY DYNAMICS • LEASING & PMA PARTS/DER REPAIRS
- END-USER REQUIREMENTS & UNMET NEEDS • REGULATORY/LEGAL DEVELOPMENTS
- COMPARATIVE ECONOMICS • TECHNICAL INNOVATIONS
- BUSINESS & INVESTMENT OPPORTUNITIES

HILTON SAN DIEGO RESORT HOTEL, MISSION BAY, SAN DIEGO, CALIFORNIA USA

25 – 27 March 2009

*Attend this conference to get the latest information on how to save—  
and make—money in commercial aviation overhaul and repair through  
use of these alternative, approved materials sources ....*

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#### CONFERENCE CO-CHAIRS

MICHELE BASSI-DEGENKOLB, MANAGER—  
PMA DEVELOPMENT, UNITED AIRLINES

GEORGE KELLEY, SENIOR ENGINEER—  
PROPULSION ENGINEERING & TECHNICAL  
SUPPORT, US AIRWAYS

PETER LAURIA, PRINCIPAL SPECIALIST  
ENGINEER & ODA ADMINISTRATOR,  
NORTHWEST AIRLINES

#### KEYNOTE SPEAKERS

JIM KEENAN, SENIOR VICE PRESIDENT,  
UNITED SERVICES

RICK STINE, PRESIDENT, HEICO AEROSPACE  
PARTS GROUP

#### PRESENTATIONS FROM

- ADSE CONSULTING & ENGINEERING • AEROSTRATEGY LLC • AVIATION CAPITAL GROUP
- DASS AERO ENGINE SERVICES • DAVID DOLL CONSULTING • DERS-GROUP SVC, INC.
- DER TECHNOLOGIES, INC. • FEDERAL AVIATION ADMINISTRATION
- HEICO AEROSPACE PARTS GROUP • SEAL DYNAMICS • UNITED SERVICES
- US AIRWAYS • VEXTEC CORP. • WASHINGTON AVIATION GROUP, P.C. • WENCOR

**PLUS ....**

**TWO PRE-CONFERENCE WORKSHOPS**

**FREE REGISTRATIONS FOR AIRLINES**

TO REGISTER FOR THE CONFERENCE, OR FOR MORE INFORMATION—CONTACT:

Gorham Technical Associates, Inc.  
P.O. Box 535  
Scarborough, ME 04070-0535 USA

Telephone: 207-883-6091/207-632-2243  
FAX: 207-883-2139  
E-mail: pma-2009@gorham-tech.com

Conference Website: [www.gorham-tech.com](http://www.gorham-tech.com)

## *ABOUT THE CONFERENCE ... WHO SHOULD ATTEND*

The 11TH ANNUAL GORHAM PMA/DER CONFERENCE will be an executive forum for discussion and assessment of the principal business and regulatory issues centered on the usage of PMA Parts and DER-Approved Repairs in the global air transportation industry.

Through speaker presentations, panel discussions, audience-participation Q&A sessions, workshops, and eleven hours of scheduled networking social functions on-site, the conference will provide all attendees with a comprehensive update on the status of and outlook for the worldwide PMA Parts and DER Repairs businesses.

The conference is targeted at airline and aero-parts/repairs supplier executives; airline O&R materials purchasing managers; airline technical managers and engineers; parts and repairs supplier managers and engineers; and other senior personnel throughout the world-wide aviation industry. The meeting will also be of interest to regulatory, legal, investment, aero-leasing, and international trade professionals.

Session presentations and discussions will address the needs of:

- Commercial airlines and other aviation parts/repairs end-users
- Engine & airframe repair and overhaul organizations
- PMA parts manufacturers and suppliers
- Engine and aircraft OEMs/TC holders
- Surplus parts suppliers
- Aircraft and aeroengine leasing companies
- Aviation business consultants
- FAA, EASA, and other National Civil Air Authority personnel
- DERs and other designees
- Investment bankers, analysts, and advisors
- Attorneys in aviation practice

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## *REGISTRATION FEES & PAYMENT INFORMATION*

The Conference Registration Fee Schedule is presented on the accompanying *Registration Form*. Please see that form for pricing and payment details—or visit the Conference Website at [www.gorham-tech.com](http://www.gorham-tech.com).

