8th ECAS
European Corporate Aviation Summit
Friday, 30th October 2020
Virtual Conference
7.00 GMT (London) / 8.00 CET (Berlin) / 9.00 EET (Athens)

Co-organized by

Center of Excellence in Logistics, Shipping & Transportation
and Center of Excellence in Tourism & Leisure,
The American College of Greece

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Camber Aviation Management
Moderator: Prof. Dr. Triant Flouris, Executive Director & Professor, The American College of Greece

9.00 EET  Welcome Remarks
Dr. Thimios Zaharopoulos, Provost, The American College of Greece
Panagiotis Panagopoulos, CEO & Founder, AeroPodium

9.10 EET  KEYNOTE ADDRESS
Harry Theoharis, Minister of Tourism, Greece

9.20 EET  PANEL DISCUSSION
European corporate aviation in 2020: Growth and challenges for the future
- Taxation and VAT
- Industry standards and regulations
- Business aviation and tourism
- Airport infrastructure for corporate jets and helicopters
- Implementing an effective "just culture" policy
- Sustainability environmental challenge for Business Aviation and what are the responses?
- A forecast for the future
  - Sharon Mahony, Aviation, Environment and CEM Stakeholder Engagement, DECMA/Environment, Eurocontrol
  - Prof. Dr. Andreas Papatheodorou, Professor/Director, University of the Aegean
  - Konstantinos Starantzis, Attorney-at-Law, Managing Partner, Starantzis & Associates
  - Stavros Tasiopoulos, Sustainable Development Lawyer

10.20 EET  PANEL DISCUSSION
Trading business aircraft in Europe
- Pitfalls in acquisitions and maintenance transactions
- Technical pitfalls for leased aircraft
- Financing and leasing jets and helicopters
- Anatomy of a business jet deal
- Aircraft valuation
  - Anthony Frances, Senior Counsel, Gateley
  - Dr. Andreas Grassl, ASA, Attorney at Law - Senior Appraiser Europe, VREF
  - Spyros Jancovich, Airline Captain
  - Giovanni F. Piccione, MD & CEO, G&G Aviation

11.10 EET  Legal aspects of buying and selling business aircraft
Noelle Boyce, Associate, Holland & Knight

11.20 EET  Aircraft completions, overviewing the process, the challenges and strategies to mitigate risk and cost while ensuring a fantastic result
Tom Chatfield, CEO, Camber Aviation Management

11.30 EET  PANEL DISCUSSION
Aircraft management, maintenance, and operations in Europe
- Selecting a management company
- Maintenance programmes and how to achieve cost efficiency
- The hidden costs of aircraft management
- Adding bespoke luxury to your business jet
- Aviation safety
- Aviation insurance
- Recruitment for corporate aviation
  - David Boorman, Chartered Insurer, Avgen
  - Jaap Hoekstra, CEO, Kilpatrick
  - Aris Promos, Head of Sales & Marketing, Fokker Techniek
  - Dimitrios Soukeras, CEO, Organisational DIAGNOSIS

12.30 EET  Concluding Remarks and End of ECAS 2020
David Boorman, Chartered Insurer, Avgen
From childhood I have had a passion for all things in aviation. My first flight, in a small Cessna was a joy ride from Portsmouth Airport, which was followed shortly after by a trip to Nice on a BEA Comet. I describe myself as a “Production Underwriter”. Skills that I have acquired over years spent among aviation industry people each with their own distinct and varying interest in aspects of the generic term “Aviation”. I am as familiar with Miami Airport, maintenance and cargo section as with Mogadishu, With La Paz as Jakarta. I have served on the Board of Tradewinds Airlines, a UK Scheduled Cargo Carrier, before it moved to Zurich. My ab initio flight training was at the Aero Club of East Africa. Further training leading to an IFR Rating, and twin rating completed at Goodwood and Zaventem. My technical insurance skills have been acquired in part through formal education – the Chartered Insurance Institute course leading to Associate status and to use the Title “Chartered Insurer”. Elected an Underwriting Member of Lloyds of London my professional qualifications have been augmented by postings in Brussels, Tehran, Nairobi, New York, Antigua, interspersed with visits to South East Asia, Australia the USA and South America. The totality of my knowledge and skill sets gave developed through dealing at first hand with airlines, passenger and Cargo, some well managed and successful, others, alas, not so. There are Engineering Managers that regard insurance as a Maintenance Contract. As a part time lecturer in insurance subjects, I have given assistance to Students in Tehran, Nairobi, Lusaka, among other places. From our office in the UK, I have helped some 25 individual students to obtain a Foundation in Insurance Test – the entry level of the Chartered Insurance Institute. All passed at the first attempt. I have also had articles relating to aviation insurance and its history published.

