



9<sup>th</sup> USCAS

## US Corporate Aviation Summit

Friday 11th February 2022

Fort Lauderdale, FL, USA

*Hosted by*

*Emil Buehler*

**AVIATION INSTITUTE**  
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## USCAS AGENDA

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

9.00 Registration & Networking Coffee

9.30 Welcome Remarks

*Panagiotis Panagopoulos, CEO & Founder, Aeropodium*

*Russell McCaffery, Dean, Transportation Programs, Broward College*

9.40 **SESSION I**

### **An Overview of Corporate Aviation in the US**

- State of the used aircraft market

*Anthony Kioussis, President & CEO, Asset Insight*

- Covid - The best/worst thing for private aviation

*Forrest Owens, Principal, The Law Office of L. Forrest Owens*

- Business aviation hot tax topics

*Michael Kohner, Principal in Charge, HBK CPAs & Consultants*

- Making aviation sustainable: A 100-seat Zero-Emission Jet by 2030

*Val Miftakhov, Founder & CEO, ZeroAvia*

- Pilot/Personnel retention and compensation in the post-COVID hiring storm

*Christopher Broyhill, Ph.D., Founder and CEO, Citadel Consulting Services*

11.00 Networking Coffee Break

11.30 **SESSION II**

### **Purchase and Sale of Business Aircraft**

- Topic TBC

*Jay Faria, President, Airtrade Aviation*

- Corporate aircraft values & red flags - Safeguarding your portfolio diamonds or duds

*Joseph Zulueta, ASA, Managing Partner, Aeronautical Systems*

- Practical aspects of buying and selling business aircraft

*Derek Bloom, Partner, Atlantic Aviation Legal Services*

- Topic TBC

*Jonathan A. Ewing, Esq., Lead Counsel, Aero Law Center*

13.00 Networking Lunch

14.00 **SESSION IV**

### **Urban Air Mobility**

- Topic TBC

*Jonathon Freye, Director of Legislative Affairs, Air Mobility, Hyundai Motor Group*



- 2021 Legal hot topics for corporate aviation - Illegal charter and Advanced Air Mobility

*David T. Norton, Partner and Head of Aviation Practice, Shackelford, Bowen, McKinley & Norton*

- Urban Air Mobility: A viewpoint from an existing air taxi marketplace

*William Herp, CEO, Linear Air*

- Topic TBC

*Ed De Reyes, Chairman and CEO, Sabrewing Aircraft Company*

#### 15.00 **SESSION V**

##### **Aircraft Management, Maintenance, and Operations**

- Born to thrive: The marketplace for fractional ownership, jet cards and memberships

*Tom Chapman, Chief Operating Officer, Aerospace Instrument Support*

- When to use FOB and EXW in a 2020 incoterms world

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

- Gray charters: Consequences for operators and the industry and how they can be prevented

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

#### 16.00 Concluding Remarks and End of USCAS 2021



## SPEAKERS

### **Derek Bloom, Partner, Atlantic Aviation Legal Services**

Derek worked in Russia for approximately 20 years, working on a wide variety of foreign direct investment projects, with a growing focus on business aviation transactions. Derek also worked for 5 years in two business aviation law firms in the U.S. and is experienced in planning for the full range of issues that arise in the purchase, sale, lease, financing, import, export, and tax planning for the ownership of aircraft. While based in Russia, Derek was a leading proponent of the Russian government taking steps to stimulate the development of business aviation in Russia, advocating for several initiatives that are reflected in Russian government action in 2019 that should facilitate the development of aviation in Russia in coming years. Derek holds a Master's Degree in Tax Law from Georgetown University, Washington, D.C. and is a frequent writer and speaker on Russian aviation law matters.

### **Ed De Reyes, Chairman and CEO, Sabrewing Aircraft Company**

Ed is a retired Air Force veteran and a former test pilot. Ed retired from active flight test in 2017 to found Sabrewing Aircraft Company - the world's first heavy-lift VTOL cargo UAV that is remotely piloted. Ed has spent many thousands of hours behind the controls of dozens of aircraft. Ed and Oliver Garrow started Sabrewing Aircraft with the purpose of providing unmanned VTOL cargo capability to the most remote parts of the world. Today that dream of flying to places where little or no cargo capability exists is closer to reality. Sabrewing hope to bring eVTOL cargo to the market by 2023 and is less than 6 months away from the first completed airframe.

