海上霍克太平洋业绩斐然

过去几年，对于大中华区的公务航空从业人员来说，既可能是最美好的时光，也可能是最惨淡的日子，而2016年将依然如此。

自2012年开始，新公务机的交付量就一直处于下滑状态，2016年仍将在低谷徘徊。由于公务飞行活动的增加，固定基地运营商（FBO）可能会说2016年将是一个好年景；公务机包机运营商也认为业绩有所好转。

从事二手公务机买卖的人会喜欢目前的市场行情，而新公务机的制造商却可能看不到销量回升，恐怕在2017年“猎鹰”8X、2018年“湾流”G500和G600公务机开始交付之前都会如此。

以上是亚翔航空有限公司（ASG）发布的《2015亚太区喷气公务机机队报告》的结论。对亚太区从事公务机行业的各类企业，ASG每年发布的调查报告是最全面的商务指导手册。今年的报告涉及的国家增加了印度、澳大利亚和新西兰。

It was the best of years and the worst of years for business aviation in Greater China, and 2016 will likely be the same. Deliveries of new aircraft will remain in the trough into which they’ve nose dived since 2012, but fixed base operators will likely report their best year ever this year as business flying picks up. And charter operators are seeing business returning, too.

Brokers buying and selling pre-owned aircraft will enjoy healthy activity, while new aircraft deliveries will not likely see an uptick before new models such as the Falcon 8X in 2017 and Gulfstream G500 and G600 start arriving in 2018. “The sales funnel is drying up,” says Jeffrey Lowe, Managing Director of Hong Kong consultants Asian Sky Group (ASG).

Those are the conclusions of ASG’s eagerly awaited 2015 Asia Pacific Region Business Jet Fleet Report, released here yesterday. The annual survey is the most comprehensive guide available to business jet activity in the region by make and model, country, and operator. It has been expanded this year to include India, Australia and New Zealand.
至臻至善，恒久追求

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Congestion, Misperception are Key Issues

Airport congestion, an overly burdensome regulatory environment, as well as misperceptions in the broader Chinese community are three of the key issues that the business aviation sector in China needs to overcome.

That’s according to Charles Mularski, who was appointed chairman of the Asia Business Aviation Association (AsBAA) last April. He is also regional vice president for Asia Pacific at Universal Weather and Aviation.

“Business aviation in China is perceived in the broader community as a lifestyle product of the super wealthy,” says Mularski.

“As a consequence of this misperception, sometimes those that own a business jet receive bad press. We need to overcome these misperceptions by having campaigns such as ‘No Plane, No Gain’ (as waged successfully by the National Business Aviation Association); by gathering data to show how business aircraft are a business tool that make companies more effective; and how business aviation creates jobs, skilled jobs,” he says.

Also holding back business aviation in China are the regulations applied to holders of air operator certificates (AOCs).

Mularski says the requirements applied to a business aviation AOC holder often mirror those applied to a large commercial airline. Complying with them creates huge overheads that may be sustainable for a large fleet of commercial aircraft but are hard for some business aviation operators to cope with. If the regulations can be relaxed, then more business aviation AOC holders will come into the market, creating more diversity,” says Mularski.

Airport congestion is another issue. Mularski says there needs to be dedicated business aviation airports in China and it is hard for business aviation operators to use commercial airports.

“Business aviation has to compete at busy commercial airline hubs where business aviation is considered the lowest priority for landing and take-off slots as well as parking.”

“Beijing has arisen as the top problem for parking in China with very restricted limits for stay and limits on slots as well. The immediate solution is to drop passengers and relocate the aircraft, incurring additional costs, to find parking in a less congested airport,” he adds.

AsBAA is here at Booth P527.
Embraer has delivered 32 business jets to customers in mainland China, including Hong Kong and Macau, and says the sales market for new business jets has slowed as the rapid growth of the past was unsustainable.

“The speed of growth today is not as high as three to four years ago, but the market here is still growing and it is now healthy growth,” says Guan Dongyuan, head of Embraer China.

“Three to four years ago the market was growing 30 to 40% per annum, but this was unsustainable because human resources and infrastructure were unable to keep up,” says Guan.

While Embraer has received 36 firm orders for business jets from customers in Greater China and delivered 32 since the first arrived in 2004, the number of Embraer business jets operating here may be higher than that because some Chinese customers took delivery of their aircraft overseas and registered them elsewhere.

Besides slower growth, the other aspect of the market that has changed is that buyers of business jets in China have become more astute and discerning, says Guan.

“The buyers have become more mature. In the past, they considered only price and the aircraft’s range. But now they are asking more professional questions...and we can see that the midsize aircraft are growing in popularity in China.

“In the U.S., which is a mature market, the midsize aircraft are more popular than the large business jets, and we can see this trend happening in China too,” he adds.

In February, Chinese movie star and Embraer brand ambassador Jackie Chan took delivery of a mid-size Legacy 500, the first for a Chinese customer.

Embraer has also started delivering Legacy 450s to international customers — the first European operator received theirs in December — but Guan declines to be drawn on when the first Chinese customer will receive that type.

Embraer is an exhibitor at this year’s ABACE and will have a Lineage 1000E, Legacy 500 and Legacy 650 on static display.

Guan Dongyuan
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Gulfstream Delivers 1st G650ER for China
湾流向中国交付首架G650ER

Gulfstream Aerospace Corp. delivered the first ultra-long range Gulfstream G650ER into Mainland China last month to Minsheng Financial Leasing Co. Ltd. (MSFL).

The G650ER can fly from Beijing to Dallas or from Shanghai to New York nonstop. Together, the G650 and G650ER have earned more than 50 city-pair records.

Minsheng Financial Leasing was formed in April 2008 and took delivery of its first Gulfstream, a G450, in June 2010. Since 2011 it has signed orders, options and MoUs for up to 110 Gulfstream aircraft. Today MSFL operates 64 Gulfstreams to support its aircraft leasing operation.

The G650ER was delivered as an N-registered aircraft while awaiting the aircraft type’s approval by China’s CAAC, which is believed to be imminent.

More than 165 Gulfstream aircraft are now operating in Greater China.

JETNET’s latest iQ report lists Gulfstream first in its Brand Reputations of Aircraft Manufacturers survey for Asia Pacific, where the company has nearly 290 aircraft.

Reignwood Accepts First of 50 Twin Otters
华彬航空接收首架“双水獭”

The first of 50 Viking Series 400 Twin Otters was officially handed over to Reignwood Aviation here yesterday.

A second aircraft, already in use in Canada for pilot training, will be delivered shortly.

Reignwood next plans a completions and service facility, in Zhuhai. Work on the center will begin within the next year.

The Chinese company and Viking Air Ltd of Victoria, BC, Canada, agreed last June to form a strategic partnership to develop the Chinese market, with a commitment to purchase 50 of the 19-passenger aircraft over the next five years. Reignwood will now be the distributor for Viking in Greater China.

The Series 400 has been certified by China’s CAAC on wheels and floats, and certification is imminent for amphibious floats.

An earlier order for five Twin Otters, the first from China, that was placed in 2012 but not executed, is still in place and might be revived, according to Viking. Meiya planned to put the float-equipped aircraft into service in seaplane sightseeing, charter, and corporate aviation operations, based in the famous resort island of Sanya and the surrounding Hainan region on the South China Sea.

The Twin Otter on show at ABACE was flown here from Canada on a trip that lasted several days and racked up 35 flying hours, according to senior production pilot David Reid.

The Chinese market for this type of airplane is expected to reach 500 aircraft over the next 20 years, Viking says.

—John Morris
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Falcon 8X Begins Worldwide Campaign
“猎鹰”8X开始运营飞行测试

Dassault Aviation’s new flagship Falcon 8X landed at Teterboro Airport April 5 on a global test campaign that began in mid-March to showcase the aircraft’s performance and reliability in various conditions ahead of certification this year.

The large-cabin ultra long-range Falcon 8X, the third aircraft in its test flight program, arrived in Teterboro from Paris following a European tour and headed to the Middle East later that night. It then set out to visit potential customers in Asia (stopping here at ABACE) and will continue to the U.S. and South America before returning to Europe. The month-long campaign will include more than 60 missions of various lengths.

