May 24, EBACE 2017

The BBJ Max 7 Is Bigger
And numerous other VVIP jets are bigger still.  

Aeropole of Payerne

Why San Marino, You Ask?
For Elit’Avia aircraft and a way to beat Brexit.

Biggin Hill Gets Better
Extended hours and no fewer than 10 maintenance shops.

Ka-Band Comes of Age
Heavy-iron connectivity speeds for the smaller business jet.

‘Printed’ Engine This Year
Advanced fabrication technologies for GE’s ATP.

From Business Jet to Bush
Robert Wells of TAG fame takes the helm at Kodiak.

BCA Fast Five: Shawn Vick
He sold airplanes, then built them, now enables customers to pay for them.

The Under-Appreciated Helo
They’re vital to society, and society doesn’t get it.

One Leonardo Helo for the UK...
Sloane Helicopters, UK and Ireland distributor for Leonardo for 20 years with 70 helicopter sales recorded to date, has ordered a brand-new GrandNew A109 twin for a UK operator. Very happy here at EBACE 2017 are Leonardo Europe and commercial business unit VP Andrea Mirteto, Sloane Helicopters sales and marketing director John Parnell, and Leonardo sales manager for Northern Europe Jacopo Borghi.

...and Two for Swiss Mountainflyers

—MORE ON LEONARDO’S GRANDNEW A109 ON PAGE 8
SO QUIET INSIDE YOU CAN ACTUALLY HEAR YOURSELF THINK.

The 6,450 nm Falcon 8X has the quietest cabin of any business jet. That means more comfort and greater productivity on long, demanding journeys. Add to that uninterrupted connectivity and access to virtually any two points on the globe, and you have a business jet that exceeds expectations. Fly farther. Achieve more.

SO QUIET INSIDE YOU CAN ACTUALLY HEAR YOURSELF THINK.
BBJ Max 7: Roomier Goes Farther

Boeing Business Jets is showing a $200,000 model of the new BBJ Max 7 interior at Booth M73. Paris-based Cabinet Alberto Pinto’s design takes full advantage of the extra 6 ft., 4 in. length of the Max 7 compared to the original BBJ.

Improvements include a forward VIP bedroom behind the crew rest compartment and additional storage closet space — sorely needed on the original BBJ. The 19-seat design also features two main cabin seating areas, plus a two-room VIP compartment with self-leveling bed and lavatory with shower.

The BBJ Max 7 can fly up to 7,000 nm, opening up new city pairs such as Beijing and Acapulco, Dubai and Washington, and New York and Shanghai on virtually the same fuel as the original 6,200-nm BBJ. The Max 7’s CFM Leap 1B engines are key to unlocking the improved performance potential of the new jet. They produce 2,000 lb. more thrust than the CFM56-7BE turbofans on the BBJ, yet they’re 14% more fuel efficient.

See the June issue of BCA for a full report on the Boeing 737-8 Max, the platform for the BBJ Max 8. —Fred George and Angus Batey

Gulfstreams? Globals? Bah — Tiddlers!

The HEAVY METAL band of business aviation has been particularly active of late, releasing several reports of new ventures.

- While showing its first Boeing 787 in Seattle, Washington, last week, Deer Jet announced plans to introduce a second of the type — which it dubs the Dream Jet — to its fleet. Deer Jet is not coy about pricing, and openly reveals its fees to be RMB500,000 (about $70,815) per hour. Idair (Booth T106), a joint venture of Lufthansa Technik and Panasonic Avionics, has arrived at EBACE with contracts in hand to provide connectivity, as well as inflight entertainment and cabin management systems, for two more VIP 787s (making five).
- Greenpoint Technologies (Booth L71) has pushed the outfitting envelope with its latest VIP cabin completion, now nearing delivery to Crystal Cruise Lines. The Boeing 777-200LR is designed to focus on global tours as the first VIP jet in the Crystal AirCruise fleet. The Triple-Seven will carry up to 85 guests on around-the-world flights of global exploration for up to a month. Trip costs range from $64,000 to $159,000 per person. Comlux Aruba will operate the aircraft.
- Kestrel Aviation Management announced it will manage the completion and sale of a Boeing 787-8 for a European investor. Last year it brought its first 787 completion and resale project to EBACE before delivery to Deer Jet.
- Associated Air Center, Dallas, Texas, announced the recent completion of two head-of-state aircraft: a Boeing 747-8 and a 787-800.

