

# The Aerospace & Defense Forum



Facilitating Business Communication, Collaboration, & Commerce

## "How to Avoid Being a Casualty of a Raw Materials Shortage"

Guest Presenter:

Bill Leavelle

Director of Business Development  
Castle Metals Aerospace

Wednesday, April 8, 2015

7:00am Networking  
7:30-9:00am Meeting

[Click here to register.](#)

Registration is limited to #1 or #2 operating executives of A&D companies or plants. Tickets are limited to 20 people on a first-come first-served basis.

Registration Fees:

Free - A&D Forum member  
\$30 - Non-member Early Bird  
(before April 1)  
\$40 - Non-member (after April 1)

You will receive multiple invitations.

### The South Bay (CA) Chapter

The South Bay Chapter serves the area around Torrance, CA. The SB chapter is different in that attendance is limited to the #1 or #2 operating executives of A&D companies or plants, i.e., organizations that have a direct role in production, e.g., engineering, fabrication, coating, and testing. To promote exchange, each meeting is limited to 20 attendees. Meetings and tours are on the 2nd Wed of the month.

[Click here](#) to join the South Bay Chapter mailing list (free).

regardless of whether you have already registered. Please do not register more than once!.

See meeting logistics information at the end of this e-mail.

### Chapter Sponsors

**MOSS ADAMS** LLP

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### Scheduled South Bay Chapter Meetings

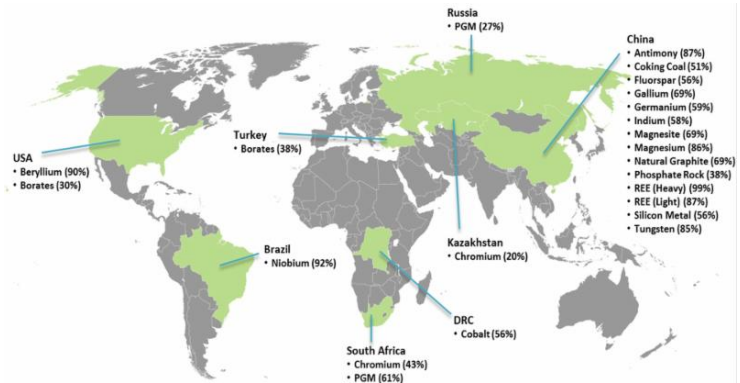
May 13: TBD

June 10: Tour of **Edwards AFB**, including, Flight Test Museum, maintenance, flightline and planeside with F-22 and F-35

July 8: Presentation and Tour of **Dasco Engineering**, Ward Olson, President, Dasco Engineering

August 12: Presentation and Tour of **Triumph Aerostructures, Hawthorne, CA**, Marty Jones, President - Hawthorne Site, Vought Commercial Division, Triumph Aerostructures

September 9: Presentation and Tour of **Alloy Processing**, Brien Leibl, President & CEO, Alloy Processing



## "How to Avoid Being a Casualty of a Raw Materials Shortage"

Guest Presenter:

**Bill Leavelle**

Director of Business Developments  
Castle Metals Aerospace

As Commercial Airplane build rates continue to increase and the backlogs for certain aircraft approach six to nine years, the sustained availability of Raw Materials becomes more and more critical to the long term success of any supplier. Anyone running an Aerospace/Defense related manufacturing operation needs to have a clear understanding of the risks and market forces that can impact their Raw Material supply chain. Some critical factors include

1. Lower Raw Material Inventory at the Distributors.
2. Lower inventory levels at every step in the entire supply chain.
3. Raw Material Lead-times are near their historic highs.
4. Consecutive Price increases have been announced by many producers
5. Market Disruption occurring as more and more Raw Material Producers continue to consolidate.

Add to that already demanding environment which includes "The calls of Cost Reduction" from the Major Airframe OEM's and their push towards a "Lean Supply Chain". Juxtapose that downward price pressure against a rapidly consolidating Aerospace & Defense Raw Material supply chain (Oligopoly) which finds themselves with greater and greater leverage, and who is pushing to raise prices at every opportunity. The rest of us find ourselves in the middle, and we are being "Squeezed" by both sides. We must push back together to protect our profitability and ensure our long term survival.

You may ask "What can I do? What can my company do to

October 14: Presentation and Tour of **Brek Manufacturing**, Marwan Hammouri, President & CEO, Brek Manufacturing

November 11: Presentation and Tour of **Aerospace Manufacturing Group** - Torrance, Terry Yeh, President, AMG - Torrance

### A&D Forum Membership

The purpose of The A&D Forum is to promote communication, collaboration, and commerce among A&D industry business leaders.

Membership includes access to the resource-rich A&D Forum website (containing recordings of all chapter presentations), free attendance at any chapter meeting, facilitated introductions to members at any chapter and the A&D Forum monthly Newsletter. Members are first in line for tours and to be invited to the Peer C-level Roundtables.

One-year individual memberships are currently \$300. You can become a member or renew your membership through the A&D Forum website:

[AerospaceDefenseForum.org](http://AerospaceDefenseForum.org).

### Other A&D Forum Chapter Meetings

Times shown are local time.

