Consolidation? Get Used to It

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Whether you think it’s good – like Patrick Hansen of Luxaviation – or not so good – like Greg Thomas of PrivatAir – it’s inevitable, even inexorable. Advantages include branding, buying power for fuel and for training, and other economies of scale and (some say) better customer service. The many pitfalls include the legacies of country-by-country ownership requirements. See what the experts had to say here yesterday. —Page 6

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For unsurpassed situational awareness, we present FalconEye. Available for the 8X, this remarkable breakthrough provides an extremely high-precision guidance system that ensures greater flight safety and operational capabilities. For a hi-fidelity look at the outside world even in the worst weather conditions and in the dead of night, it’s FalconEye.
RUAG Is a Rolls-Royce Service Center

Signed with Rolls-Royce (Booth A073) at the show on Wednesday, an ASC/authorized service center agreement for the BR710A2-20 turbofan reconfirmed RUAG Aviation’s participation in the RR global network and gave the green light for the company to further expand the services offered for the Bombardier Global Express, XRS, 5000 and 6000 jets. “We now perform CorporateCare engine services on behalf of Rolls-Royce in addition to our extensive range of aircraft services, including base and line maintenance, aircraft painting, upgrades and maintenance, repair and overhaul – all from a single source,” said André Ebach, general manager, business jets at RUAG Aviation (Booth 1089). —Paul Jackson

Bombardier Rolls Its Own on Service

Bombardier Business Aircraft (Booth 2115) is planning five company-owned maintenance centers at strategic locations in Europe. The company is “investing in the European market, but not through third parties,” says Andy Nureddin, VP and general manager of customer services. —Paul Jackson

AFBAA: Different Priorities

FOUR YEARS AGO, the African Business Aviation Association (AFBAA) held its inaugural meeting at EBACE. Today, it is a thriving association plans its first annual meeting with conferences, the African Business Aviation Conference, in Cape Town on November 17-18. Interestingly, it will include a remotely piloted air systems (RPAS) forum, illustrating a speed of reaction to new technology. “It is exciting for us to develop this,” Fahmy declared, adding that three or four operators are already involved.

Examples were given of delivering polio vaccine by RPAS and prospecting for the natural resources that will help lift countries out of poverty. While a brother in aviation, AFBAA has a different set of priorities to address. —Paul Jackson

AFBAA CEO Rady Fahmy

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New Incentives for King Air Pro Line Fusion Upgrades

Rockwell Collins (Booth U073) has extended its warranty on the Pro Line Fusion avionics upgrade for Beechcraft King Air 350s equipped with Pro Line II to include flight management system navigation database updates, and coverage under its Corporate Aircraft Service Program (CASP), for three years, at no additional charge. The new bundled Pro Line Fusion upgrade is available now for a limited time through Rockwell Collins-authorized dealers. It also includes a three-year manufacturer’s warranty on new equipment.

The King Air 350 Pro Line Fusion upgrade for turboprops provides turnkey compliance with airspace modernization deadlines, with the largest widescreen primary flight displays available. It is designed to be easily updated with software upgrades, and is architected to accommodate future technology enhancements, including Rockwell Collins’ HGS3500 Head-up Guidance System, EVS3000 Enhanced Vision System and Airport Moving Map.

CASP is supported by a global dealer network of more than 250 facilities that service and repair Rockwell Collins avionics and cabin systems. It includes unlimited exchanges, rentals and repairs; parts shipment within 24 hr. after order; inclusion of labor and overnight shipping in the U.S.; and up to five “no fault found” failures.

“This extremely competitive Pro Line Fusion bundle for legacy King Air 350s provides owners more peace of mind with essentially zero annual cost for avionics,” said Craig Olson, VP and general manager, business and regional systems. “Plus, upgrading to Pro Line Fusion modernizes the cockpit to closely match what is being delivered from the factory, which will provide much higher aircraft value in the long run.”

Sky Valet Expands European and African Operations

**SKY VALET, WHICH** provides aviation ground-handling support services for business aviation, has acquired all the shares of Portugal-based FBO JetBase. Since 2008, JetBase has been providing handling services at Lisbon, Porto, Faro, Cascais and Beja on the Portuguese mainland; on the islands of Madeira, Azores and Cape Verde; and in Mozambique and Angola in central Africa.

Sky Valet’s international expansion strategy is to create a network of FBOs “in the most iconic areas.” It already provides ground-handling support services for VIP traffic at Madrid, Barcelona, Gerona, Valencia, La Coruña, Santiago de Compostela, Palma de Majorca, Ibiza and Málaga, and says that the Portuguese destinations complete its offerings for “prestigious and luxury tourism-focused airports across the entire Iberian Peninsula.”

Dominique Thillaud, chairman of the management board of Aéroports de la Côte d’Azur Group and Sky Valet, commented, “We are delighted with the addition of these 10 new destinations, which fully fulfill the needs of our customers and our target to develop a consistent Sky Valet network. This acquisition allows us to expand our expertise across a new attractive area of the Iberian Peninsula with a reach that even extends to Africa.”

Sky Valet EVP Michel Tohane added, “This new strategic operation forms an integral part of [our] strategy to establish a long-term and multi-site relation with our business aviation customers [and] strengthens and consolidates our response to their expectations.” Sky Valet is at Booth E035.

IBAC Selects Web Manuals for Digital Documents

**SWEDISH-BASED WEB** Manuals, which is here launching a basic version of its digital regulatory compliance application specifically designed for Part-NCC operators, celebrated another victory this week: It was selected by the International Business Aviation Council (IBAC) as the organization’s publishing tool for international standards.

“We are confident the Web Manuals application will streamline our work and therefore benefit industry safety,” said IBAC director general Kurt Edwards.

