Dr. Ronald J. Epstein: Managing Director, A&D Global Research • BofA - Merrill Lynch

Dr. Ronald J. Epstein joined Merrill Lynch in 2001 as an industry analyst in the Aerospace and Defense sector. He is currently a Managing Director at the firm and is the senior Aerospace and Defense Analyst for the Americas. He actively covers companies in the U.S., Canada and Brazil. In 2012 he was ranked as the number 1 analyst covering the sector by the Greenwich Associates’ U.S. Equity Survey. From 2008-2011 he placed among the top three analysts covering the sector as selected by Greenwich. In 2011 and 2012 he ranked second for his coverage of A&D in Institutional Investor Magazine’s All-America Research Team. In 2009 and 2010 he ranked third, and in 2008 he was identified as a “Best Up-and-Comer” by Institutional Investor. He placed second in the 2005 Institutional Investor Latin America Research team survey for his coverage of the Latin America Aerospace and Transport Sector. In 2010 he placed first and in 2011 and 2012 he placed second for his co-coverage of the Latin American Industrial and Aerospace Sector. Prior to Merrill Lynch, he was a research scientist working in the Applied Aerodynamics Technology Group at the Boeing Phantom Works. During that time, he was also an adjunct faculty member in the Department of Mechanical Engineering at Washington University in St. Louis. He completed his MBA with honors from the Wharton School at the University of Pennsylvania. He also holds a Ph.D. in Mechanical Engineering from Duke University and a BA with highest honors from Skidmore College.

Jens C. Hennig: Vice President, Operations • General Aviation Manufacturers Association (GAMA)

Mr. Jens Hennig is Vice President of Operations for GAMA and responsible for the association’s policy for safety, security and operations. He is GAMA’s primary staff person on issues related to ATC modernization. Mr. Hennig has been active on a number of policy and regulatory issues with the FAA, NTSB, TSA, as well as the JAA and the European Aviation Safety Agency (EASA). He also supports GAMA’s legislative team on budget, security and aircraft operation policy issues. Mr. Hennig holds a Bachelor of Science Degree with honors in Aerospace Engineering from Embry Riddle Aeronautical University and Master of Business Administration in Aviation.

Fred George: Senior Business Editor/Chief Pilot • Business & Commercial Aviation

Mr. Fred George is Senior Editor / Chief Pilot with Business & Commercial Aviation and Aviation Week’s Chief Aircraft Evaluation Editor. He has flown left seat in virtually every turbine-powered business jet produced in the past three-plus decades. Mr. George has flown more than 180 makes, models and variants, ranging from the Piper J-3 Cub through Dassault Rafale, Boeing and Airbus single-aisle jetliners, logging more than 6,700 hours of flight time. He has earned an Airline Transport Pilot certificate and six jet aircraft type ratings. He also specializes in avionics, aircraft systems and pilot technique reports. Mr. George was the first aviation journalist to fly the Boeing 787, Airbus A350, Airbus A400M, Gulfstream G650 and Embraer Legacy 500, among many other aircraft. Prior to joining Aviation Week, he was an FAA designated pilot examiner [CE-500], multi-engine instrument flight instructor and jet charter pilot. He is also a former US Naval Aviator who made three cruises to the western Pacific while flying the McDonnell-Douglas F-4J Phantom II. Mr. George has won numerous aviation journalism awards, including NBAA’s David Ewald Platinum Lifetime Achievement and Gold Wing Awards as well as Aviation Journalist of the Year category awards.

Thomas Fissellier: Manager, Market Intelligence & Analysis • Bombardier Business Aircraft

Mr. Thomas Fissellier is responsible for Bombardier’s annual 20-year Business Aircraft Market Forecast. He leads a team of specialists responsible for intelligence collection, competitive strategy, and identifying market shifts and economic trends impacting Business / General Aviation. Mr. Fissellier joined Bombardier Aerospace in 2007 as an Analyst at the Global Completion Center and was promoted to Senior Analyst, Strategy and Business Development in 2009. He was named Manager of Mergers and Acquisitions for the Bombardier Customer Services unit in 2011. In 2013, Mr. Fissellier was appointed Manager, Strategy and International Business Development - where he developed the annual Strategic Plan for Business Aircraft - and held that position until he assumed his current role in July 2014. He holds a Master of Business Administration and Strategy Degree from Université Laval, and obtained a Master of Management and Strategy from the EDHEC Business School in France in 2007.
**James J. Tait: Vice President, Sales Operations and Analysis • Gulfstream Aerospace Corp.**

Mr. James J. Tait has been the VP of Sales Operations and Analysis for Gulfstream Aerospace Corp. since early 2015. In this role, he leads activities related to sales operations, including customer relationship management, commercial contracts, market research, aircraft pricing, residual value analysis and customer financial support. Tait came to Gulfstream in 1999 as a senior financial controller and was named director, Financial Planning and Analysis, in 2000. He has more than 25 years of experience in the engineering, defense and aviation industries, especially related to long- and short-range business plans, trend analysis, financial outlooks and pricing strategies. He has strong relationships with lenders, brokers and other original equipment manufacturers and maintains a network of third-party banks, lessors and other financial institutions that finance Gulfstream aircraft purchases around the world. Tait earned his Bachelor of Business Administration degree in accounting from Temple University in Philadelphia, Pa., and his Master of Science Degree in Corporate Finance from Georgia State University in Atlanta, Ga. He is an associate member of the National Aircraft Finance Association.

