

# RON STEVENSON

176 PUSEY MILL ROAD, COCHRANVILLE, PENNSYLVANIA 19330  
610-470-0391 | RON.STEVENSON@AIRBUS.COM

Honorable AAMS Board Members.

I am writing to express my sincere interest in an At-Large Board position. As a seasoned professional with 37 years of experience in rotary wing Air Medical applications I believe I can bring a solid foundation of experience, leadership skills, and professional integrity to this role.

Since my start with an original-equipment-manufacturer (OEM) in 1981, I have seen tremendous growth, change and overall evolution in the Air Medical market. In my current position as Senior Manager of Key Air Medical accounts I've developed and maintained a consistent track record of achieving organizational and individual goals for AIRBUS and our customers.

I have particular expertise in helping operators and end-users deliver the right product and capability to their customers. I always strive to maintain a positive relationship whether working with hospital based, community based or hybrid business models.

My intent with Board acceptance is to deliver perspective from the OEM world. This would be broad ranging including technical, economic, historical, research and related resource data. I will strive to serve as he Board requires while bringing insight from my experience and knowledge base. I truly can be an asset to the Association.

I would welcome the opportunity to meet with you to learn more about this opportunity and discuss how my skills and experience can contribute positively to the AAMS Board. Thank you for your time and consideration. I look forward to hearing from you soon.

Sincerely,

Ron Stevenson  
AIRBUS Helicopters

May 29, 2019

AAMS Nominating Committee  
Dave Evans, Chair of the Nominations Committee  
Association of Air Medical Services  
909 N. Washington Street, Suite 410  
Alexandria, VA 22314

RE: Support for Ron Stevenson's Nomination for At Large Board Member

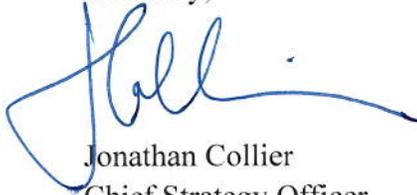
Dear Mr. Evans:

I would like to express my support for Ron Stevenson, Senior Manager at Airbus, for an At Large Director for the AAMS Board. In working with Ron, he has shown that his leadership experience and capabilities in the air medical industry will make him a wonderful asset to AAMS and to face the challenges in our industry.

Ron's diverse background which includes aviation services, leadership and business development for many years in the industry will allow him to effectively communicate and collaborate with providers across the industry on behalf of AAMS.

I fully support Ron's nomination to this position, and I personally support his efforts to make this industry better by serving on the board. I am confident his contributions to the AAMS Board will be of value to the association and to our industry.

Sincerely,



Jonathan Collier  
Chief Strategy Officer  
Apollo MedFlight, LLC

29 May 2019

Honorable AAMS Board Members,

My name is Treg Manning and I am Vice President of Commercial Sales and Marketing for Airbus Helicopters, Inc. in North America. I have been involved in various aspects of Rotary Wing Air Medical Helicopters for 30 years. My involvement started as a Flight Paramedic and then transitioned to occupations with Air Medical completion centers, operators and OEM positions. I am not, however, writing to tell you about me.

A distinguished colleague of mine, Ron Stevenson, would like to enter his candidacy for an at-Large position on the AAMS Board. Ron reports directly to me here at Airbus. In this respect, my Airbus colleagues and I fully support his potential as an AAMS Board Member. He will bring unique perspectives and insights from his 37 years of OEM Air Medical experience.

Ron started his rotary wing career in 1981 with MBB Helicopter Corporation. In its day, MBB was a growing leader in Air Medical Helicopter evolution. Those roots are buried deep as MBB has evolved through corporate changes to become Airbus Helicopters today. Ron has been a part of and supported this Air Medical growth throughout his career. It is truly an amazing story.

I firmly support Ron's pursuit as an At-Large Board member of AAMS. Having worked with Ron for the last 10 years and knowing the Air Medical market well, I can truly attest to his benefits as a member of the AAMS Board.

Please contact me if you have any questions.

Sincerely,



Treg P. Manning  
Vice President, Commercial Sales and Marketing  
[Treg.Manning@airbus.com](mailto:Treg.Manning@airbus.com)  
+1 972 641 3464



# Ron Stevenson

(610) 470-0391 | E: ron.stevenson@airbus.com

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## PROFESSIONAL SUMMARY

Versatile Senior Manager specializing in rotary wing aviation application to Air Medical operations. I am skilled at planning, implementing and delivering the correct airframe solution for program safety and success. I also deliver economic improvements to drive business growth and efficiency. My history of involvement with Air Medical operations since 1981 brings unique perspectives and knowledge to the Board regarding evolution of the market to current day.

## SKILLS

- Reporting oversight
- Cross-functional collaboration
- Troubleshooting and problem resolution
- Budget administration
- Documentation and reporting
- Strategic planning
- Vendor relationship management
- Trend analysis

## WORK HISTORY

### SENIOR MANAGER, KEY ACCOUNTS

10/1981 to CURRENT

#### AIRBUS Helicopters | Grand Prairie, TX

- AIRBUS Helicopters and predecessor companies since 1981. (MBB Helicopter 1981-91; American Eurocopter 1991-2014; AIRBUS Helicopters 2014-Current) Thirty-Seven years total.
- Oversee all-interactions with large and strategic Air Medical customers.
- Identify issues and recommend solutions to economic, technical and administrative problems.
- Determine priorities and suggest solutions to enhance customer success potential.
- Analyze competitive market data and summarize trend recognition for AIRBUS senior leadership.
- Participate in customer review sessions as an intermediary and advocate for both parties.
- Provide financing solution suggestions for aircraft acquisitions and fleet renewal planning.
- Schedule AIRBUS management meetings with Key Account executive and senior leadership.
- Determine priorities and path forward to enhance customer experience and success.

## EDUCATION

**Associate of Science** | Business Administration And Management  
**Delaware County Community College, Media, PA**

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