Vive La France, Says Jetex

Jetex and French airport developer Edeis announced a co-branding agreement to provide FBO services and ground-handling support at 15 locations in France from June 1. — DETAILS ON PAGE 12

Supersonic Aerion Selects GE Engine

Aerion has selected GE Aviation to study engine development for its supersonic business jet. Brad Mottier, VP of GE’s business and general aviation, and integrated systems business enterprise units, said here Sunday that GE has signed a “definitive agreement” with Aerion for a joint study to define requirements for the three turbofan engines that will power the Mach 1.5 AS2 business jet. The agreement culminates two years of discussions.

“These guys are visionaries,” Mottier said, adding that he’s excited to be with them on the program. “The world needs a supersonic business jet,” he said. But he said too that considerable work lies ahead. It’s safe to say the engines will use or adapt many parts and technologies from existing GE commercial and military products. Thrust requirements, noise limitations, specific fuel consumption, maintenance, technical support and cost are among the issues.

“We can do this. We have a big toolbox. We’ve been building engines for supersonic aircraft for decades,” he said. Expect further details at NBAA.—Fred George
In nature, the falcon is a fierce fighter. In business, the Falcon 8X is just as powerful and agile. Every inch reflects its military DNA, with lean and mean aerodynamics and advanced Digital Flight Controls to get you to places others can’t. Nothing flies like a Falcon because no other jet is built like one. Fierce. Fast. Agile. Falcon 8X.
Airbus Corporate Jets launches ACJ330neo

Airbus Corporate Jets yesterday launched a private jet version of its new A330neo, which features new-generation engines and aerodynamic and other improvements.

Called the ACJ330neo, it will fly 25 passengers 9,400 nm/17,400 km or 20 hr., enough to fly nonstop from Europe to Australia.

Featuring a very spacious cabin, the ACJ330neo readily accommodates conference/dining areas, a private office, bedroom, bathroom and guest seating, and can be fully customized to suit customer needs.

Recent A330 advances include new-generation Rolls-Royce Trent 7000 engines, Sharklet wingtips and improved maximum takeoff weights.

The Top 10 Leaders for EBACE 2017

TODAY’S ISSUE OF ShowNews feature our 15th annual listing of the Top 10 Leaders of European Business Aviation. We pick (but don’t rank) the movers and shakers, those who are helping create demand for business aviation through clever marketing and technical innovation, or who are influential in polishing business aviation’s image with the public and politicians alike.

This year’s winners:

• **Air Partner**: Leading aviation charter broker Air Partner began a transformation in 2014 that places the customer first. The move has reshaped its Private Jets business, and has also led it into aviation safety, says CEO Mark Briffa. —Page 24

• **Argos VIP Private Handling** already has the largest FBO chain in Italy with nine locations and another in Switzerland. CEO Loris Di Filippo has major ambitions to expand into other countries to offer a true European network. —Page 40

• **BACA**: Richard Mumford, chairman of BACA – the Air Charter Association, is driving to establish worldwide professional standards for the charter brokerage industry, reaching out to online booking services as well. —Page 42

• **British Business & General Aviation Association (BBGA)** punches above its weight in the industry and has boosted membership by offering dual representation with EBAA, the European Business Aviation Association. —Page 18

• **Gama Aviation’s** Marwan Khalek has done some pretty transformational deals over the past couple of years, but his firm’s January deal with BBA Group has made the firm a truly global business aircraft management company. —Page 34

• **Hahn Air**: The leader in ticketing and distribution services for airlines and travel agents maintains its full IATA membership by flying scheduled services with three Cessna Citations, explains GM and CEO Daniel Rudas. —Page 26

• **Hendell Aviation** founder and chairman Matti Auterlinen played a key role in convincing EASA of the safety of commercial single-engine turboprop operations (SET OPS) in Europe. The Finnair captain operates three Pilatus PC-12s. —Page 44

• **JetEight** is an all-new European scheduled business aircraft start-up, the brainchild of two 24-year-olds just finishing their master’s in management course at Berlin’s prestigious ESMT international business school. —Page 36

• **PayNode** (Avinode) is disrupting the multi-billion-dollar business aviation payments market with secure digital payments instead of paper transactions. “Can you imagine eBay without PayPal?” asks its head, Magnus Henriksson. —Page 32

• **NetJets Europe** led a consortium of 16 entities under the EU’s SESAR-funded Augmented Approaches to Land program, which ended in March when a NetJets Phenom 300 landed at Bremen using a satellite-based augmented system. —Page 52
A First for Bizav: EBACE 2017 Novelty Includes a Movable Static

Static can give you a shock – especially when it’s not where you thought it would be. Walk the full length of the empty Hall 7, then turn right and over the bridge for the static display, like you always did? Move along now, folks; there’s nothing to see here.

Expansion of airport facilities at Geneva means that EBACE can no longer borrow its normal, fenced-off corner of the airliner parking ramp for the full-size hardware. The new location is where the freight aircraft usually park.

Perversely, while actually being nearer to the indoor exhibition in Hall 6, the new static park is now a bus ride away, as security considerations preclude showgoers making their own tracks to and fro. The journey’s free, though – so there’s no conductor for the static.

Otherwise, the routine is much as before, with the bus terminus located down the same staircase in the corner of Hall 6 that used to lead to the outside exhibits.

Static display director Joe Hart promises the experience “will be even more impressive than in previous years.” Signage will guide attendees to the new shuttle bus stop; buses will run continuously from 0700 to 1900 each day. All are handicap-accessible.

It is only a 2-min. ride away, meaning you haven’t an excuse for static-related inertia. Just follow the instructions on the printed “stationary.”

“This year’s static display will feature nearly 60 aircraft, including new and pre-owned aircraft,” says Hart. “Each year, EBACE brings unexpected announcements of new aircraft types, design methods or avionics. 2017 will be no different. It’s the ‘can’t-miss event.’”

“Or, you might say, ‘a moving experience.’”

— Paul Jackson

Cessna Citation Longitude

Europe gets its first sight of the Longitude when it takes pride of place in the Textron Aviation static display (SD14) this week. Flown on Oct. 8 last year, the aircraft made its public debut at the NBAA Convention in November 2016. Now, four development machines are flying their way to FAA certification, which is expected later this year. Designed for maximum comfort of its 12 passengers, the 6,482-km range super-midsize Longitude boasts the lowest cabin altitude in its class, at 1,815 meters (5,950 ft.). Its stand-up, flat-floor cabin has a double-club configuration as standard and a walk-in baggage compartment, which is fully accessible in flight.

Cirrus Vision SF50

The V-tailed Vision personal jet emerged from its long gestation the week before Christmas, when the first was delivered to a customer in the U.S. A spine-mounted, 1,900-lb.-thrust Williams FJ33-4A-19 turbop is a prominent feature of this five-plus-two-seat design, now actively seeking European customers to add to the 600 currently awaiting their turn to take delivery – including some seeking to upgrade from the manufacturer’s SR20 and SR22 props. Other features include a ballistic recovery parachute and Garmin Cirrus Perspective avionics. EASA certification is imminent. Static SD03.

Daher TBM910

A year after showing its TBM930, Daher (Booth U118 and Static SD04) returns with the Model 910, successor to the 900. Announced as recently as April 4, but already certified, it substitutes a Garmin G1000 NXi flight deck for its predecessor’s G1000, providing a modernized, high-resolution design with significant performance enhancements. There’s faster system boot-up and software loading, provision for more aviation data and maps, and additional capabilities such as enhanced situational awareness. Improved cockpit connectivity allows wireless transfer of aviation databases from the Garmin Pilot app on a mobile device to the G1000 NXi system.

Gulfstream G500

Due to enter service at the end of this year, the G500 makes its European (thus EBACE) debut by means of a speedy, record-breaking transatlantic deployment by the first production machine emulating Charles Lindbergh’s epic sortie to Paris 90 years ago, almost to the day. Five of the 18-passenger twinjets are now flying and closing in on FAA certification. The larger G600, with the same capacity but longer range, is following about a year behind, which gives a clue to the contents of the next EBACE static display.

Piper M600

U.S. customers started receiving their M600s last July, and now it’s Europe’s turn to see this much upgraded variant of the PA-46 family. Changes begin with the clean-sheet-design wing and a Garmin G3000 touchscreen-controlled glass flight deck. Seating six and powered by a 600-shp Pratt & Whitney PT6A-42A turboprop, the aircraft has a maximum cruising speed of 274 kt. (507 km/hr.), maximum range of 1,484 nm (2,748 km) and a standard useful load of 2,400 lb. (1,089 kg). G3000 avionics complete the outfitting of Piper’s top-of-the-range offering. Piper Aircraft is at Booth Y65 and Static SD12.
The Phenom 300 — the best-selling business jet in the world — is a clean-sheet-design light aircraft that delivers best-in-class speed, climb and field performance, next-generation avionics, a spacious cabin and a largest-in-class baggage compartment. Its comfortable, highly intuitive cockpit, with large displays and state-of-the-art avionics, enhances situational awareness. Delivering superior comfort and style, the OvalLite™ cabin provides ample leg and head room and the largest galley and windows in its class, for abundant natural light. Up to 11 occupants also enjoy the best cabin altitude in the category. Contributing to its enviable presence on the ramp, the signature air stair leads to the largest entrance door in its class. The Phenom 300’s superior overall performance, combined with class-leading fuel efficiency, reinforce its breakthrough status and strong acceptance in the marketplace.

“What inspired my purchase was a combination of the passion and love of aviation and to pilot a jet like the Phenom 300. But also for business purposes, I can fly around the world and meet with vendors who supply us raw materials. I can meet with retailers, so it’s very exciting to fly very quickly to them and avoid the delays and cancellations of commercial air travel. Plus, you can fly into smaller airports that are closer to your destination.

And what got me so excited about Embraer was its DNA building airliners, the ERJs. I always tell people Embraer forgot it’s building executive jets. They still believe they’re building airliners for endurance, safety, redundancy.

Embraer treats me as well or better than its airline customers. The company goes out of its way to keep the plane upgraded with service bulletins, improving the systems of the plane, improving every aspect of the airplane. I like the fact that Embraer is just constantly improving the Phenom 300, and they do a phenomenal job of keeping parts in stock.

The plane is very stable. Passengers like the combination of the safety of the airplane, the advanced avionics, combined with the comfort of the plane. The lavatory being externally serviceable is awesome for both the owners/operators and passengers.

I wanted the latest, greatest, best, safest technology, and Embraer had it all, from the avionics to the engines to the systems.”

- Wayne Gorsek, Founder & CEO, DrVita.com

Watch Wayne’s story and request more information at EmbraerExecutiveJets.com/Wayne
Luxaviation Looks to Expand In North America, Likely With Chinese Partner

Just because Luxaviation isn’t announcing any acquisitions here doesn’t mean it isn’t hard at work on expansion plans, says Patrick Hansen, group CEO of the world’s second-largest corporate aircraft operator.

“We’re always looking for acquisitions,” he says. “Over the last year we nearly doubled our size, but that becomes more difficult to repeat.” And acquisitions become more complex, especially those outside Europe, he says.

Two years ago Luxaviation bought ExecuJet, which now manages 25 world-class FBO facilities and 14 maintenance centers worldwide in Africa, Asia, Australasia, Europe, Latin America and the Middle East. But missing from that lineup is North America. “We’re looking there. That’s my goal for the next 18 months,” says Hansen.

Any move there will likely involve the Chinese cooperation is underway on an all-new McCauley 105-in., five-blade, constant-speed composite propeller. The design removes 100 lb. of weight from the aircraft. The hub and blades are lighter.

Separately, European Aero Training Institute Strasbourg will launch a public transport operation under an Air Operator Certificate with a HondaJet this summer. Privateways, a boutique jet charter company in Geestland, Germany, began a charter service in April.

EASA Certifies Embraer Phenom 100EV

Embraer’s entry-level Phenom 100EV business jet has received type certification from the European Aviation Safety Agency (EASA). An evolution of the Phenom 100, the new version, which delivers better performance with new avionics and modified engines, entered service last March after certification was issued by Brazil’s ANAC and by the FAA. “This additional certification allows us to commence deliveries of this new entry-level business jet in the European market,” says Michael Amalfitano, CEO of Embraer Executive Jets (Booth Z36, Static SD17). More than 350 Phenom 100s are flying in 37 countries.

BBJ Max 7 Cabin Model to Be Unveiled

Boeing Business Jets (Booth M73) will unveil its BBJ Max 7 scale interior mock-up today at 14:00. Famed Paris interior designer Alberto Pinto created the layout of the 1,800+ sq.-ft. cabin. BBJ officials aren’t disclosing details of the design prior to its formal introduction today. But, if it’s similar to most previous BBJ interior designs, it will feature a forward crew zone with crew lavatory and galley, two seating areas in the main cabin, a private office and guest lavatory in the center section and an aft stateroom with its own lavatory and shower.

Embraer Grows Customer Support in Europe

Embraer is expanding its customer support network in Europe with the appointment of JF Service as its new authorized service center for Legacy 450 and Legacy 500 business jets in Russia. In addition, Embraer Executive Jet Services at Paris Le Bourget has been approved by the U.S. FAA as a Part 145 Repair Station. As of today, more than 220 aircraft fly in Europe and Africa, and Embraer recently delivered its first Legacy 500 to a Russian customer. Embraer is at Booth Z36 and Static SD17.

Textron Makes First Parts for Denali Testing

Textron Aviation (Booth V22) has begun fabrication of its first static and fatigue test articles of its Cessna Denali single-engine turboprop. It has also begun testing with the fuel system iron-bird test article. The Denali is on track for first flight in the third quarter of 2018, with certification in late 2019. Textron Aviation has begun fabricating Denali door test articles, including the 53-in.-wide-by-59-in.-tall aft cargo door, the company said. Testing is also underway on an all-new McCauley 105-in., five-blade, constant-speed composite propeller. The design removes 100 lb. of weight from the aircraft. The hub and blades are lighter.

Wing Your Way Yonder, Courtesy FlyHonda

Honda reports “multiple orders” for a hybrid fractional ownership program based in Isle of Man and available throughout Europe. FlyHonda is an independent company that provides a unique owner/pilot experience: Appropriately qualified members can exercise the option to “turn left” and enter the cockpit as pilot/copilot. A quarter-share costs $1.8 million and FlyHonda has five of the twinjets on order.
Textron Brings the Citation Longitude

Textron Aviation’s 3,500-nm range super-midsize CE-700 Citation Longitude is making its EBACE debut as a tangible statement of the firm’s accelerated investment in new product development – an avowed $200 million to $300 million per year including services.

Tail number N703DL is the fourth flight-test Longitude aircraft, outfitted with a complete interior and production systems. A fifth CE-700 Longitude soon will enter the manufacturer’s flight test and development program. The test aircraft now have logged more than 200 flights and 400 hr. of flight time.

“Over the course of the last year, we’re sticking with our investment strategy,” says Textron Aviation president and CEO Scott Ernest. The Citation Longitude remains on track for certification in the fourth quarter of this year.

“We set out to make the quietest [super midsize] cabin in the industry – around 60 dB,” Ernest says. He notes too that the Longitude will offer passengers 14 in. more legroom than competitors. Maintenance intervals are 800 hr./18 months, the longest in the industry. The aircraft is priced at $23,995,000.

