



# AIRCRAFT REPOSSESSION

*Preparing and Managing Asset Recovery*

**Thursday 24<sup>th</sup> June 2010**

**Wyndham Miami Airport Hotel & Executive Meeting Center  
Miami FL, USA**

<http://www.aeropodium.com/conferenceprojects/aircraftrepossession.html>

## CONFERENCE AGENDA

### **Conference Chairman**

*Dr. Bijan Vasigh, Managing Director, ACG Aviation Consulting Group & Professor,  
Department of Aviation Business Administration, Embry-Riddle Aeronautical University*

8.00 Registration & Networking Breakfast

### **9.00 Opening Remarks from Aeropodium**

*Panagiotis Panagopoulos, Director, Aeropodium*

### **9.10 Opening Remarks from the Chairman**

*Dr. Bijan Vasigh, Managing Director, ACG Aviation Consulting Group & Professor,  
Department of Aviation Business Administration, Embry-Riddle Aeronautical University*

### **9.20 Managing aircraft repossession**

*Speaker to be confirmed*

### **9.50 Leasing and repossessing to and from third tier operators - A records perspective**

*Grace Farmer, COO/Founder, AviaSphere*

10.20 Q&A SESSION

10.30 Networking Coffee Break

### **11.00 Stealth trans-border aircraft repos. How to best recover that asset in a foreign jurisdiction through planning, persuasion and perseverance. Some case studies, both humorous and a little scary, and lessons to be learned**

*Richard A. Asper, J.D., Chairman, Aviation Professionals Group*

### **11.30 Protecting your asset during repossession - An on-site project management perspective**

*Geoff Ritchie, Managing Director, Aerotech International*

### **12.00 Topic to be confirmed**

*Roland H. Moore PA, Aviation Attorney*

12.30 Q&A SESSION

12.40 Networking Lunch

**14.00 Executing repossession: The physical process of recovering an aircraft**

*Richard Thompson, VP Technical Services, Aviation Management Systems (AMS)*

**14.30 Risk assessment and how to estimate long term values and lease rates**

*William Loh, Managing Director, International Aviation Advisors*

**15.00 Aircraft leasing: How not to turn a large fortune into a small one**

*Charles T. Cleaver, II, Senior Vice President, Cabot Aviation*

15.30 Q&A SESSION

15.40 Networking Coffee Break

**16.00 Mitigating diminishment of value in repossession**

*Bill Minkoff, VP Marketing and Business Development, CFM*

**16.30 Aircraft repossession – Insurance ramifications**

*Don Kenny, Senior Vice President, Falcon Insurance Agency*

**17.00 Case studies of repossession and lessons to be learned**

*Benny F. Benitez, Founder & CEO, 94th AeroClaims-Aviation Consultant Group*

17.30 Q&A SESSION

17.40 Closing Remarks from the Chairman

## SPEAKERS



**Benny F. Benitez, Founder & CEO, 94th AeroClaims-Aviation Consultant Group**

Benny F. Benitez USNR (Ret.) FAA A&P Lic. Founder & CEO / 2nd VP Greater Miami Aviation Assoc. / Dir. Miami Maint. Mgt Council / President Miami Chapter 317th Air Force Assoc. / University of Miami USAF ROTC Scholarship Board. Member of the Steering Committee for the Walker Air Force Base Museum (Roswell, NM), Board of Dir. for the Air America

Foundation (Titusville, FL) & An Appointed Board of Trustee for the National Museum of Commercial Aviation of Atlanta, GA.



**Bill Minkoff, VP Marketing and Business Development, CFM**

Bill Minkoff, Corporate Flight Management as Vice President, Business Development and Marketing President also serves as President of JetQuik, part of the CFM organization. In April of 2008 Bill joined Allen Howell, CEO of Corporate Flight Management in founding JetQuik, a partner of CFM. JetQuik is engaged in the purchase and syndication of Executive Jets for operation as FAA Part 135 charter aircraft.



Minkoff worked as an airline pilot for Delta Air Lines, Inc. for over 25 years. During his time with Delta, Bill accumulated over 22,000 hours as a Second Officer, First Officer and Captain. Flying seven different types of aircraft, Bill served as an instructor pilot and Line Check Captain on the McDonnell Douglas DC-9, the MD-88, the Boeing 727, 757, and 767. During his tenure at Delta Bill mentored new Captains and First Officers during their Initial Operating Experience. Bill served on numerous pilot/flight attendant Crew Resource Management panels.

In addition to his Delta flying duties, Captain Minkoff served as a Base Safety Chairman for the Airline Pilots Association and as an aircraft accident investigator. He was a founding member of Delta's Critical Incident Response Team and author of Delta's Aviation Safety Action Program (ASAP). He has flown to most US cities and over 20 international destinations.

Bill graduated from Rutgers University where he won "The Scarlet Key" as an outstanding scholar-athlete. He obtained his MBA at The Owen Graduate School of Management at Vanderbilt University. He also completed Aviation Management Certificate courses at George Washington University, Washington, DC.

