



PMA Goes Global

The MARPA Program for Promoting
PMA Around the World



The MARPA Board of Directors



- John Hunter
– HEICO



- William Montgomery
– Areos



- Andy Shields
– Wencor Group



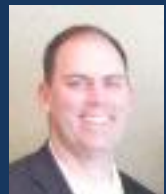
- Jason Dickstein
– MARPA



- Greg Kucera
– Aviation
Component
Solutions



- Rod Sands
– Jet Parts
Engineering



- Kent Whitmer
– Able Aerospace
Services



MARPA Photo Contest

- Search for “Guidebook” on the Apple App Store
- Within Guidebook, get “MARPA 2015”
 - Contains the Agenda and other useful information
- Upload photos and rate other people’s photos
 - Highest rated photo will win a prize at the end of this afternoon’s sessions (must be present to win)





Pluto is a Dwarf Planet

- Whatever we call Pluto, it doesn't change the reality of Pluto
 - Whatever we call PMA parts, they are still FAA-approved parts that have been specifically investigated by the government and found to be safe, and to meet or exceed the standards of the parts that they replace



Our Parts are Flying by Pluto

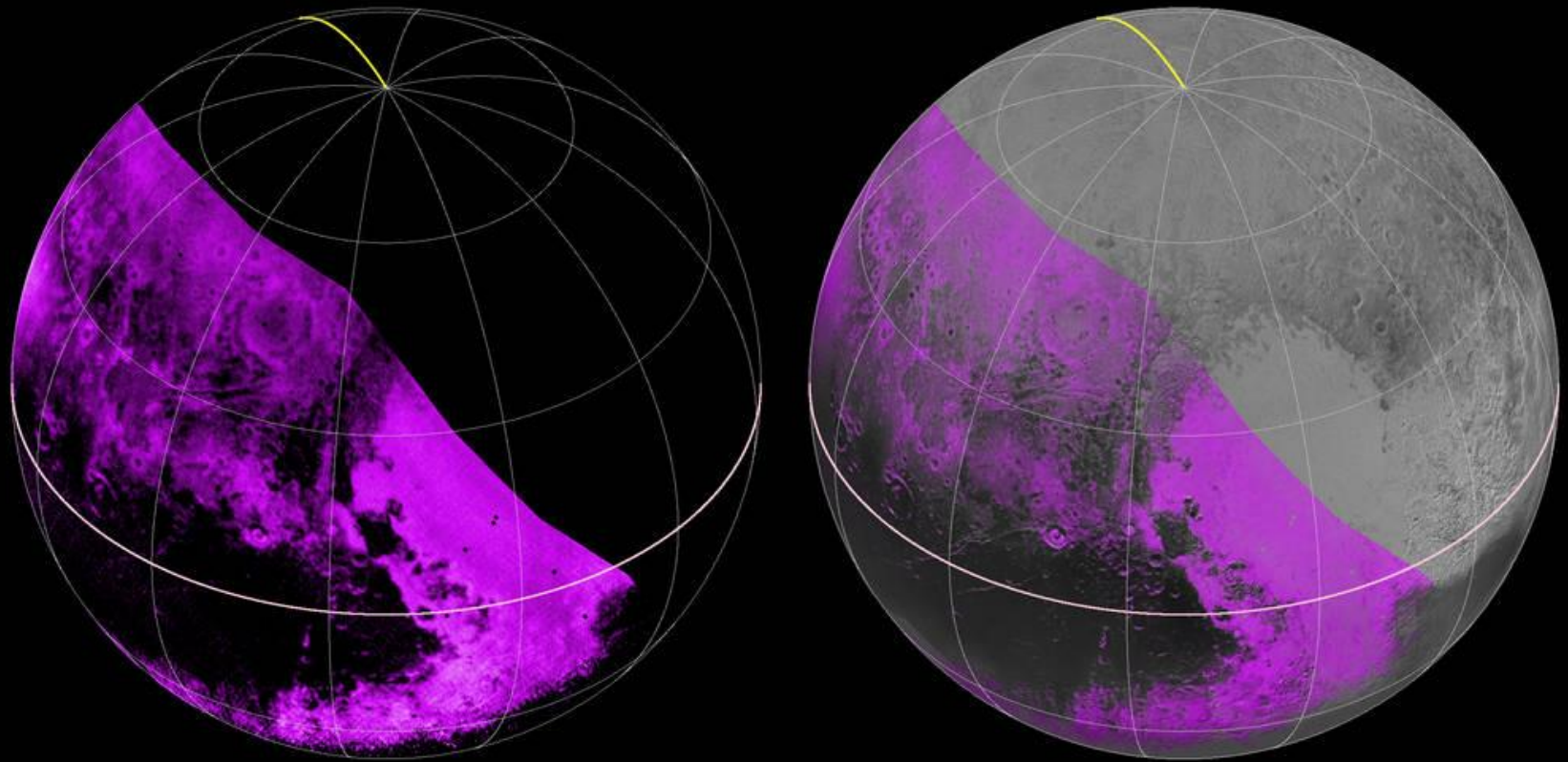
- We are proud to say that at least one of our members fashioned parts for New Horizons
 - Our members are trusted to make parts that travel to the ends of the solar system



