Yesterday went by at breakneck speed for Embraer. No sooner had it set up the celebration of six speed records and London City Airport access for the Embraer 500 than MGM Resorts signed a $200 million deal for three ultra-large Lineage 1000E and three Legacy 500 executive jets.

―Page 6

“If it ain’t broke, don’t fix it.” That’s the battle cry of NBAA president Ed Bolen when it comes to the idea of user fees to cover the cost of ATC services. Today users pay for ATC primarily via fuel excise taxes — a system that’s working fine. Airlines want to shift more of the ATC cost burden to GA in the form of user fees.

―Page 6

Speed Records + Orders

Yesterday went by at breakneck speed for Embraer. No sooner had it set up the celebration of six speed records and London City Airport access for the Embraer 500 than MGM Resorts signed a $200 million deal for three ultra-large Lineage 1000E and three Legacy 500 executive jets. —Page 6
Now you have two choices for superior, ultra-long-range capability. The 5,950 nm Falcon 7X—the fastest selling Falcon ever (and with good reason). Or the new, 6,450 nm Falcon 8X, destined to become a favorite of world travelers. Both have the awe-inspiring ability to fly long distances from short and challenging runways such as Aspen and London City. The 8X is more than three feet longer, with over 30 cabin layouts. Fly far. Fly in comfort. Achieve more.
Silvercrest Woes Rock 5X Plans

Problems with Falcon 5X’s Snecma 11,450-lb. thrust Silvercrest engines will delay development of the newest member of the Falcon Jet.

At Wednesday’s Falcon Family Breakfast, Dassault’s Olivier Villa, senior VP for civil aircraft, said he’s not ready to predict when the aircraft will be certified and enter service, but it’s apparent that first flight is unlikely this year.

Company chairman Eric Trappier also said that while the firm booked 90 orders in 2014, sales have slowed in 2015 mainly because of economic slowdowns in Brazil, Russia, India and China. The four-way downturn, though, partially is being offset by robust sales in the United States and northern Europe.

The program featured a multi-part informational produced by Miles O’Brien that emphasized the creativity and freedom afforded by business aircraft, liberties now under attack by terrorists in Paris and around the world. “Eat your eggs,” he advises. We must carry on with our lives and liberties.

O’Brien started with a video tribute to Dassault Rafale’s combat role with the French Air Force and Navy fighting ISIS in Syria and Iraq. In the wake of the terrorist attacks last week in Paris, the French are doubling down on their fight against terrorists in the Middle East.

The program continued with several video clips, customer testimonials and live interviews with Philippe Deleume, Dassault chief test pilot and lead Falcon 5X project test pilot, and Villa.

Videos included those showing O’Brien riding jump seat on a Falcon 8X test flight and flying the Falcon 5X test bench simulator with Deleume at Dassault’s St. Cloud, France, headquarters facility; there was also a testimonial featuring iHeartMedia’s Bob Pittman, who explained how Dassault’s 24/7 Falcon Response team fixed his AOG Falcon in Milan and provided supplemental lift that enabled him to make meetings in London and Paris while his airplane was being repaired.

O’Brien spent considerable time linking Dassault’s military and civil Falcons share expertise in fly-by-wire, enhanced vision and cockpit technologies, explaining that they reduce pilot workload, thereby freeing up time to focus on the mission. Dassault is at Booth N6117.

—Fred George
Million Air has joined forces with Capital Jet Company (CJET) and Epic Aviation in Beijing to operate CJET/Million Air, “the first and only premium FBO facility at Beijing Capital International Airport [ZBAA].”

Million Air says it will train personnel and oversee operational and safety standards and bring its award-winning customer service to the operation and “the entire facility’s staff.” Epic is to provide Epic Card processing for CJET/Million Air and will partner with CNAF/China National Aviation Fuel to supply fuel for the FBO.

ZBAA is located in the Chinese capital’s Shunyi District, a short drive from the central business district. CJET/Million Air is located off the approach end of Runway 36R. It is to open Jan. 1.

Established in May 2000, CJET is the only authorized ground service and customer passage provider for private aviation in and out of ZBAA as well as the greater Beijing metropolitan area, Million Air says. The company owns and operates special-purpose parking aprons, VIP lounges and independent facilities such as customs, frontier defense and security check for customer discretion, safety and convenience.

“CJET has grown significantly over the past several years and currently enjoys a domestic market share of more than 60% of all business aviation traffic within Mainland China,” Million Air says.

Business aviation movements total 40 to 50 per day, says Million Air CEO Roger Woolsey, who told ShowNews that his firm’s hospitality strategy may well allow it to capture all of them.

The partnership between CJET, Million Air and Epic is a perfect fit, Million Air says, “as Beijing traffic often consists of heads of state, senior government officials and domestic and foreign business elites.

“The addition of Million Air’s high-service standards and training is a perfect complement to CJET since they have significant experience in ground support and servicing high-profile custom-

ers attending events such as the 2008 Beijing Summer Olympic and Paralympic Games, Fortune Global Forum, China-Africa Forum, 2015 Asian Pacific Economic Cooperation Summit [APEC], the 60th anniversary of the founding of the PRC, Shanghai World Expo, and the Asian Paralympic Games.”

“Together with Million Air and Epic, CJET will constantly improve and forge a new business aviation operating base to launch the first Million Air branded FBO in China,” says CJET chief engineer Y.F. Jin.

“The partnership with Million Air and Epic will enable CJET to have a sustainable, stable and healthy development, improve the level of service, safety of operation and fully meet international service standards,” he says.

“Million Air is excited to expand to China for our first-time presence in Asia,” Woolsey says in his company’s release. “We embrace this opportunity to bring a new level of FBO services at CJET/Million Air with Epic and CJET as our partners.”

“We’re excited to extend our Epic Card network to China through this partnership with Million Air and CJET,” says Epic Aviation chairman and CEO Bill Conley. “Together we’re able to deliver superior service and added value to our cardholders who choose Million Air Beijing as their point of entry in China.”

CJET/Million Air will include an onsite Customs and Immigration office.

—Rich Piellisch

We Give You an Unfair Advantage

Despite being guest of honor at the Jet Professionals booth (N5932), USA table tennis national champion Jimmy Butler (right) is being handed no favors by national-level coach Scott Preiss.

A four-time national and North American champion and two-time Olympian, Butler is on the stand to offer lessons to convention-goers and play a world-class exhibition match against Preiss.

“Jet Professionals is a champion when it comes to staffing services for the aviation industry, and Jimmy is a perfect match for our brand. We are glad he could be here with us to entertain our guests and celebrate the largest business aviation convention in the world,” observed George Kythreotis, VP and general manager of Jet Professionals.

“I am thrilled to work with Jet Professionals and demonstrate my talent on their booth,” Butler responded.

It is suggested that aircraft marshalls refrain from picking up tips from Butler’s coaching sessions.

—Paul Jackson
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the evolution of mobility
Embraer (Booth N3932) trumpeted two new speed records for its Honeywell HTF7500E-powered Legacy 500 twinjet at the show yesterday, bringing the total this year to six. The newest records were for Burbank, California, to Hawaii with five passengers and the return flight to Phoenix.

“The Legacy 500 is also setting new standards in comfort, technology, operational cost and reliability in the midsize class,” he said.

The new marks were set for “Speed Over a Recognized Course” from the West Coast to Hawaii, with five passengers on board. The flight from Burbank, California, to Kahului (Maui) covered 2,165 nm in 6 hours, at an average ground speed of 422.25 mph. The return flight to Phoenix achieved 525.97 mph, covering 2,470 nm in 5 hr. 30 min.

Earlier this year,

• Two Legacy 500 speed records were set on a round-trip flight from Oakland, California, to Lihue, Hawaii, with six passengers on board, covering 2,135 nm (3,954 km). The flight from Oakland to Lihue, on March 7, was completed in 5 hr. 49 min., achieving an average ground speed of 420 mph. The return flight took only 4 hr. 11 min., at an average ground speed of 586 mph.

• The Legacy 500 flew to Friedrichshafen, Germany, from Bangor, Maine: a 3,210-nm flight in 6 hr. 50 min., with three occupants onboard.

• The Legacy 500 flew from Düsseldorf, Germany, to Dubai, spanning a distance of 3,268 nm, the longest Legacy 500 flight to date. The flight duration was 7 hr. 3 min. With 1,900 lb. of fuel reserves after landing, the average hourly fuel consumption was only 1,590 lb.

The National Aeronautic Association (NAA) and the Fédération Aéronautique Internationale have confirmed each of these flights as a U.S. record and a world record, respectively, Embraer says. In all six speed-record flights, the Legacy 500 completed the mission with NBAA IFR fuel reserves.

The Legacy 500 is capable of flying at 45,000 ft. Its Honeywell HTF7500E engines, Embraer says, are “the greenest in their class.” The Legacy 500 can take off from airfields as short as 4,084 ft. and has a range of 3,125 nm with four passengers, including NBAA IFR fuel reserves – allowing it to fly nonstop from Los Angeles to Honolulu, or from Teterboro, New Jersey, to London.

Embraer also announced that the Legacy 500 has also been approved to fly into and out of London City Airport (LCY), a particularly challenging airport that requires special training and certification to use its steep approach. LCY, in the heart of London, is a popular destination because of the city’s importance as a financial hub.
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Gogo Delivers on NetJets Contract

Gogo Business Aviation (Booth N1716, Static Display) rolls into NBAA 2015 as it begins delivery of 650 Gogo inflight entertainment and connectivity systems to fractional giant NetJets.

