

John Hopkinson
and
Associates Ltd.





Corporate Profile

Corporate Profile

John Hopkinson & Associates Ltd. was incorporated in 1979 as an international aircraft brokerage and consulting firm, specializing in corporate and commuter type aircraft. In order to provide a complete range of consulting and appraisal services, associations have been formed with a number of individuals and corporations with extensive international and proven North American aviation experience. The principal and President is John Hopkinson, an international aircraft broker. He has over forty years of highly varied national and international experience, with an established reputation and demonstrable skills as a successful negotiator; appraiser and visionary provider as far as this industry is concerned. Our associates are worldwide specialists in all types of jet powered equipment including specialization in international financing. Through our broad network of associates and contacts worldwide, we are in a unique position to form teams of specialists as required to deal with most aviation related situations. John Hopkinson & Associates Ltd. offer aviation consulting and appraisal services as well as related technical and management services.

John Hopkinson & Associates Ltd. specializes in the acquisition and remarketing of aircraft for their clients. The company does not own any inventory, but rather represents their individual clients' as a trustee in their endeavours.

John Hopkinson & Associates Ltd. provides an encompassing service including lien searches on titles to ensure the removal of encumbrances on acquired chattels, and the de-registration and re-registration of aircraft as situations demand.

Business has been consummated in most countries worldwide, acknowledging with success the peculiarities existing in some foreign business and political climates.

Lease equipment opportunities are successfully arranged involving all the operational financing, and tax implications applicable in today's ever changing international business place.



Acquisitions

Acquiring an aircraft is an important process at any level. Every client and situation is unique. Time is valuable, and as such our main objective is to make the entire process as effortless and as pleasant an experience as possible for our clients. The staff at John Hopkinson & Associates Ltd. have over forty years of experience. Our highly knowledgeable team will manage the acquisition every step of the way.

Services our organization will provide:

- Evaluation of clients' needs and requirements with respect to aircraft type;
- Research of aircraft availability on the global market;
- Analysis of market availability for higher negotiating power;
- Assistance in arranging financing through our global network;
- Negotiation to ensure our client receives the best possible deal available;
- Complete preparation of the purchase contract;
- Pre-purchase inspections are a necessity in any acquisition. We have the capability to supply highly trained professionals, should our client require this service;
- Lien and Title Searches;
- Management of the de-registration and re-registration process with the appropriate government agencies;
- Arrangement and management of any repairs, or modifications, as required;
- Arrangement and completion of any necessary Delivery, Customs and Importation documents, as required;
- Assistance in the establishment of "stand alone" flight departments including the procurement of office and hangar space as well as the hiring of staff;
- Weekly reporting on the progress of the transaction and, when necessary, daily reporting.

We take pride in successfully closing transactions worldwide and our reputation speaks for itself.

Acquisitions



Remarketing

Our objective in the process of remarketing an aircraft is to protect our clients' best interests in all areas while achieving the most beneficial result. Successful remarketing requires in-depth industry knowledge and experience. It entails extensive advertising and a knowledgeable staff to answer the many questions put to them by potential buyers. Our highly qualified team can manage all aspects of your remarketing requirements.

Remarketing Services provided:

- Market Analysis; with today's changing economy, our staff stays current with what is occurring in the industry;
- Price evaluation of aircraft;
- Extensive, non-stop advertising including (but not limited to) global trade publications, the internet, online aircraft research organizations and newspapers;
- Preparation of brochures on aircraft which include photographs, equipment lists, maintenance and technical information;
- Preparation of electronic media presentations, i.e. email and CD brochures;
- Weekly market analysis and transaction reporting;
- Management of all remarketing related inquiries;
- Presentation of all offers received;
- Negotiations in order to ensure our client receives the best possible sales price;
- Monitoring of the pre-purchase inspection to protect our client's interests;
- Management of any contractual conditions or obligations that may apply with respect to our client;
- Delivery of the asset;
- A complete reporting package including all correspondence and a Statement of Adjustments.

We are extremely experienced and skilled in managing the many details required to successfully remarket an aircraft.

Remarketing



Research Services

John Hopkinson & Associates Ltd. employs a full time Research Department. This department has access to electronic research systems for all corporate, turbine, and jet aircraft as well as a manual research library with computer logging of all commuter and airline type equipment.

This department is staffed at our Calgary International Airport location and supplies research to our clients' as required on both an ongoing and per project basis.

