

## Commercial Aviation Industry Suppliers Conference

Beverly Wilshire, Beverly Hills, CA • March 3-5, 2014



### MARCH 3, MONDAY

6:30 pm Registration - Le Grand Trianon, Wilshire Wing Mezzanine, sponsored by the **Teal Group**  
 6:30-8:00 pm Welcome Cocktails (spouses invited) - Le Grand Trianon, *sponsorship available*

### MARCH 4, TUESDAY

7:00-8:00 am Registration - The Grand Ballroom Foyer, sponsored by the **Teal Group**  
 Breakfast - The Grand Ballroom Foyer, sponsored by **BAE Systems**  
*The Products & Services ShowCase Open for Viewing*

8:00-8:05 Introduction and Welcome Address **Joanna Speed**  
 Managing Director, Conferences

8:05-8:35 **TEAL GROUP** **Richard Aboulafia**  
 Opening Address VP, Analysis

8:35-9:10 **AIRBUS** *speaker name to be confirmed*  
 Market & Product Update

9:10-9:45 **BOEING COMMERCIAL AIRPLANES** **Jim Haas**  
 Product Update Director, Product Marketing

9:45-10:15 Morning Coffee Break - The Grand Ballroom Foyer, sponsored by **Florida's Great Northwest**

10:15-10:50 **BOMBARDIER AEROSPACE** **Philippe Poutissou**  
 Market & Product Update VP, Marketing  
*The Products & Services ShowCase Open for Viewing*

10:50-11:25 **EMBRAER** **Cláudio G. Camelier**  
 Market & Product Update VP, Market Intelligence – Commercial Aviation

11:25-11:55 **CFM INTERNATIONAL** **William H. Brown**  
 LEAP Technology - On the Cutting Edge General Manager, CFM/LEAP Marketing

12:00-1:30 pm Lunch - Le Grand Trianon, Wilshire Wing Mezzanine, sponsored by **CFM International**

1:30-2:00 **PRATT & WHITNEY** **Paul Finklestein**  
 Market & Product Update VP, Product Marketing

2:00-2:30 **ALIX PARTNERS** **David A. Fitzpatrick**  
 Battling for Profits: OEMs vs. the Aircraft Suppliers Managing Director

2:30-3:00 **UNITED EQUIPMENT CORPORATION** **Scott L. Schein**  
 Enhancing Strategic Partnerships Between Small and Large Suppliers President

3:00-3:30 Afternoon Tea Break - The Grand Ballroom Foyer, sponsored by **Florida's Great Northwest**

3:30-4:00 **ICF SH&E** **Dr. Kevin Michaels**  
 Additive Manufacturing: Aerospace's Next Disruptive Technology VP & Aerospace and MRO Practice Leader

4:00-4:30 **UTC AEROSPACE SYSTEMS** **Dorothea Wong**  
 Non-Product Procurement: The Next Big Opportunity In Supply Chain Management Director, Global General Procurement

4:30-5:00 **MOOG** **Kate Schaefer**  
 Business Model Innovation in the Commercial Aircraft Aftermarket General Manager, Commercial Aircraft Services

5:00 Wrap-up **Joanna Speed**  
*The Products & Services ShowCase Open for Viewing*

6:00-7:00 Cocktail Hour (spouses invited) - Beverly Wilshire's Rodeo Terrace, sponsored by **Alcoa Aerospace**  
 7:15-9:15 Dinner at Spago; Invitation required at door (spouses invited) - Spago is within walking distance of the Beverly Wilshire, Wine sponsored by **CIRCOR Aerospace**

### MARCH 5, WEDNESDAY

8:00-9:00 am Breakfast - The Grand Ballroom Foyer, *sponsorship available*  
*The Products & Services ShowCase Open for Viewing*

9:00-9:30 **BOFA MERRILL LYNCH GLOBAL RESEARCH** **Dr. Ronald J. Epstein**  
 View from Wall Street Managing Director, A&D Equity Research

9:30-10:30 **AIRCRAFT DELIVERY AND RETIREMENT FORECASTS - Session One**  
 Moderated by **Charles Armitage** - Head of European A&D Equity Research, UBS  
**BOEING COMMERCIAL AIRPLANES - Michael L. Warner**, Director, Market Analysis  
**AIRBUS - Andrew Gordon**, Director, Strategic Marketing & Analysis  
**PRATT & WHITNEY - Al Wang**, Senior Manager, Forecasting & Market Planning  
**ROLLS-ROYCE - Richard Evans**, Head of Market Analysis, Civil Aerospace

