

aircraftINTERIORS™
C&E 2003
Conference & EXHIBITION

FT. LAUDERDALE, FLORIDA

Conference: April 22-24

Exhibition: April 23-24

**Show
Catalog**

Sponsored by:



Leaner & Meaner
The New Interiors Challenge

Welcome

The fourth annual edition of the *Aircraft Interiors Conference & Exhibition* comes together as the aviation industry toils to recover from one of the worst economic downturns in history. Ironically, this seemingly endless revival coincides with the 100th anniversary of the first powered flight, which took place not too far from where you stand today.

But despite the serious challenges faced by us all, this year's C&E has assembled participants of the highest quality. More than ever before, major buyers of interior products and services play an active role in both the Conference Program and on the show floor. The presence of key airframe manufacturers, modification and repair centers, industrial designers and operators of both private and commercial aircraft is clearly visible in nearly every facet of the event.

In keeping with our tradition of moving the show through major industry hubs, the C&E has traveled to the East Coast for the first time, equipped with a timely conference theme and a streamlined program to fit the current needs of the trade. *Leaner and Meaner: The New Interiors Challenge*, is the slogan that has attracted the most adept individuals and organizations to share their invaluable knowledge on becoming more efficient in what we do every day.

Over 180 exhibitors representing 10 nations, plus 30 diverse and overlap-free informational sessions make up the core of this year's three-day program. A slightly modified schedule of activities allows visitors to get the most out of their time and return to their daily work with a greater sense of accomplishment. And the two after-hours receptions should bring a welcomed respite to the hectic pace at which this show always unfolds. I look forward to visiting with many of you at these friendly gatherings.

Expanding Horizons

In addition to all the usual activities supporting the aircraft industry, this year's show opens the door to two promising markets in the surface-transport sector. A dedicated *Show Preview* sponsored by high-profile members of the ground transport and marine industries serves as a prelude to the long-awaited transformation of the C&E to a highly synergic, tri-part show called the *Transport & VIP Interiors Expo*.

I would like to assure you that while maintaining, even strengthening, the integrity and focus of our aircraft-related efforts, we have taken the lead to extend the capabilities of the industry to parts of the transportation world that has much to share, and receive, in such an affiliation. No doubt, the global movement toward the "Seamless Travel Experience" will find great meaning and relevance at the TVI Expo starting in 2004. Please take some time to visit the *Preview* and pick up an information packet outlining the details of this exciting development.

On behalf of the entire C&E Management team, I welcome you to this year's show and wish you great business success and a very pleasant time in Ft. Lauderdale.

Azin Hatefi
President
Transport & VIP Interiors Group
Carlsbad, California USA
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KEYNOTE LECTURE



CREATING CUSTOMER VALUE IN A CHALLENGING MARKETPLACE

9 am - 9:35 am Floridian Ballroom A-C/3rd flr.

William H. Alderman

President

Alderman & Company

Gain expert insight from a leading aerospace and aviation merger and acquisition specialist into issues affecting the industry today. Of particular interest is the consolidation of the interior supply market and the implications this is having across the aviation industry as a whole. After hearing so much about airline losses, bankruptcy and liquidations over the past year, this session starts the day by presenting a refreshing look into the past, present and future for interior suppliers. Ultimately, a recipe for creating long-term shareholder value in the aircraft interiors market will be served.

Alderman is the founder and president of Alderman & Company, LLC. During his 15-year career in aerospace and finance, he has completed more than \$1 billion in mergers, acquisitions, and related transactions. William started his career at Bankers Trust Company and has held senior positions in investment management and corporate development at GE Capital Aviation Sales Company, and most recently as Managing Director of the aviation investment banking practice of Fieldstone. He also served on the Boards of the HM Bullard Company and Madison Avenue Capital Partners.

A graduate of the J.L. Kellogg Graduate School of Management and Kenyon College, William has been an FAA-licensed pilot since 1983, a member of the Wings Club of New York since 1992 and has spoken at numerous aerospace industry conferences in the United States and abroad.

PANEL DISCUSSIONS

Room 304/305

Track I - Commercial Aviation

11:30 am - 12:15 pm

Critical Rules and Regulations Affecting Airlines and their Suppliers

Moderated by: **Richard J. Theisen**,

Manager Cabin Interior Engineering, Northwest Airlines

Richard Theisen began his career in 1980 with McDonnell Douglas Aircraft in Long Beach. His responsibilities included design and support of DC-9/DC-10 aircraft floor covering and DC-9 galley installations. Since leaving Douglas, Richard has worked for Western Airlines, Piedmont Airlines, and is currently with Northwest Airlines. His extensive interiors experience spans aircraft manufactured by Airbus, BAC, Boeing, Douglas and Fokker. He is currently the manager of interior engineering at Northwest Airlines.

Panelists:

- **David A. Downey**, Manager-Rotorcraft Directorate, Aircraft Certification Service, Federal Aviation Administration
- **Brian Kirby**, Lead Engineer-Cabin Systems, Delta Air Lines
- **Bill Rathmanner**, President (FAA DER), Aero Design Services
- **Jonathan (Jon) Oberdick DER**, Manager-Central Engineering, US Airways

PANEL DISCUSSIONS cont.

2:15 pm - 3 pm



Attaining Greater Efficiency in Interior Design, Implementation and Upkeep

Moderated by: **Wallace (Wally) Peltola**,

Principal, Tola Design

Wallace has a diverse background in transportation and product design. He has multiple years experience in taking products from concept to production for industry leading firms worldwide.