Gogo CMS to Debut on Lineage 1000E

Gogo Business Aviation’s SCS/Smart Cabin System soon will be available on the Embraer Lineage 1000E. SCS Elite is an integrated cabin management system, providing air-to-ground and satcom internet access, maps, voice communications, robust Wi-Fi for passengers and inflight entertainment.

“Business travelers expect their aircraft cabin to feel like home and be a place where they can simply turn on their devices and do whatever they want from seeing a moving map to watching a movie, browsing the web, checking the news or making a phone call,” said Sergio Aguirre, SVP and general manager at Gogo (Booth U094).

But business travelers also need global satcom high-speed internet access, a capability not yet available on the Lineage 1000E. For now, Embraer only offers relatively slow speed Inmarsat L-band Swiftbroadband satcom. If available on the aircraft, Gogo’s 70 mps 2Ku would boost connectivity speeds by as much as 160 times compared to Swiftbroadband.

—Fred George

Thanks, But I’d Prefer to Take the Big One

TAG AVIATION EUROPE expanded its charter fleet earlier this month with acceptance of the first Bombardier Challenger 350 in Switzerland - in fact, HB-JLG is based right here, in Geneva. Florent Sériès, VP sales and marketing, TAG Aviation Europe (left), accepts a memento of the handing-over ceremony from Emmanuel Bornand, sales director for Bombardier. TAG Aviation is at Booth W36. Bombardier Business Aircraft is at Booth Z110 and Static SD15.

Embraer Lineage 1000E
BENEFIT FROM THE INDUSTRY’S BEST INSTRUCTORS

Customers come to FlightSafety for our advanced-technology training systems; our efficient, effective learning environment; our global Learning Center network; and our unrivaled Customer support. They keep coming back, time after time, for our knowledgeable, experienced instructors. They are, simply, the best in the business. Our instructors are dedicated to earning your trust by providing the highest quality professional aviation training available today.

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VistaJet Nixes Positioning Fees

Thomas Flohr, founder and chairman of Salzburg-based VistaJet, thinks it makes no more sense to pay a positioning fee for a chartered jet than it does when a rider phones for a taxi. He’s upped his game for elevating VistaJet into a global company by eliminating positioning fees that can cost large-cabin business aircraft customers $100,000 or more on international trips.

“Today’s entrepreneur or business executive will be flying to [North] America one week, Asia or South America the next, and Europe in between, so it’s become critical to offer them a truly global service.”

VistaJet acquired 15 aircraft in 2016, boosting its fleet to 70 super-midsize and large-cabin Bombardier business jets. This represents a total investment of $2.5 billion. Founded in 2004, VistaJet recently celebrated its 100,000th flight.

Charter operations in Europe have soared, while the growth of individually and company owned large-cabin business aircraft has stagnated. This provides essential mobility without having the aircraft on the books as an asset.

—Fred George

Nextant Announces Challenger 604XT

NEXTANT AEROSPACE unveiled the Challenger 604XT, including a $600,000 Rockwell Collins Fusion cockpit upgrade that will be the first in a series of upgrades it’s developing for Bombardier Challenger 604 large-cabin business aircraft. The Fusion upgrade is being developed in concert with both Rockwell Collins and Bombardier, allowing modifications to be made both at Nextant’s Constant Aviation shop and Bombardier service centers.

The upgrade involves removing the existing six CRT displays and replacing them with three flat-panel, touch-screen displays offering 35% more display area. Standard features include real-time onboard weather radar overlays, obstacles, special-use airspace and search patterns, ADS-B mandate compliance equipment, synthetic vision, and geo-referenced electronic nav charts.

The existing radio tuning units and CDUs are removed and replaced with multifunction CDUs in the center console. The package includes dual Fusion FMSes and SBAS satellite navigation receivers that provide ADS-B and RNP approach capabilities.

To speed development and certification work, the existing comm, nav and surveillance radions are retained. Notably, the TDR-94D Mode S transponders will have to be upgraded to the 1090ES standard for ADS-B, if they weren’t previously modified. Certification is slated for fall 2018.

“We have been evaluating opportunities in the large-cabin market for the past three years,” said Nextant Aerospace EVP Jay Heublein. “The Challenger 604 aircraft is a proven operating platform with an exceptional cabin that meets all our selection criteria for a remanufacturing program.”

He notes that more than 360 aircraft are still in service and most have less than 4,000 to 5,000 hr. on their airframes. But many are coming up on major airframe inspections. As a result, they command as little as $4 million to $6 million on the resale market.

Heublein said Nextant looked at several candidate large-cabin aircraft. The 604 was ideal because many are routinely used for transatlantic missions where FANS1/A will be required in January 2020. So, the cockpits are in need of modernization, especially in light of the 2020 ADS-B mandate.

The introductory price for the standard systems is $599,950, including two years of Collins avionics support. FANS1/A will be an option for the standard system. Nextant also is developing a Venue CMS upgrade for the cabin and a completely new interior featuring an advanced IFE system and Wi-Fi/air-to-ground/satcom connectivity. Further enhancements are in the works.

—Fred George and Molly McMillin

Gogo Wins First EU Customer for 2Ku Connectivity

Global broadband connectivity provider Gogo Business Aviation (Booth U094) is announcing today that German aircraft manager and charter operator K5-Aviation is its first 2Ku business aviation customer in Europe. 2Ku is a unique, dual-antenna system developed by Gogo to bring global streaming-capable internet connectivity to large aircraft. The technology benefits from global coverage and the redundancy of more than 180 satellites in the Ku-band.

“The 2Ku era has begun in business aviation,” says Gogo Business Aviation general manager Sergio Aguirre. “2Ku is a proven technology that delivers an experience unlike any other.

“This is the first of what we expect to be many more business aviation customers to choose 2Ku for global inflight connectivity.”

Fokker Services managed the 2Ku installation, design and system integration, including EASA STC, in an Airbus ACJ319 operated by K5-Aviation.

Also today, Gogo is unveiling a new suite of smart cabin systems — SCS Elite and SCS Media. Both are highly integrated cabin inflight entertainment and voice solutions that can be personalized to fit the specific needs of passengers on a given flight.

SCS systems, according to Gogo, “can be installed on virtually any plane, big or small, flying anywhere around the globe, and we created it to be a simple, powerful way to integrate all the necessary technology on board for an enjoyable passenger experience.”

—Kirby Harrison
FL450
ADVANCED
SILENT
TOUGH
EFFICIENT
RELIABLE

Accelerating Innovation:
The All New HF120*

Two names synonymous with invention have joined forces to create unprecedented performance—a product igniting change in the industry—the all-new 2,000-pound thrust class turboshaft power plant. Built to last, the HF120* delivers advanced technology designed for speed, endurance, and the smoothest ride.

FL450: The fastest engine in its class, the HF120* enables effortless climb to FL450 and beyond. Its high fan and core pressure ratio provides increased aircraft speed and reduced climb time to higher cruising altitudes. With a low thrust lapse rate, the engine allows for initial climb in excess of 4,000 feet per minute and reduces time to climb by 40%.

ADVANCED: The engine represents decades of research and development. A wide-chord, swept titanium blisk fan with composite fan outer guide vanes and the use of innovative turbine blade and combustor materials are just some of the unique features the HF120* brings to the light jet market.

SILENT (Inside & Outside): Smart placement of the rotor dynamic resonant frequencies outside of the engine taxi and flight settings minimizes unwanted cabin noise. Tight tolerance controls and exceptional build quality deliver low fan and core vibration levels. Low levels of vibration transmission to the fuselage result in a quiet cabin and the smoothest flying ride in its class.

TOUGH: Setting new standards for durability and efficiency, superalloys used in the hot section permit a higher operating temperature with extended parts life. All HF120*s are monitored closely via proven large aircraft engine proactive diagnostic systems to minimize downtime and enable longer uninterrupted service.

EFFICIENT: Using innovative aerodynamic designs, the HF120* delivers greater cycle efficiency while optimizing operability. Unique airblast fuel nozzles provide better fuel atomization yielding superior fuel-to-air combustion to minimize fuel burn. Laser drilled combustor liner holes ensure minimum pressure drop across the combustor, enabling optimum transfer of compressor energy to the turbine side. This unique design offers outstanding overall environmental benefits, including lower NOx, CO, and HC emissions.

RELIABLE: All of these amazing features combine to create an engine that redefines dependability. Extensive testing in excess of 23,000 cycles and simulated 5,000 flight cycles run on a single engine reveal proven reliability and readiness for longer uninterrupted operation.

The HF120* enjoys enviable operational success. It’s an incredible machine built to set a new standard for the light jet market—ready for applications beyond its current aircraft installation.

Visit Us at EBACE Booth #T126 to Learn More

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Bombardier Unveils ‘Premier’ Global Cabin

More than ever, business jet customers are choosing which jet to buy based on criteria beyond how far the aircraft flies.

Customers desire a smooth ride, a comfortable cabin, an elegant interior and the kind of connectivity they have at home or at the office.

“Cabin comfort and sophistication are top priorities for our customers,” says David Coleal, Bombardier Business Aircraft president.

To that end, Bombardier has launched a new, contemporary cabin for its Global 5000 and Global 6000 large business jets called “The Premier.” The interior combines with an advanced cabin management system and Ka-band connectivity.

Bombardier unveiled the new cabin on a Global 6000 displayed here at EBACE.

The cabin features hand-stitched seats, a streamlined galley, and hardwood and stone flooring options. Specially designed seats include ergonomic features, such as higher armrests, sculpted backrests and sharp, clean lines.

At the core of the design is taking care of passengers.

“What makes a seat comfortable is actually the way you can shift positions on the seat,” says Brad Nolen, Bombardier VP of marketing.

Seat design must account for human ergonomics and how people shift pressure points when they sit over time. Having the correct seat depth and the ability for the feet to contact the floor no matter the height of a passenger are key to comfort, says Tim Fagan, Bombardier manager of industrial design.

Designers must also take into account that the seats will lay flat and turn into a bed for sleeping.

“We’re designing the most complex seats in the world,” Fagan says.

We’re designing the most complex seats in the world, Fagan says. Bombardier (Booth Z110, Static SD15) looked toward the craftsmanship found in high-end automotive interiors and furnishings for inspiration. It also drew from the Global 7000 and Global 8000 aircraft cabins.

“Our customers are used to a certain level of experience,” says Bombardier spokesman Mark Masluch.

—Molly McMillin

Jetex Supports FBOs in France

JETEX AND THE French airport developer Edeis announced a co-branding agreement to provide FBO services and ground-handling support at 15 locations in France from June 1.

The locations will augment Jetex FBOs already operating in France - as well as in Ireland, Italy, Spain and Ukraine, bringing the number of locations in Europe to 25.

“This partnership,” said Jetex president and CEO Adel Mardini, creates "a stronger foothold for us in Europe.

“The Jetex brand is synonymous with quality,” he said, “and we will be working closely with the Edeis team to ensure our clients enjoy the unparalleled experience they expect from a Jetex facility.”

“We combine the excellence of the Edeis Airports network with Jetex’s reputation as a first-rate FBO provider, enabling each of us to grow our business aviation objectives, said Edeis GM Youssef Sabeh. “Edeis and Jetex clients will enjoy access to unmatched levels of service.”

The locations covered by this week’s pact are Angoulême, Annecy Mont Blanc, Auxerre, Bourges, Châlon, Cherbourg, Dijon Bourgogne, Le Havre, Nîmes Camargue Cévennes, Reims, Tarbes Lourdes Pyrénées, Toulouse Francazal, Tours Vale de Loire, Troyes and Vannes Golfe de Morbihan.

Just last week Jetex (Booth 088) entered Italy, announcing a new FBO at Rome Ciampino.

Global Jet: So Near It’s Not So Far

Geneva-based Global Jet has opted out of a booth at EBACE, choosing instead to offer a “VIP transfer” service to its headquarters at the southwest end of the airport.

“A booth is not big enough for us,” says Global Jet quality director Abner Tato.

“We wanted to amaze our guests by totally revisiting our premises and proposing a VIP service onsite...to get a foretaste of the service we provide above the clouds!”

Global Jet cleanse clients aloft are a Falcon 900LX, an Airbus A318 Elite, a Bombardier Global Express XRS and a 2015 Global 5000ER Vision. “With all these new jets available, and our present activity, this charter year seems more promising than last year,” said charter sales director Leonard Bertholet. Aircraft newly under Global Jet management include a BBJ3, Gulfstream G650 and Global 6000/5000ER Vision.
As president of Jet Aviation in our 50th anniversary year, I'd like to extend sincere thanks on behalf of the entire Jet Aviation team for your business and support over the years. To celebrate this milestone — which we would not be doing without your ongoing trust and loyalty — we launched our ‘One Jet Aviation’ initiative earlier this year. We are investing in One Jet Aviation to ensure consistent global standards and processes across our sites and portfolio of services for the next 50 years, and beyond. We look forward to seeing you soon!

Rob Smith  |  President, Jet Aviation

Many Advantages

www.jetaviation.com
Satcom Direct Connects the Dots

Satcom Direct, the business aviation connectivity solutions provider, is celebrating its 20th year in the industry.

And how things have changed over 20 years. In just two decades, connectivity has gone from getting a telephone to work on an airplane to making a business jet a secure node on the internet, connecting passengers to movies and work alike, and flight crews seamlessly to their scheduling, dispatch and flight operations departments.

SD has helped forge that path, most recently with three acquisitions in 2016 that enable it to further integrate those and other functions into customizable packages for its clients.

Last May, it launched SD Pro, the aviation software platform that helps flight departments keep real-time synchronization with the aircraft through a single dashboard that monitors connectivity, flight scheduling and tracking, as well as maintenance tracking.

As one of the first companies to recognize the time and budgetary benefits of synching aircraft and flight departments, SD (Booth S80) also partnered with Universal Weather and Aviation (Booth X88) to incorporate trip planning and trip support through SD Pro. Further infrastructure investment throughout the year has also positioned SD as the only connectivity supplier to offer a complete end-to-end military grade cyber-security network for business aviation through its Private Network services.

In February, SD acquired Comsat Inc., bringing the ownership of two satellite earth stations, and new infrastructure capabilities to the business. AircraftLogs.com was acquired in August, adding web-based aircraft flight scheduling and tax reporting features into SD Pro. In November, the acquisition of TrueNorth Avionics expanded SD’s avionics and connectivity products portfolio, enabling it to offer customers a nose-to-tail solution for all information, connectivity and entertainment needs.

SD at the Show

- **Fleet Connectivity:** An exclusive agreement to become the single-source connectivity provider for the fleet of aircraft operated by Denmark-based Air Alsie was announced here yesterday by Satcom Direct.

  The aircraft charter, ambulance operator and management company will look to SD to supply voice and data services, as well as flight deck communication functionality to the fleet. The contract names SD as the provider for Air Alsie’s future planned connectivity solutions, including Inmarsat’s Ka-band Jet ConneX. SD will also support a cabin router upgrade program for the fleet’s Falcon aircraft, featuring SDR, the Satcom Direct router, which enables increased functionality and control of cabin Wi-Fi.

  The SD hardware solution facilitates the use of SD value-added services including GlobalVIT, which allows end users to make and receive texts and calls on their own smart device, anywhere in the world.