It’s been a busy show for Web Manuals: On Tuesday it signed a partnership with ATP (Aircraft Technical Publishers), sharing Booth S132, that will allow customers to use the same computer station to access updates and libraries of ATP’s digital technical and maintenance manuals and Web Manuals’ compliance manuals.
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Consolidation Is Inevitable, Say Experts

Mergers and acquisitions in the management, charter and FBO sector will continue, according to Mark Johnstone, managing director EMEA for BBA Signature Flight Support; attorney Laura Pierallini of Studio Pierallini; Patrick Hansen, CEO of Luxaviation group; and Joe McDermott, FBO consultant, all of whom participated in EBACE’s “Big Is Beautiful” consolidation forum on Wednesday, moderated by MachMedia’s Taunya Renson-Martin. Greg Thomas, president and executive chairman of PrivatAir, was the lone dissenter.

“It’s extremely difficult to survive with a small fleet. Acquisition provides a faster mode of growth than organic growth,” Hansen says. “There are many AOCs [air operator certificate holders] that are trying to sell themselves; there are many AOCs with bad balance sheets.”

Hansen and other panelists believe that consolidation in the sector will continue because of the advantages of branding, buying power, economies of scale and better customer service.

“It’s absolutely about the customer,” says Johnstone. He believes that large firms, such as BBA, can provide a uniformly high level of safety, security and value for the customer. Size matters when it comes to having the financial clout to improve facilities. Johnstone noted that BBA, now with 199 company-owned facilities, is investing £26 million (US$38 million) in its London Luton FBO, and it’s building a new FBO at the San Jose International Airport in Northern California.

Not so fast, cautions Thomas. “Sure, there are benefits to having a big fleet, such as lower insurance premiums, mass purchasing of fuel, training and FBO services.” Having a large fleet of aircraft under management that are available for charter also attracts new management clients who are lured by the prospects of defraying fixed costs by renting out their aircraft when not needed for their own use.

“It’s extremely difficult to survive with a small fleet. Acquisition provides a faster mode of growth than organic growth.”

—Luxaviation CEO Patrick Hansen

But aircraft owners can be very picky about an AOCs attending to their individual needs. One slip-up and they can move their aircraft to a competitive management and charter firm.

And even if an AOC can balance expansion while providing a high level of service, there are “massive amounts of protectionism” at the state level to impede mergers and consolidations, says Thomas. He pointed to TAG Aviation Holding SA and its U.S. business unit being fined US$10 million to settle allegations that they controlled charter aircraft for years in violation of U.S. bans on foreign ownership of such operations.

That led PrivatAir to pull out of the U.S. and pare down its fleet from 60 to 50 aircraft. Ultimately, says Thomas, its revenues actually increased, as the firm concentrated on activities with healthy margins.

“Independents [AOCs] are being forced out,” says McDermott, especially if there are four or five at the same airport. “It’s a race to the bottom” because of competition and cutthroat pricing. “It’s hard for a small firm with only a few locations to compete” against the big FBO chains.

But some small firms continue to thrive because of the quality of personal service that they provide to their clients, counters Thomas.

There are numerous legal issues associated with growth by acquisition says Pierallini. “Increased legal costs” during everyday operations “drive consolidations.” But being acquired, in whole or in part, has to be managed carefully to avoid running afoul of foreign ownership constraints. She says that AOCs not only have to meet 50.1% majority ownership requirements, but that they also have to demonstrate 50.1% management control.

All participants agree that business aviation is about personal relationships between employees, charter and management customers, and business associates.

“There are human issues. People don’t like change,” says Hansen. That’s especially true for customers, so he’s kept the Luxaviation brand separate from the ExecuJet brand, while it has acquired Fairjets GmbH, Abelag, Unijet and a majority interest in London Executive Aviation.

“Our industry is all about service.” The people side of the business is critical, says Johnstone. It’s essential to make people feel at home when they’re absorbed into the BBA Signature family.

Yet, there’s been plenty of buzz by business aircraft operators on social media about BBA Signature’s acquisition of smaller mom-and-pop FBOs crowding out competitors and driving up prices for fuel and services. Johnstone responds that many small family-owned FBOs don’t have a succession plan, so they want to sell out. He also says that small firms don’t have the financial resources to build new hangars, expand maintenance facilities and buy new equipment.

Thomas, though, says growing in size doesn’t equate to producing higher earnings. He says PrivatAir looked at acquiring TAG Aviation, ExecuJet and other firms but walked away because the potential growth in revenue didn’t justify their asking prices. Heavy maintenance and full-service FBOs with high transient traffic are strong revenue producers. He’ll leave it to other firms, such as BBA, to pursue large-scale acquisitions of smaller companies.

—Fred George
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Trusted to deliver excellence.
PW800 for Gulfstream G600 Progresses

Pratt & Whitney Canada (Booth N114) has shipped initial PW800 engines to Gulfstream for the G600, the second variant in the company’s new ultra-long-range business jet family now under final assembly in Savannah, Georgia.

The first new model, the G500, also powered by the PW800, is rapidly accumulating test hours with four aircraft in the certification program, and a fifth, P1, soon to join. The initial G500, dubbed T1, completed its 100th flight in March, less than a year after first flight, and has recently been targeted at stability testing and refinements of the flight control system software. The P1 airframe, currently at Gulfstream’s Completion Operations facility, will join the program later this summer to undertake a minimum of 200 flight hours dedicated to interior tests.

Having switched to Pratt & Whitney Canada to power its new family in place of Rolls-Royce, its traditional engine provider for more than 60 years, Gulfstream has also focused closely on the performance of the PW800. The engine, which shares a common core with Pratt & Whitney’s PW1500G geared turbofan for Bombardier’s C Series airliner, has currently amassed “more than 2,000 hr. of flight testing on the G500 and is doing everything we hoped it would,” says P&WC PW800 marketing and customer services director Scott McElvaine.