Beyond my professional life, I have enjoyed sailing since a teenager with a Mirror Dinghy in Emsworth Harbour. Over the years I have completed the Round the Island Race, Antigua Race Week, The Middle Sea Race, the Hanse Regatta and the Fastnet Race. My crew and I won the Lloyds of London Lutine Regatta.

I have 3 Sons, one of whom has an aviation insurance Brokerage in Kenya. The middle Son is a Pilot who has enough free time to play golf off a scratch handicap. The youngest is mid-way through a law degree.

Noelle Boyce, Associate, Holland & Knight
Noelle Boyce is an asset finance solicitor in Holland & Knight’s London office and a member of the firm’s Asset Finance Group. Ms. Boyce focuses her practice on aircraft transactional work, including the sale and purchase, and financing and leasing of aircraft. In addition, she has substantial experience in contractual disputes as well as high-value aviation accidents. Ms. Boyce regularly advises a range of clients, including banks, lessors and operators. In 2017, she undertook a one-year secondment with GE Capital Aviation Services (GECAS). Prior to joining Holland & Knight, Ms. Boyce worked for the European Parliament and a leading litigation-only law firm.

Tom Chatfield, CEO, Camber Aviation Management
Thomas Chatfield is the CEO of Camber Aviation Management, a team of experts that guide and manage the complex process of transforming an airliner into a corporate jet - from selecting the right aircraft to cabin design, engineering, fabrication and certification through to the delivery of the finished corporate jet to the client.

Tom is a leader in aircraft completions and refurbishment management, and corporate jet visionary with 35 years of experience in the aviation industry. He founded Camber Aviation in 2014, reflecting his business philosophy in four pillars of company values – knowledge, experience, innovation and trust. Tom surrounds himself with the best professionals and people in the industry. Camber Aviation’s team collectively has more than 135 years of aviation experience, with each member having been involved with corporate aircraft for a minimum of 15 years. Each team member is either a licenced Aircraft Maintenance Engineer or holds an advanced aviation degree. Together, they’ve successfully managed corporate aircraft completion projects ranging from Bombardier and Dassault business jets to Airbus and Boeing narrow-and widebody aircraft.

He has held Part 145 and CAMO Postholder positions: managed operations, maintenance and engineering departments; performed aircraft acceptance and lease returns; and recovered aircraft from challenging situations. Tom’s passion is to innovate and push the barriers of what is possible in a large cabin completion, delivering the best corporate jet possible, individually tailored to the requirements of Camber’s ultra-high net worth individuals, corporate and heads of state clientele.
Tom is a trained avionics technician holding Transport Canada and EASA Aircraft Maintenance Engineer licences, with an MSc in Airline Transport Management from Cranfield University.

**Prof. Dr. Triant Flouris, Executive Director & Professor, The American College of Greece**

Triant Flouris is Executive Director of the Center of Excellence in Transportation Shipping, and Logistics at The American College of Greece (ACG) and professor of management. Prior to joining ACG, he was provost at the Hellenic American University, Athens, Greece and has also served as Dean for the School of Aviation Sciences at Daniel Webster College (Nashua, NH, USA), founding Director of the CUNY Aviation Institute at York College, Aviation Chair at San Jose State University (California, USA), International Aviation MBA Director at Concordia University (Montreal, Canada), and professor at Auburn University (Alabama, USA). Dr. Flouris has extensive experience in strategic planning and higher education administration. He is the author of nine books, over two hundred refereed journal articles, book chapters, scholarly articles, and public reports. He is a professional pilot and flight instructor with airline operating experience and over 10,000 hours of total flight time.

