

The UPDATE Report



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Economic Outlook for 2008

The International Air Transport Association (IATA) has released a new industry financial forecast for the air carrier industry, estimating a global industry profit of \$5.6 billion in 2007. IATA also estimates that the profit level will fall to \$5.0 billion in 2008.

The outlook for 2007 remains unchanged relative to previous forecasts. Higher oil prices have been offset by strong traffic growth (5.9% for passenger traffic) and even stronger revenue growth of 8.4%.

Discussing the 2007 numbers, IATA Director General and CEO Giovanni Bisignani said "For the first time since 2000, we are profitable. That is good news, representing a lot of hard work by airlines. Since 2001, non-fuel unit costs dropped 16%, labour productivity is up 64% and sales and marketing unit costs decreased 25%. But with a 1.1% margin, the bottom line is still peanuts."

ASA members should expect the world's airlines to continue to need to find cost savings – this means that there are opportunities for distributors that can save their clients money, but it also means that distributors must be cautious about the risks of extending credit.

IATA sharply revised downward its profit outlook for 2008 to \$5.0 billion from the previously 2008 forecast of \$7.8 billion. The spike in fuel prices is expected to add \$14 billion to air carriers' fuel bills, driving the total cost of fuel for IATA's members to \$149 billion (based on an average expected price of \$78 per barrel). Tightening in the credit market is also expected to impact air carriers. IATA expects to see air carrier industry revenue growth at 4.7% and traffic growth at 4.0%. IATA also forecasts a significant acceleration in capacity expansion in 2008 with an increase in aircraft deliveries to 1,281 (up from 1,041 in 2007).

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MESSAGE FROM ASA'S PRESIDENT

THE UPDATE Report

is the monthly newsletter of the Aviation Suppliers Association.

OUR COMMITMENT

ASA is committed to providing timely information to help members and other aviation professionals stay abreast of the changes within the aviation supplier industry.

The UPDATE Report is just one of the many benefits that ASA offers members. To learn more about our valuable educational programs, please contact ASA.

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Dear Members,

As the year comes to a close, we look towards the new year for improved relationships with industry, better support for the membership, growth and new opportunities. 2007 was a strong year for ASA with membership and accreditation growing. However, growth in numbers only shows part of the picture. Jason has continued to represent the members' interest with domestic and international agencies along with industry working groups. These types of government affairs programs are long term. Any comments regarding issues associated with the government and industry affairs programs are always welcome and encouraged.

As a service organization, we look towards comments and review from the membership. ASA is once again holding our regulatory training workshop. The agenda has been modified to include comments from members. Most locations have been announced and the remaining locations will be announced shortly. ASA's 2007 Annual Conference was a success with the attendees giving positive reviews and feedback. The 2008 conference will be held July 26-29th in Las Vegas. We are working on the agenda and will be including suggested changes mentioned in the 2007 conference comments. The ASA Accreditation Team will be releasing practical guidance tools for companies to use in maintaining their accreditation. These tools along with the sample ASA-100 quality manual template will continue to strengthen the ASA-100 audit program.

ASA is also working on new member requested programs. We are working on releasing a revised ASA-100. As requested, ASA is also expanding its auditing capabilities. We are in the process of developing online training. Members have requested extensive training in export issues which we are working on. This would be in addition to the information provided at the one-day workshop, the conference break out session and articles in the newsletter. This is just a short list of our current projects that we are working on.

It is my pleasure to represent the members and from everyone at ASA we wish you a happy and healthy new year.

Michele

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"The challenges get tougher in 2008. A favourable economic environment and effective efficiency measures helped mitigate the impact of high fuel prices and underpinned profitability improvements. With the credit crunch, that is changing. The peak of the business cycle is over and we are still US\$190 billion in debt. So we could be heading for a downturn with little cash in the bank to cushion the fall," said Bisignani.

