



William Quinn is the founder and President of Aviation Management Systems, Inc. (“AMS”). He is also the Managing Director of Charleston Aviation Partners LLC (“CAP”), which is a professional aircraft sales and brokerage firm located in Isle of Palms, SC. AMS is a broad based business and commercial aviation consulting firm located in Portsmouth, NH. Since 1983, AMS has specialized in providing management, technical, operational, and asset based consulting services to the aviation, financial, insurance, and legal communities.

Under Mr. Quinn’s guidance and direction AMS has served the needs of the aviation community since 1983. AMS provides a variety of services including flight department audits, new and pre-owned aircraft acquisitions, appraisals, valuations and asset management based management support to aircraft owners, operators, corporations, high net worth individuals and the financial, legal and insurance communities.

Mr. Quinn’s career in aviation began in 1967 with the US Navy where he served as an aircraft maintenance technician and aircrew member in a naval helicopter squadron. Subsequent to the completion of his military obligation, he returned to New England and became a manager for an aircraft dealer and full service “fixed-base operation.” In 1973 he accepted a position with Cessna Aircraft Company as a “District Sales Manager,” “Multi-engine Sales Specialist” and “Manager of Dealer Placement.” His duties involved marketing and selling the full line of Cessna aircraft, flight training packages and financial services through Cessna Finance Corporation.

In mid-1976, Mr. Quinn took over the management of two jointly-owned, fixed-base operations with locations in New Hampshire and Florida. After successfully reorganizing and merging these companies, he accepted a position with Advocate Airways/Enstrom Helicopter Corporation which was owned by the noted trial attorney F. Lee Bailey. His duties involved selling, flying and demonstrating the full line of Enstrom Helicopter products and Rockwell Turbo Commanders.

Mr. Quinn founded his first company, Business Helicopters, in 1980, which was a helicopter sales and management company and, in 1983, he founded what is known today as Aviation Management Systems, Inc. He formed Aviation Management Associates in 1984 which was an aviation management and consulting group that advised Fortune 500 companies and high net worth individuals on the various aspects of owning and operating business jets and helicopters. In 1985, Mr. Quinn left AMS and joined Wang Laboratories as Director of Aviation and Chief Pilot. After successfully designing, structuring, and implementing Wang’s flight department, he chose to rejoin AMS in 1987 as its President and Chief Operating Officer.

In April of 2005 Mr. Quinn formed Charleston Aviation Partners LLC which is a professional aircraft sales and acquisition company. During that year he also joined the Cerretani Aviation Group, in Boulder, Colorado as Director of Aircraft Sales and Acquisitions, with the primary responsibility for developing the company’s presence in the mid-size and large-cabin markets both domestically and internationally. In the fall of 2009 he discontinued the relationship with Cerretani Aviation in favor of continuing to develop his activities with Charleston Aviation Partners and Aviation Management Systems, Inc.

Mr. Quinn is a member in good standing of the National Business Aviation Association, National Aircraft Finance Association, American Society of Appraisers, Helicopter Association, International, International Society of Transport Aircraft Traders, European Business Aviation Association, National Aircraft Resale Association, and the Aircraft Owners and Pilot Association. He has been auditing flight departments, evaluating, assessing and appraising business aircraft since 1986. Mr. Quinn is also a certified appraiser and holds an Airline Transport Pilot license with type ratings in both business jets and helicopters. His operating experience ranges from turbo props to heavy business jets and helicopters.

With over 40 years of aviation experience and more than 6,000 hours of flying time, including international operations in the Far East and Europe, Mr. Quinn's management and operational experience combined with a strong business, sales and marketing background provide him with a distinct and unique understanding of the value of general aviation and the use of business aircraft.

His background and experience managing, evaluating and appraising aircraft spans a career of more than 37 years, beginning with his employment with the Cessna Aircraft Company in 1973. His experience over the years in buying and selling aircraft at both the distribution, dealer and retail levels provides him with a unique understanding of the important issues associated with technically evaluating and appraising aircraft. In addition, his management, technical and operational background provides him with a comprehensive view of the various factors that drive the relative values of aircraft in today's market. He has an extensive background in managing, evaluating, and appraising business aircraft and helicopters and he has also worked with all the major aircraft manufacturers, insurance underwriters and lenders in the industry.