**Dr. Andreas Grassl, ASA, Attorney at Law - Senior Appraiser Europe, VREF**

Dr. Andreas G. Grassl of Vienna, Austria, is an Attorney at Law (Member of the Vienna Bar) and the VREF Senior Appraiser for Europe with offices in Switzerland and Austria. Dr. Grassl has over 30 years of Aviation experience as a practicing Aviation Attorney with a diverse background in law. He holds a law degree from Vienna University and a Master’s Degree in Commerce from Vienna University of Economics and Business Administration. During his career Dr. Grassl held management positions with an aircraft brokerage firm and a business-jet operation and worked as an Aviation Surveyor and Claims Adjuster for Deutscher Luftpool, the German Aviation Insurance Pool. After the dissolution of the Luftpool in 2003, Dr. Grassl became an independent Aviation Expert and Aircraft Appraiser. Andreas is certified under ISO/IEC 17024 as an Aircraft Appraiser and is accredited by the American Society of Appraisers as a Senior Appraiser (ASA) – Machinery &Technical Speciality – Aircraft. He is an avid pilot for over 35 years, holding an EASA Commercial and a FAA Airline Transport License and a License as an ICAO Language Proficiency Examiner for German and English. Dr. Grassl is an active member of AOPA Germany’s working group Aviation Law and the Verband der Luftfahrtshachverständigen (German Association of Aviation Experts). Being a native of Styria, Andreas enjoys Mountaineering, Skiing and boating trips in the Mediterranean.

**Jaap Hoekstra, CEO, Kilpatrick**

In 2003, Jaap took over the executive search firm Kilpatrick™ and built up the business globally to become a leading player in cross border searches, focusing on international searches for both MNC’s and Mid-Caps trying to define key players. Jaap has built a reputation with both clients and candidates that are based on superior communication and project results that exceed expectations. Working at the highest levels, he has successfully built teams for early-stage clients as well as reinvigorated established organizations with new talent. Jaap’s specialty is to manage cultural differences aiming at the best possible return on investment for both Company and executive. Since 2013, Jaap is the Global CEO of Kilpatrick Group SA, which includes: Kilpatrick Executive Search, Kilpatrick Digital, Kilpatrick Solutions, Kilpatrick Aviation and Kilpatrick Bioprogress.

**Spyros Jancovich, Airline Captain**

Spyros Jancovich studied Aerospace Engineering at the University of Bristol, where he graduated with a B.Sc Honours degree in 1978. He continued with a postgraduate course in Mechanical Engineering from the University of Birmingham. Graduated with a M.Sc in Applied Thermodynamics and Turbomachinery in 1980. He worked for two years as a research assistant for the Hellenic Air Force Research Center (KETA). He spent four years as a freelance engineer specialising in Renewable Energy projects (wind turbines, solar power, geothermal energy). In 1986 he joined Olympic Airways where he spent 23 years as a pilot in B737/200, B737/400, B727, Airbus A300 and Airbus A340. The last 10 years he worked for VIP airlines based in Saudi Arabia. His last assignment was Skyprime Aviation Services, a VIP airline that belongs to the Saudi Royal family. He has published numerous research papers in the field of aircraft powerplants and renewable energy sources Member of Royal Aeronautical Society, and Hellenic chamber of Engineers (TEE).
Sharon Mahony, Aviation, Environment and CEM Stakeholder Engagement, DECMA / Environment, Eurocontrol

Sharon works in the Environment Unit at EUROCONTROL. She is leading the implementation of Collaborative Environmental Management (CEM) across Europe. This involves close collaboration and engagement with operational stakeholders at Airports, industry partners and European Organisations. Sharon represents EUROCONTROL on the ACI Environmental Strategy Committee. In addition, Sharon leads EUROCONTROL’s operational Environment training portfolio. She previously worked in Human Resources and in the Central Route Charges Office. Through this, Sharon has gained a unique experience and insight into both support and operational roles in the aviation world.

Prior to joining EUROCONTROL Sharon worked in the private sector in banking, re-insurance and retail positions. Sharon holds a BSc (Hons) in Psychology from the OU and an MA in Environment, Politics and Globalisation from King’s College London.

James O’Shea, CEO, Seefin Aviation and Managing Director, Avgen Direct

James O’Shea, Founder and CEO of Seefin Aviation, has fostered and developed a sound knowledge of the key aspects of aviation leasing and finance in order to maximise the inherent talent and interest in this field globally.

Seefin Aviation (www.SeefinAviation.com) assist and facilitate the buying and selling of Aircraft, working closing with Airlines, Investors, Aircraft owners, Lessors, Lessees in commercial Aircraft transactions. Seefin Aviation has access and networks to the top 50 Global Leasing Aviation Companies/Banks/Equity Funds for your financing and leasing requirements.

Seefin Aviation is based in Ireland the hub of the global Aircraft leasing industry and has unrivalled partners available for technical, maintenance and management strategy support to Airlines/Owners. Seefin Aviation is a family run business and has the honour of having Mr. Bertie Ahern, Ex-Prime Minister of Ireland for over 11 years as its Non-executive Chairman.

