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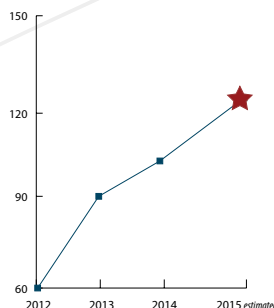
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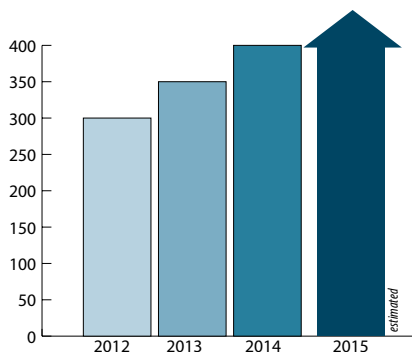
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## SPEAKERS



**Jonas Butautis**, CEO, Magnetic MRO



**Klaus-Peter Leinauer**, Vice President  
Commercial & Product Sales (ESP), SR  
Technics



**Pedro Costa**, Continuous Improvement  
General Manager, TAP Maintenance &  
Engineering



**Gyula Pasztor**, Regional Sales Manager -  
Eastern Markets, Aeroplex of Central Europe



**Ian Ferguson**, Senior Manager, ICF  
International



**Dennis Reichel**, Market Analyst, MTU  
Maintenance



**Robert Grochowski**, Technical Director,  
Eurolog



**Lee Ann Shay Tegtmeier**, Chief Editor,  
MRO, Aviation Week



**Gerry Kenneally**, Chief Technical Officer,  
BOC Aviation



**Mildred Troegeler**, General Manager  
Technical & Operations, Association of  
European Airlines



**Patrick Markham**, VP of Technical Services,  
HEICO

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**Ian Ferguson**, Senior Manager, ICF International

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# AGENDA

## Monday, May 4th

### 6:00–8:00 p.m. Welcome Cocktail Reception

Let the fun begin! Do not miss this ice breaker cocktail reception and your first opportunity to meet fellow attendees. This is a great networking event in a professional and friendly environment.

## Tuesday, May 5th

### 7:45 a.m. Registration & Networking Breakfast

### 8:50 a.m. Welcome & Opening Remarks

• *Ed Hazelwood, Editor in Chief Conferences, Aviation Week*

### 9:00 a.m. Opening Keynote Address

### 9:30 a.m. Regional MRO Market Forecast – Trends, Challenges & Opportunities

The BEER region represents 7% of the current civil air transport fleet and continues to grow. In this session, we will forecast and analyze the status and trends of the MRO market, with a particular focus on Baltics, Eastern Europe and Russia. What trends will affect the growth of the aircraft maintenance industry in this region? What issues have arisen as next generation aircraft have been introduced? What should we prepare for in 2015?

• *Ian Ferguson, Senior Manager, ICF International*

### 10:00 a.m. Update on the BEER Region & Reviewing the State of the Local MRO Market

In this industry panel our experts will consider the markets in Russia and Ukraine and the impact of the last year on the MRO industry. What is the future of state owned companies and what will be the impact on aviation and MRO? How will maintenance adapt?

An update on the region's airlines: Has growth continued for Wizz? What has restructuring meant for the financial performance of Tarom? What has caused disruption in the local MRO market? Considering availability of slots: Why are there still plenty of available slots in one part of BEER market and shortage in the other?

- *Moderator: Lee Ann Shay Tegtmeyer, Chief Editor, MRO, Aviation Week*
- *Jonas Butautis, CEO, Magnetic MRO*
- *Sergey Fomenko, EVP Commerce, Ukraine International Airlines*

### 10:45 a.m. Networking Break

### 11:30 a.m. Next-Generation Aircraft Impact on MRO

A high proportion of new aircraft deliveries will replace maintenance intensive models. This is true for new variants of the A320 and B737 and

with the entry into service of the A350 and B787. What does this mean over the next five years? HoDw will the maintenance approach adopt to greater time between C-checks and other maintenance requirements? What are the strategies and plans of both operators and service providers as these aircraft are introduced? How will the transition from older to newer fleets be managed and what will the impact of that be?

• *Jens Þórðarson, VP Technical Operations, Icelandair*

### 12:15 p.m. Outsourcing Maintenance and Maintenance Cost Reduction

Some airlines continue with their own Part-145 maintenance operation not based on a real cost calculation but out of habit. What drives such decisions to forsake potentially more cost effective outsourcing? On the other hand, do some benefits of in-house capabilities outweigh less expensive outsourcing? Is the percentage of in-house maintenance higher in Russia, Ukraine and Kazakhstan than other parts of the world? In this region in particular can greater efficiencies be found by reducing manpower? How can the benefits of outsourcing and other cost reduction techniques be calculated for the airlines? Do PMA parts have a role in this region as a cost reduction strategy or at least a leverage tool in contract negotiations?

• *Alexander Dammer, Director of sales and business development, Volga Dnepr Technics GmbH*

• *Patrick Markham, VP Technical Services, HEICO*

• *Max Svensson, Director Maintenance. NP CA and Part 145, NEXTJET*

### 1:00 p.m. Lunch

### 2:30 p.m. Engine Market Forecast & Maintenance Services

This session will open with a detailed review of the current engine maintenance market in Baltics, EU and Russia to identify key trends in the engine maintenance market in the region and evaluate the engine maintenance options on offer to operators. Assessing the costs and benefits of a maintenance agreement between airline and MRO in power by the hour and time & materials formula: When should PBH be selected and when TM? Why is there no engine facility in Eastern Europe? Is there space for it in the region? Hearing the OEM perspective on performing maintenance work in the BEER space.

