



ADS-B: NextGen Avionics

Compliance, Safety and Efficiency

Friday 18th January 2019

Fort Lauderdale, FL, USA

Hosted by

Emil Buehler

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AGENDA

Moderator: Russell McCaffery, Dean, Transportation Programs, Broward College

9.00 Registration

9.30 Welcome Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

9.40 ADS-B: An overview of the new regulations for NextGen avionics and the purpose of such technology

Alexander Craig, Managing Director, AvRisk

10.10 ADS-B Out and ADS-B In: What are the differences, advantages and costs?

Bruce Miller, 110 Airparts

10.40 Networking Break

11.10 PANEL DISCUSSION

How can operators become compliant and what are the deadlines?

E. Terry Jaramillo, President & CEO, vonJet Aviation Group

Conrad Theisen, Director of Avionics Sales, Elliott Aviation

12.10 Networking Lunch Break

13.30 The operators' perspective: What are the main concerns?

Capt. Sakeer C. Sheik, Managing Director, Titan Aviation Group

14.00 Compliance, safety and efficiency: A vision for the future of ADS-B technology

Anthony Tice, Avionics Supervisor, Banyan Air Service

14.30 Concluding Remarks

14.40 Networking Coffee



SPEAKERS

Alexander Craig, Managing Director, AvRisk

Alex is co-founder and Managing Director of AvRisk. He has over 30 years of executive leadership experience in Aerospace, Information Technology, Insurance, and Manufacturing. His corporate career includes senior executive roles at a number of large and mid-size companies including: Allied Signal, Honeywell, Rockwell International, Williams International, Raytheon, Federal Signal, and Progressive. Alex has also been CEO of a number of start-up companies including: Stratos Aircraft, PDT, BELIEVEin, and Craig Research. Early in his career Alex was a management consultant with McKinsey & Company.

Alex holds a BS Degree in Computer Science and Electrical Engineering from Michigan State University, and a MBA Degree from Wayne State University. Alex is an active pilot and holds Air Transport Pilot, Certified Flight Instructor, and UAS certificates. Alex is also a certified Lean & Six Sigma Greenbelt.

E. Terry Jaramillo, President & CEO, vonJet Aviation Group

E. Terry Jaramillo is the founder, President & CEO of vonJet ® Aviation Group, a company focused on mid- and end-of-life transport category aircraft engine leasing. Spanning nearly five decades, Mr. Jaramillo's involvement in aviation began in 1966, when he received his Private Pilot License through Tursair Flight School at Opa Locka Airport. In 1967 he received his instrument and multi-engine ratings, and in 1968 his Commercial Pilot License. In 1969 he formed Crown Aviation Corp. and Aero Service Associates, Inc., an FAA Part 135 Charter Operator, as well as earning a Douglas DC-3 type rating. In 1969, he earned his Airline Transport Pilot License, and was told by the FAA examiner that he was probably the youngest ATP on record, since he was six months shy of his 23rd birthday - all of this while attending the University of South Carolina and Miami-Dade College, and later FIU. He became Chief Pilot for Kentucky Fried Chicken of Florida, Inc., and later formed (owning 20%) Jareck Leasing & Financial Corp., a division of KFC of Florida, which he operated until he sold it to Southeast Bank in 1975. He was immediately hired by Southeast First Leasing to develop, among others, aviation leasing services. In 1968, Citicorp Leasing, Inc. recruited him, and later sent him to Citibank's CAU (Credit Analysis Unit) in New York. There, he obtained his credit initial and went on to manage large relationships for Citibank, e.g., Ryder System, Southeast Bank, etc. In 1973, he was recruited by Hugh McColl, then President of NCNB, later known as NationsBank and Bank of America, to become their first Corporate Lending Group Head in their first Miami office located in One Biscayne Tower. He continued in his banking career after being recruited by Ensign Bank, a bank owned by Ted Arison (founder of Carnival Cruise Lines) and by Pacific National Bank, a bank owned by Banco del Pacifico in Ecuador (where he lived as a child).

