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THE 4TH ANNUAL CIVIL AVIATION PARTS 第四届航材保障管理专题论坛 MANAGEMENT FORUM

Mar. 27-29, 2019 | Conrad Xiamen, China
2019年3月27-29日 | 中国, 厦门康莱德酒店

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THE 3RD ANNUAL AVIATION PARTS MANAGEMENT 第三届航材保障管理专题论坛回顾 FORUM REVIEW

PPIand AIR

WHY YOU CAN'T MISS THE FORUM?

300+ participants from China and overseas joined our 2018 forum, which has become the biggest gathering of aviation parts management professionals in Asia.

60+ Airlines/MROs' parts management and technical procurement professionals presented.

50+ speakers contributed their thoughts and wisdoms at this 3-day conference.

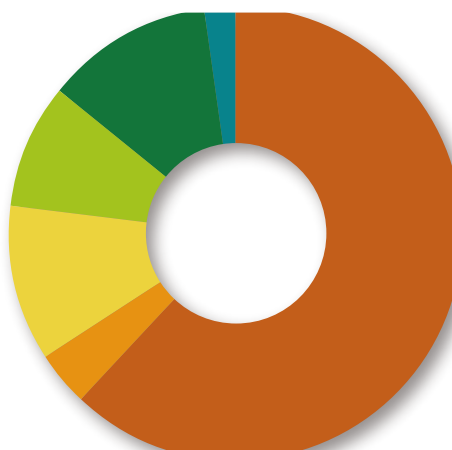
- **MEET** parts planning & procurement executives of 60+ airlines and MROs from China and Asia;
- **HEAR** latest analysis of aviation aftermarket and spare parts market dynamics;
- **LEARN** best practise of parts support strategies and supply chain management;
- **GAIN** first-hand knowledges of airlines fleet plans and parts demands;
- **UNDERSTAND** OEMs' aftermarket strategy and the impacts;
- **CEMENT** existing business relationships and make new contacts with Chinese and Asian airlines and MROs;

DELEGATE PROFILE



BY TYPE

Airlines	29%
MRO	28%
Parts Suppliers	28%
OEMs	6%
Logistics	4%
IT/ Softwares	2%
Lessors	3%



BY REGION

China	62%
Japan&S.Korea	4%
South East Asia	11%
North America	9%
Europe	12%
Others	2%

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KUNMING AIRLINES

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奥凯航空

YTO
圆通航空

ANA

中国南方航空
CHINA SOUTHERN



THE 3RD ANNUAL
AVIATION PARTS MANAGEMENT
第三届航材保障管理专题论坛回顾
FORUM REVIEW



Speakers Review



Jason Dickstein
President, Washington
Aviation Group



Xu Kang
General Manager of
Procurement Dept
,Spring Airlines



Wang Guozhi
GM, China
Commercial Airlines
Dept, UE Group



Takuma Otsuka
Manager-Production
Control, MRO-Japan



Shen Binglong
Director, General
Manager, CAMECO



Zou Quan
Deputy General
Manager and Chief
Inspector



Liu Yanli
Senior Engineer, China
Academy of Civil
Aviation Science and



Chris Anderson
Director of Quality
Assurance, MidAmerican
Aerospace



Jin Fuquan
GM, Shanghai Flying
Bear Aviation Science
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Ken Herbert
Managing Director,
Aerospace &
Defense, Canaccord
Genuity Inc.



Robert Gill
Material Planning &
Purchasing
Manager, AMECO



Yuwen Hongmin
Component Management
Center, China Eastern
Airlines Technics



Mr. Adikesavan
Head of Logistics,
Jet Airways India



Mansoor Janahi
Acting CEO, Turbine
Services & Solutions
Group



Zhang Lei
Head of Aircraft
Component Services,
China, Lufthansa
Technik



Detlev Jeske
President & CEO,
Lufthansa Technik
Shenzhen



Ma Xiaojun
Deputy GM, COMAC
Customers Services
Center



Michael Reinert
Manager, System
Performance and
Development Branch,
FAA



David Geng
Chief Rep. & Regional
Sales for China
KLX Aerospace
Solutions



Xin Changxin
Parts Planning Manager,
GAMECO



Ben Hughes
Marketing & Business
Development
Director, Rolls-Royce &
Partners Finance



Cody Ho
MD/General Manager,
China, Wesco Aircraft



Joost Groenenboom
Principal, ICF
International



Steven Yang
Deputy GM, STAECO



Lu Ye
Chief Engineer, YTO
Cargo Airlines



Zhang Hongyong
Executive Vice General
Manager, Shanghai JES
Aerodynamic Technology