IATA reports the following details about the world air carrier industry:

- While leading in absolute profitability in both 2007 and 2008, North American carriers will see the largest fall in profitability from US\$2.7 billion in 2007 to US\$2.2 billion in 2008. With 35% of the fleet over 25 years old, the impact of high fuel prices is greater than in other regions. Moreover, North America is at the center of the credit crunch.
- European and Asian carriers will see minor drops in profitability of US\$100 million each to US\$2.0 billion and US\$600 million respectively. Robust traffic growth to and within Asia is expected to partially insulate carriers from the impact of the crunch.
- Middle East will remain stable at US\$200 million supported by ambitious route expansion.
- Latin America is the only region to see profitability improve - by US\$100 million – and as a result of that increased profitability they should break even in 2008. This increase is largely the result of industry re-structuring.
- Africa will be the only region reporting a loss-stable at losses of US\$100 million last year and this year.

New Location for FAA Submissions

It is official! The FAA has completed its data migration to the regulations.gov Web site with the rest of the federal government. As of December 5, 2007, petitions for rulemaking, petitions for exemption, or responses to FAA rulemaking dockets should be sent to the following locations:

By mail to: U.S. Department of Transportation, Docket Operations, West Building Ground Floor, Room W12-140, 1200 New Jersey Avenue, SE., Washington, DC 20590.

Through the Internet to <http://www.regulations.gov>.

You are still entitled to review FAA dockets in person. The rulemaking and hearing dockets are available at the Docket Office at the Federal Aviation Administration building located at 600 Independence Avenue, SW, in Washington, DC. This is the Wilbur Wright Building, which is next to the main FAA building at 800 Independence Avenue. The Docket office is located in Room 2014. Documents may also be examined and copied at the Department of Transportation Docket Operations Office in the West Building on the Ground Floor in Room W12-140. This is at 1200 New Jersey Avenue, SE, Washington, DC, and it is the location to which submissions are now directly sent.

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Outlook for Traceability

The FAA and EASA both continue to work towards more harmonized guidance on how to complete an authorized release certificate (the 8130-3 in the United States and the EASA Form One in Europe).

Earlier this year, ASA provided several rounds of comments to the FAA on ways to improve Order 8130.21. This order is being updated to reflect agreements between the world's civil aviation authorities on how to complete an authorized release certificate. The FAA's new Order should be published sometime between February and April 2008.

EASA, meanwhile, issued a Notice of Proposed Amendment (NPA) to reflect the changes that the world powers have agreed-upon. Those changes are expected to be made final in 2008, also.

The net result of this harmonization effort should be to facilitate smoother aircraft parts transactions, because a document created in one part of the world will more closely resemble a document created in another part of the world – both in terms of the superficial look-and-feel of the document and also in terms of the airworthiness philosophies that support the document.

Standard Mileage Deduction Increases

On November 27th, the Internal Revenue Service announced new standard mileage rates for 2008.

The optional standard mileage rate is used to calculate the deductible costs of operating an automobile for business purposes. Beginning on January 1, the standard mileage rates for the business use of a car or other highway vehicle will be 50.5 cents per mile.

The new rate is an increase over 2007's rate of 48.5 cents per mile.

Changes in the standard mileage rate for business travel are based on annual studies of the fixed and variable costs of operating an automobile. The most recent study was performed by Runzheimer International on behalf of the IRS.

A taxpayer may not use the business standard mileage rate for a vehicle after using any depreciation method under the Modified Accelerated Cost Recovery System (MACRS), after claiming a Section 179 deduction for that vehicle, for any vehicle used for hire or for more than four vehicles used simultaneously.

One example of a situation where you might use the standard mileage rate would be if you used your personal vehicle to deliver AOG parts to a customer at the airport. While most of the expenses of your personal car might not be considered business expense deductions, the mileage you used for the business delivery could be considered a reimbursable / deductible expense, and the simplest method for figuring the reimbursement and subsequent deduction would be to multiply the mileage by the standard mileage deduction.

You can find more information in IRS Revenue Procedure 2007-70, which is available online at <http://www.irs.gov/pub/irs-drop/rp-07-70.pdf>

New Temporary Export Exception for Technologies

The U.S. government has announced a new exception for temporary export of controlled technologies. This may be important to ASA members who carry samples with them when traveling internationally for customer meetings.

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AIRLINE PURCHASING EXPO 2008

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Any item that is brought outside the United States is considered to be exported. There are many export exceptions that apply to permit easy export of certain items, but all transactions crossing international borders are exports.

