



[ **Wednesday 21 June 2023** ]

[ **Villa Marina, Douglas** ]

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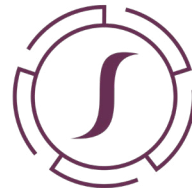
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# A very warm welcome to the 2023 Isle of Man Aviation Conference

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**Mark Byrne**

Director, Martyn  
Fiddler Aviation

I am delighted to welcome you to the 11th Isle of Man Aviation Conference.

I hope you enjoy the programme we have put together for you this year. I would like to say a huge thank you in advance to our conference chair, Dave Edwards, and all of the speakers and panellists for agreeing to share their time, knowledge and expertise with us today.

As I am sure you know by now, the Isle of Man Aircraft Registry has been a huge success since it was founded in 2007. It is testament to the hard work of all its staff, and the vision and commitment of the Isle of Man Government. Special thanks go to Simon Williams, the current Director of Civil Aviation, who is dedicated to the Registry's mission of safety and service.

My thanks also go to our sponsors, the staff at the Villa Marina, our fabulous caterers Wild Thyme, and my wonderful colleagues at Martyn Fiddler Aviation, especially Nicole Taylor and her team, who have worked tirelessly to ensure the event is a success.

I do hope you enjoy the conference and our networking events, and that you can join us again next year.

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## Isle of Man Aviation Conference 2023 Programme

Wednesday 21st June 2023				
Time	Subject	Speaker	Title	Company
08:30 - 09:00	Registration coffee and breakfast: Sponsored by Global Jet Capital and JTC Group			
09:00 - 09:10	Welcome to conference delegates	Dave Edwards	Chief Executive	Royal Aeronautical Society
		Simon Williams	Director of Civil Aviation	Isle of Man Aircraft Registry
09:10 - 09:30	Global aviation update	Richard Koe	Managing Director	WINGX
09:30 - 09:50	A view from the US - what should we expect over the next 5 years?	David Hernandez	Shareholder	Vedder Price
09:50 - 10:30	State of the industry - where are we and how is it changing?  Moderator: Dave Edwards	Andrew Blundell	Managing Director	Close Brothers Aviation & Marine
		Helen Stone-Ward	Senior Associate	The Air Law Firm LLP
		Robert Baltus	Chief Operations Officer	European Business Aviation Association
		Tim Barber	Aircraft Sales & Acquisitions	Duncan Aviation
10:30 - 11:00	Coffee and pastry break: Sponsored by Close Brothers Aviation & Marine			
11:00 - 11:15	Changing legislation to protect the public and support the industry	Colin Gill	Deputy Director of Civil Aviation	Isle of Man Aircraft Registry
11:15 - 11:30	Sustainability: the talent question	Heather Gordon	Legal Director	Martyn Fiddler Aviation
11:30 - 12:30	Talent, recruitment and retention: generational growing pains and routes into aviation  Moderator: Heather Gordon	Christian Anderson-Jones	Director	Flightworx Aviation
		Dave Edwards	Chief Executive	Royal Aeronautical Society

Time	Subject	Speaker	Title	Company
		Gemma Downs	Corporate Counsel	Jetcraft
		Katie Bancroft	Superyacht & Aviation Senior Associate	Jaffa & Co
12:30 - 14:00	Buffet lunch in the Colonnade Suite: Sponsored by DG Aviation Law and Investec			
14:00 - 14:20	Sustainability and social licence	Patrick Edmond	Managing Director	Altair Advisory
14:20 - 15:00	Sustainability viewpoints	Andy Hodgson	Commercial Director	ACASS
	Moderator: Patrick Edmond	James Moreton	Client Executive Director	Gallagher Specialty
		Lindsey Oliver	Managing Director	British Business & General Aviation Association
15:00 - 15:30	Coffee and Davidson's ice-cream break: Sponsored by JSSI			
15:40 - 16:20	The realities of new technology: can aviation adapt and transition?	Simon Williams	Director of Civil Aviation	Isle of Man Aircraft Registry
		Chris Bigwood	Connectivity Sales Manager	Honeywell Aerospace
	Moderator: Simon Williams	David Hernandez	Shareholder	Vedder Price
		Melanie Daglish	Director	ITIC Co Ltd
		Robert Baltus	Chief Operations Officer	European Business Aviation Association
16:20 - 16:40	Closing remarks	Dave Edwards	Chief Executive	Royal Aeronautical Society



## Isle of Man Aviation Conference 2023 **Networking events**

### **Wednesday 21st June: Post Conference Party @ Jurby Motor Museum**

The post-conference reception will be hosted by the Martyn Fiddler team. Delegates are invited to join the team for an exciting tour around the Island's iconic TT Course, complimented by a running commentary from former TT rider, Milky Quayle.

