



# The Future of Business Jets

Thursday 23rd & Friday 24th October, 2008. Jolly Hotel St Ermins, London, UK

Now in its second year, **The Future of Business Jets** will build on the success on last year's highly successful conference by once again bringing together senior industry figures to network and debate key issues.

As well as focusing on regulatory, legal, financial, insurance, and technical issues, **The Future of Business Jets** will this year provide a forum for topical issues. The conference will explore licensing problems arising from transatlantic flights, safety concerns for VJs, the problems and benefits of the current under-regulation of the business jets sector, and why some banks are reluctant to finance business jets.

Chaired by:  
Sean Gates, Gates and Partners

Speakers include:  
Alberta Brown, FAA  
Graeme Deary, European Business Jets  
Claudio Galdo Camelier, Embraer Executive Jets  
Philip Gordon, Business Aviation (EMEA & Far East), Jeppesen  
Alex Hendriks, Deputy Director ATM Strategies, Eurocontrol  
Stephane Hebert, General Counsel, ExecuJet Aviation Group  
Guy Lachlan, CEO, BBGA  
Toennies von Limburg, Banc of America  
Brendan Lodge, Kaupthing, Singer and Friedlander  
Aoife O'Sullivan, Partner, Gates & Partners  
Steve Malley, Director, Yacht & Aircraft Group, Fortis Intertrust Services (IOM) Ltd  
Dan Mercer, Iridium  
Eric Sivel, Deputy Rulemaking Director, EASA  
Karen Skinner, NATS  
Don Spruston, Director General, IBAC  
Gehan Talwatte, CEO, Ascend  
Steven Tebbe, Netjets  
Greg Thomas, CEO, Privatair  
David Vellupillai, Airbus  
Richard Weeks, Netjets

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## Agenda | Day One

(subject to change)

09.00 Refreshments, registration and exhibition

Conference chaired by: Sean Gates, Gates and Partners

Session One: Welcome to the conference

09.10 Chair's opening remarks

09.20 What is the current shape of the business jet market?

**Claudio Galdo Camelier**, Vice President Market Intelligence Executive Jets,  
Embraer Executive Jets

09.40 What is the short and long-term future for the business aviation industry?

\* Summary of the major threats and opportunities for the business jet sector

**Greg Thomas**, CEO, Privatair SA

10.10 Developing the top end of the market

\* Corporate jetliners from A318 to A380

**David Vellupillai**, Product Marketing Director, Executive & Private Aviation –  
CDJ Airbus Central Entity

10.30 Discussion: Will the recent expansion of business aviation continue into the foreseeable future?

Panelists include:

**Claudio Galdo Camelier**, Vice President Market Intelligence Executive Jets,  
Embraer Executive Jets

**Greg Thomas**, CEO, Privatair SA

**David Vellupillai**, Product & Marketing Director, Executive & Private Aviation – CDJ, Airbus

**Gehan Talwatte**, CEO, Ascend

**Mike Ryan**, CEO, One Charter plc

11.00 Refreshments and Exhibition

Session Two: What are the key regulatory and policy issues facing the business jet industry now?

11.30 Regulation: What are the current international regulatory and policy issues affecting the business jet sector?

\* Inside track on EASA and FAA regulations

**Don Spruston**, Director General, IBAC

11.50 Regulatory aspects of fractional ownership

\* single versus dual crew operations/final

\* tranche of implementation of Part M

\* TCAS II

**Eric Sivel**, Deputy Rulemaking Director, EASA



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- 12.10 Regulating commercially operated VJs  
**Alberta Brown**, Aviation Safety Inspector - Operations  
135-Air Carrier Operations Branch, AFS-250 FAA
- 12.30 Discussion: Is the business jet sector under-regulated or over-regulated compared to the general aviation sector – and is this a good or bad thing?
- 13.00 Lunch

### Session Three: The impact of expansion in business jet usage

- 14.10 Transatlantic flights: licensing problems of having commercial operations run in EU by US operators, and in US by EU operators  
**Guy Lachlan**, CEO, BBGA
- 14.30 VJs and the various ATM aspects  
**Alex Hendriks**, Deputy Director ATM Strategies, Eurocontrol
- 14.50 Environment and carbon footprint: Review of Netjets Green Initiative  
**Steven Tebbe**, Netjets
- 15.10 Business Aviation and International Events  
\* impact on safety  
**Karen Skinner**, Operational Safety Expert, Division of Safety, NATS
- 15.30 Discussion:  
Panelists include:  
**Guy Lachlan**, CEO, BBGA  
**Alex Hendriks**, Deputy Director ATM Strategies, Eurocontrol
- 16.00 Exhibition and Refreshments

### Session Four: Champagne roundtables

- 16.30 Network and debate hot topics with delegates and speakers!  
Our champagne roundtables assemble groups of up to 10 per table to discuss subjects of mutual interest over a glass of champagne. Each roundtable will be led by a conference speaker or other industry figure and you will be able to choose the discussion you join.
- 17.25 End of Day One
- 17.30 Conference Cocktail Party