When any business person brings items that are necessary to support his or her work, these items may be considered "tools of the trade." The export regulations contain "tools of trade exceptions" which authorize someone to export an otherwise restricted item temporarily for use in support of the person's business. For example, a mechanic may have tools and other devices that are considered "tools of the trade."

ASA members from the United States who have items that they use as "tools of the trade" in pursuit of their business have enjoyed the tools of the trade exception in the past which excepts such items from certain licensing requirements when they might otherwise be required to be licensed (a key to the tools of the trade exception is that the export is 'temporary', in that the items will return with the ASA member when he or she returns home).

The problem that certain people have run into in the past is that the "tools of the trade" exception applies to commodities and software but not to technology and know-how. Where it has been necessary to convey technology (like instructions in a maintenance manual) and that technology has been controlled (e.g. requires a license to be exported), the technology was not subject to the exceptions of the tools of the trade provisions.

Generally, it is illegal to export certain types of controlled technologies. Usually, the controlled technologies are those associated with the manufacturing of controlled items. For example, certain solid state gyros are export-controlled items and the technologies associated with their repair or manufacture are also export-controlled to the same extent.

The failure to include technologies in the tools of the trade exception has been remedied. The regulations were changed on December 12, with a new provision that broadens the "tools of trade exception" in the export rules to include restricted technologies (not just commodities and software). For more information on the change, see

http://frwebgate.access.gpo.gov/cgi-bin/getdoc.cgi?dbname=2007_register&docid=fr12de07-4.

Damage Tolerance Data

Companies that hold design approvals – like type certificate and supplemental type certificates (STCs) – will have to prepare and make available damage tolerance data for repairs and alterations to fatigue critical airplane structure.

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REGULATORY UPDATE

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The purpose of this new rule is to support compliance with the Aging Airplane Safety rules. The FAA adopted the Aging Airplane Safety rule in the February 2, 2005 edition of the Federal Register. That rule requires that maintenance programs belonging to airline operators include Damage Tolerance inspection programs. Air carriers' programs must take into account the adverse effects that repairs, alterations and modifications could have on fatigue cracking and the inspection of the airplane structure.

In order to be able to meet their obligations under the Aging Aircraft Safety Rules, air carriers need some baseline information about the aircraft design and about the design of the repairs and alterations that are implemented in the aircraft.

In order to support the air carriers' damage tolerance inspection obligations, design approval holders will be required to develop and make available the following four types of documents to operators:

- (1) Lists of fatigue critical structure (to aid operators in identifying repairs and alterations that need to be addressed for DT).
- (2) Damage tolerance inspections to provide operators with the necessary inspection times and methods for the following:
 - Repair data published by type certificate (TC) holders (repair manuals and service bulletins).
 - TC holder's future repair data not published for general use.
 - Repair data developed by supplemental type certificate (STC) holders.
 - Alteration data developed by TC and STC holders.
- (3) Damage tolerance evaluation guidelines for all other repairs (to enable operators to obtain the necessary damage tolerance inspections).
- (4) Implementation schedules (to define the necessary timing for performing damage tolerance evaluations and developing damage tolerance inspections and for incorporating the DT data into the operator's maintenance program).

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AviTrader
AVIATION NEWS

~~I don't~~ like Monday mornings!

COVER STORIES

British Airways issues tender for wide-body fleet renewal

British Airways has issued a competition for new long-haul aircraft for delivery in 2008. The airline is looking for a replacement for its fleet of Airbus A330-300, A350-900 and Boeing 747-400 aircraft. The airline is also looking for a replacement for its fleet of Airbus A330-300, A350-900 and Boeing 747-400 aircraft. The airline is also looking for a replacement for its fleet of Airbus A330-300, A350-900 and Boeing 747-400 aircraft.

Northwest Airlines agreement with Boeing and Rolls-Royce for engine acquisition

Northwest Airlines has signed an agreement with Boeing and Rolls-Royce for the acquisition of engines for its fleet. The agreement is for the acquisition of engines for its fleet. The agreement is for the acquisition of engines for its fleet.

New \$2.5 billion titanium deal

Allegheny Technologies has signed a long-term agreement with Boeing for the supply of titanium products for commercial aerospace applications. The agreement is for the supply of titanium products for commercial aerospace applications.

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This final rule transfers the responsibility for developing Damage Tolerance-based data from operators to design approval holders.