The Isle of Man TT (Tourist Trophy) is frequently called the world's last great motorsports event, a title that is beyond well deserved. Every June racers compete on closed public two-lane country roads at speeds exceeding 200mph, making it one of, if not the, most dangerous motorcycle race in the world.

The tour will conclude in the sunny north of the island at Jurby Motor Museum, where delegates will get the opportunity to explore the amazing stories behind a collection of over 500 unique exhibits from around the world, including classic cars & motor vehicles and rarely seen private motorcycles.

Transport is provided for off-island delegates, please register at the Villa Marina reception. For those making their own way, the Martyn Fiddler Aviation team will be at the motor museum to greet you as the coach arrives at 19:30.

The coach will return to Douglas at 21:30.

Dress code: Smart casual.

### **Thursday 23rd June: The Morning After @ Douglas Chambers**

The conference networking draws to a close with breakfast and refreshments at Douglas Chambers, on the North Quay, 10:00 - 12:00.

Hosted by Martyn Fiddler Aviation

Dress code: Casual.

**Find out more about the conference networking events & download the delegate list here:**





## Isle of Man Aviation Conference 2023 **Biographies**

Time	Subject
09:00 - 09:10	Welcome to conference delegates



### **Dave Edwards**

*CEO, The Royal  
Aeronautical Society*

**Dave Edwards FRAeS** is Chief Executive of the Royal Aeronautical Society.

Having started learning to fly aged 14, Dave entered the business aviation industry in 1997 with Magec Aviation at London Luton Airport. He moved to Gama Aviation in 1998 to work in Flight Operations, joining a company of five aircraft and 40 people, rising to become Group General Manager and Managing Director, Middle East and Asia, with a fleet of over 120 aircraft and 300 people when he left fifteen years later. During his time with the company he led a number of significant programmes, including Air Ambulance and Special Missions work. The last five years of his time with the company were based in the United Arab Emirates heading up the group's expansion into the region and the development of the business in the UAE, Kingdom of Saudi Arabia and China.

In 2013 he joined Qatar Airways as Executive Vice President, responsible for the airline's executive jet division, airline whole aircraft charter, as well as the business jet maintenance facility and VVIP ground handling. During his time with the airline he led the fleet purchase program of Gulfstream G500 and G650ER aircraft, becoming the first commercial operator of the types worldwide.

In 2016 he returned to the UK to establish a consulting business with three colleagues, specialising in supporting businesses during periods of significant growth in the aviation and tech industries. Alongside this, in 2018 he was appointed as Chief Executive of The Air Charter Association, the global trade body representing the interests of companies in the air charter sector and led the organisation through a period of significant change and development, and spearheaded the growth of relationships with Government and Regulators around the globe, as well as growing links with other trade bodies.

He serves as a trustee for the aviation charity Fly2help, is a Freeman of the City of London and a Liveryman of the Honourable Company of Air Pilots.

Time	Subject
09:00 - 09:10	Welcome to conference delegates



## Simon Williams

*Director of Civil  
Aviation, Isle of Man  
Aircraft Registry*

**Simon Williams** has successfully held a number of challenging senior operational & staff appointments. He has operated as Aircraft Commander, Training Captain, Qualified Helicopter Tactics Instructor, Instrument Rating Examiner and has flown a wide variety of aircraft including Royal Air Force Search & Rescue Sea Kings, Special Operations Pumas and civil Boeing 757s & Boeing 767s, most recently for British Airways.

During 5 years at the UK Civil Aviation Authority, he developed a very broad safety portfolio which saw him chairing groups at national & international level. These groups were focused on delivering tangible safety benefits whilst working closely with a diverse cross section of the civil aviation industry. Towards the end of that tenure he increasingly devoted much of his time to working in 'Safety Partnership' with the business aviation community.

In his current role as Director of Civil Aviation (DCA) he is leading & managing a large multi-disciplinary internationally-based team and is directly responsible for a multi-million pound budget. The breadth & depth of the DCA role is significant and includes: leading & managing the world's 6th largest international private/corporate business aviation aircraft registry; regulating civil aviation, airspace & airport activity on behalf of the Isle of Man Government with direct accountability to the UK Department for Transport & the UK Civil Aviation Authority. 'Safety with Service' is our ethos.

