



Isle of Man The International Aviation Centre

Villa Marina, Douglas, Isle of Man, 12 July 2011

Conference Agenda

Chairman: **Stuart Peters, Manx Radio**

08:30-09:00	Registration and Coffee
	KEYNOTE ADDRESS
09:00-09:15	Isle of Man open for aviation business Hon Allan Bell MHK Minister, Department of Economic Development (DED)
09:15-09:30	The Isle of Man Aerospace Cluster – world class manufacturing and design for the global aircraft industry Adrian Moore Development Manager Industry and Space, DED
09:30-09:45	Aircraft Registry: the journey so far Brian Johnson Director of Civil Aviation, Civil Aviation Administration
09:45-10:00	The Isle of Man in Space Tim Craine Director of the Business Development Agency, DED
10:00-10:15	Contributing to success: the Isle of Man tax system Malcolm Couch Assessor of Income Tax, Treasury
10:15-10:30	Customs and VAT Alistair Nash SEO Client Relationship Manager, Customs and Excise
10:30-11.15	Coffee break
11:15-11:30	Contributing to success: Isle of Man legal system Steven Quayle Senior Associate, Cains
11:30-11:50	Tax – practical considerations Ian Jones & Harley Richards Ernst & Young KPMG
11:50-12:15	Micro-turbines: more than hot air Courtenay Heading Business Development Director, Bladon Jets Holdings Limited

12:15-13:45

Buffet Lunch

in the Colonnade Suite

13:45-14:00

Civil aircraft - one of the world's major growth industries

David Velupillai

Marketing Director, Airbus Corporate Jets

14:00-14:15

Registering commercial airliners in the Isle of Man

Martin Sanderson

Managing Director, Aerotech International Limited

14:15-14:35

Aviation insurance from an Isle of Man perspective – today and tomorrow

Trevor Vels and Brian Kirkland

Mac Commercial

14:35-14:50

Onwards and upwards, or in the case of the Isle of Man... Seawards, upwards and onwards!

Ann Reynolds

Airport Director, Isle of Man Airport

14:50-15:20

Coffee break

15:20-15:40

Putting the theory into practice

Mark Byrne

Director, ICM Aviation Limited

15:40-16:00

Dassault

Thierry Betbeze

Dassault Aviation

16:00-16:15

Closing remarks

Stuart Peters

Chairman

18:00 until 21:00

Hangar Party, Isle of Man Airport

sponsored by Castle Aviation Services Limited

Organised by
ICM Aviation
Limited



Supported by the
Isle of Man Aircraft
Registry



Promoted/organised
by Aeropodium



Sponsored by MARSH,
Aerotech International
& Luvair



Speakers list



Hon Allan Bell MHK Minister for Economic Development
Isle of Man Government

Hon Allan Bell, Member of the House of Keys (MHK) is the Minister for Economic Development in the Isle of Man Government. Minister Bell was the Treasury Minister from December 2001, until April 2010, when he was appointed to lead the newly created Department.

Previously, he has held several Ministerial positions with responsibility for Tourism and Leisure, Industry, and Home Affairs. An experienced and long-serving politician, Mr. Bell was elected to the House of Keys in 1984, and joined Government in 1986.

During his tenure as Treasury Minister, Mr. Bell instigated and oversaw initiatives to promote the strong growth of the Island's economy and its further diversification. In addition to the continued growth of the Island's banking, financial services, and insurance industries, the Minister was instrumental in the successful initiation of film and on-line gaming industries on the Island. The Minister has also been at the forefront in developing the Island's Space Industry.

During his time at the Treasury, Minister Bell and his team worked tirelessly in raising the profile and reputation of the Isle of Man as a well regulated, co-operative and transparent international financial centre. He is a strong advocate of the need for positive engagement with the international community, and has played a key role in the Island's relations with the EU, IMF/World Bank and OECD, as well as numerous partners in various countries around the world with which the Isle of Man has entered into Tax Information Exchange Agreements.

He now faces the new challenges of leading the Department of Economic Development and developing the Island's business profile in all sectors of the economy across global markets.