The intent of this new rule is to ensure the continued airworthiness of fatigue critical airplane structures by requiring design approval holders to support operator compliance with specified damage tolerance requirements. The rule change becomes effective January 11, 2008 and applies to all approved repairs and alterations. The implementation schedule is phased based on the type of data involved but the first round of damage tolerance information for existing fatigue critical structures will be due July 11, 2008. ASA members with STCs (or TCs) should be certain that they are in compliance with the requirements to produce damage tolerance data.

Aircraft Certification Stops Printing ACs

The FAA has stopped printing certain advisory circulars. In the past, the only way for the public to see advisory circulars issued by the Aircraft Certification Service was to receive a printed copy in the mail. The Internet changed that practice, and in recent years, many people have found the internet libraries of advisory circulars to be very convenient ways to obtain FAA guidance.

On October 25th, the FAA announced that as of October 1st, it had stopped publishing Aircraft Certification Service (ACS) Advisory Circulars in paper form – these documents are now only available online.

The FAA will make ACS Advisory Circulars available to the public via its online Regulatory and Guidance Library, <http://rgl.faa.gov>.

The FAA expects to save money (in the form of printing and distribution costs) by only offering these ACs through the Internet.

Export Control Lists

Several ASA members have recently been asking us where to find the U.S. export control lists. There are actually quite a large number of these lists, and which ones apply to your particular export can depend on what, exactly, you are shipping.

In examining U.S. export laws, there are three main categories of regulatory restrictions.

The first set of export restrictions comes from the U.S. Treasury Department. These restrictions generally apply to all transactions involving transfer of assets of any kind. The Treasury restriction lists can be found at:

Embargoed Destinations List: (prohibited countries subject to the sanctions program)

- <http://www.treas.gov/offices/enforcement/ofac/programs/index.shtml>

Specially Designated Nationals List: (provides alphabetical master list of Specially Designated Nationals and Blocked Persons)

- <http://www.treas.gov/offices/enforcement/ofac/sdn/index.shtml>

Narcotics Trafficking list:

- <http://www.treas.gov/offices/enforcement/ofac/programs/narco/drugs.pdf>

Weapons of Mass Destruction Trade Control (prohibited parties):

- <http://treas.gov/offices/enforcement/ofac/programs/wmd/wmd.pdf>

Terrorists – Lists of prohibited parties:

- <http://treas.gov/offices/enforcement/ofac/sdn/t11sdn.pdf>

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The ASA Member Logo is known throughout the industry as a symbol of a dedication to quality and safety. All ASA Members are entitled to use the ASA member logo on their Web sites, stationary and other printed materials.

In addition to using the ASA logo, members are also listed on the Member List on ASA's Web site. Both airlines and regulators look to ASA's Member List as a trusted resource for distributors with a commitment to quality.

www.aviationsuppliers.org



Government Representation

ASA provides a unified voice for the aviation supplier industry with regulatory agencies in the U.S. and abroad. Speaking on behalf of suppliers, ASA works to clarify existing regulations and ensure that new regulations foster safety and improved business practices.

News and Information

The UPDATE Report - monthly newsletter providing comprehensive coverage of the regulatory, business and quality issues happening in aviation distribution.

Member Bulletins - monthly bulletins sent exclusively to members providing membership and industry updates.

Member Alerts - periodic notices that provide immediate updates on industry news as it happens.

Training & Education

ASA members receive discounted attendance at ASA educational events.

ASA Annual Conference - With General Sessions and a variety of workshops in Quality, Business Development and Legal/Regulatory issues, the ASA Conference provides comprehensive education for all aviation supplier professionals.

ASA Regulatory Workshop Series - Held in various locations throughout the U.S. and abroad, these one-day training sessions bring aviation professional up to date on all regulatory changes throughout the year.

ASA Hazmat Training - This course, held at various locations throughout the U.S., provides the fundamentals of hazardous materials handling, marking, reporting and transporting.

In addition, an exporter must determine whether the item in question is subject to State Department jurisdiction or Commerce Department jurisdiction. This can be a complicated analysis in some cases, but usually it is a matter of identifying whether the manufacturer originally intended the item to be used on military aircraft (mostly State Department jurisdiction) or on civilian aircraft (mostly Commerce Department jurisdiction).