- **Even Nicer:** SD and Lufthansa Technik are to extend the Nicemedia inflight entertainment service to all platforms. The premium content service launched by SD late last year for aircraft equipped with Nice HD cabin systems is now available for all IFE/CMS platforms. Together with Lufthansa Technik, SD has expanded the types of jets that can benefit from the Nicemedia SmartBox system, which delivers movies and TV shows to the cabin. SD will hold on-board demos during the show. Automated monthly content updates can be downloaded to the SmartBox while on the ground, avoiding additional data usage onboard.

- **Special Offer:** Orders placed at the show for Nicemedia will receive two months free with a 12-month subscription, and three months free with a 24-month sign-up.

AfBAA Launches AfBAC Expo in South Africa

**AFBAA, THE AFRICAN** Business Aviation Association, is marking its fifth anniversary at **Booth V70**, celebrating with the launch of AfBAC Expo, the African Business Aviation Conference, Exhibition and Static Display, to be held later this year in South Africa.

AfBAC Expo will be hosted by ExecuJet at the Lanseria International Airport, Johannesburg, Nov. 29-Dec. 1.

“We have achieved much in five years, but we know there is still much to do as our journey has only really just begun,” said AfBAA founding chairman Tarek Ragheb.

“We recognize that aviation in Africa doesn’t work in global or commercial isolation, which is why we are launching AfBAC Expo at EBACE.”

“We want to bring together international professionals to share experience and knowledge in a dedicated environment,” Ragheb said. “With Europe’s strong connections to the continent, we’re hoping to garner a lot of interest during EBACE.”

AfBAC Expo will include an exhibition area and static display – “expected to include around 15 aircraft from international OEMs and local operators.”

AfBAA is hosting the first of a series of 90-min. Access Africa forums today at 3:00 p.m. in Palexpo Conference Room L.
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The world’s first installation of the Inairvation pre-engineered package of cabin components has been delivered by Canadian completions experts Flying Colours as part of an extensive makeover of a 2003 Bombardier Classic Global Express for a North American customer.

Austria-based Inairvation, a joint venture between Lufthansa Technik and List Components & Furniture, was launched in May 2014 to design, develop and manufacture integrated interior business jet cabin solutions that are offered for Bombardier aircraft through three partners: Flying Colours Corp., Lufthansa Bombardier Aviation Services, and RUAG Aviation. Duncan Aviation (Booth G88) will offer Inairvation retrofits for Gulfstream G450 and 550 business jets.

Flying Colours (Booth P106) is now finalizing a second Global makeover incorporating Inairvation (Booth J79) for an Asian customer.

The design for the initial aircraft was created in-house by Flying Colours. Inairvation supplied pre-engineered side ledges that complemented the sleek, elegant style. The Lufthansa Technik NICE HD Cabin Management and Inflight Entertainment system (CMS/IFE) is incorporated into the side ledges around the seat areas, and blends the modern utilization with aesthetic appeal. The control unit includes an advanced user interface, a wireless interface for personal device integration – both iOS and Android – and a Hollywood studio content service with leading movies and TV shows.

A B/E Aerospace LED lighting system that features a rainbow spectrum of mood lighting is also controlled by the NICE system to enhance the cabin atmosphere at all stages of flight. In addition to the comprehensive CMS/IFE system a completely new Gogo ATG 5000 high-speed data system was installed to improve existing cabin connectivity.

The interior also features crème-colored granite stone flooring from Inairvation on the entryway floors, which contrast with black granite stone countertops in the entry and galley areas, also from Inairvation. The same feature repeats in the forward and aft lavatories.

To complement the seats’ cream and green hues the seat back, armrest and vertical back band of the armrest incorporate Aniline Gaufrange, an embossed and hand-rubbed cowhide. This is set off by the unusual carbon-fiber veneer with its intricate brown twill pattern. The same carbon fiber covers the majority of monument surfaces, including a custom-made work desk, and is set off by dark ebony hardwood accents, and a satin copper rose metal finish.

The project took five months to complete, says Sean Gillespie, executive VP, Flying Colours, but now that the company has the engineering knowledge and Supplemental Type Certificates in hand the next aircraft could take less time. Gillespie recommends undertaking the cabin work at the same time as a 10-year check, when the aircraft will be down for three months anyway.

—John Morris
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The UK’s BBGA Gets Closer to EBAA

The UK’s national trade body, BBGA, the British Business and General Aviation Association, is included in the ShowNews Top 10 Leaders of European Business Aviation as it continues to punch above its weight in the industry.

Last October, the BBGA and the European Business Aviation Association signed a membership agreement offering dual representation to British members at national and European levels for the first time. This has boosted BBGA membership from 122 to more than 170 companies including airports, corporate flight departments and OEMs. The agreement applies to UK-based EBAA members and BBGA members and covers a four-year transition period. As of now, members may profit from the benefits of both associations.

The agreement forms the basis for enhanced coordination between the EBAA and BBGA, enabling them to better represent member interests at both national and European levels, and even more importantly to speak with one voice for the sector. “Even when you kind of discount the increase of membership resulting from combining the two associations, there is a better (membership) uptake as it’s obviously a better proposition,” says BBGA chairman Marwan Khalek.

“Marc Bailey, the BBGA CEO, and EBAA president Brian Humphries deserve all the credit for driving this through in the true spirit,” he says. “We’re very pleased with the deal and the feedback from members is great.”

There are always burning issues on the regulatory front at BBGA. “For me it’s the work that’s going on with the EBAA that was initiated by the BBGA regarding communications strategy,” Khalek says. “It’s all about how the industry is perceived and fetching the message across as to the benefits it brings to the economy.

“At the moment the burning issue is to get the perception right – we have to understand how people perceive us and make sure we orchestrate a campaign to communicate with them to maybe change that perception.”

Recognition and perception have been problems for both associations, in convincing regulators, politicians, industry in general and the general public as to the value of business aviation. “For me once we’ve got that right, I’m not saying the rest will fall in place, but it’ll be so much easier to deal with the other bits,” Khalek says.

“When you go to regulators and say, ‘I really need access to this airport,’ or ‘I need this and I need that,’ if they don’t understand why you need it and what purpose it’s serving it becomes, ‘Will this Bring Me More Votes?’ And you’ve got to get past that stage.”

When asked how he fits in being BBGA chair, a board member of the EBAA and CEO of Gama Aviation, Khalek says, “Although I’m the chairman, the BBGA is run by CEO Marc Bailey. We have four Council meetings a year and I speak to Marc once or twice a month.

“I don’t regard this as additional work because if I didn’t do this I would have to fight these battles and promote causes through other sources. I think these guys, just 2.5 people, deliver an incredible amount of work for the size of the organization.” —Mike Vines

Rolls-Royce’s Engine Support Grows as Buyers Realize Benefits

MORE THAN 2,000 Rolls-Royce-powered business jets are now enrolled in the company’s CorporateCare engine maintenance program, which brings “gold-plated” support and service to operators anywhere in the world.

That’s up from 550 aircraft in 2005, with the program adding momentum over the last decade. Today, more than 70% of new Rolls-Royce-powered business jet customers are enrolled, and CorporateCare has a 70% market share versus other companies that offer pay-by-hour support, says Stephen Friedrich, VP for sales and marketing of civil small and medium engines. Aircraft covered include Gulfstream, Bombardier Global, Embraer Legacy and Cessna Citation X jets.

CorporateCare customers 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 business jet fleet, Rolls-Royce has more than 70 authorized service centers around the world, seven parts distribution centers (including Hong Kong and Singapore), 50 to 60 experts in a central engine support center, and mobile support teams that can fly anywhere.

The result? Some 98% of all engine-related aircraft on ground (AOG) issues are resolved within 24 hr., with a current trend of 18 hr., says Friedrich, who is quick to note there are not many AOGs when one considers there are 6,500 Rolls-Royce business jet engines in service. He adds that 99% of all AOGs are resolved without missing the next planned trip.

To show the lengths that Rolls-Royce will go to, Friedrich tells the story of hiring a C-130 transport aircraft to fly a leased engine and mobile repair team to British Columbia, Canada, where they replaced the engine on a business jet before the owner and his party returned from fishing in the wilderness. The cost to an owner without CorporateCare would have been sky-high, he says.

Friedrich notes that buyers are very risk-averse – they want to transfer the financial risk of maintenance. CorporateCare takes that on.

There are additional benefits, Friedrich notes, in that aircraft enrolled in the program sell faster and retain higher residual values. “Our analysis shows that aircraft enrolled in CorporateCare sell twice as quickly as those outside the program,” he says. Rolls-Royce is at Booth B09.
Comlux is offering its unique 767BBJ for sale. This aircraft features one of the most unique VVIP cabins in the industry. Dedicated to Heads of State, royal families, and business leaders. Suitable for up to 63 passengers, the spacious cabin allows the principal and his constituents to travel in ultra comfort and luxury. There is a private area in the forward section of the aircraft and the aft end offers space for an entourage or delegation. The modern cabin is equipped with Swift Broadband Wifi internet, GSM communications and a humidification system. With a range of 15 hours non stop, the 767BBJ allows intercontinental range without compromising on baggage space. In a VVIP configuration from day one, the aircraft has accumulated 4300 flight hours and has exceptional maintenance records with no damage history. The 767BBJ is operated by Fly Comlux and is available for charter today.

For further information, please come to visit Comlux Transactions on our booth V96 at EBACE

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GlobeAir Reports VLJ Demand Surge

Telextron Aviation has ceased production of the Citation Mustang due to low demand, but that’s not slowing Bernhard Fragner’s success with the VLJ in Europe. The founder and CEO of Linz, Austria-based air taxi operator GlobeAir reports a 14%-growth in VLJ departures from March 2016 to March 2017 compared to the year earlier. This follows GlobeAir’s 22% growth in VLJ air taxi operations from 2015 to 2016.

First quarter 2017 saw especially strong growth, averaging nearly 17% more demand than first quarter 2016. This, at a time when demand in Europe for larger charter remains flat compared to last year.

Fragner, among other European air taxi operators, saw the potential for VLJ air charter a decade ago. It has increased markedly in the past few years.

“Demand for business aviation is increasing…. People are increasingly waking up to the fact that in many cases it makes more sense to charter an aircraft or take a private jet ‘taxi’ instead, and avoid the huge financial cost and burden of owning your own jet.”

Fragner points out that the average mission in Europe is 1.5 hr. and the average passenger load aboard his aircraft is 1.4. Occasionally, GlobeAir’s Mustangs carry four passengers.

GlobeAir (Booth C64) now operates 18 Mustangs. Having reached critical mass with the type, the firm now permanently bases aircraft at Luton and Biggin Hill near London, plus Le Bourget, Geneva and Nice, along with Zurich and Munich.—Fred George

Bombardier Plays ‘Name That Test Aircraft’

SOME PEOPLE NAME their cars. Others name boats and airplanes. Bombardier (Booth 2110, Static S015) has named its five Global 7000 test aircraft, giving each a unique “call sign.”

The names describe the test purposes for each of the five. The first three, called “The Performer,” “The Powerhouse” and “The Navigator” are flying and undergoing flight testing at Bombardier’s Wichita, Kansas, flight test center. Flight Test Vehicle 3 made its first flight on May 10 and flew from Montreal to Wichita the next day. The large-cabin aircraft is on track to enter service in the second half of 2018.

“We’re often asked what the aircraft do, so we thought it would be helpful to give them a ‘call sign,’” said Mark Masluch, a Bombardier spokesman. “To our knowledge this is a first at Bombardier.”

“The Performer” flew for the first time in November. It got its name because the aircraft is being used to test performance and “envelope expansion,” Masluch said. It is dedicated to testing basic system functionality and assessing the aircraft’s handling and flying qualities.

FTV2 was dubbed “The Powerhouse” because it is designated to test the aircraft’s systems, including propulsion and electrical and mechanical systems. The third aircraft, called “The Navigator,” is used to test advanced avionics and electrical system performance and carries forward much of the static testing on the avionics and the aircraft’s fly-by-wire system, Masluch said.

The fourth, which is yet to be registered, is called “The Architect” because it will be equipped with a cabin interior and used for interior validation.

The fifth and final test aircraft is called “The Masterpiece” because it will be used to pave the way for the aircraft’s entry-into-service, Masluch said.

—Molly McMillin

UAS and Honeywell for Trip Support

Industry leaders UAS International Trip Support (Booth 1-S01) and Honeywell (Booth C12) have forged a strategic alliance to expand Honeywell’s flight deck and cabin connectivity services and to offer robust, comprehensive international trip support services.

UAS will begin offering worldwide ACARS (data link) service, branded as UAS LinkEvolution. UAS customers will have unlimited access to all worldwide VHF networks, including ARINC and SITA, as well as Inmarsat and Iridium satellite networks. The launch takes place here and will see UAS LinkEvolution become the second product to launch from the UAS Evolution suite since the flight planning and weather tool UAS Flight-Evolution was introduced in late 2016.

The alliance also provides UAS customers with unparalleled access to Honeywell’s Go- Direct cabin solutions, including telephone and high-speed internet services.

The agreement names UAS as Honeywell’s preferred trip support provider. Honeywell customers will have access to global trip support services provided by UAS, including international handling, regulatory assistance and in-country agents.
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BACA Is Making Brokerage Better

Richard Mumford, chairman of BACA – the Air Charter Association, is included in the ShowNews Top 10 Leaders of European Business Aviation for his drive to establish standards for the charter brokerage industry.

Mumford took over the unpaid chairmanship in March 2016. BACA (Booth F35) has since seen membership grow to more than 225 (the highest in its history) with numbers increasing each month. “What’s particularly encouraging is that new members are joining from all over the world – Embraer and Hong Kong Cargo Terminals are among the most recent,” Mumford says.

“We’ve got brokers from all over the world making applications and I think it shows that we’ve built on our profile. They’ve noticed and it is very encouraging to us and to me.”

Mumford says.

“Broken Broking.” “At that time I think there were quite a few people in the market looking for ways to distinguish the good brokers from those maybe having slightly fewer ethical practices,” he says, “in what was largely an unregulated part of the market.”

Faced with the decision of forced external regulation of air charter brokers or taking control themselves and raising and maintaining standards, they not surprisingly chose the latter and introduced a charter broker ratings program in conjunction with Argus International.

“Argus has a big reputation in the operator field and also now in brokerage,” Mumford comments.

“We now provide training programs, and are in the process of trying to beef up our rules and code of conduct to give them real meaning and really make sure we enforce them,” he adds.

“At the same time members are looking for a greater return on their investment when they join an association like ours. They’re looking to us to take market leadership and take some issues out.

“We feel that we’ve got some momentum going with increasing membership and the types of sponsors we’re attracting to our events. As an example, we put our spring luncheon tickets on sale and they sold out within three to four days. All 300 of them!”

The association’s ultimate aim is to build meaning and value into the BACA brand to create the compelling case to only ever use a BACA-registered broker.

Currently the association is in the process of raising standards and introducing an accreditation program. “We want to put in some enforcement tools later on so that you can ensure that when you deal with a BACA member you know what you are going to get in regards to conduct,” Mumford says.

“Stage two of that is to take that out to the flying public so that they then know what it means. This will all take time as one building block has to be finished before you move onto the next.”

BACA, the worldwide association of air charter professionals, is the world’s largest air charter organization. Formed in 1949 and closely associated with London’s Baltic Exchange, BACA delivers a wide range of aviation expertise throughout the air charter industry. The current handle, “BACA – the Air Charter Association,” will eventually be dropped and the organization will be known simply as the Air Charter Association.

Mumford has been an aviation lawyer for the last 15 years and knows all the big brokers. The law firm is a broad practice covering anything from corporate jets to big oil and gas contracts and tenders.

