

GE - Aviation

Large Cabin Advisory Council Agenda

June 20th – 21st, 2013



imagination at work

Large Cabin Advisory Council

June 20th

- 7:45 am Transportation will pick up Guests at the Marriott and proceed to the GE Learning Center
- 8:00 am Breakfast Provided in Runway Cafe
- 8:30 am Convene in the Illumination / Innovation Conference Room
- 8:30 am Welcome/ Introduction & agenda review - tbd
- 8:45 am GE support programs and initiatives update: Laura
- 9:30 am Bizjet environment update – Rollie Vincent, JetNet
- 10:15 am Future workforce shortage implications – Scott
- 10:45 break
- 11:00 GE Aviation R&D technology – Dale Carlson
- 11:45 Passport program overview and progress – Judd Tressler
- 12:15 Lunch
- 12:45 pm Flight ops best practices – Greg Doremus
- 1:15 pm Aircraft valuation – Carl Janssens
- 2:00 pm Break
- 2:15 pm GE Aviation digital – tbd
- 3:00 pm Operator caucus & feedback
- 4:45 pm Group Picture
- 5:00 pm Transportation to Marriott
- 6:30 pm Transportation will pick up Guests and proceed to dinner
- 7:00 pm *Dinner at Jag's*
- 9:30 pm Transportation return Guests to Marriott



Large Cabin Advisory Council

June 21st

- 7:45 am Transportation will pick up Guests at the Marriott and proceed to the GE Learning Center
- 8:00 am Breakfast Provided in Runway Cafe
- 8:30 am Convene in the Illumination / Innovation Conference Room
- 8:30 am Welcome back & agenda review - tbd
- 8:45 am LEAP program overview and progress – Bill Brown
- 9:30 am BBJ Max Overview – Steve Taylor
- 9:45 am break
- 10:00 am C-FOQA – Steve Charboneau
- 10:45 Summary
- 11:00 Box Lunch bus ride to Peebles
- 1:00 pm Peebles test facility tour
- 3:00 pm Bus ride to dinner event
- 4:00 pm Dinner & event – Miller’s Market & Murphins ridge
- 7:30 pm Bus ride to Marriott



Large Cabin Advisory Council

June 22nd

- 10:30 am Transportation will pick up Guests at the Marriott and proceed Dayton Airshow
- 11:00 am Dayton Airshow
- 4:00 pm Return from Airshow



Large Cabin Advisory Council

Business aviation environment



Rolland A. Vincent
President, Rolland Vincent Associates, LLC
and
Creator / Director, JETNET iQ

Rolland (Rollie) Vincent has 30 years experience in business, regional and international aviation. His roles have included Vice President of Strategy & Business Development at Cessna Aircraft, Director of International Airline Analysis at Bombardier Aerospace, Director of Marketing & Strategy at Flexjet, and Director of Strategy & Communications at Learjet.

As an aviation consultant, he specializes in market research, demand forecasting, and competitive analysis, with a clientele that includes the world's foremost aircraft manufacturers and operators, their key suppliers, and the investment community. In 2011 and in association with JETNET, he developed and launched JETNET iQ, a premium business aviation advisory service. Unique features include independent analyses of the state of the industry, proprietary JETNET iQ Global Business Aviation Surveys, and 10-year demand forecasts, updated quarterly.

As an industry expert, Vincent has been an invited speaker at FAA, NBAA, NAFA, NATA, TRB, SpeedNews, and Corporate Jet Investor conferences, and is a keynote presenter at annual JETNET iQ Global Business Aviation Summits. He is a private pilot and holds a BA and MA in urban and economic geography and MBA in international business and marketing from McGill University.