James O’Shea is also Shareholder and financial executive for Seefin Data Management (www.SeefinDM.com), a data management company with core concentrations in the Aviation sector.

James O’Shea is also Managing Director of Avgen Direct – an online Insurance company for all your Aviation and Aircraft cover (www.AvgenDirect.com).

Prof. Dr. Andreas Papatheodorou, Professor/Director, University of the Aegean

Professor Dr Andreas Papatheodorou is a prolific academic researcher and advisor in areas related to air transport and tourism economics. He is currently a Professor in Industrial and Spatial Economics with Emphasis on Tourism at the University of the Aegean, Greece, where he also directs the MSc Programme in Strategic Management of Tourism Destinations and Hospitality Enterprises and ETEM - the Laboratory for Tourism Research and Studies. Professor Papatheodorou also holds appointments as Adjunct Professor at the University of New South Wales, Australia and Frankfurt University of Applied Sciences, Germany. He also collaborates with Ecole Nationale d’Aviation Civile, France; the Hellenic Open University, Greece; and the University of West Attica, Greece.

Professor Papatheodorou’s work has received wide recognition at an international level with over 3,600 citations of his work in English (based on Google Scholar). He has produced over 150 papers/reports/books and two of his papers were declared as the most downloaded in their year of publication by the respective journals (Annals of Tourism Research, 2001; Journal of Travel Research, 2010). His co-authored book Economics of Tourism (Routledge, 2010) has been translated from English to Mandarin. He is the Editor-in-Chief of the Journal of Air Transport Studies and an Associate Editor of Annals of Tourism Research. Andreas also participates in the Panel of Experts of the United Nations World Tourism Organization (UNWTO).

Professor Papatheodorou holds a four-year BSc degree in International and European Economic Studies from the Athens University of Economics and Business, Greece; a two-year Master of Philosophy (MPhil) degree in Economics from the University of Oxford, UK; and a Doctor of Philosophy (DPhil) degree in Geography again from the University of Oxford. Andreas speaks four languages (Greek, English, French and German) and has graduated with excellence in classical guitar from the Greek National Conservatory.

Giovanni F. Piccione, MD & CEO, G&G Aviation

A professional with over 30 year experience in the aviation market, under different roles, he is the MD & CEO of G&G Aviation a representation and consulting company offering products and services to airlines, business jets and helicopters operators, training centres, lessors and finance companies.

After a university degree in Mechanical Engineering and an experience in the Italian Navy, he started his aviation career at Alitalia as Project Coordinator of Fleet Purchasing and Sales. There he took care of the
acquisition of new aircraft, engines and simulators for the entire group, leading the negotiation of commercial, contractual and technical aspects with the suppliers including final acceptance. At the end of 1994 he founded, with a colleague, G&G Aviation which rapidly expanded its field of activities obtaining the representation of various aircraft and equipment manufacturers including SAAB, Dornier, MD Helicopters, One Aviation, Frasca, EDM and others. Working at complex transactions, from time to time, as representative or advisor of airlines, business aviation clients, manufacturers, lessors and investors, obtained a broad view of the requirements and constrains of each party and gained trust and respect from all such industry players establishing an extensive worldwide network of friendly contacts. He also made several aircraft appraisals and evaluations of aviation companies. Between 2017 and 2019, in addition of managing G&G, he also took the role of VP Helicopters at Sparfell & Partners.

Giovanni was a teacher at Aviation Masters at La Sapienza and LUISS universities, in Rome, and a speaker or panellist at various aviation events like Airline Economics Growth Frontier Conference, Helitech and Dublin Aviation Summit. He is a member of the International Society of Transport Aircraft Trading (ISTAT) and regularly attends major Air Shows and aviation conferences.

**Dimitrios Soukeras, CEO, Organisational DIAGNOSIS**

Dimitrios Soukeras (Lieutenant Colonel LTC) is a retired Greek Army Aviation Helicopter Pilot and renowned accident investigator with hands-on experience in the Aviation sector, both military and civil. He has applied his unique expertise in systemic accident analysis in several high-profile cases. He has served as an investigator and consultant in favour of persons and Organisations. Dimitrios is a proponent of safety culture and safety performance in high reliability entities. As a coach and mentor, he helps leaders infusing values and shaping beliefs for better accident prevention results within high-risk industries. Dimitrios received his MBA from the University of Leicester in 2010, where he wrote his Master’s thesis on "Safety Culture Mapping". He is an Affiliated/Adjunct Professor in the Department of Aerospace Engineering at San Jose State University, where he teaches a special course on TRIPOD Beta accident investigation and Safety Culture.