How the other half lives! —Paul Jackson
Payerne already has a claim to fame: Its 2.6-km-long runway was used for the test flying of the globe-circling, electrically powered Solar Impulse aircraft developed and flown by Bertrand Piccard, who gave the keynote speech at the opening of EBACE this week.

The all-electric legacy lives on with SolarStratos calling Payerne home as it develops a solar powered “pseudo-satellite” aircraft to fly in the stratosphere. Also at the airfield is Group E, a local energy provider that worked with local authorities to install the biggest solar energy production park in Switzerland, called SOLARPAYERNE.

Swiss Aeropole SA, a private company formed by the regional community of Broye (COREB) and the city of Payerne to manage development of the park, will officially open its doors in July. “The Aeropole of Payerne was conceived to help aviation and aerospace companies expand or develop in Europe. Major consideration was given to the eventual overcrowding of Geneva, Zurich and Bern airports,” says Swiss Aeropole SA president Urs Ryf. “The design of Aeropole lends itself to any type or size of company.”

It will be developed in two parts: Aeropole 1, with a taxiway to the runway (and which has 100,000 sq. meters still available), and Aeropole Two, with no link to the runway, with 200,000 sq. meters.

Airport infrastructure will include a terminal, a 6,500-sq.-meter hangar and 3,500 sq. meters of offices, to be ready in early 2019. It will also have customs.

The first business jet company to build at Aeropole will be Geneva-based Speedwings, which in August will begin construction of a three-hangar facility for aircraft storage, maintenance and operations. It currently operates a fleet of seven Cessna Citations.

Aeropole of Payerne is at Booth J34.

Aeropole of Payerne – Lifting Off on Big Wings
Aeropole of Payerne, a new business park on the military and civil airport of Payerne, is poised to take off at last after a long wait for government approvals. Plans call to develop the center, just 1 hr. drive north of Geneva, into a hub for aerospace and high technology, including business aviation.

Payerne already has a claim to fame: Its 2.6-km-long runway was used for the test flying of the globe-circling, electrically powered Solar Impulse aircraft developed and flown by Bertrand Piccard, who gave the keynote speech at the opening of EBACE this week.

The all-electric legacy lives on with SolarStratos calling Payerne home as it develops a solar powered “pseudo-satellite” aircraft to fly in the stratosphere. Also at the airfield is Group E, a local energy provider that worked with local authorities to install the biggest solar energy production park in Switzerland, called SOLARPAYERNE.

Swiss Aeropole SA, a private company formed by the regional community of Broye (COREB) and the city of Payerne to manage development of the park, will officially open its doors in July. “The Aeropole of Payerne was conceived to help aviation and aerospace companies expand or develop in Europe. Major consideration was given to the eventual overcrowding of Geneva, Zurich and Bern airports,” says Swiss Aeropole SA president Urs Ryf. “The design of Aeropole lends itself to any type or size of company.”

It will be developed in two parts: Aeropole 1, with a taxiway to the runway (and which has 100,000 sq. meters still available), and Aeropole Two, with no link to the runway, with 200,000 sq. meters.

Airport infrastructure will include a terminal, a 6,500-sq.-meter hangar and 3,500 sq. meters of offices, to be ready in early 2019. It will also have customs.

The first business jet company to build at Aeropole will be Geneva-based Speedwings, which in August will begin construction of a three-hangar facility for aircraft storage, maintenance and operations. It currently operates a fleet of seven Cessna Citations.

Aeropole of Payerne is at Booth J34.

Farnborough: BBJ (Big Business Jet) Heaven

PROMOTING ITSELF AS “a key gateway to London,” TAG Farnborough Airport (Booth W36) has the numbers to prove it: a 3.2% increase in air traffic movements (ATMs) in the first four months of this year and a 5.5% rise in large aircraft movements (ACJs, BBJs and their like) during 2016.

“Many of these large aircraft operate to and from the U.S., Middle East and Asia. We have recently invested in additional customer facilities to cater for this increasing demand and are now able to offer large groups of passengers and individuals comfort in separate lounges,” commented Brandon O’Reilly, TAG Farnborough Airport’s CEO.

And Farnborough is not just the site of a biennial, weeklong air show. TAG Airport handles approximately 25,000 flights per year and offers 240,000 sq. ft. of heated hangars and 1.2 million sq. ft. of ramp space.