“So I suppose in a sense I’ve got quite a unique perspective particularly as a lawyer and I see the way the market works and where it works well,” he told ShowNews. I’m a litigation lawyer by background but I head a team that probably does more non-contentious work than contentious.

“What I do during the day is related to the purchase, sale and leasing of aircraft and engines – mostly large commercial aircraft but also corporate jets. It covers anything from parts companies to brokers to operators – it’s quite a broad practice.” —Mike Vines
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Air Partner Leverages Itself Into the Business of Safety

Leading aviation charter broker Air Partner began a transformation in 2014 that would profoundly change the company. A long-term strategy that places the customer first is not only reshaping its Private Jets business but has also led it into aviation safety. That focus could well have an impact on the charter industry in years to come.

Organic growth and self-improvement are at the heart of Air Partner’s long-term strategy. The results of executing this strategy began to emerge in 2016 with stronger, steadier earnings less prone to the volatility of the charter business. How? By retaining loyal customers – and winning new ones – by focusing on their needs and exceeding their expectations, says Air Partner CEO Mark Briffa.

Then, last December, Air Partner acquired Clockwork Research, a leading fatigue risk management consultancy that uses systems and models to measure, monitor and reduce fatigue in pilots and other key personnel, ensuring they get the necessary sleep to carry out their tasks effectively and safely.

Now Air Partner has a Consulting & Training division, establishing it as an aviation services company. In 2016, it contributed 10%, or some $650,000, of Air Partner’s profits.

Briffa says knowledge from Consulting & Training can be applied throughout Air Partner, and to its Private Jet business.

“We believe our Customer First strategy, which delivers an unrivaled level of service, particularly for JetCard, together with our financial stability, transparency and security, means we have a unique proposition. We have some exciting initiatives under way that we believe will extend our services in this area and deliver exceptional services to our customers,” he says. And that should result in further growth in business.

“But we fundamentally believe – and our customers seem to agree – that until technological capabilities have further developed, complex travel scheduling is better handled by people rather than machines.

Our Customer First program remains pivotal to our operations and we believe it accounts for a large proportion of our continuing success.”

Indeed, JetCard had a record 2016 with a 41% increase in utilization and the number of cards rising to 222.

Customer First increased our customer retention rate, increased loyalty and allowed us to target specific markets.”

—Air Partner CEO Mark Briffa

Air Partner’s JetCard has been ranked top in several categories over the last couple of years by independent aviation consultant Conklin & de Decker. That, says Briffa, is the result of JetCard featuring no shelf life until used; no add-on charges such as fuel, catering or taxiing; and the ability for a customer to get a refund if not satisfied.

“We will continue to evolve this product in the years ahead to reflect the lifestyle needs of our customers,” Briffa says.

Offering a hint of things to come, Briffa notes that the UK (and many other) aviation authorities do not regulate business aviation as intensely as commercial aviation, leaving much to self-regulation. Safety auditors such as Wyvern and Argus offer stamps of approval, but their inspections are thought by many to be “looking in the rearview mirror.” There is scope, Briffa believes, for proactive standards that look ahead – and who better to help develop them than Air Partner’s aviation services business.

Air Partner hasn’t launched a formal accreditation yet. “We’re extremely busy developing it though it is still in the embryonic stage,” Briffa says. “It will help and assist operators to perform better [and] it will create a standard that is currently missing today.”

—John Morris
The Luxaviation Group offers a full range of tailored aviation services for both helicopter and business jet owners including charter, FBO, aircraft management, maintenance and aircraft transactions. Luxaviation is among the world’s largest private aircraft operators with 25 FBOs worldwide, a fleet of 260 aircraft and more than 1,700 employees.

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Hahn Air Lines is quite an unusual winner of the ShowNews Top 10 European Business Aviation Leaders accolade. Revenue generated from its business jet operation is only a tiny fraction of this German company’s core business – the firm has a jet fleet consisting of just three aircraft: two Citation Sovereigns and a Citation CJ4.

Hahn Air is also the market leader in providing ticketing and distribution services for airlines and travel agencies around the world. The company covers 190 markets and cooperates with more than 300 air, rail and shuttle partners and around 100,000 travel agencies. Every year millions of passengers travel to and from 4,000 different airports using its tickets – achieving an annual global turnover of approximately $1 billion for its clients. Hahn Air has been an active member of IATA since 2001.

To maintain its full IATA carrier membership, the company is required to operate international commercial scheduled air services and does so by flying between Dusseldorf and Luxembourg twice weekly with either its six-seat configured CJ4 or one of its two eight-seat Sovereigns.

“Passenger utilization (on this scheduled route) is between 50 and 70%,” says Daniel Rudas, Hahn Air general manager and COO.

The Hahn Air planes also act as connectors with major airlines, providing seamless first-class travel for passengers requiring access to smaller airports.

Rudas has been managing the company’s airline operations since 2001 and is qualified to captain the CJ4. To maintain its status as a full IATA member the company is IOSA-audited (IATA operational safety audit) every two years.

Although Rudas says he has no immediate plan to increase his aircraft fleet, he continues to watch the market as he works to increase utilization of his existing aircraft. “We have a unique and long-standing partnership with E-Aviation of Stuttgart and they function like brokers for us… and if they need extra up-lift they call us,” he says. “We are looking for more partners in that same role. He admits that the company “is not that big in direct sales,” and is currently IT-testing new online air charter booking procedures and secure digital payment systems that are planned to be operational by year-end.

Rudas is a big fan of the Citation fleet and notes that one of the Hahn Air Sovereigns was flown to Cancun, Mexico, last year - a two day trip with four stops. “We have a worldwide AOC [air operators certificate] so we do long-haul flights with the Sovereigns,” he says. “We can fly Germany to Dubai nonstop. Russia is also interesting to us and we can fly from Germany to Canada landing at Goose Bay for a tech stop.”

“We were very lucky to purchase these ex-CitationAir machines [both are 2007 models] directly from the manufacturer,” he says. “Textron put in completely new interiors and did new external paint.”

Rudas believes Hahn Air is the first airline with this size of aircraft to have a voluntary fitted flight tracking monitoring equipment. “Once a month we send our data to Flight Data Services and get all the aircraft’s operational information back, complete with animations. I think these are the first Sovereigns fitted with QARs [quick access recorders] to do this monitoring.”

—Mike Vines

**Textron’s TRU Simulation + Training Taking Off**

**TRU SIMULATION + TRAINING** was launched by parent company Textron Aviation in 2013 and less than four years later is already a major player in a global market.

Here at Textron’s Booth V22, the focus is on business aviation, and there is plenty of business.

In January, TRU announced that Bell Helicopter Training Academy in Valencia, Spain, along with its Bell 429 full-flight simulator, had been certified by EASA.

BTA-Valencia was designed to serve the training needs of European, Middle Eastern and other global customers, beginning with pilot training on the Bell 429.

In mid-March, TRU announced it will continue to expand its pilot training capabilities throughout 2017 to include the Cessna Citation Longitude, Citation Sovereign+, Citation Latitude and Citation CJ3+.

At the TRU ProFlight Pilot Training Center in Tampa Bay, Florida, the CJ3+ program received full program certification and is already up and operating. The Level D full-flight simulator is dual-configured for both the CJ3+ and Citation M2 models and is EASA- and FAA-certified to serve training purposes for both European and U.S. pilots.

“We’re also excited to bring our customers a new level of individualized training with game-changing technology we’re introducing later this year,” said TRU training centers VP David Smith.
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**Honeywell: ‘The Power of Connected’**

Connectivity will be the center of attention at EBACE 2017, and Honeywell, with a showcase of key products and services in that arena, is likely to be at or near that showcase.

Promoting its theme “The Power of Connected,” the company (Booth O121) is focusing in particular on how Honeywell is evolving all aspects of flight with connected aircraft.

The industry is in the middle of the biggest revolution it’s ever seen,” said Anthony Florian, director of business aviation and general aviation aftermarket. “It is now using data-sharing in ways never thought possible just a few years ago, allowing operators, pilots, maintainers and passengers to reach new levels of efficiency.”

At the exhibit, Honeywell features its JetWave hardware communication system, which is the hardware for Inmarsat’s Global Xpress Aviation Ka-band inflight Wi-Fi. There is also an array of GoDirect suite services and avionics, including GoDirect maintenance and service plans for aircraft and helicopters.

Experimental attractions at the exhibit include: Primus Elite advanced features and Connectivity echo kiosks – and a virtual reality pod where showgoers can experience Honeywell’s offerings for business and general aviation.

—Kirby Harrison

**German Challenger Totaled After A380 Wake Turbulence**

A German-registered Challenger rolled several times after encountering wake turbulence from an Airbus A380 over the Arabian Sea, investigators have confirmed.

**THE ENCOUNTER ON** Jan. 7 exceeded the Bombardier CL604 Challenger’s airframe certification design load and the aircraft could not be repaired to an airworthy state, Germany’s Federal Bureau of Aircraft Accident Investigation (BFU) said in a May 18 preliminary report.

The incident occurred as the aircraft was flying at 34,000 ft. between Male, Maldives and Abu Dhabi’s Al-Bateen Airport, when a UAE-registered A380 flying at 35,000 ft. from Dubai to Sydney, Australia, passed overhead.

Around 45 sec. later, the Challenger began to roll, with the bank angle steadily increasing from 4 deg. to 6 deg. over 10 sec. Then, within 1 sec., the bank angle increased to 42 deg. The airplane continued to roll despite control inputs by the crew and it completed several rotations.

Flight data recorders showed vertical acceleration of 1.6 G before fluctuating to 3.2 G. The aircraft lost some 8,700 ft. of height, and airspeed increased to 330 kt. before the pilots managed to engage the spoilers. The crew declared an emergency and diverted to Muscat, Oman, where the aircraft landed safely 2 hr. after the incident.

A statement from the flight attendant, who had been looking after the aircraft’s six passengers, states the “airplane had turned three times around its longitudinal axis, during which the occupants had been thrown against the ceiling and the seats.”

In the cabin, there was damage to seats and panels while seat armrests on four seats in the front had been deformed or had fractured.

One passenger suffered from head injuries and a broken rib; another fractured a vertebra. The other passengers and the flight attendant sustained minor injuries. The report does not identify the aircraft, but it is understood to be D-AMSC, operated by German general aviation operator MHS Aviation.

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The investigation continues.

—tony Osborne

**Comlux Has VIP Aircraft for Sale**

Want early delivery of a next-generation Boeing or Airbus business jet? Then look no further than Comlux Group’s (Booth V96), the Swiss-based VIP aircraft management, operating and charter company that also has a U.S. completions and maintenance center in Indianapolis, Indiana.

Comlux had the foresight to buy three Airbus ACJ320neo and two Boeing BBJ MAX aircraft for “green” delivery next year and in 2019, two to three years ahead of the next available delivery slots from the manufacturers. The firm plans to sell them to those who can’t wait, complete them in Indianapolis, and hopefully operate them as well for the buyers.

Around for sale: Comlux’s flagship Boeing 767, a 60-passenger widebody that has flown up to 600 hr. a year transporting VIPs and heads of state. “It’s an amazing airplane; it’s never let us down,” says Comlux Group chairman Richard Gaona. But it’s due to be replaced in the second quarter of next year by an A330 that Comlux is completing in Indianapolis.

—John Morris
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GE’s HondaJet ‘Extraordinarily Efficient for Supply Chain’

After putting it into service just a few weeks ago, the world’s largest aero-engine manufacturer is thrilled with the performance of one of the world’s smallest business jets.

GE Aviation took delivery of the first of two HondaJets toward the end of March, and is already seeing dramatic benefits in productivity and efficiency as the little aircraft whisks executives between sites in the company’s newly built supply chain.

Ramping up production of the airline CFM Leap engine — more than 12,000 are on order — has meant developing new processes and materials such as additive manufacturing and carbon matrix composites, and building new factories in the eastern half of the U.S. to feed the assembly lines. The HondaJet fits neatly into this high-tech supply chain.

“We’re flying the heck out of it, probably using four times the cycles than any other owner,” says David Joyce, vice chair of GE and president and CEO of GE Aviation (Booth S34).

“In fact the efficiency is quite extraordinary,” he explains. For example, Cincinnati, Ohio-based manufacturing executives visiting Batesville, Mississippi, used to be faced with an all-day trip, flying by airlines to Memphis, Tennessee, and then driving to Batesville. “They would be lucky to get back the same night,” says Joyce. But the HondaJet gets them there that morning, allows them to leave the plant before lunch for meetings in Ellisville, Mississippi, flies on to Auburn, Alabama, and returns to Cincinnati that same day.

Those four meetings represent a week’s worth of travel by airline, Joyce notes. “It is proving extraordinarily efficient for the supply chain,” he says.

GE, whose GE Honda Aero Engines joint venture manufactures the HondaJet’s powerplants, will reap another benefit from heavy use of the aircraft. “We will create our own fleet leader program on the engines,” says Joyce. At the current rate, GE’s aircraft will become the highest-time engine in the world.

“Plus it’s a productivity tool,” when executives on board, the efficiency multiplies.

“The most we’ve flown is 19 flights in one week,” Mottier says. The company has identified 20 manufacturing sites that can be best serviced by the HondaJet because of their location and the lack of direct airline flights. “We can zip there in an hour, an hour 20 min.,” he notes.

Already, GE has found the actual cost of travel is less than going by airline, renting cars and staying overnight in hotels. With four executives on board, the efficiency multiplies. “Plus it’s a productivity tool,” when executives’ time is taken into account, he says.

The full picture is being assembled. “We’re in the process of recording all the flights and the number of people and compiling all that cost data against the historic data we have for those same people traveling to those same sites,” says Mottier. Analysis will include direct operating costs and operating contracts, including GE pilots and maintenance engineering, and hangars. “Then we will know exactly what the cost/productivity benefits are, but we think they’re substantial.”

GE Aviation will take delivery of its second HondaJet next year. And Joyce, as vice chair of GE, will be encouraging the corporation’s other divisions, such as transportation, medical, health, hangarage — and executive chairman Ali Alnaqbi. The group has fought hard to do things for its members to facilitate business aviation in the region. Insurance was one of them: Alnaqbi earlier spearheaded a special-rate group insurance plan for operator members, and the new program is a much broader rethink of that early effort.

The new plan will cover not just aviation, but other needs of all MEBAA members such as medical, health, hangarage — and cyber security, Alnaqbi says.

Final negotiations are under way in London with an insurance company and a training institute “approved by the UK,” he notes. MEBAA’s efforts have been supported by IBAC, the International Business Aviation Council, of which MEBAA’s Alnaqbi is vice chair. The plan could be offered by other national associations too, he adds.

John Morris

Insurance Against Cyber Attack, Plus Biz Av Show in Morocco

Once up and running, it could be available to business aviation companies throughout the world. In parallel will be training and certification in cyber security, says MEBAA founding and executive chairman Ali Alnaqbi. The group has fought to promote business aviation since being founded just over a decade ago, and has tried hard to do things for its members to facilitate business aviation in the region. Insurance was one of them: Alnaqbi earlier spearheaded a special-rate group insurance plan for operator members, and the new program is a much broader rethink of that early effort.

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John Morris

A Show in Marrakech

The second business aviation show to be held in Morocco will be staged Sept. 12-13 at Marrakech Menara Airport, having moved to accommodate the event’s growth since its inaugural in 2015 in Casablanca.