10:30-10:45 Morning Coffee Break, sponsored by **Florida's Great Northwest**  
*The Products & Services ShowCase Open for Viewing*

10:45-11:45 **AIRCRAFT DELIVERY AND RETIREMENT FORECASTS - Session Two**  
 Moderated by **Charles Armitage** - Head of European A&D Equity Research, UBS  
**GE AVIATION - Tom Tran**, Commercial Aircraft Forecasting Leader  
**DVB BANK - Gijbertus (Bert) van Leeuwen**, Managing Director - Aviation Research  
**CIT AEROSPACE - Nick Pastushan**, Chief Investment Officer & Chief Credit Officer

11:45-12:30 pm Forecast Discussion and Questions, Moderated by **Charles Armitage**

12:35-2:00 Lunch - Le Grand Trianon, Wilshire Wing Mezzanine, sponsored by **CFM International**

2:00-2:30 **SPIRIT AEROSYSTEMS** **Heidi Wood**  
*Presentation title to be confirmed* Senior VP, Strategy

2:30-3:00 **RENAISSANCE STRATEGIC ADVISORS** **Pierre Chao**  
*Presentation title to be confirmed* Managing Partner

3:00-3:30 **JANES CAPITAL PARTNERS** **Richard R. Philips**  
 Aerospace Component Consolidation Strategies Managing Director

3:30-4:00 Afternoon Tea Break - The Grand Ballroom Foyer, sponsored by **Florida's Great Northwest**

4:00-4:35 **NEXTGEN AIRCRAFT EQUIPMENT: TECHNOLOGY AND IMPLICATIONS FOR AVIONICS SUPPLIERS**  
 Moderated by **Allan Twigg**, Sr. Manager, Operational Efficiency, Flight Technology & Flight Test, United Airlines  
**ROCKWELL COLLINS - Richard P. Jerome**, Sr. Director, Commercial Systems Marketing  
**BAE SYSTEMS - Andrew T. Corea**, Dir., Air Transport Progs. - Commercial Aircraft Solutions  
**HONEYWELL AEROSPACE - speaker name to be confirmed**

4:35-5:15 **AEROSPACE EXPERTS UNPLUGGED: OUTLOOK FOR KEY PROGRAMS AND NEW ENTRANTS**  
 Moderated by **Jerrold T. Lundquist**, Managing Director, The Lundquist Group  
**TEAL GROUP - Richard Aboulafia**, VP, Analysis  
**BOFA MERRILL LYNCH GLOBAL RESEARCH - Dr. Ronald J. Epstein**, Managing Director, A&D Equity Research  
**SANFORD C. BERNSTEIN & COMPANY - Douglas S. Harned**, Senior VP  
**ICF SH&E - Dr. Kevin Michaels**, VP & Aerospace and MRO Practice Leader

5:20 Wrap-up **Joanna Speed**  
*The Products & Services ShowCase Open for Viewing*

5:30-7:30 Farewell Reception - The Grand Ballroom Foyer, sponsored by **Avio-Diepen**  
 Drawing for **PacMin** aircraft models (must be present to win)

The registration fee for the Conference is \$2,197 per delegate. Overnight accommodation is not included. Rooms have been reserved at the Beverly Wilshire for \$295. Room reservations should be made with the hotel directly by calling +1-310-275-5200.

Please register the following for the SpeedNews 28<sup>th</sup> Annual Aviation Industry Suppliers Conference:

NAME _____	POSITION _____	<input type="checkbox"/> CHECK ENCLOSED	<input type="checkbox"/> PLEASE INVOICE ME
COMPANY _____		<input type="checkbox"/> VISA	<input type="checkbox"/> MASTERCARD
MAILING ADDRESS _____		<input type="checkbox"/> AMEX	
CITY _____	STATE _____	NUMBER _____	
COUNTRY _____	ZIP/POSTAL CODE _____	EXPIRATION DATE _____	
TEL _____	FAX _____	BILLING ADDRESS _____	
	E-MAIL _____	SIGNATURE _____	