The increasing passengers-per-jet ratio has prompted a 1 million pound investment in additional space for travelers. A new lounge accommodates up to 80, while offering privacy and comfort to individuals or groups. Crews can relax in the upgraded quiet lounges or “snooze rooms,” or use the gymnasium and showers.

More traditional amenities include a fast-track entrance to the airport for passengers and crew; direct ramp access for discrete and convenient boarding; and concierge service, conference and event facilities.

Only last month, Farnborough came in first in the Aviation International News FBO Survey and Professional Pilot PRASE Survey. Indeed, it has topped the “Europe, Middle East, Africa and Asia-Pacific” category in the international FBO survey for 11 consecutive years.

It also has been voted “Best European FBO” by Pro Pilot in every one of the last 12 years.

“These awards are a testament to the excellent work of our employees, which is evident wherever customers encounter the TAG brand,” O’Reilly said.

—Paul Jackson

How Aeropole of Payerne will look.

Maintenance services facility at TAG Farnborough
WHERE ADVENTURES TAKE OFF

Offer your clients an unforgettable experience at an airport only 7 km from Paris.
Elit’Avia Offers Its Aircraft – And the San Marino Registry To Beat Brexit Restrictions

Worried that Brexit will restrict your freedom to fly around Europe? Especially if your aircraft is registered and operated in the UK?

Well, there is one answer that just might help, and that is: the Republic of San Marino.

The tiny, landlocked independent state, the fifth smallest country in the world, is surrounded by Italy. And it has an aircraft registry that welcomes business jets.

Why that matters is that San Marino isn’t in the EU. And it doesn’t matter that it doesn’t even have an airport. The registry and San Marino’s Civil Aviation Authority are governed by the rules and standards of ICAO, the International Civil Aviation Organization. San Marino also awards Air Operator Certificates, the latest of which was presented this week to Elit’Avia, an aviation charter, management and operating company based in Ljubljana, Slovenia.

“A San Marino AOC is very advantageous for clients wanting to introduce a non-EASA aircraft into their operations,” says Elit’Avia CEO Puja Mahajan. “The San Marino CAA does an excellent job of balancing rigorous safety standards with the transactional needs of the industry.

Elit’Avia also holds AOCs in Slovenia and Malta, and is certified Stage 3 International Standard – Business Aircraft Operations (IS-BAO) by IBAC, the International Business Aviation Council. The company manages a fleet of 21 midsize to long-range business aircraft for charter and private use, with two on the San Marino registry that it added this week.

“We’re offering one solution to one of the pain points that will likely be caused by Brexit,” says Elit’Avia spokesman Meneleos Kapranos.

Elit’Avia is here celebrating its 10th anniversary at the Avinode (Booth F70). The San Marino Aircraft Registry is at Booth W70. —John Morris

Stobart Keeps on Trucking – In the Sky

Having revolutionized the UK’s trucking business through the novel tactic of putting customer service first, household name Eddie Stobart is now aiming for the skies, armed with a similar philosophy. Stobart Executive Jet Centre, represented on Booth V118, is a newly revitalized gateway to London, located at Southend Airport, where Stobart Group has made a considerable investment in all aspects of the existing infrastructure since taking over in 2008. Located some 60 km east of central London, Southend is linked to the capital by trunk road and rail.

Does That Register With You?

Every year, EBACE looks more like an airplane tail-number spotters’ convention, as civil aviation authorities round the world vie with each other to attract business from the business aviation community. This year, five countries are on the exhibition floor: Guernsey (Booth W94) offering “2-” prefixed registrations; Cayman Islands (D34) with “VP-C,” San Marino (W70) with “T7-,” Aruba (X110) with “P4-,” and Bermuda (R106) offering “VP-B” or “VQ-B.” Making a relevant word or statement is not the sole consideration in the choice of parenting authority, but it must be admitted that registrations beginning 2- (or “two”) do have a head start.

GKN Aerospace Introduces Fokker Techniek

GKN Aerospace (Booth H82) has announced that aircraft completions, conversions and complex maintenance activities that are currently organized within its Fokker Services operating company will continue under a new name: Fokker Techniek. Fokker Techniek is located at the Business Park Aviolanda in the municipality of Woensdrecht, the Netherlands. Jeff Armitage, who has worked for GKN Aerospace for many years, has been named managing director. Fokker Techniek is a full-service provider for Airbus A320, Boeing 737 and Fokker aircraft. The company also specializes in VIP completions, structural repairs (corrosion, tail strikes, hail damage), winglet installations and aircraft upgrades.

