

4th annual Future of Business Jets

10-11 November 2010

Millennium Gloucester Hotel, London SW7. UK

Now in its fourth year, The Future of Business Jets will build on the success of previous year's conferences by once again bringing together senior industry figures to network and debate key issues.

Chair: **Sean Gates**, Senior Partner, Gates and Partners

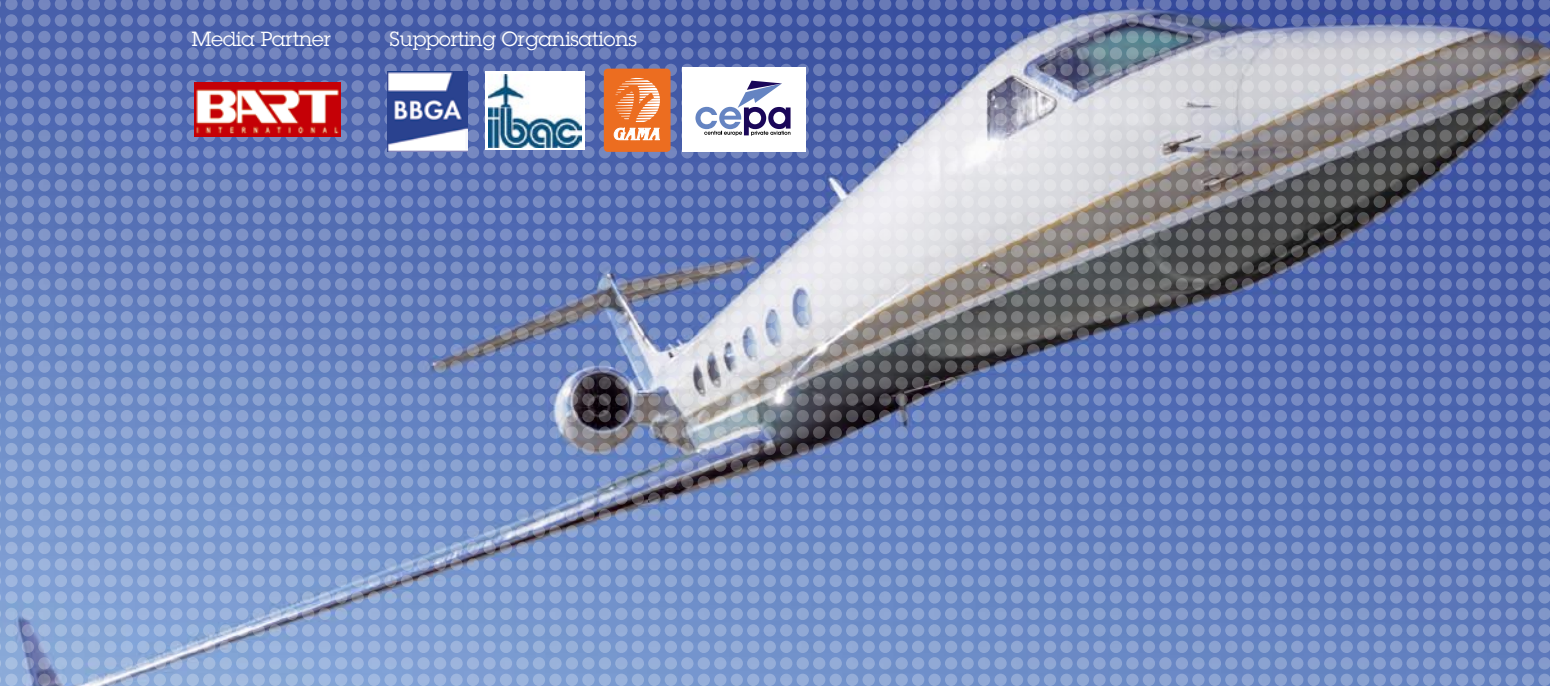
Speakers Include:

Charlie Bodnar, Managing Director, Euro Jet // **Bobby Butler Jr**, Vice President and Chief Compliance Officer, Universal Weather and Aviation // **Stewart Corder**, Deputy Vice-President, BAE Systems Regional Aircraft // **Brian Delauter**, General Manager for TSA General Aviation // **Benito DeLeon**, Acting Deputy Associate Administrator, FAA // **Trevor Esling**, Vice President - International Sales Cessna Aircraft UK // **Martyn Fiddler**, Martyn Fiddler Associates // **Shaun R. Flanagan**, Thrane & Thrane // **Owen Geach**, Commercial Director, IBA // **Dagmar Grossmann**, CEO of Grossmann Jet Service, Chairman and Founder of CEPA and SOPA associations // **Brian Humphries**, CBE, President and CEO, EBAA // **Guy Lachlan**, BBGA // Charlie LeBlanc, President ASI Group // **Peter Leiman**, Co-Founder and Managing Director, Blink // **David MacDonald**, Managing Director, Air Partner // **Barry MacKinnon**, Director of Market Development, Bombardier Business Aircraft // **Sean McGeough**, President, Europe, Middle East and Africa, Hawker Beechcraft // **Patrick Margetson-Rushmore**, London Executive Aviation // **Gordon Mowatt**, Wexas Travel // **Aoife O'Sullivan**, Partner, Gates and Partners // **Jason Peacock**, AMEX // **Bo Redeborn**, Director Cooperative Network Design, Eurocontrol // **Fred Reid**, President, Flexjet // **Willy Sigl**, Air Operations Officer, EASA // **Ed Smith**, Sr VP Int'l and Environmental Affairs, GAMA // **Brian Stoll**, Limelight Access // **Mark Wooller**, IBA // **Andrew Woolfson**, Director, International Finance, Cessna Finance

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As well as focusing on regulatory, legal, financial, insurance, and technical issues, The Future of Business Jets will provide a forum for topical issues.

Targeted at operators, charterers, leasing companies, banks, brokers, insurance brokers and underwriters, manufacturers, regulatory bodies, industry associations, specialist lawyers, accountants, registers, corporate service providers and consultants, and owners, The Future of Business Jets is an essential guide for anyone involved in buying, owning or operating an executive jet.

Day one agenda (subject to change)

08.00 Refreshments, registration and exhibition

09.00 Conference organizer's opening remarks

09.10 Welcome from the Chair
Sean Gates, Senior Partner, Gates & Partners

Session One

What are the current issues in business aviation?

09.20 The business aviation industry post-recession
* What are industry associations doing to help companies stay on track?
Brian Humphries, CBE, President & CEO, EBAA

09.40 Update on the Single European Sky
* implications for business aviation community
* reductions in costs
* decrease in environmental impact of flights
* improvement of safety and capacity of European airspace
Bo Redeborn, Director Cooperative Network Design, Eurocontrol

10.00 Concerns over airport access
* shortage of airports that cater for business jets
* lack of proper FBO facilities
Charlie Bodnar, Managing Director, Euro Jet

10.20 TBA

10.50 Questions and Discussion

11.10 Refreshments and Exhibition

Session Two

The current and future face of the business aviation market

11.40 Business Aviation Market Update: 2010 highs and lows
Trevor Esling, Vice President, International Sales
Cessna Aircraft UK

12.00 Aircraft sales market
* Used and new aircraft sales
* Market values
* The GA customer and changes in perception / buying habits
Stewart Cordner, Deputy Vice-President, BAE Systems Regional Aircraft

12.20 How will business jet operators grow their companies and market share?
* Innovations, organic growth and forming alliances
Fred Reid, President, Flexjet

Day one agenda (subject to change)

12.40 Questions and Discussion

13.00 Lunch

Session Three

Meeting the needs of emerging markets

14.20 The Future for Emerging Markets: Europe, Middle East and Africa
Sean McGeough, President, Europe, Middle East and Africa,
Hawker Beechcraft

14.40 Trailblazing the BRIC countries: Brazil, Russia, India and China
* Services and completions
* Regulatory issues in emerging markets
* China blocked by regulation
Barry MacKinnon, Director of Market Development,
Bombardier Business Aircraft

15.00 Questions and Discussion

Session Four

Upgrading aircraft and airports for the next generation

15.10 Upgrading business aircraft to include the latest avionics and connectivity
Shaun R. Flanagan, Thrane & Thrane

15.30 Next generation: What will the business jet airports of the future look like?
Benito DeLeon, Acting Deputy Associate Administrator, FAA

15.50 Questions and Discussion

16.00 Exhibition and Refreshments

Session Five

Hospitality roundtables

16.30 Network and debate hot topics with delegates and speakers
Hospitality roundtables assemble groups of up to 10 per table to discuss subjects of mutual interest over refreshments.

Each roundtable will be led by a conference speaker or other industry figure and you will be able to choose the discussion you join. **Roundtables topics include:**

What are the best strategies for successful Corporate Aircraft Asset Management?
Mark Wooller, Head of Corporation Aviation & Consulting, IBA

UK treatment of VAT on aircraft and aircraft services.
Martyn Fiddler, Martyn Fiddler Associates

Security and the Olympics / Catering for major sporting events
Patrick Margetson, London Executive Aviation

17.30 End of Day One

17.35 Conference Cocktail Party

19.00 Conference Dinner Sponsored by **GATES AND PARTNERS**
SOLICITORS

Day two agenda (subject to change)