**Donald J. Pointer: Director, Marketing Services & Development • Dassault Falcon Jet Corp.**

Mr. Donald Pointer has been in the aviation industry for over twenty-five years and has been with Dassault for the past eighteen. After joining Dassault Customer Service in 1997, he has held various positions, including Director of Service Engineering for six years prior to joining the DFJ Marketing department nine years ago. Reporting directly to the President and CEO, he is involved in a number of business aspects of the company including market and strategic planning, new product analyses, market research, competitive analysis, technical sales support, product positioning, and target marketing campaigns. In addition, he keeps those in the aircraft transaction community informed about Dassault and its products. His career began at Physical Acoustics Corporation in Princeton, NJ, as a Research Engineer/Manager for the Aerospace industry where he applied the latest computer-based NDT methods including pattern recognition and neural networks to various aircraft and rocket acoustic emission applications. He holds a B.S. degree in Aeronautical Engineering from Embry-Riddle Aeronautical University, as well as an MBA from Rider University. He is currently Co-Chairman of the Advisory Board for the College of Engineering at Embry-Riddle Aeronautical University and is also a member of several industry committees and groups.

**Luciano R. Froes: Senior Vice President, Executive Jets • Embraer**

Mr. Froes has served Embraer as the Senior Vice President of Marketing for the Executive Jets segment since March 2015. In his current role, he leads the global marketing strategy for executive jets and is responsible for overseeing several aspects of the business, including brand management, product development and market intelligence. Mr. Froes is also tasked with directing other activities such as the promotion plan, trade show and events participation, competitive intelligence, market forecasting and pricing, among others. He represents the company in various industry conferences, speaking on topics such as the overall executive jets strategy, as well as market and product updates. Before assuming his current role, he served as Embraer’s Director of Investor Relations and Mergers and Acquisitions since January 2014. Since beginning his career with Embraer in 2000, he has worked in a number of areas, including pre-owned aircraft sales for North America and Asia Pacific, as well as project management, where he was responsible for supporting Embraer in expanding its US operations through the implementation of a US$53 million production and customer facility in Melbourne, Florida. Mr. Froes is a graduate of Florida Atlantic University, with a Bachelor’s degree with a double major in Business Administration and Marketing.

**David Rosenberg: Vice President, Strategic Planning & Integration • Textron Aviation**

Mr. David Rosenberg is responsible for broadening Textron Aviation’s competitive capabilities by leading the company’s strategic and business planning initiatives, including mergers, acquisitions and integration activities. In his role, he also serves on the Board of Directors of Cessna’s two joint ventures in China, Cessna-AVIC Aircraft (Shijiazhuang) Co., Ltd. and Cessna-AVIC Aircraft (Zhuhai) Co., Ltd. As a member of the Board, he assists in shaping the strategic direction and expansion of joint venture operations for bringing Cessna Caravan and Citation XLS+ aircraft to customers in China. Prior to assuming his current position, Mr. Rosenberg was Vice President of Strategic Planning & Programs at Beechcraft Corporation where he played an integral part in the company’s financial and operational restructuring, while managing all commercial product development programs. Mr. Rosenberg holds a Bachelor’s Degree in Business Administration from Babson College in Wellesley, Massachusetts.
Speaker Biographies
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John F. Walsh: President • Walsh Aviation

Mr. John F. Walsh founded Walsh Aviation in 1993 as a consulting service that specializes in forecasting for commercial and military aviation markets and identifying new business opportunities in the aerospace industry. He maintains a focus on the cyclical nature of the industry to provide his clients with an “early warning” or “wake-up call” by identifying major turning points in the marketplace. In his 35-year career, he was formerly Director of Market Research for UNC, Inc., and Director of Market Planning and Corporate Relations for Rohr Corp. Mr. Walsh is frequently quoted in such media outlets as the Wall Street Journal, Nightly Business Report, USA Today, World Airline News, and BBC Worldwide News Hour. He is a member of the Executive Council for Air Transportation Research International Forum (ATRF) and a past president. He is also a member of the Committee on Aviation Economics and Forecasting for the Transportation Research Board and the aerospace member for the Conference of Business Economists. A graduate of Manhattan College, Columbia University, and UCLA, he holds Master’s Degrees in Civil Engineering and Business Administration.

Michael Kahmann: Group Head & Managing Director, Business Aircraft Finance • CIT Aerospace

Mr. Mike Kahmann is Group Head and Managing Director of CIT Business Aircraft Finance, leading a team that provides structured loan and lease financing for owners of business jet aircraft and turbine helicopters in the U.S. and internationally. His areas of expertise include recourse and non-recourse structured loans, finance and operating leases, aircraft refinancings and progress payment financings. Previously, Mr Kahmann was Senior Vice President and head of CIT’s Financial Institutions Group, where his team bought and sold commercial aircraft leases and loans in the secondary market, and arranged ECA financing secured by commercial aircraft. Before joining CIT, he was President of Emigrant Business Credit Corp., a group he started de novo in 1997 and built into a diversified commercial finance specialty lender. Prior to joining Emigrant, Mr. Kahmann spent eight years at CIT where he held several sales positions including Senior Vice President within the Equipment Finance Group. He holds a bachelor’s degree from Claremont McKenna College and an MBA from the New York University Stern School of Business.