### *ALUMNI DISCOUNT*

In recognition of past support, we're pleased to offer a discounted conference registration fee of \$995 to any *individual* who has attended one or more of the previous Gorham PMA/DER meetings. Discounts are non-transferable.

### *FREE CONFERENCE REGISTRATION FOR PART 121 AND PART 129 AIRLINE PERSONNEL*

Recognizing the importance of getting end-users to the conference and the tight budgets facing most of the world's airlines, Gorham will waive conference fees will for the first 100 airline employees who register for the meeting. Purchasing and professional O&R staff of any Part 121 and Part 129 carriers are eligible for this 100% discount. Given the centrality of ever-changing regulatory issues in the PMA Parts and DER Repairs arena, Gorham will, where it is in compliance with relevant authority policies, likewise waive the registration fees for National and International Civil Air Authority employees—as a means of promoting regulator attendance at the conference.

## *MARKETING OPPORTUNITIES AT THIS CONFERENCE*

Sponsor or exhibit at this conference, and you'll have a unique opportunity to increase your company's visibility before a highly qualified audience of decision-makers—all of whom have focused interests in PMA Parts and/or DER Repairs. For more details on these opportunities, see the Conference Website at [www.gorham-tech.com](http://www.gorham-tech.com), or contact us by phone at 207-883-6091; by fax at 207-883-2139; or e-mail at [pma-2009@gorham-tech.com](mailto:pma-2009@gorham-tech.com).

Confirmed exhibitors to-date include: Aero Brake and Spares; Aero-Instruments; Aerotech Holdings; Growth Industries; Huffman Corporation; Magee Plastics; and Wencor.

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## *CONFERENCE SCHEDULE & AGENDA*

Concise information on the conference schedule, agenda, exhibitors, speakers, presentations content, co-chairs, and optional workshops may be found on the accompanying *Conference Schedule & Agenda* document. More detailed information on these subjects is given on the Conference Website at [www.gorham-tech.com](http://www.gorham-tech.com). The Website is frequently updated, so be sure to check it often for additions and other changes.

## *HOTEL RESERVATIONS*

Conference attendees are responsible for making their own hotel reservations. Reservations may be made by phone at either: 1-800-445-8667, or 1-619-276-4010. Until the conference room-block is sold out—or until 7 March 2009—whichever comes first, discounted room rates are \$159/night (not including taxes). Be sure to tell the hotel reservations staff that you will be attending the Gorham PMA Conference, and are therefore eligible for the discounted rate. See the conference website for more information.

## 2009 GORHAM PMA PARTS & DER REPAIRS CONFERENCE SCHEDULE & AGENDA

### WEDNESDAY—25 MARCH 2009

8:00 am - 8:30 am: Optional Workshop(s) Registration

8:30 am - 12:30 pm: Optional Workshop (I): “‘PMA BY ASSOCIATIVE MEANS’ TO OBTAIN PMA EITHER BY IDENTICALITY WITHOUT LICENSE OR VIA TEST & COMPUTATION.” (separate registration fee: see Conference Registration Page)

1:00 pm - 1:30 pm: Workshop (II) Registration

1:30 pm - 5:30 pm: Optional Workshop (II): “‘UNDERSTANDING & PROPER USE OF AC 43-18, CHANGE A, IN A MAJOR REPAIR FABRICATIONS DESIGN.’” (separate registration fee: see Conference Registration page)

