

AACO 11th Aviation Fuel Forum - Jeddah

26-27 September

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List of Speakers

Day 1: 26 September

Session 1: The Civil Aviation Environmental Sustainability Program (CAESP) in KSA



Eng. Adnan Alotaibi, General Manager of Environmental Sustainability – General Civil Aviation Authority (GACA)

With a passion for innovation and leading change. Engineer Adnan Alotaibi, GACA Environmental Sustainability Director and his team is on a mission to support the aviation industry and the journey towards environmental sustainability.

With a background in geotechnical and environmental engineering, combined with a master's degree in engineering project management, Adnan brings a unique perspective to the table. Having worked across sectors including construction, and logistics, he has hands on experience for the intricate dynamics of implementing sustainable practices at various levels.

Eng. Adnan joined GACA in 2015 and holds accountability for the aviation Environmental Sustainability Plan in collaboration with stakeholders and partners, whilst providing technical assistance in design, construction and operational environmental sustainability matters.

Eng. Adnan is also a nominated technical advisor for several local and international committees and technical groups including collaborations with the International Civil Aviation Organisation (ICAO) Join him on this transformative journey as we all work together towards a sustainable agile future.

Session 2: The Role of Renewable Energies in Decarbonizing the Aviation Industry



Moderator: Mrs. Hanane Nouri Head of Fuel Management Department – Royal Air Maroc

Head of the Fuel Management Department at ROYAL AIR MAROC with 12 years' experience in aviation, Former Financial Auditor



Mr. Middle East Business Development Lead – Biofuels– Air BP

Alex currently leads BP's biofuels growth for the Middle East. He works on origination of opportunities in the region as well as supporting BP's projects portfolio.

Previously, Alex managed the sales of Jet fuel in the MENA region and South Asia where he was responsible for growing jet fuel sales to a vast range of airlines covering the commercial aviation, general aviation, and military sectors. He was also actively involved in setting and promoting Air BP's sustainability strategy.

Prior to Air BP, Alex was a Business Development Manager at Averda, a waste management company based in Dubai, where he led the design and pricing of Integrated Waste Management projects. He first developed his skills during his previous tenure in sustainability at Suez Environment and later at the United Nations Development Program.

Alex holds a bachelor's degree in electrical engineering from the University of Saint Joseph in Lebanon and an MBA from IE Business School in Spain



Mr. Abdulrahman Alfayyadh, Chief of Staff – RVCMC

Abdulrahman Alfayyadh, Chief of Staff, at the Regional Voluntary Carbon Market Company (RVCMC) has extensive experience in advising and formulating investment decisions contributing to an increase in regional investment opportunities. He brings expertise in carbon markets and the trading of high quality carbon credits with a specific focus on the MENA region and the Global South.

RVCMC, established by the Public Investment Fund (PIF) and Saudi Tadawul Group Holding Company was announced by His Royal Highness Prince Mohammad bin Salman in October 2022. As part of this, Abdulrahman led the execution of the largest voluntary carbon

	<p>credit auction in the history of the market by sourcing and selling more than 2.2 million tonnes of carbon credits, contributing to addressing the global climate challenge.</p> <p>Prior joining RVCMC, Abdulrahman worked at PIF and SABIC as a Project Manager where he led several megaprojects. Abdulrahman holds a bachelor’s degree in mechanical engineering from King Saud University, along with certifications from several prestigious international institutions.</p>
	<p>Mr. Carlos Mauricio Garcia Arauz, Corporate Affairs Policy and Standards Manager – Qatar Airways</p> <p>Mr. Carlos Mauricio Garcia is an aviation expert specialized in environment, strategic planning, and international & corporate Affairs. He brings with him over thirteen years of experience garnered from various key roles across international organizations and companies.</p> <p>He started his career at the Civil Aviation Authority of Guatemala and since then, he has been contributing to and led different aviation initiatives in Latin-America and the Caribbean through various leadership roles in public and private sectors, including the International Civil Aviation Organization (ICAO), the Latin American Civil Aviation Commission (LACAC), the Central American Corporation for Air Navigation Services (COCESNA) and multinational companies.</p> <p>Carlos is currently working as Corporate Affairs Policy and Standards Manager at Qatar Airways, and contributing to the airline’s strategy on environmental and corporate affairs. He is the designated point of contact in certain environmental leading projects with the International Air Transport Association (IATA) and also represents Qatar Airways in different expert working groups, including the Arab Air Carriers Organization (AACO), the Environment and Sustainability Board (ESB) of oneworld® Alliance, the ICAO Global Coalition for Sustainable Aviation and others.</p> <p>Prior to joining Qatar Airways, he worked in different regions and supported various initiatives related to climate change, economic development and air transport at regional and global levels. He was instrumental in various climate change efforts, and contributed to several forums and expert groups while he was acting as the local coordinator for the Caribbean under the ICAO-EU project framework, focal point for Latin America on environment protection, focal point for the Central American States’ action plan and others.</p>

Session 3: Aircraft and Engine Technologies: looking back at cumulative emissions reduction; moving forward to revolutionary technologies.



