

The Aerospace & Defense Forum



Facilitating Business Communication, Collaboration, & Commerce

"SoCal M&A Trends and Perspectives"

Panelists:

Massimo Masini

SVP/GM
TECT Aerospace

David Patterson

CEO
Aerospace Manufacturing & Engineering

Paul Weisbrich

Managing Director
D.A. Davidson & Co.

Wednesday, May 10, 2017
South Bay Chapter Meeting
7:00am: Networking & Breakfast
7:30am-9:00am: Meeting

[Click here to register.](#)

Both members and non-members must register to attend.

Registration Fees:

- Free - A&D Forum member
- \$30 - Non-member Early Bird (until May 3)
- \$40 - Non-member (after May 3)
- Free - Guests (may visit for free twice)

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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The M & A activity involving aerospace and defense companies in North America averaged 69 transactions per quarter from Q1 2015 to Q2 2016. Then it spiked to over 100 acquisitions in each of the last two quarters of 2016. Why the uptick in M & A activity? What has been the recent M & A activity level in Southern California? What is the expected trend in the future?

Come join us as our distinguished panel will share with you some of the recent lessons they have learned and trends they see from their own unique perspectives on the local M & A market. Along with these lessons learned, they will also share some observations about current valuations and multiples, sectors that have been the most prominent targets and what

May 10, 2017 Meeting

- Attire is business casual.
- Parking is available in the parking lot in front of the building
- 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, May 10, 2017
7:00am-7:30am: Networking & Breakfast
7:30am-9:00am: Meeting
California Manufacturing Technology Consulting
690 Knox St., Suite 200
Torrance, CA 90502

**Other A&D Forum
Chapter Meetings**

acquirers are looking for in a company.

Panelists



Massimo Masini is an expert of continuous improvement leveraging Lean Practices, Quality and Operational Excellence in several custom-engineered, made to order businesses ranging from small companies to Fortune 500 firms.

Massimo held Operations leadership positions in several manufacturing industries from high-tech to Aerospace (Technicolor, ThyssenKrupp, B/E Aerospace).

While at B/E Aerospace, Massimo built a very strong leadership team that improved OTD from 80% to over 95% in 18 months. He transformed the Machined Products Division from a reactive to a proactive customer centric culture embracing the "zero defect base" reducing the PPM defect from 10,000 to less than 500ppm.

Massimo gained global experience managing all international operations while at Technicolor in Thailand, US and three European countries.

In addition to holding a B.S. and M.S. in Engineering, Massimo has a MBA from CSU Long Beach; he is Certified Black Belt and Six Sigma. He resides in California with his wife and two children.



With over 30 years of Aerospace & Defense Industry experience, **David Patterson** has extensive experience developing the strategies and providing the leadership that generates financial and market success. His business experience spans a variety of assembly, manufacturing, and service center operations. In addition, Mr. Patterson offers a unique combination of engineering, financial and operating management

Times shown are local time.

Los Angeles Chapter: TBD, May 19

Orange County Chapter: "Re-inventing and Building a Business for Greater Customer Value and Financial Growth", Brian Williams, CEO, AIP Aerospace, May 4

San Fernando Valley Chapter: "Government Supports for A&D Exporting and Manufacturing", William Chun, Senior Director, Office of the Mayor, May 16

San Diego Chapter: Panel: Impacts of the DoD IT Security Mandate and Other Compliance Matters, Tuesday, May 23 (5:30-7:45pm evening)

Dallas-Ft. Worth Chapter: TBD, May 11

Arizona Chapter: TBD, May 11, 2017

South Bay Chapter Steering Committee

- **George Uhl (Chapter Chair)**, First 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
- **Jaymee Del Rosario**, CEO/President, International Metal Source
- **John Anderson**, Director, California Manufacturing Technology Consulting

experience.

Most recently, Mr. Patterson was CEO of Aerospace Manufacturing Group, Inc., a holding company comprised of two locations serving the Aerospace & Defense Industry. Prior to AMG, Mr. Patterson was a minority owner of PCA Aerospace, Inc., where he was responsible for acquisitions. In addition, Mr. Patterson has experience managing processing houses and support several aerospace industry roll-ups.



Paul Weisbrich is a Managing Director in the Investment Banking Group at D.A. Davidson where he leads the firm's Aerospace, Defense & General Industrials team. Paul possesses over three decades of investment banking and corporate finance experience on behalf of middle market and public companies, with a particular emphasis on cross-border transactions. Mr. Weisbrich has advised more than 350 companies and led the closing of over \$6 billion in transactions spanning five continents.

Earlier in his career he worked in Bank of America and Robertson Stephens Investment Banking Groups, Paul has served on the board of several middle-market companies as well as LMU's National Alumni Board. Mr. Weisbrich is a frequent lecturer on investment banking topics in North America, a long term member of The Association for Corporate Growth and is on the Executive Committee for the Aerospace & Defense Forum. Paul is an active adjunct professor on M&A topics at USC's Marshall School of Business Executive MBA program.

He holds a B.A. in Business from Loyola Marymount University and an MBA from the University of Southern California

Recently Posted Presentation Recordings on the A&D Forum Website

"Cybersecurity Update: Latest Impacts on Aerospace & Defense", Brandon Gunter, Senior Manager Information Security Services, Moss Adams Advisory Services, Arizona Chapter, March 9

- **Kim Defenderfer**, Senior Vice President, Regional Manager, California United Bank
- **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
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- **Robert Jacobson**, Desert Sky Holdings
- **Ivan Rosenberg**, President, InVista Associates, Inc.

A&D Forum Executive Director
Ivan Rosenberg
818-505-9915

"The Future of Vertical Lift", Jeffrey Nissen, Business Development Manager - Technology and Innovation, Advanced Tiltrotor Systems, Bell Helicopter, Textron Inc., and Presentation by The Paschal Aerospace Engineering Club, Dallas-Ft. Worth Chapter, March 9

"Defense Industry Outlook and Trends", General Bob Edmonds, Senior Vice President, Elbit Systems of America, Los Angeles Chapter, March 17

"DoD Innovation and Collaboration Opportunities", panel: SPAWAR Systems Center, Pacific US Third Fleet Experimentation, Warfighter Science Advisors, San Diego Chapter, March 28, 2017

"How to Professionally Manage A&D Projects", Barry Draskovich, Group Vice President of Program and Contract Management, Parker Aerospace, Orange County Chapter, April 6

"State of the Art Additive Manufacturing Technology", Tour of Morf3D, Inc. Ivan Madera, CEO & Melissa Orme, Chief Technology Officer, South Bay Chapter, April 12, 2017

The Aerospace & Defense Forum Website

AerospaceDefenseForum.org