### Richard Aboulafia: VP - Analysis • Teal Group

Richard Aboulafia manages consulting projects in the commercial and military aircraft field and analyzes broader defense and aerospace trends. He has advised numerous companies, including most prime and many second- and third-tier contractors in the United States, Europe and Asia. He also writes and edits Teal Group’s World Military and Civil Aircraft Briefing, a forecasting tool covering over 135 aircraft programs and markets. He is a prolific contributor on aviation and defense topics to such publications as the Wall Street Journal, Financial Times, Military Technology, Avmark Aviation Economist, and Jane’s Intelligence Review. He has a regular column in AIAA’s Aerospace America. Before joining Teal Group in 1990, Mr. Aboulafia analyzed the jet engine market at Jane’s Information Group, served as an aerospace industry consultant for an international trade advisory company and supported research projects at the Brookings Institution. He has a Master’s Degree in War Studies from King’s College, University of London, and a Bachelor’s Degree from George Washington University.

### Richard Carcailllet: Head of Strategic Marketing • Airbus

Mr. Richard Carcailllet was appointed Head of Strategic Marketing in early 2013. In his current role, he heads a team that works with all regional business units and contributes to market segment and regional analyses, surveys, and organizes customer consultation processes for Airbus’ Product and Market Strategy directorate. Prior to this assignment, he was Director Product Marketing A380, a position he held since October 2003. He started his career in 1986 at Air France in maintenance and operations research and joined Airbus in late 1990, and has held various sales and marketing positions in both Toulouse and Hamburg. Mr. Carcailllet graduated in aerospace engineering from the Ecole Centrale de Lyon, France and Technische Hochschule Darmstadt, Germany, in 1984, and completed his Masters Degree in aerospace engineering at the University of Texas at Austin in 1985.

### Jim Haas: Director - Product Marketing • Boeing Commercial Airplanes

Jim Haas is the Director of Product Marketing for Boeing Commercial Airplanes. He leads the team that presents the value of Boeing’s products to airlines, financiers, media and other key stakeholders. His team is also responsible bringing customer input on product development studies back to Boeing’s design teams. Prior to his current assignment he served as Director of 747/767/787 Product Marketing, where he led marketing and analysis efforts for those models. He joined the Product Marketing department in 1997 as Regional Director - Product Marketing, covering all Boeing models in support of sales campaigns. Prior to that assignment he was responsible for airplane performance support for all Boeing aircraft to the Sales, Marketing and Contracts organizations for sales campaigns in the Asia – Pacific region. Mr. Haas began his career at Boeing in 1979 as a configuration design engineer in the 757 aerodynamics organization. Since that time he has held a variety of assignments in aircraft design and performance in the 757 and 777 programs, and in support of product development activities. He holds Bachelor of Science and Master of Science Degrees in Aeronautical and Astronautical Engineering from Purdue University.

### Philippe Poutissou: VP - Marketing • Bombardier Commercial Aircraft

Philippe Poutissou was appointed to his current position as Vice President, Marketing, Bombardier Commercial Aircraft, in September 2008. He has worldwide responsibility for market forecasts, airline analysis, sales campaign support, branding and media relations for Bombardier’s QSeries, CRJ Series and CSeries airliners. Mr. Poutissou joined Bombardier as an aerodynamics engineer in 1995 and was involved in the development, testing and certification of the Q400 regional airliner, Bombardier’s leading turboprop aircraft that entered revenue service in 2000. He then assumed management duties, with responsibility for Marketing Bombardier’s Regional Aircraft in Europe, Middle East, Africa, Asia and Oceania. Mr. Poutissou earned a Degree in Engineering Physics from Queen’s University in 1992, and a Masters of Science in Aeronautics from the University of Washington in 1994.
Speaker Biographies
SpeedNews 28th Annual Commercial Aviation Industry Suppliers Conference