This service necessarily includes tracking of previous transactions for a more accurate understanding of existing conditions.

Research information is shared with our industry contacts and associates worldwide for more comprehensive reporting.

Consulting Services

John Hopkinson & Associates Ltd. performs consulting services related to aviation requirements for both industry insiders and newcomers. Our consulting services include the ability, through subcontract arrangements, to supply safety audits and technical assessments.

Our in-house capabilities permit us to successfully report on corporate aviation operations, both present and proposed, and market trends.

Special projects such as evaluating emergency medical health fields as they are related to aviation, and aviation applications in new frontiers, are an integral part of this service.



Appraisal Services

John Hopkinson & Associates Ltd. have been specializing in past, present and forecast values of all types of aircraft and aviation related equipment for many years.

We count among our clients many of the major lenders and financial institutions in Canada. We focus on fixed as well as rotary wing aircraft, and specialize in corporate, turbine, and commuter equipment.

It is a mandatory part of our appraisals that they must include a technical evaluation and record search performed by a competent, independent engineer properly endorsed on the type of equipment. A professionally prepared inspection report is an integral part of this service.

Pricing comparisons from the major trade sources, through the use of our Research Department, are used for these discussions, and forecast economic trends are considered as a factor in our opinions.

A sample of, but not complete list of our resources are:

- JETNET Computer System for Turbine and Jet Airplanes
- The Airliner Price Guide of Commercial, Regional and Commuter Aircraft
- “The Aircraft Bluebook Price Digest”
- “VRef Aircraft Value Reference”
- “The International Aircraft Price Guide”
- “Commercial Aircraft Fleets of Jet and Turboprop Equipped Airlines in the World
- “Airline Financial News”
- “Avmark Inc. Newsletter”
- “Airclaims Market Intelligence”

Appraisal Services



Project Experience

John Hopkinson & Associates Ltd. assists government agencies and clients with projects that require specialized knowledge to evaluate concepts as noted below.

Emergency Medical Services as they relate to rotary wing aircraft in populous areas has become an extremely well investigated area.

Feasibility studies for regional size airlines in third world countries is, accordingly, an area of concern both to governments and financial lenders.

It is not uncommon for investment groups with aviation interest, but not experience, to consider aviation related investments in the fixed base area. Our company is qualified to perform these assignments.

Some major corporations have found it most convenient to enter into a long range contract for the procurement and remarketing of their aviation related assets, on a cost plus basis, with decisions based on a regular monthly update.

The aforementioned specifies, generally, the type of projects we have undertaken.

A very popular way of the future appears to be the management of aircraft leasing portfolios for lenders. John Hopkinson & Associates Ltd. is experienced in this field on an ongoing basis.

Our project experiences have involved dealing on a regular basis with the majority of major airframe manufacturers and suppliers, with favourable results, allowing us to include information from these manufacturers in our comparisons.

Project Experience



Recent Clients

Recent Clients

Aero Aviation Inc.	Air North
Alkan Air	Amoco Petroleum
Ashton Woods Homes	Bombardier Aerospace
Calm Air	Cameco Corporation
Canadian Pacific Railway	Centron Construction Group
Century Services Inc.	Chartright Air Group
CitiCapital Limited	Cogema Resources Inc.
Eagle Copters Ltd.	Fairmont Hotels & Resorts
Frank O'Dea Management Inc.	Great Gulf Group Ltd.
Harvard Oil & Gas Inc.	James Richardson & Sons Ltd
Kal Tire	Mattamy Homes
Morgan Air Ltd.	Mountberry Investments Ltd.
Orlando Corporation	RBC Financial
Shell Canada Limited	Skyservice
Suncor Energy Inc.	Telus
The CIT Group	Tolko Industries Ltd.
Torode Realty Advisors Ltd.	Trans Canada Pipelines
West Wind Aviation Inc.	Westdale Properties

Recent Types

Jets:

Cessna: Citation 500; SII; III; V; Ultra; Encore; Excel; Sovereign; X

Bombardier: Challenger 300; 601; 604; 850 CS

Raytheon: Hawker 700; 800A; 800XP

Dassault: Falcon 50; 900B

Westwind: 1; 2

Gulfstream: Astra SPX

Turbo-Props:

Cessna: Conquest I; II; Caravan 208; 208B

Raytheon / Beechcraft: King Air A100; 200; B200; 300; 1900

BAE: Jetstream 31

Piper: Malibu JetProp

ATR: ATR-42



Affiliations

Canadian Business Aircraft Association



Affiliations

National Business Aircraft Association





Professional Fees

Professional Fees

Aircraft Brokerage - 5% of the Selling Price

A confidential agreement is entered into whereby commissions are permitted to be obtained from the vendor, with a full trust reconciliation crediting these amounts in full to our clients account.