### **Jay Faria, President, Airtrade Aviation**

Juarez (Jay) Faria holds a Bachelor's Degree in Aeronautical Engineering and has completed several courses in aviation management and business administration. A short career as a college professor also led him to become a contributor writer for articles published by major aviation magazines.

He started his career at Embraer and later became the General Manager for Líder Aviação in Brazil, one of the largest air-charter companies in the world.

In 1991 he created Airtrade Aviation Corp, a Delaware-based company. Jay wears many hats at Airtrade from negotiator to inspector to strategist to chief-mechanic as a practitioner of the craft of aircraft acquisitions. In this endeavour, he has travelled to more than 50 countries in search of higher-value aircraft purchases on behalf of his world-wide clients. Jay has successfully completed the purchase and sale of over 200 hundred aircraft.

He is married to Andrea Faria, and they have a daughter and a son, Taciana and Arthur. Jay is an avid reader and an aircraft and helicopter pilot.

### **Jonathon Freye, Director Of Legislative Affairs, Air Mobility, Hyundai Motor Group**

Jonathon Freye has served as Senior Policy Advisor to Congressman Dan Lipinski (IL-03), a member of the House Transportation and Infrastructure's aviation subcommittee, since 2016. He has drafted and negotiated inclusion of the Congressman's initiatives during multiple reauthorization bills before the committee, including the FAA Reauthorization Act of 2018, and oversaw the implementation of the Congressman's previous legislative victories.

Prior to working for Rep. Lipinski, he was the Federal Government Affairs Representative for the Metropolitan Washington Airports Authority where he advanced the authority's policy priorities before Congress and the federal agencies. He also spent a year as a legislative fellow in the office of Senator Maria Cantwell, then-Chair of the Senate aviation subcommittee.

Freye began his career as a flight instructor at his alma mater, Western Michigan University, and served at the appointment of Governor Jennifer Granholm as a Michigan Aeronautics Commissioner. He holds a commercial pilot's license (ASEL/AMEL), is a certified flight instructor (CFI/CFII/AGI) and also holds a merchant mariner's credential.

### **William Herp, Founder and CEO, Linear Air**

Bill Herp is a serial entrepreneur and founder of three uniquely different startups during his career. He is currently founder and CEO of Linear Air, a company on a mission to revolutionize private air travel by making affordable air taxi service a reality.



Bill Herp founded Linear Air in 2004, spurred on by his passion for aviation as a private pilot. Initially conceived as an air charter business that would leverage a new class of low-cost "very light jets" (VLJs), his goal was to create a more affordable alternative for regional private jet travel. Along the way, the VLJ manufacturing model failed, and Bill was forced to re-invent his business. He re-launched Linear Air as the first "air taxi" marketplace, connecting small charter airplane operators throughout the U.S., Canada, and the Caribbean with regional travelers and giving them direct access to thousands of airports throughout North America. Now, in partnership with internet travel search sites such as Kayak, Amadeus and SABRE, Linear Air is making affordable private air travel a reality for more people than ever before. In addition to leading the business side of Linear Air, Bill continues to feed his flying passion as an ATP certificated pilot.

Bill received a BA from the University of Notre Dame and an MBA from Harvard Business School.

### **Anthony Kioussis, President & CEO, Asset Insight**

Mr. Anthony ("Tony") Kioussis is President and CEO of Asset Insight, LLC. The company provides valuations, audits, analytics, and consulting services to the aviation industry, and has developed a proprietary Asset Grading System Process resulting in a uniform methodology for evaluating and grading an aircraft's maintenance condition.

Prior to Asset Insight, he served as VP, Strategic Marketing with GE Capital's Corporate Aircraft Finance group, joining GE after serving as VP – Aircraft Sales for Jet Aviation Business Jets, Inc.