After graduating from Rutgers, Minkoff served in The United States Navy where he flew the A-7E Corsair Attack Aircraft aboard the USS Midway, CV-41. His accolades include graduating first in his flight school class, winning the A-7 Top Gun Award at Strike Fighter Weapons School, and accumulating nearly 300 aircraft carrier landings. LCDR Minkoff served as a RAG Instructor in VA-122, a NATOPS Check Airman and an Instrument Flight Standards Check Airman. He continues to serve The Navy as a United States Naval Academy Blue and Gold Officer.

Corporate Flight Management is a diversified aviation management company. An approved DOD charter provider, CFM operates a fleet of over thirty-five managed and charter aircraft. CFM operates one of the USA's largest Authorized Cirrus Service Centers and also rebuilds and delivers BAE Jetstream turboprop aircraft to customers worldwide. Wings-of-Eagles, a division of CFM, operates flight schools at two CFM FBO facilities. CFM Jet offers acquisition and sales assistance to customers for a variety of aircraft types. JetQuik assists customers with the acquisition, acceptance and delivery of executive jets providing ferry services and mentoring worldwide.

### **Roland H. Moore PA, Aviation Attorney**

Roland Moore has over 28 years experience in the aviation industry, having started his airline career with Eastern Airlines in New York as an accountant and financial analyst. He served as in-house counsel and Eastern's director of legal affairs for 21 years, continuing his career as special legal counsel to Pan American World Airways, Continental Airlines, Carnival Air Lines, International Air Leases and Aero Peru

During the Eastern Estate liquidations, Mr. Moore was appointed special counsel to the Trustee representing the Estate in the disposition of its fleet of Boeing, Douglas, Airbus and Lockheed aircraft, and was the author of virtually every aircraft purchase, lease and sale agreement for Eastern during the early to mid-1990's involving some 140 aircraft.

Mr. Moore has handled during his career to date over 700 aircraft and engine transactions.

During the past ten years he has represented numerous foreign and domestic airlines, operating lessors and lessees in placing aircraft and engines around the globe. He has also represented two governments of the former Soviet Union and Africa in acquiring Boeing 767 and 737 aircraft in those countries from US financial institutions including GE and Boeing Capital.

In addition to his busy aviation practice, Mr. Moore has been an adjunct professor of business and aviation law for thirteen years at Embry Riddle Aeronautical University, and a guest lecturer at numerous international aviation conferences. He is a former Chairman of the State of Florida Governor's Aviation Advisory Committee, and is past Chair of the International Society of Transport Aircraft Trading Foundation (ISTAT). He earned his law degree from the University of Miami, and attended graduate school at Harvard.



**Richard Thompson, VP Technical Services, Aviation Management Systems (AMS)**

Richard leads the technical services group as Vice President and brings more than 16 years of maintenance leadership to Aviation Management Systems (AMS). Richard's extensive aviation career has spanned Part 91, 121, 135 and 145 operations and includes repair station and service center management, fleet tracking, maintenance compliance, field support, and consulting

experience.

As an A&P technician, Inspection Authorization and Private Pilot, Richard's wealth of technical expertise combine with his project management skills to assist AMS clients with a wide range of operational, management, acquisition, auditing and litigation matters. Richard previously lead maintenance activities for several Northeast U.S. based repair stations, service centers and Part 135 operations. He has managed numerous aircraft acquisitions, pre-purchase inspections, repossessions, and completions of various aircraft types, as well as the exportation and delivery of aircraft with various foreign registries. Prior to joining AMS, Richard served as President for MV Air Group in Massachusetts where he performed Part 135 conformity and pre-purchase inspections of business aircraft, procurement and resale of various aircraft, inventories and rotatable components, and facilitated all aspects of aircraft acquisitions and sales with an international market focus. Richard attended the College of Aeronautics in Flushing, NY and received his Airframe and Powerplant certificate and Composite training from Colorado Aero Tech in Broomfield, CO. He also earned an Avionics certificate at Platt-Sikorsky School of Aviation in Stratford, CT.



**Dr. Bijan Vasigh, Managing Director, ACG Aviation Consulting Group & Professor, Department of Aviation Business Administration, Embry-Riddle Aeronautical University**

Dr. Bijan Vasigh is professor of Economics and Finance in the Department of Business Administration at Embry-Riddle Aeronautical University, Daytona Beach Florida and a Managing Director at Aviation Consulting Group, LLC.

Dr. Vasigh received a Ph.D. degree in Economics from the State University of New York in 1984, and he has written and published many articles concerning the aviation industry. The articles have been published in numerous academic journals such as the Handbook of Airline Economics, Journal of Economics and Finance, Journal of Transportation Management, Transportation Quarterly, Airport Business, Journal of Business and Economics, and Journal of Travel Research. He was consultant with the International Civil Aviation Organization (ICAO) and provided assistance on evolution of aeronautical charge structure for the Brazilian Institute of Civil Aviation (IAC). He is a member of editorial board of Journal of Air Transport Management, the Southwest Journal of Pure and Applied Mathematics and Journal of Air Transportation World Wide. He is currently a member of the international faculty at the IATA Learning Center, where he is faculty leader of the Airline Finance and Accounting Management.