**John Slattery: Chief Commercial Officer - Commercial Aviation • Embraer**

John Slattery has overall responsibility for sales, marketing and primary customer relationships. He joined Embraer in early 2011 as Senior Vice President as head of customer finance, asset & risk management in addition to lessor sales. Immediately prior to joining Embraer, he was CEO of GreenStone Aviation providing capital market advisory and structuring services to private equity investors in the commercial aviation sector. In 2001, he was a co-founder of RBS Aviation Capital (now SMBC Aviation Capital) and the company’s Managing Director in New York with responsibility for aircraft leasing and asset-backed lending to airline customers in the Americas. John began his career in aviation with International Aviation Management Group (IAGM) as Managing Director where he was responsible for the firm’s deal origination and execution functions with airlines and capital providers in the EMEA & Americas regions. IAGM was acquired by The Royal Bank of Scotland in 2001. Mr. Slattery holds a Bachelor of Arts Degree from the University of Glamorgan and an MBA from the University of Limerick.

**William H. Brown: General Manager - CFM/LEAP Marketing • CFM International**

William Brown joined GE’s Manufacturing Development Program with assignments in GE Aviation manufacturing, quality and sourcing. He worked in GE Services as Repair Programs Manager leading engine component repair development and later led GE’s engine overhaul facilities process improvement efforts. In 2000, Bill was appointed GE Aviation Marketing Operations Manager responsible for market analysis, forecasting and product pricing. In 2004, he became Product Marketing Manager for GE’s CF6, GEnx and GE90 engines and was recently named the marketing general manager for CFM, including the new LEAP engine models powering the Airbus A320neo, Boeing 737 MAX and the COMAC C919 aircraft.

**Paul Finklestein: VP - Product Marketing • Pratt & Whitney**

Paul Finklestein leads the Marketing team for Pratt & Whitney’s Commercial Engines division. He has marketing responsibility for all Pratt & Whitney products and services worldwide. He joined Pratt & Whitney in 1979 and has held numerous positions in engineering, program management and customer service organizations. Prior to leading the marketing activity, he was the Program Manager for the PW4000 engine family, and then most recently the Regional Director of Customer Service in the Asia Pacific region. Mr. Finklestein holds a Bachelor’s Degree in Mechanical Engineering from Boston University, a Master’s Degree in Engineering from Rensselaer Polytechnic Institute and a Master’s Degree in Business Administration from the University of Connecticut.

**David A. Fitzpatrick: Managing Director • Alix Partners**

David Fitzpatrick has 31 years of industry and consulting experience in complex assembled product design, manufacturing, and maintenance. Beginning with aircraft design and production experience across several new models while at Boeing, David expanded his career beyond aircraft to other complex assembled products (automotive, electronics, medical devices) over many years as a consultant. Included in his experience were several whole-enterprise business and operations performance improvement campaigns which emphasized asset consolidation and balance sheet improvement. David has extensive international experience in Europe, Asia, Australia, and southern Africa. Before joining AlixPartners, he was a principal at Deloitte Consulting, where he served as founder and leader of their Operations Excellence (Lean+Six Sigma) practices.
Dorothea Wong: Director - Global General Procurement • UTC Aerospace Systems

Dorothea Wong currently serves as Director, Global General Procurement for United Technologies Aerospace Systems. Over her 21-year career with UTC, she has held roles of increasing responsibility in Operations, Process Engineering, Strategy, M&A and Supply Chain at Pratt & Whitney, Clipper Windpower, UTC Corporate and UTC Aerospace Systems. Most recently, she served as Director, Distributed Products, Fabrications, Composites and non-product for Power, Controls & Sensing Systems segment of UTAS (PC&SS). Prior to this, Ms. Wong served as Director, Supply Chain Integration for the Goodrich and UTC acquisition team, where she was responsible for identifying synergy savings opportunities across the UTC Supply Chain. She holds a Bachelor’s Degree in Mechanical Engineering from Worcester Polytechnic Institute, a Master’s Degree in Metallurgy from Rensselaer and an MBA from Harvard Business School. She also holds five patents with UTC.

