



8th USCAS - US Corporate Aviation Summit
Friday 6th November 2020 - Virtual Conference
10.00 EST (New York) / 15.00 GMT (London) / 16.00 CET (Berlin)

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

Welcome Remarks

Panagiotis Panagopoulos, CEO & Founder, Aeropodium

Russell McCaffery, Dean, Transportation Programs, Broward College

PANEL DISCUSSION

An overview of corporate aviation in the US

- New FAA regulations
- Tax regulations
- International Standards for Business Aircraft Operations (ISBAO)
- Part 91 and Part 135 operations
- The future of corporate jet cabins

Jonathon Freye, Vice President, Government and Public Affairs, National Air Transportation Association

Mike Kahmann, Principal, Kahmann Consulting

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

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

PANEL DISCUSSION

Financing and leasing business aircraft in the US

- Technical pitfalls for leased aircraft
- Asset management
- Aircraft valuation and appraisal
- Aircraft registration and offshore registries

Bob Wilke, ASA, Managing Director, Advanced Aviation Research

Chris Zarnik, Program Director - MENA, Corporate Concepts International

PANEL DISCUSSION

Purchase and sale of business aircraft in the US

- Practical aspects of buying and selling business aircraft
- Legal matters for aircraft owners, operators and managers
- How to complete an aircraft transaction successfully
- Fractional ownership and jet cards

Tom Chapman, Chief Operating Officer, Aerospace Instrument Support

Derek Bloom, Partner, Atlantic Aviation Legal Services

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

Jay Faria, President, Airtrade Aviation

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

PANEL DISCUSSION

The operators' panel

- Corporate aviation in the US: A vision for the future
- Achieving cost efficiency and safety
- Pilots' training and shortage
- Environmental concerns

Stephane Cottrell, Assistant Director of Operations, National Jets

Leonard Goldberg, Owner/President, Gold Aviation Services

PANEL DISCUSSION

Aircraft management, maintenance, and operations

- The air taxi market
- Selecting an aircraft management company
- Maintenance support
- The hidden costs of aircraft management and operation
- Rogue aircraft parts and the importance of proper trace
- How to achieve cost efficiency and profitability
- Large cabin completions
- The online marketplace for private jet charters
- Insurance for corporate aviation
- Pilots' recruitment, training, and shortage
- Electrifying aviation: Reducing costs and improving economics of short-haul and regional air travel with hydrogen

Tom Chatfield, CEO, Camber Aviation Management

Bryan Cunningham, Managing Director, Airfleet Acquisition Group

Matthew Delamere, Managing Director, Eyelevel

William Herp, Founder and CEO, Linear Air

Jaap Hoekstra, CEO, Kilpatrick

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

Val Miftakhov, Founder & CEO, ZeroAvia

Concluding Remarks and End of USCAS 2020

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.

Tom Chatfield, CEO, Camber Aviation Management

Tom Chatfield has over 35 years' experience working with highly respected companies in the aviation industry. A trained avionics technician holding Transport Canada and EASA Aircraft Maintenance Engineer licences, with a MSc in Airline Transport Management from Cranfield University, Mr. Chatfield is characterised by his professionalism, technical insight and solutions-oriented approach.

In high school, Tom worked at a flying school to pay for his flying lessons. After gaining his pilot's licence, he attended Canadore College before being hired by de Havilland Canada in 1986. Starting as a production flight test technician, he was fast-tracked into avionics engineering, later becoming de Havilland's youngest international field service representative.

Tom joined Lufthansa's partner, Contact Air, in 1992 to lead the Avionics Department and, later, to manage the Engineering and Maintenance Planning Teams. Recruited as Maintenance Manager in 2000 for DaimlerChrysler's new corporate jet division, he led the team to achieve 100% dispatch reliability of its A319CJ during the first two years of daily trans-Atlantic business-class shuttle operations. Tom



oversaw the maintenance, modification and AOG recovery of DaimlerChrysler's global operation of Airbus, Global, Challenger, Falcon, Learjet and Cessna business jets.