MEBAA Show Morocco 2017 is expecting at least 70 exhibitors and more than 3,000 visitors “although I expect more than that,” says association chairman Ali Alnaqbi. “I remember MEBAA [held in Dubai] started with 2,800 attendees some eight years ago; now it is at 9,000.”

The MEBAA Conference takes place the day before the show, on Sept. 11.

MEBAA is at A545; T126.

Ali Alnaqbi
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VISIT US AT BOOTH #A74!
PayNode Pays Dividends

“Imagine eBay without PayPal,” says Magnus Henriksson, global business director of the recently launched dedicated business aviation charter payment system PayNode.

Launched at last year’s NBAA convention, PayNode is part of Avinode, the world’s largest online marketplace for buying and selling private air charter. The company says this new and “disruptive” system was required to replace inefficient, insecure and costly procedures that placed unnecessary strain on the cash flows of brokers and operators, as well as giving customers insufficient protection of their payment details.

The service is designed to bring the payment process into the digital world from its current, paper-intensive traditions.

“The average transaction is $35,000,” says Henriksson. “When you consider that Avinode lists 3,200 aircraft, has 12,000 customers, some 7,000 professionals a day using Avinode, and 450,000 flight requests a month, you can see that the sums of money involved are very substantial.

“Now we are set to disrupt the multibillion-dollar business aviation payments market.”

PayNode lets customers pay directly for business charter flights with an American Express credit card. AVCARD has been added this month and bank wire transfers, instant settlement, notification and fund movements will be added too. Customers can still pay brokers with their own credit cards, but this is inherently risky in that details taken over the phone, scans of credit cards and passenger IDs are often not stored securely to the highest industry standards. PayNode says it removes these risks.

One more benefit: Customers or brokers decline one out of seven trips because of payment issues, “and that’s a huge amount of business,” Henriksson says. PayNode predicts it will reduce this number substantially.

Joining the system is relatively straightforward, Henriksson says. Customers sign a contract, supply all documentation, and after vetting gain access. “Once they’re up and running we do training with each company, but some have completed their first transaction without any training at all except by using our online tutorial.”

AVCARD is one of the world’s most widely accepted aviation charge cards and is used by more flight departments and charter operators than any other card. In collaboration with PayNode, AVCARD is now being actively promoted as a way to pay for charter and sub-charter flights in addition to its popular use as a payment method for fuel, maintenance, catering, flight training and related aviation services.

Cardholders pay no annual fees and through PayNode, merchants will benefit from amongst the lowest AVCARD processing rates available – significantly lower than for most credit and charge cards. Merchants are guaranteed payment, as AVCARD assumes all risks, and cardholders earn FlyBuys loyalty points on each transaction. These are redeemable for gift cards, merchandise, travel certificates, charitable donations and World Fuel Services invoice credits.

PayNode is being fully integrated with Avinode TripManager (broker sales management system) and the SchedAero flight operations system to help drive growth for brokers and operators. Users of Avinode TripManager and SchedAero will now be able to create PayNode payment requests automatically in just a few clicks within their current workflow, ready for emailing to the customer. This integration eliminates wasteful administrative time and allows brokers and operators to sharpen their focus on customer service and business growth. “Basically we hate double entry data, so if you’ve booked something in Avinode TripManager you shouldn’t be required to do the same action in SchedAero or in PayNode,” Henriksson says.

“The solution has been designed to target key pain points,” he adds, “the need to work faster, to move large sums of money internationally at short notice and to get paid swiftly. For example, PayNode is the only platform that ensures brokers and operators receive payment within 24 hr. following a flight, which is a huge cash-flow benefit.”

The launch of PayNode this past November was purely for U.S.-registered entities, but the service will soon be extended to Canada and Mexico. A further geographic rollout is expected to be announced here at EBACE 2017.

PayNode is with Avinode at Booth F70.

—Mike Vines

Comlux Claims First VIP 777 for Charter

The world’s only VIP Boeing 777-200LR available for charter will begin operations with Fly Comlux in September under a management agreement with its owners, Crystal AirCruises. “We can offer it for on-demand charter whenever they are not using it,” says Comlux Group chairman Richard Gaona.

Comlux (Booth V96) will operate the aircraft on its Aruba commercial AOC after delivery from completion center Greenpoint Technologies. “They were doing the completion before we became involved with it,” Gaona notes.

The 84-passenger, all-business-class 777 with lie-flat sleeper seats can fly 17 hr. nonstop, and “is perfect for government and corporate clients” who need to move a large group of people, he says. And it brings with it a certain equality as it will no longer be necessary to decide who is in the bedroom and who is in the back – Comlux’s BBJ Boeing 767 is outfitted with a bedroom and presidential office in the front, and business and entourage seating toward the rear.

—John Morris
Together, we’re transforming aviation.

Thank you.
Gama-Signature Alliance for the U.S.

Fast-growing global aviation services provider Gama Aviation has done some pretty transformational deals over the past couple of years, but its Jan. 1 deal with the BBA Group (owners of Signature Flight Support) has made the firm a truly global business aircraft management company.

Gama Aviation CEO Marwan Khalek explains how the Gama/BBA deal came together. “It’s very simple, we’re in the marketplace, we’re attuned to what’s going on and you look at opportunities and pursue them.”

BBA acquired the Landmark Aviation business aviation empire early last year. “Simon Pryce [group CEO at BBA Aviation] would tell you he didn’t do the $2 billion Landmark deal because of the aircraft management business but because of its FBOs.”

Gama then approached BBA, as did many others, regarding BBA’s newly inherited aircraft management business. But BBA didn’t want to divest it, they wanted to be part of it.

“It wasn’t part of their core skills and they wanted to partner with someone and we were flexible enough to create that partnership and it seems to have worked to our mutual benefit,” Khalek told ShowNews.

The two companies formally merged their U.S. aircraft management and charter business on Jan. 1 under the new brand of Gama Aviation Signature Aircraft Management. This increased the new company’s U.S. aircraft management fleet by 90 aircraft to around 200 – the U.S.’s largest aircraft management business. On top of this Gama Aviation manages another 50 aircraft worldwide.

“The BBA deal has no ramifications for Europe,” says Khalek. “Because there is no overlap – Signature is not in the aircraft management and charter business anywhere other than in the States. We haven’t merged with them on their ground business or anything else. The relationship we have is not to compete with each other in the U.S.”

“This is not a global agreement with them but the reality is that they’re not in the market [aircraft management] elsewhere but we are and at the moment they have no intention to do that,” Khalek says. “Obviously if they do come across to Europe and buy an FBO chain that happens to have an aircraft management company, I’d like to think that the first discussion would be could we replicate what we’ve done over there?”

Gama Aviation (Booth V38) is also the aircraft operator behind the very successful Wheels Up membership program in the U.S., which has shown phenomenal growth. “Three to four years ago this was a business case on a spreadsheet and we’ve gone from zero aircraft to 80 and probably recruited 400 pilots in that time,” Khalek says.

“We’ve always worked on the basis that if you want to grow a business you’ve got to create a scalable platform. Two things are for certain: Things can turn for the better or worse very quickly so you’ve got to be able to react quickly.”

He says that whereas some fractional or membership programs are perhaps flying 300 to 400 hr. per aircraft per year on 2-hr. sectors, Wheels Up is flying 800 to 900 hr. per aircraft per year with an average sector length of about 1 hr., 20 min. “In fact,” he says, “we’re flying more hours and more sectors than some regional airlines.”

Signature Flight Support is at Booth D88.

—Mike Vines

Pilatus Shows Its Latest and Greatest

PILATUS AIRCRAFT IS here with its latest and greatest - the PC-12NG upgrade, a single-engine turboprop, and its first jet: the PC-24 twin.

The next-generation PC-12NG received European Aviation Safety Agency approval for commercial operations in Europe on March 1 – a decision that means the PC-12 can now be operated commercially at night under instrument flight rules across all 32 EU member states.

The PC-24, the first business jet to be produced by the Swiss airframer, reflects an emphasis on versatility. Pilatus says that the new aircraft “simply doesn’t fit into any of the existing business jet categories. That’s why we had to create a new one – the Super Versatile Jet [SVJ] category.”

Pilatus says that the PC-24 has exceptional short-field performance, even on unpaved runways. “With the PC-24, you will have access to almost 100% more airports around the world,” the manufacturer says. The $9 million aircraft can carry seven passengers in single-pilot configuration.

A large cargo door is standard, facilitating use as a medical or cargo transport.

Pilatus claimed 84 initial orders for the PC-24 shortly after launch in 2014, a back-log that alone might be expected to consume the first three years of production, starting shortly after expected certification in late 2017.

Pilatus is at Booth M121 and Static SD11.
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Trusted to deliver excellence.
JetEight Carves Out an Eight-Seat Niche

JetEight is an all-new European scheduled business aircraft start-up, the brainchild of two 24-year-olds just finishing their master’s in management course at Berlin’s prestigious ESMT international business school.

Ruben Portz and Lisa Makarova, the cofounders of JetEight, earn the ShowNews Top 10 Leaders of European Business Aviation for their work in promoting and publicizing their new company. Originally envisaged as an all-you-can-fly membership program, just 10 days before EBACE the young entrepreneurs announced a change to a flight card-based system. They also brought forward the first fare-paying passenger tryout flights from this autumn to June.

The new plan is based on recent market research, says Portz. “After many inspiring conversations our team had with potential members we have decided to introduce a new pricing model.” This plan will better accommodate the needs of their target audience, he says, with a flight card scheme starting at 600 euros per flight.

“To become a member of JetEight you can buy a bundle of two, four or eight flight cards that are all valid for one flight. We have also introduced corporate packages in which any employee of the organization can use the flight card and experience the exclusive, easy and fast travel experience of JetEight,” Portz says.

The company is performing a series of tryout flights at the end of June and through July between Frankfurt, Munich and Zurich in preparation for the full scheduled service. “We will soon open the ticket sale, which will include even more attractive prices than the 600 euro flight cards,” says Portz. The tryout flights are designed to let business travelers take a sneak peak at JetEight’s premier service without committing to multiple flights. All flights will be aboard an eight-seat King Air 350i operated by an existing business aviation company under its own AOC.

“For the scheduled service we’re exploring a wider range of aircraft types,” Portz says “We will announce those details after the tryout flights have been completed.

We hope to announce the operating partner carrier and other details during EBACE,” he said ShowNews.

Portz and Makarova’s original business plan was one of 12 selected from 288 global applications for the prestigious acceleration program of Startupbootcamp Smart Transportation & Energy, a leading global startup accelerator located in Berlin and focusing on connected and efficient mobility. This gives JetEight a unique opportunity in collaborating with more than 150 corporate partners, mentors, and investors such as Airbus, Kuehne + Nagel and Mercedes-Benz. ESMT was founded by 25 leading global companies and institutions and offers a full-time MBA, and an executive MBA and master’s in management courses.

“JetEight is being financed by its founders and Startupbootcamp,” says Portz. “Moreover, it is important to say that we’re bringing the lean start-up principles to the private aviation industry, and aim to stay as lean as possible.” He says that unlike other operations JetEight’s goal is not to fill every seat but to ensure that seats are available.

The company will be using eight seater aircraft (hence the “Eight” in the company branding) with either Beech King Airs or Citations. “Our philosophy is to increase the utilization of the planes that are already out there,” said Portz. “We think the midsize Citation XLS would be a good aircraft for us in Europe in terms of speed and cabin size.”

Speaking before the business plan change Portz reckoned there are around 150 viable European city routes for this type of service, but the key is to find the three most-profitable routes and launch (it is assumed this has been achieved with the trial flights from Frankfurt, Zurich and Munich) when it has sufficient members for that route. He says he’s looking for around 50 to 100 members per route. “[This number] sounds really small,” he says, “but it won’t get much bigger because the service needs to remain really exclusive and then you can cut your capacity based on the number of members you have.”

On the potential competition from other larger and more-well-known competitors, he says, “I think we’re located closer to the commercial airlines business-class traveler whereas [others] will tend to be higher end and closer to the private jet charter market. Whereas if you are flying quite infrequently but using first-class or business-class services then we will be more interesting.”

—Mike Vines

Ruben Portz and Lisa Makarova

JetEight cofounders Ruben Portz and Lisa Makarova
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Jet Aviation Prepares for Its Next 50 Years

Gone is the famous deer-head logo at Jet Aviation, which is taking the opportunity of its 50th anniversary to reconstitute itself for the years ahead. “We will celebrate the past while focusing on the future,” says Group CEO Rob Smith.

A rebranding with a new logo that simply states “JET” symbolizes Jet Aviation’s strategy to more align itself as one Jet with its customers, with best-in-class practices applied consistently through all its business and across 25 locations worldwide.

Customer feedback had suggested that some facilities were preferred to others. They should all be the same high quality, says Smith. Achieving that will likely be a three-year journey, with the first year focusing on aligning computer systems with customers and employees alike. Once completed, the processes will enable new businesses, such as FBOs, to be brought into the fold more easily as Jet Aviation executes a strategy of continuing to expand where customers indicate there is a need.

Growth will be organic and from outside, including through partnerships, says Smith, who adds it will not be everywhere but where it is most demanded. For example, Jet Aviation just opened a major FBO in Washington, D.C., will open one in Dubai South this summer, has rebranded the Pazos FBO in Puerto Rico, and is expanding its hangarage in Singapore.

The company is also exploring VIP aircraft completions outside its complex at Basel, which ranks among the world’s biggest such facilities.

It’s all light years away from the maintenance hangar that Jet Aviation founder Carl Hirschmann first rented in Basel in 1967. The family ran and expanded the business until selling to the Permira private equity fund in 2005, which grew the business further and sold it to General Dynamics three years later. The U.S. aerospace and defense company also owns Gulfstream Aerospace, manufacturer of Gulfstream business jets.

Ownership by General Dynamics has brought a corporate culture to Jet Aviation, says Smith, and the parent company has been 100% supportive through the occasional challenges that any business aviation company encounters. “Jet Aviation had grown up as a family owned company,” he says. “Some of that atmosphere has changed; we’re now very process driven, but we still want customers to feel our warmth and heartbeat.”

Jet Aviation is at Booth R134.

—John Morris

A VIP Convair 880 Put Jet Aviation on the Map

Carl Hirschmann observed that clients from the Middle East tended to travel with a large number of family members, friends and staff. He believed that they would begin to buy larger aircraft. And he saw a future in converting airliners, by adding custom VIP cabins.

Hirschmann made a few phone calls and bought an old four-engine ex-Cathay Pacific Convair 880 jet airliner. He brought it to Basel and told Elie Zelouf, “Elie, you know, when you don’t have enough maintenance work, you can do outfitting.”

Hirschmann had furniture for the aircraft made in the U.S. and brought to Switzerland. Employees in Basel would install this furniture and do the rest of the completions. The whole thing seemed a little vague to the employees, who still had all of their other work to do.

Then, suddenly, it became very concrete. “About four months before the 1977 Paris Air Show,” says Zelouf, “Hirschmann told me he intended to take the Convair to the show for display, and that the interior had to be ready. We had to bring in manpower from all over the place, and still worked day and night to get it done. But we somehow managed it.”