A more precise method of determining who has oversight is to examine whether the item is subject to the State Department's International Traffic in Arms Regulations (ITAR) by examining the U.S. Munitions List (USML) to determine if the article fits with the scope of items that are subject to State Department and ITAR control.

If the aircraft part is not an ITAR/USML item, then it is subject to Commerce Department oversight. Most items shipped for commercial airline use would be subject to Commerce Department oversight, but there are a few USML categories that can encompass certain civilian aviation items so it is important to be careful in your analysis.

If the export is subject to State Department oversight, then you should examine these lists:

Department of State's Embargo Reference Chart

- <http://www.pmdrtc.state.gov/country.htm>

Statutorily and Administratively Debarred Parties List:

- <http://www.pmdrtc.state.gov/debar059.htm>
- http://www.pmdrtc.state.gov/debar_admin.htm

If the export is subject to Commerce Department oversight, then you should examine these lists:

Denied Persons List (provides listing of names and addresses of individuals with whom trade may not be conducted)

- <http://www.bis.doc.gov/dpl/default.shtm>

Denied Entity List (listing of foreign end users who have been determined to present an unacceptable risk of diversion to developing weapons of mass destruction or the missiles used to deliver those weapons)

- <http://www.access.gpo.gov/bis/ear/pdf/744spir.pdf>

Unverified List (foreign persons who raise automatic "red flags" because of past verification issues)

- http://www.bis.doc.gov/Enforcement/UnverifiedList/unverified_parties.html

U.S. export law is a complicated body of law subject to hundreds of pages of regulations, so we cannot accurately describe to you all of the provisions and exceptions in this article. But ASA is providing more in-depth export training to its members through the regulatory workshops, and ASA is beginning to investigate the possibility of hosting a full-day export training class for its members.

If you would like to see in-depth export training from ASA and would like to provide feedback on topics, dates or locations, please feel free to contact us caroline@aviationsuppliers.org or 202-347-6898.

U.S. Export Law Applies to Non-U.S. Members!

ASA Members outside the United States should make sure they are conversant with U.S. export law. A significant number of non-U.S. companies have found themselves facing fines and worse because of violations of U.S. export law ... sometimes under circumstances where the company did not even realize it was subject to U.S. law!

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The cornerstone for the Quantum Control system. The parts summary screen provides a central viewpoint for all information and activity related to a given part.



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Manages the customer quotation process and the recording of supplier responses from outgoing RFQs.



Vendor Quotes*

Provides a tool to locate sources for part procurement and send out requests for quotes to multiple vendors, including multiple lines.



Sales Orders*

Manages the customer order process to include back order management, invoice preparation and product returns.



Invoice Management*

Provides the opportunity to manage the invoice process by viewing system wide for open sales orders and determining if these can be expedited or consolidated with existing invoices, etc.



Purchase Orders & Requests*

Manages the purchasing process including request routing and approval by dollar amount and employee position. Manages purchasing activity for stock, non-stock and exchange.



Purchase Management*

Provides the capability to manage purchasing activities by being able to review all parts needed for procurement based upon sales order requirements and below minimum level stock quantities.



Integrated Accounting

The Accounting Module includes General Ledger, Accounts Receivable, Accounts Payable, and more - all integrated with Sales, Purchasing, Repair, Exchange, Work Order and Invoicing modules.



Physical Inventory*

Manages the physical inventory process. Generates count sheets for manual or barcode counting efforts.



Receiving and Inspection*

The receiving module is a powerful tool for efficient, cost-saving receiving, intermediate and final inspection, and defect recording.



Shipping Management

Manages the shipping and order consolidation process to include user defined stages and statuses. Creates custom invoices, packing slips and certification forms within one shipment.



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Optimizes material and production planning by analyzing historical usage and projecting future demand. Recommends minimum and maximum order quantities based on lead time and forecasted demand.



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Manages lot purchases and assembly teardowns. Provides total tracking of acquisition costs, overhaul expenses, component part sales, profit margins and full traceability.



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Produces hard copy and screen oriented reports supporting all modules throughout the system.



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Create flexible, feature-rich reports allowing unlimited reporting from Quantum, using the de facto standard for business reporting today.