Adrian Moore Development Manager Industry and Space
Department of Economic Development

Adrian Moore is the Development Manager for Industry and Space within the Isle of Man Government's Department of Economic Development. He is a professional engineer and has over 25 years experience in practical engineering, manufacturing, business improvement and development. He has worked in a number of disciplines within the industrial and technology sectors serving the automotive, aerospace, materials, fluid power, paper and water industries. He also acts as the Chairman and Manager of the Isle of Man Aerospace Cluster and provides a central point of contact from Government for the manufacturing sector.

Born in Harrogate, North Yorkshire (1968) he has been living and working in the Isle of Man for 14 years and with the Isle of Man Government for 5 years.



Alistair Nash Head of the Customer Relationship Unit, Customs & Excise, Isle of Man Treasury

ALISTAIR NASH joined and has remained within Isle of Man Customs and Excise since March 1980. Through his thirty year continuous employment within the Division he has worked in most of the disciplines for which Isle of Man Customs and Excise is responsible. His main area of expertise is in Value Added Tax.

As head of the Customer Relationship Unit, Alistair, together with his team, is responsible for managing the indirect tax needs of large businesses based on the Island, and the facilitation of new business seeking to utilise the Island. The Unit also acts as liaison point for IOM Industries in relation to all indirect tax matters.

His role also draws on his experience to help formulate and develop Isle of Man Customs and Excise policy and procedures to meet the changing requirements of customs and excise legislation.



Ann Reynolds Airport Director, Isle of Man

Ann Reynolds has worked in the aviation industry for over 27 years having started off in air traffic control working for BAA plc, for whom she worked for 14 years. After 3 years, Ann was asked to move into airport management, followed by roles within airport operations, passenger and freight handling, commercial and retail operations, as well as project management.

In 1998 Ann left to become Operations Director for the new Sheffield City Airport and in 2001 became Airport Group Manager for the Wiggins Group plc (latterly PlaneStation plc), responsible for their 5 European regional airports in Germany, Italy, Denmark and the Czech Republic. Later in Autumn 2001 Ann became Managing Director of the two cargo airports in Germany.

In late 2005 Ann returned from Germany, and came to the Isle of Man temporarily as project manager to develop the business case for the Airport Runway Project (ca £43m), drafting a new Airport Master Plan, as well as project managing an apron extension and departure pier extension.

On 1 May 2007 Ann became Airport Director of Isle of Man, and head of the Airport Division for the Department of Transport (now Department of Infrastructure), the operator of the Airport which is owned by Isle of Man Government.

Ann has also been a Board Director of the Airport Operators Association (AOA) since 2007, the trade association representing the interests of UK airports, and the principal such body engaging with the UK Government and regulatory authorities on airport matters.



Brian Johnson Director of Civil Aviation, Isle of Man Civil Aviation Administration

Brian's aviation career started in 1978 as a Flying Instructor, followed quickly by a move into commercial flying. Initially flying corporate aircraft followed by charter and schedule flying, he has flown a wide variety of aircraft from a 1940 Piper Cub floatplane, various types of turbo-prop, business jets and the Airbus A320. He was a Training Captain, Type Rating Examiner and Chief Pilot.

In 1993 with a wide commercial aviation experience he joined the UK Civil Aviation Authority as a Flight Operations Inspector and over the next thirteen years held many senior management positions including Regional Manager of the Caribbean, Regional Manager of Manchester, Edinburgh, Gatwick, Lead Inspector for British Airways and for the final six years Head of the Flight Operations Inspectorate, responsible for the operating safety standards of all UK airlines.

On 27 March 2006 Brian became the first Isle of Man Director of Civil Aviation, initially responsible for establishing the aircraft register and later as the aviation regulator for the Island. Brian is President of the Isle of Man branch of the Royal Aeronautical Society and a Liveryman of the Guild of Air Pilots and Air Navigators.



Brian Kirkland Mac Commercial

BRIAN KIRKLAND joined Sun Alliance's Aviation Department in 1970, becoming Deputy Aviation Underwriter before leaving in late 1985 to join Polygon Insurance Company in Guernsey. Polygon was the captive Insurance Company owned by KLM, SAS and Swissair, and Brian successfully developed their General Aviation underwriting operation over the following thirteen years.