**Konstantinos Starantzis, Attorney-at-Law, Managing Partner, Starantzis & Associates**

Konstantinos is the managing partner of Starantzis & Associates law firm and is skilled in aviation law with a particular emphasis on safety. He has excellent technical knowledge of the field and is frequently involved in highly complex litigation cases. His firm offers a full range of services to the sector's operators on all aviation legal topics, from regulatory to litigation. The firm specializes further in aviation safety, in liability and insurance cases that arise in connection to aviation accidents and it maintains a highly experienced team on aviation disaster, which will manage effectively all types of disputes relating to aviation accidents, from compensation claims and actions relating to the loss of aircraft and subrogation actions, to managing the consequences of major aviation accidents and coordinating and leading multi-jurisdictional litigation.

**Stavros Tasiopoulos, Sustainable Development Lawyer**

A highly motivated and results oriented lawyer providing exemplary levels of services concerning Greek, European, international legal and regulatory framework. Focusing on administrative law and procedures, tourism and aviation law, with robust representation in front of public administration and expertise in handling bureaucratic matters concerning citizens and businesses. Specializing in policy and legal consultation regarding central/local governmental policies, and capacity building with the tools of open and e-government, having a scientific expertise in environmental-energy, law and policies towards the sustainable development goals. Also handling digital, e-gov and data law issues, and providing services as a certified (TUV Nord) Data Protection Officer for 679/2016 GDPR. Associate Fellow, Center for International Sustainable Development Law (CISDL), McGill University. Currently serving as Special Counsel to the Greek National Tourism Organization. Collaborator in scientific institutions, such as IMODEV, SD-MED, In Deep Analysis. Member of Scientific Board, Local Government Institute - Central Union of Municipalities. Former Special Adviser, Ministry of Administrative Reconstruction of Greece.
Located in Athens, and originally founded in 1875 in Smyrna, The American College of Greece (ACG) is the oldest American-accredited College in Europe and the largest private college in Greece. ACG is an independent, not for profit, nonsectarian, co-educational academic institution. The mission of ACG is to add distinctive and sustainable value to our students, Greece, American education, Hellenic Heritage and the global community, through transformative teaching, scholarship and service. In 2019, 37,610 students were served through degree and other academic and co-curricular education programs, offered by three main divisions: Dereé, Pierce and Alba Graduate Business School. As many as 1,046 were Greek public university students enrolled in Dereé parallel studies. Student financial aid amounted to €6.91M. The first American higher education institution abroad to achieve accreditation in 1981, by the New England Commission of Higher Education, as of 2010 ACG undergraduate programs are validated by the Open University (UK). In 2020, ACG was awarded the STARS Gold rating by the Association for the Advancement of Sustainability in Higher Education (AASHE), in recognition of its sustainability achievements.

The mission of the newly established ACG Centers of Excellence is to accelerate the transformation of the Greek economy by fostering sustainable growth, job creation, focused research and associated policy recommendations through programs that bring together researchers, entrepreneurs, employers and public sector representatives while educating future industry leaders.

www.acg.edu

Aeromutlu Aviation Services is an independent Aviation Consultancy Organization founded by Cengiz Armutlu, who has almost 30 years of experience in Aviation Industry. Aeromutlu Aviation Services is on duty with its worldwide experienced pool of Aviation Consultants and cooperation partners for the client projects. The Founder and Senior Consultant Cengiz Armutlu has started his aviation career in 1991 as a licensed Avionic engineer and worked more than 17 years actively in the Line and Base maintenance of Istanbul Airlines, Pegasus Airlines and Lufthansa Technik AG. He holds an EASA Part 66 Cat A/B1/B2/C License and qualified for B737CL/NG and A320 Family aircraft. Moreover, he undertook studies in industrial engineering to strengthen his aviation skills from a management, organizational, and commercial perspective and graduated from the University of Applied Sciences Wiesbaden (now University of Applied Sciences Rhein Main) in 2007 as an industrial engineer (Diplom Wirtschaftsingenieur). Cengiz subsequently undertook a role as Senior Project Manager in the Aircraft Transition department within LHT, thereby managing many internal and third-party client aircraft transition projects until 2014. Cengiz then became a technical operations fleet manager for LHT Maintenance International GmbH, serving as the Fleet Manager and Head of the Maintenance Planning, Archive, and Warehouse departments in Bangkok for a client Airline that operated 30 aircrafts. Cengiz switched companies at the end of 2017 and became the Accountable Manager of Azurair GmbH and its Part 145 organization. After the liquidation of Azurair GmbH in May 2019, he decided to use his many years of aviation experience to establish his own business, Aeromutlu Aviation Services. Cengiz is a DIN ISO EN/IEC 17024 certified Expert Witness for Aircraft Valuation, Engineering and Maintenance and Member of BDSF (Federal Association of German Experts and Appraisers) and ISTAT (International Society of Transport Aircraft Trading).
Aeromutlu Aviation Services with its Professionality, Flexibility, Reliability and Solution Orientation providing his services to the 100% satisfied customers whenever and wherever clients need. Aeromutlu Aviation Services is in charge of lessors, operators, Investors, Banks, Insurance companies, other consulting companies, MROs, CAMO organizations etc. with its long year experienced consultants.

