



*8<sup>th</sup> BBA*

## **Baltic Business Aviation**

Tuesday 22<sup>nd</sup> November 2022

Malmö, Sweden

*Platinum Sponsor*



*Silver Sponsor*



Moderator: To be confirmed

9.00 Registration & Networking Coffee

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9.30 Opening Remarks

**9.40 Operating challenging flights - Lessons learned**

*Elina Karjalainen, Managing Director, Jetflite*

**10.10 The Operating Lease proposition in the current market environment**

*Alexandra Asche, Sales Director Europe, Global Jet Capital*

10.40 Networking Coffee Break

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11.10 Topic TBC

*Speaker TBC*

**11.40 Maintenance support for business aircraft**

*Jan Willem Storm van's Gravesande, Managing Partner, Aviation Independent Consulting*

12.10 Topic TBC

*Jan Hascher, Director, Business Development - Central and Eastern Europe, JSSI*

12.40 Networking Lunch Break

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14.00 Topic TBC

*Nigel Warren, Regional Sales Manager - Northern Europe, FlightSafety International*

**14.30 The standard European model**

*Mark Byrne, Director, Martyn Fiddler Aviation*

15.00 Networking Coffee Break

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**15.30 Territorial sanctions and aircraft repossession from real time experience**

*Ken Hill, CEO, Business Aircraft Sales Corporation*

**16.00 Topic TBC**

*Senior Representative of Web Manuals*

**16.30 Concluding Remarks**

**16.45 Networking Drinks Reception**

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**SPEAKERS**

**Alexandra Asche, Sales Director Europe, Global Jet Capital**

Alexandra Asche has worked in the shipping and corporate finance industry for +10 years. Being originally from Hamburg, she started to work at Berenberg in 2005 in the International Shipping Team. In 2013 she moved to the Corporate Banking team of Berenberg in London. However, in 2015 Alexandra moved to Frankfurt to focus purely on ship financing for larger corporates at Deka Bank and ING Bank. In 2018, she got the opportunity to join Global Jet Capital as Sales Director for Europe to set up their Swiss representative office. At Global Jet Capital, she is focusing on leasing and financing solutions for business and private jets. She holds an MBA from University of Bedfordshire/UK and a Ship Finance Manager from the Frankfurt School of Finance.

**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.



**Jan Hascher, Director, Business Development - Central and Eastern Europe, JSSI**

Prior to Jan's role at JSSI, he worked as a sales manager for Diamond Aircraft Industries GmbH, Shandong Bin Ao Aircraft Industries Co. Ltd (temporary employment in China), Global Relations Consulting GbmH and Avcon Jet AG. Jan has a Master's Degree (International Business Mgmt) from Vienna University and is fluent in English and German. His current responsibility is to manage all sales and marketing related aspects in Central and Eastern Europe. His home base is Vienna, Austria. He has international working experience in Europe and Asia Pacific and in his spare time he likes to snowboard, MTB and golf.

**Ken Hill, CEO, Business Aircraft Sales Corporation**

With over 55 years of aviation experience and over 14,000 flying hours in numerous types of aircraft, Ken brings a unique combination of flying, selling, and asset management and hands on aviation experience.

In 2015 he was awarded the Wright Brothers Master Pilot Award\* for over 50 years of aviation experience. This is the most prestigious award the FAA will award to anyone. Ken holds an Airline Transport, Commercial Pilot and Instrument Ratings and earned numerous aircraft type ratings.

**Business Aircraft Sales Corporation**

Founded in 1968- By using modern methods we are able to track every jet, turbo prop, and piston class aircraft in the world. Business Aircraft has sold aircraft over the entire planet, reaching from Barrow, Alaska to Johannesburg, South Africa, as well as almost every country in Europe. Over the last three decades, Business Aircraft Sales Corporation has imported or exported aircraft worldwide.

The services of Business Aircraft Sales Corporation are delivered in a timely, professional, and cost-effective manner, which has developed into a company that possesses an excellent reputation for honesty and integrity.

During the process of analyzing, evaluating, and rendering any assistance that has been needed from the initial evaluation through the pre-purchase and even beyond the delivery, Business Aircraft Sales Corporation has always utilized the state-of-the-art technology instead of the basic general tradition of selling aircraft.