• *Christophe Giraud, Director Commercial Sales, Aircraft Turbine Center, AAR*

• *Klaus-Peter Leinauer, Vice President Commercial & Product Sales (ESP), SR Technics*

• *Dennis Reichel, Market Analyst, MTU Maintenance*

### 3:25 p.m. Reviewing Retirement: A Market in Transition

Maintenance intensive aircraft are being retired at an increased rate, leading to a generational shift and a new environment in the parts market. Increasing surplus stocks and leverage of used materials has significant impacts for the industry. There is now a chain of components where there is big stock and smaller revenue to be gained from their sale. Do you need your own stock to be competitive? Profits and prices need to be recalculated every year as more and more aircraft are torn down. What is the impact on the future price of components?



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# AGENDA

## 3:55 p.m. Networking Break

### 4:25 p.m. End of Lease: The Battle Continues

There are a number of ongoing and significant challenges to transferring aircraft at lease end: Differing regulatory requirements, lack of standardisation, clarity in return documentation and a continued reliance on paper. How is the BEER region progressing with end of lease preparations to avoid cost and delay? It seems imperative that communication on contractual obligations and preparations for end of lease be improved. Is a common checklist of requirements during redelivery achievable? Can we get to clearly defined international regulations and a global acceptance of electronic records? Back to birth requirement vs. components traceability by certificates.

- *Egor Baranov, Head of Contracts and Claims Division, Maintenance & Engineering Procurement, Air Bridge Cargo*
- *Peter Bulckaert, VP Redelivery Services, Fokker Services*
- *Gerry Kenneally, Chief Technical Officer, BOC Aviation Senior representative, Fokker Services*

### 5:10 p.m. Efficiency and Effectiveness of Maintenance Programs

What exact success stories have there been with Maintenance Program Optimisation? Discover approaches and solutions that drive down cost and increase availability by using latest engineering methodologies to properly analyze maintenance and reliability data. Can we determine the requirements of different stakeholders? Review progress and success when the responsibility lies with the designer/manufacturer and when it comes under the remit of the airline.

## 5:45 p.m. Close of Day One

## Wednesday, May 6th

### 8:15 a.m. Registration & Networking Breakfast

### 9:15 a.m. Welcome & Opening Remarks

- *Ed Hazelwood, Editor in Chief Conferences, Aviation Week*

### 9:20 a.m. Learnings from Malev: A Case Study

Reviewing the impacts and outcome of the 2012 cessation of Malev Airlines. What was the effect on Hungarian economy and tourism? What happened to Budapest and Hungary after the collapse of Malev? What happened to Malev's aircraft? Discussing where these aircraft ended up and who could have benefitted from the demise of the airline.

- *Moderator: Gyula Pasztor, Regional Sales Manager - Eastern Markets, Aeroplex of Central Europe*
- *Mihaly Hardy, Director, Public Relations, Budapest Airport*
- *Ervin Nemes, Managing Director, Aeroplex and Director General, Malev Ground Handling*

### 9:50 a.m. Aftermarket Consolidation in MRO industry

Partnerships and joint ventures can be seen thriving all over the place and there is continuing consolidation in the industry. When there are fewer players, how will that impact customers? What will it mean for the competition in the market? Which stakeholders might find it more difficult to operate their business? Is this trend a strategic consolidation based on deep analysis or just the continual dominance of the larger players? A panel session will address all these issues in a drill down session on the maintenance aftermarket.

## 10:20 a.m. Networking Break

### 10:50 am How Will New Technologies Enable Greater Standardization And Integration?

How ready is MRO for the IT revolution that is already underway and the e-enabled aircraft which have increasing presence in the market? Does the MRO industry have the IT capacity to support all the changes? What will the implementation of paperless devices mean for MRO? We will address issues around iPad's and tablets with technical documentation and integration with EFB and maintenance systems. How can all this data from new technologies be analysed?

- *Robert Grochowski, Technical Director, Eurolog*

### 11:30 a.m. LEAN: What Can It Do For You?

As pressure increases to drive up efficiency, LEAN continues to be of real significance. Is LEAN implementation in Base and Line maintenance a path to higher competitiveness? How much improvement of turn-around time in hangar and workshop maintenance is achieved by LEAN implementation? In which elements of maintenance process is it worth implementing LEAN and in which not? How can LEAN be managed to maintain targets?

- *Pedro Costa, Continuous Improvement General Manager, TAP Maintenance & Engineering*

### 12:10 p.m. A Regional Update on Everything Regulatory

In the dynamic world of MRO keeping ahead of ever changing regulatory requirements is a big challenge for operators, and service providers alike. What regulatory challenges are operators currently facing and how can they mitigate any potential issues? We will examine the best ways airlines can keep up to date with developments in regulations and improve benchmarking and risk management practices to better deal with the challenges facing them. We look to the FAA and EASA for an update on current and future regulations to understand the scope of their activity, the level of harmonisation and objectives for the industry.

- *Mildred Troegeler, General Manager Technical & Operations, Association of European Airlines*

### 12:40 p.m. Closing Remarks

### 12:50 p.m. End of Conference

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