Leaving Guernsey in 1999, Brian joined Cox Aviation, a Lloyd's syndicate, where he spent the next three years developing an on-line quoting and underwriting system for aviation risks. Following Cox's withdrawal from all commercial lines post 9/11, Brian set up his own consultancy, building a small but loyal client base, with which he has been continuously involved prior to coming to work with MAC Commercial in May 2011.



Courtenay Heading Business Development Director, Bladon Jets Holdings Limited

Courtenay Heading is Business Development Director of Bladon Jets, his 4th start-up since 1985. From becoming an investor in Bladon Jets in 2004, he began his Business Development role in 2007 and helped to commercialise the business. Courtenay has been responsible for initiating the seed fundraising and press and promotional activities.

He is a keen Spanish speaker, and an even keener motor cyclist, hence the Isle of Man is now home.

Supported by the Isle of man Government Bladon Jets exhibited at the 2010 Farnborough Airshow, although the Company is best known as the supplier of the micro-turbine 'range extenders' in the Jaguar Land Rover C-X75 hybrid electric Concept Car, which was Car of The Show at The 2010 Paris Motor Show. Since then, JLR parent Company Tata Ltd has acquired a minority stake in Bladon Jets and has become an active supporter in automotive and distributed power generation applications.



David Velupillai Marketing Director, Airbus Corporate Jets

David Velupillai was born in Colombo, Sri Lanka. He was educated in both Sri Lanka and the UK, and subsequently gained a Bachelor of Science (BSc) Honours degree in Aeronautical Engineering from Bristol University in the UK in 1976.

David began his career in the design office of Hawker Siddeley Aviation at Hatfield, subsequently part of British Aerospace, where he worked on aircraft such as the 146 regional jet.

He joined Flight International magazine in 1978, where he became Technical Editor. In this role he had the opportunity to visit many aerospace manufacturers, and to report widely on new airliners, avionics, engines and spaceflight.

In 1984 he joined the Airbus Press Department in Toulouse, where he had the opportunity to share in, and communicate on, the birth and evolution of all of the modern Airbus airliner families, from the birth of the A320, through the A330/A340 and A350, and up to the double-deck A380.

David became Marketing Director, Airbus Corporate Jets, in 2006. In this role he is involved in the marketing of all of the company's corporate jets, from the ACJ318 to the ACJ380, as well as being responsible for Airbus Corporate Jet Communications worldwide.



Harley Richards Manager, KPMG

HARLEY RICHARDS joined the UK KPMG practice in 1999 and relocated to the Isle of Man practice in September 2010.

Harley is involved in providing advice to UK and Isle of Man employers in connection with a wide range of income tax and social security issues including remuneration structures, relocation packages, employment status and internationally mobile employees.



Ian Jones Senior VAT Consultant, Ernst & Young LLC, Isle of Man

IAN JONES started his VAT career with HM Customs & Excise (as they were then) in 1989 as a Senior Officer on VAT Assurance for complex traders in London's West End VAT Office before transferring to Bristol in 1995 to carry out a similar role. He moved, with his family, to the Isle of Man in 2005 to join Ernst & Young.

Ian is currently the Senior VAT Consultant for EY IOM and in this role provides advice to high net worth individuals, corporates and large global organisations on a wide range of areas including property and international trade. He specialises in providing bespoke solutions to his clients on the acquisition and importation of yachts and aircraft. Being part of a global organisation means Ian has a wide network of colleagues across the world who can assist in providing a seamless, consistent service to those requiring solutions to cross border issues.



Malcolm Couch Assessor of Income Tax, Isle of Man Treasury

Malcolm Couch is the Assessor of Income Tax of the Isle of Man and is responsible for all direct taxation and national insurance collection matters in the Island and internationally.

Malcolm has had experience in a wide range of technical and managerial roles in both the public and private sectors. His career in tax started in 1989, when he became an Inspector of Taxes in the UK Inland Revenue. After gaining broad experience in traditional districts, he became the District Inspector of Nottingham Trusts, a specialist unit dealing with the tax affairs of 40% of all UK-resident trusts.