P&WC is developing two PW800 variants for Gulfstream: the 15,150-lb.-thrust-rated PW814GA for the G500 and the 15,680-lb.-thrust-rated PW815GA for the G600. The PW800 is the largest turbofan ever developed by P&WC and ran for the first time in April 2012. It made its debut on the company’s Boeing 747SP flying testbed a year later and, although the bulk of testing has now shifted to the Gulfstream fleet, some testing continues on the 747SP. “There is always a bit of an overlap as we tweak software, so we haven’t completely ceased testing on the flying testbed,” says McElvaine.

Tests are also evaluating the performance of the integrated propulsion system, which P&WC is providing in partnership with Oklahoma-based Nordam. The combined inlet, nacelle and thrust reverser system is the largest integrated powerplant system ever made by that company. Inlet compatibility testing was recently completed on G500 T2 at Eglin AFB, Florida, using a large blower array which generated cross- and tail-winds up to 45 mph. T2 has returned to conduct flight loads validation and systems testing, says Gulfstream.

In early May, Gulfstream also announced that wing-to-fuselage mating for the first G600 had been completed and that the aircraft would soon be transferred to the Flight Test Department for installation of test equipment. While the turbo-mechanical hardware for the G500 and 600 engines is the same, P&WC says, “we haven’t ruled out at this point some mechanical differences [in the installation]. There is a significant thrust difference between them and as you get into service there might be evolution. That will start as the G600 begins to fly,” says McElvaine, who explains that any minor differences will likely be restricted to the location of external tubes, wiring and brackets.” –Guy Norris

SR Technics Offers Summer Packages for VIP Aircraft

ZURICH AIRPORT-BASED MRO service provider SR Technics has introduced special summer packages for VIP aircraft, offering combined aircraft maintenance and cabin upgrades during the vacation season.

SR (Booth F029) provides tailor-made solutions to fit the individual needs of VIP aircraft owners and offers airframe maintenance on the Airbus A320 family, A330, A340 and Boeing 777; CFM and P&W engine maintenance and overhaul; component maintenance and overhaul; and cabin refurbishments and cabin management systems, in-flight entertainment, and communications upgrades.

“The summer season provides a good opportunity to get the work done while the aircraft owners enjoy their holidays,” says Michael Sattler, head of aircraft services. “The aircraft is in the hands of committed senior specialists who ensure the passengers will fly in style, safety and comfort. Working with SR Technics means that we take care of all individual aircraft needs from cabin upgrades to maintenance, keeping on schedule and budget, reliably returning the aircraft on time.” –Michael Sattler
WINGS TO WHEELS
DRIVEN TO SERVE
FROM RAMP TO ROAD

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Bombardier Globals Get Venue With Ka-Band Connectivity

Starting 3Q2016, Rockwell Collins’ latest-generation Venue CMS will be standard aboard the Bombardier Global 5000 and 6000. Designed to be paired with Bombardier’s WAVE (wireless access virtually everywhere) Ka-band satcom system, Venue will provide broadband Wi-Fi connectivity and video streaming, plus it links up with a large variety of peripherals, including Apple TV and other HDMI entertainment devices.

Venue now is installed in more than 850 aircraft, so there have been plenty of early adopters who have worked out the bugs. Reliability is a strong suit. Venue is twice as reliable as Rockwell Collins’ previous CMS packages. The system has a 67-Gbps fiber-optic ring network that connects all nodes to a central hub computer. iPhone, iPad, Android or other PDA or tablet devices host the Venue remote control app with an intuitive graphic user interface via which users can control cabin temperature, lights, entertainment or other passenger convenience and comfort functions. Display options include interactive moving maps, video entertainment and business conference visual presentations.

Of key importance, Bombardier (Booth 2115) has negotiated guaranteed minimum Ka-band connection speeds for operators with Satcom Direct, assuring operators that they’ll get their money’s worth out of connectivity subscription packages that will cost US$7,000 to US$40,000 per month depending upon choice of connection speed and maximum monthly download quantity.

A sample Satcom Direct package includes 95 GB of data per month; guaranteed 6-Mbps download speed, with up to 15-Mbps download speed; and guaranteed 1-Mbps upload speed, with up to 1.8 Mbps possible.

—Fred George

Daher Offers a Partnership of Equals

“YOU PAY YOUR money and you takes your choice.” If there isn’t a French version of that saying, then Daher needs to invent one rapidly to describe the present situation in which it is offering both the TBM 900 and TBM 930 in the marketplace. Previously, through 700, 850 and 900 versions, the eight-seat turboprop dropped the old model as the improved one became available - but not now. Since April, the more traditionally instrumented TBM 900 has been partnered by the Garmin G3000-equipped TBM 930, and there are no plans to deprive customers of the option, as evidenced by the company’s presence in the Static Display. As remarked in many another context, it’s a case of “whatever feels right for you.”

But it’s not just a question of new glass touchscreens, stressed Nicolas Chabbert, SVP Daher airplane business unit, introducing the new aircraft in Geneva. Customers for either version now get a new interior design with improved seats and an e-copilot, which includes a Safe Flight angle-of-attack indication on the PFD.

Via the AOA computer, both versions have under-speed protection (USP) and an electronic stabilization and protection system (ESP), together prompting the pilot to maintain stable flight and avoid the factors precipitating a stall.

Autopilot functions include automatic descent from 15,000 ft. if pressurization fails, although this can be overridden by a positive action by the pilot.

And it would be wrong to regard the TBM 900 as the junior partner of the relationship: It scores over the 930 because Garmin’s Flight Stream 210 has been added, allowing the older G1000 to stream information to the Garmin Pilot app on an iPad via Bluetooth.

—Paul Jackson
Fast, secure CPDLC datalink “text” messaging eliminates radio communications confusion and gets you to the front of the line. Equip for FANS 1/A+ and CPDLC with SBAS Flight Management Systems, UniLink® Communications Management Units and datalink-recording Cockpit Voice Recorders.