Dr. Kevin Michaels: VP & Aerospace and MRO Practice Leader • ICF SH&E

Dr. Kevin Michaels is a Vice President in ICF SH&E’s Ann Arbor office, where he leads its Aerospace & MRO practice. He has 28 years of aviation experience, including hundreds of consulting engagements for leading aviation and aerospace companies across the globe. Dr. Michaels is a globally recognized expert in the aerospace manufacturing and MRO sectors, and also has significant expertise in business-to-business marketing, customer satisfaction, M&A advisory, technology assessment, and strategic planning. His experience spans all major market segments, including air transport, business & general aviation, and military. Dr. Michaels was a co-founder and partner with AeroStrategy from 2001-2011, until its acquisition by ICF SH&E in 2011. Previously, Dr. Michaels was Director - Strategic Development with Rockwell Collins Government Systems, and Principal with The Canaan Group, an aerospace consultancy. He began his career as a senior project engineer with Williams International, a leading gas turbine OEM. Dr. Michaels holds BS - Aerospace Engineering and MBA degrees from the University of Michigan, and MSc and Ph.D. Degrees in International Relations from the London School of Economics.

Scott L. Schein: President • United Equipment Corporation

Scott Schein is the President of United Equipment Corporation, a certified small business located in Richmond, Virginia, that manufactures airframe components and distributes specialty materials. Previously, he was the Director of Strategy and Operations for EADS-North America based in Herndon, Virginia, where he led U.S. strategic planning, M&A initiatives, and key growth projects. Previously, Mr. Schein led the aerospace and defense platform within Highland Capital Management’s Private Equity Group. In this capacity, he served on the Board of Directors for Nex-Tech Aerospace, led platform M&A, and developed operations plans and growth strategies for aerospace companies in the firm’s investment portfolio. Mr. Schein has also held various engineering and management roles with Honeywell Aerospace, McKinsey & Company, and Lockheed Martin. He holds a Master of Business Administration Degree with honors from Georgetown University and a Bachelor of Science Degree in Aerospace Engineering from the University of Michigan.

Kate Schaefer: General Manager - Commercial Aircraft Services • Moog

After beginning her career in marketing, Kate Schaefer moved to Aerospace in 1992 when she joined AAR. During her 8 years with the company she held various roles of increasing responsibility in both inventory management and sales. In 2000 she joined HEICO Aerospace as Director of Sales for EMEA based in Germany. In 2006 she moved to the company headquarters in Florida as Vice President Global Sales and Marketing and later became Senior Vice President Business Development. In 2011 she joined Moog’s Aerospace division where she is General Manager of the Commercial Aftermarket Group responsible for Moog’s worldwide repair stations and global support network. Ms. Schaefer is currently focused on the B787 and A350 Entry Into Service strategy for the flight control systems on both aircraft. She holds an MBA Degree from Durham University in the UK and lives in Buffalo, New York.
Andrew Gordon: Director - Strategic Marketing & Analysis • Airbus

Andrew Gordon moved to Airbus' headquarters in Toulouse in 2001 and today is the Director of Strategic Marketing and Analysis. As part of this role, Mr. Gordon is responsible for facilitating the production of the Airbus Global Market Forecast, which details future demand for all civil aircraft of 50 seats or more. Prior to this appointment he worked for British Aerospace Airbus as part of the Forecasting & Market Evaluation Team, where he was involved in providing analysis for many of the market and product-related decisions including the A380 project. In 2001, at the creation of Airbus as a single entity, Mr. Gordon moved to Toulouse, to work directly for Airbus in the Market Forecasting & Research Group, now part of the Strategy and Co-operation team. Mr. Gordon began his career with BAE/Airbus in 1991 and prior to that he worked for one of the United Kingdom’s largest banks. He has a Master's Degree in Marketing from the University of the West England.

Michael L. Warner: Director - Market Analysis • Boeing Commercial Airplanes

Michael Warner is the Director of Market Analysis for Boeing Commercial. In this role, he leads the team developing Boeing’s view of the airline industry and trends in the market. In addition, he is responsible for Boeing’s annual publication, the Current Market Outlook, which describes the long-term demand for air travel and the resulting demand for new aircraft. Mr. Warner began his career at Boeing in Aerodynamics Engineering, where he supported the design and certification of new Boeing airplanes including the 777. He then transitioned to the marketing department in 1998 where he has held several positions. Mr. Warner’s most recent role was in Product Marketing, where he presented the value of Boeing products and services to airline customers, leasing companies and the media. Mr. Warner received a Bachelor's of Science Degree in Aeronautical Engineering from the University of Michigan, a Master's of Science in Aeronautical Engineering from Stanford University, and a Master’s Degree in Business Administration from Seattle University.