Time	Subject
09:10 - 09:30	Global aviation update



**Richard Koe**  
*Managing Director,*  
*WINGX*

**Richard Koe** is the CEO of WINGX. Richard has established the commercial positioning of WINGX over the last decade, promoting WINGX through a range of thought leadership initiatives, new product design and delivery, and key account development. Richard has previously held management positions in various aircraft operator companies, and started out in the sector as a Board advisor to an investment group behind airline ventures and FBO groups. Prior to the aviation sector, Richard worked in telecom and technology sectors, mainly as a management consultant.

Time	Subject
09:30 - 09:50	A view from the US - what should we expect over the next 5 years?



**David Hernandez**  
*Shareholder,*  
*Vedder Price*

**David Hernandez** is a Shareholder at Vedder Price and a member of the firm's Global Transportation Finance team.

Mr. Hernandez frequently advises clients on new and used aircraft purchase/sale agreements, fractional program documents, aircraft management agreements, aircraft registration, aircraft use policies, cross-border transactions, personal use of company aircraft and aircraft use agreements to ensure compliance with FAA, SEC and IRS regulations. Mr. Hernandez also has considerable experience assisting clients with aircraft operational issues, financing, leasing and regulatory matters, complex government investigations, aircraft and part certifications, and FAA, DOT, BIS/OFAC (export controls), IRS and SEC enforcement matters, and most recently, Russia/Belarus sanctions.

Time	Subject
09:50 - 10:30	State of the industry - where are we and how is it changing?



### **Andrew Blundell**

*Managing Director,  
Close Brothers Aviation  
& Marine*

**Andrew Blundell** leads the Aviation and Marine Finance team's activities across the UK, Ireland, Channel Islands and Isle of Man. Andy has an in-depth knowledge of aviation and marine financing solutions for both corporate and personal clients, with a financed portfolio covering general aviation, business aircraft & helicopters, leisure vessels & superyachts. With 35 years experience in banking & finance, Andy has been at Close Brothers for 6 years and was previously at Barclays Corporate Banking and Lombard, where he held a number of senior roles.

Based in London, Andy's team of industry specialists ensure that clients of Close Brothers Aviation and Marine consistently receive the best quality service available.



### **Helen Stone-Ward**

*Senior Associate,  
The Air Law Firm LLP*

**Helen Stone-Ward** is a Senior Associate at The Air Law Firm, a boutique law firm based in Mayfair, London and Shannon, Ireland specialising in aviation law. She has experience of dealing with a variety of clients including airlines, corporate clients, private clients and various militaries. Helen advises clients on transactions in business and commercial aviation, aviation start-ups, the chartering sector and is also involved in finance, litigation, regulatory issues and international cross border issues.

Time	Subject
09:50 - 10:30	State of the industry - where are we and how is it changing?



## Robert Baltus

*Chief Operations Officer,  
EBAA*

**Robert Baltus'** aviation experience spans nearly 20 years advising and supporting senior management and executive Boards of a variety of aviation related companies. He has worked for aircraft management, fractional and charter operators and has built strong relationships with the leading business aviation companies in the industry. A business aviation specialist, Baltus is experienced in start-ups, fleet selection, training and strategic change management.

As Chief Operating Officer of the EBAA, Robert oversees a team of experts to monitor and provide analysis on European aviation policies, new technologies like AAM and is responsible for member engagement through events such as EBACE, EBAA Safety Summit and AirOps.



## Tim Barber

*Aircraft Sales &  
Aquisitions,  
Duncan Aviation*

**Tim Barber** is based in the UK and primarily focuses on markets outside of the US. His activities have seen him working as an exclusively mandated broker on behalf of aircraft buyers and sellers in Europe, Asia, the Middle East, India, Australia, as well as the United States and South and Central America. He has been in aircraft sales and acquisitions for 13 years and prior to joining Duncan Aviation he had been the driving force behind the establishment of JetBrokers Europe, ultimately overseeing its operational merger with JetBrokers Inc. Tim has a good deal of business experience, having run sizable companies and held directorships with businesses listed on the Financial Times Stock Exchange (FTSE) and the Alternative Investment Market (AIM) in the UK. In 2019, he was named a 2019 Top 30 International Dealmaker by Corporate Jet Investor.

