



**Aircraft Leasing:
Commercial, Legal and Technical Issues**

Tuesday 9th April 2019

London City Airport

London, UK

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SEMINAR AGENDA

9.00 Registration

9.30 Welcome & Introductions
Introduction to the Seminar Materials

9.40 Commercial Issues

- **Airline Sector (Lessee)**
 - Aircraft Acquisition
 - Buy or Lease?
 - Sale/Leaseback
 - Outlook

- **Business Aircraft Sector**
 - Business Aviation
 - Ownership/Operator Schemes
 - Operations
 - Non-Commercial vs. Commercial
 - Aircraft Management Contracts
 - Outlook
 - Supersonic Air Transport!

- **Leasing Company Sector (Lessor)**
 - Lessor Priorities and Interests
 - Outlook

11.00 Networking Coffee Break

11.30 Legal Issues

- **Overview of Major Legal Issues of a Typical Lease Agreement**
 - Security Deposit/Lock-out
 - Lease Term/Rent/Net Lease
 - Warranties and Representations
 - Disclaimers
 - Operation of Aircraft/Subleases
 - Indemnities
 - Insurance
 - Events of Default
 - Cape Town Convention
 - Sovereign Immunity
 - Governing Law/Jurisdiction

13.00 Networking Lunch

14.30 Technical Issues

- Overview of Technical Components of a Typical Lease Agreement
- Delivery Conditions
- Logs and Maintenance Records
- Airworthiness Directives/Service Bulletins
- Maintenance Reserves
- Return Conditions

16.00 Concluding Remarks

16.10 Networking Coffee

SPEAKERS

Jamie Baldwin, J.D., Adjunct Professor, University of Maryland University College (UMUC) and Visiting Lecturer, University of Westminster (London, UK) and Emirates Aviation University (Dubai)

James Patrick (Jamie) Baldwin is an author, speaker and consultant in air transportation. He teaches Business Law as an Adjunct Associate Professor at the University of Maryland University College (UMUC) and is a Visiting Lecturer at the University of Westminster, London, United Kingdom and Emirates Aviation University. He is also a Contributing Editor to Airways Magazine. Previously, he was an Adjunct Professor at the College of Business, Embry-Riddle Aeronautical University (Daytona Beach Campus).

As a consultant he specializes in start-up airline strategies, regulatory compliance, licensing, aircraft sourcing, strategic planning, contracts, marketing and preparing business plans.

An avid golfer, Mr Baldwin is an occasional golf correspondent for the Dorchester Banner.

Previously Mr Baldwin served as Deputy General Manager for Legal and Regulatory Affairs of Star Airways, a small Turkish cargo airline of which he was a founder, and prior to that, the US Representative of Tajik Air, the international airline of the Republic of Tajikistan. In the latter capacity, he represented the airline's interests before the US government, multilateral development banks and private US and international business interests. He also coordinated and prepared on behalf of the government of Tajikistan a request for a grant from the US Trade and Development Agency for a feasibility study on its air transport sector.

Mr Baldwin served as an officer in the US Navy (1974-1978) and the active US Naval Reserve (1978-1994). Assignments included Naval Liaison Officer on tanker convoys during the Iran/Iraq War, Officer in Charge of military officers boarding, inspecting and briefing masters of merchant ships delivering military cargo during the first Gulf War and Commanding Officer of a US Naval Reserve unit. He is now retired with the rank of Commander.

Mr Baldwin is the author of Pan American World Airways – Images of a Great Airline (BluewaterPress, 2011), and with Jeff Kriendler, former Vice President, Corporate Communications at Pan Am, Pan American World Airways – Aviation History through the Words of its People (BluewaterPress, 2011). His website is www.jpbttransconsulting.com.

Mr Baldwin obtained an A.B. (Bachelor's) Degree in International Relations from the University of Southern California (Los Angeles) and a J.D. (Juris Doctor) Degree from the American University Washington College of Law (Washington, DC). He is a member of the U.S. Naval Institute, the U. S. Golf Association and Sigma Alpha Epsilon. He has travelled widely and includes among his interests, golf, hill walking, distance running, sailing, model railroading, spectator sports, classical music and writing. He is married and resides in Maryland.