Xie Qiaowu
Manager, Materials
Management
Longhao Airlines



Hou Xiaofan
Great China Region
General Manager
UTC Aerospace Systems



Jacky Qu
General Manager,
China, THALES
AEROSPACE



Cheng Jinsheng
BD Director, China, L-3
Communications



Dave Kingstone
Head of Business
Development, BAE
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Sachin Naik
Deputy General Manager,
Financial Controller, GoAir
India



Shang-guan Minggan
Contract Manager,
Material Management,
Shenzhen Airlines



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Principal Consultant –
Aviation Practice,
RAMCO



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Inspection, AMECO



Shi Guogang
Senior Engineer, Material
Inspection, AMECO



Shirley Yang
Director, Purchasing &
Logistics, MTU
Maintenance Zhuhai



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General Manager, Sichuan
Services Aero-Engine
Maintenance Co.



Rudy Bryce
General Manager,
Material and TrueChoice
Transition, GE Aviation



Oliver Gerg
Sales Director, China,
Rolls-Royce plc



Joy Roc
Manager, Spare parts
Management Division
M&E Department,
Donghai Airlines



James Bennett
Director, Engine
Services, AerFin



Lynda Cheng
Vice President of
Business Development,
Asia-Pacific, GA Telesis



Yu Guomeng
Deputy GM, Powerplant
Dept, China Eastern
Airlines Technics



Choo Han Khoon
Executive Vice President,
Engine Total Support
ST Aerospace



Jack Li
Material Manager
Shanghai Pratt & Whitney
Aircraft Engine
Maintenance Co. Ltd



James Huang,
Deputy GM, China
Southern Airlines Finance
Leasing



Jenny Li,
VP and GM of Asia,
Wencor Group



THE 3RD ANNUAL
AVIATION PARTS MANAGEMENT
第三届航材保障管理专题论坛回顾
FORUM REVIEW

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THE 4TH ANNUAL AVIATION PARTS MANAGEMENT FORUM 第四届航材保障管理专题论坛

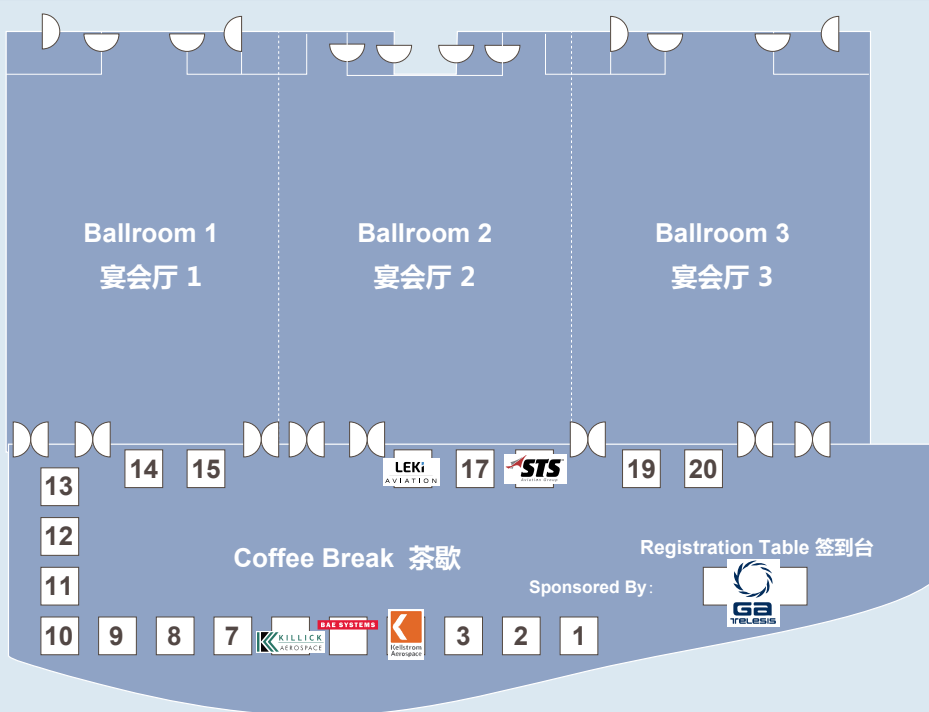
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OPPLAND AIR 奥普兰航空

