



Aviation Fleet Group

Daniel M. McDonald

612-600-0443

dan.aviationfleetgroup@gmail.com

- **Global Aviation Advisory Services**
- **Transportation, Bus. Dev., Restructuring, Finance, Marketing, Negotiations, Fleet & Network Planning**
- **P&L Responsibility with Multi-Billion Dollar Companies; Annual Budgets up to \$1.5 Billion**
- **Replicated P&L Benefit Savings of \$50, \$150, \$300 & \$400 Million at Four Companies**
- **Negotiated, Evaluated and Procured Aircraft Valued at \$8 Billion**
- **450+ Aircraft Negotiated and Acquired at Four Companies (Airplanes & Helicopters)**
- **Restructuring and Business Plan Development at Four Companies**
- **Bankruptcy Turnaround at Two Companies**
- **Started Compass Airlines; Leading Regional Carrier Flying 4+ Million Passengers Annually**
- **Led Aircraft Sales & Leasing for Both Airplanes and Helicopters**
- **MBA, MS, BBA Degrees**

EXPERIENCE

Aviation Fleet Group

Managing Director & Global Aviation Advisor

May 2014 – Present

Past and current clients include: Airline/s, Investment Mgmt. Firm/s, Private Equity Firm/s and Company seeking to enter Airline Industry as Supplier. Also serving as an Expert Advisor with “Plane View Partners”

CHC Helicopter

Sr. Vice President, Fleet and Chief Commercial Officer

June 2009 – April 2014

- Successfully led business/fleet strategy during unprecedented industry helicopter grounding crisis
- Started long-range strategy and planning process. First time company had created overall plan
- Successfully led acquisition of ~\$1.8Bn in helicopters from 3 suppliers at “best in class” terms
- Simplified fleet while disposing of ~\$250MM of helicopters at good value
- Created several new processes to drive better business
- Managed and led negotiations on major corporate issues
- Key thought leader and longest serving Senior Team Member

Northwest Airlines

Vice President, Finance - Strategy and Fleet Planning

September 2005 – December 2008

Sr. Vice President, Business Development – Compass Airlines

Recruited back to lead business strategy with focus on fleet decisions, long-range capacity plan and establishment of new airline as key elements of business plan

- Started “Compass Airlines” and led all aspects of business startup including: negotiating agreements, facility / site location, first 25 hires identified, established budget / cash flow / financing plan, schedule plan, completed DOT process, information systems support and branding
- Led and coordinated rationalization of fleet and capacity plan through Chapter 11 bankruptcy process, which supported obtaining ~\$400MM annual P&L ownership savings through 100+ aircraft and 3 fleet type reduction with no negative impact to daily operation. Plan integrated with operations, maintenance and overall business plan on a 5 year time horizon (never before produced)
- Led negotiations, financial evaluation and cross-company actions to acquire 72 large regional jets (~\$1.7Bn capital) that produced ~\$150MM annual P&L benefit. Key departments in coordination effort included: Marketing, Legal, Technical Operations, Performance Engineering, Supply Chain, Flight Operations and Property and Facilities. NWA became launch customer of new “NextGen” CRJ-900 and Embraer 175 AR version aircraft

Daniel M. McDonald (continued)

DHL Express

Sr. Vice President, Air and Ground Planning – Americas

January 2004 – September 2005

Led and managed the air and ground network transportation system for the United States and cross border operation with Canada and Mexico

- Added 7 ground hubs to build integrated US ground network to alleviate volume pressure on air network and better compete with FedEx and UPS. Without this action, customer shipments would be at risk of missing transit times and guarantees. Ground network established to support better network operation and eventual shift of shipments from air to ground network to pull down 26 aircraft resulting in \$30+MM annual cost savings
- Successfully justified expansion of Allentown hub and new West Coast hub plan / network (\$150MM capital)
- Managed annual budget of \$1.5Bn for air and ground business segments
- Delivered \$50MM in annual cost savings through internally developed and implemented projects
- Integrated Air and Ground Network Planning organizations and built up key capabilities to improve revenue forecasting, P&L contribution by network segment and financial justification process for capital acquisitions

US Airways

Vice President, Marketing – Planning and Scheduling

April 2002 – January 2004

Vice President, Finance – Fleet Planning and Acquisition

President, Aircraft Leasing and Sales Division

Recruited by new management team to restructure business plan with focus on fleet and network / schedule plan

- Led restructuring of contracts with Airbus, Bombardier and GE Aviation resulting in annual savings of \$300MM+
- Completed largest regional jet firm order in history (170 units, ~\$3.2Bn capital) with annual P&L benefit of ~\$400MM and set up process to manage implementation and delivery of aircraft across 3 existing operators
- Managed all aspects of schedule, network and fleet plan for US Airways, including wholly owned subsidiaries, affiliate regional jet and turboprop operators
- Key member that restructured aircraft costs through Chapter 11 bankruptcy producing annual savings of ~\$150MM

Delta Airlines

Director, Finance – Fleet Planning and Capital

May 1999 – April 2002

Led fleet decisions for Delta, Comair and Atlantic Southeast Airlines (800 aircraft)

Northwest Airlines

Director, Finance – Fleet Planning

August 1998 – May 1999

Manager, Marketing - North American Planning

October 1996 – August 1998

Senior Specialist - International Capacity Planning

September 1995 – October 1996

Senior Financial Analyst - Financial Planning and Analysis

November 1994 – September 1995

Planning Specialist - North American Planning

July 1992 – November 1994

EDUCATION

University of Minnesota

Carlson School of Management

Master of Business Administration – June 1992

University of North Dakota

Center for Aerospace Sciences

Master of Science - December 1989

University of North Dakota

Center for Aerospace Sciences

Bachelor of Business Administration – May 1988