The program will provide NetJets customers with a full suite of capabilities, including voice and texting (via passengers’ own personal electronic devices), Internet, email, on-demand movies, television episodes, news, moving maps, flight progress information, destination weather and more.

No other fractional provider is believed to offer such an advanced and complete inflight connectivity and entertainment experience to its customers, said Adam Johnson, NetJets SVP of global sales.

If that weren’t enough, Gogo is introducing its new Gogo Biz 4G for the first time at an aviation trade show. Created specifically for the business jet market and a designed application of Gogo’s latest air-to-ground technology, it will incorporate dual-band 802.11ac Wi-Fi service and a host of other features, all in a single, lightweight box. Key capabilities include streaming video and audio, email with attachments, Web browsing and service coverage in the U.S. and portions of Alaska and Canada.

Also featured here is the ATG 1000, the newest addition to the Gogo Biz product line. It enables email, voice, texting, personal smartphone usage (your own phone, your own number) and the ability to use select, Gogo-approved cockpit apps. Gogo describes it as “perfect for light jets and turboprops, as well as owner-flown aircraft.”

The ATG 1000 system is priced in the $35,000 range, excluding installation and optional accessories. The system’s affordability, said John Wade, EVP and general manager, “will make a connected inflight experience accessible to a whole new category of aircraft.” While primarily an after-market add-on, Gogo expects the ATG 1000 will also be adopted by OEMs.

Gogo Vision has a prominent place at the exhibit, featuring additional moving-map capabilities. The company describes Gogo Vision as “the first service of its kind, offering a large library of some 200 of the latest movies and television episodes that can be updated as often as the owner wishes.” It also features news, flight progress information, destination weather and moving-map service. It is delivered in the aircraft by Gogo’s UCS 5000 system and passengers can access it on a wide variety of Wi-Fi-enabled PEDs.

“Thanks to newly expanded distribution agreements with entertainment rights holders, we are now able to offer Gogo Vision globally,” said Wade. The system can be installed in aircraft as small as light jets and turboprop aircraft.

Gogo has a considerable physical presence at NBAA 2015 – a “significant” booth and Gogo’s Challenger business jet, aboard which there will be live demonstrations. It’s a way for customers to see what is available and try it out in person, on their own devices, according to the company.

Gogo is also supporting the NBAA/CAN Soirée and has donated a Gogo Biz inflight ATG 5000 system to the live auction.

Acquisition Polishes Up Appearance

APPEARANCE GROUP (Booth N5814) has grown dramatically with the purchase of its competitor, Allen Group, which had filed for Chapter 11 bankruptcy.

“I believe in the strength of this domestic market.”

—Matthew Henry, Appearance Group president

Appearance’s business detailing private and corporate aircraft is brisk during NBAA, keeping many of the aircraft on static display sparkling.

“I believe in the strength of this domestic market,” said Matthew Henry, Appearance Group president. The acquisition puts it in a stronger position in that market.

The acquisition of Allen Group, based in Orlando, is expected to increase business by 50%.

It also opens new markets for Appearance Group, particularly in the commercial aircraft market. It also expands its base of business aircraft and existing customers, Henry said.

Henry felt good about the talent of Allen Group employees, which made the company attractive.

Before the acquisition, Appearance Group employed about 165 people. Now, it employs nearly 300.

Appearance Group had 26 service locations. It now has 45.

“That’s a significant amount of growth for us,” Henry said.

Appearance Group takes care of carpet and seats, including leather services, and it cleans and waxes aircraft exteriors. It also provides cabinetry repair services.

A sister company, Air Capital Interiors, is displaying aircraft interior products and services at the Appearance Group exhibit.

—Molly McMillin
Intercontinental range, record-setting speed, advanced technology, unrivaled utility and top-rated worldwide product support. The World Standard™ isn’t just a company tagline, it’s a benchmark by which all others must be measured.
Germany’s Hahn Air is taking delivery this week of a new Cessna Citation Sovereign twinjet, supplementing two CJ4s approved by the International Air Transport Association for scheduled airline service earlier this year.

Hahn Air’s strategy is to use its fleet not only for scheduled runs – the carrier uses its CJ4 jets for an existing Luxembourg-Düsseldorf route, for example – but as connectors with major airlines to provide seamless first-class travel for passengers wanting access to small airports.

“As a global player in the airline industry and a member of major airline alliances such as IATA, GBAA and ERA, we are pleased to take another step toward expanding our charter business as well as our reach,” said general manager and COO of Hahn Air Daniel Rudas.

The aircraft has been painted in Hahn Air livery and fitted with a custom cabin, Cessna says, “to cater for the high demands of Hahn Air’s clients.”

“We are certain that the Sovereign is a great fit for Hahn Air’s charter business due to its exceptional performance and range and it will enable us to further extend our flight network,” Rudas said.

Already, says chief development officer Simon Riha, “We are the biggest interline airline in the world. We work with over 300 airlines,” he says, providing e-tickets through conventional travel agent systems and allowing the big carriers to serve some 200 airports that they don’t now reach.

The Hahn Air airline distribution services network covers 190 countries. The company works with more than 300 air, rail and shuttle partners and more than 95,000 travel agencies.

Going forward, “We want to bring more business jets into traditional airline distribution and enable connections between traditional scheduled airlines and business jets,” Riha says.

“The idea is one booking, one ticket, and a seamless process from the very beginning to the end, available through any kind of travel agent.”

And while a ticket from Henderson, Nevada, say, via business jet to Chicago, and Lufthansa to Europe for a Hahn Air connection to Maastricht, Netherlands, or Bologna, Italy, might cost $50,000, it’s far less than the cost of a direct Henderson-Europe flight in a Falcon.

Eventually, Riha told ShowNews, Hahn Air services could even be available online, through sites like booking.com or Expedia.

A plan to commence such interline service in China has gone by the boards, Riha acknowledges, reiterating plans to commence single-ticket service in Europe and North America in 2016.

“We need new partners,” he says: “business jet providers.” And, he says, “We want to expand the current partnerships with scheduled airlines.”

IATA approval of the two Citation CJ4s for scheduled service involved an extensive operational safety audit of Hahn’s management and control systems. Aircraft modifications and operational changes included equipping the aircraft with lockable cockpit doors and emergency lighting, development of passenger safety briefings, and a requirement to operate as multi-crew aircraft.

“Our new Sovereign simply meets the IATA industry standards,” Riha says.

The Citation Sovereign, Cessna notes, has a capacity of eight passengers and a crew of two pilots and one flight attendant. Its maximum takeoff weight is 13,744 kg, with a cruising speed of 419-460 nm/hr. and a maximum cruising altitude of 47,000 ft. Range of up to 5,186 km allows for the addition of new medium- and long-haul nonstop charter destinations such as Canada or the Middle East.

Hahn Air is 100% owned by Saspo Holding, an internationally active group headquartered in Dreieich, Germany, near Frankfurt. Saspo has offices in Düsseldorf, Minneapolis; Montevideo, Uruguay; Paris; Casablanca; Delhi; Manila; and Johannesburg. Globally, it achieves an annual turnover of about $1 billion.

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How Do You Spell FBO? Million Air Suggests an H, for Hospitality, U.S. Style

Million Air (Booth N2521) is following the strategy it pursued this past year in Cartagena, Colombia, as it teams with Capital Jet Company (CJET) and Epic Aviation to establish a true-blue fixed base operation in Beijing—the Chinese capital's first FBO.

Other operators claim to have FBOs in Beijing, says Million Air CEO Roger Woolsey. And while they do a good job in their own way, they don’t run the type of full-service operation associated with FBOs in the States.

“The business model is too functional and not enough hospitality. It’s more like a terminal.”

The difference is cultural, and depth of experience. The business aviation business in China “is not as mature as in the United States,” he says. Chinese operators have followed what Woolsey terms the airline model: “It’s not as hospitable as an FBO.”

Putting the Million Air touch on the existing CJET operation, “We are really changing things,” Woolsey told ShowNews. “We’re going to sell fuel. We’ll valet park your airplane. It’s going to have life. It’s going to have personalities.” There will be onsite custom and immigrations services, too.

And, as they do at some 30 other locations (most of them in the United States), Million Air personnel will stand ready to arrange for ground transport or anything else the arriving passenger needs.

Million Air Beijing is also, Woolsey says, going to have a front desk telephone that’s answered 24/7 with Chinese and English speakers available. Callers to Million Air’s main number in the U.S. will be able to reach Chinese speakers prepared to answer questions about Million Air Beijing. “They need value,” Woolsey says about business aviation customers in China, and he aims to provide it.

—Rich Piellisch

Honeywell & Gulfstream Ease FANS 1/A+

Honeywell (Booth C7807) reports a program with Gulfstream making it easier for GV owners and operators to meet international FANS 1/A+ (Future Air Navigation System) flight safety mandates. Instead of installing new cockpit systems, GV operators will be able to upgrade to compliant technology through existing hardware, Honeywell says, “which makes meeting the 2020 mandates deadline more cost-effective.” The system also equips pilots to take advantage of the North Atlantic Track System—the transatlantic flight paths set each day based on wind conditions—to optimize flight time and fuel savings, and lower operational costs. Gulfstream is at Booth C9406.

CRS Picks Quantum Control Software

Component Control (Booth N1514) announced yesterday that CRS Jet Spares (Booth C8529), a global aftermarket spares provider, has selected Quantum Control MRO and Logistics software to manage its $60 million inventory and spares distribution operations across multiple facilities. “We plan to use Quantum primarily to track our exchange transactions and tightly manage the history of serialized parts as well as all other aspects of our business,” said CRS Jet Spares founder and CEO Armando Leighton. CRS operates facilities in Houston, Chicago and Los Angeles, as well as in Brazil, Singapore and the UK.