Mr. Quinn also has considerable experience auditing flight departments, managing and overseeing new aircraft completions, aircraft and engine overhauls, retrofit projects and pre-purchase inspections. In his 40 year career in aviation, he has evaluated and appraised more than 2,600 business aircraft and helicopters worth more than 14 billion dollars. He has been directly involved in more than 600 small, mid-size and large-cabin business jet and helicopter transactions and has participated in the design, management, completion, outfitting and acceptance of more than 60 aircraft. He also served as a technical and business consultant to the senior management team and board of directors of Jet Support Services from 1989 to 2005.

During his career Mr. Quinn has written a number of articles on the value of aircraft as collateral and the relative impact that aging aircraft and regulatory changes will have on the market value of aircraft. He is a frequent speaker and panel member at industry conferences relating to managing, buying and selling aircraft and the perceived value of business aircraft. He has served as an associate member on the board of directors of the National Aircraft Finance Association ("NAFA") where his duties as a committee member were focused on the establishment of a more disciplined and structured program for training and certifying aircraft appraisers under a joint association with NAFA, the American Society of Appraisers ("ASA") and Embry-Riddle Aeronautical University ("ERAU"). Mr. Quinn has also served as the Vice Chairman and Chairman of the Associate Member Advisory Council of the National Aircraft Resale Association ("NARA") and as a member at large on NARA's regular member board. He serves on GE Capital's "Customer Advisory Board" and on the Robb Reports "Aviation Advisory Board." Mr. Quinn is a contributor to the National Academy of Sciences, Transportation Research Board and has been a guest speaker/presenter at the Kellogg Graduate School of Business.

Personal Information:

Year of Birth: 1948
Place of Birth: Manchester, NH
Military Service: United States Navy (honorable discharge)
Marital Status: Married, two children, five grandchildren
Current Residences: Isle of Palm, SC & Portsmouth, NH

Career Summary:

April 2005 - Present

Managing Director

Charleston Aviation Partners LLC, Isle of Palms, SC
Professional Aircraft Sales and Acquisition Firm

April 2005 - 2009

Director of Aircraft Sales & Acquisitions

Cerretani Aviation LLC, Boulder, CO

Professional Aircraft Sales and Acquisition Firm

January 1983 – Present

Owner & Chairman of the Board

January 1983 - 2005

Founder, President and CEO

Aviation Management Systems, Inc., Portsmouth, New Hampshire
Business Aviation Consulting Firm

October 1985 - January 1987

Director of Aviation, Chief Pilot, Line Pilot

Wang Laboratories, Inc., Lowell, Massachusetts

January 1984 - 1994

General Partner

Aircraft Management Associates, Manchester, New Hampshire

February 1980 - October 1985

Owner, President, Chief Pilot, Line Pilot

Business Helicopters, Inc., Manchester, New Hampshire
Helicopter Charter, Management and Sales Company

February 1977 - August 1979

Aircraft Sales Representative, Line Pilot

Advocate Airways, Inc., Plymouth, Massachusetts
Enstrom Helicopter Corporation, Menominee, Michigan

August 1976 - January 1977

General Manager & Sales Manager

Hampshire Aviation, Inc., Manchester, New Hampshire
Orlando Flying Service, Inc., Orlando, Florida

May 1973 - July 1976: *Dealer Placement Manager, Multi Engine Sales Specialist, and District Sales Manager,*
Cessna Aircraft Company, Commercial Marketing, Wichita, Kansas

July 1971 - July 1973

Operations Manager, Line Service Manager, Aircraft Re-fueler
New England Aviation Corporation, Manchester, New Hampshire

June 1967 - November 1970

Helicopter Crew Chief, Aircraft Mechanic, United States Navy
Honorably Discharged

Education & Training:

Continuing Education Seminars 2002 thru 2015
Uniform Standards of Professional Appraisal Practice - 2001
Piper Aircraft Corp - Malibu Mirage Initial Ground & Flight Training 1991
Simuflite International - Falcon 200 Initial Ground School - 1989
Flight Safety International - Gulfstream II & III - 1986
Flight Safety International - Bell 222 - 1984
Flight Safety International - Cessna Citation II - 1983
Flight Safety International - Cessna 441 Conquest 1982
Bell Helicopter Textron - Bell 206L-1 Long Ranger - 1981
Bell Helicopter Textron - Bell 206B Jet Ranger - 1980
Maine Aviation Corp. - Cessna Citation Type Rating - 1980
Rockwell International Sales Course - 1977
Rockwell International - Commander 690B Propjet - 1976
Cessna Aircraft Company - Flight and Ground Training - 1976
Cessna Aircraft Company - Transportation Analysis Course - 1975
Cessna Aircraft Company - Aircraft Sales Management Course - 1974
Cessna Aircraft Company - Multi-Engine Sales Course - 1974
Cessna Aircraft Company - Xerox Sales Training - 1973 & 1974
U.S. Navy Flight Test School - Helicopter Flight Test - 1970
U.S. Navy Technical Schools - Helicopter Maintenance - 1969
Bell Helicopter School - 205 Series Helicopters - 1969
Sikorsky Technical Training School - S58 Series - 1969
United States Navy Technical Training Center - Memphis, TN 1968