Barry Humphreys CBE, Aviation Consultant, BKH Aviation

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Dr Barry Humphreys received a BA in Economics and Economic History from the University of Leicester and a Ph.D. in Air Transport Economics from the University of Leeds. He joined the recently established UK Civil Aviation Authority in 1973 as an Economic Assistant, subsequently becoming Economic Adviser. After a period with British Caledonian Airways, he returned to the CAA in a policy role. He ended his career at the CAA as Head of Air Services Policy in the Economic Regulation Group, a member of the Senior Management Group, dealing in particular with international air services, including the negotiation of bilateral and multilateral air services agreements. While at the CAA Barry contributed to several major studies and policy initiatives, including the development of a regulatory regime to be applied to airports, and represented the Authority at numerous government negotiations and international meetings, including chairing various groups and sub-groups.

In 1995, Barry accepted an invitation to join Virgin Atlantic Airways as Director of External Affairs and Route Development. During his time at Virgin Barry was wholly or partly responsible for political lobbying, licensing, economic regulation, airport and air traffic control access and pricing, government bilateral and multilateral negotiations, competition policy and consumer and environmental issues, as well as making a significant contribution to route development, longer-term strategic policy and security. He represented Virgin Atlantic on various industry and government bodies and committees, including being a member (and for two years Chairman) of IATA's Industry Affairs Committee. Barry played a leading role in establishing Virgin Atlantic as an airline admired throughout the industry and recognised as a major industry player throughout the world, working closely with the airline's majority owner, Sir Richard Branson. He was responsible for presenting licensing applications before the UK CAA, the US Department of Transportation and elsewhere and competition cases before the appropriate authorities in the European Union, the UK, the US and Australia.

Throughout his career Barry has lectured and written extensively on the subject of aviation regulation. He has lectured at numerous universities in several countries and was for a period a Visiting Professor at the University of Ulster. He has been External Examiner for MSc and Ph.D students at Cranfield University and for three MSc aviation courses and PhD students at City University, London. His written work has appeared in both peer reviewed and non-peer reviewed journals. He is the author of two major studies of the regulation of airline computer reservations systems and co-author of a textbook on Airline Finance (2014), widely used by aviation students throughout the world. He has chaired round-tables in France and Mexico on airport development and access organised by the OECD.

Barry has been Deputy Chairman of the Board of Airline Representatives UK, Deputy Chairman (and Chairman of the Remuneration Committee) of Airport Co-Ordination Ltd, a member of the UK Foreign Office Consular Advisory Committee, a Board Member of the UK India Business Council, Chairman of the Caribbean Britain Business Council and a member of both Heathrow and Gatwick Airports' Consultative Committees. Since leaving Virgin Atlantic, he served two terms (six years) as Non-Executive Chairman of the British Air Transport Association (now Airlines UK), a trade body representing the vast majority of UK airlines. He is a Fellow of the Royal Aeronautical Society, a Member of the British Association of Aviation Consultants and of the RAF Club and a former Fellow of the Chartered Institute of Logistics and Transport and the Tourism Society.

Barry was also involved in the partial privatisation of National Air Traffic Services (NATS), the provider of UK air traffic control services, from the beginning in 2000. He was a Board Member of the Airline Group, which owns 42% of NATS' shares and is the company's Strategic Partner, between 2001 and 2014, and continues to represent four minority airline shareholders at Board meetings. He also sat on the NATS Board and chaired the Remuneration Committee for several years up to 2014.

Barry's charitable work includes being a Trustee of the Loomba Foundation, a successful UK-based charity which helps widows and orphans in India and increasingly other parts of the world. He is also a Trustee and Board Member of Airlink, a relatively new charity established in 2009 with the objective of connecting airlines and NGOs at time of humanitarian disasters, and for some six years chaired the organisation's Advisory Council made up of Chief Executives and senior representatives of airlines and aircraft leasing and manufacturing companies. Airlink has been involved in many relief operations throughout the world and enjoys the support of numerous companies in the aviation industry.

In the UK's 2015/16 New Year's Honours List, Barry was made a Commander of the Order of the British Empire (CBE) for services to aviation and charity.



Barry also undertakes occasional consultancy and advisory work. His clients have included the European Commission, a Middle East Government, major European airports, a new low-cost carrier based in Asia, the Indian Government, the International Air Transport Association, a major European airline, as well as several other organisations.