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Visit EBACE stand T036 or uasc.com/fans to learn more.

Say Goodbye to “Say Again”
Leonardo Helos for Turkey and the UK

Leonardo-Finmeccanica is offering more helicopter types in Turkey, adding the AW169 and AW189 to the family of new-generation aircraft to be distributed there through Kaan Air.

Already on the Turkish market are the AW119 single, the GrandNew light twin, and the AW139 intermediate twin. More than 30 commercial helicopters have been sold in Turkey for passenger transport, emergency medical service and aerial works, the manufacturer said here.

Leonardo (Booth Z045) is also spreading the word that it’s renewed its agreement with Britain’s Sloane Helicopters for the GrandNew light twin in the UK and Ireland, and has expanded the relationship to include the new-generation AW169. Just yesterday here, Sloane announced the sale of a corporate-configured AgustaWestland GrandNew to SaxonAir with delivery expected late this coming summer.

“More than 75 new light-single and light-twin aircraft from the AW119, AB206 and the AW109 series have been sold in this region to date,” the company says, reporting too that it enjoys a 50% market share in the global multiengine executive/private segment.

Jetex FBO Wins IS-BAH, Plans More Expansion

Luxury Global Aviation services company Jetex has been awarded the International Standard for Business Aircraft Handling (IS-BAH) certification for its FBO at Dubai’s Al Maktoum International VIP terminal. This is the first such certification for a Dubai-based FBO. IS-BAH is a set of global industry best practices for business aviation ground handlers.

“Implementing the IS-BAH voluntary standards through to registration shows an ongoing commitment by the Jetex FBO team to mitigate risks in its day-to-day operations and implement a positive safety culture, which is highly commended,” said Terry Yeomans, director of the IS-BAH program.

“This was a lot of work, with a lot of audits,” said Jetex CEO and president Adel Mardini. “It is good to achieve such high standards.” He plans to implement IS-BAH next at Jetex’s Paris FBO, and throughout its FBO chain that spans nine countries.

Dubai-based Jetex recently won a Moroccan National Airports Authority FBO tender, and will launch five facilities in Casablanca Mohammed V (CMN/GMMN), Marrakech Menara (RAK/GMMX), Rabat-Salé (RBA/GMMME), Agadir-Al Massira (AGA/GMAID) and Dakhla airports (VIL/GMMH). These will be the first FBO operations within the country (Swissport Executive Aviation was also awarded an FBO tender and will be the only other provider of FBO services in Morocco).

Here yesterday Jetex also announced a new FBO location in Marseille, France. This location offers VIP travelers easy access to the Provence-Alpes-Côte d’Azur region of France for the 2016 UEFA Europa League soccer games.

Next on Mardini’s list will be new FBOs in the UK and Germany. This expansion will be through acquisition, and hopefully completed this year, he told ShowNews. “We don’t want to be everywhere, but in the top 10 destinations where most of our clients fly.” Jetex services include worldwide FBOs, aircraft fueling, ground handling and international trip planning.

—John Morris
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Deer Jet to Operate VVIP 787 Dreamliner for China

Chinese business aviation company Deer Jet will operate the VVIP Boeing 787 Dreamliner on show here when it arrives in Hong Kong in July.

The aircraft will be the first VVIP 787 in the world available for charter. It will be managed by Hongkong Jet, and Deer Jet will help promote it and arrange flight crew and maintenance, says Deer Jet VP Frank Fang. Both companies are part of the HNA Group, which also includes Hainan Airlines and its fleet of Boeing 787 airliners.

The 40-passenger luxury airliner will be well-suited for high-end luxury for the wealthy, says Fang, and Deer Jet will help try to develop them with companies such as the China-based HNA-Caissa Touristic Group.

“I was onboard the aircraft here at EBACE on Monday, showing it off to clients from China,” Fang told ShowNews. “It was like a home!”

Deer Jet is here on the Boeing Business Jets exhibit, Booth M073.

—John Morris

Deer Jet Plans Further Growth

Look for news of expansion from Deer Jet as it adds aircraft to its fleet and FBOs to its chain of ground facilities in China.

The aircraft news, to include new aircraft, will be announced in June or July, or perhaps at NBAA, says Deer Jet VP Frank Fang. Deer Jet and sister company Hongkong Jet together operate a fleet of nearly 90 aircraft, of which about 60 are under management. “We have 70% of China’s charter market,” he says. Demand in China is recovering from the lows of the last two years, with more than half of Deer Jet’s charters being for international travel.

Meanwhile, Deer Jet is pressing ahead with developing its chain of FBOs. It currently operates eight in China, at Sanya, Shenzhen, Haikou, Changsha, Hangzhou, Xian, Nanning and Guilin, and is in the process of establishing another in Qingdao in the next few months.

Earlier this year Deer Jet’s ground handling and services company Honor Aviation signed an MoU with World Fuel Services (Booth Z029) to expand services at the Chinese FBOs.

The agreement covers three main areas: Award aviation charge card acceptance, trip support with contract fuel, and collaboration in the improvement and expansion of the Deer Jet FBO network. Deer Jet plans to triple its network to 24 FBOs in China over the next three years. It is trying to find ways to include Beijing and Shanghai, but those airports already have FBO service, says Fang.

He noted that business aviation movements last year at the four busiest airports in Greater China were: Hong Kong 20,000; Beijing 12,000; Shanghai 6,000; and Shenzhen 4,000.

—JM

Shanghai Hawker Pacific Business Booming

Following its busiest year to date in 2015, Shanghai Hawker Pacific Business Aviation Service Centre (SHPBAC) reports that the first four months of 2016 have been its busiest-ever start to a year. By the end of April the company’s FBO at its main base at Hongqiao International Airport and at Pudong had jointly handled nearly 2,000 movements – an increase of 14.6% over the same period last year. These totals were achieved despite the facility hosting its fifth annual ABACE show, which restricted parking availability at both airports.

