



City of Concord, New Hampshire

OFFICE OF THE MAYOR

Byron O. Champlin

TO: Members of City Council

FROM: Mayor Byron O. Champlin

DATE: April 7, 2025

RE: Airport Advisory Committee Appointments

I propose the appointment of the following individuals to the Airport Advisory Committee for three-year terms that will expire May 31, 2028.

- David T. Segal. If approved, David Segal would serve as a Concord Business Community Representative. David Segal's letter of interest and resume are attached.
- Tom Winkelmann. If approved, Tom Winkelmann will serve as a General Public Representative. Tom Winkelmann's letter of interest and resume are attached.

In addition to the above, I propose the re-appointment of the following individuals to the Airport Advisory Committee.

- Richard Bartle. If approved Richard Bartle will continue to serve as an Aviation-Oriented Representative for an additional three-year term that will expire April 30, 2027.
- Warren Runde. If approved Warren Runde will continue to serve as a General Public Representative for an additional three-year term that will expire February 28, 2027.

In accordance with Section 18 of the City Council Rules, these proposed appointments are being distributed to City Council as information in advance of formal action at the May 12, 2025 City Council meeting.

Bonenfant, Janice

From: David T Segal <dtsegal@sanelNAPA.com>
Sent: Friday, March 21, 2025 12:48 PM
To: Bonenfant, Janice
Cc: Champlin, Byron
Subject: Concord Airport Advisory Committee

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To whom it may concern:

I am writing to apply to be appointed for the open position as a Concord business community representative to the Concord Airport Advisory Committee.

As a life-long resident of the greater Concord region, my background working with both small and large business development, I have an interest in supporting the future of Concord Airport.

Furthermore, our business property is located near the airport on Old Turnpike Road. I am interested to ensure the area surrounding area is supportive of the future growth of Concord Airport.

Respectfully Submitted,

David Segal  [David Segal - Background - 2025.docx](#)

David T. Segal, MAAP

President & Co-CEO
Sanel NAPA
Automotive Supply Associates, Inc.
Sanel Realty Co.
SAS Realty Limited Partnership

102 Old Turnpike Road
Concord, NH 03301
(603) 410-2600
dtsegal@sanelNAPA.com
www.sanelNAPA.com



David T. Segal

Primary Business address: 102 Old Turnpike Road, Concord, NH
219 South Main Street, Concord, NH
603-410-2600 (Work & Cell)

- Sanel NAPA - President & CO-CEO – 1987- Present – 4th Generation family ownership
- Sanel Reality – CO-Owner – 2012 – Present
- Boys & Girls Club of Central NH – 2012-Present -Board Secretary (2025), Past Board Chair, current Board member
- Greater Concord Chamber of Commerce – Board Member – 2021 – Present
 - Local Government Affairs - Sub Committee current member -2023-2025
 - State Government Sub Committee – 2023-2025
- Abbott-Downing Historical Society – Director -2024-Present
- Concord Rotary Club – 1997 – 2018
- BAC- Youth coach- baseball and basketball – 2003 – 2016
- Granite State Baseball League – Over 50 player division – 2016 – Present
- Wife – Ellen Segal - Retired teacher -Rumford and Abott-Downing School
- Children – Benjamin – (27) Jane (25)

Tom Winkelmann Jr.

Contact

47 Oakmont Drive
Concord, NH 03301
603.630.9252

tawinkelmann@yahoo.com
Thomas.winkelmann@riveron.com

Dear Janice

I want to express my interest in serving on the City of Concord's Airport Advisory Committee. I have been a resident of Concord for 5 years and New Hampshire for 20.

My 30+ year career has predominately been in Aerospace, Defense, and Aviation in many different facets. My love of aviation goes back to my boyhood and watching the Apollo Astronauts on the large black and white televisions wheeled into my classroom.

I would be pleased to serve on this committee or anywhere leadership believe that I could contribute.

Sincerely,

Tom Winkelmann

Cc: Honorable Mayor Byron Champlin

Enclosure: Tom Winkelmann Professional Resume

Tom WINKELMANN, JR.

47 Oakmont Drive, Concord, NH 03301
(603) 630-9252 • tawinkelmann@yahoo.com

SENIOR BUSINESS LEADER

Senior executive experienced in driving strategy, incremental revenue and profitability through growth and cost reductions, and improving overall operations of complex global businesses. Global, multi-site P&L experience with small to medium size companies. Key strengths include strategy development/execution, international business, supply chain/logistics, government/military contracting experience and a passion to achieve growth. Excellent communications skills and a strong background in engineered products.

- **Strategic Leadership:** Strategic view of businesses with both start-up and turn-around experience, as well as business consolidation and geographic moves. Results include top and bottom-line growth, enhanced customer relationships, and improved cash performance.
 - **Operational Excellence:** Experienced lean leader, focused on elimination of inefficiencies, improving quality/ safety and inventory reduction. Experienced in establishing and managing KPIs.
 - **International Business:** Extensive international collaboration, sales, and operations experience. Global experience spans North America, EMEA, and APAC, with expatriate assignments.
 - **Achieving and Managing Growth:** Proven record of delivering growth with concurrent profit and cash improvement
-

EXECUTIVE EXPERIENCE

Riveron, New York, New York

August 2023 - present

Riveron is a full-service advisory firm with a dedicated Aerospace and Defense Practice.