Time	Subject
11:00 - 11:15	Changing legislation to protect the public and support the industry



**Colin Gill**  
*Deputy Director of Civil Aviation, Isle of Man Aircraft Registry*

**Colin Gill** was appointed to his current position of Isle of Man Deputy Director of Civil Aviation in 2016. He is responsible for the Island’s aviation safety and security requirements and ensuring appropriate day to day safety and security oversight of aviation activity including aircraft registered in the Isle of Man.

He started his career as an air traffic controller in the Royal Air Force and held managerial positions including responsibility for developing and delivering the Safety Management System for all RAF air traffic control and air defence units. In 2007, Colin moved into civil aviation safety regulation, holding several roles in the UK Civil Aviation Authority (CAA), culminating in being a member of the CAA Safety Strategy Team. During this time he was the chair of the ICAO ATM OPS Panel, a member of various EASA and Eurocontrol drafting and working groups, and led many UK safety programmes including the London 2012 Olympics Aviation Safety Project.

Time	Subject
11:15 - 11:30	Sustainability: the talent question



**Heather Gordon**  
*Legal Director, Martyn Fiddler Aviation*

**Heather Gordon** is Legal Director at Martyn Fiddler Aviation. Heather joined the team in 2013 having previously practiced within a leading Isle of Man law firm. Heather holds graduate and post graduate degrees in law and studied internationally for her MBA.

Coming from an aviation family, Heather is devoted to the industry and is a passionate advocate for all matters aviation. Her enthusiasm is translated into her work and as a result she is often asked to speak at conferences and seminars internationally.



Time	Subject
11:30 - 12:30	Talent, recruitment & retention: Generational growing pains & routes into aviation



## Christian Anderson-Jones

*Director,  
Flightworx Aviation Ltd*

**Christian Anderson-Jones** is the Director and Co-Founder of Flightworx Aviation Ltd, a fifteen year old established UK company specialising in flight operations services, logistics planning and solutions for corporate flight departments, airlines, leasing companies and private operators all over the world. Now with a workforce of 80+ he maintains the status of Europe's largest supplier of services in this field.

Prior to this, having previously worked for a large US aviation service provider for many years in ground operations and then global sales and prior to that the RAF Reserves he has adopted a vast amount of operational knowledge in the industry spanning some 30 years.

Christian believes in strong grass root training for a better rounded person in the work place and good old fashioned leading by example and from the front. He is a Fellow of the Royal Aeronautical Society.



## Katie Bancroft

*Senior Associate,  
Jaffa & Co*

**Katie Bancroft** is an English business aviation lawyer and key point of contact for aviation matters at Jaffa & Co Superyacht and Aviation Lawyers. She works in Jaffa & Co's London and Farnborough Airport offices. Katie handles all aspects of the multi-jurisdictional sale, purchase, finance, new build and registration of fixed-wing and rotor aircraft. She has over ten years' legal experience dealing with luxury assets, having previously worked in the City of London. Her clients value her practical and commercial approach to deals and praise her down-to-earth nature approach and adaptability.



Time	Subject
11:30 - 12:30	Talent, recruitment & retention: Generational growing pains & routes into aviation



### **Gemma Downs**

*Corporate Counsel,  
Jetcraft*

**Gemma Downs** is in-house Corporate Counsel for Jetcraft.

She obtained her Law degree in 2016 and subsequently qualified as a Solicitor in 2023. Since finishing her studies, Gemma has forged a career as a trusted legal advisor, finding practical and effective solutions to complex legal issues. At Jetcraft, Gemma provides support and guidance on contract negotiation and drafting, and has successfully negotiated aircraft purchase agreements and other aviation-related contracts.

In her previous role, Gemma specialised in property law and developed extensive experience drafting and negotiating leases, sale and purchase agreements and other real estate contracts and transactions.

Outside of work, Gemma enjoys practising yoga and cycling to maintain a healthy lifestyle. She also values spending time with friends and family, and making new connections through socialising. Her personal philosophy is centred around helping others wherever possible, and she takes pride in making a positive impact on the lives of those around her.

*Also on the panel:*

### **Dave Edwards**

*Chief Executive, Royal Aeronautical Society*



Time	Subject
11:30 - 12:30	Talent, recruitment & retention: Generational growing pains & routes into aviation

*Panel moderator:*

**Heather Gordon**

*Legal Director, Martyn Fiddler Aviation*



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Time	Subject
14:00 - 14:20	Sustainability and social licence



### **Patrick Edmond**

*Managing Director, Altair Advisory*

Patrick is the founder and Managing Director of Altair Advisory, a specialist aviation strategy advisory and consulting firm with an increasing focus on sustainable aviation. Altair works with a range of industry stakeholders (operators, airports, ANSPs, OEMs, regulators) to formulate strategies for development and sustainability.