Aeromutlu Aviation Services can help the clients around the clock and wherever they need with the customer tailored support services such as but not limited:

- Expert Witness Services regarding Aircraft, Engineering and Maintenance, for Courts, and other Clients
- Aircraft Valuation Services from small propeller Aircraft up to big Passenger Jets for Owners, Operators, Banks, Lessors, Insurance Companies
- Aircraft Transition Services for Operators and Lessors, provide aircraft transition support to both operators and lessors through a variety of technical assistance services, such as prepurchase/lease assessment, physical inspection, record review, transition layover representation, and/or transition project management, to ensure that the client has a smooth and cost-effective transition period.
- Aircraft Document Inspection, Sorting and Scanning, we provide, with our mobile team, high-quality documentation services to the client as needed, with the documentation sorted, scanned, and delivered to the client in the requested format, thereby reducing the stress and costs during aircraft transition or operation.
- Aircraft Physical Inspection and Reporting for pre purchase, prelease or as lease midterm Inspection.
- Aircraft Base Maintenance Representation for the lease In/return layover, Routine Maintenance Checks, Paint Layovers, Modification layovers etc.
- Aircraft Delivery Support for new or used Aircraft, assisting the clients such as physical inspections, test/demo flight attendance, borescope inspection witnesses, MPA run witnesses, and record reviews, to ensure regulatory or contractual compliance, and report any identified issues or risks to the client. We also assist the client during the technical acceptance negotiation
- Project Management / Interim Management, we provide experienced Project Managers / Interim Managers for any kind of clients’ project and support them to achieve the goals with ensuring that the defined scope, project goals, timeframe, desired quality, and budget of the project are met.

Aeromutlu Aviation Services is ready to listen customers’ needs and find a proper solution which brings them to the success.

For more Information contact: Aeromutlu Aviation Services via www.aeromutlu.com and follow via:
LinkedIn www.linkedin.com/company/aeromutlu-aviation-services,
Twitter www.twitter.com/AeromutluS,
Facebook www.facebook.com/AeRoMUTLU

Camber Aviation Management is a Canadian company specialised in aircraft completion management. With clients all around the globe, the company prides itself in delivering the best corporate jet possible, individually tailored to the requirements of its private, corporate and heads of state clients. As Completion Managers, they guide and manage the complex process of transforming an aircraft into a bespoke corporate jet – from green aircraft acceptance, cabin design, engineering, fabrication, and certification through to the delivery of the finished masterpiece.

Each member of the Camber Team has been involved with corporate aircraft for a minimum of fifteen years and together, they have over 135 years of aviation experience.

Team applies their skills equally well to corporate jet cabin refurbishments. Camber’s experts assist clients by first assessing their aircraft, making experience-based recommendations on a tailored
refurbishment package, advising on system upgrades and then managing the entire process from work scope definition and maintenance facility negotiations through to drawing reviews, technical oversight and final inspection prior to aircraft delivery. In addition, Camber Aviation Management provides professional solutions on Entry into Service Support, Maintenance and Modification Oversight, Pre-Buy Inspections, aircraft Recovery and Reactivation, and Advisory Services.

Company experience includes completion management of Bombardier and Falcon business jets through to Airbus ACJ narrow-body and Boeing BBJ 787 and 747-8 aircraft. Together, the team has completed or has underway over 35 projects.