Jet Aviation took the completed Convair 880 to the Paris Air Show and thousands walked through the aircraft. There was a lot of excitement. An airliner converted into a business jet was almost unimaginable. “We were immediately on the map,” says Thomas Hirschmann (chairman and CEO, 1990-2003). “We did demo flights around the world.” —Stephanie Schwartz. Excerpted from Jet Aviation’s client magazine Outlook, which will be distributed at EBACE. Booth R134.
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Loris Di Filippo, the company’s CEO, says Argos already has the largest FBO chain in Italy and another one or two locations are to be added soon at as yet undisclosed locations. Argos VIP facilities already stretch from Milan in the north to the islands of Sicily in the south and to Sardinia in the west.

The company’s most northern outpost currently is at Lugarno, Switzerland, which became operational in late 2015. The company also operates in a supervisory role – “Everywhere in Italy except Florence and Perugia,” says Barbara Ciolli, Argos group commercial director.

The Argos FBO operation originally started from Rome Ciampino in 2006 – still the company headquarters and flight operations hub. Additions to the chain have greatly accelerated in recent years as the firm works toward a presence at all major airports of interest in Italy. Some, like Salerno and Treviso, are used mainly for repositioning flights, Ciolli says.

Argos (Booth S56) is looking for opportunities to expand into other countries to offer its clients a true European network. “We have a very great desire to expand our network and at this moment can say that we are looking at two countries near Italy,” Di Filippo says.

When Di Filippo joined the company in 2004, Argos was a small handling operation dealing with regional traffic and not involved in business aviation. “When I entered the company we decided to completely change the business model and concentrate our attention totally on business aviation.”

In Italy 10 years ago, he says, business aviation handling was still the monopoly of airport managements. “Services were really bad with no particular attention to the customer as airport management was only really interested in scheduled flights,” Di Filippo told ShowNews.

“We decided to change this model and create a new brand for business aviation giving greater value to the customer and they really appreciate our dedication and attention to detail.”

He explained that the company’s secret of success is that it listens to everyone from customer to captain. The company holds the prestigious International Business Aviation Council’s IS-BAH (International Standard for Business Aircraft Handling) approval.

Argos has been sponsoring and testing the FlyUp software app since 2015 and will be introducing it to a wider audience here at EBACE, Di Filippo says. “We now manage all our own traffic through the new platform, which can handle all elements of business aviation flights. It can handle real-time updates and in real time we can see the whole of the operation between all of the players, from aircraft operator, FBO management, third parties to flight schedulers and caterers.”

“Customers put in their requests through their operator for all the required services and in real time the FBO can see new requests, the operator can see the progress of, say, its PPR approval through the web application and if for any reason the schedule has to be changed, it can all be seen in real time by all parties,” Di Filippo says.

“Even the flight attendant who requires flight catering can book into the system so the caterer can see the time-scale, expected cost and what is required. Users need a special log-in and ID password to enter the system and then can manage it step by step.

“The flight dispatcher can also see when the aircraft landed,” he adds, “without phone or email, and on the ramp the captain can access all services from his tablet.” Another major advantage for customers? “Through the new app,” says Di Filippo, “they will be able to monitor their costs too.”

—Mike Vines
Upcoming MRO Events

ap&m Europe
May 31-June 1, 2017  |  London, UK

Aero-Engines Europe
September 13-14, 2017  |  Madrid, Spain

MRO Europe
October 3-5, 2017  |  London, UK

Airline Engineering & Maintenance: North America
October 18-19, 2017  |  Miami, FL

MRO Asia-Pacific
October 31-November 2, 2017  |  Singapore

To learn more about attending, sponsorship and exhibiting visit events.aviationweek.com
Victor Makes FT Growth List; Sets Sights on $100 Million In Transactions by Next EBACE

Victor, the London-based international internet jet charter marketplace, has been named Europe’s fastest-growing aviation business in the FT1000, a new Financial Times poll of the continent’s most dynamic, fast-moving businesses.

Victor’s 113th place reflects major revenue growth of 945% over a four-year period and underscores its success with a disruptive “on demand” e-model in the private jet charter sector. Customers book charter online via web or smartphone app without going through a broker.

Founder and CEO Clive Jackson said the listing is a great accolade. “It is very, very satisfying for the Victor team to be handed this victory. It shows they stack up, and stand head and shoulders above the competition on the world stage, along with the best international brands.”

And he expects more of the same. “When your numbers become significant, you get noticed,” he says. Victor’s focus is on achieving them. “You have to get to $100 million of transactions just to get to the starting point,” he says, adding that at its current climb rate he says, Victor will hit that mark by next EBACE.

Since launching in 2011, Victor’s average booking value has increased by 79%. The company, which reached its sales revenue forecast of $39-41 million for 2016, has also enjoyed a strong start to 2017 – including a record month for sales revenue in April and its biggest-ever month for individual UK and U.S. bookings in May.

According to Victor data, long-range aircraft bookings (of jets such as the Gulfstream IV, Bombardier Global 6000 and Embraer Legacy 600) continue to grow, up 98% year-on-year. The total number of private jet types chartered has also increased, 25% year-on-year. While the Citation Mustang is Victor’s most-popular overall charter request for the past 12 months, the Gulfstream IV tops a list for U.S. bookings.

“Fliers are switching from jet ownership to on-demand, pay-as-you-go charter in the current economic climate because it allows them to fly more flexibly and efficiently,” says Jackson. —John Morris

Avfuel Launches Online ACST

Avfuel (Booth G88) has launched online Avfuel Customer Service Training (ACST) for its network FBOs. Staff members will learn about the importance of fostering and contributing to their company’s culture and brand and how to “truly amaze and wow their customers.” The ACST is available to Avfuel-branded FBOs as part of the overall Avfuel training system, including rampside, front counter and customer service courses. Those with a current subscription now have access to the customer service portion, and those who subscribe to the Avfuel training System in future will also gain access to the ACST.

FAI Adds Global Express and Challenger

German general aviation operator and air ambulance specialist FAI rent-a-jet Aktiengesellschaft has added a fourth Bombardier Global Express and sixth Bombardier Challenger 604 to its fleet. The Global Express XRS is being operated under Part-NCC (non-commercial operations) rules on the San Marino aircraft registry on behalf of a corporate client. The Challenger 604 will also be operated under Part-NCC rules under the Cayman Islands registry. Both aircraft will join the fleet on June 1. The aircraft will be based at the company’s headquarters in Nuremberg and will be maintained by FAI’s MRO subsidiary, FAI Technik. FAI Aviation is at Booth F70.

Aircraft Lighting Gets PMA for Lamps

Aircraft Lighting International (Booth R109) has received PMA approval for its 8 mm LED Direct Replacement wash lighting system for Dassault Falcon 2000, 900 and 50 aircraft. The system is self-ballasted, meaning the LED lamps bypass the aircraft’s AL-2004 ballasts, and operates directly off of 28 VDC ship’s power. Installation of the system is plug-n-play, allowing owner/operators to retain existing lamp holders, diffusers and dimming controls without having to rewire or certify the installation. The 8mm LED system comes with a three-year manufacturer’s warranty.

Duncan Delivers CJ3 Pro Line Fusion Upgrade

Duncan Aviation (Booth G88) has delivered the first Cessna Citation CJ3 aircraft equipped with the Rockwell Collins Pro Line Fusion flight deck upgrade, which meets upcoming NextGen mandates. The system received an STC from the FAA on April 21 and the aircraft was delivered to the customer on April 27. The second CJ3 scheduled to receive the upgrade is currently in work at Duncan and will be delivered in early June. Duncan Aviation has nearly 20 additional CJ3 aircraft scheduled for the upgrade over the next 18 months.

TrueNorth Adds Voice to Data Link

TrueNorth, an SD company, announced a new FANS-1/A over Iridium data-link unit (DLU) with voice here at the show (Booth S80). DLU-vox will provide data-link capabilities (ACARS, ADS-C and CPDLC) plus flight-deck safety voice capabilities in a small, lightweight, stand-alone form factor. The new DLU-vox has the same dimensions and footprint as TrueNorth’s existing FAA TSO-C139a DLU and will give operators cost-effective options for a data only (DLU) or a data and voice solution (DLU-vox).
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It’s taken more than 20 years for blanket approval of CAT SET OPS (commercial air transport single-engine turbine operations) to become law in Europe. It finally occurred on March 1. ShowNews has included Finland’s Matti Auterlinen in its Top 10 Leaders of European Business Aviation because he helped to convince EASA that this form of transport could be safely achieved.

“My general idea is that it doesn’t matter how many engines you have, it’s a matter of how well your pilots are trained,” Auterlinen says. “An engine failure is not necessarily a catastrophic thing at all if procedures have been created in terms of energy management. It’s a matter of company culture, how seriously you police your attitude toward training—[your organization’s] professional SOP.”

Auterlinen is the founder and chairman of Hendell Aviation in Finland and currently operates all three of his PC-12s with the accredited training organization Fly7 at Lausanne, where courses for the new CAT SET OPS pilot type rating are available. Hendell joined forces with Fly7 in 2014. There are now 12 PC-12s based at Lausanne, making it the biggest commercial SET training operation in Europe.

Since EASA issued the new SET OPS regulation in March, training requests have been pouring in,” Auterlinen says.

Auterlinen is also a captain with Finnair, holding an Airbus A350/330 common type rating. The morning ShowNews phoned him he had already put an hour in the Finnair Airbus A350 simulator before dawn. “The A350’s ultra-modern avionics platform has a lot of similarities with the Pilatus PC-12’s Honeywell Primus Apex,” he says.

He explained that when EASA OPS came into force in 2008, “The people in Brussels left out [the rules] for flying commercial single-engine turbines. Beginning in 2010, Auterlinen started to build a CAT SET OPS operational capability and in February 2013 was granted his AOC and with it, he notes, “the privilege of flying single-engine turbines commercially.”

His company had a medevac kit for the PC-12 and did many flights to hospitals across Finland. Auterlinen and his pilot team created the procedures for CAT SET OPS basing everything on required two-man crew operations and passing these through an EASA working group. “I used my experience with the heavy airplane types I’d been flying and one team member flew the Embracer 170/190 series, which have similar Honeywell avionics architecture,” he says. “We took bits and pieces from here and there.” He says they wanted to make the cockpit operation similar to the airline flight-deck operation.

The team didn’t have to do any special development flying to achieve CAT SET OPS but had to write Operations Manuals Part A and Part B from scratch. “We even had to produce the minimum equipment list as the OEM didn’t produce these at the time,” Auterlinen told ShowNews. “Our influence on the SET OPS working group was because of our operator experience and how things could be done through really good positive communication. It took us three years from scratch to convince our local authority, and I would add that the Finnish CAA is as strict as any other member state in the EU.”

Hendell Aviation’s PC-12 operations rightly got a lot of the credit for gaining CAT SET OPS through the EASA working group, but Auterlinen says Vol Direct of France with TBM aircraft and Ben Air of Denmark (with PC-12s) were very much an important part of the process. “In Sweden, Nord Flyg also started Cessna Caravan cargo operations, but I would say Denmark’s Ben Air and Bruno Budim in particular is the very active and energetic gentlemen in the working group who did a really good job in making it happen.”

Auterlinen started his own small seaplane company in Finland in 2004 with a Cessna 206 on amphibious floats flying power-line patrols. The same year he was introduced to African bush flying in Kenya by a Finnish friend who flew mission aviation fellowship (MAF) operations—whereby aircraft help change the lives of some of the world’s most isolated people. Auterlinen spent all his holidays flying Pilatus PC-12s and Cessna Caravans on humanitarian and relief flights in Kenya, Sudan and Somalia.

“That’s where I got the idea for operating the PC-12 on commercial operations in Europe,” he says.

—Mike Vines

Hendell Aviation founder and chairman Matti Auterlinen

Piper Brings M600 to ‘Ideal’ EBACE

Piper Aircraft has brought its flagship M600 for the first time, deeming EBACE “ideal” for the new turboprop single with Garmin glass cockpit.

“This year’s EBACE convention is the ideal venue for Piper to showcase our new M600 at a premier event with prominent leaders in the European business aviation community,” said Piper sales, marketing and customer support VP Ron Gunnarson.

“The new M600’s continent-crossing range and impressive payload capability make it ideally suited for all European operations,” he said.

“Ideal” too is the M600 itself: “the ideal stablemate for any corporate flight department,” Piper says, with significant payload and range – 1,484 nm/2,748 km with low operating and acquisition costs, all “making the aircraft the perfect complement to a corporate jet fleet and a viable option for the prospective and existing business-class aircraft owner.”

The $2.9 million M600 seats six and is powered by a 600-shp Pratt & Whitney Canada PT6A-42A engine. The aircraft features a new, clean-sheet-design wing and a Garmin G3000 touchscreen-controlled glass flight deck.

The Piper M600 is at Static SD12. Piper Aircraft is a Booth Y65.
CAT SET OPS Certification – Is It for You?

The difficulty of getting CAT SET OPS (commercial air transport single-engine turbine operations) approvals in Europe will vary depending on individual company cultures, says Matti Auterlinen, founder and chairman of Hendell Aviation.

“If you start from scratch it’s hard to say how long it will take, but if it is an existing AOC operator with good organization that knows what it’s doing – I would say it would take a minimum of three months, but more realistically even for a good organization it could take six months,” he told ShowNews.

Hendell Aviation advised start-up customer GI Aviation on its proposed commercial PC-12 operation in Abu Dhabi and building the AOC application from scratch. “We allocated between nine and 10 months for that work and in fact it took us closer to 16 to get the job done.

“We thought it might be a case of copying and pasting our existing manuals but it wasn’t the case,” Auterlinen says.

“We had to work very hard to satisfy the UAE’s General Civil Aviation Authority, which was rightly very strict but fair.”

In Europe, each company applying for CAT SET OPS approval will have its internal systems completely audited. The audits cover specialist crew training approvals, the in-house flight planning regime and aircraft equipment necessary for compliance.

—Mike Vines
Piaggio Steps Up Its Comeback

The plan to relaunch Italy’s Piaggio Aerospace as a civil and defense aircraft manufacturer is gaining momentum some 20 months after moving production from an aging plant in Genoa to a $150 million, clean-sheet design factory in Villanova d’Albenga, about 56 mi. southwest. This past September the firm delivered the first Avanti EVO twin turboprop manufactured there, and since then has delivered two more.

“Every day we take more steps. We’re still not where I plan to be, but I see significant improvement from a year ago,” says CEO Renato Vaghi, who took that position in late August. And there’s more improvement to come as the factory ramps up toward a target rate of 30 aircraft a year, which represents just half of its actual capacity.

That’s a ways off, he admits. Production plans call for another three P.180 EVOs this year, and four more P.1 HH Hammerhead unmanned aerial systems in addition to the two currently in production. The Hammerhead is based on the P.180 Avanti.

“This has been an incredible effort,” says Vaghi, as Piaggio recovers from the collapse in late 2012 of its largest customer with a fleet of 56 aircraft, the disruption of moving into a new factory and rebuilding a corporate culture, the delayed certification of the P.180 EVO, and the crash last year of a prototype Hammerhead. The company was supported through its darkest days by Abu Dhabi state investment firm Mubadala, which now owns 100% of Piaggio.

“We have very ambitious plans,” says Vaghi. “Our growth potential extends to 60 aircraft a year.” But to get even halfway there, Piaggio must stimulate sales for the latest, third-generation EVO version of the P.180, which still looks futuristic despite the design having flown 30 years ago.

