



Airshows: How to successfully navigate the "Flying Circus"

Guest Presenter:

Michael Shields

Vice President

Safran North America Purchasing

Dallas - Ft. Worth Chapter

Thursday, September 8, 2016

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

7:30am-9:00am: Meeting

[Click here to register.](#)

Both members and non-members must register to attend.

Since the DFW Chapter has not had chapter meetings for a few months, the next few chapter meetings will be free.

You will receive multiple invitations, regardless of whether you have already registered. Please do not register more

than once!.

Joining the DFW Chapter mailing list to automatically receive meeting notices is always free. [Click here](#) to join the DFW Chapter mailing list.

See meeting logistics information below.

Become an A&D Forum Member

A&D Forum member benefits include advance registration for tours, free attendance at chapter meetings, and access to member sections of the website.

[Please click here](#) to join the A&D Forum.

September 8, 2016 Meeting

- Attire is business casual.
- Parking is free - located in front of the building.
- Please check-in on arrival.
- Bring a business card - they will be duplicated and copies of all attendee's cards will be available at the end of the meeting.
- Flyers and other material may be placed on the table designated for that purpose for pickup before and after the meeting. Please do not distribute anything during the meeting.
- Introductions will be minimal - your name, company, industry, and a 5 word "elevator speech". We encourage you to be creative!
- You are welcome to stay around and network and have refreshments after the meeting.

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

Event Info

Thursday, September 8, 2016

Registration, Breakfast

& Networking: 7:00-7:30 a.m.

Meeting: 7:30-9:00 a.m.

University of Texas at Arlington Research
Institute (UTARI)

7300 Jack Newell Blvd S



Airshows: How to successfully navigate the "Flying Circus"

Guest Presenter:

Michael Shields

Vice President

Safran North America Purchasing

The excitement and overwhelming circus of airshows and global supply chain events can be a daunting task for anyone. Participation at these events is a critical success factor for any business, but determining your company's costs, participation, and preparation in order to maximize your return is too often overlooked. Expectations can fall short without proper preparation and the return on your investment may appear a waste, resulting in diminished interest in future events, ultimately resulting in missed opportunities to further develop your crucial business relationships.

Learning how to define your objectives and sufficiently

Fort Worth, TX 76118

DFW Chapter Sponsors

 UNIVERSITY OF TEXAS AT ARLINGTON
RESEARCH INSTITUTE

 **BELLNUNNALLY**

Dallas-Ft. Worth Chapter Steering Committee

- **Mr. Michael Shields**, Vice President, Safran North America Purchasing
- **Dr. Thomas Weber**, Strategy Manager, Raytheon
- **Dr. Micky McCabe**, Director, University of Texas at Arlington Research Institute
- **Mr. Craig J. Cox**, Partner, Bell Nunnally & Martin
- **Ms. Darlene Boudreaux**, Executive Director, Tech Ft. Worth
- **Mr. Rick Agopsowicz**, Managing Director, RGovAccess
- **Mr. Chris Harris**, Business Development, GoEngineer
- **Mr. Doug Wright**, President, TARGET25%PLUS
- **Dr. Ivan Rosenberg**, Co-founder and Executive Director, The A&D Forum

The Executive Steering Committee of The Aerospace & Defense Forum

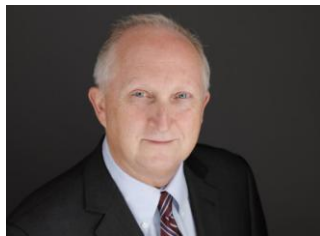
- **Michael Coburn**, CEO, All Metals Processing of Orange County
- **Peter Collins**, Director, Strategic Planning, Aerospace Group, Parker Hannifin Corporation
- **Alan McIntosh**, President, Verify, Inc.
- **Michael Boyle**, President, BOBsearch
- **Paul Weisbrich**, Managing Director, D.A. Davidson & Co.
- **Robert Jacobson**, Desert Sky Holdings
- **Ivan Rosenberg**, Co-Founder and Executive Director, The Aerospace &

preparing for and conducting meetings are just a few elements of effective airshow strategy. Too often the participant shows up on the first day, unsure what to expect, with a logistical nightmare of overbooked meetings, only to be late to half, no-shows for the other half, and unable to call the customer/supplier because the phone service disconnected halfway through the morning coffee rush.

Airshows and supply chain events are typically described in one of two ways: (1) the amazing experience with successful meetings and champagne filled receptions, or (2) the dreadful horror stories of logistics nightmares, hours-long waits to get back to the hotel, and soaking wet shoes resulting in a week's worth of blisters, with mediocre-at-best meetings where it seems that you're not getting anywhere...

How can you make your experience more of the former and less of the latter? After years of experience working in Purchasing and Supply Chain and attending countless airshows and events, join me for a recap of lessons learned, guidance and recommendations - for the before, during and after - to help make these events throughout the year a meaningful part of your business, and to maximize your investment when attending these air shows.

Guest Presenter



Michael Shields is Vice President of Safran North America Purchasing, located in Irving, Texas. He has worked for the Safran Group - an International Tier 1 Systems and Equipment company in Aerospace,

Defense and Security - for the past 11 years within the Purchasing / Supply Chain domain. Michael first began his career at Safran within the Safran Nacelles division, leading their North American purchasing strategy and management, and later transitioning to the Safran corporate purchasing organization. Prior to his tenure at Safran, his previous work experience includes over 20 years in the automotive industry, with various roles in manufacturing, quality, design engineering and

Defense Forum

A&D Forum Executive Director

Ivan Rosenberg
irosenberg@aerospacedefenseforum.org
818-505-9915

The Aerospace & Defense Forum

is a global aerospace and defense leadership community of over 1600, providing opportunities for sharing of information, current events, and analysis, mutual support and encouragement, partnering, innovation, and performance breakthroughs.

AerospaceDefenseForum.org

purchasing. Michael was also an instructor for business classes at Ferris State University in Ohio.

Michael earned a Bachelor's degree in Mechanical / Electrical Engineering from Kettering University (General Motors Institute), and an MBA from the University of Michigan. He is a member of the Society of Automotive / Aerospace Engineers (SAE) and the Society for the Advancement of Material and Process Engineering (SAMPE).

A&D Forum Chapter Meetings

Dallas-Ft. Worth Chapter: "**Robotics**", October 13

Los Angeles Chapter: September meeting will be invitation only reception for C-suite A&D execs.

South Bay Chapter: **Getting Up Close and Personal - Tales of Water/Waste Systems: A Tour of Zodiac Water & Waste Aero Systems**, September 14

Orange County Chapter: No September meeting due to conflict with Labor Day.

San Diego Chapter: Panel on "**New Marketing Realities**", September 27 (evening)

Arizona Chapter: will restart meetings on October 13, 2016

Note: A&D Forum members have first opportunity to sign up for tours. Signup for members is typically available about 3 weeks before the meeting.

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

"The Business Value of Sales, Inventory & Operations Planning", Shelby Miller, Director Supply Chain and Operations, TriVista, OC Chapter, June 2

"An Emerging Business Model for Commercial Space", Dr. Michael Wiskerchen, Founder, SpaceTech Holdings, LLC, Los Angeles Chapter, June 17

"Additive Manufacturing (3D Printing) Has Arrived!", Scot Thompson (EOS of North America), Ivan Madera (Morf3D) Al Devile (SoCal Aerospace Group) Orange

County Chapter,
August 4

"Farnborough 2016 Impressions & Opinions", David
Conrad, Zodiac Water & Waste Aero, South Bay Chapter,
August 10