WHAT WE DO FOR YOUR AIRCRAFT PURCHASE (or for the procurement of corporate working capital) … so that you don’t waste time away from your core business searching for a fair source of capital:

Corner Finance helps prepare a Corporate Application Package that will be presented to Multiple Fund Sources, such as banks, finance companies, private equity firms, leasing companies, as may be the objective. Our database includes over 200 aircraft and aviation equipment financing sources, for transactions in the America’s, Europe and Africa.

The Application Package will include organized information of your company, as is needed by underwriters and approval committees, to minimize errors and avoid delays.

No two Fund Sources have the same terms, conditions, costs or rates, thus our main objective is to obtain approval from multiple Fund Sources…so that you have a choice when selecting the offer that makes best sense for your business/financial objectives. Corner Finance believes that our clients need to be in full control of the Business Loan Expenses and how these impact their corporate bottom line;

The Corner Finance team provides complete support throughout the critical Due Diligence process and Loan Contract Review (along with your Legal Counsel and Accountants), so that you can gain a clear understanding of the details related to your Capital Acquisition, until you acquire the capital that you require, so that you can enjoy the benefits of your investment.

Franc Becerra
Telephone/What'sApp: +1-786-294-4950
Email: franc@cornerfinance.com
Skype: franciscobecerramiami

DANOS International Property Consultants work in alliance with BNP PARIBAS REAL ESTATE, the affiliate real estate consultancy company of BNP PARIBAS, for the Southeast Europe. Our company has offices in Greece, Cyprus, Serbia and benefits from an experience of more than 52 years in our region.
We have supported most of the international entries and real estate investments in Greece, Cyprus and Serbia (namely Rockspring, Siemens, Sonae Sierra, MGPA, APN, INVEL, Dolphin Capital, Wyndham Group Hotel etc.) and we have great experience serving financial institutions/business consultants (i.e. EY, Grant Thornton, RBS, Societe Generale, BNP Paribas, Resolute, PIMCO, APS, Hellas Capital Leasing etc.). We therefore comprehend all necessary framework for these initiatives and are considered as a market leading company in investment services to international clients.

**DANOS services:**
- Agency Services in all real estate sectors,
- Valuation Services,
- Market Research Studies,
- Due Diligence Services,
- Property Management,
- Facilities Management,
- Investment Advice,
- Market Feasibility Studies & Development Appraisal Studies,
- Hospitality services

Also, DANOS company has made significant development appraisal projects, advice for sustainability and exploitation for development companies from Greece, Cyprus, Serbia and abroad, public corporations, private companies with large portfolios of real estate and more.

Organisational Diagnosis is an increasingly proactive safety consultancy supporting entities belonging to an array of high-risk industries. It was founded in 2011 in Bulgaria to make systemic accidents more comprehensible and to bring forward solutions to preventing them. Its services include prepared training courses that further can be tailored to meet all needs, as well as consultation packages, to promote the latter safety academic era, so as to guide our followers into safety’s best practice zone.

Organisational Diagnosis mission is to serve safety and work hard against having systemic accidents by offering a wide range of well-designed, service products-tools that make it possible and affordable, for all high-risk organisations to endorse operation within the safety culture era. We exist to create experiences where passion and purpose come together and advance safety. We are intending to define the future of safety handling and advance a positive mind-set in dealing with constant change.

Organisational Diagnosis expertise includes Safety Culture Assessments-Mappings for Aviation Organisations, Risk Analysis and Assessment via Bowtie Methodology, Incident/Accident Analysis via TRIPOD Beta methodology (actually we are the first being hired to do such an analysis for a known Airline Accident). Lastly we are also applying Life &Business Coaching into shaping values and beliefs promoting safety within high risk organisations.

Website: [www.o-diagnosis.com](http://www.o-diagnosis.com)
CEO: Captain Dimitrios Soukeras
Email: d.soukeras@o-diagnosis.com
Mobile: +306947006664
Based in the South of The Netherlands, Fokker Techniek operates an aircraft Maintenance & completion facility with more than a century of experience.
The MRO- Completion Center- takes care of regional aircraft as well as narrow bodies and added wide body capabilities to its scope recently.
The company has specialized its services into the maintenance and completion of private – business- special mission – and Head of State aircraft.
Fokker Techniek has complete Part 21 design capabilities in addition to its many national approvals and other certifications.
The facility includes a paint hangar for a full repaint or new exterior liverys. Furthermore, it includes various shop capabilities to interior furnishings like alterations to monuments and refurbishments of seats, redefining VIP cabin areas or cabin functions like upgrading cabin systems.
Our vision for luxury and perfection helps make your imagination reality. Whether your journey is for business or a flight of fancy, our trademark luxury will make you feel relaxed and comfortable.
Our goal is to attract customers with unique and highly valued customized aircraft interior requirements and achieve the most satisfying ownership experience.