Shedding Light on the Speed Merchants

The late Roy LoPresti is recorded in aviation history for the numerous speed-enhancing modifications he engineered for light aircraft. The present LoPresti Aviation company is at EBACE on Booth Q98 but concentrating on its core business, which is now aircraft exterior lighting – “anything from a BBJ downward,” says Tony Wheeler, who for the past four years has been joint owner with Curt and David LoPresti. That said, if you want to tweak the aerodynamics on your (Twin) Comanche, Saratoga or whatever, you won’t be sent away.

It’s ‘Gloster’ – But You’re Still Welcome

Gloucestershire Airport, alias Staverton, makes its third showing at EBACE, on Booth X127, still resisting the temptation to claim “London gateway” status. In fact, the UK’s busiest GA airport (83,000 movements last year) is the door to the bucolic pleasures of the scenic Cotswolds, thrills and spills of Cheltenham Races and, very soon, the UEFA championships in Cardiff (for which it is “overspill”). Three runways, ILS, brand-new hangarage and three expanding aviation business parks on the aerodrome perimeter are among the other attractions for fliers and their followers.
Ruggedly Handsome

Dependable, trustworthy FMS. Approaches life with spontaneity and ready for new adventures, including ADS-B, WAAS/LPV and Datalink. Easy to get along with and a good communicator. Ready for a long-term relationship.

Visit EBACE stand Y66 or uasc.com to learn more.
On View: a New GrandNew (Just for You)

Leonardo is on Booth Z24 to trumpet its claim to a leading position in the global VIP helicopter market with a 50% share in the multiengine segment.

Supporting hardware evidence is in the form of an A109SP GrandNew, which, living up to its name, was only entered on the Swiss civil aircraft register on May 11 and delivered to Centaurium Aviation the next day. The all-black HB-ZNK will be operated by Mountainflyers for taxi services from Bern Airport.

This will be Bern’s first twin-engine-helicopter VIP transport service, capable of serving a range of routes across Switzerland and Europe. The aircraft features an exclusive six-seat VIP cabin and anticipates safety-enhancing requirements such as ADS-B Out.

Leonardo reports that approximately 370 helicopters of the Grand and GrandNew series have been ordered by nearly 230 customers in around 40 countries around the world. Derived from the former Agusta A109, the type continues to be the most successful VIP model in the company’s light-twin range.

That said, the AW139 intermediate twin, AW169, AW189, AW101 and forthcoming AW609 tiltrotor are also being offered with VIP and VVIP interiors.

In Switzerland, Leonardo has a fleet of approximately 20 executive helicopters of various types. The firm cites performance, cabin space and comfort, safety and latest technology for all-weather capabilities, as prized qualities in the local market.

At previous air shows, Leonardo predecessors have exhibited some highly customized solutions for VIP customers, drawing on in-house expertise as well as some prime aviation interior designers, leading fashion companies and young designers introducing solutions from other sectors.

To make helicopter flying more environmentally acceptable, reducing both noise and emissions, for example, the AW169 features a variable-speed main rotor with advanced, new design blades and even an “APU mode” to power main systems such as ECS and entertainment on ground using just one of the two engines — with rotors stopped. —Paul

Swiss Pilot Pioneers a Life-Saving Helicopter Technique

Claude Vuichard has an idea that he is convinced will save lives and improve helicopter safety. The problem is, he has to convince the world to reject 70 years of received wisdom.

Vuichard retired from the Swiss civil aviation authority in December, after a 35-year career in which he racked up more than 16,000 hr. He developed a technique for recovering an aircraft when it enters vortex ring state conditions that worked even in mountains, where the conventional method will not help.

“The old technique was to reduce the power and leave the vortex by flying forward,” he says. “But you lose altitude quite a lot, and if you’re close to the ground, you have an accident. My technique allows you to go out of the vortex sideways, using the tail rotor for thrust.”

The lateral movement shifts the aircraft out of the downward phase of the vortex, through the upward phase, and away from the disturbed air. The vortex is exited within a second, without any significant loss of altitude.

