

# The Aerospace & Defense Forum



Facilitating Business Communication, Collaboration, & Commerce

November 2020

Issue: 89

## The A&D Forum Newsletter

You are receiving this email because you joined a mailing list for the A&D Forum. You may join the A&D Forum [here](#).

### Events

- National Virtual Events: a listing of national events, all webinars
- A&D Forum Virtual Events
- Arizona Virtual Events: a listing of some of the Arizona oriented virtual events.

### The Industry

- Webinar Recordings on the A&D Industry
- Articles on the A&D Industry
- Articles About Boeing

### International and Import/Export

- Articles on International and Import/Export

### Manufacturing Management

- Articles on Manufacturing Management

### Opportunities

### Space Industry

- Articles on the Space Industry

If not already a member, you are invited to join The Aerospace & Defense Forum at <https://aerospacedefenseforum.org/>.



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We hope this A&D Newsletter is useful to your success. Stay safe and healthy!  
Ivan Rosenberg  
Co-Founder & Executive Director, The Aerospace & Defense Forum  
Managing Partner, InVista Associates, Inc.  
<https://www.linkedin.com/in/ivanrosenberg/>

## National Virtual Events



### The U.S. Department of Commerce and the U.S. Small Business Administration

- [Resources to Grow your Business Through International Sales](#), Friday, November 13, 2020 - 10:00am to 11:00am eastern time

### Aviation Week Webinars

- > [Exploring the Digital Journey: Designing and Building a Supersonic Jet](#), Thursday, November 5, 2020, 11:00 am pacific time
- > OEM and Supply Chains: Working Through the Crisis, November 16, 10:00 eastern
- > The Wings Club Aviation Leader Series with Ed Bastian, November 18, 12:00 EST
- > [A&D Future of Industry: The Digital Pivot](#), Wednesday, November 18, 2020, 8:00 am pacific time
- > Forecasting 2021 Fleet & Capacity, November 19, 8:00 EST
- > Present, Future and Past: A Spotlight on IATA's AGM, November 23, 8:00 EST
- > Return of the MAX, November 24, 11:00 EST

[Click here](#) to register and access recordings.

### Conferences

- > [NDIA 2020 Virtual Systems and Missions Engineering Conference](#), Nov 10, 12, 13
- > [Aviation Week's A&D Mergers and Acquisitions Conference](#), November 11
- [ASCEND: The event defining the future of space](#), November 16-18, 2020
- > [2020 Military Aviation Logistics & Maintenance Symposium](#) (MALMS Virtual), November 17-18



California's Manufacturing Network



- > [NDIA November Manufacturing Division Virtual Meeting](#), November 18-19, 2020
- > [The 2021 Military Additive Manufacturing Summit & Technology Showcase](#), February 23-24, 2021
- > [Space Tourism Conference](#), April 28, 2021, at Proud Bird, Los Angeles
- > [Space Tech Expo USA 2021 Conference](#), May 10 - 12, 2021, Long Beach California
- > [54th International Paris Air Show](#), June 21-27, 2021



### **NexGen Peer Network for Manufacturing Executives**

- > 6-Nov: Jim Twerdahl, [10 Ways to Innovate - It Is Not Enough to Build a Better Mousetrap](#)
- > 13-Nov: Hema Dey, [How to Increase Your Market Share - Leverage Your Online Assets](#)
- > 20-Nov: Jeff McCausland & Tom Vossler, [Battle Tested! - Gettysburg Leadership Lessons For 21st Century Leaders](#)
- > 4-Dec: John Thompson, [Maintain Focus in 2021 When the World Is in Turmoil](#)

### **Space Foundation**

- > [Space Symposium 365](#)

## **A&D Forum Virtual Events**

### **Webinar plans**

We plan at least three webinars a month - one National Online Forum and two chapter webinars. Go to the online [Calendar](#) on the A&D Forum website for an up-to-date and comprehensive list of upcoming events.



### **A&D Forum: National Online Forums:**

- > November 18: ["The Future of A&D Manufacturing with 3D Printing"](#), Matt Sand (President, 3DEO), Paul Walsh (Vice President, Ascent Aerospace), Ivan Madera (CEO, Morf3D), and Gabriel Suppes (Sr. Sales Engineer, Purple Platypus)
- > December 10: "The Pandemic and Beyond: An Economic Assessment", Jeff Korzenik (Chief Investment Strategist, Fifth Third Bank)
- > January 13: "What U.S. A&D Companies need to know about Competition with China", David Conrad (Director Business Development, PTI Technologies), Capt. (Ret) Scott Tait (Executive Director, SD Catalyst), Michael Bruno (Senior Business Editor, Aviation Week Network)

### **A&D Forum: Chapter Meetings**

- > November 10: ["Trends in Aerospace & Defense M&A"](#), Abe Nour (Moss Adams LLP, Moderator), Ryan Murphy (KAL Capital Markets), Michael Del Pero (Focal Point), and Sameer Patel (Angelus Equity Partners), South Bay Chapter
- > December 3: AeroDynamic Advisors, Orange County Chapter