A reduction to 3.5% is automatic if the transaction(s) exceed \$2.5 Million USD.

Airline Type Equipment

A pre-agreed rate of commission or fee, depending on the amount of research and size of project, is agreed to in writing on each individual transaction.

Appraisals

A daily rate of \$2,500, which includes all office services, but excludes disbursements. Disbursement examples are travel expenses and outside services for engineering, in-keeping with our company requirement.

Fees are payable in Canadian dollars, unless the transaction is consummated in an alternative currency. The majority of aviation transactions are performed in U.S. currency.

- Rates are exclusive of G.S.T., where applicable.
- All third party costs and expenses are charged at cost with any discounts passed on.
- Although in-house support staff is included in these fees, rates of associates and those hired outside our company, are passed on at net cost.



Biography

Keith John Hopkinson

Biography





Biography

Keith John Hopkinson - President & Chief Executive Officer

Since 1979, when John Hopkinson & Associates Ltd. was formed, Mr. Hopkinson has been an independent aircraft broker and consultant, specializing in corporate and commuter type aircraft, with emphasis on Canadian and international markets. Excellent transportation and communications facilities in Calgary have allowed Mr. Hopkinson to buy and sell aircraft from Calgary, Alberta on an international level. Projects have been carried out and completed in Canada, United States, Europe, Asia, Central and South America. Mr. Hopkinson has dealt with most of the major airframe manufacturers as well as many of the major corporations in Canada.

Mr. Hopkinson has been active in the aviation industry in his youth. A general aviation interest from his family led to his first employment in a family owned aircraft fixed base operation and charter business, at the age of eighteen, where he started as a commercial pilot flying twin engine aircraft in South-western Ontario. Mr. Hopkinson now has over 8,500 hours of flying experience and, along with the accumulated hands on business experience over the years, has been extremely beneficial.

Through his worldwide travels, Mr. Hopkinson has developed an extensive network of international contacts. He specializes in the buying and selling of aircraft of the commuter and corporate size, but variance of this status has been known to exist. His business experience has been entirely aviation related since the 1960's, with the exception of a short period in the 1970's. With the advent of the corporate jet and the popularity of the regional airlines, Mr. Hopkinson's focus has grown with the change of equipment to the type of products specialized in today.

On frequent occasions, John Hopkinson & Associates Ltd. Receives written mandates with trust funds and Mr. Hopkinson has the direct responsibility for evaluations, negotiations, acquisitions and remarketing on behalf of major corporations.

His memberships include the majority of the North American aviation groups. He has been a licensed Canadian commercial pilot until recently, as business commitments have necessitated the majority of travel being completed by airline because of distances involved.

A good knowledge of lending ratios and financial requirements has been a proven asset for managing lease portfolios.



Biography

Gary Banks - Vice President

Prior to joining John Hopkinson & Associates Ltd., Gary was employed by Home Oil Co. for thirty years, retiring as Manager of Aviation. During his tenure with the company, Mr. Banks was on the management committee for Interhome Energy and was instrumental in forming Home Aviation, a division of Home Oil Co.

Gary is a Director of the Canadian Business Association, headquartered in Ottawa, and is a member of the majority of North American aviation groups. He has extensive aviation experience in management, commercial and corporate aviation. From the Calgary International Airport office, Mr. Banks' responsibilities include aircraft appraisals, sales, negotiations and fleet planning for corporate and commercial aviation companies.

Biography





Biography

Gary Wood - Director of Sales

Gary joins our Calgary office from Field Aviation where he has been responsible for the sale of new Hawker Beechcraft and used business aircraft in Western Canada.

Prior to that, Gary was the General Manager for Cessna Pacific, the Cessna Factory Authorized sales and service centre for the full range of Cessna product in Pacific Rim countries. In particular, Gary was involved with Cessna pistons, turbo-props and Citation business aircraft in Australia, New Zealand and Papua New Guinea. He also spent 5 years as the Regional Manager of Canada for the Cessna Aircraft Company selling new and used Cessna Citations throughout Canada.