In 1996, Malcolm successfully made the transition to the private sector, and had periods as a tax partner with Pannell Kerr Forster and as a senior consultant with Ernst & Young. In both of these roles, he worked with a large number of personal and corporate clients, including multinationals. Whilst with Ernst & Young, Malcolm did a secondment for several months as Head of UK Tax for Boots plc at their Nottingham headquarters.

From the summer of 2001, Malcolm was Oil Products Tax Manager of the North Latin America and Caribbean Region of Royal Dutch Shell. In this position he was responsible for the tax planning and strategy of over 20 group companies operating in 35 jurisdictions, and for managing fiscal audits. He also took part in global tax projects for Shell. Working in an economically and politically volatile region for a major multinational further built Malcolm's experience in cross-border tax issues, international regulation and liaison at a governmental level.

Malcolm joined the Isle of Man Government in November 2004 and concentrates primarily on policy, strategy and international matters: including representing the Isle of Man at OECD and EU forums and negotiating tax co-operation agreements.



Mark Byrne Director, ICM Aviation Limited

Mark was born in Douglas on the Isle of Man and graduated in Law from the University of Westminster. He has an MBA from Manchester Business School and a Diploma in Marketing from the Chartered Institute of Marketing. Whilst a student, Mark worked for two engineering companies in Germany in the legal, budgeting and marketing departments and for a management consultancy company in London and Ireland.

Mark went on to work for a trust company as a client administrator and business development manager before being appointed as a director of the ICM Group in 1995. Mark specialises in corporate & fiduciary matters with a special interest in aviation.

Martin Sanderson Managing Director, Aerotech International Limited



Martin Sanderson started his aviation career in the Royal Air Force in the early 1980's as an Airframe Technician, travelling the world with C130's. In 1987 Martin joined British Airways at Gatwick in Base Maintenance working on DC10's, L1011's 747's and 737's.

In 1991 Martin was invited to join the project team for British Airways Maintenance Cardiff, developing base maintenance systems and optimised production techniques for 747 Heavy Maintenance.

In 1997, after seeing the project phase through and the first 3 years of operation, he joined Manx and British Regional Airlines in the Isle of Man who were subsequently brought out by British Airways. Martin was then put in charge of the return to the lessors of the excess fleet of turbo props and regional jets.

This lead into an opportunity to start Aerotech International in 2005, which has grown from strength to strength with more than 30 consultants worldwide working in Europe Asia, Middle East and the US.

Steven Quayle Senior Associate, Cains



Steven is a Senior Associate within the Corporate Department at Cains, whose areas of practice include a range of cross border corporate and asset finance matters, but with particular focus on business and commercial aviation. He graduated in Law with Honours from the University of Warwick in 2001 and completed a Legal Practice Course at Chester College of Law in 2002. He qualified as an Isle of Man Advocate in 2004.

Steven has been described by Chambers and Partners as 'an associate to watch' and was selected by clients and peers to appear in "The International Who's Who of Aviation Lawyers 2011".

Steven has given presentations to a variety of audiences on legal issues, including to the 2010 Google Lunar X-Prize Summit on space law.

Stuart Peters Broadcaster, Manx Radio



STUART PETERS first took to the flight controls as an air cadet in the 1960's, although it would be 20 years before he was able to train for a PPL at Barton Aerodrome near Manchester. He owned a share in a Rockwell Commander 112 based at Manchester Airport but now flies club aircraft from Ronaldsway.

With a background in advertising, marketing and corporate communications he somehow managed to talk his way into Manx Radio after moving to the Island in 1997, and became a full-time broadcaster in 2003 and occasional newspaper columnist.

He describes his interests as 'anything with an engine', although he gets seasick so has never been tempted by a seaplane rating, and lacks the discipline to make it as a glider pilot. Stu won two regional championships driving a modified sports racing car, and just about managed to jam himself into an old Formula Ford chassis for a season, but now prefers playing bass guitar ('badly') in a blues band.



Thierry Betbeze Finance & Treasury Director, Dassault Aviation

THIERRY BETBEZE is Finance and Treasury Director for Dassault Aviation (France). Thierry is a graduate in Business and Management at the ESCM Business School (Poitiers, France).