Outline: Business aviation environment

- I Where are we now
 - A Decline, recovery, growth?
 - B Large cabin market trends
- II Trends
 - A Globalization
 - B Longer range, large cabins
 - C Aircraft purchasing decisions trends
- III Looking forward
 - A Trends and insights
 - B Industry survey results and implications
- IV JETNET iQ

Aviation labor shortage:

Scott Searles

Strategic Marketing Manager
GE Aviation
Evendale, Ohio

Scott recently joined GE Aviation in 2012 coming from Boeing where his role was strategic marketing leader on military programs. Scott also piloted C37A, the military version of the Gulfstream GV as Naval aviator.

Outline: Personnel shortage fact or fiction?

- I Introduction**
 - A Trends and global shifts**
 - B Supply versus demand for pilots and mechanics**
 - C Trends in outsourcing**

- II So what?**
 - A Scenario A**
 - B Scenario B**
 - C Discussion on likely scenario**

- III What does this mean to you?**
 - A Training and retention**
 - B Outsourcing**
 - C Systematic adjustments**

- IV We are in this together**

GE support programs and initiatives



Laura A. Schreibeis

Director - Customer Support
Business and General Aviation
Commercial Engine Operation
GE Aviation
Evendale, Ohio

Laura received her BS in Mechanical Engineering from The University of Cincinnati, and her Masters in Business Administration in Marketing and Management from The University of Cincinnati. She joined GE Aircraft Engines where she worked with engine hardware suppliers as a Product Quality Engineer. Laura then worked in a GE manufacturing plant for new and repaired aircraft engine hardware across all GE product lines. She held various leadership roles with CFMI (joint venture between GE Aircraft Engines and SNECMA of France). These roles of increasing responsibility involved technical, program management and global customer support of the CFM56 engine family with over 25000 engines flying today.

Laura then certified as a Six Sigma Black Belt, became a Customer Program Manager with technical and financial responsibility for long term engine overhaul services agreements with several international airline customers. Next, she became the Powerplant Engineering Manager for GE On Wing Support responsible for 6 global quick turn engine repair facilities. In March 2004, Laura became the Customer Support Manager managing several strategic European customers and MRO's. Laura then became the At the Customer For the Customer Master Black Belt in August, 2007 developing relationships with customers by providing Lean Six Sigma training and change management guidance. In December 2009, Laura assumed her current role to develop and lead a new support model for improved customer support and services for the new growth area of Business and General aviation.

Outline: GE Aviation Support

- I Introduction**
 - A History & Origins of Bluebook**
 - B Distribution**
 - C Who We Are**
- II How We Get Our Data**
 - A Subscriber Solicitation**
 - B Dealer/Broker Community**
 - C Financial Institutions**
 - D Trade Publications / Technical Subscriptions**
 - E Manufactures**
- III How Values are Determined using the Bluebook**
 - A Methodology**
 - B Referencing Supplemental Data in Bluebook**
 - C Example using a Challenger 605**
- IV Insight Asset Tool for Valuing Maintenance Value**

Jet engine R&D: Past, present &



re Dale Carlson

GE Aviation Technology Strategy Leader

Dale received his doctorate in aeronautics and astronautics from MIT and BS in Engineering from Oklahoma University. He serves as manager of advanced programs at GE's aviation unit.

I Introduction: R&D

A Technology that brought us here

B Performance architectures

II Near horizon

A GTF

B Single crystal, CMC, high temp alloy, light weight composites

C Cost of SFC

D Engine durability, TOW, maintainability

III Next Gen

A Environmental drivers

B Technology evolution

C Impact on us

IV Conclusion

Passport program overview and progress



Judd Tressler
Director of Bombardier Programs
GE Aviation

Judd Tressler is the Director of Bombardier Programs, responsible for managing GE engine programs and relationship with Bombardier.

He joined GE in 1991 on the Engineering Development program then held jobs of increasing responsibility as a Turbine Airfoils Design engineer, Services CSA engineer and Customer & Product Support engineering.

Judd has a Bachelor of Science in Aeronautical Engineering from The Ohio State University and a Master of Science in Engineering from the University of Cincinnati. Judd is married with 4 children and enjoys spending his free time fishing, golfing or playing with the kids.