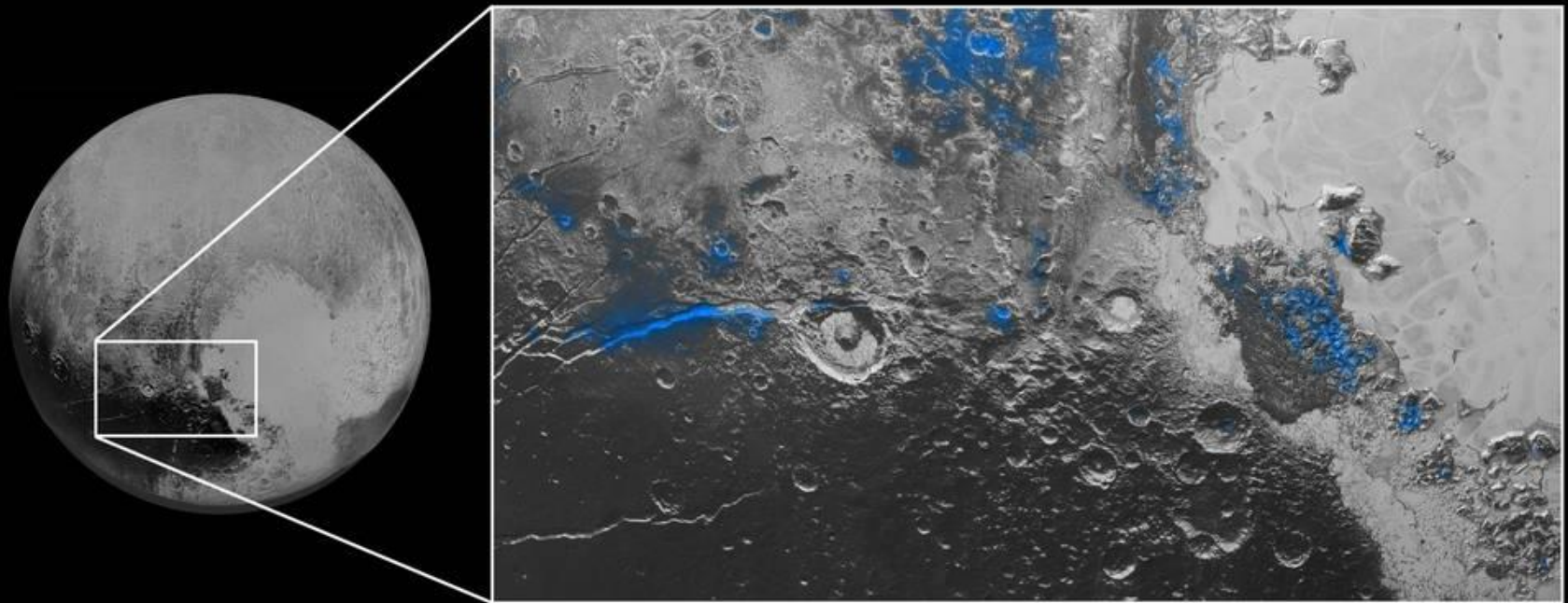
PMA's are Improving Reliability

- Last year at the Conference, I discussed specific reliability improvements made by MARPA members (with pictures of their parts!)
- Mike Rennick will be talking about Delta's reliability experiences with PMA's, and sharing Delta data that shows dramatic increases in reliability

Pluto Has Frozen Methane



Pluto Has Frozen Water



Pluto Could be the Refueling Point for Future Missions Beyond the Solar System



MARPA Works With the FAA

- FAA asked the PMA community to exceed the regulatory standards for quality
- MARPA published the Continued Operational Safety (COS) guidance in 2007
- Explains a modern quality assurance system
- Recently updated by our COS Committee



MARPA Works With the FAA

- PMA applicants complained that FAA sequencing was delaying the start of very simple projects
- MARPA worked with FAA to publish the MARPA 1100 standard and the FAA's Order 8110.119
- Streamlined PMA applications
- Demonstrate the low potential for safety jeopardy of your part
- Target: 30 day TAT



FAA is an Important Partner

- Karen Grant discussed FAA Engine Directorate initiatives yesterday
- Robert Sprayberry and Angelia Collier discussed PMA-specific issues yesterday



New FAA Manufacturing Rules!

- One set issued October 1, and effective March 31
- FAA is also developing the next generation of manufacturing rules



21.305 New Language

- (a) Each applicant for or holder of a PMA must provide the FAA with a document—
 - (1) Describing how its organization will ensure compliance with the provisions of this subpart;
 - (2) Describing assigned responsibilities, delegated authorities, and the functional relationship of those responsible for quality to management and other organizational components; and
 - **(3) Identifying an accountable manager.**



What Does the Accountable Manager Do?