Universal Has New Satcom Direct Alliance

Universal Weather and Aviation (Booths C10429 and C10435) is now offering unlimited, fixed-rate satcom and SITA VHF ACARS data-link subscriptions for any business aircraft, regardless of avionics type, via a new alliance with Satcom Direct. Subscriptions can be bundled with online flight planning from Universal. The enhanced data access is designed to work through uvGo, a new flight-planning solution designed to work offline as an iPad app or online. “Through uvGO, operators can track the status of their fleet, view aircraft message history, build and file flight plans, and uplink flight plans to the aircraft—without having to use separate apps or websites,” Universal says.

EasyFBO Promotes Tablet Fueling

The entrepreneurs John Hill and Daniel Lehmer are promoting EasyFBO as a tablet-based system for managing aircraft fueling. As a pilot submits a fuel order on the EasyFBO app, the front desk at the destination FBO takes note, and the order flows to the appropriate fuel truck operator, who heads to the aircraft. Fueling is completed, the line tech submits the fuel meter numbers, and both the pilot and front desk receive a notification. “We want FBOs to be more productive and profitable,” Hill says. “FBOs are the lifeblood of the industry, so while our solution seems simple and specific to the business, the impact is wide and far-reaching.” http://www.easyfbo.com

StandardAero, SmartSky Team Up for 4G

StandardAero has signed an agreement with SmartSky Networks to certify and install its 4G LTE-based high-speed wireless Internet system in a variety of business aircraft. STC development will begin next year. Described as “an industry-first, airborne solution,” SmartSky Networks’ wireless capabilities will provide a real-time, air-to-ground network that will operate at 10 times the speed and capacity of systems currently available. StandardAero (Booth N4500) is authorized to provide SmartSky installation services at any of its primary business aviation service centers located in Augusta, Georgia; Houston; Los Angeles; and Springfield, Illinois.
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Bombardier Launches Health Monitoring Service

Bombardier has launched Smart Link data-connectivity service, which is being rolled out for Learjet, Challenger and Global business aircraft.

“This is truly a game-changer for us,” said Andy Nureddin, Bombardier Business Aircraft VP and general manager of customer services.

The service monitors aircraft performance and operations of the aircraft and reports the information to operators. It alerts maintenance personnel of failures, even while the aircraft is in flight, the company said. That information can then be transformed into real-time service plans “again, even while the aircraft is in flight.

The company has performed inflight notification service testing over a period of three months on Learjet 70 and Learjet 75 aircraft in collaboration with five operators on more than 10 aircraft.

Notifications are transmitted using smartphone texts giving the cause of the warning.

The service is now standard on Learjet 70 and Learjet 75 aircraft and offered as a complimentary upgrade by Bombardier Business Aircraft.

Smart Link data services will be available on Challenger aircraft in the second quarter of 2016.

Initial services will include automated, wireless and secure transmission of charts, databases and maps and maintenance diagnostic computer data downloading from anywhere in the world through Wi-Fi or cellular networks, the company said. Operators requiring hardware upgrades or installation can contact Bombardier Aircraft service centers before subscribing to Smart Link on Challenger series aircraft.

In addition, Rolls-Royce is offering Engine Health Monitoring as part of its Rolls-Royce CorporateCare program. The system tracks aircraft engine performance trends and operating margins and produces alerts when needed.

Rolls-Royce analyzes the data and anticipates potential problems. It then is able to recommend preventative maintenance to avoid operational disruptions, positioning maintenance technicians and parts to take care of issues, the company said.

Astronics’ Low-Drag Radome

Reasoning, perhaps, that high-speed connectivity shouldn’t make for low-speed aircraft, Astronics AeroSat has introduced its “future-pross” AeroShield brand low-drag radome and composite adapter plate technology combination.

The bird-strike-hardened, ARINC 791-compliant AeroShield package is easy to install, the company says, and as such “provides significant benefits to VVIP aircraft operators installing connectivity systems.” The composite adapter plate design simplifies and standardizes installations while reducing weight by 78% over traditional metal designs.

AeroShield “delivers commonality and interchangeability across entire fleets, making for easy de-modification for end-of-lease restoration.”

“The new system eliminates costly over-engineered satcom installations, simplifies aircraft maintenance inspections and reduces system life-cycle costs,” Astronics says.

Astronics is at Booth C8543.

Rockwell Collins Challenger 604 FANS 1/A Upgrade Certified

Rockwell Collins has received an FAA STC for its Future Airspace Navigation Systems (FANS) 1/A upgrade for Bombardier Challenger 604s equipped with Pro Line 4 avionics. The upgrade, available now through authorized dealers, makes installation and training straightforward for operators by building on the aircraft’s current flight management system and control display units, while incorporating new communications management. For operators requiring satcom, the company offers a solution that provides flight crews with reliable voice and data communications over all regions, including oceanic.

With FANS 1/A, Challenger 604 operators will have access to preferred wind-efficient transatlantic routes to save time and fuel. “This is the most cost-effective FANS 1/A upgrade available for the Challenger 604,” said Craig Olson, VP and general manager, business and regional systems, for Rockwell Collins.

“Installation is relatively quick, which brings labor costs down. Also, training is reduced, since pilots will already be familiar with the FMS and CDU that will remain.”

The FANS 1/A upgrade includes a one-year subscription to Rockwell Collins’ ARINCDirect premium flight planning solution and mobile application, with which operators will gain a FANS 1/A FAA letter of authorization assistance, best-in-class flight planning, weather, VHF/satcom data link connectivity, 24/7 global support and interactive flight crew training.
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Had it not been for the maiden flight on Monday of the second prototype Pilatus PC-24, Williams International would have been announcing 4,998 FJ44 engines flying and 9,999,999 airborne hours generated by them.

Now it is trumpeting 5,000 engines and 10 million hours.

In celebrating its newest milestone, Williams observes that when it introduced the original FJ44-1A engine in 1992, many in the aviation industry doubted that a relatively small, unknown newcomer could break into a turbine engine market dominated by household names such as Pratt & Whitney, General Electric and Rolls-Royce.

That first FJ44 model was simple, rugged and affordable, says Williams, thus establishing a beachhead from which the company penetrated the market by expanding the family from one to five, and by continuously improving the performance of each. The full range of small turbofans is on show at Booth C8125.

PC-24 (and Cirrus SF50 Vision) notwithstanding, Cessna is the biggest customer for the engine, having chosen the FJ44-1A to power its first CJ. Since then, engine and CJ family have grown in parallel. FJ44 has proved rugged enough for Williams to expand its maintenance program, called TAP Blue, to become the most comprehensive in the industry, covering even foreign-object damage (FOD) and incorporation of all Service Bulletins.

—Paul Jackson

GKN Lands at NBAA – in Formation With a Fokker

GKN Aerospace’s showcase at the convention has had to squeeze a bit more in lately, following the company’s acquisition of Fokker Technologies on Oct. 29. The extended scope of business – including transparencies, aerostructures and nacelle systems – is displayed at Booth N224, where company representatives are on hand to discuss and advise.

Fokker Technologies extends GKN’s aerostructures activity and also adds landing gear, wiring systems and an extensive aftermarket operation. “The inclusion of Fokker Technologies into the GKN Aerospace operation strengthens our offering to the business aviation sector. It extends our core aerostructures activity and brings in key complementary capabilities as well as expanding our global presence and broadening our technological offering,” said Daniele Cagnatet, SVP of business development and strategy, GKN Aerospace.

On display are the extra-large passenger cabin window for the Bombardier Global 7000/8000 long-range business jet, featuring the company’s CrystalVue II abrasion-resistant coating; an aileron for the Bombardier C Series regional jet, representing technology that is applicable to business aircraft; and an inlet and door for the Honeywell HTF7000 engine.

GKN Aerospace supplies the complete, integrated nacelle system for the last, these currently flying on over 600 aircraft.

In a recent development, GKN Aerospace has launched a new transparencies aftermarket service (TAS) that offers comprehensive window repair, framing and exchange. Initially operating from the company’s facility in Garden Grove, California, GKN Aerospace expects to open TAS facilities in Europe during 2016 and Asia by mid-2017.

—Paul Jackson
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www.panasonic.aero/nbaa
Las Vegas offers many thrills for convention-goers, some of which may arouse the suspicions of wives left at home this week. Therefore, news that Dallas Airmotive is featuring “Thrill of the Build” events twice daily at 11 a.m. and 2 p.m. at Booth N3505 – involving intimate visual inspection and the smearing of oil – may not be entirely welcome, unless rapidly qualified.

The “build” in question is quite unrelated to the female stature and has more to do with an aircraft engine (actually, it’s a Honeywell GCTP 36 APU), which engineers are reassembling after overhaul. The on-site skills demonstration celebrates the fact that the company’s F1rst Support organization completed a record number of 10,000 field service events during 2014-15.

“It is an impressive number, but it is ‘business as usual’ for our F1rst Support organization,” explained Mark Stubbs, Dallas Airmotive chief commercial officer. “We ensure that our customers receive the service and support they need to quickly get back in the air, anywhere in the world. Prior to 2014, when we really began ramping things up, we averaged between 3,000 and 4,000 field events per year.”

To accomplish this, Dallas Airmotive has created the industry’s largest global service and support network, with more than 110 technicians available for field service duty. “Field service has always been an integral component of our business. It is what our customers expect and one of the differentiators that puts us at the head of the pack,” Stubbs said.

