



Aviation Industry Group

Aviation Industry Conferences

7th Annual CIS, Central & Eastern European Airline Engineering & Maintenance Conference

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26th & 27th September 2007
Regent Esplanade Hotel
Zagreb, Croatia

Chaired by Mišo Klarić
Director Engineering Services
Croatia Airlines, Croatia



Roger Thijs
Managing Director
Euro-Support Inc.,
Executive Interim
Management



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**7th ANNUAL CIS, CENTRAL & EASTERN EUROPEAN AIRLINE
ENGINEERING & MAINTENANCE CONFERENCE**

26-27 September 2007

Regent Esplanade Hotel, Zagreb, Croatia

CONFERENCE AGENDA

DAY 1 – Wednesday 26th September 2007

08.15 Pre-conference coffee & registration in the Venice Suite

09.00 Chairman's Opening Remarks *by Mišo Klarić, Director Engineering Services, Croatia Airlines, Croatia*

09.15 Regional Fleet Analysis & Forecast

Christoph Jenisch (PhD), Senior Consultant, m2p Consulting, Germany

Which commercial aircraft types with over 19 seats operate within the region? How has this fleet grown over the years and how will it change in the future, with aircraft retirement and new deliveries? How will the average fleet age change? Which engine types are dominant within the region? Which aircraft fleets are likely to be considered for replacement over the next five years? Which totally new aircraft fleets could be introduced over the next five years?

09.45 EU Membership & its Implications for Aviation in the Region

Sue Barham, Partner, Gates & Partners, UK

How will EU membership affect the aviation business in new member countries, for MROs, airlines and suppliers? To what extent can they capitalise on being part of the EU? Does increased competition from Western Europe bring disadvantages?

10.15 Component Management Solutions

Rob van de Graaf, Senior Director Business Development & Contracts, Aircraft Component Services, AAR, Netherlands

What are the market trends in this area? Is there a growing trend towards outsourcing? Solutions that find favour with different types of airlines: owning components and insourcing their overhaul, owning components but outsourcing overhaul, with inclusion in a rotatable exchange pool, and selling off inventories and depending upon one-for-one exchanges, at cost per flight hour.

10.45 Questions & Discussion

11.00 Break for Refreshments in the Venice Suite

11.30 Regional MRO Review & Forecast – Airframe & Heavy Maintenance

Sándor Szomora, Deputy Chief Executive & CCO, Lufthansa Technik Budapest, Hungary

What MRO capabilities exist within the region, for which aircraft types? To what extent is airframe MRO work outsourced, and to what extent is third-party work brought into the region? What levels of investment are considered necessary for the future of airframe heavy maintenance in the region?

12.00 **Regional MRO Review & Forecast – Components & Engines**

Samer Dajani, Regional Marketing Director, Eastern Europe/CIS, GE Aviation

What MRO capabilities exist within the region in terms of engines and components? To what extent is such MRO work outsourced and within which areas of capability? To what extent is third-party work brought in? What levels of investment are considered necessary for the future of engine and component maintenance in the region?

12.30 Questions & Discussion

12.45 Lunch in the Paris Suite hosted by



14.00 **Airframe OEMs & Their Changing Role in MRO Support**

Mike Blyth, Director MRO Support Management, Customer Support, Airbus, France

How does technical and spares support offered to airlines by OEMs differ from Gold Care, Total Care, Flight Hour Agreements, Prime Solutions and other more comprehensive methods of MRO support? What are the benefits of such solutions and which types of airlines are most likely to embrace such options? What are the long- and short-term price implications for airlines that sign up to such agreements?

14.30 **Panel Discussion: The Role of Airlines in MRO Support**

To include Claus Sülflow, Director Technical Services, TUIFly.com, Germany

How is the role of airlines in MRO support changing in the CIS, Central & Eastern European region, and what are the best options for different types of airline?