The company enjoyed sustained growth every year since opening in 2010, reports general manager Carey Matthews. “The continued and steady growth for the company is good news for everyone that has invested time and energy to bring business aviation to Asia,” he says. Shanghai continues to attract customers from around the world. With Disneyland set to open next month in Shanghai, we think that this trend will continue.”

SHPBAC is a joint venture between the Shanghai Airport Authority and Hawker Pacific. It comprises one FBO and one MRO, the latter occupying a 13,000-sq.-ft facility that was established in 2011 and was the first dedicated to business aviation in China. Over the past five years it has continually expanded its capabilities. It holds Civil Aviation Administration of China (CAAC) approval for Part 145 maintenance work and is approved by the FAA as a foreign repair station. It also has approvals from the Isle of Man, Cayman Islands, Bermuda, Hong Kong and Macau.

NBAE Lauds Shanghai Chief

Shanghai Airport Authority president Jing Yi Ming was presented with an NBAA Innovation Award here honoring his organization’s leadership and commitment in co-hosting ABACE, the annual Asian Business Aviation Conference & Exhibition, which was held last month.

“Mr. Jing is a champion for ABACE, and a tireless advocate for the industry in China and across Asia,” said NBAE president and CEO Ed Bolen. “The success and significance of ABACE simply would not have been possible without strong support from Mr. Jing and the SAA.”

ABACE has taken place annually in Shanghai since 2012. The next edition is slated for April 11-13, 2017. Booth A041.
Know the Value

The Aircraft Bluebook has been the industry choice for complete and reliable aircraft valuation data for more than 60 years. Online and in print we provide in-depth information unmatched by any other valuation guide.

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Chinese Bizav: Inscrutable No More

To boldly go – discovering strange new worlds; no problem. To China in a business aircraft; well...that’s a riskier matter.

It was to smooth the path for hesitant bizav travelers that leading Chinese business aircraft operator Deer Jet established Honor Aviation Support (HAS) two years ago. Deer Jet VP Frank Fang is in Geneva this week, accompanied by two Honor executives, to explain how the company provides world-class service to business travelers.

HAS is headquartered in Beijing, with a branch office in Shanghai, says business manager Louis Zhang. However, not only does it provide its services out of the eight Deer Jet regional FBOs, it can also dispatch staff to any one of 200 Chinese airports – including certain military installations – to manage arrivals from anywhere in the world.

Customer care begins with meet-and-greet ramp access for HAS staff, and continues through on-site supervision, refueling, crew shuttle, accommodation, catering (including a uniformed butler in attendance), cabin servicing and visas, to incidentals, such as a thorough cleaning of the airplane, inside and out.

Uniquely, on-site presence by a customer-dedicated HAS staff member is guaranteed at least 24 hr. before the business flight lands, in order to ensure the ground-handling service is in accordance with the customer’s specific requirements. HAS undertakes to have a complete bill for services compiled within 24 hr. of the aircraft’s departure and to email it to the customer within 48 hr.

A recent agreement between HAS and World Fuel Services (Booth 2029) means the Avcard aviation charge card can be used in payment for refueling.

On the vexed question of air traffic clearance in China, HAS can guarantee nothing, cautions Fang, but will work within the system to minimize delays.

Initial contact can be made by email (focc@honoraviation.com) or telephone, where English, French, Japanese and Russian are spoken.

China gave up building isolating walls centuries ago: HAS is its modern, welcoming air bridge. —Paul Jackson

Embraer Introduces Upper Tech Panel

Embraer Executive Jets (Booth 2073) has announced an “upper tech panel” for its Legacy 450 and Legacy 500 aircraft. The panel features a backlit, touchscreen valance that provides pertinent flight status information, ambient lighting and access to cabin controls. It depicts, at a glance, how far the aircraft is on its present journey, so passengers don’t have to interrupt their activities to access the moving map. The screen also provides time to arrival, current local times at the departure and destination points and present altitude, as well as additional LED halo mood lights and overhead touchscreen access to lighting controls.

Swissport Wins License for FBOs in Morocco

Swissport Executive Aviation (Booth D023), a business line of Swisport International Ltd., is the winner of one of two ONDA (Morocco National Airport Authority) FBO tenders and will launch the first FBO product at Moroccan airports. Swissport Executive Aviation will operate facilities in Casablanca, Marrakech, Rabat and Tangier. Jetex was also awarded an FBO tender by ONDA and will be the only other provider of FBO services in Morocco. With more than 80 bases and FBOs globally, Swissport Executive Aviation has become a significant player in the industry.

Harrods Aviation Meets IS-BAH Requirements

Harrods Aviation (Booth T105), the Air Elite Network FBO with locations at London’s Luton and Stansted airports, has officially become the first Air Elite FBO to achieve the requirements for Stage 1 IS-BAH (International Standard for Business Aircraft Handling) registration. In early 2016, Air Elite announced its commitment to having established member locations comply with IS-BAH safety standards. The IS-BAH is designed to promote use of industry best practices blended through a progressive safety management system (SMS) for FBOs and business aircraft handling agencies. Both Harrods Aviation FBO locations successfully completed their IS-BAH audits in late April.

Bombardier Is IBAC’s First Partner Member

The International Business Aviation Council (IBAC) has announced that Bombardier Business Aircraft is its first Partner Member, as it rolls out two new membership categories. Partner Members are business aviation manufacturers and service providers that will comprise the IBAC Industry Advisory Group (IAG), have a voice on the IBAC Governing Board through the IAG, participate in IBAC-related events, and be linked to IS-BAO and IS-BAH. Operator Affiliates will receive timely updates on developments affecting business aviation around the world and be recognized publicly for supporting IBAC (Booth BG31), working on behalf of the industry.