A great deal of hard work and time-saving technology has been utilized to its fullest for us to be able to possess such a thoroughbred history of achievement. Acting as your sales agent, we will provide the most comprehensive marketing and advertising available to ensure maximum and specific exposure. Acting as your representative to purchase, we will maintain the highest level of confidentiality in order to assure that you will be able to purchase at the most reasonable cost.

Aviation Management Consulting, Inc. /VREF Appraisal Services. - Rockford, IL

Senior Aircraft Field Inspector/Consultant - 2010 to Present

Aircraft consultant/inspector providing aircraft appraisal audits and inspection services, schedules, coordinates aircraft inspections with bankers, pilots and maintenance personnel  
Education

St. Joseph's College, Rensselaer, Indiana

United States Navy, ONI

Sowell Aviation Academy, Panama City, Florida

Flight Proficiency Academy

Licenses, Certifications, Accreditations and Organizations

Currently holds an Instrument, Airline Transport and Commercial Pilot Licenses with Single and Multi-Engine Land ratings

Turbo Prop and Jet Completion Pilot in Command (PIC) Certificates



Bail Enforcement Agent State of California (License 1841717 issued in 1998), All States Privileges with no restrictions issued 1998

American Airlines Training Citation Captain Rated

National Aircraft Finance Association (NAFA) Member

National Business Aviation Association (NBAA) Member

Certificate of Appointment FAA Aviation Safety Counselor WP101

Awarded the” Wright brothers Master Pilot Award “2015 \*

Personally repossessed over 3000 airplanes for Banks, Law firms and various other institutions

Type Ratings

Cessna Citation

Learjet

Numerous other aircraft

Over 14,000 hours of flight time

Awards and Recommendations

\*2015 Wright Brothers Master Pilot Award Recipient (50 Years of Safe Flight Operations)

The Wright Brothers Master Pilot Award is the most prestigious award the FAA issues to pilots certified under Title 14 of the Code of Federal Regulations. This award is named after the Wright Brothers, the first U.S. pilots to recognize individuals who have exhibited exemplary aviation flight experience and distinguished professionalism, skill and aviation expertise for at least 50 years with a steadfast commitment to aviation safety.

### **Jan Willem Storm van 's Gravesande, Managing Partner, Aviation Independent Consulting**

Jan Willem Storm van's Gravesande in 2019 has 43 years of experience in the airline industry. He studied Economics as well as Law at Groningen University and specialised in Air Law at Utrecht University in The Netherlands.

After graduations he served as General Secretary to the Board and Supervisory Board of an international Helicopter and Fixed Wing Operator and acted as Legal Counsel of that company. Jan Willem joined KLM in 1981 and for 32 years occupied a variety of functions in different KLM departments.

His last assignment at KLM was General Legal Counsel at KLM Engineering & Maintenance, mainly specialising in contract negotiations with third party airlines, lessors and various other aircraft operators.

He started after KLM retirement as Managing Partner of Aviation Independent Consulting. AIC advises and supports commercial clients and governments, aircraft leasing companies, aircraft operators, aircraft maintenance providers and aviation authorities.

Between 2014 and 2018 he was Vice Chairman of the Supervisory Board of Bonaire Airport. Jan Willem lectured at numerous universities all over the world on different air law- and aviation related subjects.

He has published some 75 articles in different magazines on the subject of air law. He was chief editor of the Journaal Luchtrecht (“Journal of Air Law”).



Integrated Aviation Systems (IAS) presents the REDiFly ETL, an electronic technical logbook software solution that works on all operating systems assisting air operators to become fully connected, data driven operators.

IAS digitizes the current paper-based aircraft technical logbook (ATL) to assist air operators to improve fleet airworthiness, enable preventative maintenance, and future-proof aircraft performance through analyses of real-time data

REDiFly is a flexible ETL solution that *adapts to an air operator's needs* and helps to utilize the benefits of the digital age through real-time and accurate data.

### REDiFly ETL:

- Corporate, Commercial and Cargo solutions
- Device agnostic and runs on all operating platforms (iOS, Windows, Android)
- Versatility in relation to the air operator's EFB device scenarios
  - Pilot-issued
  - Aircraft tail number-issued
- Operates in all wireless connectivity environments (cellular, satellite, Wi-Fi)
- Adaptable to mixed fleets
- Integrates with Flight Scheduling, MRO, Crew Management, Finance and more.
- Customizable to client's needs and preferences (process and data capture)