Moderator: Mr. Walid Elhoss, Senior Manager, Technical Department – Arab Air Carriers’ Organization

Walid Elhoss is the head of Economics and Technical Departments at AACO, which includes Fuel, Safety, Security, Emergency response and other disciplines as well. He has been working with AACO since in 2013 and worked in different projects including the Maintenance, Repair, and Overhaul Project which is responsible for identifying synergies in maintenance procedures amongst leading airlines in the Arab region.

Walid holds a master’s degree in management from the Lebanese International University and teaches graduate courses in Human Resources and Leadership at the same university.



Mr. Randy Heisey, Managing Director of Marketing – Boeing

Randy Heisey is the Managing Director of Commercial Marketing for the Middle East and Africa, and Russia and Central Asia Regions. Appointed to this role in 2020, he leads the team responsible for commercial airplanes and services marketing throughout these two regions.

Prior to his current assignment, Heisey led the similar team responsible for commercial airplanes and services marketing in the Asia Pacific region. Previously, he served as a Regional Marketing Director, responsible for identifying, quantifying, and communicating the value of commercial products and services to his airline customers. During his tenure in the role, he supported airlines domiciled in Japan, Korea, Taiwan, Mongolia, the Philippines, Chile, and the USA. His other posts at Boeing included work as an Airline Economic Analyst in the Commercial Marketing organization and Specialist Engineer in the Flight Technical Publications organization. Prior to Boeing, Heisey was a Simulator Instructor at Alaska Airlines and was a Pilot for United Airlines. Randy began his aviation career in the United States Air Force where his assignments included serving as an Instructor Pilot and Airlift Director. Heisey holds a Bachelor of Science degree in Mechanical Engineering from Virginia Polytechnic Institute and State University. He also holds a Master of Science in Systems Management from the University of Southern California. He and his wife reside in the Seattle area.



Mr. Corinn Higgs, Environment & Sustainability Marketing Director – Airbus

Corrin Higgs joined Airbus in the UK in 1997 as an engineer, subsequently working from France and Dubai. In various marketing and product development roles he has shared the voice of diverse customers within his organization. Now specialized in sustainability, Corrin is raising awareness on the challenges and solutions to the industry’s decarbonization objective.

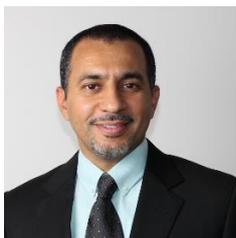


Mr. Jason Sutcliffe, Marketing Director – Middle East, Africa & Central Asia – Rolls-Royce

Jason is Rolls-Royce’s Regional Marketing Director for Middle East, Africa and Central Asia, based in the UAE, where he has lived since 2017.

He joined Rolls-Royce in 2006, initially as a Fleet Planner in the newly formed Operations Centre in Derby, UK. After three years and following a one-year secondment with Singapore Airlines, Jason undertook a position in East Hartford, USA as the Customer Fleet Director with International Aero Engines (IAE), where Jason was responsible for the day-to-day management of the V2500 engine fleet in the Middle East.

In 2012 he returned to the UK to take up the position of Marketing Director for Rolls-Royce, playing a customer relationship role in both the Target and Sales phases. Prior to joining Rolls-Royce, Jason spent 19 years in the British Royal Air Force as an Aircraft Engineer.



Mr. Zaini Baroom, Senior Strategic Marketing and Operations Manager – General Electric

Accomplished global management professional offering over 15 years of cumulative experience in Aerospace management, customer service, sustainability, sales and marketing across the Middle East, Turkey and Eastern European (METCIS) regions.



Dr. Jakob Funkenstein, Director of Special Projects – Embraer Commercial Aviation

Jakob is a Marketing Consultant for Embraer, specializing in the Middle East region. Based in Berlin, his role oversees all marketing activities in the region, supporting airlines to define their fleet and network as well as to develop their business plans.

With over 30 years of experience in Commercial Air Transport, Jakob has worked with Airbus and Boeing as well as filled teaching roles for Aviation Management at major universities such as University of Washington, Embry-Riddle Aeronautical University in Arizona, and IU International Hochschule in Berlin, Germany.

Jakob has an undergraduate degree from the University of California, Los Angeles and graduate degrees from the London School of Economics and Universität Kassel.

Session 4: Decarbonizing the Jet Fuel Supply Operations



Dr. Azzam Qari, CEO – APSCO.

Born in Saudi Arabia, Dr. Azzam Qari quickly thrived in the Engineering field. Dr. Qari earned his B.S. in Mechanical Engineering followed shortly thereafter by his master's degree in mechanical engineering from Ohio, United States. Dr Azzam Qari then went on to obtain his Ph.D. in Engineering Project Management from Canada, with a specialization in researching Sustainable Development Assessment of Airport Fuelling System Projects.