- 08.30 Refreshments and exhibition
- 08.55 Chair's opening remarks to Day Two

Session Six

Business Jets and Climate Change

- 09.00 What are the key environmental issues currently facing the business aviation industry worldwide?
* How are these being tackled?
Ed Smith, Sr. VP Int'l and Environmental Affairs, General Aviation Manufacturers Association (GAMA)
- 09.20 EU-ETS: How do the environmental rules work in reality?
* Update on the latest UK lawsuits
* Requirement for business jet operators to register
* Is the infrastructure in place to make the legislation work?
Guy Lachlan, BBGA
- 09.40 Questions and Discussion

Session Seven

Safety, Security and Regulatory Affairs

- 10.00 Update on EASA rules and changes for the next 1-2 years
* Compliance with new ICAO requirements, Annex VI, Part II changes for GA
Willy Sigl, Air Operations Officer, Rulemaking Directorate, EASA
- 10.20 U.S. Perspective on the European and Middle Eastern regulatory landscape
Brian Delauter, General Manager for TSA General Aviation
- 10.40 What you should know about Large Aircraft Security Programme (LASP)
Charlie LeBlanc, President, ASI Group
- 11.00 Is the tightening of security making business aviation less competitive?
Dagmar Grossmann, CEO, Grossmann Jet Service
- 11.20 Questions and Discussion
- 11.30 Refreshments and Exhibition

Session Eight

Legal issues

- 12.00 Impact of anti-corruption legislation on business aviation
* Implications of the UK 2010 Bribery Act
* Implications of US Foreign Corrupt Practices Act
* Impact of these laws on flight departments
* The global reach of anti-corruption laws
Bobby D. Butler, Jr., Vice President & Chief Compliance Officer
Universal Weather & Aviation, Inc
- 12.20 Cape Town Convention
* where is the ratification process up to?
* does signing up to the convention actually ease purchase and sale of business Jets?
* will signatories enjoy better financing rates?
Andrew Woolfson, Director, International Finance, Cessna Finance

Day two agenda (subject to change)

12.40 Questions and Discussion

13.00 Lunch

Session Nine

Finance, Insurance and Registration

- 14.20 Entrepreneurship and seed capital
- * Successfully launching a business aviation company
 - * Researching and putting together a business plan
 - * How to raise start-up finance
- Peter Leiman**, Co-Founder and Managing Director, Blink
- 14.40 Alternative finance structures
- * Private equity funding
 - * Presenting yourself as a buyer to a bank
 - * Understanding security
- Aoife O'Sullivan**, Partner, Gates & Partners
- 15.00 Where are we at with market values?
- * Which aircraft have fared well?
 - * Which have retained their value?
- Owen Geach**, Commercial Director, IBA
- 15.20 Alternative insurance strategies
- * outsourcing
 - * captives
 - * manufacturing policies
- Sean Gates**, Senior Partner, Gates & Partners
- 15.40 Panel discussion: Panelists to include
- Patrick Margetson**, London Executive Aviation
- 16.00 Exhibition and Refreshments

Session Ten

Conference Debate:

Finding the new market - educating the customer

- 16.30 Panelists to include:
- David MacDonald**, Air Partner
Gordon Mowatt, Wexas travel
Brian Stoll, Limelight Access
Jason Peacock, AMEX
- 17.30 End of Conference

Venue



Millennium Gloucester Hotel & Conference Centre London Kensington 4-18 Harrington Gardens London SW7 4LH UK

T: +44 (0) 20 7373 6030 F: +44 (0) 20 7373 0409

This modern, four-star deluxe hotel is located in the heart of Kensington - less than a minutes walk from Gloucester Road underground station. The hotel offers an understated elegance with a relaxed environment and friendly, whilst discreet level of service.

Hyde Park, Kensington Palace and Gardens, The Royal Albert Hall, The Natural History Museum, Science and Victoria & Albert Museums as well as Earl's Court and Olympia Exhibition Centres are a short walk away.

Bedrooms are available for delegates at the rate of £180 + VAT. You can reserve a hotel room for the conference either by telephone or via the Millennium Hotels website:

www.millenniumhotels.co.uk/millenniumgloucester/index.html

Groups reservation telephone number: **020 7373 6030**

Block Code for Allocation: **QUAY 0911**

URL for booking on our website: **www.millenniumhotels.co.uk/gloucester**

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Delegate Fees

GBP £595 + VAT

Fees include 2 day access to the event, available conference papers, buffet lunch, refreshments and Cocktail Reception.

Additional Requirements – please describe them here

Conference Papers

I am unable to attend the conference please send me the conference papers on CD for the event for £175

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Terms and Conditions

This booking form constitutes a legally binding agreement. Payment must be paid in full prior to the event. Cancellations must be confirmed in writing one month before the day of the conference and will be refunded minus an administration fee of 100 GBP. We regret that no refund can be made after that date for whatever reason. Substitutions will be accepted if notified in writing prior to the event.

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