Event Structure 议程框架

March. 27th 3月27日	March. 28th 3月28日	March. 29th 3月29日
Pre-conference Site Tour: HAECO Xiamen 会前参观: 厦门太古飞机工程有限公司	The 4th Annual Civil Aviation Parts Management Forum 第四届航材保障管理专题论坛	The 4th Annual Civil Aviation Parts Management Forum 第四届航材保障管理专题论坛
Pre-conference Workshop: USM & PMA Parts Management Workshop 会前研讨会: 二手航材及PMA部件使用管理研讨会		Sub-Forum: Engines MRO & Spare Parts Management 分论坛: 发动机维修与航材备件管理

Floor Plan 会场展位平面图



Pre-conference & Side Events 会前及会外活动

Pre-conference Site Tour 会前参观

Pre-conference Site Tour: HAECO Xiamen
会前交流参观: 厦门太古飞机工程有限公司
Time: 09:00-12:00, March. 27th, 2019
时间: 3月27日上午09:00-12:00



Pre-conference Workshop 会前研讨会

Pre-conference Workshop: USM and PMA Parts Management Workshop
会前研讨会: 二手航材及PMA部件使用管理研讨会
Time: 14:00-18:00, March. 27th, 2019
时间: 3月27日下午14:00-18:00

Reception Dinner 欢迎晚餐会

Venue: Pier 38, Level 38, Conrad Xiamen Hotel
地点: 厦门康莱德酒店38层 38号码头餐厅
Time: 18:30-21:00pm, Mar. 27th, 2019
时间: 3月27日晚 18:30-21:00点
Dress Code: Casual
着装要求: 休闲



Drinking Party 招待酒会

Venue: To be announced
地点: 待定
Time: 18:30-21:00pm, Mar. 28th, 2019
时间: 3月28日晚 18:30-21:00点
Dress Code: Casual
着装要求: 休闲





THE 4TH ANNUAL AVIATION PARTS MANAGEMENT FORUM 第四届航材保障管理专题论坛

Mar 27-29th, 2019 | Conrad Xiamen, China
2019年3月27-29日 | 中国·厦门康莱德酒店



会前活动：二手航材及PMA部件使用管理研讨会 Pre-conference Event: USM and PMA Parts Management Workshop

Event Background 背景介绍

Facing the growing dominance of OEMs in aftermarket and escalating prices of new OEM parts, airlines and MROs are becoming more positive in looking into USMs and non-OEM parts such as PMA parts as alternatives to optimize maintenance cost management. However, airlines and industry players have reasonable concerns upon safety and reliability issues that are brought up by the utilization of USM or PMAs.

This half-day workshop will gather regulatory bodies, airlines, MROs, parts suppliers and distributors etc together, to discuss topics including spare parts market updates, regulatory and airlines' attitude on USMs and non-OEM parts, technical record management for traceability etc. 面对OEM在售后服务市场的渗透加强、OEM新件价格上涨带来的成本压力，使用二手航材和PMA件，成为航空公司控制维修材料成本的重要手段之一，国内外航企对此也持更加开放的态度。然而二手件和非OEM件的质量问题，及对于未来飞机资产价值的影响，受到了航空业界的普遍关注。

此次二手航材及PMA部件管理专题研讨会，我们继续召集行业监管机构、航空公司、维修企业及航材供应商等代表，共同探讨国内外二手航材及PMA部件市场发展态势、监管思路、适航性和可用性管理、对于未来飞机价值的影响等热点议题。

Target Audience 目标客户

Airlines / MROs / OEMs / Parts Suppliers & Traders / Lessors / Logistics / MRO IT and Softwares etc

航空公司 / 维修企业 / 航材供应商 / 制造商 / 航材贸易分销商 / 物流商 / 航材租赁商 / 供应链管理软件商等



Agenda / March. 27th 议程 / 3月27日下午

- 13:30** Registration 注册报到
- 14:00** Inventory and purchasing optimization through utilization of systematic asset valuations
应用系统全面的资产价值理念以优化航材库存和采购管理
Fabricio La Banca, Head of Group Purchasing Surplus, Lufthansa Technik AG
Fabricio La Banca, 航材集团采购总监, 汉莎技术
- 14:30** USM parts management - sourcing, procurement and document management
航空公司二手航材使用管理案例 - 渠道、采购和技术文件管理
- 15:00** Utilization of USM parts in engine maintenance
二手航材在发动机维修中的使用管理
- 15:30** Coffee break 茶歇交流时间
- 16:00** PMA market updates - history, development and way forward
PMA件市场解读 - 过去、现在和未来
- 16:30** Utilization of PMA parts to generate cost savings
如何有效利用PMA帮助减少航空公司/MRO生产成本
- 17:00** User's experiences on PMA parts usage and quality control management
航空公司PMA件使用案例和管理经验
- 17:30** Chairperson's conclusions & end of workshop
主持人结束致辞&研讨会结束
- 18:00** Reception Party - Pier 38, Level 38, Conrad Xiamen Hotel
欢迎酒会 - 厦门康莱德酒店38层 38号码头餐厅





