



# 15<sup>th</sup> Aircraft Repossession

Wednesday 1st December 2021

Virtual Conference

12.00 GMT / 13.00 CET

*Hosted by*



MARTYN FIDDLER AVIATION

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## AGENDA

Moderator: TBC

12.00 GMT / 13.00 CET

**Welcome Remarks**

*Panagiotis Panagopoulos, CEO & Founder, Aeropodium*

12.10 GMT / 13.10 CET

**All you (n)ever wanted to know about aircraft repossessions and arrests in practice**

*Dr. Jan Michael Bosak, Head of Legal, ALAFCO Aviation Lease and Finance*

12.40 GMT / 13.40 CET

**Legal issues to consider when preparing for a contested repossession**

*Tim Murray, Senior Counsel, Holland & Knight*

13.10 GMT / 14.10 CET

**Be prepared and plan ahead**

*Mark Byrne, Director, Martyn Fiddler Aviation*

13.40 GMT / 14.40 CET

**Repossession: What went wrong and finding a way through**

*Colin Brickman, Managing Partner, CAMO4jets*

14.10 GMT / 15.10 CET

**Repossessions of aircraft are frustrated worldwide by de-registration problems: How to solve the worst-case scenario?**

*Patrick Honnebier, Of Counsel, Rep Law and Professor International Aviation Financing and Leasing Laws*

14.40 GMT / 15.40 CET

**Are you better off as a lessor or a lender?**

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

15.10 GMT / 16.10 CET

**Knowledge is power: Early indicators of aircraft loan distress**

*Bob Wilke, ASA, Managing Director, Advanced Aviation Research*

15.40 GMT / 16.40 CET

**Importance of maintenance records collection and retention**

*William Mermelstein, Chairman, AMS China*

16.10 GMT / 17.10 CET

Concluding Remarks



## SPEAKERS

### **Dr. Jan Michael Bosak, Head of Legal, ALAFCO Aviation Lease and Finance**

Jan Bosak is the Head of Legal of the Irish platform of ALAFCO. Until recently he was the Senior Counsel of Clover Aircraft Leasing Company Limited (formerly known as Ping An Aircraft Leasing Company Limited). As General Counsel and Chief Compliance Officer of Elix Aviation Capital Limited he supported the growth of the start-up company Elix to a scalable platform with a portfolio of 76 aircraft and a head count of 40 employees. Before that he was Director Legal at AWAS and Associate at Clifford Chance. Jan is a guest lecturer at Ghent University (Belgium), Maastricht University (The Netherlands) and Dublin City University Business School (Ireland) who has published extensively in academic and popular papers. He holds a PhD, a Master of Comparative Law and a Master of Business Law and Taxation from the universities of Frankfurt, Adelaide and Mannheim. In spite of his academic achievement, he is a commercially-minded lawyer with a can do attitude. He has worked on 32 aircraft arrests and repossessions (including hostile repossessions in Russia, Macau, Armenia and Romania).

### **Colin Brickman, Managing Partner, CAMO4jets**

Colin was a Bae Warton apprentice, learning his trade as an aircraft engineer on Tornado, Jaguar and Lightning fast jets from 1986 onwards.

He has since worked as an engineer & supervisor for multiple European airlines, 3rd party maintainers, cargo companies, military establishments and VIP owners and operators of a vast range of aircraft, from Gulfstream, Bombardier & Falcon business jets, through to A320/330 & B757/767 family's right up to Boeing 747-400s. Alongside maintenance, modification & conversion, Colin has also recovered & repaired damaged aircraft from global locations for an array of different clients.

Working for BA, Monarch, Air 2000, KLM, Heavy Lift, Fed-Ex, Crossair, Swiss International and Jet

Aviation before founding CAMO4jets in Basel Switzerland in 2010; providing independent, impartial advice and services for commercial and private aircraft owners.

His experience also includes quality control and assurance systems, airworthiness responsibilities for importing, exporting & operating aircraft, coordination of large repair, and delivery and end of lease projects-which is now a speciality of CAMO4jets.

With the market showing signs of recovery, plans for CAMO4jets future expansion are turning into reality with a doubling of office capacity and rising staff numbers in August of this year. With some of the major lessors, and financiers already as primary clients, in addition to a flourishing agreement with AJWalters to offer CAMO services to their global client base, Colin & CAMO4jets always have a positive outlook!

### **Mark Byrne, Director, Martyn Fiddler Aviation**

Mark Byrne is a director and shareholder of Martyn Fiddler Aviation. Mark studied law at the University of Westminster and received his MBA from Manchester Business School. Mark worked internationally before moving back to the Isle of Man in 1987 and joining the ICM Group.