He joined Dassault Aviation in 1984 as budget controller of Falcon programs at the head office in Vaucresson. In 1991 Thierry turned to Military and Falcon aircraft export financing, where he was involved in several multi-billion € Mirage and Rafale projects with foreign air forces, as well as arranging the financing of a wide variety of Falcon business jet sales, to corporations and governments in Europe, Middle East, CIS and Latin America.

Since 2004 Thierry is also in charge of treasury management and foreign currency hedging for the Company.



Tim Craine Director of the Business Development Agency, DED

TIM CRAINE is Director of the Business Development Agency in the Isle of Man Government's Department of Economic Development.

As head of the Business Development Agency, Tim is responsible for the development and promotion of Financial Services, Manufacturing, Tourism, E-Business, E-Gaming, Space Commerce, Film & Media and Country Strategy.

After graduating from Durham University, Tim returned to the Isle of Man in 1979 joining the Isle of Man Government as a career Civil Servant.

Tim was Cabinet Secretary to the Isle of Man Government, where he was also involved in strategic economic policy formulation and acted as an adviser to the Chief Minister.

During his career in the Civil Service, Tim has been involved in a number of areas of Government activity, including tax, policy, financial assistance schemes, the promotion of financial services and information technology developments.



Trevor Vels Mac Commercial

TREVOR VELS joined Alexander Forbes Commercial broking Department in Johannesburg in 1987, becoming an Accounts Executive. In 1992 he left to join GlenrandMIB Insurance Brokers also in Johannesburg where he was appointed Director of the Commercial Company.

In 1997 Trevor was headhunted as MD of Aviation Insurance Company (AIC) in Johannesburg which was a wholly owned subsidiary of a Guernsey domiciled insurer. Trevor implemented a complete turn-around programme at AIC before managing a buy-out from the parent in 2002. In 2006, Trevor successfully facilitated the sale of AIC to the largest insurance company in South Africa, and decided to explore opportunities working in the British islands.

In 2007, Trevor joined Willis in the Isle of Man as a captive manager before leaving in 2009 during which year he joined the MAC Group to enable to the start up of MAC Commercial.

Conference Sponsors

MARSH

Marsh Insurance
www.marsh.com

Marsh, the world's leading insurance broker and risk advisor, teams with its clients to define, design, and deliver innovative industry-specific solutions that help them protect their future and thrive. It has over 24,000 colleagues who collaborate to provide advice and transactional capabilities to clients in over 100 countries.

Marsh has operated in the Isle of Man for 35 years. Based in Rose House, Douglas, the company serves the Isle of Man's leading businesses, providing risk and insurance services to clients across a wide range of sectors, including hospitality and leisure, financial services and government departments.

LUVIAIR
Strategic Aviation Management

Luviair
www.luviair.com

Aerotech International

Aerotech International
www.aerotech-intl.com

Aerotech International is an experienced aviation technical consultancy company with a diverse range of technical expertise. They offer a wide range of consultancy services to Lease Companies, Banks, Law Firms, Airlines and Corporate service Providers. The range of their technical consultancy services include:

- Aircraft Asset Monitoring
- Aircraft Pre Purchase or Pre Lease Inspections
- Lease Return and On Lease Project Management
- Aircraft Repossessions
- Management Consultancy Services
- Aircraft Technical Contract Reviews

They can offer world wide support at a local level with a team of over 30 consultants worldwide, from UK, Isle of Man, USA, Canada, France, Germany, Spain, Singapore, Malaysia, Thailand Australia and New Zealand.

Many thanks to

Isle of Man
Aircraft Registry
AeroPodium

Brian Johnson and his team
Isle of Man Aircraft Registry
www.aircraft.im

Panagiotis Panagopoulos
Aeropodium
www.aeropodium.com

Sophie and Linda at TASTE

Anura Withanage and his team at
Castle Aviation Services

www.i.im

Accounting | Aviation | Company & Trust Services | Yachting

conference notes

conference notes

conference notes

conference notes

conference notes

conference notes