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The Manufacturing Module addresses all aspects of the manufacturing process including product lines, floor control, inspections, materials planning, purchasing and outside servicing.



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Manages the preparation, pulling from inventory, shipping and receiving of components sent out for repair. The Repair Order module provides historic as well as current repair cost per component, detailed by parts, labor and miscellaneous charges.



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This module provides a tool for sales, service or support centers to record, track, status and assign contact activity. Email list management and broadcasting is also included.



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The Internet Quantum module (iQ), utilizes StockMarket technology to allow customers to login to your website and view, RFQ, or purchase from your existing stock in real-time. Information such as condition, time & cycles remaining, tag info, scanned documents, delivery time and more is available to assist users in their purchasing decisions.



Max-Q

With Max-Q you get Aviation's leading Business Application, Quantum Control, implemented with the latest database technology from Oracle to provide the ultimate in database Security, Reliability, Scalability and Performance.



Bar Coding

Prints bar codes and allows for the scanning of physical inventory to track and manage stock and account for all parts when shipping, receiving, etc.



Repair Manual Tracking

Tracks all publications and revision dates and review dates. Provides for manual effectivity by part, customer and ATA. Integrated with the Shop Control module providing specific manual requirements for individual work orders.



Rental and Leasing

The Rental and Leasing module has the versatility to handle all of your rental and leasing transactions including flight-time based billing.



GFI Faxmaker

This is a fax manager that supports "background" faxing from all Quantum users by using a service based system. This is a third party MAPI compliant fax manager supporting multiple fax servers and Citrix.



AVREF Catalog Files

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Generally speaking, the U.S. continues to assert legal jurisdiction over items exported from the U.S. to a second nation, when they are “re-exported” from the second nation to a third nation. So if you purchase an item from a United States source, and then resell the item to someone in another country, that is usually considered a re-export that is subject to U.S. law.

Re-exporting an item imported from the United States to a restricted nation or restricted party can lead to sanctions ranging from fines to denial of U.S. export-related privileges (which could preclude U.S. parties from exporting aircraft parts to you). Thus, it is generally important to aviation industry companies around the world to remain in compliance with U.S. “re-export” laws.

When you are talking about items subject to U.S. Commerce Department jurisdiction, such items will be licensed on re-export to the same extent as if they would have been licensed if exported directly from the U.S. to the final destination nation. For example, an aircraft part might be non-licensed if exported from the U.S. to France. But the same part might need to be licensed if exported from the U.S. to Rwanda. If a French distributor purchases the part from the U.S., then that transaction is unlicensed but if the same part is then sold to a buyer in Rwanda, the transaction may be deemed a re-export to Rwanda and the French distributor might need to obtain a license from the United States for the transaction.

When it comes to defense related articles that fall within the export jurisdiction of the U.S. State Department, such items are exported from the U.S. under the condition that they may not be re-exported unless the re-exporter first registers with the U.S. State Department and then obtains an export license for the re-export transaction.

With the volume of aircraft parts that come from the United States, the re-export laws make it particularly important for aircraft parts distributors to be aware of the U.S. export laws, and the extent to which they might affect your own exports.

CONTACT US!

ASA Staff is always interested in your feedback. Please contact us with any comments or suggestions.

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CALENDAR OF EVENTS!

ASA Events

Regulatory Workshop Series

- January 8.....Los Angeles - *Embassy Suites - Arcadia-Pasadena*
- January 10.....Seattle, WA - *Holiday Inn Express Hotel & Suites*
- January 17.....Miramar, FL - *Hilton Garden Inn - Ft. Lauderdale SW/Miramar*
- January 22.....Chicago, IL - *Hosted by AirLiance Materials*
- January 24.....Newark, NJ - *Embassy Suites - Secaucus-Meadowlands*
- February 5.....Phoenix, AZ - *Hosted by Triumph Group*

2008 Annual Conference

- July 26-29.....Las Vegas, NV - *Paris Hotel & Casino*

Stay Tuned or visit our Web site for additional information!

www.ASA2008.org

Other Industry Events

- May 7-8 (2008)**.....Airline Purchasing Expo 2008
Olympia 2 Exhibition Centre, London, UK
- December 3-4 (2008)**.....Aircraft Maintenance Outsourcing Expo 2008
Cobb Galleria Centre, Atlanta, GA