Following a ten-year tenure with British Aerospace, Inc., where he became VP – Sales, for JSX Capital, the company's aircraft remarketing subsidiary, Tony founded The K Group, Ltd., providing Marketing, Sales, and Financial Services consulting to companies headquartered in the Americas and Europe.

He later joined Jet Support Services, Inc., as Sales Director – Airframe Programs, and developed "Tip-to-Tail," JSSI's Airframe Hourly Cost Maintenance Program.

Tony is a published author and active industry association member, serving as the current Board Secretary for the National Aircraft Finance Association (NAFA), past Chairman of the Products and Services Member Council for the International Aircraft Dealers Association (IADA), and as a current Member of the Transportation Research Board's (TRB) Business Aviation Subcommittee.

He holds a Bachelor of Science Degree from Florida Institute of Technology's College of Aeronautics, has completed graduate studies at New York's Pace University toward an MBA in Finance, and is a licensed pilot.

### **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.

#### **Michael L. Kohner, Principal in Charge, HBK CPAs & Consultants**

Michael has extensive experience of more than 30 years of serving complex high net worth families and their companies in the aviation, real estate, technology, media and entertainment, distribution, and venture capital industries. He consults with his clients with respect to issues such as federal and state income tax planning, income tax provisions, financial analysis, deal structuring, mergers and acquisitions, family wealth, charitable planning and the tax ramifications associated with corporate aircraft.

In 2018, after 25 years of combined service at Arthur Andersen and Andersen Tax, Michael retired from the firm to help launch the West Palm Beach office of HBK CPAs & Consultants. Previously, he was a co-founder and served as the Head of Andersen Tax's Corporate Team and the firm's expert on the tax ramification related to corporate aircraft and use of private yachts. Prior to that, Michael was a Tax Partner at Arthur Andersen, where he was in charge of the West Palm Beach tax department and the real estate group for Florida, also serving as a member of the firm-wide technical advisory group for both corporations and pass-through entities.

Michael has been a frequent speaker at the University of Florida, the Florida Institute of CPAs, Palm Beach County Estate Planning Council, and the Planned Giving Council. He is also an author of several articles on the tax ramifications of the personal use of corporate aircraft, tax issues associated with establishing residency, and several charitable giving strategies.

Michael earned both a Bachelor of Science and a Master's degree in Accounting from the University of Florida.

#### **Val Miftakhov, Founder & CEO, ZeroAvia**

Val Miftakhov is the Founder & CEO of ZeroAvia, a Silicon-Valley-based startup developing the world's first practical zero-emission aviation powertrain. Val is a serial entrepreneur in EV space - his previous company eMotorWerks developed a leading platform for EV battery aggregation to provide grid services, which was acquired in 2017 by Enel. Prior to that, Val held a number of senior business and product positions at Google and McKinsey & Company. He also served as a nuclear researcher at Stanford Linear Accelerator. Val holds a Ph.D. in Physics from Princeton University and a Master's



Degree in Physics from Moscow Institute of Physics and Technology and was a two-time winner of Russian Nationwide Physics competitions. In his spare time, Val makes good use of his airplane and helicopter pilot licenses.

**David T. Norton, Partner and Head of Aviation Practice, Shackelford, Bowen, McKinley & Norton**

David T. Norton is a partner and head of the aviation practice at the law firm of Shackelford, Bowen, McKinley & Norton, LLP, in Dallas, Texas. He received his B.A. from the United States Air Force Academy, his M.B.A. from Louisiana Tech University, and his J.D., cum laude, from Southern Methodist University, where he was Editor-in-Chief of the Journal of Air Law & Commerce, published by the SMU Law Review Association.