The tour is part of the aircraft’s operational testing, says Dassault Aviation chairman and CEO Eric Trappier, after arriving in Teterboro on the Falcon 8X.

It will “show to customers worldwide that the aircraft is ready,” Trappier says. Certification is expected by midyear with entry-into-service by late summer.

The flights will demonstrate the trijet’s range of field operations, representing the extremes of what Falcon 8X customers might expect to face during their aircraft’s operational life, including how it operates on short flights, ultra-long flights and quick turnarounds. It will particularly focus on cabin equipment and functionalities and other high speed communications systems during long, intercontinental flights and flights over remote areas.

The Falcon 8X, a derivative of the Falcon 7X, was unveiled in May 2014 and flew for the first time on Feb. 6, 2015. At 6,450 nmi, the Falcon 8X will offer the greatest range and longest cabin of any Falcon.

The three aircraft in the flight test program have nearly completed all certification test requirements.

The aircraft here at ABACE, S/N 3, is the first 8X to be equipped with fully fitted luxury interior.

—Molly McMillin
Aviation enters a new era with a multifunction chronograph delivering unprecedented performance. At the heart of this high-tech feat beats a (COSC) chronometer-certified SuperQuartz™ movement specially developed by Breitling for aviation. Equipped with a sturdy and light titanium case, the Cockpit B50 innovates with its huge range of functions, extreme user friendliness, rechargeable battery and an ultra-legible high-intensity display mode. Reliable, accurate, efficient: the ultimate pilot’s instrument.
Airbus has secured its first Asian customer for the ACJneo, its new re-engined business jet.

The aircraft-maker says an undisclosed customer from Asia has ordered an ACJ319neo, the first Asian customer for the type. The deal brings its global order tally for ACJneo business jets to six, it adds.

The Asian customer is upgrading from a large cabin “traditional business jet” to the ACJ319neo, says Airbus, adding that delivery will be in 2019’s second quarter. “Engine selection and cabin outfitter have yet to be announced,” it says.

The ACJ319neo can transport eight passengers over 6,750 nm (12,500 km) or 15 hours, says Airbus.

China’s business aviation market has experienced a slump in sales, but the top end of the market – where the ACJ and Boeing Business Jet reside – appears to be bucking the trend.

According to the Asian Sky Group report on Greater China’s business aviation market, there was one new ACJ318 and one ACJ319 delivered to China last year plus there were three second-hand ACJ319s and one second-hand ACJ320 delivered last year. Three ACJs left last year, bringing the total number of ACJs in Greater China to 22.

BBJ did even better, with five aircraft added last year – three new and two second-hand. But one left the fleet, so the total number of BBJs in Greater China increased to 15.
Comlux ‘Closer’ in Quest for Chinese Partners

China is a land of opportunity that tantalizes the Comlux Group, the Swiss-based VIP aircraft management, operating and charter company that also has a U.S. completions and maintenance center. (Booth P528).

For the last three years Comlux Group Chairman Richard Gaona has been exploring ways to capture some of the Chinese demand for large-cabin luxury interiors. Comlux America has nibbled around the edges with refurbishment of a Boeing BBJ for Sino Jet, the landing of its first widebody refurb, an A330 for a customer in the Far East, and the past management and operation of an ACJ in Taiwan.

But it’s not yet where it wants to be.

Gaona is at ABACE this year for discussions ‘with three serious partners” about Chinese industrial and financial participation to help snare Chinese business. “We’re open for partnerships; we could sell some shares or acquire shares in other [CAAC-authorized] companies” in order to broaden the line of completions, refurbishment and maintenance across ACJs and BBJs to Globals and Challengers, he says. “There are options. We could do midsized aircraft work in China.” But any deal must be long-term, leave the Comlux America completions company as majority shareholder, and involve more than industrial participation.

Gaona would also like to forge a cross-collaboration on aircraft charter. Chinese customers do not want expat aircraft with expat crews, and Comlux has no desire to own a Chinese air operators certificate (AOC), “We have three AOCs already and we’re not looking for a fourth,” he says. “That means cross-partnerships.”

Like all other completions centers, Comlux America is pursing strategies to keep busy as demand for new completions dries up before deliveries in a couple of years’ time of the first “green” new-generation Airbus ACJneo and BBJ MAX aircraft for VIP customers. Prospects include refurbishing of older aircraft interiors “for $5-10 million a go” as they change hands or come up for major maintenance checks. There are more than 300 ACJs and BBJs in service, many in Asia and about 40 in Greater China alone, Gaona notes.

——John Morris
Cessna Readies for Chinese Recovery
赛斯纳为中国市场复苏做好准备

The slowdown in China’s business jet market has been tough on Cessna Aircraft. “But we’re still very optimistic about mid-term and long-term opportunities,” says Bill Schultz, Textron Aviation’s senior vice president for business development in the country. “Though sales have softened, they will blossom in the future.”

So certain of the future was Cessna (as was everyone else), that in 2012 it formed a joint venture with AVIC’s China Aviation Industry General Aircraft Company (CAIGA) and set up a delivery and painting center in Zhuhai for the Cessna XLS+, the latest incarnation of the best-selling Excel-XLS family. The center delivered its first aircraft in November 2014. Cessna last year sold an XLS+ to FT Business Jets Co. Ltd., based in Shanghai, for delivery later in 2015.

Schultz would not comment on activities at the fully-staffed center at Zhuhai, but says “We are sticking to our plans.”

He believed then, and believes now, that the Citation XLS+ is “the right-sized aircraft” for China at just the right price point ($12.75 million). It can fly from Beijing to Hong Kong and Hong Kong to Shanghai, has the largest cabin in its class with nearly 19 ft (5.64 m) of length, and seating for up to 12 passengers. It travels as fast as 441 kts (817 km/hr), and has a range of more than 2,000 nautical miles (3,700 km).

“The market for private VIP travel has been the most impacted in China,” says Schulz.

So much so that just two Cessna jets were added to China’s fleet last year, according to data from Hong Kong consultant Asian Sky Group: a new XLS+, and a pre-owned Cessna Mustang, bringing Cessna’s in-country fleet to 39 aircraft.

The XLS+ and the JV will be waiting as China’s business jet market recovers, which Schulz believes is only a matter of time. And when it does, Cessna will be prepared: it will also field a new trio of China-sized jets—the Latitude, Longitude, and Hemisphere.

“We have some sales of the Latitude in China already,” says Schulz, and CAAC certification is expected later this year.

“I’m absolutely excited by the introduction of the Latitude,” he says. “It could have been tailored just for China with its big cabin, cost and value proposition, low operating costs and hot-and-high performance.” The nine-passerenger, midsize Latitude has a range of 2,850 nm (4,352 km), and is priced at $16.25 million.

Another victim of China’s slowdown has been Cessna’s business jet management company, Zhongheng International Business Aviation (Guangxi) Co. Ltd., that it announced last year with Chinese partners Caiga and Chinese pharmaceuticals group Zhongheng, a customer for the XLS+. “That’s on hold for now,” says Schultz. “With the softening there are enough aircraft management companies in that business.”

—John Morris
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China is BBJ’s Biggest Asian Market

Boeing Business Jets has now delivered 18 BBJs to the Greater China market and it has three BBJ MAX aircraft on order to China.

Greater China accounts for about half of Boeing Business Jets total business in Asia Pacific, says Boeing Business Jets president David Longridge. In the entire region, including India and China, it has delivered 44 BBJs.

The first ever BBJ MAX production aircraft is on track for delivery in 2018, and the first to a Chinese customer will be 2020, adds Longridge.

The key advantage of the BBJ MAX is greater range thanks to its more fuel efficient engines and better aerodynamics – the BBJ MAX aircraft has new, improved winglets and a different empennage.

The BBJ1 “has just under 6,300nm range” but the entry level BBJ MAX aircraft has 6,550nm range, says Longridge, adding that the fuselage has 26% more space inside. This is because the new entry level BBJ has a fuselage derived from the 737-8 whereas the current entry level BBJ has a fuselage derived from the smaller 737-700.

Boeing decided against using the 737-7 fuselage for BBJs because the structure of the aircraft made it difficult to install the additional fuel tanks needed to give a BBJ the additional range.

