The Small UAV Industry
Delivery Needs Rules

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24 May 2016
The Challenges Are Not Just Technical

• For better or worse:
  – Must fit in/around/beside legacy aviation
  – Adjacent industries
  – Mutual reliance
    • Even if not yet understood by the ‘classical aviation’ guys
  – Mutual opportunities

• But will not come by hoping for the best
  – Aviation regulation is a home game for legacy industry
  – UAV Community needs a specific voice
A Number of European Processes…

- EASA
- The EU
  - The Commission
  - The Council
- SESAR
- ANSPs
- DG MOVE
- DG ENTI

- These march on – we need to be heard…
We Need to be Heard

• Must speak the language of regulators

• Must bring a mature and helpful attitude

• Must work with the legacy industry
  – Acknowledge their concerns
  – Work with EASA

• Must maintain focus on the UAV elements
Focus…

• **Categorisation**
  – Open
  – Specified
  – Certified

• **Allows focus and appropriate attention**
  – Treat toys as toys
  – Treat aircraft as aircraft
  – Allow for risk-based, proportionate UAS regulation

• **One pan-European approach**
  – Allowing research and development to continue
Putting all that together…

All around Europe, we are making breakthroughs

Small UAVs are the growth sector of the market
  • New delivery models:
    • Amazon Prime Air
    • Google
  • A number of flight plan/trajectory companies being created
  • Service companies being created all the time
  • New uses and applications daily

We need to prepare for these changes urgently…
For Regulators: Important Ground Rules:

1. We must get the terminology right
   - UAS
   - UAV
   - RPAS

2. Speed is good, not bad

3. Focus first on the issues that add greatest value

4. Do NOT re-invent the wheel
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• Aims to bring like-minded together

• Support the Commission/EASA processes

• Raise awareness and voice

• Be heard by regulators:
  – EASA
  – European Commission
  – SESAR JU
  – CAAs
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- No excuse for not talking to the regulator
  - No-one else to blame
- Interests must be put forward
- Place for companies
  - Board members
  - Associates
- Need support of national associations too
- The time to act is now

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