Pilot Qualifications:

Airline Transport Pilot
Airplane Multi-Engine Land, Rotorcraft Helicopter
Commercial Pilot
 Airplane Single Engine Land
Instrument Rating
 Airplane
 Helicopter
Aircraft Type Ratings
 Gulfstream III, G1159A
 Cessna Citation, CE500
 Bell 222 Helicopter, BH222
 Bell Jet Ranger, BH206

Synopsis of Flight Time (hours):

Total Time	6,000
Pilot in Command	3,900
Multi-Engine	2,000
Instrument	350
Helicopter	1,500
Military Helicopter Crew	1,700
Turbine Experience	2,000

Professional Affiliations:

American Society of Appraisers
European Business Aviation Association
National Business Aviation Association
National Aircraft Finance Association
National Aircraft Resale Association
Helicopter Association International
Aircraft Owners & Pilots Association
International Society of Transport Aircraft Traders
Business Aviation Professionals of New England
New England Helicopter Council

ARTICLES & PRESENTATIONS

HOW TO SURVIVE AIRCRAFT & AVIATION EQUIPMENT APPRAISALS, RESIDUAL VALUE PROJECTIONS, AIRCRAFT INSPECTIONS, AND AUDITS

Presentation – Author - Strategic Research Institute Seminar
July 1998 - New York, NY

PRE-OWNED BUSINESS AIRCRAFT AS COLLATERAL IN A RISING MARKET - “Points on how to determine what pre-owned business aircraft are truly worth?”

Article - Author - March 2000 - Published in Twin & Turbine Magazine

THE EUROPEAN UNION “HUSH KIT” CONTROVERSY

Presentation – Author - National Aircraft Resale Association - Annual Spring Meeting
April 2000 - Puerto Vallarta, Mexico

BUSINESS AIRCRAFT VALUES & FRACTIONAL OWNERSHIP - “How Will The Fractional Phenomenon Effect The Current And Future Fair Market Values Of Business Aircraft?”

White Paper - Author
June 2001 - Prepared for Bombardier Capital Incorporated

WHAT IS STAGE IV??? - “The implications of the pending regulatory mandates associated with the proposed Stage IV environmental standards (noise and emissions).”

Article – Author - March 2001 - Published in the National Aircraft Finance Association Newsletter

ANATOMY OF A PRE-PURCHASE OR PRE-BUY EVALUATION - “A third party perspective on providing consulting services to both buyers and sellers”

Article - Principal Author - March 2001 – Listed/published on AvBuyer.com’s website

THE STATE OF GENERAL AVIATION NOW & BEYOND THE YEAR 2000

Presentation - Author, Presenter

Presented to the Equipment Leasing Association-Equipment Managers Conference

February 1999 - Tucson, Arizona

AIRCRAFT AS COLLATERAL - “Aircraft & Equipment Appraisals, Residual Value Projections, Aircraft Collateral Audits & Inspections”

Presentation - Author, Presenter - Presented to Bank of Boston - May 1999 - Boston, MA

MARKETING THE FBO “Strategies for the Corporate Aviation Customer”

Presentation – Author - Northwestern University Kellogg Graduate School of Business

August 1999 - Evanston, IL

APPRAISING & EVALUATING BUSINESS AIRCRAFT

Presentation – Author - 14th Annual Geneva Forum, February 2000 - Geneva, Switzerland