Rather than have a BBJ with less range, it decided instead to use the larger 737-8 fuselage for the entry model BBJ.

Longridge says, however, the company is still exploring whether the smaller 737-7 MAX fuselage could one day be used to create a smaller BBJ.

The business aviation market in China has experienced a sharp downturn in the sale of new aircraft, but Longridge says the downturn has yet to affect BBJ sales. “It is still a very vibrant market for us at our end of the spectrum. We’re still getting lots of requests for information from potential customers in China.”

Longridge also says a healthy market has emerged in China for used BBJs. Five used BBJs were imported into China last year, he notes. Boeing Business Jets is at Chalet 5, and the Static Display.

A brand new BBJ for a Chinese customer, with Split Scimitar Winglets, is on show here.
Lufthansa Technik Brings Next-Gen Cabins

The fastest-built VIP cabin in the world: that’s the boast of Lufthansa Technik, which is taking aim at buyers who want their airplane completed now.

There’s a generational change going on in the world of Airbus ACJs and Boeing BBJs. The transition to the neo and MAX means a gap of a couple of years before next-gen “green” airframes are available for completion, and the next generation of buyers will want next-generation interiors featuring the very latest in fashion and technology.

What’s more, they want their airplanes delivered quickly.

Lufthansa Technik is here (Booth H115) with its latest concepts to make this happen.

“We can deliver the fastest-built VIP in the cabin in the world, just four to five months, for “green” or pre-owned aircraft,” says Executive Vice President Weiland Timm, under its Leadership Select or Airbus’s Elite concept of choosing from pre-engineered modules and furnishings. “We know we can do it because we’ve completed more than 22 cabins in this timeframe.”

Leadership Select allows interiors to be mission-optimized with regards to cabin interior weight, seating comfort, sufficient stowage volume and the integration of client oriented features for maximum comfort and usability, like a king size bed, vanity table, master bathroom with full size shower and a private office.

It allows the customer to combine a multitude of different cabin elements to create an almost completely individualized cabin layout.

Operators of the ACJ319, for example, can choose from among 96 variations, and there are even 720 combinations available for the longer BBJ2 and other comparable aircraft.

“A lot of younger buyers are more interested in lifestyle” as demand for these large jets in China and Asia gravitates at the moment from corporate to private, with increasing emphasis on bathrooms, sleeping and comfort. For those who want a very unique, stylish design, Lufthansa Technik is launching a Mercedes Benz cabin in Asia.

All these features are available for used aircraft, too, which often have their cabins refitted or upgraded when they change hands or come in for major maintenance.

“We have new products to upgrade cabins, from colors to layout, or to adding special medical needs.

“And we can upgrade existing cabin management systems to the very latest standards” without gutting the interiors, says Timm.

New products from Lufthansa Technic include its revolutionary chair that will give designers much greater ability to free up cabin space, and such seemingly mundane common-at-home items as dishwashers and a conceptual high-tech cooking stove (actually an Inductive Cooking Platform) that haven’t been available on aircraft before.

“The cooker allows live, gourmet cooking in the style of high-end leaders” says Timm. It can even include a special rice cooker.

None have been installed yet, but we have a lot of requests,” he notes.

—John Morris

A revolutionary inductive cooker from Lufthansa Technic.
GE Offers OnPoint for Business Jets

The number of business jets in Greater China powered by GE or CFM has doubled since 2012 to 90 aircraft, for a total of 180 engines.

Among them are 14 Boeing BBJs and 14 Airbus ACJs powered by CFM engines, says Xiang Weiming, GE Aviation’s president for Greater China.

The rapid increase, and the prospect of many more engines to come, has prompted GE Aviation to restructure its customer support organization in the region, separating it from airline customers and setting up its own business and general aviation team. In addition, there are now seven GE Authorized Service Centers (ASC) for corporate jets in Asia, of which three are located in the Greater China Region.

GE is promoting its OnPoint services solutions here at ABACE (Booth P618). OnPoint solutions are multi-year customized service agreements tailored to the operational and financial needs of each customer for any size fleet. These agreements are designed to help lower the customers’ cost of ownership and maximize the use of their aircraft. Backed by GE’s global support network, OnPoint services can include overhaul, on wing support, new and used-serviceable parts, component repair, technology upgrades, and engine leasing. Aircraft signed up for the program have demonstrated that they keep a high residual value, says Xiang Weiming.

GE continues expanding its operations in Asia to provide service and support. Toward the end of 2015, GE Aviation designated each of ExecuJet’s global repair facilities (including those in Asia) as authorized service centers for GE’s CF34-3 engines. New ExecuJet locations added to the GE authorized service center network last April include ExecuJet Haite Aviation Services China, ExecuJet Malaysia, and ExecuJet Maintenance Australia.

—Kirby Harrison

New GE Engines will Penetrate China

GE Aviation is poised to capture a larger share of the world’s business and general aviation market as new engines designed for smaller aircraft come on line.

The company comes to ABACE riding a wave of success. Norman Baker, President and Managing Executive of GE Business and General Aviation (BGA), notes his business is currently putting some 180 engines of all types into service each year, and that number will soar to 900 a year by 2020.

With the new Passport turbofan for Bombardier’s Global 7000 scheduled to enter service in 2018, and the new advanced turboprop for Textron’s new single-engine turboprop at the beginning of the next decade, “You’ll see our presence in Asia continue growing, along with newly-established applications like the CAIGA AG300 powered by our H series turboprop.”

Another growth area for turboprops is the agricultural industry in China, driven by changes in rural demographics, he says.
红钻航空引领大陆演示飞行
——在华首架比奇“富豪”G36荣获三证

今年是比奇“富豪”G36飞机连续第三次亮相亚洲公务航空会议暨展览（ABACE），与往年不同，本次亮相的G36飞机已于2016年第一季度顺利获得中国民航局颁发的“三证”（国籍登记证、标准适航证和无线电台执照），这也标志着红钻航空真正实现了该机型在中国大陆地区“从无到有”的历史性转变。

红钻航空作为伴随中国民航发展35年的专业团队，为了给客人营造更加理想的购机环境，目前正在积极筹备申请91部通航运营资质，并已获得民航局的筹建批准，预计2016年年底完成筹建工作。之后，红钻航空还将引进另一传奇机型——双发比奇男爵G58。与此同时，红钻航空还计划于今年下半年推出体验飞行系列活动，这将是中国历史上首架6座单发飞机的演示飞行活动，可让客人亲身体验乘坐这款飞机出行的安全、便捷与舒适。

比奇“富豪”G36是一款6座活塞式单发飞机，最高速度26千米/小时，最大航程1590千米，已生产1.8万架，累计飞行超2000万小时，是全球连续销售时间最长的单发可收放起落架飞机。红钻航空总裁王林表示，伴随中国低空改革逐步深入，以及通用航空市场的不断发展，类似富豪G36这样的轻型飞机将拥有巨大的市场潜力。这类型号的飞机用途广泛，不仅可用于特殊项目的作业飞行，还能用作私人的短程商务旅行。
Flying Colours Delivers First Sparkle Roll CRJ200

翔英公司向耀莱航空交付首架CRJ200

Completions specialist Flying Colours Corp. has delivered the first of eight CRJ200 ex-airliner-to-VIP conversions for Chinese luxury company Sparkle Roll’s SR Jet. The aircraft is on show here at ABACE.

What makes this conversion unique is that it is the first B-registered aircraft converted outside China and re-delivered with a Chinese CAAC STC. The Chinese authorities and Sparkle Roll engineers worked closely with Flying Colours at its Peterborough, Canada facility, which earlier won CAAC approval to carry out maintenance and modifications on Chinese-registered aircraft.

SR Jet plans to use the 29-seat, multi-class Corporate Shuttle aircraft for charter. Work has started at Peterborough on two more CRJs in the same configuration, as well as on a fourth aircraft that will be outfitted in a VIP role similar to Flying Colours’ ExecLiner. A fifth aircraft is on route; the final four will all be in ExecLiner configuration, which is comparable to the Challenger 850 that Flying Colours also competes.