Starting this career at Ford Motor Design Center his passion for design and development of three-dimensional forms has carried throughout his career. He has worked as a sculptor, designer and director for both corporate in-house design and design consulting firms. Wallace currently runs his own design firm, TOLA design. Their current client base includes major USA and international corporations. Recent projects include the All Nippon Airways new first class seat and console, which was introduced in December 2002.

Wallace hold's a bachelor of fine arts degree from Northern Michigan University, studied at the Center for Creative Studies (CCS) and served in the US Air Force. He holds several design patents in his name and has received IDSA design Gold and Silver medals.

Panelists:

- **Sharon Grey**, Director Quality Assurance-Tech. Ops., America West Airlines
- **James Gerend**, Interiors Liaison Engineer, Champion Air
- **Mohamed Ibrahim**, Reliability Engineer, American Trans Air
- **Wayne Yutani**, Program Manager, Teague

Track II - Private Aviation

1:15 pm - 2 pm



Critical Rules and Regulations Affecting VIP Operators and their Suppliers

Moderated by: **Ian Montgomerie**,

Head of Engineering-Legacy, Embraer Engineering Services, Inc.

Ian has worked for Embraer since the end of 2000. In early 2001 he assumed management responsibility for Embraer's Corporate Programs, working at Embraer's headquarters in São José dos Campos, Brazil, and led the development and production of the Legacy executive jet and corporate shuttle aircraft. In late 2002, he moved to Palm Beach Gardens, Florida, to take over the leadership of the newly formed Embraer Engineering Services, Inc. in addition to his other responsibilities.

Prior to his employment at Embraer, Ian worked for Bombardier Aerospace in Montreal and later Toronto in a series of leadership positions. He was the Project Director responsible for the development and certification of the Canadair Regional Jet; he worked as Chief Engineer, Regional Aircraft, and finally as Vice President of Engineering at the deHavilland/Toronto site.

He has an MA degree in Engineering from Cambridge University, and worked on military jets at BAe, helicopters and simulators at Westland Helicopters and International Program Management at EH Industries before emigrating to Canada in 1985.

Panelists:

- **Dave Lewis**, Chief Technical Pilot, NetJets
- **Tracey Boesch**, Completions/Mods. Sales Rep., Duncan Aviation
- **Robert A. Miller**, Certification Engineer, Garrett Aviation Services
- **Dale Dunn**, Principal, Dale Dunn & Associates

PANEL DISCUSSIONS cont.

4 pm - 4:45 pm



Attaining Greater Efficiency in Interior Design, Completion and Refurbishment

Moderated by: **John P. Murphy**,
Manager Modifications, Midcoast Aviation

John Murphy is a 15-year employee of Midcoast Aviation, St. Louis, Missouri. John started as an interior installer / installations leadman. He has been salesman, interior modifications, generating interior specifications and estimates. For the past nine years he has been the modification manager of aircraft interior refurbishments, green aircraft completions and exterior paint.

Panelists:

- **Sandi Glittenberg**, BBJ Special Projects Coordinator, NetJets
- **Debra A. Cunningham**, Manager Modification Sales & Interior Design, Premier Air Center
- **George Euler**, Paint/Interior Refurb. Sales & Interior Design, West Star Aviation
- **William Hubbard**, VP Eng. & Certification, DeCrane Aircraft / GAMA-Business Aircraft Interiors Committee

TECHNICAL WORKSHOPS

Room 302

12:15 pm - 1 pm



12 Steps to Successful Green Aircraft Completion

Moderated by: **Karin Tennstedt**
President, Mach 1 Systems, LLC

This seminar is geared toward aircraft owners, aviation managers, D.O.Ms and anyone else tasked with supervising a green completion. It will provide insights into the completion process from design to delivery, and how to avoid common pitfalls.

Karin Tennstedt is founder and president of Mach 1 Systems, LLC, a consulting company specializing in helping clients navigate through the complex issues that face them during aircraft completions. Karin's unique background has put her on both sides of the aviation completion fence: as a corporate flight attendant for Fortune 10 companies, and specifically as a demonstration flight attendant for Dassault Falcon Jet. She experienced first hand the functional requirements of a successful interior completion. As an interior designer at Falcon Jet's Little Rock completion facility and as the Manager of Interior Design at Midcoast Aviation, she has been intimately involved with every detail of the completion process from initial design to delivery.

3 pm - 3:45 pm



Posture Prediction Models for Aircraft Passengers and Crew

Moderated by: **Dr. Jochen Balzulat**
General Manager, Human Solutions of North America, Inc.

Today, digital computerized human models are widely used in many product development processes including aircraft cockpit design. Not only do such tools reduce development time and costs, but they also increase the quality of the work environment as well as the product.

At the Technical University of Darmstadt in Germany, experiments with professional pilots of passenger jets were conducted in order to gain detailed information about the seating behavior of pilots. The resulting database was evaluated statistically and incorporated into the posture prediction model of the RAMSIS human model. As a result it is now possible for designers to predict not only passenger postures with an already existing model but also pilot postures.

Dr. Jochen Balzulat holds a university degree in Mechanical Engineering. He did his doctoral thesis in the field of seat design and the human response to it at the Institute of Ergonomics, Technical University of Munich, which is the center for digital human modeling in Germany. He has had wide experience in designing, conducting, and evaluating experiments related to human behavior and its computer simulation. Dr. Balzulat joined TECMATH (Kaiserslautern, Germany) in 1999 as manager of the research & development group "Ergonomics & Anthropometry" and later as manager of the Ergonomic Simulation department. With the founding of the new company HUMAN SOLUTIONS in September 2002 he became the General Manager of the US subsidiary HUMAN SOLUTIONS of North America, Inc. HUMAN SOLUTIONS deals with the development of digital human modeling software for ergonomic workplace layout as well as with 3D human body measurement systems.