Director

- Interim executive for Los Angeles area distressed Boeing tier 1 supplier
- Facilitated sale of small, technology based defense supplier
- Developed new P/E account for Riveron. Sold and executed assessment of underperforming portfolio company. Sold two follow-on work scopes.

Incora (formerly Wesco Aircraft), Fort Worth, TX

June 2017 - August 2022

Incora is a \$2B private equity owned, global distributor and logistics provider of hardware, chemicals, and electrical components.

Executive Director, Global Strategic Accounts

- Key leadership team member taking company from publicly traded to private equity (Platinum Equity) owned, integrating legacy Wesco Aircraft with equity holding Pattonair.
- Manage c-suite relationships at assigned clients (BAE Systems, Raytheon Technologies, General Electric, Moog, PCC and Safran).
- Manage customer profitability.
- Meet annual growth targets and use account tools such as Share of Wallet, Oracle CRM and Strategic Account Plans.

Weir Valves & Controls, Ipswich, MA

June 2014 - March 2017

WEIR is a Scotland based \$4B global engineering company providing highly engineered solutions.

President / CEO

- Spearheaded a business turnaround, defining and executing strategy to increase revenues, reduce waste, and improve overall employee morale. Restructured the leadership team, enhanced quality, streamlined operations, shed unprofitable product lines and managed \$65M P+L and 160 employees across multiple sites.
- Delivered year over year EBIT improvement of 9 percentage points in first year and 5.6 percentage points in second year. This resulted in going from loss making in 2013 to sustainable double digit EBIT by 2015.
- Reduced working capital usage by 37 percentage points in two years.
- Increase usage and integration of Salesforce CRM tool to support growth activities.
- Restructured business to reduce overhead and create sales organization accountable to the P&L.
- Led business through one month labor strike while restructuring union contract to position company for future.
- Improved transparency and communication by monthly town hall meetings and open door leadership style.

Precision Cast Parts, Tilton, NH**May 2013 – May 2014**

PCC is a \$10B provider of castings, machined parts, assemblies and finishing services to the aerospace industry.

General Manager

- Turnaround leadership role with overall operational responsibility and P&L of a \$45M aluminum investment casting plant with 150+ employees.
- Overhauled safety programs in response to OSHA recordable rate of 12; reduced to 2.5 by departure.
- Rebuilt leadership team plagued by high turnover
- Improved operating working capital, variable cost and productivity, quarter over quarter.

TECT Aerospace, Seattle, WA**May 2013 – May 2014**

TECT Aerospace is a private equity owned manufacturer of precision manufactured components and assemblies.

Vice President / General Manager

- Turnaround role to improve profitability and cash performance of challenged operation.
- Held P&L and strategic responsibility for \$85M group of businesses, three sites in Seattle area and one “green field” machining operation in Mexico.
- Generated cash by reducing inventories by \$3M.
- Re-implemented flawed distribution Kanban solution to improve customer OTD.
- Implemented new nine-axis mill-turn machine technology, resulting in 2000+ labor hour savings per year.
- Implemented lean program including training of ten green belts and regular kaizen events.

White Mountain International Group LLC, Gilford, NH**2010 - 2012****President/Owner**

- Founded trading company specializing in low-labor cost area sourcing of components (China, India and Tunisia)
- Sales representation and distribution services to serve small to medium size businesses facing global competition

Smiths Aerospace (formerly Dowty Aerospace), Laconia, NH / Springfield, MA**2000 - 2010**

\$100M Aerospace fluid distribution components division of \$5B Smiths Group plc; based in London.

President/CEO, 2005 - 2010

Held P&L responsibility for a \$100M Tubular Systems Group of businesses, consisting of four locations in New Hampshire, Ozoir, France, Bangalore, India, and CEZ, Philippines. Served as executive board member on multiple Smiths boards.

- Grew sales by 29% and profits by 204% in five years.
- Developed and implemented strategy for new sites in India (close to key OEM customer Hindustan Aeronautical Limited) and Philippines (Part 145 repair station with superior logistics for Asian customers).
- Developed and implemented inventory reduction strategy to lower inventories by 15% to fund new sites.
- Developed new distribution strategy to reduce reliance on legacy sole-source distributor and grow high margin aftermarket distribution sales.
- Led negotiations for key customer long term agreements with GE, Boeing, UTC and the US Government.
- Negotiated key aftermarket agreement with UTC to sell spare parts for out of production engine programs.
- Achieved 30% cost savings through sourcing in low labor cost areas, resulting in \$1M annual cost savings.
- Implemented talent management strategy including succession planning, mentoring, and training welders in-house to deepen “bench strength” of organization.

Other Smiths senior leadership roles included:

General Manager, Titeflex Aerospace (an STS Company), 2003 - 2005

Group Vice President Sales, Smiths Tubular Systems, Marketing and Engineering, 2000 - 2003

EDUCATION

Master of Business Administration, International Business

TEXAS CHRISTIAN UNIVERSITY, Fort Worth, TX

Bachelor of Science, Mechanical Engineering

TEXAS A&M UNIVERSITY, College Station, TX

Value Selling, 2019

Dupont Safety Training, 2016

Weir Leadership Development Program, 2014 - 2015

Customer Centric Selling, 2011

Lean Manufacturing Training, 2002