China is a very strong market for Flying Colours. It has delivered no fewer than 15 Bombardier Challenger 850 completions to Chinese customers since August 2008, in addition to seven Bombardier CRJ700s with VIP+ airline interiors. The first converted CRJ200 ExecLiner for China (it has nothing to do with the Sparkle Roll agreement) was delivered by Flying Colours to Freesky Aviation.

Sparkle Roll and Flying Colours two years ago agreed to set up a completions center for CRJ200 and other large-sized jets in a hangar facility at Linyi City in Shandong Province. Flying Colours would manufacture the interiors in Canada, with Sparkle Roll technicians completing installation in China and the Canadian company providing on-site support and handling certification.

“We’re still discussing the different avenues of ‘how’ to get China up and running,” says Flying Colours Senior VP Sean Gillespie.

Flying Colours is here at Booth P121.

—John Morris
Metrojet Soon to Add Chinese AOC

Hong Kong-based Metrojet is on the verge of signing a joint venture partnership with the aim of gaining a CAAC Air Operators Certificate (AOC). “But we will not be revealing the partner at ABACE,” says Metrojet’s CEO Björn Näf. “This is a very discreet but very powerful partner that doesn’t want to be mentioned. The new company operating name will be Metrojet Business Aviation Shanghai.”

A growing number of business jet operating and charter companies are forming joint ventures with established Chinese partners in order to gain a CAAC AOC. This allows them to conduct charter operations within the Mainland, and to fly more easily between internal destinations.

In other news, Metrojet (Booth H417):

- Received its CAAC Part 145 Maintenance License in February for its joint venture MRO operation at Zhuhai Airport with Zuhai Hanxing General Aviation. This will allow it to work on B-registered business jets there.
- Will open an aircraft management office in Singapore to expand its growth in South East Asia. “Our people there will develop this market which includes Singapore, Indonesia, Malaysia and Thailand. Over a period of time we will have aircraft based in Singapore,” says Näf.
- Been awarded FAA and Cayman Part 145 Maintenance licenses for its Clark MRO operation in the Philippines. There the company covers Gulfstream, Bombardier and Embraer aircraft. —Mike Vines
Bell to Deliver First 505 to China This Year

贝尔直升机公司将向中国交付首架505

Bell Helicopter aims to deliver the first Bell 505 Jet Ranger X for a Chinese customer before the end of the year, pending type certification by Transport Canada. More than 75 letters of intent for the new helicopter have been placed from the Chinese market.

The Civil Aviation Administration of China (CAAC) has been liaising closely with Transport Canada and doing a parallel certification of the Bell 505, says Chris Jaran, managing director of Bell Helicopter China. This is significant because normally the CAAC waits for an aircraft to be certified, and then validates the foreign certification.

Jaran says it is likely that China will be the first overseas country to certify the Bell 505. He says the reason it has proven so popular is because the single-engine helicopter is being offered at an affordable price point and Bell has a good reputation in China for customer support.

Last year the Bell 505 won the 'best light single engine helicopter' category in the "2015 Best of the Best" issue produced by The Hurun Report, a publisher famous in China for its 'Rich List'. The Hurun Report says it chose the Bell 505 based on a reader survey of high net-worth individuals in China.

Another bright spot in China has been power line patrol. Jaran says the State Grid Corporation of China is a Bell customer (its fleet of 21 helicopters includes six 206 Jet Rangers, four 407s and one Bell 429) and the China Southern Power Grid Company is about to put into operation a Bell 407 to inspect power lines in Yunnan province.

Chinese Customer Inks Deal for 10 Relentless

中国用户采购10架贝尔525

In a significant breakthrough into the heavier-rotorcraft market in China, Bell Helicopter in February signed up its first customer in the country for the new, fly-by-wire super-medium 525 Relentless.

Commercial development and real estate investor Guangxi Diwang Group inked a letter of intent for 10 of the helicopters for tourism and search-and-rescue missions.

The first flight of the Bell 525 was achieved on 1 July 2015 and certification of the aircraft is anticipated in 2017.

今年2月，贝尔公司与广西地王集团签署了10架贝尔525超中型直升机的购机意向书，该机将被用于旅游和搜救任务。广西地王集团就此成为贝尔525的首家中国用户，这份意向书的签署也表明贝尔公司在中国超中型直升机市场实现了突破——过去贝尔公司在中国只有3吨及以下级别的机型出售，而贝尔525是8吨级的直升机。贝尔525于2015年7月1日首飞，预计2017年获得适航证。
Shanghai Hawker Pacific Posts Record Traffic

上海霍克太平洋业务量创新高

Shanghai FBO, Shanghai Hawker Pacific, experienced another record year in terms of aircraft movements.

Number of movements last year totaled 5,500, which is nearly a 20% increase in traffic over 2014, says Shanghai Hawker Pacific general manager Carey Matthews.

He says 2016 is forecast to be another record year, because the number of aircraft movements the FBO has achieved so far this year is 1,570. ShowNews spoke to Matthews in his office on April 10.

Matthews says in the first three months of this year, aircraft movements came to around 1,380, which is 20% higher than 2015’s first quarter.

Shanghai Hawker Pacific operates FBOs at Shanghai’s Hongqiao International Airport and Pudong International Airport. About a third of its flights are at Pudong and the rest at Hongqiao, says Carey.

The company, which hosts the ABACE show on its site every April, has just completed its sixth year of operation. The industry has sustained growth in each of those years since then, says Matthews.

“The steady and sustained maturation of the business aviation market in Asia is continuing despite economic uncertainty. Driving this is that companies are getting value from their planes. Shanghai is a top destination in Asia, and we are seeing proof of that in the continuing increase in flight activity,” he says.

Shanghai Hawker Pacific Starts New Hangar

上海霍克太平洋将建新机库

Land has been cleared to make way for Shanghai Hawker Pacific’s second hangar, which is due to be completed next year.

Shanghai Hawker Pacific general manager Carey Matthews says the developer on March 17 demolished an old warehouse and some other buildings on a site just south of the company’s existing hangar. “The demolition is the first step to clearing the area that will house the second hangar,” he says.

“Once construction starts, it will be the culmination of four years of planning and preparations that have gone into the project. The plan calls for a hangar to be built that will be 4,500 square meters in size, and also provide three levels of shops and office space at the back of the building.

“A completion date has yet to be established, but we estimate it will be completed sometime in 2017,” he adds.

“The hangar will be used for a combination of maintenance and hangar parking and is expected to hold up to ten aircraft of mixed sizes,” says Matthews.

Lu Xun, the deputy general manager of the Shanghai Hawker Pacific joint venture, says the new hangar will “more than double the area we can maintain and park aircraft. It is a key piece to help continue the expansion of capability to support business aviation in Asia.”

Hawker Pacific’s joint venture partner in Shanghai is the Shanghai Airport Authority.
Rolls-Royce’s Engine Support Grows in China

When it comes to supporting business jet engines in service, Rolls-Royce’s Corporate Care engine maintenance program has evolved from sparking market interest to generating market demand. Now seven out of every 10 new large Bombardiers and Gulfstream will likely be enrolled in the program.

The pre-owned market no longer sees Rolls-Royce’s Corporate Care as adding resale value to an aircraft, but rather as a detraction if it isn’t enrolled, says Stephen Friedrich, the engine-maker’s VP for sales and marketing of civil small and medium engines.

“We now have almost 1,900 aircraft signed up, and more than 70% of all new Rolls-Royce deliveries are enrolled,” he says. “We have a 70-80% market share versus our competitors in winning support contracts on current-production Rolls-Royce engines.” The sign-up rate exceeds the number of new deliveries as older aircraft five, 10 or even 20 years old are enrolled.

The engine manufacturer’s Corporate Care program brings guaranteed maintenance costs to new and in-service Rolls-Royce BR725, BR710, Tay and AE 3007 engines. Operators pay a fixed cost-per-flying-hour fee for a comprehensive range of scheduled and unscheduled engine maintenance events and benefits. To support an expanding fleet, Rolls-Royce has more than 70 authorized service centers around the world. Growth was spurred more recently by service entry of the Gulfstream G650 and the even longer-range G650ER.