Charles Armitage: Head of European Aerospace & Defense Equity Research • UBS

Charles Armitage is the Head of European Aerospace & Defense Equity Research for UBS, which serves private, institutional and corporate clients worldwide, as well as retail clients in Switzerland. Before joining UBS, Mr. Armitage was a London-based member of the Charles River Associates' Aerospace & Defense Practice. Prior to joining Charles River Associates, he was a senior director with Merrill Lynch and head of their European Aerospace & Defense equity research team. In this role, he analyzed the sector for investors with specific focus on BAE Systems, Cobham, EADS, Finmeccanica, Meggitt, QinetiQ, Rolls-Royce, Smiths, Thales, Ultra, and VT Group. Before that, he was an equity analyst with Putnam Investments. Mr. Armitage is a Rolls-Royce-trained engineer, and his key areas of expertise are enterprise valuation, financial forecasting, sector dynamics, and sensitivity and scenario analysis. He holds a Bachelor's Degree in Mechanical Engineering from Bristol University.

Al Wang: Senior Manager - Forecasting & Market Planning • Pratt & Whitney

Al Wang currently serves as the head of forecasting and market planning for Pratt & Whitney and International Aero Engines. He previously served in strategic planning before heading to marketing as an airline analyst. Prior to joining Pratt & Whitney in 1993, he served as Program Acquisition Manager for the Naval Air Systems Command. Mr. Wang has an undergraduate Degree in Aeronautical Engineering and an MBA Degree, both from the University of Virginia.
Gijsbertus (Bert) van Leeuwen: Managing Director - Aviation Research • DVB Bank

Gijsbertus (Bert) van Leeuwen heads DVB’s Aviation Research unit, which is responsible for the bank’s aviation market, airline and asset analysis activities. He is a regular speaker at airfinance and aviation conferences all over the world with subjects ranging from aircraft values and remarketability to cargo-conversions and aircraft-engine finance. He started his career in 1983 with NIBC Bank as a business consultant and became a co-founder of NIBC’s aircraft finance department. After having spent over 10 years in aviation, offshore energy and intermodal equipment research for several Dutch banks, he joined aircraft operating lessor IEM in 2001 to head up the Market Research & Business Development department. With over 25 years of experience in the aircraft finance and leasing market, Mr. van Leeuwen joined DVB Bank in April 2003 and is responsible for the Aviation Research unit. He holds a Degree in Business Economics from Erasmus University Rotterdam and is a member of the Editorial Board of ISTAT’s Jettrader magazine.

Richard Evans: Head of Market Analysis - Civil Aerospace • Rolls-Royce

Richard Evans leads the Rolls-Royce Market Analysis team covering the civil aerospace market sector. He is responsible for producing the Rolls-Royce long-term Market Outlook, and is an active participant in various international forecasting panels. The main focus of the team is on understanding the market trends and issues that affect the global airline business, and developing insights to influence the company’s customer, product and regional strategies. Richard Evans began his career at Rolls-Royce in 1987, working in the Material Planning department. After working in various roles within the Master Scheduling and Inventory Management areas, Mr. Evans started work as a Market Analyst in the Civil Engine Business. He has worked on many forecasting and marketing projects, primarily in the commercial airline engine sector of the company. He holds a Degree in Mechanical Engineering from the University of Nottingham, and is a member of the Royal Aeronautical Society.