Rolland Vincent: President • Rolland Vincent Associates

Mr. Rolland (Rollie) Vincent is President of Rolland Vincent Associates. He has more than 30 years of experience in business, regional and international aviation, including Bombardier, Cessna, Learjet, Flexjet, and ICAO. With a background in market research, economics and statistics, he has held senior leadership positions in marketing, strategy, business development, and consulting. His roles have included Vice President of Strategy & Business Development at Cessna, Director of International Airline Analysis at Bombardier Aerospace, Director of Marketing, Strategy & Business Development at Flexjet, and Director of Strategy & Communications at Learjet. Since 2010, he has partnered with JETNET to create and develop JETNET iQ, a quarterly market intelligence and forecasting service for business aviation. Mr. Vincent holds an MBA in International Business and Marketing, and a BA and MA in Urban and Economic Geography, from McGill University.

Cliff Bayer: Managing Director • UBS Investment Bank

Mr. Cliff Bayer is a Managing Director in the Global Industrial Group based in New York. He joined the firm in 2003 and leads UBS’ Aerospace and Defense efforts globally. Mr. Bayer has executed a number of transactions, including: advising Arkwin on its $286 million sale to TransDigm, the formation of Macquarie Rotorcraft leasing, advising Ducommon on its $340 million purchase of LaBarge, advising Microtecnica on its $462 million sale to Goodrich, advising Transdigm Group on its $1.27 billion purchase of McKechnie Aerospace Holdings, advising Triumph Group on its financing of the $1.44 billion acquisition of Vought Aircraft Industries, advising B/E Aerospace on its $1.5 billion acquisition of Honeywell’s Consumables Solutions Division, as well as CHC Group on its $310 million initial public offering. Mr. Bayer holds an MBA and a BA from the Wharton Business School, University of Pennsylvania.
Mr. Anthony (“Tony”) Kioussis is President of Asset Insight, Inc. The company has developed a proprietary Asset Grading System Process that provides a uniform methodology for evaluating and grading an aircraft’s maintenance condition. Previously, he served as VP, Strategic Marketing with GE Capital’s Corporate Aircraft Finance group, after serving as VP, Aircraft Sales for Jet Aviation Business Jets. Following a ten-year tenure with British Aerospace, Mr. Kioussis founded The K Group, Ltd., providing Marketing, Sales, and Financial Services consulting to companies headquartered in the Americas and Europe. He later joined Jet Support Services, as Sales Director, Airframe Programs, and developed “Tip-to-Tail”, JSSI’s Airframe Hourly Cost Maintenance Program. Mr. Kioussis holds a Bachelor of Science Degree from Florida Institute of Technology’s College of Aeronautics, has completed graduate studies at New York’s Pace University toward an MBA in Finance, and is a licensed pilot.
Speaking Opportunities at SpeedNews Conferences

In today's rapidly expanding aviation market, organizations strive to discover unique and diversified ways of gaining exposure, current important news and findings, and sparking meaningful discussions on topics of direct interest to suppliers or manufacturers. With a proven track record of giving its audience pertinent industry topics and knowledgeable speakers, SpeedNews Conferences bring together key industry experts to provide insight into the ever-developing arena of the aviation community. If you are interested in presenting at one of our future Conferences, please email jspeed@speednews.com or call +1-424-465-6501.

Joanna Speed: Managing Director, A&D Events • 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 AerospaceDefenseChain, formerly SpeedNews Annual Aerospace & Defense Suppliers Conference, Aviation Week’s A&D Programs, Defense Technology & Requirements and Executive Roundtables.

Mr. Wayne Plucker is currently responsible for research for market engineering, and consulting in areas such as Business and Commercial Aerospace; Aircraft and Engine Maintenance, Repair, and Overhaul; Simulation and Training; Defense Aerospace; and C4ISR. Prior to joining Frost & Sullivan, he was the Vice President, Marketing and General Manager for the Americas for Ibis Aerospace, an aircraft manufacturer. Mr. Plucker was initially responsible for the aircrew and maintenance training, maintenance and parts programs, and the aircraft delivery program. Subsequently, he became responsible for all customer and product support activities and contributed analysis products for technical sales and market analysis. Previously, he was employed at Sino Swearingen Aircraft Company. In various positions with this aircraft manufacturer, Mr. Plucker wrote FAA approved technical publications, provided FAA administrative DER services and flight simulator engineering. In subsequent positions, he became responsible for all publications, training and simulator activities plus technical customer and product support activities. Mr. Plucker holds a Bachelor's Degree from Oklahoma State University and an MPA Degree from Golden Gate University.

Wayne Plucker: Director, Aerospace & Defense, North America • Frost & Sullivan