- I Introduction: Passport – Integrated propulsion system**
 - A Program overview**
 - B Program milestones**
 - C Passport engine advantages**

- II Engine walk around**
 - A Long duct mixed flow design attributes. Easy access cowls**
 - B Fan blisk and compressor blisks, HPC, LPC HPT, LPT, combustor**
 - C Accessories, Dual channel faDEC, borescope ports,**
 - D Engine maintainability and maturity**

- III Performance and advantages**
 - A Specific fuel consumption advantage**
 - B Environmental (Noise, emissions, NOx HC)**
 - C Vibration**

- IV Service and support**

Flight Ops best practices

Captain Greg Doremus
Sr. Flight Ops Manager
GE Aviation

- I Introduction: year in history**
 - A 30 years of Challenger operation**
 - B BBJ, ACJ, Lineage 100 operation**

- II Lesson learned**
 - A Top 10**

- III Open feedback and dialog**
 - A Group discussion and exmples**

- IV Conclusion**

Aircraft valuation: Aircraft Bluebook



Carl Janssens

Accredited Senior Appraiser
Editor/Chief Appraiser
Aircraft Bluebook - Price Digest
AC U KWIK Appraisals

Carl joined the Aircraft Bluebook staff in 1999 as Associate Editor and is currently the Editor. Carl is an Accredited Senior Appraiser under the ASA (MTS / Aircraft Specialty discipline). Carl holds a Bachelor of Arts degree in Criminal Justice from Avila University, Kansas City, Missouri and is an FAA licensed instrument rated pilot

Power-Point Outline

- I Introduction
 - A History & Origins of Bluebook
 - B Distribution
 - C Who We Are

- II How We Get Our Data
 - A Subscriber Solicitation
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 - C Financial Institutions
 - D Trade Publications / Technical Subscriptions
 - E Manufactures

- III How Values are Determined using the Bluebook
 - A Methodology
 - B Referencing Supplemental Data in Bluebook
 - C Example using a Challenger 605

- IV Insight Asset Tool for Valuing Maintenance Value

GE Digital roadmap

Speaker - tbd

- I Introduction: Digital, social media, apps, eSignatures, and data**
 - A Background**
 - B Is Aviation behind**
 - C Where are we now and where is it going?**

- II GE Aviation roadmap**
 - A Phase 1**
 - B Phase 2**
 - C Phase 3**
 - D Communities**

- III Other**
 - A Beacon**
 - B CWC improvements**
 - C Tech pubs and service bulletins**

- IV Q&A, discussion**

LEAP Technology overview



William Brown
CFM/LEAP Executive

I Introduction: LEAP

- A Program overview**
- B Program milestones**
- C LEAP engine advantages**

II Engine walk around

- A Technology overview**
- B Fan blisk and compressor blisks, HPC, LPC HPT, LPT, combustor**
- C Accessories, Dual channel faDEC, borescope ports,**
- D Engine maintainability and maturity**

III Performance and advantages

- A Specific fuel consumption advantage**
- B Environmental (Noise, emissions, NOx HC)**
- C Vibration**

IV Service and support

BBJ Max

Captain Steve Taylor
President Boeing Business Jets

- I BBJ Max**
 - A Background**
 - B Program overview**
 - C Program milestones**

- II BBJ Max features**
 - A Capabilities**
 - B Comfort**
 - C Service and Maintainability**
 - D Residual value**

- II Service and support**

C-FOQA

Steve Charboneau
NBAA Secretary for Safety

Senior Manager, Aviation Training and Standards
Altria Client Services Aviation

- I FOQA/C-FOQA**
 - A History**
 - B Regulatory requirements**
- II Value**
 - A Examples**
 - B Process for starting**
 - C Best practices**
- III Discussion**
- IV Conclusion**



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