Nick Pastushan: Chief Investment Officer & Chief Credit Officer • CIT Transportation Finance

Nick Pastushan is the Chief Investment Officer and Chief Credit Officer for CIT Transportation Finance, which includes Rail, Commercial Aircraft, Business Aircraft, Aerospace and Defense Finance units, plus a recently launched shipping finance operation. CIT TF has more than $14B of assets, $9B of which are commercial aircraft and CIT Aerospace has orders for $8B including 787, A350 and A320 NEO aircraft. Mr. Pastushan is the chair of the segment Investment and Credit Committees and is heavily involved in all portfolio strategy and transaction decisions. Mr. Pastushan joined CIT in the spring of 2005. Previously, he was VP, Portfolio Management and Director of Industry Research at GECAS, the transportation finance unit of GE with more than $46B of transportation investments. Major initiatives he led at that time included the determination of capital requirements by product line, and the construction of an industry leading tool for evaluating risk and reward on transportation lending and leasing. Prior to joining GE in 1999, Mr. Pastushan worked at a series of leasing companies and credit evaluation firms including IBM Credit, Franchise Capital Corp and Dun & Bradstreet. He holds a Bachelor's Degree in Marketing / Management from Rochester Institute of Technology.

Dr. Adam M. Pilarski: Senior Vice President • AVITAS

Dr. Adam Pilarski oversees valuation and consulting services at AVITAS and is responsible for producing traffic forecasts, economic forecasts, statistical analyses, strategic planning, and airline industry issues. He joined the firm in 1997 after 17 years at Douglas Aircraft Company, where he was Chief Economist and Director of Strategic Planning. He was also editor and publisher of the annual Outlook publications. Dr. Pilarski has published more than 160 articles in professional and academic publications. His book, published in 2007 by Ashgate Publishing, is “Why Can’t We Make Money in Aviation?” Dr. Pilarski is a Fellow of the Royal Aeronautical Society. He also serves on Sage Electronics & Technology board of directors. He earned his PhD in Economics from the University of Illinois.
Pierre Chao: Managing Partner • Renaissance Strategic Advisors

Pierre Chao is a co-founder of Renaissance Strategic Advisors and brings over 20 years of aerospace/defense management consulting, investment banking, equity analysis and policy analysis expertise. Prior to establishing RSAdvisors, Mr. Chao was the Director of Defense-Industrial Initiatives at the Center for Strategic and International Studies, a Washington D.C.-based, non-partisan defense and foreign policy think tank, from 2003-2007; where he still remains as a Senior Associate. Before joining CSIS in 2003, Mr. Chao was a Managing Director and senior aerospace/defense analyst at Credit Suisse First Boston from 1999-2003, where he was responsible for following the U.S. and global aerospace/defense industry. He remained a CSFB independent senior adviser from 2003-2006. Prior to joining CSFB, Pierre was the senior aerospace/defense analyst at Morgan Stanley Dean Witter from 1995-1999. He served as the senior aerospace/defense industry analyst at Smith Barney during 1994 and as a director at JSA International, a Boston/Paris-based management-consulting firm that focused on the aerospace/defense industry (1986-88, 1990-93). Mr. Chao was also a co-founder of JSA Research, an equity research boutique specializing in the aerospace/defense industry.

Allan Twigg: Senior Manager, Operational Efficiency - Flight Operations • United Airlines

Allan Twigg began his career at United Airlines in 1997. His current responsibilities include developing, directing, managing, delivering and maintaining programs related to Flight Operations position as an industry leader in flight operational efficiency. He oversees the research, development and management of numerous Flight Operations efficiency initiatives in support of Corporate fuel and efficiency initiatives led by the Managing Director of Flight Standards Technology. He also assists in improving United’s fuel consumption by strategic planning, managing Flight Operations specific projects in Operational Efficiency, including Flight Planning and NextGen Technology. Mr. Twigg was in the US Army for 25 years as Chief Warrant Officer. Some of his duties included Detachment Commander, Standardization Instructor Pilot, Instructor Pilot, Safety Officer, and Operations Officer. He is a LFI executive board member and a graduate from Embry-Riddle Aeronautical University with a Bachelors of Science Degree in Professional Aeronautics.