ASSESSING THE COSTS FOR BUSINESS TRANSPORTATION OPTIONS - THE NUANCES OF FRACTIONAL PROGRAMS

Presentation – Author - World Research Group Fractional Ownership Forum

January 2000 - New Orleans, LA

HOW TO SURVIVE AIRCRAFT & AVIATION EQUIPMENT APPRAISALS, RESIDUAL VALUE PROJECTIONS, AIRCRAFT INSPECTIONS, AND AUDITS

Presentation – Author - Strategic Research Group Seminar

July 2000 - New York, NY

BUSINESS AIRCRAFT MARKET UPDATE

Presentation – Author - Fleet Capital Leasing

March 2001 - Boston, MA

AIRCRAFT APPRAISAL METHODS & PRACTICES

Course Presentation – Author - National Aircraft Finance Association

May 2001 - Naples, FL

BUSINESS AIRCRAFT RESIDUAL VALUES 2001

Presentation – Author - Dassault Falcon Jet’s Annual Professionals Conference

May 2001 - Teterboro, NJ

AIRCRAFT RESIDUAL VALUES 2001

Presentation - Author, Co-presenter

Presented to the National Academy of Sciences, Transportation Research Board, General/Business Aviation Round Table A1J03

May 2001 - Washington, DC

AIRCRAFT APPRAISAL PRACTICES

Presentation - Author - American Society of Appraisers, "International Appraisal Conference"
July 2001 - Pittsburgh, PA

AIRCRAFT VALUATIONS, APPRAISALS & PRE-BUY INSPECTIONS

Presentation – Author - Conklin de Decker Annual Aircraft Acquisition & Planning Conference
December 2001 - Dallas, TX

NEW BUSINESS JETS ON THE HORIZON & SALES EXPECTATIONS

Panel Moderator - The 15th Annual Geneva Forum
February 2002 - Geneva, Switzerland

FORECASTING AIRCRAFT RESIDUAL VALUES 2002 & BEYOND

Presentation – Author - Gulfstream Aerospace Corporations 1st Annual Finance Conference
March 2002 - Savannah, GA

AIRCRAFT VALUATIONS, APPRAISALS & PRE-BUY INSPECTIONS

Presentation – Author - Conklin & de Decker's Annual Aircraft Acquisition & Planning Conference
November 2002 - Scottsdale, AZ

**THE BUSINESS AVIATION MARKET & CHANGES IN TRANSPORTATION
ALTERNATIVES**

Panel Moderator - Strategic Research Institute Seminar
July 2003 - New York, NY

THE STATE OF THE "AIRCRAFT APPRAISAL INDUSTRY"

Presentation – Author - Presented to the National Aircraft Resale Association
October 2003 - Puerto Vallarta, Mexico

AIRCRAFT VALUATIONS, APPRAISALS & PRE-BUY INSPECTIONS

Presentation - Author - Conklin & de Decker Annual Aircraft Acquisition & Planning Conference
November 2003 - Scottsdale, AZ

EVAULATING BUSINESS AVIATION OPTIONS

Article – Author - World Aircraft Sales Magazine & NAFA Newsletter
December 2003

AIRCRAFT FORECLOSURES & REPOSSESSIONS

Panel Participant - Strategic Research Group
February 2004 - Miami Beach, FL

AIRCRAFT VALUES & THE PROVERBIAL CYCLE

Panel Moderator - National Aircraft Finance Association Annual Meeting
May 2004, Napa, CA

THE ANATOMY OF A BUSINESS AIRCRAFT TRANSACTION

Panel Participant - Strategic Research Institute
July 2004, New York, NY

STATE OF THE AVIATION CONSULTING BUSINESS

Article - Principal Author

Published by World Aircraft Sales Magazine

April 2004

AIRCRAFT VALUATIONS, APPRAISALS & PRE-BUY INSPECTIONS

Presentation – Author - Conklin & de Decker Annual Aircraft Acquisition & Planning Conference

December 2004, Scottsdale, AZ

WHAT DO THE MANUFACTURERS HAVE UP THEIR SLEEVES?

