



ARSA Works

Association Briefing

Chromalloy Quality Summit

ARSA is the only association devoted to the unique needs of the [\\$58 billion worldwide](#) civil aviation maintenance industry.

ARSA members are located on five continents and in nearly 20 countries and include global corporations as well as small, independent businesses.

ARSA is managed by the law firm of Obadal, Filler, MacLeod & Klein, which provides management, government affairs, and legal services to trade associations and transportation-related companies.

The firm's legislative and regulatory experts create the tools to navigate the maze of government mandates while enhancing efficiency, productivity and safety.

Sarah MacLeod



Sarah MacLeod was instrumental in the formation of ARSA and is currently its executive director. Ms. MacLeod is assistant chair for air carrier and general aviation maintenance of the FAA's Aviation Rulemaking Advisory Committee (ARAC), a post she has held since 1996.

She is a managing member of the law firm of Obadal, Filler, MacLeod & Klein, P.L.C., where she is engaged in the legal representation of foreign and domestic air carriers, aircraft maintenance and alteration facilities, distributors, pilots, and other industry stakeholders.

After this session attendees will know...

- ARSA's toolbox of programs and resources available to help you.
- ARSA's daily activities enhance individual knowledge and the civil aviation industry.
- ARSA's membership can work for you.

The Association's Toolbox

- Legislative advocacy
- Influence with regulators
- Teaching the industry...and the public
- Hosting the industry
- Applicable knowledge
- Industry insight
- Your pathway to experts

Legislative Advocacy

- ARSA is the face of civil aviation maintenance on capitol hill.
- ARSA promotes legislation that creates a favorable economic climate for the global industry.
 - Beat back unnecessary efforts that drive up business costs.
 - Freedom from congressional micro-management.
 - Foster an environment for growth.

Influence with Regulators

- Devoted to the regulatory needs of the worldwide civil aviation community, ARSA helps develop clear, concise, and consistent rules, guidance, policy and interpretations.
- When questions arise and challenges emerge, the association works to get the *right answer* for its members and the industry.

Teaching the Industry...and the Public

- ARSA works constantly to educate not only its members, but lawmakers, business leaders, and the general public on issues central to global aviation maintenance.
- Through its [live and recorded online training](#), ARSA instructors provide aviation professionals with the skills to do their work, meet regulatory requirements, minimize costs of compliance and maximize safety.
- We manage resources for those who need to learn about the industry or are seeking employment within it.
 - [AVMRO website](#)
 - [Career and employment information](#)

Hosting the Industry

- **Annual Repair Symposium & Legislative Day**

ARSA brings together industry professionals and regulatory experts to discuss essential topics, meet with lawmakers, network with business leaders, and receive up-to-date information on regulatory and legislative developments.

- **Strategic Leadership Conference**

ARSA's special-invite, annual program that allows industry executives to engage in developing solutions to a variety of issues affecting the aviation community.

Applicable Knowledge

- ARSA's publications represent a goldmine of regulatory, legal, and business process knowledge that will help you safely navigate the regulatory minefields.
- Publications include:
 - Reference manuals
 - Supplements for repair stations operating under foreign CAAs
 - Training materials
 - Legal Compendia

Industry Insight

- *the hotline*

ARSA's monthly publication provides in-depth coverage of key issues for the international maintenance community.

- **ARSA Dispatch**

This weekly newsletter provides comprehensive briefings on the top industry news and keeps subscribers abreast of topics that impact the civil aviation community.

- **Web Posts on ARSA.org**

ARSA's website is your portal to the rest of the aviation maintenance industry. Through it, we provide access to the litany of member resources as well as a constant stream of updates regarding the business of civil aviation maintenance and safety.

Your Pathway to Experts

- **Obadal, Filler, MacLeod & Klein**

The association's management firm has decades of industry knowledge. Members receive a discount on legal services from OFM&K.

- **Industry allies**

ARSA teams with experts in all aspects of the aviation maintenance industry. We work with our network to find the right answer and build coalitions to address problems.

- **Preferred providers**

We use the collective influence of our membership to secure special deals from national vendors.

ARSA Works for you

- As the voice of the aviation maintenance industry, ARSA continually works to improve the success and economic vitality of contract maintenance providers.
- The [ARSA Works](#) website is the association's clearinghouse of our engagement on behalf of the industry over the last decade.
(You can view specific actions as well as any responses and follow-ups.)

Example: Dassault Falcon Jet Corp

- **Who:** Lee Thomas, Manager, Quality Assurance
- **When:** ARSA's 2014 Annual Repair Symposium "Opening Salvo" with the Federal Aviation Administration's Aircraft Certification Office
- **What:** Thomas informed the agency that some of its designees still insisted on putting "Domestic Shipment Only" or "Not an Export Approval" on FAA Form 8130-3s for new articles, which is no longer required by regulation or guidance material.

Example: Dassault Falcon Jet Corp

Result: The FAA representatives at the event agreed that the practice was not required and promised to look into the matter. Subsequently, the agency verified that the instructions were not being provided by its training and issued an [internal memorandum](#) to ensure its personnel are not incorrectly advising industry that the verbiage is mandatory.

Example: Erickson Aviation

- **Who:** Erickson Aviation (formerly known as Erickson AirCrane)
- **When:** 2004 – 2010
- **What:** After the company could not receive an appropriate answer concerning approval of data used to support “major” repairs it brought the matter to the association.

Example: Erickson Aviation

Result: With ARSA's assistance, the industry letter was released in 2004 and a favorable answer was received in 2010. The FAA threatened to answer the question several times, but ARSA knew that it would receive the wrong reply...creating even more problems.

We Work Together

Regulatory compliance depends the proper processes!

Keeping ARSA in the loop on problems and other industry issues ensures you obtain full member benefit and it will help drive ARSA's activities.

While association experts will answer all member questions; it does not address every issue faced by an individual company.

Bottom Line – Call ARSA first!

- Got a question? Let us answer it before you ask the FAA!
- ARSA's staff has experience in every facet of aviation and stands ready to assist with regulatory, technical, and business issues.

ARSA Works for you.

Ready for the sprint and the marathon

Long term issues take time, effort and persistence; short term efforts take a reputation for understanding the regulations, guidance material, politics and the industry—we provide both to our members and the industry to ensure it works for you!

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