While his firm offers a broad array of legal services, Mr. Norton focuses solely on aviation law, having an internationally recognized practice that encompasses a broad range of business aviation regulatory, risk management, transactional, tax, and commercial dispute resolution matters. He is a frequent speaker at various business aviation conferences addressing current hot-topics in the industry, and actively participates in many business aviation industry-related committees and groups, including previously serving as: Manager of the 2015 Fair Sales Tax Initiative for Texas Aircraft, LLC, a coalition that interfaced with the Texas Comptroller of Public Accounts and resulted in new statutory provisions designed to bring much more clarity and fairness to the assessment of sales/use taxes on aircraft in Texas; Industry Co-Chair of the joint FAA/Industry RVSM LOA Process Enhancement Team of the Performance based Advisory Rule Marketing Committee and the subsequent related efforts to re-write AC 91-85; a member of the Applicability Working Group of the Federal Aviation Administration's Part 135/125 Advisory Rulemaking Committee; and as the founding Chair of the National Business Aviation Association's Domestic Operations Committee. He currently serves as a member of the American Bar Association's General Aviation Committee; the National Air Transportation Association's President's Council, Air Charter Committee and Illegal Charter Task Force; the NBAA's Tax Committee and Regulatory Issues Advisory Group and Chair of the NBAA's Operational Excellence Strategic Focus Team; and as a member of Texans for General Aviation. He is a past Chair of the Aviation Section of the State Bar of Texas, and is an advisory board member for the Journal of Air Law & Commerce, published by the Law Review Association of the Southern Methodist University Dedman School of Law. Mr. Norton is a Life Fellow of the Texas Bar Foundation. He is also active in many community organizations, previously serving, for example, as Chair of the Board of Trustees of Challenger Air for Kids & Friends, Inc., as well as the Frontiers of Flight Museum, located at the Dallas Love Field Airport.

Mr. Norton was a regular commissioned officer in the U.S. Air Force from 1984 to 1993, serving primarily as a KC-10A pilot and aircraft commander. Before becoming a pilot, he also briefly served as a KC-135A navigator. He is a veteran of Operations Desert Shield and Desert Storm (the first Gulf war), Operation Southern Watch (the Middle East no-fly zone), and Operation Restore Hope. Mr. Norton currently holds many civil pilot certificates issued by the Federal Aviation Administration. He is an airline transport pilot (multi-engine land) with a DC-10 type rating, and a commercial pilot (single-engine land). He also maintains certification as a certified flight instructor, instrument and multi-engine, as well as an advanced ground and instrument instructor. When not spending time with his beautiful wife of over thirty years, Martha, or flying his Cessna C-177B Cardinal around North Texas on the weekends, he can be frequently found strumming one of his several favorite Ukuleles to the delight of all (or so he thinks).

**Forrest Owens, Principal, The Law Office of L. Forrest Owens**

Forrest Owens spent his formative years in Indiana. Mr. Owens attended Vincennes University where he focused his studies on aviation technology and obtained Federal Aviation Administration (FAA) Airframe and Powerplant (A&P) as well as private pilot licenses, graduating with an A.S. in 1998. Mr. Owens subsequently attended Indiana University Kelley School of Business where he majored in Finance with a minor in Economics, completing a B.S. in 2001. During undergraduate study, Mr. Owens worked full-time for a leading aircraft turbine engine manufacturer based in Indianapolis as well as a regional airline and an internationally recognized aviation centered freight company. Mr. Owens attended law school at Valparaiso University where he graduated with a J.D. in 2005.



Before forming Aviation Legal Counsel, Mr. Owens spent over twelve years focused on aviation related legal matters with boutique practice groups. Mr. Owens has acted as counsel in the purchase and sale of hundreds of aircraft transactions ranging from experimental home-built aircraft to Gulfstream 550 aircraft. Mr. Owens has worked with every major manufacturer of turbine powered corporate aircraft. Mr. Owens has also been involved in the merger and acquisition of many aviation related businesses. Mr. Owens practice concentrates on aircraft and aviation related transactions, cross-border transactions, airman defense before the FAA and Department of Transportation, airport real estate and land use, and civil litigation. Mr. Owens has practiced as the principal of L. Forrest Owens, P.A. dba Aviation Legal Counsel ([www.aviationlegalcounsel.com](http://www.aviationlegalcounsel.com)) since 2017. Mr. Owner is also of counsel to the firms of Saavedra|Goodwin and the Luxury Law Group.