Dr. Qari excelled in his field, since 2001 in aviation fueling field in Jeddah Saudi Arabia working with APSCO (ExxonMobil) Aviation. His dedication and determination furthered his career, and he is now Chief Executive Office of Fuels & Lubes at APSCO. Dr. Qari manages the APSCO strategic alliance with ExxonMobil in Saudi and other markets for Mobil lubricants. Heads the business of one of the largest lube oil blending plants in Middle East, that has footprints in several countries by appointing distributors for APSCO in-house brand “APSCO Lubricants”

Dr. Qari is in charge of directing and coordinating over 200,000 operations annually related to aviation activities for more than 33 airports and locations with over 400 staff members. He is managing different related activities in the field of aviation fueling, such as engineering, projects, marketing, and technical supports to APSCO

	<p>and other companies in the field. In addition, he is a board member of different companies (Joint Ventures) in the aviation fueling field. He played a major role during the implementation phase of the new joint ventures in KSA, which led to him assuming additional roles to his position at APSCO and became CEO of joint venture companies.</p>
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Day 2: 27 September

Session 1: Jet Fuel Outlook

	<p>Moderator: Mr. Ashraf Eid, Manager Fuel Procurement Department – Saudia</p> <p>After graduating from King Abdulaziz University with a degree in Business Administration, Ashraf Eid has joined Saudia Airlines in 2002.</p> <p>In 2011, Ashraf joined the fuel procurement and emissions department in the airline and handled other procurement issues within the airline. He also became a member of AACO Fuel Steering Board (FSB) in 2011. Ashraf was elected as the Chairman of AACO Fuel Steering Board (FSB) in early 2016 till 2019. In his capacity as a chairman for the FSB, Ashraf oversaw the work conducted by the board and ensures that the interests of board members are maintained.</p> <p>Ashraf took part of several initiatives that were considered instrumental in achieving cost savings for the national carrier, in addition to participating in auditing committees to ensure quality of service within different departments.</p> <p>Ashraf Assisted in in developing & testing Saudia's aircraft spare parts sales website and establishing the Appraisal Center for Materials Management Division at Saudia Airlines.</p>
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	<p>Ms. Ieva Paldaviciute, Senior Oil Products Analyst and Reporter – Argus Media.</p> <p>Ieva Paldaviciute is a Senior Oil Products Analyst and Reporter at Argus Media based in Dubai. Her main focus is on middle distillates – gasoil and jet fuel – markets in the Middle East, west-coast India and east Africa regions. Prior to moving to Argus in 2019, Ieva spent five years with the Hungary’s state oil firm MOL Group where she started her professional career as a Trading Analyst.</p>
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Mr. Dmitrii Terentev, Vice President, Business Development of Oil Products – Argus Media.

Dmitry Terentiev is a Business Development Manager at Argus Media. Based in Dubai, Dmitry is responsible for driving business development initiatives for refined products in the Middle East region, with a specific emphasis on the jet and Sustainable Aviation Fuel (SAF) sectors. Dmitry has been a member of the Argus team since 2007, contributing to various editorial and consulting positions focused on analyzing and reporting on the motor fuels market in Russia and the CIS region.



Mr. Daniel Colover, Associate Director of Global Engagement & Intelligence for Oil/Petchems - S&P Global Commodity Insights.

Daniel is the Associate Director of Global Engagement & Intelligence for Oil and Petrochemicals and has been based in Dubai since November 2018. Since joining S&P Global Platts in 2008 in London, Daniel has been responsible for some of the company's major crude oil price assessments, including Dated Brent. He has also covered a variety of refined products assessments.

Session 2: Joint Session by APSCO & JIG on the latest quality updates for Jet Fuel and SAF



Mr. Mark Newstead, General Manager – JIG

Mr. Mark joined JIG in 2018 with over 25 years of direct and indirect experience in operations and commercial activities. He is a founding member of IATA's Strategic Supplier Program. In addition to aviation expertise, he also has a background in refining, operations, and strategy. His main key tasks at JIG involve supporting the organization's key activities, managing external stakeholder relations, participating in IATA Technical Working Groups (TWG), enhancing member benefits, and contributing my industry expertise to further our goals.



Muhammad Azam Siddiqui, HSSE & Quality Assurance Manager – APSCO

Muhammad Azam Siddiqui, based in Jeddah, Saudi Arabia, is currently working as HSSE & Quality Assurance Manager at APSCO since 2016. Previously he worked for Chevron in HSSE, Quality, Operations & Maintenance and Training departments for Refined Oil, Lubricants and Aviation segments. He has 29 years' experience in running operations, developing processes, conducting investigations, and providing training to aviation, refined and lubricants staff. Azam has been a member of the JIG HSSE Committee since 2018 and a certified JIG Inspector.