Friedrich notes that buyers are very risk-averse – they want to transfer the financial risk of maintenance. And they also enjoy the benefits of Rolls-Royce’s emergency support service. “We claim to be the industry leader in averting missed trips and AOG (aircraft on ground) resolution,” he says. “We’re now at 97% resolution of engine issues in under 24 hrs.”

The fleet in China has now grown sufficiently to add an engineer in country, as well as a representative network here for On-Wing Care for business aviation. On-Wing Care, based in Indianapolis and now also Dubai, will send engineers on rescue missions anywhere in the world within 24 hrs.

罗罗公司在推出了Corporate Care发动机管理计划后，其业务增长迅速。目前，每10架新的庞巴迪和湾流飞机中有7架会加入该发动机保障计划。

罗罗公司的销售副总监Stephen Friedrich说：“在二手市场，一架飞机是否加入罗罗的Corporate Care计划，不仅关系到转手时的价格，更关系到潜在客户对这架飞机的信任度。”

他还指出，目前已经有近1900架飞机加入了该计划，其中新交付的罗罗发动机有超过70%也都选择加入。目前，对于在产的发动机，罗罗在售后维护合同方面所占市场份额为70%~80%，新加入Corporate Care计划的发动机台数甚至超过了新交付的发动机数量，因为一些使用了5年、10年甚至20年的飞机开始加入这一计划。

Corporate Care为新的和在役的罗罗BR725，BR710，Tay和AE3007发动机提供了固定成本维修服务，飞机运营商按飞行小时付费，服务范围包含定期维修和非定期维修。为了支持不断扩张的机队规模，罗罗公司在全球拥有超过70家授权服务中心。近期的主要业务增长来源于湾流G650甚至是未来的湾流G650ER。

罗罗公司称其在解决飞机故障和飞机停场（AOG）问题方面是行业领导者。目前，97%的发动机问题可以在24小时内解决。

中国公务机的机队规模已经足够大，罗罗可以派一名工程师常驻，并作为在翼维修服务网络的代表。罗罗的在翼维修服务以美国印第安那波利斯为基地，现在扩展至迪拜，该服务可以在24小时内派出工程师前往世界各地提供服务。
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Minsheng Financial Leasing Aims at Global Top Spot

民 生 金 融 租 赁： 着 眼 全 球 布 局

Minsheng Financial Leasing is aiming at building the world’s largest business-aircraft leasing operation, while consolidating its activities in the mainland Chinese market.

The strategy envisages developing first in areas with which it is fairly familiar—Hong Kong, Japan, South Korea and Southeast Asia—and from there progressively building up in the major markets—the U.S. and Europe. Says the president of Minsheng Financial Leasing’s aviation business, Wang Fuhou. Eventually, it will have a local presence in all major regions.

Demand for business aircraft in China has slowed in the past two years, leading many people in the industry to take a conservative view of the likely development trend. Others say the market is in a trough.

Demand for business aircraft in China has slowed in the past two years, leading many people in the industry to take a conservative view of the likely development trend. Others say the market is in a trough.

But according to Wang: “Yes, the market is slower than a few years ago, but business aviation (in China) is still growing fast. The rate of growth is within an ideal range, one that can last for a long time.”

Manufacturers delivered 39 aircraft to customers in mainland China, Hong Kong, Macau and Taiwan in 2015, compared with 67 in 2014 and 56 in 2013, according to consultancy Asian Sky Group. A further 28 second-hand aircraft arrive and 38 left, so the fleet grew by 29, or 7%, to 466.

Minsheng Financial Leasing owns about 150 aircraft, mainly from Gulfstream, Dassault and Bombardier. In business aviation, the company’s main activity is financial and operating leasing. Customers are mainly non-government corporations and business aircraft operating companies.

The company also finances commercial aircraft.

In 2013, just before a precipitous fall in the rate of sales of business aircraft to China, Minsheng Financial Leasing said it planned to build up its owned fleet to 400 aircraft. Announced contracts with various manufacturers cover very large numbers of aircraft—more than 100 from Gulfstream, for example—but how many it has ordered, as distinct from taking options on, has not been clear.

The slowing of the Chinese market in the second half of 2013 did not cause the company to cease ordering. Two years ago at ABACE it announced orders and options for 60 aircraft from Gulfstream and 10 from Dassault.

Minsheng Financial Leasing was established in 2008 by China Minsheng Banking Corp. and Tianjin Port Free Trade Investment Co. Its activities are not restricted to aviation. For example, it leases ships, too.

—but Bradley Perrett
Gulfstream Sees Need for Heavier MRO Capability

湾流认为要扩大重维修能力

Just four years after opening the first authorized service center for business jets in China, Gulfstream is considering expansion.

“Our fleet in China has tripled in the last five years to 100 aircraft on the mainland,” says Jim Gallagher, director of customer support for Asia Pacific at Gulfstream. And there are more than 165 Gulfstreams in Greater China, he notes.

This rapid expansion means the fleet is relatively young, averaging less than five years old. But in another three to four years the older aircraft will begin to need heavy maintenance. “Then we’ll gear up to handle it,” he says.

In 2012 Gulfstream took a major step in maintaining the fleet with the opening of its Beijing service center, a joint venture with Hainan Group, at Beijing Capital International Airport. Since then the center has grown to 52 employees, including 24 technicians. It has had more than 540 aircraft visits, including 134 in 2015, but doesn’t yet handle the more extensive maintenance that older aircraft will require.

To support Gulfstream’s growing fleet in the region (it has nearly 300 aircraft in Asia Pacific), it has positioned approximately $65 million in parts are positioned in Hong Kong, Beijing and Singapore. Gallagher notes this has resulted in faster shipments to operators and quicker returns to service.

A short distance from Hong Kong International Airport, the home base of more than 50 Gulfstream aircraft including eight G650/G650ERs, is Gulfstream’s Product Support Asia office, which includes the Asia Customer Support Contact Center. This offers computer maintenance program analysis, technical system support, over-the-counter parts sales and warranty assistance.

Gulfstream also recently signed its first China-based customer for its cost-per-hour maintenance program, PlaneParts. The program offers customers predictable maintenance costs for replacement parts due to scheduled and unscheduled events.

Working closely with operators in Greater China are field service representatives in Hong Kong, Beijing and Shanghai.

Gulfstream plans to add a field representative in Australia this year, Gallagher adds.

—John Morris

Gulfstream’s service center in Beijing.
Aviation International Proposes ‘Economy Class’ BizAv
中航国际：经济型公务航空才是未来之路

AVIC International holds its own strategic viewpoint on where China's business aviation industry should go: business aviation must serve more people. Business aircraft in future will be considered more of a business tool and less for millionaires as 'Economy Class' travel takes hold.

That concept "is in accordance with the supply-side reform advocated by the top government right now," AVIC International says.

The company has entered the business aviation market by tying up with U.S. manufacturer Nextant Aerospace to market and import the Nextant 400XTi into China.

It sees a potential for "air taxi" services in China that could operate aircraft such as the Nextant 400XTi. The remanufactured business jet based on the Beechcraft 400 is ideal for the task, says AVIC, because it comes with a new avionics system and new Williams FJ44-3AP engines, and at $5.3 million is just half the price of a comparable new-build jet. It can fly 2,005 nmi (NBAA, IFR reserves) with four passengers.

China is suffering a slump in new business aircraft sales, due to the slowing economy and the government's austerity policies. These factors undermined the first sales for the 400XTi, AVIC says. Five potential operators withdrew their interest in the aircraft, and some new operators even withdraw their application for authorization.

But longer term there is good scope to sell business aircraft into China, as the country is already the second-largest economy in the world yet has a fleet of only 300 business aircraft, AVIC says.

"The market will eventually recover. The future prospects remain bright."

Shi Xingang, manager of the general aviation business of AVIC International, notes the Civil Aviation Administration of China has proposed a plan to build 500 general aviation airports in the 13th five-year plan (2016-2020). "With improvements to airport infrastructure and lower costs of business aircraft ownership, business aviation companies will grow."

As China's second-largest economy, it has an underdeveloped market. The country only has 300 general aviation aircraft, roughly half the number of the U.S. This points to a business aviation future that is not entirely dependent on new-build aircraft. The market for remanufactured aircraft is growing as a result.