Jet Aviation Teams With Kurz Aviation

Jet Aviation (Booth A050) and Kurz Aviation Service are cooperating to provide a total network solution within Germany. Jet Aviation and Kurz will now offer a seamless experience for their customers in Germany by offering access to their combined seven facilities, and the companies will exchange nationwide operational and service-relevant flight data. The seven FBOs include Berlin Tegel and Schönefeld, Dusseldorf and Munich (Jet Aviation) and Cologne, Egelsbach, Frankfurt and Stuttgart (Kurz Aviation Service).
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Even in a Tough Market, Comlux Adds Business

It’s been a busy few weeks at Comlux The Aviation Group, the diversified charter, management, sales, completions and maintenance company. Comlux has:

- Completed the expansion of its VIP completions hangar at Indianapolis from 128,000 to 157,000 sq. ft., which can now house one widebody and up to four narrowbody aircraft simultaneously. Comlux America’s first widebody completion, an ACJ330, is underway.
- Signed an aircraft management contract with Crystal AirCruises to operate its future Boeing 777-200LR VIP from next year. The VIP 777 will fly cruise customers on high-end exclusive luxury tours around the world.
- Signed its 12th VIP interior completion, for a BBJ 737-700IGW aircraft, for a customer in the Far East. It will arrive in Indianapolis in January and will take approximately 14 months to complete including exterior paint.
- Bought a fourth Global 6000 for its VIP charter fleet.
- Sold the Slovakian government a pre-owned Airbus ACJ319 including a total support package, aircraft maintenance, cabin upgrade, installation of security systems onboard and entry into service support. This is its fourth government aircraft, after Jordan, Kazakhstan and Malaysia. —John Morris

Airbus Exec Joins Comlux

Former Airbus Military CEO Domingo Ureña Raso has joined the board of Comlux The Aviation Group, where he will help the completions and MRO company expand into military special missions aircraft and cabin completions of dual-use VIP tankers.

Raso worked more than 30 years with the Airbus Group, and participated in strategic decisions at the highest level of management of the company.

“His deep knowledge of the military aviation world is very valuable to the development of Comlux in several aviation applications combining both military and VIP transport,” said Richard Gaona, chairman and CEO of Comlux. —JM

JSSI Enrolls Bell 407 for Turkish Operator

Jet Support Services Inc. (JSSI, Booth G051) has announced that Turkish operator Genel Havacilik A.S. has enrolled its Bell 407 helicopter into the JSSI Premium Engine Program. The JSSI Premium Program for the Rolls-Royce 250-C47B engines is a comprehensive hourly cost maintenance program, covering scheduled and unscheduled events, as well as life-limited components and more. Bell 407 operators also have the option of enrolling in the JSSI Unscheduled Engine Program that provides 100% coverage for unscheduled maintenance, by making one payment each year, based on annual utilization.

Air Hamburg Adds to Legacy Fleet

Air Hamburg (Booth H074) has signed a purchase agreement for an Embraer Legacy 650. Scheduled for delivery in 3Q2016, it will join the German charter operator’s current fleet of seven Legacy 600s/650s and a Phenom 300, flying to destinations in Europe, Russia and the Middle East. “Our customers have been consistently pleased with the superior and unparalleled Legacy 600/650 flight experience,” said Air Hamburg CEO Floris Helmers. “By offering three distinct cabin zones, with the largest cabin and baggage compartment in their classes, they combine everything we need...to offer best-in-class services.”

AirDB for Airfield Awareness

Austria-based AirDB is developing an application for mobile devices that promises to deliver real-time whereabouts information for aircraft at a given airport. To demonstrate it, AirDB’s Slobbledan Vuckovic is making the rounds at the show with a version showing the location of all the aircraft on the EBACE 2016 static line. The EBACE Map app is available online via www.airdb.co.

SEA Prime and Gate Gourmet Cater for Milan

SEA Prime SpA has signed an agreement with in-flight catering and food services provider Gate Gourmet Italia that will add to the services it offers at Milano Linate Prime Airport (Booth H059). “From next month, all passengers, crews and guests who transit through the FBO at Milano Linate, or who use its BMW Business Center, will taste the gastronomic excellence and best products of the Italian tradition at the new restaurant and bar Prime Gusto, situated on the ground floor of the General Aviation Terminal,” the company says. Dishes from Gate Gourmet Italia’s menu will also be available in-flight thanks to a new onboard catering service. SEA Prime was founded in 2015, and rebranded and restyled as Milano Linate Prime business aviation airport, which has nine hangars, as well as passenger and crew lounges, and handles 22,600 movements per year.

Avinco Launches U.S. Subsidiary in New York

Monaco-based Avinco has launched a U.S. subsidiary, Avinco Americas Corp. (AAC), to support the expansion of its helicopter and commercial aircraft activities in North America. Avinco commercial director Aurelie Millet will be moving to the U.S. to develop the helicopter commercial activity alongside Kris DeSoto, who joined AAC this month as commercial director, North America. Avinco is currently setting up the commercial aircraft team to develop its remarketing, finance structuring, leasing and asset management activity. The company aims to develop closer relationships with U.S. and Canadian investors and airlines. AAC’s offices will be located in New York City. Avinco is at the Static Display with an EC145 VIP Mercedes Benz-Style helicopter.
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Stop by Booth X106 to take advantage of EBACE pricing!
NetJets Teams Up With London Heliport

NetJets has joined forces with the London Heliport at Battersea – the UK capital’s only commercially licensed heliport. The partnership will be known as NetJets London Heliport and will feature extensive branding for both NetJets and its sister company, Executive Jet Management Europe (EJME).