A four-point campaign calls to: Create awareness worldwide of the EVO and its capabilities; understand markets with the highest growth potential and seek repeat business from existing customers; develop customer support; and a commercial approach through creating mission-derived value packages to entice potential customers. Product development will underpin this strategy, with enhancements such as an upgraded landing gear and a larger fuselage door for medevac missions.

Vaghi notes that Piaggio has a backlog that will allow 1-1/2 years of production at current rates, “and there are still some slots available in 2018.” These could be taken, though, if final negotiations with “at least five or six” customers prove successful.

There are currently around 220 P.180 Avanti aircraft in operation globally. Piaggio Aerospace is at Booth P98 and Static SD19.

—John Morris
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Aircraft Technical Publishers CEO Charles Picasso

The vision of Aircraft Technical Publishers to create a single-source online library service for aviation technical and regulatory publications has taken a step further with the ability to call up individual aircraft’s configuration by tail number from the FAA aircraft registration database.

ATP’s Aircraft Centricity is, the company says, a breakthrough approach to managing maintenance-related content that consolidates and streamlines the display of available documentation for an aircraft with a single tail number search. By providing rapid and convenient access to the most comprehensive set of airworthiness and reference content for a specific aircraft, ATP’s new product helps MROs and maintenance professionals access relevant documentation with unprecedented speed.

The new features, available at no additional cost within ATP’s “Aviation Hub Cloud,” interconnect data from manufacturers, regulatory agencies and other third parties to bring maintenance providers streamlined access to the most current information for the maintenance they are about to perform.

“This will improve significantly the productivity of the MRO provider, and help operators have their aircraft returned to service sooner,” says ATP CEO Charles Picasso.

“For years, aviation maintenance professionals have envisioned a day when they could simply enter in a tail number in order to pull up and integrate all of the relevant reference content and airworthiness tracking information instead of spending so much time gathering, organizing and reviewing it all.”

FAA records have always been available, but nobody before has integrated them online with OEM and maintenance records, Service Bulletins, all FAA issues and the profile of the aircraft. ATP’s Aviation Hub Cloud is an integrated suite of “smart content” services that embed technical, operating and regulatory content into maintenance workflows and processes.

ATP partners with 54 manufacturers to provide information to 5,600 customers in 96 countries. Last year it launched a mobile app to enable Aviation Hub to be accessed anywhere from smart devices.

Aircraft Centricity is being demonstrated by ATP at Booth Z131.

—John Morris

Web Manuals founder and CEO Martin Lidgard

GERMANY IS PROVING fertile ground for Web Manuals, the Sweden-based developer of digital management of manuals and documents for the aviation industry.

No fewer than five new customers in Germany have signed up for Web Manuals’ services in the last six months.

This swathe of new clients now makes up almost 25% of Web Manuals’ total European users, highlighting the company’s rapid acceleration within the German-speaking market.

“More than 90 operators around the world are now experiencing the major advantages of implementing the Web Manuals’ product,” says Martin Lidgard, founder and CEO. “We have been selected by our new German business aviation clients to help them simplify and accelerate the authoring, review, publishing, distribution and control of their operations manuals, enabling them to make huge time and cost savings.”

The new clients join existing German customers ADAC Luftrettung, Aero Dienst and Star Wings. Other clients in the region include Icelandair, Air Baltic and City Hopper.

“Web Manuals enables all our clients to have better control of their manuals, ensuring they remain compliant so they can focus on the smooth running of their businesses,” Lidgard says.

The company won 30 new clients in the last year, and has added 11 so far in 2017 in Europe and three in the U.S. It is aiming for a total of 150 clients by year-end.

Many of Lidgard’s business aviation customers operate five to 15 aircraft “and the burden of updating manuals can be bigger the smaller they are,” he says, adding that it can take considerable human resources to ensure compliance with increasingly demanding regulations.

To further streamline compliance, Web Manuals is working on software version 6.3 that will allow a single document template to update manuals for a fleet of aircraft.

“Manuals and record-keeping have become increasingly complex in all areas of business and general aviation, from operations to maintenance. But with digitization, data can be accessed, updated and stored more efficiently than ever before,” Lidgard says.

The company, which is celebrating its fifth anniversary this year, is at Booth A04.

—John Morris

Web Manuals Sees Boom in Germany

Web Manuals founder and CEO Martin Lidgard
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Will Europe’s Business Aviation Stir at Last?

For the last decade, analysts have predicted growth in Europe’s business aviation market. And every year their forecasts have proven over-optimistic as the giant stirs but never really wakes up.

New deliveries to the world’s second largest market after North America have remained stubbornly flat. “Recently though, there have been fresh dynamics quietly developing that could help stimulate this sleepy market,” says aviation analyst Brian Foley, who adds that he had almost given up commenting on business jet sales to the region due to its resistance to growth.

His newfound but guarded optimism is echoed by Brandon Mitchener, the new CEO of the European Business Aviation Association. In his new role, coming from the CEO of the European Business Aviation Association, Mitchener could be expected to exude enthusiasm for his new bailiwick. But his arguments for optimism support Foley’s change of heart. Could they both be right?

“A trio of recent factors in Europe could help to goose-up the private aviation industry there,” Foley says. “First, some political uncertainty has been removed with election results in France suggesting a little more stability in the European Union. Next, the euro has strengthened against a weakening dollar, which makes new aircraft pricing a little more palatable in local currency.

“Finally, rising stock markets in the region provide the balance sheets and personal financial portfolios needed to fund a discretionary spend in private aviation.

“From these observations,” he says, “I’m convinced that Western Europe will be the next region to recover, just as the revived U.S. market begins to taper following several years of recovery. This is important since Europe ranks as the second-largest market after the U.S.”

According to Mitchener, “We’ve now had six months of steady growth in traffic numbers and they’re the best since 2011. This is an exciting time for business aviation, with innovative new aircraft, technologies and business models coming to the fore. The industry is looking dynamic as it expands its offerings for new and existing customers and aircraft owners.”

He points out business aviation’s unmatched value proposition: meeting needs that no other transport option can satisfy, and helping users achieve huge time savings, flexibility and full control over their schedules. But this has been true for the last decade; why should it stimulate new sales now?

“It’s a vibrant, evolving industry and many players are developing new ways of working that further expand customers’ freedom of choice,” Mitchener says. “This includes online booking platforms with faster response times, more transparency and better pricing.”

Whether Europe, home to the phenomena of the online charter broker industry, succeeds in bringing enough new customers to the market to warrant expanding the charter fleets of business jets remains to be seen. Embraer’s past president of Executive Jets, Marco Tulio Pellegrini, believes the industry must carry another one million passengers every year to break out of the “new normal” of an annual 650 to 750 business jet deliveries worldwide, down sharply from the unsustainable peak of 1,136 deliveries in 2008 before the global financial crisis wrecked everyone’s production plans.

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Simple solutions to connect a complex industry
NetJets Europe Pioneers Satellite-Aided Landings

Improving the ability of business aircraft to land in poor weather might not appear to be of much interest to anyone outside the private aviation community. But an extensive project funded by the EU’s SESAR Joint Undertaking has shown how the entire aviation sector could benefit if business aircraft were able to land in a wider range of conditions at airports where instrument landing equipment is not installed.

“What happens today in low-visibility conditions is that there’s a saturation of the major hubs,” says Jean-Philippe Samu, a pilot with NetJets Europe, and that company’s lead on its work with SESAR. “The only way to relieve that is to push forward technologies for regional airports to relieve the hubs. This has a direct positive impact for business aviation, but at the end of the project there was a realization that an improvement in regional airports could enhance overall network capacity.”

The project Samu refers to is the SESAR-funded Augmented Approaches to Land (AAL) program, involving a consortium of 16 entities led by NetJets Europe. The project culminated in March when a NetJets Phenom 300 landed at Bremen using a satellite-based augmented system, marking the first time a passenger aircraft had flown an SBAS instrument landing in Germany. The SBAS used is called EGNOS – for European geostationary navigation overlay service – and is not installed.

The Bremen SBAS approach was approved by ICAO under the LPV-200 (localizer performance with vertical guidance) designation. An LPV-200 approach is equivalent to an ILS Category I, with the pilot needing to have no visual contact with the ground until a decision height of 200 ft. Hundreds of LPV approaches are in operation across Europe, but that does not mean that SBAS landings can now take place routinely at all of them.

“On the airport side, the descriptions of the low-visibility procedures are quite extensive, and mainly focused on the major airports that have a lot of tools to enable this,” Samu says. AAL examined a number of technologies, with the work broken down into different domains by technology and operator.

“One of the advantages was that it was actually a big project,” Samu says. “It grouped together almost all of the technologies dealing with low-visibility approaches, and dealt with all types of airspace users. Everybody worked closely together, and understood the added value of each of those technologies for the targeted operational environment. This is good, because beforehand it was more a competition between those technologies. Here we brought them together and showed that they all have added value in certain environments that can typically benefit one or the other airspace users.”

It may be surprising to see a company such as NetJets leading a program of this nature. But Samu, who has spent half his working hours on AAL, says the benefits of involvement are clear.

“We need to be there, and to be present, and to try to defend our interests,” he says. “NetJets is one of the only operators in Europe big enough to be able to give power in these discussions, and [AAL partner] EBAA was really happy to have this expertise on board. They’ve tried to find other operators that would be able to give some manpower to help, but there’s not been much response: Smaller operators are busy with their operations, basically. It’s good that NetJets continues to do this. If the sector can have more possibilities, then NetJets will benefit from that.”

Unlike those augmented approaches, the route ahead for AAL is not particularly clear. Some of the technologies were flown on test aircraft, which limited the number of flights possible and thus the data gathered; proving the applicability of the technologies in poor weather at small airports means flying in representative conditions, which may not have been present when testing was taking place; and differences between national regulations mean that an achievement made in one place will not automatically be transferable. NetJets has proposed a second phase of the program – AAL2 – to try to build on the gains already made, but it is not yet known whether that will be funded.

“The idea is to really have a closer link to the regulator in order to, on the one side, confirm what they’re drafting, but also to update positively,” Samu says. “We try to work hand-in-hand with the regulators, to ensure what they’re drafting is something that’s feasible with the new technologies.”

—Angus Batey
Is it worth upgrading an older aircraft with a Universal Avionics SBAS-Flight Management System (satellite-based augmentation system-FMS)? The avionics manufacturer believes it is, and is here at EBACE not only to show why but also to help explain how to tap into 1 billion euros of EU grant money under the “Connect Europe Facility” program.

Universal Avionics is showing operators just how easy it is to save on flight hours, fuel and engine reserves when equipped for Localizer Performance with Vertical Guidance (LPV) approaches, which can take an airplane down to 200-ft. decision height at the many smaller airports that do not have an Instrument Landing System. The company is featuring an “LPV Payback Calculator” in Booth Y66 throughout the show so attendees can calculate the payback period of an SBAS-FMS upgrade for their aircraft.

Robert Clare, director of sales for Universal Avionics, notes that “LPV capability for both rotorcraft and fixed-wing aircraft is one of the future navigation concepts that is fully embraced by Europe’s SESAR. Universal’s SBAS-Flight Management Systems support LPV approaches enabled by the European Geostationary Navigation Overlay Service (EGNOS), which offers significant benefits over conventional non-precision approaches.

“In addition to the return-on-investment benefits, LPV approaches greatly increase both operational safety and airport/runway accessibility, while also reducing pilot workload,” Clare says. Universal Avionics SBAS-FMS is available in four models and is certified on more than 50 aircraft types. An SBAS/LPV expert is on hand at Universal Avionics’ booth. Those not at the show can access Universal’s LPV Payback Calculator at uasc.com/LPV.

Grant money to equip with EGNOS/SBAS technology may be available under the EU’s 2017 CEF funding application process, and Universal Avionics is addressing this, too.

“There’s considerable confusion and inherent nervousness among European operators regarding the available funding,” says airline and government sales manager Ross Dickey. “Many operators don’t have the opportunity to attend industry events, so they’re not getting this important funding information in front of them.

“We can assist with this and coordinate with the appropriate authorities to complete their applications.” There are two deadlines for application submission: the first cut-off is July 14, 2017, and the second cutoff is Nov. 30, 2017. With increasing airspace congestion, EGNOS is becoming an extremely valuable technology for aircraft operators. Throughout Europe, there are already more than 440 EGNOS-based approaches at almost 220 airports and, says Clare, that number is growing.

Universal sees FMS upgrades on Cessna Citations and the Learjet 40, 45 and 60 as “the next big thing in Europe for us,” he adds.

**Village to be Built on Airport?**

The possible building of a 1,500-home garden village at the Fairoaks Airport in Surrey could make it the most recent potential airfield casualty in the UK.

“We can’t operate our business without airports and the concept of reduced access or closure of airports is not something that we can take any joy in,” says Marwan Khalek, who chairs the British Business and General Aviation Association.

“We have to remember that Fairoaks Airport has to be commercially viable for its owners to keep it open as an airport irrespective of whether they can turn it into anything else. The sad truth is that a lot of GA airports are not sustainable just as airports.” —Mike Vines
**Will Brexit Boost Britain’s Billionaires? Jetcraft Wonders**

Brexit might prove a boon to new business jet sales. At least that’s what Chad Anderson, president of the Jetcraft international aircraft sales, marketing and ownership strategies consultant, is hoping.

“We’re hearing of many capitalists talking of business opportunities” as Britain leaves the European Union, he says. “And that could mean many new billionaires.”

Billionaires = business jets, particularly the most expensive ones with large cabins and ultra-long range. Jetcraft is ready on three counts: It is well-versed in buying, selling, finding or brokering that kind of jet; it is used to dealing with billionaire buyers; and 20% of its record 2016 performance came from Europe.

Funnily enough, those billionaires are getting younger. “We’ve sold numerous ultra-long-range business jets to billionaires under the age of 40, sometimes under 30,” he says. “Which is good because if this is their first aircraft they will likely replace it later with another. There’s a longevity there.”

Meanwhile, the European market continues to show healthy turnover with older aircraft departing and new ones taking their place. The Continent is expected to absorb 15% of all new deliveries (it is, after all, the second-largest market after North America), so even if the fleet is growing only slowly overall there is a good mix of sellers and buyers.

Replacement “is the anchor tenant,” says Anderson. The market still has relative health as long as there are no signs of fleet attrition.

“The good news is that the appetite in North America for European aircraft is particularly extremely good. Europe isn’t a planet away anymore” when it comes to trading aircraft, he adds.

The aircraft leaving Europe tend to be mid- to super-midsize business jets, mostly purchased new, some four to eight years old and just on the end of their five-year warranty. Anderson says “although right now we’re in the middle of a Global 5000 deal for a U.S. buyer.” —John Morris

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**Pazos FBO Rebranded as Jet Aviation San Juan**

Jet Aviation (Booth R134) and the San Juan-based Pazos FBO, located at Luis Muñoz Marin International Airport in Puerto Rico, recently signed an FBO management agreement. The FBO will be managed by Jet Aviation and rebranded as Jet Aviation San Juan. The facility has more than 20,000 sq. ft. of space including an expanded aircraft parking ramp with the capacity for increased traffic and future additional hangar facilities. Jet Aviation San Juan is the only FBO in Puerto Rico with a full-service, onsite U.S. Customs and Border Protection terminal.

**ARGUS Releases Redesigned CompAir**

ARGUS International (Booth F35), in conjunction with AirPower Software, has released a new version of its CompAir Aircraft Evaluation Tool. “We are very excited to offer this innovative new version of CompAir,” said Shirley Mason, executive VP of ARGUS Market Intelligence.