After commercial banking, he moved into investment banking, where his entrepreneurial instincts could be better put to use, and the rewards substantially higher, without the inherent conflict of interest of being a bank credit officer approving deals. During that period, he became involved in many transactions overseas, including Chile, Brazil, Venezuela, Guatemala, France, Greece, Switzerland, Germany, Morocco, Poland, Hungary, Finland, Kazakhstan and Russia, all of which gave him a greatly broadened perspective on business. In 1999, he formed Capital Interfunding, Inc. to act as an Internet portal for various types of financing transactions. He put together a group and raised the financing to acquire a B737 "glider" from the estate of George E. Batchelor (Aerospace Finance Corp.) and re-engined it with "baby" JT8-Ds. After a number of other aviation-related financing assignments, in 2003, he formed Jet Aero Holdings, Inc. and Jet Aerospares, LLC together with very knowledgeable industry partners and began acquiring end-of-life aircraft (B747s / B767s) located at the Evergreen Air Center in Marana, Arizona with a view towards harvesting the engines (including APUs) and parting out the airframes. Engines were either sold or leased under "green time" leases, later parting them out, as well. All landing gear, components, control surfaces, etc. were placed on consignment with various parts houses. In 2007, he formed vonJet Advisors, Inc. and in 2008, vonJet Aviation Partners, Inc., which was intended to become an engine leasing fund. Due to the worldwide financial collapse in 2008, followed by the Great Recession, the fund concept was shelved. However, various transactions were



completed with both internal and outside investor capital. Additionally, vonJet acted as aviation advisor to various individuals, companies and banks.

Mr. Jaramillo was a speaker in 2014 US-Africa Air Transport Summit on the subject of Funding Options, Investment Opportunities and the Role of Air Cargo in the Development of US-Africa Air Commerce and Trade.

In 2015, Mr. Jaramillo was a speaker at an AeroPodium conference on U.S. Aircraft Financing and Leasing, where he spoke on the subject of repossessing aircraft in default situations.

In 2016, Mr. Jaramillo was a speaker at an Everest Events Seminar on Aircraft Records & Asset Management.

Mr. Jaramillo was a speaker and is published in the American University International Law Review, Volume 13 | Issue 4, on the subject of Financing Sources for Trade & Investment in Latin America.

Russell McCaffery, Dean, Transportation Programs, Broward College

Russell N. McCaffery is the Dean of Industry, Manufacturing, Construction, and Transportation at Broward College. In this role he oversees the college's Aviation, Supply Chain Management, Automotive, Marine, Building Construction, and Manufacturing programs. He has worked in transportation-related positions for well over 20 years. Mr. McCaffery has consulted on seaport projects for the Organization of American States and was previously the Deputy Federal Security Director at the Transportation Security Administration in Northern New Jersey where he oversaw a staff of 1,400 Transportation Security Officers and support staff. He has also worked in various management positions at the Federal Aviation Administration, and at United Airlines. In his current role, he oversaw a \$24.5M Department of Labor grant to develop industry certifications for entry-level positions in the supply chain management field in partnership with the Council of Supply Chain Management Professionals and has introduced the subject of slavery within the supply chain to his students in an effort to raise awareness of issues they may encounter in their professional careers.

Dean McCaffery holds a Master of Aeronautical Science degree from Embry-Riddle Aeronautical University and a Bachelor of Science Degree in Aviation Operations from San Jose State University. He is a member of the American Association of Airport Executives, the American Society for Industrial Security, and a member of the National Academy of Sciences' Transportation Research Board Aviation Security and Emergency Management Committee.

Bruce Miller, 110 Airparts

Bruce Miller has worked in aviation for 22 years in the highly-competitive South Florida market of aerospace sales and repairs. Beginning his aviation career with an entry-level position in customer service, he has grown into increasingly-responsible positions that include Inside Sales Manager, Repair Marketing Manager, Director of Sales, VP of Sales & Marketing and running his own consultancy. His expertise includes instrumentation & avionics, hydraulic, pneumatic and electromechanical accessories, power generation, windows, and flight control surfaces. A recent project was sourcing end-of-life planes for teardown.

Mr. Miller has trained and mentored dozens of successful aviation professionals and was featured in a 2018 "Interview with Bruce Miller" as part of Dylan Larson's "Influencer" series. His professional motto is "Everybody works in Sales".

A perennial fixture at aviation trade shows, Miller credits aviation with showing him the world via a score of trips to Europe and he has visited 42 of the 50 United States.

Widely connected on LinkedIn, Miller has published several well-received articles and posts. In an industry that can be highly technical, he is adept at cutting through the jargon to restate the message in clear-cut, easy-to-understand terms. Subjects include an explanation of ATA chapters, aviation trivia, and "What is ADS-B Out...and why should I care?".