As China's leading general aviation aircraft company, AVIC is well positioned to capitalize on this trend. They are currently working on a new remanufactured aircraft based on the Beechcraft 400, with plans to enter the market in 2018. This aircraft will be more fuel efficient and capable of longer range than the existing 400XTi.

"We believe the market for remanufactured aircraft is growing, and we are well positioned to capitalize on this trend. We are currently working on a new remanufactured aircraft based on the Beechcraft 400, with plans to enter the market in 2018. This aircraft will be more fuel efficient and capable of longer range than the existing 400XTi."

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NetJets China plans to announce today at ABACE that it is replacing its two Hawker 800XP s with larger, longer-range business jets so it can tap China’s international charter market.

“We’re going to change our aircraft,” says NetJets China CEO, Eric Wong, adding that “we can see there is quite a lot of demand for longer range.”

He would not disclose the new aircraft type before today’s announcement.

Wong says the 800XP is a good workhorse, but its shorter range means NetJets China has been unable to serve customers wanting to fly on longer flights to destinations such as Singapore and Japan.

If NetJets China (Booth P722) can operate longer-range aircraft, it also means it could more readily link up with NetJets in the U.S. and Europe. One of the key advantages NetJets has, for example, is that it can use its U.S. and European AOCs to fly Chinese passengers within the U.S. and Europe.

Longer-range aircraft would also allow NetJets China to tap inbound traffic to China.

China’s business aviation market has been adversely affected by the Chinese Government’s austerity measures, but Wong says demand for business jet charters is picking up.

“What I have noticed over the years is that business jet owners have matured. Typically, a business jet owner in China uses their aircraft for 100-200 flight hours per year. There’s not many business jet owners that use their aircraft more than that.”

Wong says: “Many are realizing that it is uneconomical to own and keep a $50 million aircraft,” if the number of flight hours per aircraft, if the number of flight hours per annum is 100-200 hrs. “Instead they are realizing that it is more economical to charter. Now in China, the price of chartering a business jet is pretty low, so a lot of people are moving towards chartering,” he says.

利捷公务航空在本届ABACE宣布, 将用机身更大、航程更远的公务机代替现有2架豪客800XP公务机以服务中国区包机业务。利捷公务航空中国区首席执行官Eric Wong指出, 利捷正致力于优化机队结构, 以满足中国对远程公务机的服务需求。

豪客800XP公务机运营表现很好，但是作为短程公务机，它无法满足中国客户飞往远程目的地的需求。

若利捷航空拥有远程公务机队, 能更好地与利捷航空在美国和欧洲的服务接轨, 利捷航空可借助自己在美国和中国的运营许可证, 在该地区服务中国客户。

虽然中国的公务机市场发展一直受限政策制约, 但公务机需求也在不断上升。中国公务航空日趋成熟，中国公务机拥有者的飞机每年飞100-200小时，已经超过很多地区。多数人认为拥有一架5000万美元的公务机很不经济，但是对于包机公司来说每年有100-200飞行小时，利润是非常可观的。同时，在中国开展包机业务的成本不高，吸引了越来越多的企业开展包机业务。
DeerJet plans to increase the number of fixed-based operations (FBOs) it has in China to 24 over the next three years and sees that demand for business jet services is still growing, despite the central government’s austerity measures.

The company currently operates eight FBOs in China, at Sanya, Shenzhen, Haikou, Changsha, Hangzhou, Xian, Nanning and Guilin.

“We already have a contract with Qingdao and are in the process of establishing an FBO there, hopefully before year-end,” says Frank Fang, VP of DeerJet (Booth P332).

Fang says the group’s largest FBO is Sanya, the resort city on the southern Chinese island of Hainan. He says Sanya is a very popular leisure destination – particularly in winter - with China’s wealthy.

Fang says DeerJet is investing in FBOs because it can see the business aviation sector in China still has enormous growth potential.

While the Chinese government’s austerity measures have effectively put a stop to the segment of the market catering to civil servants chartering business jets, and to wealthy individuals buying business jets to be ostentatious, Fang says the market that remains is the one catering to businesspeople who need a business jet because it’s a time-saving, efficient mode of transport.

He says DeerJet has found that there is strong demand for business jets from businesspeople residing outside of Beijing.

In terms of fleet size, DeerJet and its sister companies – DeerJet Shanghai and Hongkong Jet – have a combined fleet of 86 aircraft of which 26 are owned by the group and the rest are aircraft it manages on behalf of owners, says Fang. The companies are part of China’s HNA Group.

Hongkong Jet last year expanded its operations by acquiring a share of Hawker Pacific, adding FBO operations and services, and effectively becoming a “cousin” of the Hong Kong-based consultancy and brokerage Asian Sky Group, whose parent company SEACOR Holdings also owns a stake in Hawker Pacific.

Fang notes that Capital Airlines is still part of the DeerJet group, but it has transitioned to being an operator of commercial aircraft, mostly Airbus A320s.

虽然中国政府的紧缩政策有效地遏制了部分公务员使用公务机的市场需求和富人通过购买公务机炫富的现象，但这个市场仍然有需求，因为公务机是一个时间机器，也是一种有效的交通运输方式。金鹿发现，除北京之外，很多商务人士都对公务机有很大的需求。

在机队方面，目前金鹿公务航空（包括上海金鹿航空和香港商务航空）共有86架飞机，其中自有26架，其余均为代客户托管的飞机。金鹿公务航空是海航集团旗下的航空公司。去年香港商务航空收购了霍克太平洋的股权，增加了FBO的服务和业务。与总部位于香港的香港亚翔航空集团成为“近亲”——后者的母公司希科金融公司也拥有霍克太平洋的股份。

方新宇表示，首都航空依然是金鹿公务航空的一个子公司。首都航空已开始提供民航运输服务，机队主要由A320组成。
ST Aero Sets Up VIP Completions in Singapore
新科宇航在新加坡设立VIP整装中心

A completions and refurbishment center for large VIP aircraft set up in Singapore by ST Aerospace in February has already received its first two aircraft.

The first, a Boeing BBJ, has been re-delivered after completion of some minor interior work and maintenance; the second, an Airbus ACJ, will be returned to its owner later this month.

Up to two Airbus ACJ or Boeing BBJ-size aircraft can be handled at a time in a dedicated 8,825-sq.-ft. facility at Seletar. Investment in the facility and associated leather and cabinetry workshops totals US$2 million to date, with another US$9 million available over the next five years, says Ang Chye Kiat, executive vice president for aircraft maintenance and refurbishment business in Singapore.

ST Aerospace (Booth P816) entered the VIP completions and refurbishment business in 2011 through its U.S. affiliate VT San Antonio, branding it Aeria Luxury Interiors. Now it is extending that brand to Singapore.

Ang explained that while ST Aero’s shop might not be the first in Asia (other companies such as Haeco in Hong Kong, Taikoo in Xiamen and Ameco Beijing have developed VIP interior capabilities), it aims to be the most active. It will initially take two to three aircraft a year, refurbishing interiors while it carries out other maintenance tasks such as C-checks and landing gear and auxiliary power unit overhauls.

It doesn’t plan to complete “green” aircraft at this stage, although Ang pointed out that Aeria in San Antonio recently delivered its first fresh-from-the-factory Boeing BBJ. “We’re in no rush to take ‘green’ aircraft in Singapore,” says Ang. “Maybe the first in five years’ time.”

Aeria, between its U.S. and Singapore locations, has won five major maintenance and refurbishment contracts so far in 2016, comprising three BBJs, an ACJ and a Boeing 757, with arrivals scheduled through the first three quarters.

