

The Aerospace & Defense Forum



Facilitating Business Communication, Collaboration, & Commerce

Getting Up Close and Personal - Tales of Water/Waste Systems A Tour of Zodiac Water & Waste Aero Systems

Host:

David Conrad

Vice President

Sales; Marketing and Customer Support

Zodiac Aerospace Water & Waste

Wednesday, September 14, 2016

South Bay Chapter Meeting

7:00am: Networking & Breakfast

7:30am-9:00am: Meeting

[Click here to register.](#)

Tickets are limited to 25 people on a first-come first-served basis. To allow time for security clearance, **registration will close on September 7.**

Registration Fees:

- Free - A&D Forum member (exclusive access until August 24)
- \$30 - Non-member Early Bird (after Aug 24 and until August 31)
- \$40 - Non-member (after Aug 31)

You will receive multiple invitations, 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.

Invitation to be a Breakfast Sponsor

If you sell to the aerospace and defense industry, you are invited to be a Breakfast Sponsor. For the cost of one breakfast (a few hundred dollars) your logo will be on the meeting invitations sent to over 100 members and you have the opportunity to present to the attendees at a South Bay Chapter meeting.

Please contact [Ivan Rosenberg](#) to register for a meeting date.

Chapter Sponsors

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**Getting Up Close and Personal
- Tales of Water/Waste Systems**

**A Tour of Zodiac Water & Waste Aero
Systems**

Host:

David Conrad

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September 14, 2016 Meeting

- Parking is available in the parking lot in front of the building
- Please check-in on arrival.
- Attire is business casual. Wear closed toe shoes and suggest no heels for the factory tour. Safety glasses will be provided for the tour
- A light continental breakfast and networking will be available starting at 7:00AM.
- Bring a business card - they will be duplicated and everyone will be e-mailed a copy of all attendee's cards.
- 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, September 14, 2016
7:00am-7:30am: Networking & Breakfast
7:30am-9:00am: Meeting
Zodiac Water & Waste Aero Systems
1500 Glenn Curtiss Street
Carson, CA 90746

Planned South Bay Chapter Meetings

October: "What Aerospace Suppliers Need to Know About Cloud Computing."

November: Tour of Avcorp Composite Fabrication

Have you ever wondered what happens with water and waste during your flight? Is waste discarded into the sky? How are water and waste systems on aircraft maintained so that passengers can fly comfortably? Well, you're not the only one. Grab your bags (and some hand sanitizer) as we take you through the bowels of the aircraft's water and waste systems. We'll show you how good water and waste systems plays a pivotal role in ensuring a positive passenger experience. So sit back, enjoy the ride and find out what really goes on behind-the-scenes and the truth behind lavatory urban myths and legends!

Agenda:

- 7:00 - 7:30 - Sign-in/Coffee
- 7:30 - 7:40 - Welcome and Introductions
- 7:40 - 8:05 - "Everything You Wanted To Know About Airplane Water & Waste Systems, But Were Afraid To Ask"
- 8:05 - 8:40 - Tour

Host



David Conrad is a talented and seasoned executive with over 30 years of experience in aviation and aerospace. He brings a wealth of expertise with particular strengths in areas such as sales and marketing, business development, strategic planning, supply chain

development, repair capabilities development, customer support and process improvement. With an abundance of international experience, David has a strong understanding of the aviation and aerospace markets in Asia, North America, Europe, and the Middle East.

Currently, David is the Vice President, Sales, Marketing and Customer Service at Zodiac Water & Waste Aero Systems based in Carson, CA. In this role, he is responsible for leading all sales, market and customer support functions for the leading supplier of water and waste technology to the aviation and aerospace industry for over 50 years. He has worked with aircraft OEM's including Boeing, Airbus, Bombardier, Embraer, COMAC, UAC, XAC, ATR, Mitsubishi, Gulfstream, Dassault and Cessna, as well as Tier 1 aircraft interiors integrators building business volume in the OEM market segment. In the aftermarket segment, he has worked with leading global passenger airlines, cargo airlines, conversion / modification houses, MRO organizations and distributors to develop new products for

December: (Dark)

January 2017: Cyber & physical security, esp. new DoD regulations

Other A&D Forum Chapter Meetings

Times shown are local time.

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

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

San Diego Chapter: September 27 (evening) meeting will be a panel on ""New Marketing Realities."

Arizona Chapter: will restart meetings on October 13, 2016

DFW Chapter: will restart meetings on September 8, 2016 with a panel on the Farnborough Air Show.

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

retrofits and upgrades expanding the business portfolio. As a result the business has expanded by 65% since he has taken this role. David is also responsible for identifying and championing acquisitions to incorporate to further expand the business portfolio. He has also lead the development of branding and other marketing initiatives resulting in increased customer demand for new products and technology produced by Zodiac Water & Waste Aero Systems.

Prior to joining Zodiac Water & Waste Aero Systems, David spent three years as the Director International Sales & Marketing of Guangzhou Aircraft Maintenance and Engineering Co., Ltd (GAMECO) a Part 145 MRO based in Guangzhou, People's Republic of China. In this role he was responsible for leading the development of all third party international airframe and component business for GAMECO and for developing and marketing the GAMECO brand internationally. David also served as the Vice President, Sales, Marketing and Customer Service as well as General Manager, PSI at Rexnord Aerospace. He has also held the position of Senior Director, Business Development, China Region for Goodrich Cargo Systems (based in Beijing, China). Prior to that he was Vice President, Marketing/Customer Service at AeroUnion Corp. and earlier had progressed through a number of business development and leadership positions in Honeywell/ AlliedSignal.

In addition to his executive career, David has served for over five years on an advisory board for a marketing communications firm in the aerospace and defense markets. He has also served on the board of directors of several volunteer organizations including several Little League organizations.

South Bay Chapter Steering Committee

- **George Uhl (Chapter Chair)**, Vice President, Senior Relationship Manager, Community Bank
- **David Patterson (Chapter Vice-Chair)**, CEO, Aerospace Manufacturing & Engineering
- **Marwan Hammouri**, President & CEO, Brek Manufacturing
- **David Conrad**, VP Sales; Marketing and Customer Support, Zodiac Aerospace
- **Marty Jones**, General Manager, Defense, Avcorp Composite Fabrication
- **Ward Olson**, President, Dasco Engineering Corporation
- **John Anderson**, Director, California Manufacturing Technology Consulting

County Chapter, August 4

**The Aerospace & Defense Forum
Website**

AerospaceDefenseForum.org

- **Ivan Rosenberg**, Executive Director & Co-Founder, 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**, President & CEO, Frontier Associates, Inc.

A&D Forum Executive Director

Ivan Rosenberg
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