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## Agenda | Day Two

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09.00 Refreshments and exhibition

09.30 Chair's opening remarks to Day Two

### Session Five: Successfully owning or operating a business jet

09.40 Benefits of operating a jet commercially rather than within a corporate structure?

\* Chartering benefits and costs

**Stephane Hebert**, General Counsel, ExecuJet Aviation Group

10.00 Fractional ownership

**Graeme Deary**, CEO, European Business Jets

10.20 Do's and don'ts of drawing up commercial contracts

\* Pitfalls that operators should avoid

\* How some contracts are inappropriate to the business aviation sector

**Aoife O'Sullivan**, Partner, Gates & Partners

10.40 Paying and Recovering VAT

\* HMRC's approach to recovery of VAT

**Steve Malley**, Director, Yacht & Aircraft Group, Fortis Intertrust Services (IOM) Ltd

11.00 Discussion: tba

Speakers to be confirmed

11.30 Refreshments and Exhibition

### Session Six: Financing Business jets

12.00 Residual Value Guarantees

**Toennies von Limburg**, Banc of America

12.20 How to go about arranging air finance in different jurisdictions

**Brendan Lodge**, Kaupthing, Singer and Friedlander

12.40 Discussion: Why are some banks reluctant to finance business jets?

Are business jets seen as high-risk and if so, what can be done to change this perception?

13.10 Lunch

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## Agenda | Day Two

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### Session Seven: Insuring Business Jets

- 14.10 Insurance  
**Haywards Aviation**
- 14.30 What are the appropriate levels of insurance cover?
- 14.50 Risk Management ~ Being Prepared for the Unexpected  
\* Mitigation Strategies for the stand-alone/smaller operator  
\* crisis-prone vs. high-reliability organisations  
**Ron Lindsay**, Gates Aviation Consulting
- 15.10 Discussion: Why is the UK chosen over the US for financing liability insurance?  
\* Are insurance companies and banks steering clear of fractional ownership schemes, and if so, what can be done to remedy this?  
\* Should we be getting the banks to insist on appropriate insurance before they lend?  
Panelists include:  
**Haywards Aviation**  
**Sean Gates**, Senior Partner, Gates & Partners  
**Ron Lindsay**, Gates Aviation Consulting
- 15.30 Refreshments and Exhibition

### Session Seven: The Future: Pilot training & technology

- 16.00 Meeting future training requirements for business jets  
**Richard Weeks**, Director of Training and Standards, Netjets
- 16.20 **The latest developments in aeronautical satellite communications**  
**Dan Mercer**, Iridium
- 16.40 What are the issues that will need to be resolved over the next 3 years?  
**Philip Gordon**, Business Aviation EMEA & Far East, Jeppesen (UK Limited)
- 17.00 Discussion
- 17.25 Chair's closing remarks
- 17.30 Close of conference

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## Hotel details



The Jolly Hotel St Ermin's occupies a prominent site at the corner of Caxton Street and Broadway, just off Victoria Street. About 5 minutes walk from Parliament Square, the Houses of Parliament and Queen Elizabeth II Conference.

This is one of the few hotels located within the Division Bell area (having a bell in the lobby to call Members of Parliament to the House to vote).

It is also close to St James's Park, one of London's most beautiful royal parks, which is bordered by Buckingham Palace, Green Park, and Horse Guards' Parade and other top tourist attractions.

The 290 bedrooms are well presented with many recently refurbished, and others to be refurbished. They are appointed to international 4 star standard in a contemporary style, with international power sockets and modern connections, personal safes and ironing boards. All rooms feature satellite colour TV, direct dial phones, voicemail and minibar. There are 100 Executive Rooms, complete with air conditioning and luxurious soft furnishings.

Delegates at the hotel are eligible for reduced rate prices for staying at the hotel of £195 a night. Please email [alison@quaynote.com](mailto:alison@quaynote.com) for further information or tel: 44 (0) 20 8531 6464.

### Flight And Travel Arrangements

For information on flights or other travel related questions speak to our dedicated travel consultant

Trevor Hann of Travel Tailor on  
Tel: 01932 230600  
email: [trevor@traveltailor.co.uk](mailto:trevor@traveltailor.co.uk)

### Who should attend?

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.

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## Delegate Fees

**GBP 595.00 + VAT at 17.5% (TOTAL GBP 699.12)**

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

## How to Pay

Invoice Please send an invoice to \_\_\_\_\_

Cheque I enclose a cheque made payable to Quaynote Communications

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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 before Thursday 25th September 2008 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.

Database Protection

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Albion House  
7 Ulverston Road  
London E17 4BN, UK

tel 44 (0) 20 8531 6464  
[info@quaynote.com](mailto:info@quaynote.com)  
[www.quaynote.com](http://www.quaynote.com)