“Through our F1rst Support organization, we have defined what field service looks like and what it means to the customer. We will continue to expand our team, our tooling and our capabilities so that we can meet the needs and demands of our customers in the field.”

—Paul Jackson

News Flash: Illuminate the Sky With Aircelle

Have you seen the light, brother? It’s at Booth NS317, where Aircelle is demonstrating airplane decals with a difference – they light up.

Serge Rière, site and operations director at the company’s Colomiers plant in France, concedes that electroluminescent technology is half a century old but says that it has only been in the last three years that Aircelle has been working to improve upon the bulky, formation-keeping aids found on military aircraft. The current installation is but 70 microns thick and is stuck to your airplane like any aeronautical decal — but there the similarities end.

This decal can be anything up to 23 ft. by 10 ft. and needs only a small control box under the aircraft’s skin, plus a wire to supply 7 watts from the electric system. Total penalty, some 2 lb., plus sticker. And the whole job is done to aeronautical standards by fellow Safran group members Labinal (wiring) and Sagem (boxes).

Just as on an advertising hoarding, individual letters of a name or slogan can be colored to preference and illuminated (or dimmed) in sequence; or simple pictures animated. Imagination is the limiting factor. And it’s proven technology, too, having first flown on an Airbus A380 on June 8 this year.

Aircelle is here to judge the response from the business aircraft community. Owners who have had false teeth betrayed by their eerie glow in ultraviolet disco lighting might harbor an unconscious aversion, but others may predict that the technology has a shining future.

—Paul Jackson
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See the KODIAK at NBAA 2015
Indoor Static Display
Former Sikorsky CEO Jeff Pino is busily gathering input here this week on available engine, transmission, composite and fly-by-wire technologies that will enable the new TriFan 600 vertical-lift aircraft by Denver’s XTI Aircraft, of which he’s vice chair.

“We’re on an investigative tour,” Pino says.

XTI has already notched some $14.5 million in crowd-fund interest in the new aircraft.

“We’re moving to preliminary design,” Pino says.

The TriFan 600 is aimed at well-heeled individuals and small-aircraft operators interested in “true point-to-point travel,” Pino says. “It’s heliport pad-capable,” he says, and “opens up anybody’s home if they have a tennis court.”

The basic concept is for two 2,600-shp engines to drive three horizontal fans for aircraft liftoff. Once aloft, the tailfan disengages and the wingfans tilt forward to enable a maximum cruise speed of about 340 kt. Range will be about 1,500 nm.

Because it eliminates getting-to-the-airport ground travel, the TriFan 600 at 310 kt. will be able to deliver a pilot and two passengers (the aircraft will be able to carry as many as six people including pilots) to New York from Chicago while a 350-kt. private jet is still somewhere above Lake Ontario.

For heavier missions, the forward fans at a 45-deg. angle will allow for extremely short runway takeoffs. “It opens up executive travel to another 3,000 airports that are under 3,000 ft. [runway length] in the United States,” Pino says.


XTI filed just last week for SEC permission to take its $14.5 million worth of expressions of interest into real equity stakes (the expressions of interest range from the $250 minimum to six figures, Pino says). Depending on the extent of interest as the project gains momentum – and on XTT’s success in raising money via conventional means – crowd-funders will ultimately own 15-25% of the company.

Plans call for flying a concept demonstrator in three years, and certification of the TriFan 600 in seven to nine years. “What’s the technology that’s really driving this?” Pino asks. “Patience.”

XTI (http://www.xtiaircraft.com) chairman David Brody founded rotorcraft developer AVX Technology in 2005. Former Cessna president Charlie Johnson is on the XTI board, and Dennis Oclott, ex-engineering VP for Piper and Adam Aircraft, is CTO. —Rich Piellisch

Comments Addressed to the Lufthansa Chair

At the culmination of a five-year development program, Lufthansa Technik’s “Chair” has received its aeronautical 16g/9g certification and is now ready to be sat upon. Big deal? Well, yes, it is.

This is a family of business aircraft seats that can be as large or small as the interior designer wants; a skeleton configured anywhere between a “throne” and a minimalist dining chair. Indeed, there are 36,000 combinations of features that may be selected and combined, “although not all of them would be practical,” admits Oliver Thomaschewski, head of seating and structures.

Thomaschewski remarks that the passenger seats of executive aircraft now preserved in museums are, basically, the same as those being installed today. “This is the opposite to what has happened with home furnishing,” so now is catch-up time for aviation.

There’s an example Chair at Booth C10416 - and another on your computer: Aircraft interior designers are invited to visit http://www.nice-system.com/configure-chair, where they can play, for free, with options that will suit their current project. Weight saving is but one of many advantages and, for instance, some customers may relish the previously closed possibility of having a conference table on a narrowbody jet.

Explaining the Chair’s complex floor attachment and gimballing capability, Lufthansa Technik goes for the simple description: “It’s the only seat that really rocks.” Yeah, man! —Paul Jackson
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Gama Grows in the U.S. – Where It’s Bullish

UK-based Gama Aviation (Booth N2416) continues to increase its U.S. presence, disclosing here that it’s signed a management contract for a Falcon 2000 based at Chicago Midway, where Gama has a new maintenance facility.

It is the 95th aircraft under Gama management in the U.S.

Gama, which was founded in 1983 with a single Beech Baron in the UK, completed the reverse takeover of Hangar 8 this past January and in June reported worldwide first-half revenues of $191 million.

“We believe we’ve found a good niche in the Chicago area, providing high-value support services that are attractive to individuals and fleet owners alike,” said Gama aircraft management VP K.C. Ihlefeld.

“When this is married to our wider charter, maintenance and global support capabilities, our offer becomes a very attractive proposition simply because of the scale, depth and breadth of service we can deploy under one brand.”

Beyond the Chicago area, Gama boasts a network of 10 other U.S. facilities and provides mobile line maintenance.

New research, Gama says, reveals that between 2010 and 2014, 2,774 business aircraft were delivered to the U.S. – 47% of the global total of 5,849 business aircraft delivered worldwide. Overall, more than half (52%) of the global medium to large private aircraft fleet is based in the U.S.

“The U.S. business aviation market is by far the biggest in the world, and very dynamic,” said Gama Aviation’s U.S. president, Tom Connelly. “We estimate that between 2010 and 2014, as many 46 business aircraft were being delivered every month, partly fueled by market innovations such as our client Wheels Up.

“This growth provides us with a wonderful opportunity to gain further market share; building on our existing managed fleet of 95 aircraft and driving our maintenance service business.”

Flight Display Brings Inflight Entertainment

Georgia-based Flight Display Systems (Booth C7824) is promoting its “do Capsule” suite of inflight entertainment options, with movies and music and business functions and, for the first quarter of 2016, a 3-D moving map said to be the best in the business.

Gama Aviation and Air Culinaire Worldwide have teamed to hold what is thought to be the first cuisine masterclasses here twice daily at Gama’s Booth N2416.

The do Capsule enables movies and maps.

FAA OKs Winglet Tech on Citation X

Winglet Technology (Booth C12636) has received FAA approval of its supplemental type certificate (STC) for upgrades to its winglet-equipped Citation X.

The approval is for AFMS takeoff and landing data and maximum zero fuel-weight increase upgrades to the Citation X winglet.

In 2009, Winglet Technology was granted an FAA STC to install its elliptical winglet design on the Cessna Citation X business jet. Cessna Aircraft has made the winglet design standard on its upgraded version of the Citation X beginning with delivery of aircraft Serial No. 501.

Winglet Technology’s winglet design improves performance across a broad range of Mach number and operating conditions, the company said. It ensures the lift distribution of the wing matches optimum lift distribution along the span of the wing, which minimizes induced drag.
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Part 135 Charter? Do the Math, Then Buy a TBM 900

The French are coming! And they are bringing with them a fleet of TBM 900 turboprops to revitalize Part 135 charter operations.

Having seen the market for single-turboprops shrink in all areas except the U.S., Daher (you are not supposed to call the airplane a Socata any more) has pitched up at Vegas with an initiative to boost further its appeal to the North American charter market. The TBM Charter Pack, launched at Booth C13307, provides FAR Part 135 companies with the full range of supporting services they need to make a success of TBM 900 operations: training, technical back-up and spares, service centers and the like.

Blazing the trail has been Eric Walden, president of Little Hawk Logistics, who has been operating a TBM at Charlottesville, Virginia, since February. Walden is sold on TBM economics and told the media, “I don’t want to fly 50 hours a month; I’ve been flying 33 hours – and making money.” That’s a considerably lower break-even point than other single-props one could name. And for the typical distances flown, light jets have no chance to outshine on speed or cost.

However, TBMs are only part of the diverse, 9,000-person Daher empire. There’s a thriving aerostructures business back in Europe, says Didier Kayat, deputy CEO, but 80% of group work remains in that continent. “We wish that to be 50:50 with America,” he declares. And there’s already a company toehold, with 220 employees and $200 million of business in Mexico, the U.S. and Canada.

The need for that presence is stressed by TBM 900 sales figures showing that 82 of the 131 sold are destined for North America – or, put another way, 572 of the 758 TBMs of all varieties delivered up to now.

This year so far, 44 TBM 900s have been delivered and the company is hoping to make that at least 52 by Dec. 31, in order to break last year’s sales record. —Paul Jackson

Embreaer Forecasts 9,100 New Bizjets

The coming decade will see world demand for 9,100 business jets worth $259 billion, Embraer Executive Jets predicts. “This is the total market opportunity to be serviced by all manufacturers,” the firm says, predicting a CAGR/compound annual growth rate of 3% per year for the period.