4:00 pm - 8:00 pm: Conference Registration/ Exhibits Open

6:00 pm - 9:00 pm: Welcome Reception

### THURSDAY—26 MARCH 2009

7:00 am - 8:00 am: Registration and Continental Breakfast/Exhibits Re-open

8:00 am: Conference Commences—Welcome, Opening Remarks by Chairpersons

8:30 am: Keynote Session Commences

#### *Industry Dynamics in the Global PMA Parts and Aero-Engine Repairs Business*

Jim Keenan, Senior Vice President, United Services

- Historical perspective
- Market dynamics
- Implementing Lean to increase costs savings

#### *Winds of Change*

Rick Stine, President, HEICO Aerospace Parts Group

- HEICO advantage
- OEM market objectives
- FAA position

10:00 AM - 10:30 AM: REFRESHMENT BREAK

10:30 am: General Session Commences

#### *Combating the PMA Squeeze*

Russell Adamson, President, Wencor

- Integrated supply programs
- Export compliance & regulatory issues
- Unifying a response

#### *Outlook for the Air Transport PMA Parts Industry*

Jonas Murby, Associate Consultant, AeroStrategy LLC

- The air transport MRO market
- 2008 Engine Overhaul Survey highlights
- Air transport PMA market outlook

#### *Regulations, Policy and Guidance Changes in PMA*

John Milewski, Aerospace Engineer, FAA

- Past, pending and future regulatory changes & impacts—SFAR 88, Part 26, Part 21
- Safety management system implementation in PMA—Risk-based resource targeting
- Streamline PMA process update
- Pending guidance—PMA AC, PMA on TSOA, PMA on PMA ACO outreach program

12:00 NOON - 1:30 PM: LUNCH

## 2009 GORHAM PMA PARTS & DER REPAIRS CONFERENCE SCHEDULE & AGENDA

1:30 pm: General Session Recommendations

### *PMA in Europe*

Pieter Ruitenbergh, Director—Aerospace Business Development, ADSE Consulting & Engineering

- EASA changes that affect PMA
- Future European developments
- EASA/FAA cooperation

### *PMA Parts—Real Solution—or Real Pain?*

George Kelley, Senior Engineer—Propulsion Engineering & Technical Support, US Airways

- Operator - PMA Parts – Solution or Pain?
- OEM/TCH – PMA Parts – Solution or Pain?
- Who wins? How to control?

### *The Airline Guide to PMA*

David Doll, Principal, David Doll Consulting

- The world prior to PMA
- The rigorous PMA approval process
- Best practices for PMA implementation

3:00 PM - 3:30 PM: REFRESHMENT BREAK

3:30 pm: General Session Recommendations

### *PMA and Leasing Companies—An Update*

Robert Matson, Manager—Powerplant Technical Services, Aviation Capital Group

- Have leasing companies' issues been addressed?
- Where do appraisers value PMA?
- How has the down-market affected value?
- What does the future hold for leasing and PMA parts?

### *Is the PMA Debate Over?*

Kate Schaefer, Senior Vice President—Sales & Marketing, HEICO Aerospace Parts Group

*[Presentation Abstract]* In 2008, the FAA RAFT Report and SAIB sent a strong message to the industry establishing the validity of PMA Parts. There is an increasing need for airlines to find more ways to reduce costs, and most of the world's largest airlines have embraced PMA Parts. Despite the seemingly positive future of PMA, are there still hold-outs in the PMA Legitimacy Debate? Are there any regions of the world yet to embrace PMA? Can we expect to see the leasing community react differently in the face of growing demand?

### *Implementation of Engineering Solutions through PMA*

Jeffrey Perkins, Vice President—Product Development, Seal Dynamics

- Using PMA for commercial reasons—cost & lead time
- Using PMA to implement engineering solutions—improved reliability & AD compliance

### *Exporting Aircraft Parts*

Jason Dickstein, President, Washington Aviation Group, P.C.

*[Presentation Abstract]* In 2008, the State Department and Commerce Department issued 'dueling interpretations' on dual use parts. With increased PMA usage by the US Air Force, products that were not dual-use five years ago are becoming dual use through Air Force adoption. This becomes a serious issue when considering whether an export license may be necessary for your export. Mr. Dickstein will discuss the recent export guidance, and how these interpretations will affect both domestic and export business for PMA holders.

