

The Aerospace & Defense Forum



Invitation to the Orange County Chapter March 7, 2013 Meeting **Available via WebEx**



[Click here to attend in person](#)

Both members and non-members must register to attend.

Registration Fees:

Free - A&D Forum member price
\$30 - Non-member Early Bird until
February 28
\$40 - Non-member after Feb 28

[Click here to attend via WebEx](#)

You can register to access the live Webinar stream through WebEx.

After completing and submitting the registration form, you will receive an e-mail confirmation from WebEx containing instructions for accessing the Webinar.

WebEx facilities are provided by UKTI.

"Grow Your Business by Expanding Aftermarket Services"

Guest Speaker:

Peter Collins
Director of Strategic Planning and M&A
Aerospace Group
[Parker Hannifin](#)

Many A&D companies have a substantial portion of their business in the aftermarket - repairing and refurbishing aircraft parts and assemblies. For those who currently don't, the aftermarket may offer an opportunity to grow the business.

Traditionally these services are provided to operators and maintenance repair and overhaul (MRO) facilities on demand and charged on a per event basis. However other models exist for supporting aircraft systems and equipment during service.

Cost per hour (CPH) and performance based logistics (PBL) programs offer an alternative service model that has significant benefits for both the customer and the

Become an A&D Forum Member

A&D Forum members attend any chapter meeting for free, receive a monthly Newsletter, have first call on tours, and can access the website member areas, such as the Calendar, presentation recordings, articles, and What's New pages, among other benefits. One year Individual Memberships are \$250 and Corporate Memberships (3 Individual Memberships) are \$500.

Join through the A&D Forum website:
aerospacedefenseforum.org

Promote Your Business Be a Breakfast Sponsor

Promote your business to A&D industry leaders by being a Breakfast Sponsor. In return for paying for the direct costs of a chapter meeting breakfast, a Breakfast Sponsor's logo is displayed in all associated meeting notices and has a 5-min presentation at the sponsored chapter meeting.

Contact [Ivan](#) to register or with questions.

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2013 OC Chapter Sponsors

supplier.

In a CPH program, a customer pays a fixed rate per flight hour to cover maintenance for a complete system or a set of products instead of paying for repairs individually. Benefits include more certain maintenance costs for the customer and an incentive for the supplier to improve reliability.

Military PBL programs are similar to CPH programs except that they more frequently include an aircraft or product availability metric.

Specifically, Peter will cover:

- How value-added services can provide growth beyond the core business for any supplier.
- The mechanics of delivering CPH / PBL programs, including benefits to suppliers and customers, as well as lessons-learned.
- How CPH / PBL pricing models can be used to forecast aftermarket revenue streams
- Program management tools and metrics that can be applied to a wide range of operations (not just aftermarket services) to mitigate risk and address key cost drivers.

March 7, 2013 Meeting

- Parking is in the parking structure associated with the Plaza Tower. You will receive validation for 1 hour of parking. Any time beyond that will be \$6/hour. You can also park across the street (where the OC Chapter used to meet) for a lower per hour rate.
- A light continental breakfast will be available starting at 7:15AM.
- Bring a business card - they will be duplicated and everyone will get a copy of all attendees' cards.
- Attire is business casual.
- Because of the large number expected to attend, introductions will be minimal - your name, company, industry, and a 5 word "elevator speech". We encourage you to be creative!
- The meeting will consist of the presentation and an open group discussion.
- You are welcome to stay around and network after the meeting.

Event Info

Thursday, March 7, 2013



MOSS ADAMS LLP
Certified Public Accountants | Business Consultants
Acumen. Agility. Answers.



7:30AM-9:00AM
Dorsey & Whitney LLP
Plaza Tower
600 Anton Boulevard
Suite 2000
Costa Mesa, California 92626

Our Guest Speaker



Peter Collins is the Director of Strategic Planning and M&A for Parker Hannifin's Aerospace Group and is based in Irvine, CA. Prior to his current role, he was Director of Logistics Services, responsible for Parker Aerospace's cost per hour (CPH) and performance based logistics (PBL) programs. He has nearly 20 years of experience in the aerospace industry at Parker Hannifin and Honeywell with assignments in engineering, program management, product line management, and marketing.