“The analysis foresees that demand is likely to exceed the last decade’s deliveries and market value, when approximately 8,190 business jets were delivered, worth $198 billion,” Embraer (Booth N3932) said Monday.

“The new deliveries forecast reflects a higher potential demand coming from the U.S. market as well as a reduction in the demand from emerging markets. The small- and medium-jet segments are expected to represent the majority of the market,” Embraer said, “with nearly two-thirds of the total deliveries, benefitting mostly from the opportunities out of the North American and European markets.

Embraer has itself now completed 10 years in the business jet space and reports a global fleet in excess of 930 aircraft in operation in more than 60 countries.
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Textron’s ProFlight Opens Center in Florida

When it acquired Beechcraft and Hawker and combined them with Cessna in 2014, Textron Aviation and its plans for aircraft manufacture, support and development quite rightly drew lots of interest from the business aviation community. First, the Citation Latitude appeared, service centers were combined, and speculation began over new models of turboprops and jets.

But it turns out that Textron Inc. (Booth N3032) has an even broader aviation reach in mind. As it was weighing a bid for Beech-Hawker, the Providence, Rhode Island, conglomerate’s aviation stable, in addition to Cessna, included Bell Helicopter, Lycoming engines, McCauley propellers and AAI, an aerospace and defense firm that made unmanned aerial vehicles and military aircraft simulators among other things. And it hungered for more.

So, in late 2013 it acquired Mechtronix Inc. and Opinicus Corp., both flight simulation and aircraft training product companies, based in Montreal and Lutz, Florida, respectively. A few months later, it combined AAI, Mechtronix and Opinicus under the new, albeit strained, label TRU Simulation + Training Inc. And to that in July 2014 it added ProFlight, a pilot training outfit in Carlsbad, California, that focused on Cessna Citations.

This new, other-than-airplanes aviation division of Textron has been giving good measure of its intentions. At the Paris Air Show in June it announced the imminent installation of a Citation CJ3 Level D simulator in Germany, the first in Europe. In July, it announced the first Level D Twin Otter sim as well as collaboration with Bell to build a Bell 525 sim.

But the most dramatic display of direction came Sept. 28 when it held the grand opening of a new ProFlight training center outside Tampa, Florida. The new center will offer type rating and recurrent training for pilots, along with enrichment courses. At its start, the center will focus on Citation CJ models using a Level D simulator and advanced training devices, but plans call for expanding into additional Cessna and Beech models.

Furthermore, the company says work is underway in Valencia, Spain, where a new training center is planned for Bell’s 429 and 525 Relentless helicopters, with target start dates of 2016 and 2018, respectively. And, according to the company, more centers are likely.

Despite its steady, deliberate growth, the new Textron unit is not likely to challenge the training leadership of either FlightSafety International or CAE, which combined have hundreds of simulators at centers around the world for aircraft ranging from utility helicopters and business jets to military and civilian transports. To underscore that lead, FlightSafety, which was first designated Cessna’s factory-authorized training organization in 1979, will soon have a fleet of 47 simulators representing all Cessna turbine models in training centers in the U.S. and the UK.

—William Garvey
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Visit booth N5733 for a demonstration of the InSight integrated Flight Deck.
Jet Av St. Louis to Install First 4G LTE

Jet Aviation St. Louis comes to NBAA 2015 (Booth N5131) with an agreement to certify and install the SmartSky 4G LTE-based Internet system on a Global Express platform.

The two companies will work together to develop supplemental type certificates (STCs) for retrofit installations. SmartSky 4G will expand access to airborne Wi-Fi, and the result will give users more than 10 times the typical speed and capacity of existing networks and enable streaming applications. Every aircraft in Bombardier’s Global aircraft line is a candidate for the system.

“Everyone wants the same Internet experience in the air that they have on the ground [and] SmartSky 4G is the first solution capable of fulfilling that performance expectation,” pointed out David Loso, manager of avionics sales at Jet Aviation St. Louis.

More recently, Jet Aviation St. Louis has completed and received an STC for installation of its Future Airspace Navigation System (FANS) for Bombardier’s Challenger 604.

Rockwell Collins teamed with Jet Aviation St. Louis to develop the STC after-market FANS 1/A solution, leveraging their combined experience on that particular airplane. The upgrade package includes the Automatic Dependent Surveillance-Contract (ADC-C) controller-pilot data link communication (CPDLC).

It is designed to reduce pilot workload and enhance the clarity and accuracy of pilot communications with air navigation service providers while flying over oceanic and remote airspace worldwide. It will also give those aircraft access to preferred wind-efficient transatlantic routes to save both time and fuel. “We are currently evaluating other models for FANS installations and are looking for additional opportunities,” said Blake Hogge, senior manager of avionics sales. Meanwhile, he added, there is a backlog.

According to Hogge, “Jet Aviation St. Louis can complete the fully integrated FANS 1/A upgrade with minimal downtime and cost . . . during a scheduled or unscheduled maintenance event.”

Pro Line 21 is a prerequisite for FANS, which is already being implemented and will be fully effective by 2020.

Jet Aviation St. Louis, the first and only independent service center for Embraer’s Lineage business jet, began performing maintenance on three of the aircraft simultaneously in August. All three Lineages are based in North America but represent different owners.

The company also has been an Embraer Legacy business jet service center for several years and has done its first DU875/FANS/CPDLC installation on a Legacy.

According to Tommi Krell, manager of marketing, communications and customer care, NBAA is a valuable opportunity to interact with many of the center’s customers and potential customers in person. “It’s also a chance to meet and collaborate with many vendors we rarely get to see face-to-face.”

—Kirby Harrison

Greenpoint Sees Technology Driving Completions

Evaluating the completion and refurbishment industry, Greenpoint Technologies (Booth N1730) sees “positive signs” with outfitted BBJ747-8s already being delivered to customers, and deliveries of completed BBJ787s expected to begin as early as next year.

“Proposal activity continues to increase, from large, twin-aisle VIP aircraft completions to refurbishment of smaller VIP single-aisle jets,” said senior marketing manager Christine Hadley. Among the drivers of interest in new aircraft are greater fuel efficiency and advanced technology, and owners of aircraft in for refurbishment are looking for updated technology as well as improved performance.

After delivering the world’s first fully outfitted BBJ747-8 in late 2014, the company is now focused on two BBJ787 green completions and a BBJ777-200LR that is expected to arrive at the Moses Lake, Washington, facilities in early 2016.

This year, Greenpoint anticipates yet another milestone with the first delivery of a BBJ787-8.

Customer turnover of the second completed BBJ787-8 is scheduled for delivery in late 2015 and in 2016.

At Denton, Texas-based Greenpoint Aerospace, maintenance, avionics, interior and paint activities are common and include Challengers, Learjets, Gulfstream, Cessna Citations and military modifications.

In September, Greenpoint Aerospace delivered four Challenger 600 series interior refurbishments, projects that included exterior paint. On the turboprop side, there are a dozen Piaggio and Pilatus maintenance projects in the shop at any given time.

Meanwhile, Greenpoint companies are expanding in various divisions to meet rising demands, said Hadley. They are hiring an installation manager, an associate program manager and liaison engineers to support the completions division. Also being hired are design engineers at the cabinetry division, as well as an avionics group lead engineer at corporate headquarters and talented sales representatives.

—Kirby Harrison
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**Royal Jet: Expanding With the Tax Breaks Off**

“We’re mercenaries!” says Capt. W. Patrick Gordon with a chuckle, though the interim president and CEO of Royal Jet isn’t suggesting that the luxury flight services provider, co-owned by the UAE’s Presidential Flight Authority, is considering offering a combat service.

The charter group does have a broad and innovative offering, including medical evacuation services and two FBOs up and running (in Dubai and the Seychelles), with a third at an as-yet undisclosed location on the way. But what Gordon is talking about is the need to achieve a solid return on investment when buying new aircraft.

“I’ve said this to all the manufacturers, Airbus, Boeing, Bombardier: My recommendation is that we go with the airplane that allows us to make the most money,” he says. “We put the recommendation together and present it to the board, then the board of directors decides on what airplane we get.”

The result of that process to date has been a fleet of 11 aircraft comprising six Boeing Business Jets, one Gulfstream 300, two Learjet 60XRs and two Bombardier Global 5000s. Another BBJ is being fitted with an Enhanced Vision System and long-range fuel tanks by PATS Aircraft Systems (now Aloft AeroArchitects) in Delaware before delivery to Lufthansa Technik in Hamburg for installation of the interior. The company’s eighth of the type is being delivered by Boeing to PATS in December, and will follow to Lufthansa Technik for completion.

Royal Jet has plans to expand the fleet to 20 by 2020, though the aspiration is more indicative than precise. Gordon says that the company “just picked that number because it has a nice ring to it.” And while the plans are not set in stone, it would be no surprise if the company acquired more BBJs.

There are particularly strong reasons for Gordon to favor that aircraft, given Royal Jet’s use accelerated depreciation, you can get special discounts tax breaks, whatever, and so the government eats a lot of your expenses. So you find an operator who says, ‘We’ll operate your airplane when you’re not using it and we’ll generate offsetting revenue.’ But that means more wear and tear on the airplane, and that eventually comes out of the owner’s pocket.”

Gordon and his accountants have run the numbers, and the limits to the efficacy of offsetting are clear. They differ from aircraft to aircraft.