Mark's lifelong interest in aviation led him to initiate the acquisition of Martyn Fiddler Associates in 2005 and to inspire the ICM Group to provide structuring solutions for business aircraft. Continuing from this success Mark worked with Isle of Man customs and international advisors to establish VAT efficient structuring solutions which would comply with domestic and international regulations.



Having already built a substantial reputation within the aviation industry, Mark conceived the Isle of Man Aviation Conference in 2010 with the inaugural conference being held in 2011. This is now established on the business aviation annual conference circuit with delegates travelling from around the world to attend.

Mark continues to spearhead new business concepts and strategies while ensuring Martyn Fiddler Aviation stays true to its roots and values. Relationships have always been the key to the success of the Martyn Fiddler Aviation team and Mark makes sure the team continue to stay connected to this philosophy.

### **Patrick Honnebier, Of Counsel, Rep Law Aviation and Professor International Aviation Financing and Leasing Laws**

Patrick Honnebier is one of the few aircraft finance lawyers having obtained the benefits of both worlds. While he is a long-standing academic, he also has vast practical expertise in realising international aviation finance and lease transactions. The combination of extensive scholarly legal knowledge and its direct application in practice makes him a well-rounded aircraft finance lawyer. As an Instructor for the course Aircraft Acquisition and Financing, he joined the International Air Transport Association (IATA) in May 2019. Besides, Honnebier is one of the founder-members of Rep Law Aviation and based in Amsterdam. He advises major manufacturers, banks, lessors and airlines in relation to international financing and leasing of aircraft, helicopters and engines. At the Master of Laws (LL.M.) in Air and Space Law program of the University of Mississippi (Ole Miss), School of Law, he is the responsible Professor of the Full Semester course International Aviation Financing and Leasing Laws. As a guest lecturer, he addresses the conflict of laws rules covering aircraft finance transactions at Groningen University, the Netherlands. For many years, he instructed the students in international aircraft financing law at the International Institute of Air and Space Law, Leiden University. At Utrecht University and the University of Aruba he lectured on corporate and commercial law. Honnebier attended the Diplomatic Conference for the realization of the Convention on International Interest in Mobile Equipment and the Aircraft Equipment Protocol (Cape Town Convention, 2001). He was the expert legal counsel of the Governments of Aruba, the former Netherlands Antilles and the Dutch Ministry of Foreign Affairs concerning the adoption by the Kingdom of the Netherlands of the Cape Town Convention on 1 September 2010. He advised the government of the Netherlands about the Dutch innovative implementation of the de-registration of aircraft (IDERA) provisions of the Cape Town Convention which enters into force on 1 April 2020. He is the author of numerous articles being published in all the leading air law journals. He was Editor of *Journal of Air Law* until its demise. Frequently and worldwide, he is a speaker at international aviation finance and lease conferences.

### **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.

### **William Mermelstein, Chairman, AMS China**

William Mermelstein has over 45+ years aviation experience, including Senior Management, Commercial Flight Operations, Maintenance, Flight Test, Design, Development and Manufacturing.

A certificated Airframe & Powerplant Mechanic with Inspection Authorization in the US as well as the Kingdom of Saudi Arabia. He previously held OEM authorizations of ODAR and DMIR designations. William has over 20 years in manual development for Part 91, 121, 135,



141/142, 145 & 147 operations, including General Operations Manual (GOM), General Maintenance Manual (GMM), Safety Management Systems (SMS), Quality Assurance (QA), Quality Control (QC), Hazardous Materials / Dangerous Goods (DG), and Approved Aircraft Inspection Program (AAIP) and course curriculum development, and has authored over 20 such manual systems.

William has served in senior management positions in Part 91, 121, 135, 141/142 and 145 operations over his career, as well as MRO & FBO and commercial fuelling operations. All were direct involvement or management of Operations, Development, Implementation and Oversight. He is a graduate of the FAA Academy in Oklahoma City in Part 145 Certification & Surveillance.

William has significant history with Cessna, Beechcraft and Piper Aircraft, as well as Twin Commander Aircraft, Eclipse Aviation and Adam Aircraft Industries, which he provided for a wide level of experience in Design, Development, Manufacturing and Certification in the primary and advanced materials and processes. He was extended an invitation from the Federal Aviation Administration as a Designated Maintenance Examiner and served over 15 years as a Designated as an Organizational Designated Airworthiness Representative (ODAR), and a Designated Manufacturing Inspection Representative (DMIR).

He is an accredited Aviation Lead Auditor, IBAC/IS-BAO auditor. Mr. Mermelstein holds an associate degree from the Spartan School of Aeronautics in 1981, as well as an extensive list of OEMs, Flight Safety, and the FAA.