ST Aero president Lim Serh Ghee notes that the Singapore center expects to capture work in the region from operators of large business jets who until now have had to fly 10,000 miles to Europe or the U.S. “We will be able to perceive and understand the cultural inclinations and subtleties of these customers” in designing their interiors, he added.—John Morris

今年2月，新科宇航在新加坡实里达航空园设立了一家专为大型VIP飞机服务的翻新和整装中心。该中心占地面积820平方米，可以供相当于两架空客ACJ或波音BBJ大小的飞机同时使用。迄今为止，公司在设备、相关内饰和细工家具上共投资了200万美元，未来5年还会有900万美元的投入。

新科宇航于2011年在美国得克萨斯州圣安东尼奥创办Aeria豪华内饰公司，开展VIP飞机完成和翻新业务。如今该公司将其品牌延伸到了新加坡。

对此，新科宇航执行副总裁Ang Chye Kiat表示，虽然新科宇航不是亚洲第一家开展翻新和整装业务的公司，例如香港飞机工程公司、厦门太古以及北京Ameco也开展有VIP内饰翻新业务，但新科宇航会努力成为最活跃的一家。该公司起初每年只承揽两三架飞机改装，在做内饰翻新业务的同时也开展维修业务，例如C检，起落架或辅助动力装置大修等。

虽然Aeria豪华内饰公司最近刚刚完成了首架BBJ“绿飞机”的整装工作，但是该完成中心目前不会再接收“绿飞机”了。

据悉，Aeria在美国和新加坡的业务部门在2016年共签订了5架飞机的维修和翻新大合同，包括3架BBJ，1架ACJ和1架波音757，它们将于今年前3个季度陆续交付整装中心。A319ACJ和737BBJ的翻新将在新加坡完成。

发展自身技能的同时，如果公司有更大的项目，新科宇航完全可以召集其他公司一起合作。Ang说：“飞机内饰翻新业务在新加坡有一条完整的产业链，彼此可以开展合作。同时，新科宇航将更加关注工程、设计、取证和工程管理等高价值的专业领域。”

新科宇航总裁Lim Serh Ghee表示，新加坡整装中心希望能从本地的大型喷气公务机运营商那里获得业务，这些运营商的飞机飞往欧洲或美国、航程往往超过16100km，在为他们设计内饰时，整装中心能够认识并理解他们的文化倾向以及客户之间微小的差异。

在2月11日新加坡航展的开幕式上，新加坡经济发展局的总经理助理Lim Kok Kiang说：“新科宇航的整装中心是新加坡本土企业如何通过经营多种高附加值的设计和管理服务从而向价值链上游延伸的一个范例。该公司提升了新加坡的城市魅力，而且可以为本区域客户提供优质的售后服务。”

这个中心接收的头两架飞机，一架BBJ和一架ACJ的整装工作已经结束，准备或已经交付客户。
Market is Healthy, For Big Jets at Least, Says Jason Liao

“Business is good, and we are up on last year’s figures,” says Beijing-based Jason Liao, the Co-Founder, Chairman & CEO of China Business Aviation Group (CBA).

The company offers an independent business aviation turnkey consultancy package for aircraft buyers, ranging from sourcing the best aircraft type, aircraft purchasing, managing the interior completion process to finding the best aircraft management and maintenance packages.

“We sign 10 to 12 aircraft deals a year and we’re seeing a year on year increase,” says Liao.

The aircraft involved are predominantly larger-sized long-range aircraft and include Airbus ACJ, Boeing BBJ, Gulfstream 650, G550, G450 and Bombardier Globals. In the Greater China area (Mainland China, Hong Kong, Macau and Taiwan) there are around 500 business aircraft, with around 20 to 30 of them for sale at any one time.

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Asked if the trend for Chinese buyers to downsize to smaller, more economically-suited aircraft continues, Liao says, “I don’t think this ever happened!

“More people are trading up, with seven to eight BBJs being added to the Greater China fleet over the last year. Aircraft sizes are definitely not coming down. Business aviation is a growing and healthy market in Greater China.”

Liao believes the Greater China fleet grew by 10% in 2015, and he is predicting similar growth this year barring any world catastrophe.

He says the Chinese economy is in far better shape than many analysts claim, and that growth of 6.5% to 7% is still very healthy by any country’s standards.

—Mike Vines

Another Chinese BBJ in Completion

中国公务航空集团(CBA)创始人、董事会主席兼首席执行官廖学锋表示：“中国公务机市场很健康，春节前我们提前完成了一个BBJ的内饰管理，预计明年上半年交付客户。”

CBA可为客户提供独立的公务机“交钥匙服务”，涉及从机型选择、飞机的购买到飞机内饰的完成，再到飞机资产管理及维修公司的推荐。

廖学锋说：“我们一年会经手10～12架公务机，而且这个数字还在逐年上升。所涉及的飞机包括大型和远程公务机，主要有空客的ACJ，波音的BBJ，湾流G650、G550、G450和庞巴迪的“环球”系列。目前大中华地区有500架公务机，其中有20～30架飞机在售。‘如今在大中华地区注册的飞机的再售变得很正常。据统计，一个正常的公务机市场，通常会有5%～6%左右的飞机在售。中国的二手公务机市场并没有明显不同。’

当被问及中国客户对机型的选择是否会倾向于小型且更经济实用的飞机时，廖学锋表示不会，“去年有7～8架BBJ交付给中国客户，人们对大型公务机的需求依然没有改变，大中华区公务航空是一个健康的且一直保持增长的市场。”

廖学锋表示，大中华区的公务机机队在2015年增长了10%，今年预计仍会有小幅增长。此外，他还表示中国的经济状况远比分析师们所表示的要好很多。

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Hongkong Jet Plans Overseas Bases
香港商务航空将扩展海外基地

Hongkong Jet experienced double-digit growth last year, but because of slot constraints at Hong Kong International Airport it plans to establish bases overseas.

HNA Group’s subsidiary Hongkong Jet now manages 25 aircraft, comprising 10 Gulfstreams, four Airbus ACJs, four Boeing Business Jets, four Bombardiers, two Dassault Falcon Jets and one Embraer, says Hongkong Jet CEO Denzil White.

It plans to double that fleet to 50 aircraft over the next five years but landing and parking congestion at Hong Kong International Airport means it must set up bases overseas to do so, White says. Hong Kong Jet has had to position aircraft in the Philippines, China, Taiwan and Vietnam due to a lack of space at Hong Kong airport.

“Any other city with a population of eight million would have more than one airport. Even if they build a third runway, we will still need access to another airport” to park aircraft, says White.

Nevertheless, Asia Pacific overall is still growing at a faster pace than Europe and North America. “Asia is still growing. We’re looking for opportunities in the region,” says White, adding that it is eyeing expanding into the Philippines, Malaysia and Indonesia.

Hongkong Jet Poised to Buy Asia Jet
香港商务航空确认收购亚翔

Hongkong Jet is acquiring rival Hong Kong-based business jet management Asia Jet and aims to conclude the deal in the coming weeks.

Hongkong Jet CEO Denzil White says the letter of intent has already been signed, due diligence has been completed and he anticipates the deal will be completed by the end of June.

There are great synergies between the two companies, says White, adding that the deal helps achieve greater economies of scale and increases HK Jet’s footprint outside of Hong Kong.

White says Asia Jet can use Hongkong Jet’s air operator certificate and maintenance personnel and maintenance facilities.

White also says Asia Jet was too small to offer the level of service that business jet owners demand.

Asia Jet CEO Mike Walsh says with the combined head count of Hongkong Jet, Asia Jet can provide a true 24/7 service. Walsh says Asia Jet was working around the clock, but adds that from 22:00-06:00hr, staff were often working from home remotely or on call, whereas now there will be staff in the office 24/7.

Walsh says Asia Jet has ten aircraft that it manages: two Gulfstream G650ERs, two Bombardier Global 6000s, one Global 5000, one Boeing Business Jet, three Gulfstream G200s and one Gulfstream GIV.

The Asia Jet brand, management and personnel will remain in place, but back-end functions such as finance are likely to be merged, says Walsh.

He says the Asia Jet brand will be used to help spearhead Hongkong Jet’s expansion outside Hong Kong.

Asia Jet already has a joint venture in Kuala Lumpur called Asia Jet Partners that manages a Bombardier Global 5000 and a Bombardier Challenger 300 based at Kuala Lumpur’s Subang Airport, says Walsh. The joint venture partner is Malaysia’s Berjaya Group, which already has a business jet charter operation called Berjaya Air.

Walsh says Asia Jet was able to partner with this company because Berjaya Group’s founder Vincent Tan knows Asia Jet well; he is a minority shareholder in Asia Jet.
This Year Could be Tough Says Asian Sky Group...