A boutique leasing consultancy, Santos Dumont Aircraft Management, hired Tom in 2004 as VP Technical to develop processes and train specialists to support an impressive list of client airlines and leasing companies.

Qatar Airways' offered an opportunity in 2009 to join the senior management team of its new business jet operation. Mr. Chatfield managed Qatar Executive's technical operations, defining new aircraft specifications, overseeing completions and leading the team to receive Part 145, CAMO and Bombardier Service Center approvals.

In 2013, after 24 years of working abroad, Tom returned home to Canada to launch Camber Aviation Management with a trusted team of professionals to deliver technical advisory services and unique custom designed, world-class corporate and private aircraft to the high net worth, corporate and head of state clients worldwide.

Since January 2020, Mr. Chatfield is the CEO of Camber Aviation Management.

Stephane Cottrell, Assistant Director of Operations, National Jets

Mr. Stephane Cottrell has more than 25 years of professional experience in the aviation industry. Stephane is a graduate of Louisiana Tech University, where he received a BS in Professional Aviation. Stephane is employed by National Jets (JKIA235F) in Fort Lauderdale, Florida where he currently serves as the Assistant Director of Operations, overseeing the Company's Safety Management System, 14 CFR Part 135 Training Program, and assisting the Director of Operations with the day to day operations. Stephane began his aviation career in 1994 as a flight instructor and worked for various charter operators prior to joining Walmart Stores Inc. where he worked for 15 years. While at Walmart, he established the flight department in Costa Rica, was directly involved in establishing and documenting the operations international processes and was instrumental in developing the Pilot Mentor Program. From November 2013 to July 2016, Stephane was Vice President of Flight Operations for NEXUS Flight Operations Services, where he was responsible for safe and efficient flight operations, development and implementation of flight operation policies, liaising with local civil aviation authorities, maintaining standard operating procedures, and crew support. He developed and implemented flight operations objectives to reach organizational targets effectively, apart from supervising all fleet lines. In 2016 Stephane joined Wyvern LTD as a Director of Regulatory Compliance, Technical Writer and Auditor. He is accredited from IBAC as an IS-BAO operations auditor and has completed a number of audits for Air Operator Certificate holders (AOC), Operator Certificate holder (OC), Department of Defense operators, and other various international DGACs. In April 2018, Stephane was hired by National Jets Inc. as the Director of Training. He rapidly established himself and was named Director of Safety in June 2018. As Director of Safety, he established a safety-minded Culture, not just with the pilots, but throughout the organization including National Jets' FBO and Maintenance Teams. As part of his Director of Safety duties, Stephane is currently preparing National Jets for the IS-BAO audit process and reviewing all company documented processes and procedures to ensure compliance with IS-BAO Stage Three Protocols. During his career, Stephane has held the positions of a flight instructor, charter pilot, corporate pilot, Director of Safety, Director of Training, Chief Pilot, and Vice President of Operations. His experience in the areas of customer relations, scheduling, maintenance planning, coordination of services, SMS management, IS-BAO compliances, aircraft organization, and international flight planning has been key to organizational success.

Matthew Delamere, Managing Director, Eyelevel

Matthew Delamere is the CEO of Eyelevel Jet Interiors that was founded 10 years ago.

Eyelevel Jet Interiors specialise in supplying private jets and luxury VIP airlines with beautiful products that enhance the passenger experience.

All areas of the cabin are catered for including dinner services, fine crystal glasses, silver tableware, cashmere blankets, bedding, table linen, exclusive bathroom amenities and luxury wash bags.

Products are sourced from leading brands such as Christofle, Baccarat, Hermes, Bvlgari, L'Occitane, Jo Malone, Waterford.



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, Vice President, Government and Public Affairs, National Air Transportation Association

Jonathon Freye is NATA's Vice President, Government & Public Affairs. 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.