Gary brings over 25 years of international business aviation experience in aircraft sales and management in Canada , the United States and Australia.

Biography





Biography

Mark Gillespie - Sales Consultant

Mark Gillespie has recently joined the Hopkinson and Associates team as a Senior Account Manager. Mark spent the last six years as the head of Business Development for a reputable and well established charter company in addition to flying as one of their line Captains. He brings with him a wide range of industry contacts and experience as well as a broad range of technical and operational background that will serve all of our clients well. Mark is an Airline Transport rated pilot and is currently flying for one of Canada's airlines.

BIOGRAPHY





Biography

Tim Carpay - Sales Consultant

Starting his career as a float pilot on the West Coast of Canada, Tim has been involved in aviation since 1975. He has owned and operated JetWest Business Charters in Vancouver and currently owns and operates Gemini Air Group, an aircraft management company based out of Scottsdale, Arizona.

Tim has obtained both his Canadian Airline Transport Rating license and United States Airline Transport Pilot license. He has logged over 13,500 combined hours of flying experience for both fixed wing and helicopter and is qualified on the Challenger 601 and Challenger 604, Hawker 1A – 800XP, and Learjet airplanes; as well as the Bell 206B, AS350 and AS355 helicopters.

With over 15 years of aircraft management, including aircraft sales, maintenance and operations, Tim brings extensive international business aviation experience to John Hopkinson & Associates Ltd.

Biography





Biography

Lou Barone - Sales Consultant

Lou Barone is responsible for managing our fractional sales objectives. He brings eight years of sales and brokerage experience from the automotive and RV sector to John Hopkinson & Associates Ltd. His vast import and export experience, coupled with an uncanny networking ability, make him the perfect fit. Lou has a natural knack for partnering clients together, both socially and professionally, allowing him to find aircraft that meet all their needs.

In his free time Lou enjoys watching hockey and is an avid antique car buff.

Biography





Biography

Justin Jones - Research Director

As Director of the Research Department, Justin oversees many aspects of almost every transaction from initial contact. Bringing a lifetime of aircraft knowledge, as well as expert use of industry tools and contacts, Justin completes all appraisals, necessary research and document verification.

Further, Justin sees to the details of coordinating maintenance, inspections and through to delivery ensuring a smooth process for the client. Justin is in the process of obtaining his Private Pilot's Licence (PPL).

Biography





Biography

Andrew Hopkinson - Researcher

Andrew Hopkinson graduated with a B.A. in Political Science from the University of Calgary in 2008. During this time he was active in various political campaigns at both the provincial and federal level.

Upon receiving his degree, Andrew joined John Hopkinson & Associates Ltd. as an aviation researcher. Coming from an aviation family, Andrew has always had a strong interest in the field. Andrew is currently in the process of obtaining his Private Pilot's Licence (PPL).

Biography





Biography

Joe Adams - Technical Director (MDM)

Joe Adams has been in the aviation industry since 1983 and has been involved in all aspects of aircraft maintenance in corporate, charter and airline operations. He has held the position of Director of Maintenance for various Canadian operators.

Since 2000, Joe has been a Transport Canada approved Minister's Delegate-Maintenance, which authorizes him to issue Import and Export Certificates of Airworthiness for Canadian registered aircraft.

Joe handles the technical inspections for John Hopkinson & Associates which involves extensive travel from his home base in Vernon, BC.

Biography





Biography

Biography

Natashia Banasiak- Legal Assistant

Natashia received her Legal Assistant Diploma from the Southern Alberta Institute of Technology (SAIT) in 2007. She has also completed a Grade 10 level for piano in the Royal Conservatory of Music and is working towards a diploma in performance.



Natashia joined John Hopkinson & Associates Ltd. in 2008 after gaining corporate and litigation experience at a large urban law firm. She is responsible for file management, contract preparation and closing books

Dona David- Administrative Associate

With her own ranch, specializing in custom calving, and two boys involved in chuck wagon racing, Dona has strong roots in the ranching community.



As manager to her own business, Dona brings many aspects of record keeping experience to John Hopkinson & Associates Ltd. She is responsible for advertising, prospect file management and general financial record keeping.

Christina Hopkinson - Chief Financial Officer

Christina has been with the company for over twenty-four years. She is the CFO of the company as well as the Water Valley Office Manager. On a daily basis, Christina is involved in record keeping, task management and is renowned for her resourcefulness and multi-tasking abilities.