THE 4TH ANNUAL AVIATION PARTS MANAGEMENT FORUM 第四届航材保障管理专题论坛

Mar 27-29th, 2019 | Conrad Xiamen, China
2019年3月27-29日 | 中国, 厦门康莱德酒店



Agenda 会议议程

March. 28th THURSDAY A.M. 3月28日 星期四 上午

- 08:00** Registration and Morning Tea 注册报到及早茶时间
08:50 Chairperson's opening speech 论坛主持人开幕致辞
- 09:00** China and Asia's MRO market outlook and trends
 中国和亚洲航空维修市场展望和发展趋势
- 09:30** Spare parts market updates - developments and trends
 航材备件市场展望 - 进展和趋势
 Joost Groenenboom, Principal, ICF International
 Joost Groenenboom, ICF咨询公司 咨询主管
- 10:00** Keynote Speech: Innovating parts support models to optimize materials cost management
 主题发言: 创新航材保障模式 优化航材成本管理
 Xiamen Airlines 厦门航空
- 10:30** Coffee Break 茶歇时间
- 11:00** Airlines' Panel: Material planning management
 - how to turn arts into sciences?
 航空公司小组讨论: 航材计划管理
 - 如何将经验艺术转化成科学管理?
 • Challenges on parts planning management for mega fleets of multi types and stations
 • How to coordinate parts plannings with production planning?
 • Forecasting parts demands - patterns and algorithms
 • Matrics in measuring parts planning management performances
 • Mechanisms and procedures of AOG reactions
 • 多基地多机型运行条件下的航材计划管理挑战
 • 如何协调生产计划和航材计划的关系?
 • 航材需求预测 - 发现需求规律和算法
 • 如何衡量航材计划管理工作? 考核指标是什么?
 • AOG的应对机制和流程
- 11:45** Panel discussion: PARTS POOLING - theory and reality
 小组讨论: 航材资源共享 - 理论和现实
 • Surplus parts pooling 富余航材共享
 • Rotable parts pooling 周转件共享
 • Consumable parts pooling 消耗件共享
 • Equipment and tools pooling 工具设备共享
 Moderator 主持人:
 Rahul Shah, Strategic Growth and Business Development- Asia Pacific, Middle East and Africa, AAR Corporation
 Rahul Shah, 战略发展和业务拓展高级副总裁, 亚太中东和非洲地区, AAR公司
 Gijs van Rooijen, Director, Commercial Operations, KLM Royal
 Gijs van Rooijen, 商务运营总监, 荷兰皇家航空公司

12:30 Lunch 午餐

March. 28th THURSDAY P.M. 3月28日 星期四 下午

- 14:00** Inventory optimization through demand forecasting and dynamic replenishment
 航材需求预测和动态补给以优化库存管理
 Turkish Technic 土耳其航空技术公司
- 14:30** Advanced spare parts management systems for cost reduction and service level reperformance
 先进的航材供应链管理系统减少航材成本并提高航材保障水平
 Peter Berg, Head of Supply Chain Management, Technical Operations, Scandinavian Airlines
 Peter Berg, 供应链管理总监, 北欧航空
- 15:00** Panel discussion: parts suppliers management
 小组讨论: 航材供应商管理
 • Parts suppliers & distributors' qualification management - CAAC's requirements as well as airlines/MROs'
 • Prices, delivery times, vendor's qualifications etc in suppliers' selection decision-making
 • How to build an online purchase and vender management systems
 • How to prevent disqualified suppliers and SUPs?
 • 航材供应商资质管理 - CAAC的标准和航企/MRO的要求
 • 供应商选择中如何平衡价格, 送货周期, 供应商资质等要素?
 • 建设在线的询价和供应商管理系统
 • 如何防范不良供应商和不合格航材?
 Kevin Kuo, Senior Manager, M&E, TigerAir Taiwan
 郭中明, 维修工程部高级经理, 虎航台湾
- 15:45** Coffee Break 茶歇时间
- 16:30** Airframers' Panel: Redefining OEMs' positions in materials and aftermarket - products, strategies and goals
 飞机制造商时间: OEM在航材支援和售后市场中的新角色
 - 新产品, 新服务和新目标
- 17:20** Total Component Maintenance Management 航材包修管理
 • Different TCM models
 • Metrics for TCM partners evaluations and selections
 • Key terms and typical arrangement in TCM contracts
 • Customs issues and challenges
 • AOGs
 • 不同航材包修模式
 • 如何选择包修合作伙伴? 考量因素有哪些?
 • 航材包修合同中的注意事项
 • 包修航材海关操作难点
 • AOG问题
- 18:00** End of Day 1 conference 第一天会议结束
18:30 Drinking Party 晚餐会



