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THE 2ND ANNUAL AVIATION PART SUPPORT AND SUPPLY CHAIN MANAGEMENT FORUM 第二届航材保障与供应链管理专题论坛

Mar.22-24, 2017 | Sheraton Shanghai Hongkou Hotel, China

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Driven by the ever expanding aircraft fleet and increasing utilization rate, China's demand for aircraft parts and materials grows at an unprecedented rate, which presents great opportunities for MROs, aviation parts suppliers and distributors. Meanwhile, Chinese airlines and other industry players are adopting new approaches and investing in new technologies to streamline parts supply chain management to improve availability and reduce costs.

This forum will once again gather aviation parts and component management professionals together to explore the latest trends and models of aircraft parts support business, and share best practises of managing parts supply chains from planning, procurement, inventory and supplier management from various perspective.

Target Audience

Airlines / MROs / OEMs / Parts Traders / Logistics / Lessors / IT Vendors

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THE 2ND ANNUAL AVIATION PART SUPPORT AND SUPPLY CHAIN MANAGEMENT FORUM

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Used Parts & PMA Parts Management Workshop

Mar. 22nd, 2017 | Wednesday

Sponsored By : **AJW**

Facing the growing dominance of OEMs in aftermarket as well as the cost pressure of raising OEMs parts prices, airlines are becoming more positive in looking into non-OEM parts such as Used Serviceable Materials, PMA parts as alternatives to optimize maintenance cost management. However, airlines and industry players have reasonable concerns upon safety and reliability issues that may be triggered by the utilization of USM or PMA parts.

Sponsored by AJW Aviation, this pre-conference workshop will gather representatives from industry regulatory bodies, airlines' E&M Departments, aircraft parts dealers and distributors etc, to discuss valuable topics including the surplus parts market updates, regulatory guidance on non-OEM airworthiness and serviceability management, technical record and document management to enhance traceability etc.

Speaker Updates



Robert Gill
Manager, Supply Chain Subdivision, AMECO



Kang XU
General Manager, Procurement, Spring Airlines



Kevin KUO
Senior Manager, Engineering and Maintenance, Tigerair Taiwan



Tie LI
Deputy GM, Component, China Eastern Airlines Technics



Derk-Jan van Heerden
CEO and Founder, Aircraft End-of-Life Solutions (AELS)



Nick Ward
Sales Director AJW Aviation



Xiao HU
Head of Material Supply, GAMECO



Jason Dickstein
General Counsel, Aviation Suppliers Association



Andrew Weinberg
Vice President, Business Development, International Aircraft Associates

Attending Airlines & MROs



Event Photos



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March. 23rd THURSDAY A.M.

- 08:00** Registration and Morning Tea
- 09:00** Chairperson's opening speech
- 09:10** **Global commercial aircraft MRO and spare parts market trends**
CAVOK
- 09:40** **Developing a shared parts pooling for China Aviation - Missions and Challenges**
New-established China Aviation Supply Co.,Ltd has been lanuched in October of 2016 to build a pooling platform of aviation supplies in Chinese civil aviation industry. Executives from CASC Co.Ltd will be invited to explain the missions of the platform and key operational challenges ahead.
China Aviation Supply Co.,Ltd
- 10:10** **CEA's aviation parts and materials management strategy - practise,planning and initiatives for future**
China Eastern Airlines Technics
- 10:40** **Networking coffee break**
- 11:10** **Developing operational support and component services programs to support ARJ21 and future C919 aircraft operation**
Shanghai Aircraft Customer Service Co.,Ltd, COMAC
- 11:40** **Airlines' Panel: Evolving new strategies and models to ensure inventory availability**
Inventory management is all about having the right part at the right place, at the right time, plus in the right quantity and price. With EIS of new aircrafts and the market evolving, we are seeing the emergence of various new ways of ensuring part availability, inventory can be self-owned, pooled, exchanged, leased etc to meet requirements. This panel will look at pros and cons of different models, metrics and pricings for measurement, as well as new emerging technologies available to alter or improve inventory management.
Gao Wensheng, Deputy GM, Procurement Department, Air China
- 12:30** **Lunch**

March. 23rd THURSDAY P.M.

