



Eastern European Aviation and Business Users Seminar

Metropolitan Hotel Sofia Tues 12 October 2010

(Version 10 Sep 2010)

Web Link to manage the event <http://www.avisa-eemc.com/>

Purpose of the event

1/ To bring together Aviation Professions from throughout the region



2/ To launch the Eastern European Aviation Consortium

3/ To formally present Aerospace and Aviation business opportunities to the Eastern European Aviation Community.

4/ To review the latest changes in the EASA Regulatory Framework.

Major Sponsors **Avisa-ee – Avisa – Middle East Aerospace Consortium – Bulgaria Air**

Exhibitors

<http://www.aviation.bg/>

<http://www.ias-eu.com/>

<http://www.aviaso.com/>

Event Venue - Metropolitan Hotel Sofia <http://www.metropolitanhotelsofia.com/en/>

All Attendees to the event will be entitled to either a corporate or personal membership (1 years free) membership to the East European Aviation Consortium EEAC value 395 Euros

East Europe Aerospace Consortium ('EEAC') is a membership association of East European and International organizations and companies. Joining this dynamic inter-business forum is highly beneficial for companies in the aerospace sectors working throughout the East European region.

The consortium members offer products, services, training and expertise to companies wishing to do business throughout the region and beyond.

EEAC has been established to develop and maximise opportunities for the industry in this region through networking, collaboration and mutual trade. With expanding membership, EEAC acts as an enabler to assist primes, airports, airlines, support services and regulatory authorities. It encourages members to engage with each other as well as providing access to the latest products and services.

Event Format

0815 Registration Opens

0900 Welcome

0915 Event opened by special speaker Mr. Jordan Karamalakov – Manager – IATA Branch Office Sofia

0930 1 -Keynote Launch of EEAC – John Ellis

John Ellis is CEO of Middle East Aerospace Consortium and the newly formed East European Aerospace Consortium. He has spent more than 30 years in the Aviation Industry based in the UK and the Middle East. His experience includes Air Accident Investigation including the Manchester Air Disaster and the MI Kegworth Air Disaster . John is also an expert in Safety and Emergency Procedures having worked closely with the UK,s CAA. Procedures produced by John



have been implemented by Airlines worldwide. He was also the founder of Aviation job search which became the largest recruitment web site in the world for Engineers, Cabin Crew and Pilots.

1000 2 - European Regulatory challenges facing MRO's – Justin Goatcher MD Avisa Group

Justin Goatcher, has over 25 years industry experience including a number of years with the UK CAA working in both the Maintenance, Continued Airworthiness and Design sections. He has in depth knowledge of the current JAA and EASA regulations and how they should be implemented together with excellent awareness of current industry issues and the challenges we all face.

Justin's specific area of specialisation is Continued Airworthiness and EASA part M with experience gained in Commercial and VVIP operations together with regulatory and policy development.

10.30 Coffee Break - Networking

10.50 3 – EASA Cat A Training and Licensing in Bulgaria and Eastern Europe – current status, issues and challenges – George Popov - Part 147 Head of Training, Institute of Air Transport Sofia Flight Training.

With over 30 years in Aviation George brings a wealth of experience to the event After graduating Aviation College in Kiev as an Aircraft Maintenance Engineer in 1978, George passed through General Aviation Field to become an Airworthiness Inspector with the BG CAA then through the Flight Operations Field as a Flight Engineer of different passenger and cargo aircraft with more than 6000 flight hours.

11.20 – Panel Led Discussion -Panel members include John Ellis – Justin Goatcher – Richard Nessbitt

Challenges facing Eastern European market in the face of both recession and competitive factors.

The Corporate Aviation market and which direction it should take in an EE context.

Partnerships with North European and MENA based companies – what pitfalls exist?

12.15 Lunch

13.15 – 4 Roger Whipp Gates & Partner MRO Contractual Considerations

The need for Airlines and MRO's to take advice when involving in the sale or purchase of maintenance services. For example flying hour support from engine OEM's

Gates and Partners is a dynamic, international law firm based in the City of London, with a Singapore office serving the Asian-Pacific region. Whose core practices encompasses a broad spectrum of aerospace legal issues, as well as a wide range of corporate-commercial matters.