Leonard Goldberg, Owner/President, Gold Aviation Services

Leonard has over 30 years of Aviation Experience. He founded Gold Aviation Services in 1995 and acquired a Part 135 Charter Operator, Dolphin Atlantic, in 1997 becoming one of the industries most respected Aircraft Management and Charter Companies.

The companies operate a fleet of Next Generation aircraft inclusive of Embraer Phenom 300. Through their approved vendor network Gold Aviation accommodates all customer flight needs from prop aircraft to the Bahamas to large cabin class jets worldwide.

Leonard is a graduate of Embry Riddle Aeronautical University with a Bachelor of Science degree in Aviation Business Administration, holds a Commercial Pilot's License with Flight Instructor privileges attended a vocational program in high school for aircraft maintenance. In addition to Sharing the love of flight at his companies he is Chairman of the Board for Gilda's Club South Florida <http://gildasclubsouthflorida.org>, active in Entrepreneurs' Organization (EO), National Business Aircraft Association (NBAA), Board Member of Experience Aviation and mentor to Captain Barrington Irving <http://www.experienceaviation.org>. Leonard can regularly be seen as a primary character on Selling Jets viewed on A Wealth of Entertainment (AWE) network <http://www.awetv.com/sellingjets/>. Leonard is featured in Embraer's Quarterly volume 3 Advantage magazine and was on Embraer's industry event panel. He can be seen as a speaker at business and industry events.

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.

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.

Mike Kahmann, Principal, Kahmann Consulting

Mike Kahmann has spent over 20 years leading teams that originate, underwrite, and service high yield structured debt transactions and equipment leases. Kahmann's functional expertise spans sales and marketing, risk/underwriting, pricing/structuring, and operations. He has financed a broad variety of equipment types including business and commercial aircraft, railcars, trucks, trailers, and manufacturing equipment.

Kahmann Consulting (www.KahmannConsulting.com) is a consulting practice that helps high yield investors make more intelligent and informed structured debt decisions. Areas of expertise include business model diagnostics, growth strategy evaluation and improvement, sales force recruiting and training, and process/policy documentation.

Kahmann started his career in finance and accounting, and his formal roles have been in new business development for banks and finance companies including CIT Group, GE Capital, and Emigrant Bank. From 2011 to 2017, Kahmann was Group Head of CIT's Business Aircraft Finance Division. During that time, Kahmann's

team was able to successfully re-focus what had previously been a fractional jet share financier into a world-leading whole aircraft funding source. Offices were opened, and investment origination capabilities were developed around the globe: in Europe, Asia, and Latin America as well as throughout the United States. Highyield, low-loss secured loan assets were generated as the portfolio grew at a 19% CAGR.

From 2010 to 2011 Kahmann was the Group Head of CIT's Financial Institutions Group, where his team was responsible for obtaining bank and Export Credit Agency funding for CIT's commercial aircraft lease portfolio and its OEM order book. Additionally, the FIG team was responsible for both secondary market commercial aircraft lease origination as well harvesting gains from CIT's aircraft lease portfolio. This mission included constructing the analytical framework needed to make portfolio aircraft lease "hold vs. sell" decisions, then conducting competitive bid processes to realize optimal value.

Before his time at CIT, Kahmann started de novo Emigrant Bank's business credit group, where he hired and trained a full team consisting of origination, risk/ underwriting, legal, and operations professionals. The group invests in high yield equipment leases as well as asset-based revolving loans. Kahmann has held origination as well as financial accounting and analysis positions at GE Capital and has also been the COO/CFO of a start-up company in crisis/turnaround mode.

Kahmann has a BA from Claremont McKenna College and an MBA from NYU's Stern School of Business.

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 Norton received his B.A. from the USAF 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. Mr. Norton's practice focuses solely on aviation law, which encompasses a broad range of business aviation regulatory, risk management, transactional, tax, and commercial dispute resolution matters. He actively participates in many business aviation industry-related committees and groups, including previously serving as 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 as Chair of the NBAA's Operational Excellence Strategic Focus Team. 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 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. Mr. Norton currently holds many civil 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.

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 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.

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