Peter has a MBA from UCLA, a MS in mechanical engineering from Stanford University and a BS in mechanical engineering from the University of Washington. In addition to a professional engineer's license, he has received six sigma black belt and project management professional (PMP) certifications.

What's New

A&D Forum members can access these documents from the What's New page (under the Resources tab)

Upcoming A&D Forum Chapter Meetings

February 15: **"Making the Jump from 'Big Aerospace' to 'NewSpace'"**, Rex Ridenoure, co-founder and former CEO of Ecliptic Enterprises, Los Angeles Chapter

February 28: **"Nuclear Terrorism--A Solution Utilizing Our Natural Environment"**, Dr. Gene W. Ray, co-founder and former CEO of The Titan Corporation, San Diego Chapter

March 15: **Tour of Pratt & Whitney Rocketdyne**, Bill Bellows, Associate Fellow, InThinking Network, Pratt & Whitney Rocketdyne, Los Angeles Chapter

Other Meetings

A&D Forum members can access more information about these events on the Calendar page of the A&D Forum website.

February 16: **"Error Prevention, Why Smart People Do Dumb Things and How to Avoid the Same Mistakes"**, INCOSE

February 21: **"Lessons Learned in Utilities and Government Contracting"**, OC NCMA Meeting, Westminster

March 2: **The Space Experience Economy #7 - Space Tourism Society**, Los Angeles

March 2: **2013 Region 6 Public Policy Colloquium**, Huntington Beach, CA

March 4: **SpeedNews 3rd Annual Aerospace Raw Materials & Manufacturers Supply Chain Conference**, Beverly Hills, CA

March 4-6: **SpeedNews 27th Annual Commercial Aviation Industry Suppliers Conference**, Beverly Hills, CA

of the A&D Forum website.

2/12/13: **"Donation Funds Aircraft Mechanic Program"**,

2/11/13: **"2013 Outlook on Aerospace & Defense Interview with Tom Captain"**

2/9/13: **"Relax! You'll Be More Productive"**
Paradoxically, the best way to get more done may be to spend more time doing less.

2/9/13: **Astronomers ask public to help name Pluto's new moons.**

2/7/13: **\$100 Travel Credit available for Additive Manufacturing Forum on March 20, 2013.**

2/7/13: **"The Ripple Effect How manufacturing and retail executives view the growing challenge of supply chain risk"**

2/6/13: **"Reliance Steel Makes Biggest Acquisition Ever"**

2/6/13: **"L.A. airports panel approves moving runway closer to homes"**

2/6/13: **"Departing Space Station Commander Provides Tour of Orbital Laboratory"**,

2/5/13: **"Is Boeing's 787 Battery Design Flawed? Ask Elon Musk"**,

2/4/13: **"Air Lease Makes Large Airbus Purchase"**

2/3/13: **"Report finds LAX operators ignored requirements to disperse air traffic"**

2/2/13: **"Boeing Phantom Eye Debuts" (video).**

1/30/13: **"Herschel Finds Past-Prime Star May Be Making Planets"**

A&D Forum Founder & Executive Director

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March 16: INCOSE-LA Mini-conference, LMU

March 18-21: SME's Composites Manufacturing event, Long Beach, CA

March 19-21: AeroDef Conference, Long Beach, CA

March 12-14: Unmanned Aircraft Systems Symposium, San Diego, CA

March 20: Additive Manufacturing Forum, Livermore, CA

March 26-28: AIAA Policy Symposium: Civilian Applications of UAVs- A California Perspective, Westlake Village, CA

March 26: 2013 Aerospace, Defense & Government Services Outlook, La Jolla, CA

March 27: 2013 Aerospace, Defense & Government Services Outlook, Marina Del Rey, CA

www.frontier-assoc.com

Orange County Chapter co-Founder

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A&D Forum Website

aerospacedefenseforum.org