- 14:00** **Controlling aircraft maintenance cost by optimizing parts support and supply chains from a LCC's point of view**
Mr. Xu Kang, General Manager, Procurement & Supply Dept, Spring Airlines
- 14:30** **Streamlined parts inventory management to reduce lead time and costs**
Cathay Pacific Airways
- 15:00** **Panel discussion: What makes a successful parts consignment program?**
Parts consignment is gaining popularity as it encourages parts sales, and turns surplus inventory into revenue quickly with minimal turn time, however it requires a combination of resources and knowledges to successfully manage and track performance of consignment programs. This session will invite parts consignment expert to explore different models of consignment, skills and technologies required for consignment management
Mr. Kevin Kuo, Senior Manager, Engineering and Maintenance, Tigerair Taiwan
Mr. Hu Xiao, Head of Material Supply, GAMECO
- 15:45** **Networking coffee break**
- 16:15** **PMA Industry Trends and Market Overview**
ICF Aviation
- 16:40** **Panel discussion: Bringing Non-OEM alternatives to the supply chain strategy**
Facing rising prices of OEM parts as well as market uncertainty, airlines and aviation industry players become more open to alternatives for parts acquisition, which account for a lion's share of airline's maintenance costs. Whileas PMA parts and DER repairs often offer 40% cost advantage comparing to OEMs, claims and concerns have always been heard about safety and reliability issues triggered by the utilization of PMA parts. This panel will be discussing the recent attitudes and policies of airlines and other industry players toward PMA, real cost-saving advantages and major concerns of using PMA parts, as well as the industry best practices of making PMA a part of your overall supply chain strategy.
Mr. Jason Dickstein, General Counsel, Aviation Suppliers Association
- 17:30** **End of Day One**



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March. 24th FRIDAY A.M.

09:00 Engine shop visit cost management - analysis and solutions

Engine maintenance expenditures represent the most significant part of airline's maintenance cost, of which material costs usually represent 80%. This presentation gives you a better understanding of what factors influence engine shop visit cost and how these factors can be managed, as well as suggestions on management process for engine maintenance cost control from operator's point of view.

Xiamen Airlines

09:30 Next-gen engine technology to optimise engine maintenance and parts support cost

This presentation will examine a variety of technology and innovations that engine OEMs are adopting or investing in on next-gen engine platforms to improve engine reliability and reduce maintenance costs, and will also look into OEMs' strategies for engine component maintenance and support.

10:00 Evolution of parts support solutions for next generation aircraft/engines - changes and challenges

As airlines take delivery of a new generation commercial jets, it's a step-change in operating economics and system reliability, and will be a game changer for the MRO industry. This panel will discuss the effects of next-gen aircraft on MRO prospects from various perspectives, with a special focus on component support business, as well as the major challenges facing MROs as aircraft operators and owners' requirements for part services are evolving.

10:45 Networking coffee break

11:15 Addressing the complexities of managing Airbus SSC or Boeing PSAA terms

With the purchase of an aircraft from either Airbus or Boeing, the customer is entitled to strict component repair turnaround-time (TAT) performance from the OEMs, guaranteed by Airbus SSC or Boeing PSAA terms. This session will explain these guarantees in details, and address the complexities that exist for airlines and MROs when managing OEMs TAT guarantees.

11:40 Printing the future: How will 3D printing technology reshape aircraft parts manufacturing and spare parts business

Aerospace companies are turning to innovative 3D printing technologies for fast production of aircraft parts with lighter weight and shorter lead times. Meanwhile, 3D printing is also revolutionary for aerospace aftersales business as spare parts can be printed on demand without any need for inventory. This presentation will lead you to understand the latest development of 3D printing technology, the potentials and limits of employing this cutting-edge technology in aerospace industry, especially within aircraft maintenance and components support business.

12:00 Panel discussion: Adopting and utilizing IT technologies to revolutionize parts supply chain management

Innovative IT technologies are bringing revolutionary, sometimes disruptive effects to lots of industries, and aerospace is no exception. This panel will examine the potentials of IT technologies in redefining almost every aspects of parts management from parts planning, inventory demand analysis, parts tracking and monitoring, as well as online trading etc.

12:45 Lunch

March. 24th FRIDAY P.M.

14:00 Trends of aircraft fleet recycling industry development

Derk-Jan van Heerden, CEO and Founder, Aircraft End-of-Life Solutions (AELS)

14:30 Panel discussion: commercialising the disposal of end-of-life fleet assets

- Assessing the industry appetite for used parts
- Motivations behind MRO and Lessor's investing in "part-out" sector
- How to utilize online trading platform to maximize visibility
- How to manage old aircraft acquisition and teardown decision amid dramatic value fluctuation of used parts?

Andrew Weinberg, Vice President, Business Development, International Aircraft Associates

15:15 Networking coffee break

16:00 Panel discussion: Focusing on customs and taxation issues for cross-border aviation parts tradings

The evolving and complex customs and tax regulations and rising customs audits and enforcement in China poses big challenges for aircraft parts importers and exporters. This panel will be joined by customs and tax experts to interpret latest PRC customs regulatory updates and the impacts, share comprehensive customs compliance practise to meet your operational requirements, and to optimize import duty savings and taxation benefits.

16:45 Chairman' s closing remarks

17:00 End of conference