“Some airplanes you can generate maybe 200 hours a year offsetting revenue, but if you start to do more than that the owner starts going in the hole,” he says. “Other airplanes, that limit is maybe 400 hours. We did a study on the BBJ and it’s such a robust, strong airplane that we can’t find a limit.”

There are other differences between Royal Jet and its regional competitors, but the key issue is ownership of the fleet.

“Most of the charter providers we compete against don’t own their own [aircraft], which means they don’t have the ownership costs,” Gordon argues. “Our costs are a little bit higher, and we have to sell based on the capability of Royal Jet. Whatever we do has to be the absolute best we can possibly be – and then we can justify a slightly higher price.”

Similarly, an owned fleet provides a challenge if a customer expects the latest airplane, but provides another opportunity for the company to explore. Proving that an older aircraft isn’t any less attractive if it’s been well managed can help not just to win and retain customers for the core service, but it also acts as an indicator of success in a new area the company is looking to move into.

“I think we have some customers who relate their executive airplane to a company car,” Gordon says. “You get a company car that’s 10 years old and it’s pretty clapped out, but you get an executive jet that’s been maintained properly, and that’s still a wonderful airplane with a lot of good mileage in it. But another area we want to get into is aircraft management. We manage our own airplanes quite well. I say that at the risk of bragging, but we actually do.”

—Angus Batey

I’ve said this to all the manufacturers, Airbus, Boeing, Bombardier: My recommendation is that we go with the airplane that allows us to make the most money.”

—Capt. W. Patrick Gordon, interim president and CEO, Royal Jet

Royal Jet: Expanding With the Tax Breaks Off

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Barrington Irving, who in 2007 at age 23 became the first black pilot, and at that time the youngest pilot, to fly solo around the world, is running a nationwide “Dream & Soar” program that is partly sponsored by Mitsubishi Heavy Industries America Inc. Over the past six years he has presented his message to more than 15,000 students across the U.S. “These events allowed me to get my educational and motivational message out to the students. I want to show them that pursuing a career in this exciting aviation industry...can enable them to realize their dreams, just as I did,” he says.

Honeywell reports approval of a wireless data loader for its Primus Epic and Primus 1000/2000/SPZ integrated cockpits: simple-to-upgrade hardware and software that will increase operators’ efficiency, and enable a new mobile application for maintenance personnel and pilots. “Honeywell understands the desire for easy to access maintenance solutions and useful mobile applications, and we are bringing these products to business jet operators,” said cockpit system VP Jeff Merdich. The new wireless data loader for Primus Epic cockpits recently received FAA Technical Standard Order (TSO) authorization. Honeywell is at Booth C7807.

Knoxville, Tennessee-based ACES Systems is here promoting a new Transient Balance feature in its Viper II analyzer. Transient Balance collects vibration data at all engine speeds during a balance run, eliminating the need to manually select and dwell at specific speeds. “Improved menu functions, large color screen, quick startup time and Transient Balance have all combined to make fan balancing a happy experience. The whole process is now so much quicker” attests Gary Tims, Harrods Aviation’s deputy engine shop manager. Booth C6922.

FlightAware is promoting its new FlightAware Firehose, a cloud-based, real-time and worldwide flight-tracking data feed for application developers and professional users, at Booth C10326. Firehose sources data from FlightAware’s more than 4,000 ADS-B receivers in more than 110 countries, the company says, and taps more than 50 different government ATC and private data-link sources. Firehose is a JSON or CSV-formatted feed that includes aircraft positions (latitude/longitude) with timestamp, altitude (flight level), groundspeed, heading, aircraft identification, registration, Mode-S code, squawk code, and FlightAware Flight ID. Firehose also incorporates worldwide flight status data.

USAIG (Booth N5730) continually upgrades its Performance Vector suite of safety programs to keep pace with changes and improvements in aviation safety protocols. This year, three new Performance Vector programs have been added to expand operator choices, including: upset prevention and recovery training; NATA’s Safety 1st package of safety-focused online training; and Pulsar Informatics’ (Booth N5716) Fleet Insight fatigue-risk management. “These three world-class safety initiatives perfectly complement and expand options for our insured operators who are looking for programs that fill in gaps in their safety preparations or reinforce existing safety protocols,” said USAIG president and CEO David McKay.
What do kindergarten, legacy satellite networks, and traditional air-to-ground networks have in common? They've all forced you to accept sharing as a fact of life. Time to graduate. SmartSky’s new 4G LTE-based beamforming technology delivers a signal that locks onto your aircraft. Add in 60 MHz of spectrum and that means full-throttle, unrestricted access to the web. Do it all: stream, chat, text, call, game, videoconference. Get Wi-Fi that really flies.

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Acceptance Grows of JetFuelX’s Fuel Tool

JetFuelX’s free information technology fuel management tool for turbine aircraft owners and corporate flight departments is gaining widespread acceptance, having signed up its 2,000th aircraft this fall.

“I knew it was something long overdue for the industry, but even I was surprised by the immediate acceptance and interest, said company founder Jason Talley. “I wanted to have all my fuel card prices updated automatically, be able to search them for the best price and have fuel ordered in less than 15 seconds. Apparently, so do a lot of other operators.”

JetFuelX operates with most of the major fuel vendors in the industry to provide a quickly searchable e-database of fuel prices. It then analyzes all the latest pricing data for all of the operator’s fuel cards and identifies the cheapest vendor in seconds. Customers view the software tool as a faster and hassle-free alternative to fuel cards.

Casey Miller, president of Latitude 33 Aviation in Carlsbad, California, which operates a fleet of 25 business aircraft, spoke of the value of the product. “JetFuelX saved us significant time managing our growing fleet. We’ve reduced the total time spent on fuel logistics to under 30 seconds per destination, enabling us to easily source and secure the best fuel price possible for our charter operations and owners.”

JetFuelX intends to keep its new service free of charge, said Talley, who plans to bring more IT innovations to the aerospace industry, summarizing, “We will be constantly developing and adding new features and innovation, as well as strategic partnerships throughout the industry.”

A virtual tour of the software program is available at http://www.jetfuels.com

—Robert W. Moorman

IDAIR Focuses on Integrated Solutions

IDAIR, a joint venture of Lufthansa Technik and Panasonic Avionics focused on fully integrated and seamless solutions, has deployed INSIDE Secure’s popular digital rights management DRM Fusion software to protect content within its inflight entertainment (IFE) and communications systems.

This DRM Fusion solution allows IDAIR (Booth C11812) to acquire movies from Hollywood studios and bring them directly and safely to passengers in VIP aircraft, according to IDAIR. Choice of content, especially early release movies, is becoming one of the differentiators in passenger satisfaction.

Elsewhere, IDAIR has been selected by Greenpoint Technologies of Kirkland, Washington, to provide its high-definition cabin management system (CMS) and IFE for installation in a Boeing BBJ787-8 completion project.

The IDAIR system will include audio/video on-demand (AVOD), interactive moving map, cabin controls via wireless personal electronic devices and more. The company, based in Hamburg, Germany, will continue to work closely with Greenpoint to ensure the delivered system is exactly what the design envisions and that the system will complement the interior elegance.

The project is the second collaboration of Greenpoint Technologies and IDAIR and “will produce an exceptional user experience integrated within a world-class aircraft completion.”

According to IDAIR, it has delivered “several VVIP projects,” including system integration on two BBJ747-8s.

At Lufthansa Technik’s U.S. subsidiary BizJet International, IDAIR’s CMS and IFE systems are being installed in a BBJ737 classic. It includes onboard Ethernet (wired and wireless) with gigabit bandwidth to each seat. There is also a wireless access point 802.11ac, 1.3Gb, wireless remote system control, and encoded and distributed third-party video interfaces to allow integration of products from such external suppliers as satellite Internet, satellite telephone/fax or external cameras.

Innovative Solutions & Support (Booth C13312) is unveiling a PC-12 flight deck with integrated autothrottle at NBAA.

The Future Generation Flight Deck features a PT6 autothrottle, primary flight and multifunction displays, integrated standby unit and an integrated flight management and electronic flight bag system.

The avionics suite includes dual flight management systems, synthetic vision and enhanced vision.

The Future Generation Flight Deck avionics suite is available for integration onto other aircraft as well.

The avionics suite integrates primary flight display, multifunction display information, including charts, maps, airspace depiction with low- and high-vector routes, satellite weather, engine instruments, engine monitoring, electronic checklists, and dual satellite base augmentation system and GPS receivers.
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November 17th, 2015

11am – Universal Avionics
Universal Avionics Delivers Fans 1A and ADS-B Solutions Today

12pm – Stevens Aviation
Creating a High Quality Paint and Interior

1pm – Garmin Avionics
G5000 Beechjet Demo, G1000 King Air, Affordable ADS-B Options

2pm – Raisbeck Engineering
Safety and Performance Modifications for King Air and Learjet

3pm – Dallas Airmotive
Do Not Roll The Dice...Value Added Engine Overhauls

4pm – Rockwell Collins
Prolina Fusion for King Air Demo

5pm – Bendix King
Affordable In-Flight Internet and King Air AeroVue Cockpit Upgrades

November 18th, 2015

9:30am – Flight Safety International
King Air G1000 Simulator Training

10am – 365 Jet
Checklist for Buying and Selling an Aircraft

11am – Raisbeck Engineering
Safety and Performance Modifications for King Air and Learjet

12pm – LoPresti Aviation
LoPresti BoomBeam HID Lighting for Improved Safety

12:30pm – Aircraft Lighting International
Aircraft Cabin Lighting - Energy Efficient and Customizable

Stevens Aviation Happy Hour! 1pm-5pm

1pm – Blackhawk
Blackhawk PT6A Engine Upgrade FAQ

2pm – Garmin Avionics
G5000 Beechjet Demo, G1000 King Air, and Affordable ADS-B Options

2:30pm – National Air Transportation Association
Tom Hendricks, President & CEO – NATA and the State of the Aviation Industry

3pm – Gogo Business Aviation
Airborne Connectivity 101

4pm – Rockwell Collins
Prolina Fusion for King Air Demo

November 19th, 2015

10am – Bendix King
Affordable In-Flight Internet and King Air AeroVue Cockpit Upgrades

11am – CMD Flight Solutions
ADS-B Options for Part 23 and Part 25 Aircraft

12pm – L3 Avionics
ADS-B for Part 23 and 25 aircraft: Lynx & NXT600

1pm – Alto Aviation
Audio Designed With Your Aircraft in Mind

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Longitude Will Feature Honeywell HTF7700L...