In 2011, Vuichard flew with Robinson Helicopters’ chief safety instructor, Tim Tucker, who was impressed. The Vuichard Recovery Technique has been added to Robinson’s teaching materials; Tucker has advocated for the method with the U.S. FAA, which is evaluating it. The Los Angeles Police Department has been using it since January.

Persuading every helicopter training course to rewrite its materials — and arguing for the reprogramming of every helicopter simulator, which he says do not accurately model vortex ring state conditions — is keeping Vuichard busy.

He has set up a non-profit organization, the Vuichard Recovery Aviation Safety Foundation (www.vrasf.org), and is at EBACE, trying to win support. —Angus Batey

It Does What’s Written on the Helicopter

Formed by Ueli Soltermann in 1980, Mountainflyers operates a diverse fleet of seven Robinson and Airbus helicopters on a range of missions including “trial flights,” sightseeing, general training, mountain-flying training and executive charter.

After gaining certification in 2007 as one of the first JAR-FCL training centers in Switzerland, it added independent JAR FCL 2-certified Flight Training Organisation approval in 2012, EASA pilot training certification in 2014, and an Air Operator Certificate for commercial flying in the same year.

Most of its helicopters have a red color scheme, but the latest addition heeds the safety-related finding of some air forces, that the most conspicuous hue in the air is black.
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

Biggin Hill Expands Hours, Adds ILS

Few business aviation airports in the world are extending their opening hours and adding new instrument landing systems to attract more traffic. But London Biggin Hill, one of six business jet-friendly airports serving the UK’s capital city, is flying against the trend.

The famous Battle of Britain airport has seen 10% growth in movements this year, outpacing both the London and UK markets, and this will likely increase with the new operating hours, says London Biggin Hill Airport business development director Robert Walters.

Aircraft can now arrive or take off earlier (0630 instead of 0900) and later (0630 to 2300 instead of 0900 to 2000) Monday to Friday, and 0800 to 2200 on weekends and public holidays. Twenty-five flights took advantage of the new times in the first nine days they were in operation earlier this month.

The new hours particularly suit arrivals from the U.S. and Europe in the morning, and allow European or Russian businessmen to have dinner in London before returning home. “This really provides flexibility, and, after all, that’s the point of having a business jet,” says Walters.

Of course, 24/7 is best, but this took us three years of negotiations and consultations. We’re finally there.”

—Robert Walters, business development director, London Biggin Hill Airport

The new times also allow repositioning flights to or from the airport’s ten maintenance shops, more than any other location in the UK.

“Of course, 24/7 is best, but this took us three years of negotiations and consultations,” says Walters. “We’re finally there.”

One concession the airport made was a noise monitoring system, but that isn’t a concern for those who fly responsibly, he notes. “It’s all part of turning into a grown-up airport” 100 years after it was first used for that purpose in 1917 and completing a transition that has taken it through phases as a fighter airfield and Europe’s largest private-flying airport.

Next up will be new precision approaches for runways 21 and 03 in late fall. There was only one ILS approach before “and this will be a seismic change,” says Walters.

Of course, 24/7 is best, but this took us three years of negotiations and consultations. We’re finally there.”

—Robert Walters, business development director, London Biggin Hill Airport

Biggin Hill claims it is convenient to access London (you can see Canary Wharf from the airport on a clear day), with several based helicopters providing a 6-min. shuttle service to Battersea Heliport. The shuttle has been flying about 100 flights a month, says Walters, and it can be booked with less than 40-min. notice.

Meanwhile, Biggin Hill (Booth U126) is adding to its infrastructure with a new 60,000 sq. ft. Terminal 2 hangar and offices and 80,000 sq. ft. of ramp space that will open by the end of the year, and a four-star, 76-room hotel.

The airport is home to 55 corporate jets, and logs more than 125,000 movements a year.

—John Morris

Bombardier Flies Green to EBACE

BOMBARDIER LEARJET 75, Challenger 350 and 650, and Global 6000 jets on show at Static SD15 were flown here using biofuels supplied by AEG Fuels.

The fuel was produced by AltAir Fuels, which starts with used cooking oils, and supplied by Netherlands-based SkyNRG to the KLM Jet Center in Amsterdam, where the business jets were fueled for their flights to Geneva.