## 2009 GORHAM PMA PARTS & DER REPAIRS CONFERENCE SCHEDULE & AGENDA

5:30 pm: End of Thursday's Presentations

6:00 pm - 9:00 pm: Reception

### FRIDAY—27 MARCH 2009

7:00 am - 8:00 am: Continental Breakfast/Exhibits Re-open

8:15 am: General Session Recommences

#### *Industry Dynamics in the Global Aero-Repairs Business*

Alan Codlin, Founding Partner, DASS Aero Engine Services

#### *New and Upcoming Changes to Guidance Material Affecting DER Repairs*

Darren Lovato, President, DER Technologies, Inc.

- Part-marking of repairs
- DER approval of minor vs. major repairs
- The *RAFT Report*

#### *Developing Fatigue Substantiation Data for Critical and/or Life-Limited Parts Using Materials Micromechanics Analysis for Life Prediction*

Dominick DaCosta, COO, DERS-Group Svc, Inc., and Carl Kolts, Vice President—Sales & Business Development, VEXTEC Corporation.

- Micromechanics coupled with computer simulations to produce accurate life & fatigue predictions
- Running thousands of computer simulations in short time produces robust design out

9:45 AM - 10:15 AM: REFRESHMENT BREAK

10:15 am - 11:15 am: *Repairs and Parts Panel, and Open Forum Q&A*

11:15am - 11:30 am: Wrap-up & Closing Remarks by Chairpersons

11:30 am: Conference Ends.

For more information about the conference, see the Conference Website at [www.gorham-tech.com](http://www.gorham-tech.com), or contact us:

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**INDIVIDUAL ATTENDEE REGISTRATION FORM—2009 GORHAM PMA PARTS/ DER REPAIRS CONFERENCE**

Registrant's Name: \_\_\_\_\_

Position/Title: \_\_\_\_\_

Company/Organization: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Telephone: \_\_\_\_\_ FAX: \_\_\_\_\_

E-Mail: \_\_\_\_\_

**\* FOR MULTIPLE REGISTRATIONS, PLEASE USE SEPARATE REGISTRATION FORMS FOR ADDITIONAL REGISTRANTS' CONTACT INFORMATION \***

**\*\* FOR INFORMATION ON EXHIBITOR PRICING & SPECIFICATIONS, SEE THE CONFERENCE WEBSITE \*\***

**REGISTRATION FEES**

\_\_\_ 1st & 2nd Registrant Fee: US\$ 1295.00 (each): \$ \_\_\_\_\_

\_\_\_ 3rd & following Registrant Fee: US\$ 1095.00 (each): \$ \_\_\_\_\_

\_\_\_ Alumni Registrant Fee: US\$ 995.00 (each): \$ \_\_\_\_\_

\_\_\_ Airline/Civil Air Authority Registrant Fee: FREE

\_\_\_ Optional Pre-Conference Workshop (I) Registrant Fee: US\$ 195.00 (each): \$ \_\_\_\_\_

\_\_\_ Optional Pre-Conference Workshop (II) Registrant Fee: US\$ 195.00 (each): \$ \_\_\_\_\_

**SAVE \$100** ... Attend Both Workshops for US\$290 (each individual registrant): \$ \_\_\_\_\_

**Total: US\$** \_\_\_\_\_

**PAYMENT OPTIONS**

\_\_\_ Check Enclosed (drawn on a US Bank and made payable to Gorham Technical Associates, Inc.)

\_\_\_ Bank Wire Transfer (please contact us for bank details); \_\_\_ Invoice My Organization (Purchase Order is required)

\_\_\_ Bill My Credit Card (circle appropriate card type):

American Express    Discover

MasterCard        Visa

Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Name on Card \_\_\_\_\_ Signature \_\_\_\_\_

\*\* If you are paying by credit card, please provide the credit card **billing address**, if it is different from your contact address:

Credit Card Billing Address:

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