Honeywell will supply HTF7700L engines and its 36 150 APU for Cessna’s new Citation Longitude super-midsize jet. The newly designed turbofan will provide Longitude operators with improved fuel efficiency and reliability while reducing emissions and noise. Honeywell says. “Having now surpassed 2.4 million flight hours, the 7000 family boasts class-leading reliability and low maintenance costs for an optimal balance of performance and value.” Honeywell (Booth C7807) will also supply Cessna with “advanced cockpit technologies to help increase safety for pilots, passengers and flight support services.”

...Parker FBW Rudder Actuator...

Parker Aerospace will provide the fly-by-wire rudder actuator, engine-driven hydraulic pump, fuel boost pump, and support services for Cessna’s new Citation Longitude. “This is a very significant award for Parker as it reflects our efforts to make abundant off-the-shelf, in-production solutions available for new programs where short lead time and low cost are paramount,” said Parker regional, business and general aviation programs VP Rich Gucciardo. “Parker has been very successful in securing system-level wins over the last 10 years, and that success is allowing us to offer the industry an assortment of proven solutions that have been qualified and certified with minimal additional investment.”

...Crane Brake, Landing Systems...

Crane Aerospace & Electronics (Booth C7818) will provide brake control and landing gear position sensing systems for Cessna’s new Longitude jet. The brake control for the Longitude will be the first brake-by-wire system for a Cessna business jet, Parker says, while the landing gear position sensing system will leverage proven Crane electronics and proximity sensor designs to provide accurate and reliable indication of the landing gear position. “Being selected is a testament to our proven track record of providing brake control and landing gear position sensing systems for various Cessna Citation models,” said Crane president Brendan Curran.

...Northrop Grumman Inertial...

LCR-100 attitude and heading reference and LCR-100N hybrid navigation systems by Northrop Grumman Litef will be the standard inertial products for Cessna’s new Longitude jet. Developed in Germany, the LCR-100 and LCR-100N units feature gyrocompassing and hybrid navigation with coating capability, including ARINC outputs, which are essential for precise required navigation performance (RNP), and RNP with approach authorization-required flight operations. “Our products offer operators valuable features that augment precision navigation operations, increase safety margins and provide attractive operating cost advantages,” said Northrop Grumman Litef managing director Eckehardt Keip. Northrop Grumman Litef is at Booth G6915.

...Aircelle Thrust Reverser...

Aircelle’s PERT thrust reverser has been selected by Cessna Aircraft to equip its new Citation Longitude super-midsize business jet. Aircelle will have a direct supplier role to the U.S. aircraft manufacturer for these thrust reversers, which are to equip the Longitude’s two Honeywell HTF7700L turbofan engines. The patented PERT (Planar Exit Rear Target) thrust reverser features two blocker doors that serve as the engine’s exhaust exit during flight, and are deployed on landing for the reverse thrust function.

...GKN Engine Nacelles...

GKN Aerospace has been awarded a contract by the Cessna Aircraft Co. to supply the nacelle systems to house the HTF7700L turbofan engines that will power Cessna’s Longitude super-midsize business jet. The new nacelle system will be a development of a GKN Aerospace nacelle that has been in service for 12 years and is flying on over 600 business jets. The nacelles will be manufactured at GKN’s facility on the Isle of Wight.
GE Honda united two of the most respected engine manufactures to develop one of the world’s most advanced jet engines. Such an engine deserves an equally superior form of service—which is why we created EMC. We keep your engine performing up to our highest standard so you’re always cleared for takeoff.

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gehonda.com
If Airbus Helicopters proceeds much further with its line of ever-more-luxurious choppers, it will soon be fitting rotor blades to a feather bed.

After the automotive-inspired leather and wood interior Mercedes-Benz Style and the highly modular Stylence version, comes the most recent incarnation of luxury H145 – available for view on the Avpro Jets static display (1110) at Henderson Executive Airport. It’s a quiet, comfortable and spacious corporate helicopter, says Ralph D. Crosby III, director of corporate and VIP sales for Airbus Helicopters. It can take you from the office heliport to the yacht, thanks to its compact footprint.

Sliding cabin doors make passenger entry and exit easy, says Crosby. Low sound and vibration levels make the ride quiet and comfortable, while there is ample room for passengers’ bags, golf clubs, bicycles and even bigger equipment. There is also an advanced inflight entertainment system including air show and subtle ambient lighting.

Best avoid the H145 variant called the UH-72 Lakota, though. It’s painted olive drab overall, belongs to the U.S. Army and isn’t quite as luxuriously appointed.

—Paul Jackson

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Dallas Airmotive Helps Elliott 400E Launch

When Elliott Aviation decided to launch its Beechjet refurbishment program, the 400E, at this year’s Convention, it needed two Pratt & Whitney Canada JT15D engines overhauled in a hurry. Dallas Airmotive (Booth N3505), a BBA Aviation company, rose to the challenge and completed and shipped the pair in 35 days. Said Mike Saathoff, senior director of sales for Elliott Aviation, “Being able to bring our 400E program to NBAA required an incredibly fast turnaround on engine overhauls. Dallas Airmotive understood what we needed, took on the challenge and delivered in record time.”

Broomfield Becomes Boomfield

Formed in 1996 and now employing 80, Pilatus Business Aircraft Ltd. of Broomfield, Colorado, will be expanded when PC-24 twinjets start flowing into the U.S. market in the second half of 2017. Presently, 70% of all PC-12s that come off the production line in Stans, Switzerland (70 this year), are finished to customer specifications (interior and exterior livery) in Colorado, some of them with sensor suites for special duties. Similar work will be conducted on the new type. The independent American subsidiary is also responsible for PC-12 marketing, sales and servicing in North and South America. Pilatus is at Booth C12416.

World Fuel Expands Global Trip Partners

World Fuel Services/Colt, the global fuel logistics, transaction and payment processing company (Booth C11216), has announced expansion of its Global Trip Support capabilities to include a 24/7 flight operation center in China and a regional storefront office in Johannesburg. Furthermore, services providers Baldwin Aviation, GoRVSM and Vintage Catering also joined as resource partners. World Fuel/Colt says its regional trip support offices have local staff who monitor regional regulatory issues more effectively and are often most capable of resolving any issues that may arise in their region. The announcements bring the total regional storefronts to seven: South America (Brazil), EMEA (Geneva and London), APAC (Singapore and Shanghai), Canada and Africa (Johannesburg).

Let the Train Take the Strain

London Oxford Airport is offering business jet passengers and crew complimentary shuttle services to and from the newly opened Oxford Parkway rail station, located just 5 min. from the airport. High-speed train services reach London Marylebone Station, in the heart of the UK capital, in just under 1 hr. "This new service offers more choice for airport customers, particularly for busy business executives needing to reach the city with ease and efficiency,” says the airport’s managing director Andi Alexander. “Only the helicopter is quicker, at 22 minutes direct to the London Heliport in Battersea.”

Duncan Expands Honeywell Authorizations

Duncan Aviation has been authorized as a minor maintenance facility for the Honeywell AS907 (HTF 7000) series of powerplants. VP of sales Mike Minchow says the Lincoln, Nebraska-based company has invested $1.5 million in tooling and spare parts to secure this additional authorization. “We have committed to our Honeywell customers by having four engine technicians factory-trained to perform intermediate level repairs with seven more trained for line maintenance,” he notes. “These technicians are located at our Lincoln facility as well as at several of our engine Rapid Response Team locations across the U.S.” Booth N4910.
Bendix, Sabreliner Join Forces on Avionics Upgrade

BendixKing, a division of Honeywell Aerospace, and Sabreliner Aviation (Booth C14041) have announced their joint development of the AeroVue integrated flight deck for selected Cessna Citation and Beechcraft King Air models. The AeroVue program that was previously announced for the Beechcraft King Air 200 and B200 will now broaden the list of AeroVue-eligible airframes under the BendixKing and Sabreliner relationship to include the Cessna Citation Encore, Ultra and V, as well as the Beechcraft King Air C90.

Both companies are demonstrating functional AeroVue kiosks at this year’s convention: BendixKing’s booth (C7807) has the King Air AeroVue kiosk, while the Sabreliner booth has both the Citation and King Air installations.

The AeroVue integrated flight deck provides a redesigned avionics suite built specifically for Cessna Citation operators, including flight management system with vertical navigation, digital autopilot, SmartView synthetic vision, a cursor control device and four advanced LCD screens: two 12-in. PFDs and two 10-in. MFDs.