15.00 Questions & Discussion

15.15 Break for Refreshments in the Venice Suite

15.45 **Panel Discussion: CIS-built Aircraft & their Status in the Current Economy**

To include Adrian Ionascu, Technical Contracts & Administration Manager, TAROM Romanian Air Transport, Romania

Which airlines use CIS-built aircraft and how are they performing economically? What are the comparative operational and maintenance costs of CIS and Western-built aircraft? How can maintenance costs and times for CIS aircraft be improved?

16.15 **ACMI Aircraft Leasing**

Magnus Gunnarsson, President, Icelandic Aircraft Management, Iceland

Why choose ACMI (Aircraft, Crew, Maintenance & Insurance) leasing? What are the potential problems involved in taking an ACMI lease for the lessor and the lessee? The development of the ACMI market and of outsourcing. The effects of new 'open skies' agreements on ACMI leases.

16.45 Questions & Discussion

17.00 Close of Day One followed by a Drinks Reception in the Istanbul Suite

DAY 2 – Thursday 27th September 2007

08.15 Pre-conference coffee in the Venice Suite

09.00 Chairman's Opening Remarks

09.10 **Regional Economic Growth Review & Forecast**

Tim Coombs, Managing Director, Aviation Economics, UK

In economic terms, which are the best-performing countries in the region and those with the greatest potential for growth? What are the causes of this growth and what are the effects in terms of demand for air travel? What strengths and weaknesses are perceived in terms of the region's aerospace infrastructure?

09.40 **Engine Maintenance Cost Reduction: 12 Steps**

Vladica Lovic, Director, JV Turbine Support, Serbia

What are the steps an airline can take to maximise time on-wing and at the same time reduce maintenance costs? The improvements that can be made in all areas of engine maintenance and operation to achieve this.

10.10 **PMA Parts for Small Operators**

James Bennett, Sales Director - Europe, HEICO Aerospace Group, UK

What PMA parts are typically used by smaller operators, as opposed to large engine MROs? Are there arguments for increasing range or use of PMA parts for small companies?

10.40 Questions & Discussion

11.00 Break for Refreshments in the Venice Suite

11.30 **Managing Engine MRO Costs When Airframes & Engines are Leased**

Vassil Vassilev, Senior Marketing Executive for Eastern Europe/Russia/CIS, Engine Lease Finance Corporation, Ireland

To what extent should lessors and lessees collude to manage engine MRO costs? What should happen to maintenance reserves when a lessee achieves a lower cost of maintenance than anticipated? Recognising that some maintenance costs do not come about until a third or fourth shop visit, how should maintenance reserves be rationalised? How can lessees prepare for engine redelivery and satisfy the associated redelivery conditions? When should engine lessors agree to spend more on a shop visit?

12.00 **Developments in Maintenance Planning & Management Software**

Doug Brouse, CEO, Mxi Technologies, Canada

How has maintenance planning software developed to ensure that the correct work package is requested at the right maintenance location, with the right tooling and spare parts? To what extent does it communicate with other airline software systems? What are the price and payback considerations?

12.30 Questions & Discussion

12.45 Lunch in the Paris Suite

14.00 **Changes to Regulations & Their Likely Effects on MROs**

Ercihan Bayir, Quality Assurance Director, Turkish Technic, Turkey

What changes to regulations have recently come about and what are their likely effects upon aircraft maintenance from the perspective of the airline operator and the maintenance provider? Which other significant regulations are in the rulemaking stage?

14.30 **Round Table Discussion: Maintenance Training & Qualification**

With the world's airline industry predicted to grow at an average rate of five per cent per annum, how can potential shortfalls in maintenance personnel be avoided, particularly in emerging markets? What is the training requirement for the CIS, Central and Eastern European region? What are the prevailing regulatory authorities and what equivalent qualifications do they recognise from other jurisdictions? What levels of training are required for the various levels of qualification?

15.00 Questions & Discussion

15.15 Close of Conference