The Heliport is a key piece of infrastructure for those flying privately in the UK and is a prime link between the city and surrounding airports that NetJets Europe serves. The number of interlining flights from the Heliport with onward private jet flights increased up to 20% last year. Top interlining airports were London Stansted, Biggin Hill, Farnborough, London Luton and London Oxford.

The Heliport recently celebrated its 500,000th movement over the course of its 59-year history, and achieved its best year for activity since 2008, with over 10,500 movements recorded to March 31, 2016. Its movement cap is set at 12,000 per year.

As the Heliport has the same owners as London Oxford Airport (the Reuben Brothers, who topped the recent Sunday Times newspaper’s UK Rich List at GBP13.1 billion), clients benefit from notable incentives that include a 50% discount on landing fees if both airports are used.

More than one-third of NetJets’ European customers are based in London. “To cement our presence in the city with this partnership allows us to educate new audiences on the benefits of fractional jet ownership,” said Mark Wilson, president of NetJets Europe. “We have seen a link between those using helicopters and private jets for some time and are pleased we can now partner with an establishment that shares our vision for customer service and attention to detail.”

NetJets Europe is growing. Flights during the first quarter of 2016 grew 4.9%, while passengers flown during the period grew 8.2% compared to the same time a year ago. Flight traffic departing from the London area grew 5.9%, and arrivals during the period rose 6.5%.

“We’ve admired the NetJets brand for some time and the natural synergy between helicopters and private jets means we can combine our strengths and benefit those choosing to fly privately for work or leisure,” said Simon Hutchins, London Heliport’s general manager. “Our traffic numbers continue to increase, showing the relevance of what we can offer to the city of London – we look forward to that continuing now alongside NetJets.

NetJets is at Booth N098 and London Oxford is at S131.

—Mike Vines and Molly McMillin

Honeywell, Empire Aviation Group Sign Connectivity Deal

Honeywell has signed an agreement with Dubai-based Empire Aviation Group to provide its full suite of GoDirect connectivity services for cabin and cockpit. The technologies, developed by Honeywell’s recent acquisition, Satcom1, will be installed on Empire’s entire fleet of managed aircraft.

GoDirect includes the AvioIP cabin router, which provides more reliable in-flight connectivity for passengers by giving them an “office in the sky” with enhanced Internet access, email, video conferencing and smartphone usage. Pilots will also have access to Honeywell’s Global Data Center, which provides real-time flight support and weather information.

“Uniting Honeywell’s software and hardware capabilities gives operators a one-stop-shop connectivity platform spanning routing software, airtime, hardware equipment, electronics and flight support services,” said Michael Edmonds, VP, Honeywell Aerospace Services and Connectivity. “Customers have access to integrated and custom solutions to meet their connectivity needs, with a much greater global reach. Our all-in-one GoDirect approach to connectivity helps aviation management companies like Empire Aviation Group add value in a market that relies heavily upon technology for the best possible flying experience. Honeywell is on the cutting edge of quickly evolving airplane communication technology. This agreement demonstrates the breadth of products and services, as well as our ability to deliver on the potential for vastly improved aerospace connectivity.” Honeywell is at Booth U123.

Honeywell and Empire Aviation executives at Booth U123 at EBACE 2016.

With more than a third of NetJets’ European customers based in the UK capital, the new NetJets London Heliport is seen as a key link to the many airports NetJets serves.

To cement our presence in the city with this partnership allows us to educate new audiences on the benefits of fractional jet ownership.”

—Mark Wilson, president of NetJets Europe
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* as of May 4

Look for the Preliminary Agenda on www.SpeedNews.com on June 21

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For more information on this and other SpeedNews Aviation Industry Suppliers Conferences, please visit www.speednews.com
Ten years ago, Embraer Executive Jets invited *ShowNews* to fly its regional jetliner-spec Embraer ERJ190, masquerading as the Lineage 1000, when it made its debut at EBACE. And to commemorate the occasion and to experience the improvements in the new US$53 million second-generation Lineage 1000E, Embraer invited us to fly and then later ride aboard the aircraft as it soared across the North Atlantic from the U.S. en route to Europe.

The Lineage 1000 was launched 10 years ago at EBACE and our market research suggested it was more of a Middle Eastern product,” says Ricardo Carvalhal, manager, sales engineering, Embraer Executive Jets. “As time went by, we made more than 1,000 improvements to create the 1000E to broaden its appeal. It worked. After reaching important market recognition in China, where six units are based, last year was our best ever with the aircraft. We sold five in the U.S. alone.”

Dozens of weight-savings changes reduce empty weight by 300 to 400 lb. These include the removal of cabin windows that are blocked by interior monuments, the elimination of the right front service door and the rerouting of many electrical, flight control and plumbing lines. Plus, Embraer partnered with F. List GmbH to put the cabinetry on the Atkins diet. The green aircraft changes also made room for deeper galley cabinets that have considerably more storage volume. Embraer, though, used up part of the weight savings with 176 lb. more acoustical insulation that hushes noise-emitting hot spots, resulting in up to 3 dBA reduction of sound in the cabin. Weight savings, in combination with new streamlined hubcaps for the outer main landing gear wheels and aero improvements in the tailcone adapted from the ERJ175, boost range from 4,400 nm in the original L1000 to 4,600 nm in the L1000E.

This Lineage 1000E, the 24th production unit, is plushed out with 293 lb. of options, including granite-veneer galley and lavatory floors, a third mid-cabin lavatory, a 42-in. entertainment center video monitor, dual-channel SwiftBroadband satcom, electrically operated pocket doors and a fully stocked wine cellar, among other luxury items. It does not have the optional US$1.3 million, 650-lb. shower in the aft lav or the US$1.5 million, 110-lb. E2VS HUD/EVS system. The resulting 70,841-lb. BOW gives it 1,535-lb. tanks full payload and 4,600-nm max NBAA range at Mach 0.78. But if you want to fill 19 seats, you can still fly 4,360 nm.