Don Purdy: Director - Business Development • Rockwell Collins

In his role as Business Development Director, Mr. Don Purdy is responsible for identifying, positioning and expanding flight deck, cabin management and service solutions at Rockwell Collins strategic OEM accounts. Mr. Purdy joined Rockwell Collins in 1997 and has held a number of airline and airframe marketing, business development and sales support roles within the company’s Commercial Systems business. Mr. Purdy also serves on the board of the Lean Flight Initiative, an organization committed to expanding Lean principles throughout the commercial aerospace market. Prior to joining Rockwell Collins, He worked as a Flight Management Systems (FMS) development and systems engineer. Mr. Purdy holds an MBA from the University of Iowa and a Bachelor’s of Science Degree in Computer Engineering from Baylor University in Texas.
Jerrold T. Lundquist: Managing Director • The Lundquist Group

Jerrold T. Lundquist is Managing Director of The Lundquist Group which provides strategic advisory services to senior management, private equity and other investors focused on the aerospace, defense, high tech and airline industries. He is also a Director Emeritus of McKinsey & Company, Inc. Over a thirty year career, he headed the Global Aerospace and Defense Practice and oversaw the Firm’s service to leading aerospace and defense companies worldwide. During 1985 to 1986, Mr. Lundquist served a White House Fellowship as Special Assistant to the Secretary of Transportation, focusing on aviation and transport issues for the Department and the White House. Prior to joining McKinsey, Mr. Lundquist was a Vice President of Emery Air Freight Corporation with overall responsibilities for Planning, Pricing, and worldwide Facilities. He has served on the immediate staffs of the Secretary of the Air Force and the Chief of Staff of the Air Force, and in several staff roles on Capitol Hill. He is a Distinguished Graduate of the United States Air Force Academy and he holds an M.A. in International Affairs from The Fletcher School of Law and Diplomacy and a Masters in Public Policy from the School of Government of Harvard University.

Andrew T. Corea: Director - Air Transport Programs • BAE Systems

Andrew Corea is the Director of Air Transport Programs within the Commercial Aircraft Solutions (CAS) business area of BAE Systems. In this role he is responsible for new business capture, program development, production and support for various products including flight controls, cockpit systems and cabin systems products across various Air Transport platforms. He began his career with the legacy company GE in 1989 after graduating from Clarkson University with his Bachelor’s Degree in Electrical Engineering. Since then he has taken on increasing responsibilities in Engineering and Program Management. Mr. Corea has significant technical/leadership experience in working on many of BAE Systems electronics products in both the commercial and military markets.

Scott Miller: Director - TCAS & Transponder Products Aerospace Marketing & Product Management • Honeywell

Mr. Scott Miller is the Product Director for Collision Avoidance and Transponder products. In this role, he establishes the product strategy for these product lines. He is the Air Traffic Management representative for Surveillance products incorporating Eurocontrol SESAR and FAA Next Generation systems requirements. Mr. Miller joined Honeywell in 1980 with the former Sperry Avionics business. His Honeywell career held various positions from production technician, production supervisor, materials planning and program administration. He was the Honeywell Program Manager for Gulfstream and Cessna Avionics Programs. He has lead the Primus Epic Avionics product line and Aerospace Customer and Product Support Programs and Processes. Mr. Miller earned a Avionics Electronics Instrument Technician certificate from Spartan School of Aeronautics and Bachelor’s of Business Science Degree from the University of Phoenix.

Joanna Speed: Managing Director - Conferences • SpeedNews

In 1979 Gilbert and Ann Speed launched SpeedNews, the aviation industry’s most innovative newsletter. In 1994 their daughter Joanna Speed joined the company putting to use her degree from Cal Poly State University San Luis Obispo and her acumen for business and marketing. While beginning her informal education in commercial aviation under Publisher Gil Speed, she studied business in the Pepperdine University graduate program. Over the years, Ms. Speed streamlined the company to increase revenue and reduce costs, led the effort toward online distribution, and created new marketing programs for large corporate subscribers. When SpeedNews Conferences emerged as influential forecasting and intelligence forums, she refined and expanded marketing strategies for the Aviation Suppliers Conferences. As Managing Director, she introduced three more forecasting and intelligence forums for the Aerospace & Defense Industry. SpeedNews has been part of Penton’s Aviation Media Group since 2006. Following Penton’s acquisition of Aviation Week in 2013, Ms. Speed was promoted to Managing Director, Aerospace & Defense Events, with an expanded portfolio of conferences that now includes Aviation Week’s A&D Programs, Defense Technology & Requirements and Executive Roundtables.