G&G Aviation is an aircraft and engines trading company established in Rome, Italy in 1994 and active in all fields of commercial aviation including Commercial Aircraft, Business Jets and Helicopters.
G&G operates on a worldwide basis using its own network of contacts and regular correspondent spread from USA to Australia.
Taking also advantage of its representations and consulting activities it provides an integrated range of products and services to Airlines, Executive Aircraft and Helicopter Operators, Training Centers, Financial Institutions, Airports and MROs.
The services of G&G Aviation, which complement the trading activity and the marketing of the products of the represented companies, include:
- Consulting
- Appraisals
- Technical inspection
- Sourcing of maintenance solutions
- Lease Management

Having celebrated its 25th anniversary, G&G Aviation is now developing new methods and strategies to further improve its business in all fields. G&G Aviation is also a member of the Allianx partnership which has a comprehensive offering in the fields of aviation, overall transport infrastructures and complementary services.
G&G also represents the following companies:
- AD Aerospace - CCTV cockpit door monitoring systems
- Aeris Aviation - EU Dist.One Aviation Jet Executive Aircraft
- Tubesca Comabi (ex Albret Pouteau) – Aircraft maintenance docks
- EDM - Emergency and cabin training simulators
- Frasca International - Flight Simulators
- Infowerk - Multimedia Aviation Courseware
- WheelTug – electric taxiing system

For more details see www.ggaviation.com or mail marketing@ggaviation.com
Holland & Knight

Holland & Knight is a global law firm with more than 1,400 lawyers and other professionals in 27 offices throughout the world. Among the nation’s largest law firms, Holland & Knight provides representation in litigation, business, real estate and governmental law. Interdisciplinary practice groups and industry-based teams provide clients with access to attorneys throughout the firm, regardless of location. We are an international leader in aviation finance, advising clients in the purchase and sale of aircraft, engines and parts worldwide. We typically complete more than 250 aviation transactions annually, and during the past five years, we have worked with clients in more than 70 countries on the acquisition, financing, leasing, and structuring of aircraft and helicopter transactions. Our clients include nine of the world’s 10 largest aircraft leasing companies, major U.S. and international airlines, investment funds, investment banks, corporate jet owners, government guarantors, high-net-worth individuals and other key players in the wider aviation industry ecosystem.

Martyn Fiddler Aviation

Martyn Fiddler Aviation has over 35 years’ experience in helping clients manage their business aircraft. Renowned worldwide for our services, we have unrivalled in-house capabilities to identify issues and provide bespoke solutions for business aircraft owners and operators. Specialising in EU Import and Export, Taxation, Aircraft Ownership and UK APD, our clients benefit from the experience, training and expertise of a dedicated business aviation team working together on solutions which can save the client time and expense.

Our in-house tax advisors provide our clients with independent, indemnified VAT and tax advice whilst our experienced group legal counsel and compliance teams work with our clients to ensure the highest standards are met. Full management for each client is provided by a specialist team of administrators who focus solely on aircraft owning and leasing businesses. Together they are committed to ensuring each business solution complies with corporate, aviation and tax legislation.

At Martyn Fiddler Aviation we believe that building trust creates loyalty, being creative drives innovation, working hard and having fun brings growth and success. Our business is all about relationships: with clients, partners, employees, suppliers and our community. This vision and our company values form the basis of everything we do.

MOSKAN

MOSKAN Aviation Brokering Ltd provides aircraft and engine brokerage services to companies and individuals who want to buy, sell or lease airplanes and/or engines. MOSKAN assists its clients from the first conversation until the final documents are signed and the sale, purchase or lease transaction is successfully concluded. For any potential seller or buyer MOSKAN runs a global search to find the best possible deal for each client’s needs. MOSKAN holds and expands daily a worldwide network of contacts and databases which serve to the deals to the maximum extent. More details and information may be found at www.moskan.com, while Mr. Moschos Kantis, its owner and director, may be contacted at mosk@moskan.com and advise you in any potential deal.

MOSKAN has supported the 8th European Corporate Aviation Summit.