Roger is a partner in London aviation law firm Gates and Partners. He specialises on commercial contracts in the aviation industry with particular emphasis on airlines. He was a senior in-house counsel at British Airways Plc from 1995 until 2006. During his time with BA he worked on a large variety of projects including the setting up of low cost carrier Go; the outsourcing of major service functions such as IT services and aircraft and engine maintenance services; the suspension, reinstatement and ultimate retirement of the BA Concorde fleet; the negotiation of a major \$1.5 billion dollar engine maintenance services agreement to support BA's RB 211 engines and the transfer of the BA FFP South West Pacific region to Qantas He recently advised BA on the transition arrangements following the sale of BA franchise carrier GB Airways to easyJet. He is currently acting for BA in connection with the through life flying hour maintenance support agreements for the B787 and A380.



13.45 5 - Industry perspective on the differences between an Operation SMS and a Maintenance Repair Organisation SMS - Richard Nesbitt

Richard specializes in Aviation Safety Management Systems with a foundation of over 30 years experience as an Aircraft Engineer and Engineering Officer within the Royal Air Force. Richard has been involved with Safety Management, Safety Assessments and the production of Safety Cases for 10 years with extensive knowledge of both the Military and Civil Safety Management requirements.

14.15 6 - Aviation and Environment. Challenges of Emission Tradings. Elin Lambrev

Elin studied in Aviation Military College in Bulgaria. As well he obtained Bachelor Degree in Economics from New Bulgarian University. In 2004 he received his MBA degree in field of Aviation from the Danube University – Austria and Obtained Certificates in field of SMS and Quality Management in Aviation Environment. From both IATA and the JAA. He spent several years working as quality and safety manager of Heli Air Services - Elin flew for the Bulgarian air force from 1982 till 1991 and then for 15 years was flight crew for Air Sofia. In 2008 he joined IATA and currently he acting as Assistant Manager Passenger Service covering Bulgaria and Kazakhstan

14.45 7 - Andrew Hudson – Yarwood leather - Enhancing the value of your aircraft with Leather Interiors - How to change your seats to Leather - Advances in Leather Technology for Aircraft Interiors

Andrew is a Chemistry graduate with 20 years experience of upholstery materials specializing in leather products. Throughout his career he has been involved with all aspects of leather from research, private consultancy, managing a commercial testing laboratory thorough to manufacture and marketing of upholstery leathers. He has significant experience with all seating applications ranging from aviation through to automotive, marine, contract, train and residential applications from both a supplier and brand perspective.

15.15 - Coffee Break Networking

15.35 - 8 Gordon Dennis - Koala In an aircraft accident, the results can be devastating and open ended. Software and data for aviation applications must undergo formal risk analysis techniques this presentation considers ergonomic design for in-cockpit delivery and the need to take human factors and CRM issues into account

Gordon has Over 30 years IT industry experience, holding senior positions in US and Canadian Corporations. Co-founder of Koala, a British software development company specialising in managing technical information for the aerospace and aviation industries. Holds a flight Instructor rating on sailplanes and is Chief Ground Instructor for Black Mountains Gliding Club Ltd.

16.05 9 – Implementation of EU Ops overview of current position , status, & organizational challenges. Steve Bentley Avis-a-ee

Steve Bentley, is an Airworthiness Consultant based in Sofia Eastern Europe, and has spent over 35 years in the Aviation Industry, and has held a Senior Airworthiness position with a UK airline for the last 12 years. Steve's specific area of expertise is in Organization Process Management and Evaluation, Continuing Airworthiness and the implementation of EASA Part M and Part 145. He is a trained ISO 9001 Lead Auditor, and brings to AVISA many years experience gained in the management of Airworthiness Data and implementation of IT systems within the MRO environment



16.35 Event Close

Attendance Costs

The costs have been intentionally set at a reasonable level to encourage a good attendance to the event.

Cost for Day Visitor 99 Euros in advance 125 Euros on the Day covers Buffet lunch coffee breaks and entrance to the seminar.

1 day package - 185 Euros

Attendance to the event 1 nights accommodation and dinner and breakfast

2 day package - 270 Euros

Attendance to the event 2 nights accommodation and dinner and breakfast - 1 dinner and 2 breakfasts

Exhibitors Package - 750 Euros

2 Sq Mtr Display Area plus free leaflet in Delegate bag plus free advert on EEMC web site for 1 year.

Includes 2 day package for 1 day package deduct 85 Euros

For Speaker / Exhibitor deduct 185 Euros .

Sponsorship opportunities

The following Additional Sponsorship opportunities are available please contact to discuss

1/ Coffee Breaks 2/ Cocktail Party 3/ Lunch 4/ Dinner

Event General Arrangements

Mon October 11th Guests arrive

1900 Welcome Cocktail Party

Tue October 12th Breakfast / Event / Evening Dinner

Wed October 13th Breakfast – Depart