## Arizona Virtual Events



### Arizona Technology Council:

- Wednesday, November 4, 2020 - Governor's Celebration of Innovation Virtual Awards + Tech Showcase
- Thursday, November 12, 2020 - 2020 Virtual Aerospace, Aviation, Defense and Manufacturing Conference
- Wednesday, November 18, 2020 - Tucson after5 Tech Mixer: Town of Sahuarita (Free Member Event)
- Wednesday, December 2, 2020 - 2020 Virtual Cybersecurity Summit
- Wednesday, December 9, 2020 - Save the Date! Tucson after5 Holiday Tech Mixer (Free Member Event)
- Wednesday, January 13, 2021 - 2021 Phoenix Golf Tournament

[Click here](#) for more information and to register for ATC events. A&D Forum members receive ATC member rates for ATC events.

### Arizona Commerce Authority:

- > Building Your Digital Foundation Part 1  
SESSION 94: TUESDAY - November 3 | 9:00 AM
- > Building Your Digital Foundation Part 2  
SESSION 95: THURSDAY - November 5 | 9:00 AM
- > Mastering Your Company Numbers  
SESSION 96: TUESDAY - November 10 | 9:00 AM
- > How to Motivate and Incentivize Employees  
SESSION 97: THURSDAY - November 12 | 9:00 AM

[Click here](#) for more information and to register.

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## Webinar Recordings on the A&D Industry



### Aerospace & Defense Forum

#### National Online Forums:

> ["How to Increase Your Sales Through Reshoring"](#), Harry Moser, President, Reshoring Initiative, October 6

#### A&D Forum: Chapter Meetings:

> ["The Private Equity Strategy for Navigating the A&D Market in 2021"](#), Ryan Boyle (Moderator) (President, BOB Search), Paul Weisbrich (Managing Director, Investment Banking Group, D.A. Davidson), Paul Teske (Co-Founder and Partner, ATL Partners), Bryan Perkins (Founder & CEO, Novaria Group), Tracy Glende (Chief Executive Officer, Valence Surface

Technologies), and Christopher Celtruda (Managing Principal, Destiny Equity Partners), October 2, Orange County Chapter

A&D Forum presentation recordings are available only to A&D Forum members.

**Aviation Week Webinars:**

- > NASA Administrators Panel: Where We've Been, Where We're Going, Oct 9
- > Fireside Chat with IATA Vice President, The Americas, Peter Cerdá, Oct 6
- > Fireside Chat with Air Lease Corporation Executive Chairman, Steven F. Udvar-Házy, Oct 13
- > Finding Opportunity In The Space Sector, Oct 16
- > Ask the Expert - Comprehensive Defense Against the Emerging Drone Threat, Wednesday, October 21, 2020
- > Winter of Discontent, October 22, 2020
- > Restoring Passenger Confidence in Air Travel, October 28, 2020
- > Changing Supply Chains, October 29, 2020

[Click here](#) to access Aviation Week webinar recordings.

**Aviation Week Podcasts:**

- > [Boeing 737 MAX Return Nears As 787 Bids Adieu To Seattle](#), Oct 9
- > [In It For The Long Haul](#), October 23, 2020
- > [Embraer's CEO on the Breakup With Boeing and Going It Alone](#), October 26, 2020

**AMP SoCal Webinars:**

- > [Apprenticeship Innovation Forum](#), August 27, 2020
- > [HUBZone Certificate Application Workshop](#), September 15, 2020

[Click here](#) for access to all AMP SoCall webinar recordings.

**NexGen Peer Network For Manufacturing Executives:**

[Click here](#) for access to all NexGen Peer Network recordings.

**Aviation webinars presented by AIN**

[Click here](#) to access webinar recordings

**LA Mayor Garcetti Manufacturing Summit 2020**

[Click here](#) to access Summit recording

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## Articles on the A&D Industry

- > [Opinion: Why Airliner Manufacturing Could Go From Bad To Worse](#), by Richard Aboulafia, Aviation Week, October 26, 2020
- > [Will Any Boeing And Airbus Tier 1 And 2 Suppliers Go Bankrupt?](#), by Michael Bruno, Aviation Week, October 21, 2020
- > [Opinion: Three Predictions For The Post-COVID Supply Chain](#), by Kevin Michaels, Aviaiton Week, ctober 08, 2020