亚翔航空认为，今年的形势不容乐观

Greater China (the Mainland, Hong Kong, Macau and Taiwan) is the powerhouse of the Asia Pacific business aviation market, with its fleet of 466 aircraft accounting for 41% of the 1,134 business jets in the region at the end of 2015. But the sharp slowdown in the fleet’s growth rate over the last three years from almost 50% to just 6.6% in 2015 doesn’t bode well for this year, according to the 2015 Asia Pacific Region Business Jet Fleet Report released yesterday by Hong Kong-based consultants Asian Sky Group.

New Aircraft Deliveries

In 2015, Greater China added only 29 net aircraft: 39 new deliveries and 28 pre-owned deliveries, but 38 aircraft also left the region. The net total of 29 is down 50% from 2014. The pre-owned additions and deductions only marginally changed versus 2014 (up 8% and 9% respectively). So 2015’s poor performance was strictly due to a decline in new aircraft deliveries which were 28 fewer than 2014’s 67, a drop of 42%. This is therefore a worrying sign for 2016 and on, as it would seem to signify that the OEM sales funnel for Greater China has little backlog, says Asian Sky Group’s Managing Director Jeffery Lowe.

Fleet Growth

ASG sees no growth recovery in Greater China in the year ahead. The expectation is that business jet fleet growth will continue to decline but be moderated somewhat by continued positive activity levels in the pre-owned market. Thus ASG is forecasting a high of 5.2% growth for 2016 but this could go lower depending on China’s economic performance, says Lowe.

Overall, the Asia Pacific region added 140 aircraft last year – 66 new and 74 pre-owned – but also saw 74 aircraft leave.

The top three OEMs in the Asia Pacific region by market share are Bombardier, Gulfstream and Cessna, with 27%, 23% and 19% of the fleet, respectively.

Examining the growth in Greater China further, it was essentially Hong Kong & Taiwan propping up the numbers in 2015 with 14% and 16% growth respectively, says the report.

China’s fleet growth itself was a mere 3.8% in 2015, down from 26% in 2013, and Macau contracted by reducing its fleet by 1 aircraft.
...With Few Deliveries of New Aircraft to China...

Pre-Owned Market
The pre-owned market in Greater China is quite healthy, says Lowe. Steady sales of 42 aircraft out of the country in 2013, 35 in 2014 and 38 last year suggest there has been no sudden surge due to government policies but rather a more mature market turnover that has more to do with aircraft age and replacement.

Imports of pre-owned aircraft totaled 50, 26 and 28 in 2013, 2014 and last year respectively. The most popular types were the ACJ319 (+3 aircraft) and G450 (+6 aircraft) followed by the ACJ320 and ACJ330, BBJs by Boeing, plus three pre-owned ACJ319s, an ACJ320, and two BBJs for a total of 11 aircraft. Four aircraft left the region: an ACJ319, ACJ320 and ACJ330, and a BBJ, bringing the net fleet increase to seven.

Airliner-Sized Bizjets
Another surprise in 2015 was the number of Airbus ACJs and Boeing BBJs absorbed by the Greater China market: new deliveries of one ACJ318 and one ACJ319 by Airbus and three new BBJs by Boeing, plus three pre-owned ACJ319as, an ACJ320, and two BBJs for a total of 11 aircraft. Four aircraft left the region: an ACJ319, ACJ320 and ACJ330, and a BBJ, bringing the net fleet increase to seven.

Greater China in the past came from the ‘long range’ and ‘large’ size market segments, not the ‘corporate airliner.’ In particular, growth used to come from the G550s, G450s, Falcon 7Xs and Global 6000s being added to the fleet, not ACJs and BBJs. But in 2015, the markets for G550s and F7Xs were stagnant, the G450 added only 5 aircraft, and although the Global 6000 had 7 net additions, it alone could not make up for the ground lost in other markets.

Some Positive Signs
Early signs from 2016 indicate that while new aircraft deliveries are flat, the amount of flying is picking up, says the ASG report.

Among the indicators:
• ASG’s market survey for its 1st quarter 2016 “Quarterly” magazine, saw 33% of the respondents from Greater China report that their aircraft utilization had increased versus the last quarter of 2015. Also those reporting their aircraft utilization had decreased shrunk to 39% versus 49%.
• Business aviation activity levels at Shanghai’s two airports – Pudong and Hongqiao – are up over 30% versus a year ago. January and February 2016 were the strongest start to a year ever, with nearly 900 movements.

“Utilization is up and coming back,” says Lowe. “It won’t benefit new aircraft sales this year, but will more likely have an impact from 2017 onwards.

“Business aviation certainly isn’t forbidden in China. I just think it hasn’t found its place yet.”

—John Morris

Strength in Hong Kong
One surprise in 2015 was the strength of the market in Hong Kong, despite severe infrastructure and operational problems there that one would have expected to hamper growth. Among them: slot and parking restrictions, and lack of hangarage. “But they don’t seem to have had much of an impact,” says Lowe.

Hong Kong added more aircraft than Mainland China in 2015, with its fleet growing by a net 16 aircraft versus a net 11 for the mainland.

Lowe attributes this to the concentration and strength of the management companies there, including BAA (which added 9 aircraft for a total of 54 by the end of 2015), Jet Aviation (up 7 to 39), Sino Jet (up 8 to 18), and Hongkong Jet (up 7 to 19). Many of these were G550s and Global 6000s, with a few G650s that were presumably ordered when the aircraft was launched.

“There might also be some movement of aircraft out of Mainland China, but not as much as I thought it would be,” says Lowe.

Fleet Mix
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Lowe thinks last year’s demand is likely an aberration caused by availability of both green and newer pre-owned aircraft at a time when the stock market was booming and investors perhaps saw VIP jets as a way to convert cash into moveable assets. Now the stock market has retreated, no green airframes are available, and pre-owned VIP jets on the global market tend to be older and less desirable in the eyes of the Asian buyer.

Airbus had a fleet of 22 aircraft
...But Pre-Owned Market is a Healthy Spot
但二手公务机市场很健康

大中华区（中国大陆、香港、澳门和台湾）是亚太地区公务航空市场发展的重要引擎。截至2015年年底，大中华区公务机机队数量为466架，占亚太地区机队1,134架的41%。根据亚翔航空发布的《2015亚太地区公务机机队报告》中的数据显示，过去3年，大中华区机队的增长率从50%下降到了2015年的6.6%，预计今年的走势也不会太好。

新飞机交付
2015年，大中华区机队净增29架：新机交付39架，二手机交付28架。38架飞机转出该地区，与2014年相比，公务机的净增量降低了50%；二手公务机转出的飞机数量减少了1架。亚翔航空总经理罗世杰表示，这主要是因为新飞机的交付量为28架，与2014年的67架相比下降了42%。亚翔认为，未来几年，大中华区的增长速度不会恢复。亚翔航空预测公务机机队的增长还会下滑，但是下滑速度将减缓，因为二手机市场将会变好。罗世杰表示，亚翔航空预测2016年的增长率将达到5.2%，但是看中国现在的经济表现，这个数据可能还会更低。

机队增长
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香港发力
虽然香港存在严重的设施和运营问题，包括起降时刻和停机位的限制以及机库的不足，罗世杰说，“但是这些都没有对香港机队的增长产生太大的影响。”

2015年，香港飞机增量超过了大陆地区，其机队净增16架，而大陆地区只净增了11架。罗世杰表示，这主要是因为香港的空域和机场设施比大陆地区要好。

一些积极的信号
2015年的另一个惊喜是大中华区市场引入的空客ACJ和波音BBJ的数量：新飞机交付情况为1架ACJ318、1架ACJ319和3架BBJ；交付的二手机器包括3架ACJ319、1架ACJ320和2架BBJ，共计11架飞机。4架飞机转售其他地区，分别是1架ACJ319、1架ACJ320、1架ACJ330和1架BBJ，因此机队净增量为7架。2015年大中华区空客公务机机队数量为22架，波音机队为15架，共计37架。亚翔认为，2015年的市场需求是反常情况，去年股市的“一飞冲天”使得投资人将VIP公务机作为资金转化为流动资产的一种手段，而当时新飞机和较新的二手机又都能买到。现在，股市行情已经开始，新飞机也没有交付，全球市场上的二手VIP公务机又比较老旧，难入亚洲买家的“法眼”。
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