



MARPA 2009

Welcome!

Conference Facts



- 2007: 165 attendees
- 2008: 193 attendees

Conference Facts



- 2007: 165 attendees
- 2008: 193 attendees
- 2009: 220 attendees

Conference Staff



Judy Dickstein



Katt Stanley



Thank you, for the
Opening Night Reception



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MARPA 2009

Turning Science Fiction
Into Science Fact



Speculation

What is Possible?

OEM #1



- The Aristotelian model of (384 BC – 322 BC) postulated that the solar system revolved around the Earth in concentric circles
- This was the prevailing world view for almost 2000 years

OEM #2



- Aristarchus (310–230 BC) wrote about the idea that the Earth revolves around the sun
- The original writings have been lost over time

Aftermarket Ideas



- Copernicus: Father of Heliocentric Astronomy
- Speculated about a sun-centered system
 - Everything else revolves around the sun
 - It makes sense that the Earth does, too
 - This theory provides a more natural explanation to the apparent retrograde motion observed among the planets



- Ideas do not remain static
- They grow with each mind that tackles them
- PMA companies have a an opportunity to contribute to the technology
 - Design
 - Testing and data
 - Quality assurance

Further Refinement



- Galileo: Father of Modern Astronomy
- DATA: Developed telescopes; observed Jovian satellites and Venusian phases
- ANALYSIS: Concluded that the Earth and other bodies revolved around the Sun
- RISK-BASED REPORTING: Chose to defend his position, and was placed under house arrest by the inquisition



Those who speak the truth may be vilified
in their own lifetimes

But history will bear witness to the truth

And sometimes the truth is recognized in a
more timely fashion

Data-Driven System



- Newton developed calculus to better describe the geometry of the ellipse as well as the relationships between velocity and acceleration that are important to a theory of gravitational attraction
- Math could be used to show that a heliocentric system made more sense than a geocentric one

*The originator of an idea does
not always have the best data*



Speculation

Data and Analysis

Truth

Jules Verne: Idea OEM



- Twenty Thousand Leagues under the Sea
- From the Earth to the Moon
- A Journey to the Center of the Earth

Never forget who inspired you ...

But don't stop doing your own analysis to improve on that inspiration

Historical Fiction: 1999



- What did people think of PMAs ten years ago?
 - OEMs claimed that PMAs were “bogus parts”
 - OEMs participated in smear campaigns to vilify PMA parts
 - OEMs told their customers that PMA parts were inferior
 - Industry sought recognition among air carriers
 - PMA industry fought for split design and production approvals to mirror TC/PC

State of the Union - 2009



- Customer recognize PMA as an opportunity
 - MARPA continues to promote the safety, reliability, and availability of PMA
- Competitors recognize PMA as a potential threat
 - MARPA continues to work with customers, manufacturers, and government on competition issues

What is MARPA Doing For You?



- Marketing
 - Educating the purchasers about benefits
 - Facilitating discussions
- Education
 - Educating members about their rights, responsibilities and opportunities
- Lobbying
 - Helping to develop policies that make sense
 - Helping to prevent policies that do not make sense

Key Marketing Programs



- Accepting speaking opportunities to get our message heard
 - Promoting Continued Operational Safety
 - Promoting competition
 - Promoting PMA parts as a safe and economical alternative
- Publishing a monthly newsletter and a blog
- Keeping the website up-to-date

Key Educational Programs



- Promoting the MARPA framework for COS *
- Promoting compliance with and awareness of, the law; particularly:
 - FAA regulations
 - Export and import law
 - Intellectual property
 - Safety laws, like OSHA and Hazmat
- Promoting research and technology advances *
- Answering member questions as they arise

Key Lobbying Topics for 2009



- Our primary lobbying focus is on supporting safety
 - COS and SMS
 - Design and engineering regulations and policies
 - Manufacturing regulations and policies
- We also keep track of competition issues
 - Discussing anti-competitive behavior and strategies for addressing it in a positive manner (e.g. use of CDRs, ICAs and SBs to disparage PMA)

MARPA Board



- Nate Dalton
– Wencor



- Rod Sands
– Jet Parts Engineering



- John Hunter
– Heico



- Dennis Piotrowski
– BELAC



- Bruce Johnson
– Chromalloy



- Kent Whitmer
– Able Engineering



Jason Dickstein, MARPA President

We Need You!



- Marketing Committee
- Technical Committee
- COS/SMS Committee
- 2010 Conference Committee

Marketing Committee



- Andrew Farrant, Chair
- Draft a proposed set of objectives for a marketing campaign, with a focus on raising awareness of MARPA in the industry, for Board review
- Implement a marketing campaign according to Board guidance

Technical Committee



- Review FAA guidance and industry technical papers
- Help craft MARPA comments on FAA guidance
- Providing technical support to the FAA in developing policy
- Review industry technical papers under consideration for Association publication

COS/SMS Committee



- John Hunter, Chair
- Help evaluate the development of Continued Operational Safety (COS) among the industry
- Promote COS in the industry
- Develop COS case studies (example of positive use of COS to address risk in a positive way)
- Support the Association's efforts on the SMS ARC

2010 Conference Committee



- Nate Dalton, Chair
- Assist in planning and implementing the 2010 MARPA Annual Conference

We Need You!



- Marketing Committee
- Technical Committee
- COS/SMS Committee
- 2010 Conference Committee

- Please sign up at the registration desk or
- Speak with a Board Member
 - Give them your card with a Committee Name

Surveys



- Please complete them
- Use them as an opportunity to let us know how MARPA can continue to support the industry
- Prizes!

Thank You



Jason Dickstein, President

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