Speaker - Strategic Research Institute

July 2005, New York, NY

MAKING THE RIGHT AIRCRAFT DECISION

Co-presenter - Conklin & de Decker Annual Aircraft Acquisition & Planning Conference

September 2005, Scottsdale, AZ

MAKING AN INFORMED DECISION BASED ON THE AVIALABLE OPTIONS

Presenter - Bank of America Private Bank Aviation Symposium

September 12th & 13th 2006, Portsmouth, NH and Bedford, MA

WORKING WITH YOUR AIRCRAFT BROKER

Presenter - Conklin & de Decker Annual Aircraft Acquisition & Planning Conference

November 2006, Scottsdale, AZ

WORKING WITH YOUR AIRCRAFT BROKER

Presenter - Conklin & de Decker Annual Aircraft Acquisition & Planning Conference

November 2007, Scottsdale, AZ

AIRCRAFT MANAGEMENT COMPANIES

Panel Moderator - National Aircraft Resale Association - Spring Meeting

May 2008, Naples, FL

WORKING WITH YOUR AIRCRAFT BROKER

Presenter - Conklin & de Decker Annual Aircraft Acquisition & Planning Conference

June 2008, Philadelphia, PA

KEY CONSIDERATIONS FOR BUYING AND SELLING AN AIRCRAFT

Panel Moderator - Corporate Aircraft Symposium

June, 2008, New York, NY

PRE-OWNED AIRCRAFT SALES – STRAIGHT ANSWERS TO TOUGH QUESTIONS

Panel member and presenter - National Business Aviation Association Regional Forum

June 26th, 2008, Dayton, OH

LENDING TRENDS - IS A CREDIT CRUNCH LOOMING?

Moderator - National Aircraft Resale Association

October 4, 2008, Orlando, FL

MARKET VIEW POINT

Article - Author - Business & Commercial Aviation
February 2009

THE 16th ANNUAL AIRCRAFT REGISTRY FORUM

“Aircraft Markets in Distress: Opportunities to Maximize Value and Minimize Risk”
Co-presenter, Panelist
February 9-10, 2009, Naples, FL

THE BUSINESS CASE FOR BUSINESS AVIATION “Flight Department Performance Metrics”

Co-presenter - Author - National Business Aviation Association (NBAA) Webinar Series
February 27, 2009

DOING DEALS IN A DIFFICULT MARKET

The 14th Annual Corporate Aircraft Transactions
Co-presenter - Author
June 1-2, 2009, New York, NY

WORKING WITH AIRCRAFT BROKERS AND DEALERS & PRE-BUY INSPECTIONS

Conklin & de Decker Annual Aircraft Acquisition & Planning Conference
Presenter - Author
December 2nd and 3rd, 2009 Scottsdale, AZ

**“THE PRE-PURCHASE INSPECTION PROCESS: PRE- AND POST-CLOSING
TECHNICAL AND LEGAL ISSUES TO CONSIDER”**

The 17th Annual Aircraft Registry Forum
Co-presenter - Author
February 22nd and 23rd, 2010, Fort Lauderdale, FL

WORKING WITH AIRCRAFT BROKERS AND DEALERS & PRE-BUY INSPECTIONS

Conklin & de Decker Annual Aircraft Acquisition & Planning Conference
Presenter - Author
December 6th and 7th, 2011 Scottsdale, AZ

WORKING WITH AIRCRAFT BROKERS AND DEALERS & PRE-BUY INSPECTIONS

Conklin & de Decker Annual Aircraft Acquisition & Planning Conference
Presenter - Author
December 5th and 6th, 2012 Scottsdale, AZ

WORKING WITH AIRCRAFT BROKERS AND DEALERS & PRE-BUY INSPECTIONS

Conklin & de Decker Annual Aircraft Acquisition & Planning Conference
Presenter - Author
December 10th & 11th, 2013, Scottsdale, AZ

THE IMPORTANCE OF PRE-BUY INSPECTIONS

Conklin & de Decker Annual Aircraft Acquisition & Planning Conference
Presenter - Author
December 9th & 10th, 2014, Scottsdale, AZ

NAVIGATING KEY ELEMENTS OF AN AIRCRAFT DEAL
NBAA Business Aircraft Finance Registration & Legal Conference
Panel Presentation - Author
March 2nd & 3rd 2015, Bonita Springs, FL

CHOOSING THE RIGHT AIRCRAFT
Conklin & de Decker Annual Aircraft Acquisition & Planning Conference
Presenter - Author
December 9th & 10th, 2014, Scottsdale, AZ

CHOOSING THE RIGHT AIRCRAFT
Conklin & de Decker Annual Aircraft Acquisition & Planning Conference
Presenter - Author
October 29th & 30th, 2015, Scottsdale, AZ

DOCUMENTING THE MANAGEMENT COMPANY RELATIONSHIP
Business Aircraft Finance, Registration & Legal Conference
Contributing Author
February 10th to 12th, Boca Raton Resort and Club, Boca Raton, FL