#### Education

Vincennes University – Aviation Technology (A.S. 1998) (Technology Department Outstanding Alumni Award recipient 2005)

Indiana University Kelly School of Business (B.S. 2001)

Valparaiso University School of Law (J.D. 2005)

#### State Admissions

Indiana (Inactive), 2006

Illinois, 2008

Florida, 2007 (Board Certificated in Aviation Law 2017)

#### Aviation Industry Involvement

National Business Aviation Association

National Business Aviation Association – Regulatory Issues Advisory Group

South Florida Business Aviation Association, Treasurer

Florida Bar – Standing Member of the Aviation Law Committee

Aircraft Owners and Pilot Association – Panel Attorney

National Aircraft Finance Association

Florida Aircraft Business Association

#### **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.

#### **Joseph Zulueta, ASA, Managing Partner, Aeronautical Systems**

Joseph T. (Joe) Zulueta, ASA, is an accredited senior aircraft appraiser designated by the American Society of Appraisers (ASA) and has been an independent aircraft appraiser, surveyor, and auditor specializing in corporate jet and turboprop aircraft for over 25 years. A U.S. licensed pilot, graduate of Trinity International University with a B.A., in Business Administration and has completed numerous post-graduate courses within the aviation and appraisal disciplines.

He is a Managing Partner of Aeronautical Systems, headquartered in Miami Lakes, Florida, serving the aviation industry worldwide since 1986. The firm specializes in aircraft consulting; prospective, current



and prospective appraisals; damage event and diminution of value assessments; expert witness testimony to include pre-trial consulting through post-trial support; fractional aircraft ownership redemption consultation; major asset and portfolio management; and acquisition services on a diverse range of aircraft. The firm has appraised thousands of aircraft with an aggregate value totalling well over one billion dollars.

He is a guest lecturer and speaks on a broad range of aviation topics. First and foremost, he is a skilled aircraft appraiser. More broadly, he is a well-established expert witness in the assessment of diminution of value for damage aircraft events. He also has leadership responsibilities over aircraft asset and fleet portfolio management along with new and pre-owned acquisition services.

Mr. Zulueta analyzes and designs intra-company workflow processes, digital valuation tools, software integration models specific to the appraisal field and strives every day to produce and publish accurate, transparent and common-sense appraisal reports that the recipient will clearly understand.

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

LinkedIn [www.linkedin.com/company/aeromutlu-aviation-services](http://www.linkedin.com/company/aeromutlu-aviation-services),

Twitter [www.twitter.com/AeromutluS](http://www.twitter.com/AeromutluS),

Facebook [www.facebook.com/AeRoMUTLU](http://www.facebook.com/AeRoMUTLU)



The AirComp Calculator is business aviation's only online compensation analysis system. It can provide precise compensation ranges for 14 business aviation positions in six aircraft classes at 21 locations throughout the United States in seconds.

The AirComp Calculator was created by Dr. Chris Broyhill, one of the industry's most respected authorities on business aviation compensation. An industry veteran with over 38 years of experience, Dr. Broyhill has led several scientific research projects concerning personnel retention, compensation, and leadership on behalf of the National Business Aviation Association (NBAA) since 2017. His research and expertise on the subjects of retention and compensation have led to his engagement to perform compensation analyses for nearly 40 business aviation operators, including an OEM and a leading aircraft management company, as well as several Fortune 500 flight departments.

The AirComp Calculator uses Dr. Broyhill's proprietary methodology that includes multiple validated aviation compensation surveys and data from the U.S. Bureau of Labor Statistics (BLS). The Calculator generates onscreen and pdf output that features:

- Market compensation ranges for both base salary and total cash compensation at the average, 50th, 75th, and 90th percentile levels;



- Computation of compa-ratio (ratio of current compensation to range midpoint) for all ranges;
- 401K matching comparison as an element of total cash compensation; and
- Observations and recommendations regarding the relationship between input compensation and system-generated ranges.

The AirComp Calculator's database is updated quarterly with new aging data, including BLS compensation growth and regional correction data, reflecting economic trends in compensation in real-time.

The AirComp Calculator is like having your own business aviation compensation expert available 24/7/365, at a daily cost less than a coffee shop latte!  
Find out more here: <https://citadelconsultingservices.com/aircomp-calculator-tm/>

Contact Dr. Chris Broyhill for a free demo.  
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(214)425-9600