

ISTAT Americas Luncheon Round Table Session, Tuesday 3rd March 2020

Aircraft Transition – Successful Planning to Avoid the Pitfalls

mba Hosts: David Tokoph, President & CEO; and Marc Wilson, Head of Technical.

The challenges faced when transitioning aircraft between leases can be complex and if not properly managed will lead to delays and additional expenses. The process has many stakeholders working in close alignment. This roundtable session draws on the experience of key industry stakeholders to share their collective experience and provide insight to highlight the potential pitfalls of insufficient planning and ineffective communication.

With representatives from lessors, lease managers, airlines, OEMs, parts suppliers and MRO facilities, the session will be chaired by Marc Wilson to explore the scope of the challenge, regulatory framework, economic implications, development plans and management strategies.

Registrants will be able to choose from four tables to join, 30 minute session for each table, with registrants able to choose a second table to compliment knowledge gained from the first.

12:30 – 12:45: – Lunch Service

12:45 – 12:55: An introduction: – David Tokoph & Marc Wilson

Overview of the aircraft transition process:

- Examining the roles played by stakeholders, and focus on stakeholder interface.
- Orderly versus forced transition, and additional challenges of the forced transition.
- Importance of project planning and management (scope, resources and time)

12:55 – 13:25: Session 1 (Participants choose a table based on topics)

13:30 – 13:55: Session 2 (Moderators move to next table for Session 2)

13:55 – 14:00: Wrap-up and take-away, David Tokoph & Marc Wilson

Topic 1: Lessors, Lease Managers, CAMO: – Table Host: Marc Wilson

- Overlap between “Previous Lease” / “Transition” / “New Lease” phases of the aircraft’s life.
- Project Management – Integrated project plan encompassing Previous Lease – Transition – New Lease
- MRO Selection
- Aircraft Movement (off AOC)
- Definition of MRO Work Package (Clearance requirements, ADs , AMP tasks, modification requirements)
- Technical records (pre- and post-transition maintenance)
- Lease negotiation, aircraft valuation and Cash Flow modelling
- De-registration and re-registration, Mode S and ELT programming

Topic 2: Airline Maintenance Operations: – Table Host: David Tokoph

- Input to transition maintenance / modification scope.
- Engineering services, aircraft transition data-package
- Physical acceptance of aircraft (post-transition maintenance)
- Acceptance of aircraft technical records (historical and current status)
- Aircraft induction onto AOC and into fleet operations (both: new to type, and existing type)
- Modifications and Regulatory Requirements

Topic 3: MRO Transition Services and Aircraft Storage: – Table Host: **TBD**

- Regulatory Part 145 approvals and geographic location(s)
- Storage maintenance
- Maintenance slots, materials, tooling, qualified manpower and production planning
- Engineering services
- Used-serviceable versus new material; PMA versus OEM parts
- Material lead times and component exchange
- Modification Maintenance

Topic 4: Anatomy of a Freighter Conversion: – Table Host: **TBD**

- What makes a good conversion candidate
- STC regulatory Approvals
- Conversion slot availability
- Maintenance slots, materials, tooling, qualified manpower and production planning
- Engineering services
- Disposition of removed-serviceable equipment
- Future Aircraft

Table Schedule¹

Table 1	
12:45 – 12:55	Introduction
12:55 – 13:25	Lessors, Lease Managers, CAMO Host: Marc Wilson
13:30 – 13:55	MRO Transition Services and Aircraft Storage Host: TBD
Table 2	
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12:55 – 13:25	Airline Maintenance Operations Host: David Tokoph
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¹ Each table may consist of a group of tables based on number of registrants