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Agenda 会议议程

March. 29th FRIDAY A.M. 3月29日 星期五 上午

09:00 Aircraft selection and initial parts procurement management 飞机选型与初始备件采购管理

- How spare parts provision will be factored in aircraft type selection and configuration?
- RSPLs among OEMs and among aircraft generations: What's changing?
- How to maximize desired level of parts availabilities with limited capital sources?
- Factors influencing airlines' IP procurement strategy?
- 航材备件问题能在多大程度上影响飞机选型和构型策略?
- 不同制造商、不同新老机型的RSPL清单有何差异?
- 资金资源有限的情况下, 如何获取最有用的航材备件?
- 机队规模、备件管理水平等如何影响首批备件的采购策略?

09:30 How to manage aircraft leasing agreement while fully utilizing the PMA and DER repairs PMA件和DER维修使用及飞机租赁合同管理

10:00 Warranty and claims management in parts repairs 航材保修与索赔管理

- Common terms and issues in warranty claim policies
- When and why to file claims?
- Key points leading to a successful claims
- Reliability claims management
- Technical analysis for parts failure - disputes and resolutions
- 索赔政策和条款中的注意点
- 索赔需求管理 - 什么情况下发起索赔? 如何确定索赔可能?
- 提高索赔成功率的关键点
- 可靠性索赔管理
- 技术分析结果的争议解决

10:30 Coffee Break 茶歇时间

11:00 Inventory and purchasing optimization through utilization of systematic asset valuations 应用系统全面的资产价值理念以优化航材库存和采购管理

Fabrizio La Banca, Head of Group Purchasing Surplus,
Lufthansa Technik AG
Fabrizio La Banca, 航材集团采购总监, 汉莎技术

11:30 IT Panel: big data, blockchain technologies and parts management in future IT技术小组讨论: 大数据, 区块链技术和未来航材管理

This panel will invite IT experts and parts managers to share latest applications of innovative IT technologies, such as big data and blockchain, in parts maintenance and provision management, and forecast the directions of parts support business evolutions with new data technologies.

此小组讨论环节, 我们邀请IT专家和航材管理经理同台, 共同分享大数据, 区块链等最新技术在部件维修和航材管理中的应用前景, 并预测数字化航材管理的未来。

12:20 Lunch 午餐

March. 29th FRIDAY P.M. 3月29日 星期五 下午

13:30 Panel discussion: building up an online marketplace for parts trading 小组讨论: 在线二手航材交易平台建设

- What online marketplaces available?
- Key shortfalls behind current platforms
- Feasibility study - what are key technical challenges and non-technical obstacles
- How to manage suppliers' qualification to prevent SUP parts?
- 当前有哪些航材交易平台? 主要的短板是什么?
- 可行性分析 - 主要技术挑战是什么? 非技术性的障碍又是什么?
- 如何管理供应商资质?
- 如何预防不合格航材?

14:20 Component OEM Panel: Products sales and aftermarket support business innovation 部件OEM小组讨论: 产品销售和售后支援业务模式创新

- 如何拓展产品直销渠道
- 备件业务收入占比
- 包修业务管理
- 如何看待飞机/发动机制造商在售后市场的持续渗透和控制? 是否会进入二手航材市场? 如何进入?
- How to diversify products sales and distribution channels?
- Spare parts sales - contribution in revenue and trends
- TCM services management
- How do you perceive aircraft/engine OEMs' penetration in aftermarket?
- Why/How do you access USM business?