**"Recent Advances in Additive Manufacturing for Aerospace"**, Steve Kidd, CEO & Founder, Cimtech Inc., Los Angeles Chapter, March 20, 7:30-9:00am (webstreamed)

**"Cross-Border Opportunities in Mexican Aerospace"**, Panel, San Diego Chapter, March 24, 5:00-7:00pm

**"Maximizing Enterprise Value: It's**

mitigate our risks?" Specifically, Bill will describe the current operating environment in the major Aerospace Raw Materials of Alloy Steels, Aluminum, Titanium and Nickel Products, along with suggestions on how to best secure your supply chain. There will be a review of market fundamentals, and of past and future "Pinch Points". Finally, Bill will provide his opinion of the market in the next 1-3 years, along with supply and demand through the "Mega Cycle".

This presentation will be thought provoking and enlightening; a chance to view the Raw Materials industry from the eyes of an 'insider'.

### Guest Presenter



**Bill Leavelle** is the Director of Business Development of Castle Metals Aerospace, a subsidiary of A.M. Castle, headquartered in Oak Brook, IL.

Castle Metals Aerospace is a Global Distributor of Exotic Alloys and Specialty Metals to the Aerospace and Defense Industries. Castle Metals Aerospace sells both raw materials and finished parts to all of the Major Airplane Manufacturers, and much of their supply base. Castle Metals Aerospace also sells raw materials into major Defense Contractors.

Bill is responsible for all Aerospace Commercial activities for the Western United States, Western Canada, and Baja California. Bill also has international responsibilities including Japan, Indonesia, Korea, the Philippines, Australia, and New Zealand.

Bill has spent the last 22 years in the Metals Industry, on both the Producer side of the business (Kaiser Aluminum) as well as Metals Distribution side (Ryerson, Inc.). Bill has led multi-site operations in Chicago, Detroit, Lansing, MI and Los Angeles. Bill's first General Management Role began in Detroit, MI in May, 2000 with Ryerson, Inc.

Bill's background in materials includes Aerospace, Defense, Automotive, Construction & Agriculture Equipment, Food Equipment, and Truck/Trailer. His expertise spans both Ferrous and Non-Ferrous metals.

### April 8, 2015 Meeting

- Attire is business casual.
- Parking is available in the parking lot in front of the building

**"Never too Soon to Start!"**, Larry O'Toole, CEO, Sanders Industries Holdings, Inc., Orange County Chapter, April 2, 7:30-9:00am (webstreamed)

**Presentation and Tour of AZLabs**, Dane Mullenix, Vice President, Alion Science and Technology, Arizona Chapter, April 14, 7:30-9:00am

**Recently Posted  
Presentation Recordings on the  
A&D Forum Website**

**"Incentives and Supports for  
California A&D Companies"**,

JoAnne Golden-Stewart, LAEDC, and John Anderson, CMTC, South Bay Chapter, January 14

**"New Guidance on Doing Business  
With the DoD"**, Stan Rosen,

Professor, Defense Acquisition University & Vice-Chairman, National Space Society, Los Angeles Chapter, January 16

**"Identifying & Pursuing Revenue  
Opportunities in Cybersecurity"**,

Panel, San Diego Chapter, January 29

**"The Future of the U.S. Competitive  
Advantage in Commercial Space"**,

Greg Autry, Assistant Professor, Marshall School of Business, USC, Orange County Chapter, March 5

**"Incentives and Supports for  
Arizona Aerospace  
Companies"**,

Mitchel Allen, Director of Business Development, Greater Phoenix Economic Council, Arizona Chapter, March 10

- Please check-in on arrival at the conference room and provide your business card.
- Attire is business casual.
- A light continental breakfast and networking will be available starting at 7:00AM.
- Bring a business card - they will be duplicated and everyone be e-mailed a copy of all attendee's cards.
- Please place any marketing literature near the registration desk. Please do not distribute material during the meeting.
- Introductions will be minimal - your name, company, industry, and a 5 word "elevator speech". We encourage you to be creative!

**Feel free to pass this invitation on to others you think would be interested.**

**Event Info**

**Wednesday, April 8, 2015**

**7:00am-7:30am: Networking & Breakfast**

**7:30am-9:00am: Meeting**

**California Manufacturing Technology Consulting  
690 Knox St., Suite 200  
Torrance, CA 90502**

**South Bay Chapter Steering Committee**

- **Marwan Hammouri**, President & CEO, Brek Manufacturing (Chapter Chair)
- **Terry Yeh**, President, AMG Torrance (Chapter Vice-Chair)
- **Brian Leibl**, President & CEO, Alloy Processing
- **Marty Jones**, President - Hawthorne Site, Triumph Aerostructures
- **Ward Olson**, President, Dasco Engineering Corporation
- **John Anderson**, Director, California Manufacturing Technology Consulting
- **Ivan Rosenberg**, Executive Director & Co-Founder, The A&D Forum

**The Executive Steering Committee  
of The Aerospace & Defense Forum**

- **Michael Coburn**, President & COO, Cadence Aerospace
- **Peter Collins**, Director, Strategic Planning, Aerospace Group,  
Parker Hannifin Corporation
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- **Ivan Rosenberg**, President & CEO, Frontier Associates, Inc.

**A&D Forum Executive Director**

**Ivan Rosenberg**

818-505-9915

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**The Aerospace & Defense Forum Website**

[AerospaceDefenseForum.org](http://AerospaceDefenseForum.org)