Patrick has over 20 years of aviation-industry experience across senior roles in the airline, airport and aircraft leasing sectors, as well as a background in strategy consultancy.

He has headed up the Network and Strategy function for three regional airlines and is a board member of the European Regions Airline Association (ERA).

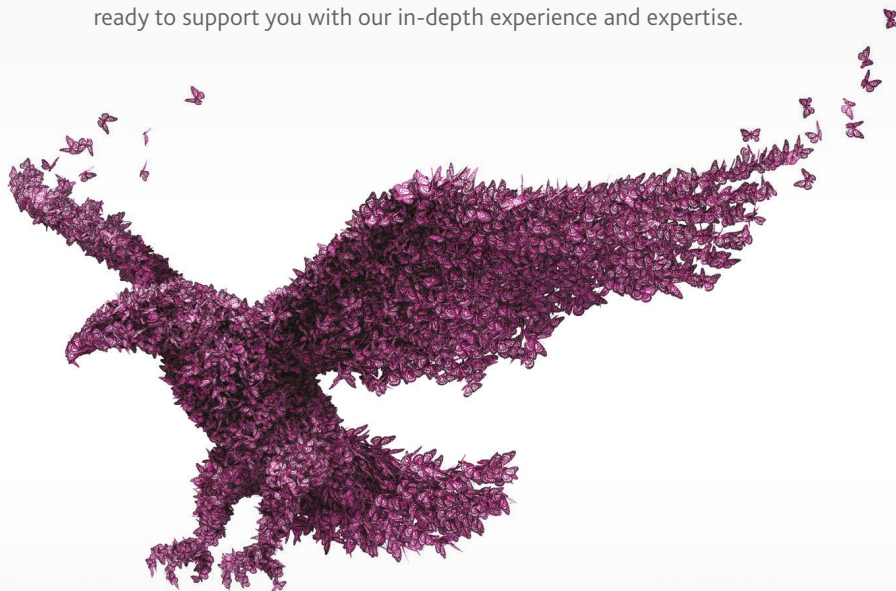
From 2013 to 2019, Patrick was Group Strategy Director for Shannon Group plc, the operator of Shannon Airport in Ireland. In this capacity he led the expansion of Shannon's International Aviation Services Centre, a successful and growing aerospace industry cluster consisting of over 80 independent aviation and aerospace companies.

Patrick studied Computer Engineering at Trinity College Dublin and Carnegie Mellon University in the USA, and also holds an MSc in Air Transport Management from Cranfield University in the UK and an MBA from Purdue University in the USA.



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Time	Subject
14:20 - 15:00	Sustainability viewpoints



### **Andy Hodgson**

*Commercial Director,  
ACASS*

**Andy Hodgson** is the Commercial Director at ACASS where his responsibilities span Aircraft Management, Charter Sales, Purchasing and Marketing. Working cross functionally his role is to ensure profitable growth of the organisation through the delivery of value to aircraft owners with a constant focus on costs and third party revenue generation.

Having recently moved to new offices at Farnborough Airport Andy joined the ACASS team in 2019, however his aviation background goes back 26 years, during which time he has worked in a number of senior operational and commercial roles within both airlines and business aviation. Andy lives Buckinghamshire and so when not commuting, coaches and referees Under 11 rugby, enjoys cooking with the latest gadgets and is rebuilding his knee after it fell out in November.



### **James Moreton**

*Client Executive  
Director,  
Gallagher Specialty*

**James Moreton** is a Client Executive Director (General Aviation) at Gallagher Specialty. James joined the aviation insurance sector in 1983 and has worked for various Lloyd's of London broking houses (including 6 month period in 1988 working in Zurich for the Swiss Aviation Insurance Pool) specialising in not only in the various aviation risks but also the customer's wider insurance needs. He has experience of dealing with a variety of clients worldwide ranging from individual business and private fixed wing and helicopter owners to managed fleets/AOC Holders (business and airline commercial operations), MRO, FBO, OEM and Airport Owners and Operators.

James is also a Board Member of the British Business & General Aviation Association and attends the Operations Working Group and Corporate Aviation Safety Executive meetings. He is also a Freeman of the City of London and a member of the Honourable Company of Air Pilots.