Additional features include dual WAAS (wide area augmentation system) GPS receivers; integrated engine instrumentation on the primary flight displays for easier pilot scan; dual-channel air data and attitude and heading reference system; software-based multi-mode digital radios for navigation and communication; Mode S transponder, ADSB-compliant; XM Weather receiver option; DME integration; and two-year warranty.

Hurry to Hollywood to Hush Your GII or GIII

Hollywood, Florida-based Quiet Technology Aerospace Inc. (QTA) reports that it is busy meeting a late “Rush to Hush” for installation of its hush kits to enable owners of Rolls-Royce Spey-powered Gulfstream GIIs, GIIBs and GIIIs to meet the Jan. 1, 2016, deadline for all aircraft to comply with Stage 3 noise regulations. To date, QTA has upgraded over 130 Gulfstreams and is planning to extend production into 2016.

First certified in February 2003, the QTA hush kit has over 12 years of operational service and has accumulated more than 200,000 flight hours and 90,000 cycles.

The manufacturer claims that the installation is the lightest in its class at 240 lb. total installed weight, and also the quietest, based on FAA-certified noise levels, and complies with Stage 3 noise limits by a margin of 5 dB or more. It also offers a 7 dB reduction in internal noise, giving a GIII a cabin environment equivalent to many newer aircraft types. Performance and range are unchanged, enabling the hush kit-retrofitted aircraft to fly between more city pairs than it could before modification. Installation takes 10 days, including a set of exchange, overhauled (or 4,000-cycle inspection) thrust reversers. QTA is at Booth N6107.

A Gulfstream GIII shows off its Quiet Technology hush kits.
Dubbed Contrails, the program extends a similar program for Cirrus turbo-prop aircraft to jets, says Ascension Air president and CEO Jamail Larkins.

“Our new Eclipse 550 Contrails program will bring personal jet transportation to a growing segment of aviators who want the flexibility and benefits of flying their own jet, without the worries of full jet ownership,” said Larkins. “Our professional owner services team offers easy fleet access, onsite concierge services, professional aircraft management, a safety pilot, and streamlined scheduling.”

“We are excited to be working with Jamail to provide Ascension Air with the very best personal jet available,” said ONE Aviation CEO Alan Klapmeier. “The Ascension Air Contrails program provides an excellent opportunity for many more pilots to experience the Eclipse 550’s efficiency [and] speed and to learn just how seamless it is to step up to jet from a piston or turboprop aircraft.”

Contrails may include type-rating training in a flight simulator at Simcom in Orlando. Qualification can also be accomplished in the airplane and may double as multiengine-rating training. Ascension has developed an instructor “mentor” program too, Larkins told ShowNews.

Contrails program pricing includes timeshare, lease and jet-card possibilities. A 1/6 timeshare is priced at $525,467, $2,995/mo. management fee, and $620/hour direct operating cost for 50 days per year. A 50day per year lease costs $7,745/mo., with $104,000 down and $620/hour. The Contrails jet card is $40,000 for 25 hours.

The Eclipse 550 personal jet features best-in-class performance, economics, and safety, ONE Aviation says. The aircraft can fly at altitudes up to 41,000 ft. at a max cruise of 430 mph, while only consuming 59 gal. of fuel per hour, with a maximum range of 1,125 mi.

ONE Aviation (Booth C13216 and Indoor Static 8) is a global manufacturing corporation that markets, produces and delivers the Eclipse 550 jet, as it develops the Kestrel K350 turboprop single. “In addition,” the company said here, “One Aviation will design, acquire and build additional aircraft complementary to its two core products.”

ONE Aviation also provides engineering, maintenance, service, and support for the Eclipse 500 and Eclipse 550 fleet.

Ascension, for its part, is one of the fastest growing personally flown fractional providers in the United States, and currently manages the largest fleet of new Cirrus SR22Ts in the Southeast. The company has fractional hubs based in Atlanta and Fort Lauderdale. Ascension Air (http://www.ascensionair.net) also leases, sells and charters business aircraft.
Sabreliner parent Innova Aerospace is promoting retrofit and life-extension work via more than half a dozen different company entities, with activities ranging from new exit steps for legacy Citation jets to GE H80 engines and companion cockpits for King Air 90s and, as an exception that proves the rule, an all-new composite monocoque helicopter being developed in New Zealand.

“Value to customers” is the common thread, Innova CEO Tom Seeber said here Monday.

In addition to Sabreliner (Booth C14041), privately held Innova numbers Innova Financial Services, Innova Helicopters, FlighTime Business Jets (charter and management), Sierra Industries, Sierra Manufacturing, and the SkyWay Aero and SkyWay Aerospace Technology units.

Sabreliner is promoting a four-year-warranty paint program that is “the longest in the industry,” according to unit president Greg Fedele.

Sabreliner, which has a $100 million life-extension program for legacy jets with the U.S. Air Force, also said here that it’s the exclusive launch partner for the new AeroVue integrated flight deck for Cessna Citation Bravo and 560 series aircraft.

Sierra/SkyWay has launched a program dubbed Flex – fanjet life extension – for Pratt & Whitney JT15D-1, -4 and -5 engines for Cessna 500 and Beechjet aircraft. “This negates the existing overhaul,” said new business development officer Gary Buchanan, relieving operators of previous maintenance obligations. TBO is expanded from the factory 3,500 to 5,250 hours.

Perhaps even more important to passengers is the SkyStep cabin doorstep replacement for Citation jets, available for aircraft ranging from the original 500 to the CJ2+. The three steps are far easier to deploy and retract than the factory two, the company says, and solve a long-term problem: “If you’ve flown in a legacy Citation, you’ve almost fallen out of it several times,” Buchanan said here.

Sierra’s acquisition of an STC for GE’s H80 engine family for King Air 90s is being tied in with development of a new cockpit for the type. “This flight deck will be certified under one STC for the entire King Air family,” the firm says.

Sierra and SkyWay earlier this year acquired the SkyPlace FBO as well as 16 additional acres at San Antonio International. SkyPlace is adjacent to the airport’s Cessna service center and offers “considerable potential for fuel sales, aircraft service, ramp and hangar rentals and more.” The acquisition includes a marshaling contract for customs for international flights.

The new composite helicopter, Fedele said, will start life with an RR300 Rolls-Royce engine, starting at 420 shp and eventually being brought up to 650 shp. The lightweight structure will allow for significant payload capabilities or a six-person seating configuration.

“All the companies will stand on their own and maintain their branding and their histories,” CEO Seeber said Monday, stating here too that the company is privately held by a “very private” investor, and that “all of our businesses are extremely well capitalized.”

Might there be more in the way of acquisitions? “We’re just getting started,” he said.

—Rich Piellisch
“Business aviation optimizes iHeartMedia employees’ ability to meet in person.”

PAID FOR BY THE NATIONAL BUSINESS AVIATION ASSOCIATION
Imagine, if you will, launching an air charter operation. Typically, it would involve one or several turbine-powered, multiengine aircraft crewed by two pilots. The flights would often be arranged through brokers who set the pricing and who in turn pay the carrier for providing the service. Typical arrangement but not how Ben Hamilton and his partners imagined it.

Hamilton, an aerospace engineer from Georgia Tech and CFI who headed the school’s 200+ member Yellow Jacket Flying Club, and pal Aaron Sohacki, also a pilot and fellow Ramblin’ Wreck, had a different view when they began discussing the charter business back around 2005. They agreed that top-end users such as major corporations and high-net-worth individuals were well served by outfits like EJIM, Jet Aviation and others. However, they saw the mass market – people who drive their cars on 2- to 6-hr. business and leisure trips – as being woefully underserved. Untapped, really.

Of course, getting workaday road warriors off the interstate and into the air would demand a pricing proposition they could accept. That excluded anything burning Jet-A. And requiring a second engine. And a second pilot.

Their flying solution was the Cirrus SR22, a sophisticated, high-performance four-seat aircraft. Powered by a single, avgas-burning Continental IO-550N engine, rated at 310 hp, the airplane can cruise at 180 kt. and has a seats-full range of 1,100 nm. A feature unique to the Cirrus among production aircraft is its whole-airplane parachute system. The system is activated by pulling a handle on the ceiling, thus firing a rocket that deploys a 65-ft.-diameter canopy, which lowers the machine to the ground.

A second key element was a website (http://www.flyimagineair.com) that would instantly provide users with pricing for any trip between any two of the 900 airports in the eastern U.S. The pricing could vary, depending on the time of day – a programmed feature designed to help minimize deadheads.

A third critical consideration was the person at the controls. Since there would be just one pilot, that person had to be an experienced aviator and have an engaging, welcoming personality – after all, the pilot would likely be the only ImagineAir employee with whom the customer would have contact.

Back ing the company’s launch was Paul Fischer, a physician and entrepreneur based in Augusta, Georgia. Dr. Fischer had extensive experience as a user of airlines and private aviation, and much preferred operating a single-engine jet now in certification flight testing.

Air Taxi Plans 30-Plane Cirrus Fleet

ImagineAir’s Ben Hamilton

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ImagineAir’s success attributes ImagineAir’s success to several factors. First is the instant, dynamic pricing and flight confirmation for customers.

Then there’s the SR22: “It’s working well. We have had success with it.” Having a roster of affable, highly experienced pilots is key - “The number one positive feedback we get [from customers] is about their pilot.” And finally, there’s fulfilling on the pitch, “to turn a three- to eight-hour drive into a one- or two-hour flight, and get customers home for dinner.”

Once the company saturates the East Coast, Hamilton imagines they may launch a West Coast operation as well.

—William Garvey
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