15:00 Coffee Break 茶歇时间

15:30 Aviation parts inspection and quality management - standards and practices 航材验收和质量管理 - 标准和操作实践

16:00 Chairman's closing remarks 主持人闭幕致辞

16:10 End of conference 论坛结束





THE 4TH ANNUAL AVIATION PARTS MANAGEMENT FORUM 第四届航材保障管理专题论坛

Mar 27-29th, 2019 | Conrad Xiamen, China
2019年3月27-29日 | 中国, 厦门康莱德酒店



Agenda 会议议程

Engine Maintenance and Parts Management Sub-forum 发动机维修和航材管理分论坛

March. 29th FRIDAY A.M. 3月29日 星期五 上午

09:00 Engine shop visit cost management - analysis and solutions 发动机送修成本管理-思路和实践

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 suppliers management for engine shop visits from operator's point of view.

发动机维修成本是航空公司维修成本中的重要组成部分, 且其中材料成本占比很高。发动机送修成本管控又是一个受多方因素和环节影响的复杂问题。此演讲重点从工程管理的角度, 探讨发动机送修成本管理的体系建设, 送修模式选择, 以及未来思路。

09:30 OEM's influence in engine aftermarket OEM在发动机售后服务市场中的影响力

10:00 Engine MRO's Panel - Costs, revenues and margins 发动机MRO小组讨论: - 成本, 收入和利润

This panel discussion session will invite engine MRO executives to illustrate cost structures, revenue distributions and margins, with a particular focus on key cost drivers, and its impacts on profitabilities in future.

此小组讨论将邀请发动机MRO公司高管解读发动机大修厂的成本结构、收入结构和利润变化, 尤其是重点讨论航材费用等关键成本要素的变化, 以及给发动机MRO企业的未来生存及盈利能力带来的影响和挑战。

Panelists 讨论嘉宾:

Mansoor Janahi, CEO, Turbine Services&Solutions Group

Mansoor Janahi, 首席执行官, 阿联酋TS&S公司

Han Khoon Choo, Present, ST Aerospace Technologies (Xiamen)

朱汉坤, 总裁, 厦门新科宇航

11:00 Coffee Break 茶歇时间

11:30 Investing in mid-life engine assets 投资中后生命周期发动机资产-机遇和挑战

12:00 Application of USM/PMAs in engine maintenance 二手航材/PMA件在发动机维修中的使用和管理

12:30 Lunch 午餐

March. 29th FRIDAY P.M. 3月29日 星期五 下午

14:00 Panel discussion: Managing spare engines requirements

模块讨论: 管理备发需求

- What would be a reasonable spare engine ratio for new engines?
- Pros and cons of including spare engines support in PBH programmes
- Spare engine pooling: sounds cool but?
- How to improve the utilizations of spare engines from a maintenance planning perspective?
- 如何确定备发率?
- PBH协议中包含备发支援服务 - 好处和问题
- 备发共享的操作模式和难题
- 如何做好维修生产计划以提高备发利用率?

15:00 How will health monitoring technologies reshape engine aftermarket supply chains

发动机健康监控技术将如何重塑航空发动机售后服务市场产业链

Engine health monitoring technologies do not only monitor the engine's operation status but also predict when the part will fail. This speech will examine how this new step-changing technologies will reshape the future engine MRO and parts support business.

发动机健康监控技术不仅能够实时监控发动机的运行状况, 同时可以预测部件何时发生故障, 这会给未来的发动机维修和备件支援管理市场带来怎样的变革? OEM、MRO乃至航企都在投资开发新的数据技术, 各自的着眼点和做法有何区别?

15:30 Coffee Break 茶歇时间

16:00 Leased engine maintenance and end-of-lease management 租赁发动机维修和退租管理

- Leas contract management - how to incorporate key contract terms into engine daily operational management
- Engine lease return preparations and checklists
- Potential disputes in return conditions and compensations negotiations
- Typical problems in leased engine returns and solutions(parts change, shop repair, on-site repair, compensations)
- 租赁合同管理 - 合同要点纳入发动机管理
- 退租准备和预检
- 退租条款争议及返机补偿谈判
- 发动机退租中的常见问题和解决方式(换件、送修、赔偿)

16:30 Engine PBH contract management 发动机小时包修合同管理

- Why to select PBH program?
- Different engine PBH models
- Key reminders in PBH contract evaluation and negotiations
- Practical issues in PBH-covered engine fleet management
- 为什么包修?
- 发动机小时包修模式
- 合同报价评估和谈判中的关键因素
- 包修机队管理要点

17:00 End of conference 论坛结束