- > [Cargo Conversion Specialists See Strong Demand Despite COVID-19](#), by Helen Massy-Beresford, Aviation Week, October 12, 2020
  - > [Tough Winter Ahead For Airlines Burning Cash](#), Helen Massy-Beresford, Aviation Week, October 13, 2020
  - > [U.S. Carriers: Road Back To Normal Will Be Long And Hard](#), Aviation Week, October 27, 2020
  - > [Airlines Revamping Fleets With Little Insight On Future](#), by Sean Broderick, Helen Massy-Beresford, Adrian Schofield, Jens Flottau, Ben Goldstein, Aviation Week, October 29, 2020
  - > [Boeing Expects MRO Workforce Demand to Remain High, Despite Downturn](#), by Lindsay Bjerregaard, Aviation Week, October 16, 2020
  - > [Private Equity Pushes Into Aerospace And Defense](#), by Michael Bruno, Aviation Week, October 20, 2020
  - > [Q3 2020 Aerospace & Defense Industry Update](#), Greenwich Capital Group
  - > [Ampaire's Electric EEL Skymaster Makes Longest Flight Yet](#), by Curt Epstein, AINonline, October 12, 2020
  - > [Why this space age airplane could change flying forever](#), by Paul Sillers, CNN, October 3, 2020
  - > [Opinion: Economic Downturn Opens Doors For Entrepreneurs](#), by P. Barry Butler, Aviation Week, October 15, 2020
  - > [Click here](#) to subscribe to TransportUP, periodical on aerial mobility industry
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## Articles About Boeing

- > [As Boeing struggles to stay competitive, top jet buyers describe daunting outlook](#), By Dominic Gates, Seattle Times, Oct. 26, 2020
- > [Boeing's Rare Forecast Reductions Underscore Pandemic's Reach](#), by Sean Broderick and Guy Norris, Aviation Week, October 14, 2020
- > [Why Boeing Might Shift Where it Manufactures Jets](#), by Jon Hemmerdiner, FlightGlobal, October 16, 2020 - 101620
- > [Boeing To Cut More Jobs, Conserve Cash Amid Pandemic, Internal Struggles](#), by Sean Broderick and Guy Norris, Aviation Week, October 28, 2020
- > [Will There Be Future Boeing/Embraer C-390 Collaboration?](#), by Steve Trimble, Aviation Week, October 16, 2020
- > [Boeing assessing technologies for next commercial jet: CEO](#), by Jon Hemmerdinger, FlightGlobal, October 28, 2020



## Articles on International and Import/Export

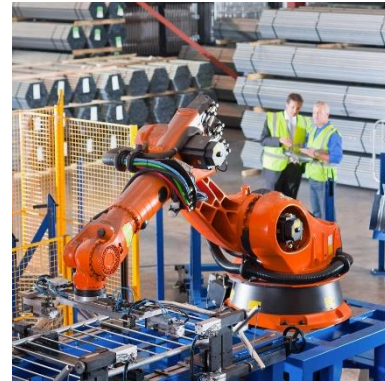
- > [Video: What's Next in the US-China Economic Relationship?](#), from The USC U.S.-China Institute and the USC Center on Transnational Law and Business, October 30, 2020



- > [A&D Industry And The Chinese Conundrum: Get In Or Out?](#), Michael Bruno, Aviation Week, October 16, 2020
  - > [Competing With China: A Strategic Framework](#), by David Moschella and Robert D. Atkinson, Information Technology & Innovation Foundation, August 31, 2020
  - > [Click here](#) to subscribe to and access past issues of the Reshoring Initiative Newsletter.
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## Articles on Manufacturing Management

- > [2020 Aerospace & Defense Manufacturing Yearbook](#), SME
- > [Will Airbus Pull Work Back To Europe From Abroad?](#), by Jens Flottau, Aviation Week, October 28, 2020
- > [Airbus Now Looks To Raise Single-Aisle Output In Mid-2021](#), by Jens Flottau, Aviation Week, October 29, 2020
- > [Fast Five With Honeywell's Mike Madsen](#), by Joe Anselmo, Aviation Week, October 30, 2020
- > [Startups Embrace Additive Manufacturing For Speed To Market](#), by Graham Warwick, Aviation Week, October 22, 2020
- > [High-Performance Machining Center ROI: How to Determine a Machine's True Value](#), Sponsored By Makino, Aviation Week, September 29, 2020



## Opportunities

"**Space is Open for Business**," the new book by Robert C. Jacobson, provides a valuable introduction to the commercial movement known as NewSpace. The book is a must read, providing critical insights for those inside and outside the industry looking to learn more about how the space sector is helping our planet, our society and our future. The book provides a 360-degree view of a \$350 billion global industry.



"Robert Jacobson wrote a must-read book for anyone interested in the business and commerce of space. This book will open your eyes, heart and mind to the possibilities and potential solutions derived from space." - Lori Garver | Former NASA Deputy Administrator.

[Click here](#) to learn more.

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## Articles on the Space Industry

- > [Small steps to giant leaps: NewSpace investment opportunity lifting off](#), Ken Herbert, Canaccord Genuity LLC
- > [Pentagon wants SpaceX delivering cargo around the globe — and a live test could come next year](#), by Aaron Mehta, C4ISRNET, October 7, 2020



- > [Opinion: Rules For Space Warfare](#), by Paul Szymanski, Aviation Week, September 29, 2020
  - > [The future of spaceflight—from orbital vacations to humans on Mars](#), by Nadia Drake, National Geographic
  - > [Space shuttle Endeavour's trek across LA: Timelapse](#)
  - > [China's CASIC reveals five-year plan for reusable spaceplane, commercial space projects](#), by Andrew Jones, SpaceNews, October 19, 2020
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