Time	Subject
14:20 - 15:00	Sustainability viewpoint



## Lindsey Oliver

*Managing Director,  
BBGA*

**Lindsey Oliver** has worked for the BBGA since 2009. As Managing Director she works alongside CEO Marc Bailey and board members reacting to and resolving member and industry issues but also the successful execution of BBGA events throughout the year. BBGA has IRO of 180 member companies. These range from FBO's, Operators, Legal Firms, and Support Organisations all involved in the business aviation space. BBGA is closely linked with other aviation trade associations including EBAA & IBAC.

*Panel moderator:*

## Patrick Edmond

*Managing Director, Altair Advisory*





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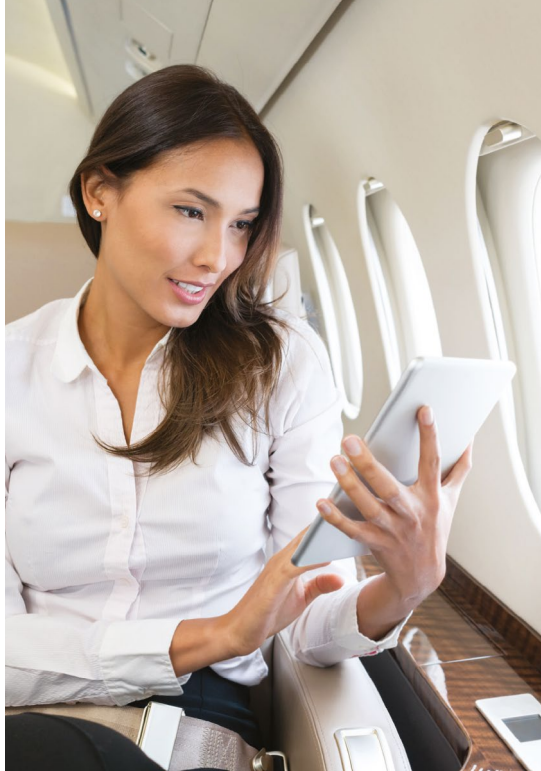
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Time	Subject
15:40 - 16:20	The realities of new technology: can aviation adapt & transition?



## Chris Bigwood

*Connectivity Sales  
Manager, Honeywell*

**Chris Bigwood** is the regional Connectivity Sales Manager for Business aviation and UAM Satcom products in the UK & Europe for Honeywell.

He has spent over 40 years in aviation roles. His knowledge of airborne technology and operations positions him perfectly within the next-gen aviation technology industry.

As a seasoned international conference speaker, Chris' deep knowledge of aviation operations and maintenance make interesting listening as the industry moves into the Next Gen Aviation era of UAM and sustainable flight.

Time	Subject
15:40 - 16:20	The realities of new technology: can aviation adapt & transition?

**Melanie Daghish***Director, ITIC Co Ltd*

**Melanie Daghish** is ITIC's Lead Aviation Underwriter, responsible for researching, developing and adapting ITIC's professional liability insurance to meet the needs of the aviation sector. Melanie has nearly 19 years' experience in professional liability insurance and she has worked for ITIC for over 11 years. In that time she has been responsible for looking after Clients in the UK, France, Spain and Switzerland and is a regular delegate at aviation industry events.

*Also on the panel:*

**David Hernandez***Shareholder, Vedder Price*

Time	Subject
15:40 - 16:20	The realities of new technology: can aviation adapt & transition?

*Also on the panel:*

### **Robert Baltus**

*Chief Operations Officer,  
EBAA*



*Panel moderator:*

### **Simon Williams**

*Director of Civil Aviation,  
Isle of Man Aircraft Registry*



Time	Subject
16:20 - 16:40	Closing remarks

## Dave Edwards

*Chief Executive, Royal Aeronautical Society*



## Isle of Man Aviation Conference 2023 [Slido](#)

# Instructions for Q&A

Delegates can access the Slido.com software to send questions electronically during the presentations.

The conference chair will use these for the Q&A sessions.

It is very simple to use from any mobile device.

- Connect to the Villa's wifi. The password is **GAITY1900**
- Access Slido via **slido.com**
- Type in the code **#iomac2023** and press join.
- Click on the 'Questions' tab or 'Polls' to enter in your questions and interact with our panels.

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MARTYN FIDDLER AVIATION

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**Thank you for attending the**  
**2023 Isle of Man Aviation Conference**

We hope to see you again next year!