- The accountable manager ... must be responsible within the applicant's or production approval holder's organization for, and have authority over, all production operations conducted under this part.
- The accountable manager must confirm that the procedures described in the quality manual ... are in place and that the production approval holder satisfies the requirements of the applicable regulations
- The accountable manager must serve as the primary contact with the FAA.



Are You Ready to Issue 8130-3 Tags?

- Procedures must be part of your 21.137 Quality Assurance System
 - Selection of individuals
 - Appointment of individuals
 - Training of individuals
 - Management
 - Removal of individuals
- Production approval holders will be authorized to issue export 8130-3 tags



MARPA Compliance Support

- MARPA will be publishing a compliance guide for our members in November
 - A checklist to facilitate compliance with the new rules
- Please let us know what else you could use
 - Members have expressed interest in training on the new 8130-3 privileges and we've reached out to the FAA to partner on the project



FAA is Examining Major Changes to the Regulations

- Dave Hempe, FAA Aircraft Certification Deputy Director, will discuss some of the FAA's concepts after lunch today
- Barb Capron is also here –
 - She was an important architect of the 2009 regulatory changes
 - We expect her to play a significant role in the next major Part 21 revision



MARPA Staff and Volunteers

- Ryan Aggergaard



- Tony Brigham



- Harvey Dickstein



- Judy Dickstein



- Katt Brigham



- Dawn Carberry



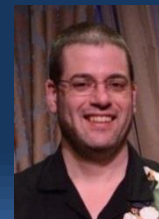
- Jason Dickstein



- Sarah Koenig



Richard Williams



Looking for New Markets!

We May Not be Going as Far as Pluto,
but We are Going Pretty Far to
Identify New Partners and Customers



Export and Partnership Targets for 2015

- 2015 National Targets
 - Japan
 - South Korea
 - Turkey
 - United Arab Emirates
- 2015 Regional Targets
 - Europe
 - Latin America
 - Middle East
 - Northeast Asia
 - Southeast Asia
- We are building relationships – are you taking advantage?

June MOU with KOTRA and August Korean Workshop



Tokyo Aerospace Symposium and Meetings with Japanese Air Carriers



Taking Advantage of the Export Promotions Program

- Europe, Middle East and Africa PMA Conference
- 2015 in Istanbul
 - 65 registrants
 - 35 air carrier registrants



Taking Advantage of the Export Promotions Program

- Europe, Middle East and Africa PMA Conference
- May 23-24, 2016
Madrid, Spain
 - Commit now for best rates
- Events – we will be handing out member promotional materials throughout the world in 2016
- IDEAS:
 - Virtual trade mission to Shanghai
 - Latin American trade mission





How Can You Get Involved?

- Complete our export survey and keep providing us with updated information so we can track member export metrics
- Join the Marketing Committee, which is helping to guide our export promotion efforts
- Participate in our Non-US Efforts



New Targets for 2016

- Answer the PMA questions of the Leasing Community in order to show that community how PMA can help them make MORE money!
- WE NEED YOUR HELP TO IDENTIFY LEASING TARGETS



Thank you to all of our sponsors!

HEICO



AEROSPACE SERVICES



JET PARTS
ENGINEERING, INC.
Your PMA Solution





Gold Sponsors





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Pictures

- Will the personnel from Able Aerospace Services, Aviation Component Solutions, Jet Parts Engineering, and HEICO please come up front during the break to accept their sponsorship awards and for pictures

- Thanks!



Where Can I Find the Presentations?

[http://pmaparts.org/annualconference
/presentationslv2015](http://pmaparts.org/annualconference/presentationslv2015)

[<http://pmaparts.org/annualconference/presentationslv2015>]

on page 3 of your program book

This will be active Monday, November 2, 2015



2016 Conference Status

- Winter Meeting in Washington, DC
- Spring Conference in Madrid, Spain
 - May 23-24, 2016
- Annual Conference
 - Orlando B Hotel
 - October 26-27, 2016
 - \$139 per night room rate



Working Together, Our Potential is Unlimited

- Join a Committee
 - Airline Committee
 - Leasing Committee
 - Marketing Committee
 - Technical Committee
- Join the Board
- Contact us at KATT@MARPA.AERO or KATT@WashingtonAviation.Com



Do you Have the Right Stuff?





Getting Involved

- Stay Informed
 - Sign-up for the MARPA Blog: pmaparts.wordpress.com
- Understand Formal SMS and COS Programs
 - **REVISED Guidance is available on MARPA's website**
- Write about PMA and about MARPA
 - Share your success stories or even write for MARPA
- Share your thoughts
 - We need to know what is important to you!



Thank You All!

- Your membership and your continued support at the conference are important to us
- We will continue to support industry safety improvements and PMA excellence
- Your comments and suggestions are essential so please remember to complete the surveys



Thank you!

Jason Dickstein

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