For our local Detroit-area demo flight, we belted into the left seat, accompanied by Capt. Edson Bacci, Lineage 1000 standards pilot, as instructor pilot in the right seat and Capt. Pierce Brooks as safety pilot on the jump seat. Our first impression was the same as a decade ago. The cockpit is a model of ergonomic efficiency, with excellent outward visibility, instantly interpreted EFIS color conventions, well-automated and integrated systems, super short checklists and intuitive controls. But we’d surely like to see a full-screen PFD attitude indicator with synthetic vision. And E2VS would be a worthwhile upgrade, in our opinion. The companion standalone EFBs are a must, as they provide electronic charts, all required publications, runway performance computer and other reference documents.

Engine start is a snap. Beacon light on, hydraulic system 3A pump on and engine switch...
pushed and twisted to the 1:30 start position. All systems automatically are reconfigured for the start sequence. The engine switch snaps back to the 12:00 position after start. Once the engines are running, virtually all you have to do is check all warning lights out, EICAS messages clear and overhead knobs to 12:00.

We rolled out of Signature’s ramp at Detroit Metropolitan Wayne County Airport with 12,000 lb. of fuel aboard, putting our ramp weight at 82,841 lb. We dialed back the engines to Takeoff 2 (17,100 lb. thrust) for takeoff in order to save wear on the pricey pieces and set Flaps 2 (slats 15 deg./flaps 10 deg.) for the 18C OAT. Takeoff speeds were 122 KTAS for V1 decision speed, 125 KTAS for rotation, 130 KTAS for the V2 one-engine inoperative takeoff safety speed and 181 KTAS for clean wing speed. Takeoff field length was 4,416 ft. A press of the takeoff configuration test button checked slats, flaps, trim and spoilers. We were ready to take the runway.

Cleared for takeoff on Runway 21R, we advanced the power levers until the autothrottles engaged. Acceleration was quite brisk, considering our thrust-to-weight ratio approached that of a purpose-built large-cabin business jet.

Rotation force was moderate and pitch response was crisp, yet control feel was quite natural – all testaments to Embraer’s digital fly-by-wire control engineering expertise. We climbed up to FL 200 and flew a couple of 45-deg. bank turns to get the feel for the aircraft again. The flight-path vector on the PFD made it easy to hold altitude and to make precise pitch corrections. Engine thrust response to throttle movement is linear and easy to modulate.

We then ducked into Pontiac for an LNAV/VNAV approach to Runway 27. The Lineage 1000E isn’t slated for an LPV upgrade. It was easy to follow the flight director and hand-fly the aircraft with hand-controlled throttles. The aircraft at 81,000 lb. was quite stable on approach at flaps 5 (slats 25 deg./flaps 20 deg.) at 5 kt. over the 121 KTAS Vref speed.

Hmm, make a note. You need to start to flare at 30 ft., instead of below 20 ft., to avoid an embarrassing kerplunk on the pavement. But the mains smacked right down on the touchdown strips, so we didn’t waste pavement remaining. We slowed to taxi speed and returned for takeoff to stay in the VFR pattern.

Capt. Bacci suggested using Embraer’s Rio De Janeiro Santos Dumont Airport departure procedure, so we dialed takeoff 2 for engine thrust and set flaps 4 (also slats 25 deg./flaps 20 deg.). At 81,000 lb., V1 was 105, rotate was 108, V2 was 110 and flap-retract speed was 179. The aircraft was airborne in about 3,500 ft. As we swung downwind, we elected to keep flaps 1 (slats 15 deg./flaps 7 deg.) and fly at 180 KTAS. We lowered the landing gear abeam the threshold and progressively extended the leading and trailing edge devices to flaps 5 for landing as we rolled out on a 1-mi. final.

Everything was looking well controlled until I flared late at 15 ft. – resulting in a second kerplunk. But at least it was on the big stripes. Perhaps most embarrassing to me was the ILS 22L autopilot/autothrottle/auto-land/auto-brake back at Detroit. The computer flew the approach super smoothly and flared at just the precise point for a smooth touchdown. Ouch. Hal 1, Fred 0.

Back at Signature, Capt. Bacci and Brooks loaded the aircraft with 39,000 lb. of fuel for the voyage to England. Takeoff weight was 110,917 lb., speeds were 149 for V1, 151 for Vr, 154 for V2 and 208 for flap retraction. Using Takeoff 2 derated thrust, takeoff field length was 7,811 ft. on the 18C day.

With Embraer’s professionals up front, we had time to explore the cabin for the next 7 hr., 30 min. to London Stansted Airport. We climbed almost directly to FL 350, our initial cruise altitude, where we cruised at 450+ KTAS. South of Greenland, we climbed to FL 370. And finally, just before approaching Great Britain, we climbed to FL 390. We noted that the crew had to make position reports in oceanic airspace using an old-fashioned HF transceiver. The Lineage 1000E won’t get a full FANS-1/A capability with satcom ADS-A/C and CPDLC until later this year.

Conclusions? The Lineage 1000E is the smallest, lightest weight and easiest to fly of all commercial jetliner-derived business aircraft. Its jetliner roots make it easy to maintain, with 12-, 48- and 96-month inspection intervals. It’s designed for a 20,000-cycle/76,000-hr. economic life. It’s the only one that can operate out of Aspen, Colorado, and Teterboro, New Jersey. Along with the Airbus A318ACJ, it’s the only jetliner derivative approved for London City Airport operations. But it still offers virtually the same floor area as your top-floor town house in New York, London or Paris. And the constantly changing view from 3,500 stories high in the sky is unbeatable.

—Fred George
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In December 2015, the HondaJet received Federal Aviation Administration (FAA) type certification, and Honda Aircraft Company began deliveries. Join the celebration and learn more at EBACE 2016, Booth N072 or hondajet.com.