“The intuitive graphical dashboards, editable cost-modeling tools and enhanced report creation modules will offer a truly game-changing comparative aircraft-assessment solution for the aviation industry marketplace.” Paul LaFata, CEO of AirPower, said, “Customer expectations have changed with advancements in mobile and web-based technologies, and we’re committed to delivering solutions that incorporate the flexibility of preparing boardroom-ready analytics with advanced multimedia capability.

**Luxaviation UK Adds Mustang and Challengers**

Luxaviation UK (Booth T70) has added a Cessna Citation Mustang and a Bombardier Challenger 350 and Challenger 604 to its fleet. These new additions bring Luxaviation UK’s total fleet number to 24. The Mustang, the fourth of its type in Luxaviation UK’s fleet, is based in Nice, France, and is available for charter. The Challenger 350 is based at Luton Airport, UK, and is for the client’s corporate use only. The Challenger 604 is based at Athens International Airport with a full-time crew, and is available for charter.

**JAL, Falcon Service Offer Private Jet Service**

Japan Airlines (JAL) and Dassault Falcon Service (DFS), a subsidiary of Dassault Aviation, have launched a private jet service that provides airline passengers flying from Tokyo to Paris with seamless interconnection to onward destinations in Europe and Africa. The JAL Falcon Business Jet Service includes ground transport between the JAL terminal at Charles de Gaulle Airport and the DFS FBO at Paris Le Bourget Airport. The service will rely on a fleet of nine Falcon aircraft operated by DFS, with a pay-as-you-go, all-inclusive pricing structure based on the type of aircraft and the distance traveled. At a later date, it could be extended to the U.S. and other JAL markets.

**London Oxford Airport Says ‘hullo Aircrew’**

London Oxford Airport is welcoming a new tenant, hullo Aircrew (Booth S51), which recently moved in opposite the OxfordJet FBO. Run by CEO Keiron Blay and COO Steve Payne — both former Hangar8 and Gama Aviation executives — the business centers on a new platform that aims to empower pilots and flight attendants by connecting them with operators (for flying work) through a native app, as well as offering a wide range of additional discounted member services. The app acts as a “one-stop shop” with the capacity to handle all the paperwork and invoicing involved with securing a new job.
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‘Old’ A380s Needn’t Die: They Can Ply the Sky As Giant VIP Transports

Can you believe that the A380 has been in airline service for nearly 10 years? Now the first ones are coming off lease, and Airbus and others are trying to find homes for them. Not in museums, but with other airlines. Or, in the case of Christian Hatje, CEO of Sparfell & Partners, the No. 1 trading company in Switzerland that also brokers commercial aircraft, business jets and helicopters, as VIP or head-of-state transport.

That’s a market where the A380 has had no success since Saudi Prince Alwaleed bin Talal bin Abdulaziz Alsaud, chairman of Kingdom Holding company, signed for the one and only Flying Palace in a deal that collapsed with the global financial crisis in 2008.

Now Hatje believes the A380 has a better chance than ever.

“There are now a few available quite soon, maybe this year, and they are perfect for VIP transportation,” he believes. Though they have racked up the hours on long-haul flights they have far fewer cycles, meaning much of their original equipment is only at about half-life. And the price is right: far less than a “green” Boeing 777 or Airbus A330. You could fly away a VIP A380 for perhaps under $200 million compared to $250-$300 million for a new “green” twin-engine widebody, he says.

With the upper and lower deck each the size of a widebody airliner, the airliner lends itself to VIP luxury upstairs and up to 250 working staff below. Or the other way around.

“Heads of state often travel with a large entourage. Sometimes the workers follow in two or more aircraft because they won’t all fit in the VIP transport,” Hatje says.

“Just think: Only one deck would need luxury completion; the other already has airline seats in place.”

Hatje, whose career includes long spells at Airbus and PrivatAir, stresses that he isn’t competing with Airbus to place the aircraft; rather, the owners are exploring alternatives.

This is a concept with interior designer Andrew Winch,” Hatje says. “It’s the right moment to start promoting.”

Sparfell is here in the Static display with a Challenger 350 and a BBJ. —John Morris

ExecuJet Brussels FBO Is IS-BAH Accredited

ExecuJet’s Brussels FBO has gained IS-BAH accreditation, making it the first FBO facility in Belgium to do so. The FBO, managed by ExecuJet (Booth T70) since December 2016, is based at Brussels International Airport. It offers first-class facilities and operations including VIP lounges, three well-equipped meeting rooms with free Wi-Fi and full crew facilities including a pilot’s lounge and two private hangars. An-Céline Claes, ExecuJet Brussels FBO manager, says: “Our IS-BAH accreditation is recognition and reward for all the hard work that has been put into the Brussels FBO after just two months of ExecuJet ownership.”

Third Prototype AW609 Begins Flight Trials

Leonardo (Booth Z24) has begun flight trials of the third prototype AW609 commercial tiltrotor as it targets certification of the high-speed rotary-wing aircraft by 2018. AC3 took to the air at the company’s Philadelphia, Pennsylvania, facility on Jan. 30 and had already completed several test flights by the time the company announced the news on February 9. AC3 is the first AW609 to be assembled and flown for more than 10 years. The first prototype, now based in Italy, flew in 2003, and the second aircraft, which was destroyed in an accident during high-speed testing in October 2015, had been flying since late 2006.

FSI Creates Maintenance Management Course

FlightSafety International (Booth A89) has teamed with Service Elements to create a new Aviation Maintenance Management program. The three-day AMM course, provided at FlightSafety’s Maintenance Training Center in Dallas, is designed to enhance the skills of current aircraft maintenance department managers and to help those who aspire to hold such positions. The course addresses management challenges and trends identified by experienced maintenance department leaders, instructors and other experts. The modules include leadership qualities, foundations of management, service culture, communications, accountability and delegation, finance, team building and others.

L3 Receives TSO and AML-STC for Display

L3 Aviation Products (Booth Y60) has received Technical Standard Order (TSO) authorization and an Approved Model List Supplemental Type Certificate (AML-STC) for its EFI-650 cockpit display, a new integrated active matrix liquid crystal display (AMLCD), as part of an alliance with Thomas Global Systems. The EFI-650 will be offered as a retrofit option during maintenance of in-service aircraft with older displays. This solution will be available for several aircraft operated by regional airlines and business jet operators, as well as for MRO entities.

Wyatt Appointed Head of Air Harrods

Harrods Aviation (Booth T118) has announced that Dawn Wyatt has been promoted to head of Air Harrods. Dawn has been with the company since 1997 and has advanced her career from operations manager, further being promoted to head of operations in 2012. Prior to starting her 29-year career in the aviation industry, Wyatt’s early career was in banking. Her experience is in VVIP helicopter operations both in the UK and Europe, land- and yacht-based management of private aircraft, brokerage, pilot services and the commercial aspects of the business.
Know Your Options

Cirrus: A Vision Jet a Week

Cirrus Aircraft was awarded the FAA’s production certificate for its SF50 Vision Jet on May 2, and will begin producing the single-engine, single-pilot personal jets at one per week.

“This will be our first step in production,” said Matt Bergwall, Vision Jet product line manager. “We will increase production more as time goes on. But we’ll walk before we run.”

Cirrus delivered three Vision Jets in 2016 and one so far in 2017, Bergwall said. The aircraft received FAA type certification in October.

Cirrus Aircraft is at Static SD03.

The SF50 was intended as a step up from the Cirrus SR20 and SR22 and other high-performance light aircraft. The jet flew for the first time in 2008.

Cirrus manufactures the composite aircraft at its facility in Grand Forks, North Dakota, with final assembly in Duluth, Minnesota. Delivery and customer service takes place in Knoxville, Tennessee.

The company plans to produce 25 to 50 of the $1.96 million jets this year. In 2018, production will increase to 75 to 125 jets. Cirrus has an order book of about 600 Vision Jets.

AMAC for ACJ320neo

Celebrating its 10th anniversary in fine style, Swiss maintenance and completions house, AMAC Aerospace announced on Sunday that it had landed a contract from Acropolis Aviation for outfitting an Airbus ACJ320neo. Not any neo but the first of the new variant to be diverted from the production line to business use.

Due to arrive in Basel-Mulhouse in 4Q 2018, the aircraft will spend a year being equipped with a VVIP interior created by the “Alberto Pinto” studio, the designer whose selection was announced at the last EBACE. The “neo” will follow into service a smaller ACJ319 created by the same team. AMAC is at Booth K121.

Hendell to Support UK PC-12s

Finland’s Hendell Aviation is planning to extend its management program for Pilatus PC-12 owners in mainland Europe to the UK.

“I have a lot of requests from UK operators and PC-12 owners who’d like to partner with us,” says Hendell founder and chairman Matti Auterlinen.

“We want to develop something similar to the way management companies manage the big business jets,” he told ShowNews. Hendell is seeking an airport base near London.

Air BP and RocketRoute to Launch New App

AIR BP AND ROCKETROUTE will jointly launch the enhanced RocketRoute app at EBACE 2017. The update takes the current offering, which was launched around a year ago, beyond fuel and flight planning to enable pilots to connect directly with thousands of ground handlers, FBOs and aviation providers worldwide via iPhone, iPad or tablet.

In just seconds, business and light aviation customers can source and view any service provider at a particular airport, the promoters say. Users then simply select the services they require and complete the order.

“At EBACE we’ll be demonstrating the platform,” says RocketRoute cofounder Kurt Lyall. “It will also be an invitation to every supplier in the industry to come and get involved and get listed. RocketRoute and Air BP have been collaborating on the all-embracing app since last year. Their vision is to bring together everything in a single, integrated one-stop shop, where pilots and operators can talk directly with any business aviation supplier on any airfield in the world.

Last year, Air BP and RocketRoute formalized their relationship with the fuel provider taking a minority stake in the aviation services company.

Lyall says that seven-year-old RocketRoute did 120,000 flights last year.

The companies are co-located at Booth C88. To download the app, go to www.rocketroute.com.

—Mike McMillin
—Paul Jackson
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Questions for Brandon Mitchener
CEO, European Business Aviation Association, Brussels

1. Being a European correspondent for The Wall Street Journal is an enviable assignment. Why did you leave?

Mitchener: I’d been with the paper for nine years and wanted to do something different. However, the job was so interesting, nothing else available in journalism at the time held as much appeal. My family was in Brussels and didn’t want to move and several firms there were courting me. Some in journalism might have viewed my decision to enter into public relations and lobbying as going to ‘the dark side,’ but I don’t think of it that way at all.

2. What of your experience and talents did the EBAA board members value most?

Mitchener: I believe they saw three things as my strengths. First is my ability to influence and work with policymakers. I understand Brussels. I’ve been here 20 years as a lobbyist and journalist and I know how the EU operates. Secondly, I’m a decent communicator and we need to explain business aviation to the general public. The association hasn’t spent lots of time doing that, and the board wants that to change. I consider myself a storyteller and finding and presenting good stories is a part of my job.

3. And the third?

Mitchener: The industry workforce is aging. It’s not attracting younger people. We need to appeal to the next generation directly, to encourage them where they are. We have a Twitter account, but we could do more with it. We’re going to focus on social media to tap into the online community that’s passionate about business aviation.

4. How is business aviation perceived in Europe?

Mitchener: The EBAA conducted an audit on the subject and it revealed that policymakers know business aviation exists as a necessary and useful tool – everyone can see the airplanes taking off and landing at the airport – but don’t really know its economic contribution. My father was a pilot and manager in the chemical industry. He had a Piper Cherokee that he used to visit production facilities and to take us to see family in Michigan, saving countless hours of road travel. Having access to that kind of mobility is something everyone would want. But they need to know that it’s available to them.

5. What about business aviation has surprised you since being approached by the EBAA?

Mitchener: How important it is, its utility and necessity. It’s an essential part of the aerospace community. It serves hospitals, disaster victims, and transports medical personnel. So, in addition to serving business, it saves lives. Business aviation represents 7% of European aviation and has an economic impact of 100 million euros per year, but it’s underappreciated. That has to change.
Over the last six months there has been much commentary on what may or may not emerge, both pre- and post-Brexit, that could affect aviation in the UK. What’s certain is that with the London business aviation market being the largest in Europe – clocking up 78,000 movements a year – the impact of restricted access here on in could be hugely significant for the health of numerous operators, all over the continent.

Brexit: What’s Likely to Emerge? Nobody Has a Clue!

Some nonchalantly imagine that common sense will prevail and little will change for the mutual benefit of players on both sides of the Channel, but I’m wary of where things might go.

There’s a strong chance aviation and access to the UK market, or indeed access to the European market, could be used as a bargaining chip in the armory that both sides have to play with. Airlines are already taking precautionary measures by ensuring they have ownership structures and AOC options that allow them to hedge against rules that might be a hindrance to their current modus operandi.

Ideally, what we all want is the same freedoms afforded today; to fly anywhere we want, on any common registers, between any two points in Europe regardless of flight origin, destination or otherwise. What we don’t seem to have is enough time to formalize conclusive post-Brexit rules for aviation – it is clear that divorce negotiations come before any new trade arrangements.

If, worst case, we have a “hard” Brexit and revert to WTO rules, the problem is that there are no rules for aviation specifically outlined under WTO arrangements. Instead, we would have to revert to any bilateral arrangements that may have existed pre-EU membership (you’re talking about different arrangements for all 27 countries), if any of those would still be deemed valid.

The EU Negotiating Directives (ND) clearly dictate that the future EU27-UK relationship can only be finalized once the UK has become a third country – i.e. not before March 30, 2019. As such, a transitional arrangement will be inevitable. The EU ND rules clearly dictate there will be no cherry-picking of course, but this excludes a separate deal for aviation.

Will 3rd and 4th Freedoms (of the air) be afforded to UK operators – as per the U.S. and Canada, etc., or restrictions be applied to 5th Freedoms while 7th, 8th and 9th Freedoms not be granted as they effectively apply to what would have been the status as a member of the Single Market? These are profound questions for charter operators on both sides of the Channel.

Our industry will call for the most liberal regime for aviation in terms of market access, but we simply won’t have a clue as to where that is going until early 2019.

The value of Sterling is such that certain costs have inevitably gone up – for instance, jet fuel is priced globally in U.S. dollars as a rule and, therefore, in relative terms is 15% more expensive than it would have been when bought in UK currency.

Complications will inevitably emerge when trading aircraft and placing them on alternative registers – nobody knows quite what the position of the Isle of Man, Guernsey and Jersey registers and their ongoing freedoms will be.

Hand in hand with that goes the multiple complexities of VAT, duty and other taxes when moving our metal around from one jurisdiction to another – again there’s no clarity whatsoever on where the land may lay in the future.

Insurance too comes into play across pretty much every aspect of aircraft ownership. The widely held assumption by industry is that we’ll all continue to adhere to EASA rules as a default. We can be an adopter of EASA rules but will have no say or influence in their changes and formulation moving forward. That doesn’t sound like a great arrangement when considering it is the UK that was hugely influential in all such legislation to date.

On and on the list of questions goes. For those who can, they will simply cover all eventualities by having mirrored operations on European AOCs. For those for whom that is not practical, what then?

Now is absolutely not the time to shrug shoulders. This is going to be incredibly complex, messy, tortuous and costly. We’d better brace ourselves accordingly.
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