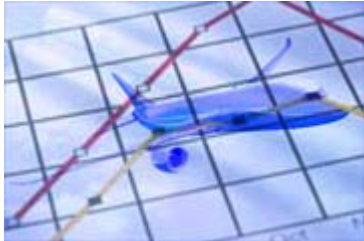




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# *About Us*



AeroVisionary Associates is a group of four aviation industry professionals who can provide OEM's, aircraft leasing companies, airlines, financial institutions, and investors with expert advice – allowing confident planning for and selection of both current and future products, services, and strategies.

With more than 30 years of management experience apiece in careers at GE Aircraft Engines, Pratt & Whitney, CFMI, IAE, Engine Alliance, and Boeing Commercial Airplanes, the partners offer their comprehensive understanding of the commercial aviation industry in order to provide objective and independent assessments of current / proposed programs or strategies utilizing the most up-to-date information and analysis.

These services offer the broadest scope of evaluation needed to be prepared for industry changes and new business developments. Client studies can range in depth from the generic to detailed analyses tailored to respond to customers' specific requirements.



# ***Expertise***

- Commercial aviation market forecasting – passenger & cargo aircraft
  - Large commercial transports
  - Regional jets
- Strategic product and business planning studies
- Market analysis & scenario evaluation
- Economic / operating performance evaluation of specific aircraft / engine configurations
- Identification and assessment of potential company acquisitions
- Route structure analysis
- Airline fleet planning
- Market capture & potential segment penetration
- Expert witness consultations / testimony



# Biographies



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- Born & raised in Brooklyn, NY
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- Education –
  - BS Aeronautical Engineering  
University of Detroit
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  - MS Engineering Rensselaer
- 24 Yrs GE Aircraft Engines
  - Gen'l Mgr Marketing Department
  - Gen'l Mgr Aircraft Programs Dept
    - GE Long-Range Forecast
    - Advanced Engine Programs planning & strategy – prime interface with Airbus & Boeing
    - Negotiations of GE business agreements for commercial engine programs ( including the *Engine Alliance* )
- 15 Yrs Pratt & Whitney
  - Strategic Planning & Airline Sales



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    - Engine Strategy
    - Engine Contracts
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  - Dir. Product Strategy
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# Biographies



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Commercial transports & engines  
Bottom-Up Airline forecast  
Engine shop visit forecast
    - Market analysis  
Airline fleet planning  
Engine business program analysis
  - Director, Marketing Operations for  
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    - Market Forecasting
    - Airline Economic Analysis
    - Sales support
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Xavier University, Cincinnati
- 35 Yrs GE Aircraft Engines  
Mgr, Market Analysis & Mgmt Info
  - Market analysis
  - Commercial Market Forecast  
Large comm'l transports  
Regional jets  
Commercial turboprops
  - Engine flying hours forecast
  - Creator & publisher – the GEAE  
Commercial Market Assessment
- Prior to 23 years spent in marketing,  
worked in IT as systems analyst /  
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- 1 Yr. at IBM; 1 Yr. as educator



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