William served several years on the Executive Board of the Gulf Flight Safety Council, as served two terms as Deputy Chairman of the Board.

William now lives in Chengdu City in Sichuan Province and is in charge of our new charter airline operations in China.

### **Tim Murray, Senior Counsel, Holland & Knight**

Tim Murray is a solicitor and Senior Counsel based in Holland & Knight's London office who represents airlines, leasing companies, airports, business and general aviation operators and other businesses involved in the aviation and travel industries.

He has extensive experience in aviation and travel-related dispute resolution matters – often with multijurisdictional elements – in the English courts and in arbitrations, including leasing, aircraft finance, insurance

(with a particular focus on advising the insured party), aircraft repossessions, aircraft engineering and technical issues, and general contractual disputes.

He also advises on regulatory issues, including matters before the UK Civil Aviation Authority and the UK Department for Transport.

### **Alan Phelan, Founder & CEO, APTN**

Mr Alan Phelan is the CEO and founder of APTN.aero, the first professional body for aircraft technical professionals. He was formerly Senior Vice President of Marketing and Sales at HaoTong AeroTech and helped set up their technical operation in Dublin. He is an experienced aviation professional with over 30 years' experience in various senior sales, customer support, marketing and aircraft engine leasing roles, most recently with Lufthansa Technik in Hamburg and Dublin and previously with Airmotive Ireland, a jet engine overhaul facility that was located in Dublin. He has an in-depth knowledge of the aircraft leasing business holding the Law Society's Diploma in Aircraft Leasing and Finance and an MBA in Aviation from Embry Riddle. Alan is also a member of ISTAT.



### **Bob Wilke, ASA, Managing Director, Advanced Aviation Research**

Bob Wilke is Managing Director for Advanced Aviation Research, LLC, a woman-owned minority consulting firm that provides business aviation lenders with a range of technical and operational support services. Mr. Wilke has been engaged in aviation finance, aircraft maintenance programs and consulting for more than 30 years. In addition to his own consulting practice, Bob was Vice President of Business Development for Jet Support Services Inc (JSSI) for North, Central and South America, the Caribbean, Africa, the Middle East and Asia.

Bob held Vice President or Director-level positions with Boeing Capital Corporation, Bombardier Aerospace, GMAC, CMI Corporation and Michigan National Leasing Corporation. Areas of expertise include Sales and Sales Management, Asset and Portfolio Management, Credit Analysis, Contract Negotiation, Transaction Structure and Pricing, Transaction Review, Status Monitoring and Syndications, Account Collection and Aircraft Repossession and Remarketing.

Bob holds a Senior Aircraft Appraiser designation from the American Society of Appraisers. He earned a BS Degree in Accountancy at Western Michigan University and a MBA in Finance from the University of Detroit. Bob is a Guest Lecturer at Embry-Riddle Aeronautical University, the University of Detroit and Michigan State University, and an Instructor of Corporate Finance for Davenport University. He works from offices in Detroit, Michigan and Ormond Beach, Florida servicing a base of domestic and international clients.

### **SPONSORS**



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 Professionalism, 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](http://www.aeromutlu.com) and follow via:

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CAMO4jets is an aviation consulting and airworthiness management company serving a large variety of clients, including leasing companies, airlines, business aircraft owners, helicopter operators and even banks and aviation brokers.

Since start of operation in 2010, we have rapidly developed our capacity, qualifications and credentials, transforming CAMO4jets into the adviser of choice for many of the industry's "big names". Today, our multinational, multilingual team of over 20 aviation specialists delivers services with a truly global reach.

Our independence from aircraft maintenance companies and manufacturers allows us to put our clients' interests first. Above all, our integrity diligence, and commitment to quality ensures that your assets hold and retain their value for years to come.



Move Aircraft Flight Solutions is a Technical and Flight Service Provider serving Lessors, Private Owners and Airlines worldwide. The company is uniquely placed to deal with complex deregistration and reregistration issues and couples this with its fully in house flight operations department. Endorsed by authorities such as 2-Reg, Move also hold Approvals to fly Bermudian registered aircraft and is presently the only pilot led company doing so.

Bringing standards and safety to ferry flights and post storage maintenance is the core philosophy of Move and the company has established a fully audited, select Partner Network to assist with projects, this maximises time and cost efficiencies whilst bringing forward expert technical knowledge.

Move provides full turnkey solutions and has a responsive 24/7 - 365 operations team ready to assist on all matters including aircraft repossessions. The next time you need your aircraft moved, use Move!