“These sustainable fuels are produced from renewable resources and are considered ‘drop in’ fuels that blend with traditional fossil fuels without any equipment changes,” said AEG general aviation EVP Greg Cox.

“These biofuel-powered flights further demonstrate Bombardier Business Aircraft’s commitment to sustainability as an integral part of how it conducts its business,” said customer experience VP Jean-Christophe Gallagher.

“We hope that these flights will inspire other operators in this segment to start flying on sustainable aviation biofuel as well,” said SkyNRG CEO Maarten van Dijk.

AEG (Booth F34) provides fuel at more than 2,700 locations worldwide. Bombardier Business Aircraft is at Booth 2110.
Leonardo Helicopters is committed to serving your business - to enable the most demanding operations, worldwide.

A global network of over 1,800 dedicated specialists provide the highest-quality of customer support, advanced service solutions and a comprehensive customer-tailored range of training programs - collectively known as ‘TeamUp’ - ensuring mission success; anytime, anywhere.

Inspired by the vision, curiosity and creativity of the great master inventor - Leonardo is designing the technology of tomorrow.
Inmarsat’s Ka-Band Satcom Paradigm Shift

Inmarsat’s Jet ConneX Ka-band satcom service is soaring, with this week’s announcements by Bombardier, Dassault and Embraer about equipping their aircraft with the high-speed satcom systems. Suddenly, L-Band and Ku-band hardware seem passé. Jet ConneX typically provides 15 Mbps download speeds for business aircraft, with others providing a mere 6 Mbps or even just 1.

Customers can’t even get guaranteed satcom connectivity speeds from other suppliers, says Jet ConneX business and general aviation chief Kurt Weidemeyer. “This is the first time anybody has had this much capability on an aircraft,” Weidemeyer says. Inmarsat has three fifth-generation Ka-band satellites in the early 2020s to add even more capability.

Inmarsat Global Xpress Ka-band connectivity investment (Jet ConneX is the business aviation brand) represents an outlay of some $1.6 billion, representing a paradigm shift for the company. Its original charter was to provide maritime and aero safety services satcom connectivity. Passenger internet access via L-band satcom was an afterthought.

Global Xpress, in contrast, offers up to 50 Mbps speeds for airliners and cruise ships. It’s the heart of Inmarsat’s new push to become a highly profitable enterprise in the 21st century.

—Fred George

On the Crest of a Wave

JetWave Ka-band high-speed inflight connectivity emerges from EBACE with two significant, new applications to its credit. Dassault Aviation (Booth Z90) is offering the Honeywell option for new Falcon 5X, 7X, 8X and 900LX aircraft from this summer, and is proposing retrofits for in-service machines that are already equipped with other satcom equipment. “Seamless, consistent global connectivity is of primary importance to our customers,” said Eric Trappier, chairman & CEO of Dassault Aviation. Meanwhile, Embraer (236) announced JetWave will be aboard the Lineage 1000E, through Inmarsat’s Jet ConneX satellite service. The initial aircraft will be delivered in the first quarter of 2018. Honeywell is at Booth 0121.

...And All the Men and Women Merely Players

STAGE - THE NEWEST inflight entertainment from Rockwell Collins (Booth V88) - is being promoted for the first time at EBACE. The onboard media streaming solution for personal devices provides a broad selection of entertainment and information for passengers, including more than 800 movies and TV shows; weather, business, sports and news feeds; audio collection; destination and event information; and casual games, all in five languages.

Developed by the company’s Commercial Systems group and marketed by ARINCDirect, Stage employs cloud-based content management to make updates easy for flight departments, notably when last-minute changes are necessary.

It’s subscription-based, so passengers don’t have to reach for their credit cards. They can stream media sourced by Rockwell Collins, including Hollywood DRM/digital rights management-protected material from leading studios.

Stage apps for iOS and Android personal devices are available from their respective online stores; the Android app is available on the cabin server for download without an internet connection. Content can also be accessed via web browsers on laptops, using Google Chrome. Clearly, this is to become a global phenomenon, because, “All the World’s a Stage…”

—Paul Jackson

DC Aviation Embraces Gogo

DC Aviation (Booth Y134) reported earlier this month that it successfully installed a Gogo Business Aviation Aviator 300 SwiftBroadband system and a Gogo UCS 5000 file server in a Bombardier Challenger 604, marking the first time worldwide that the two connectivity components were integrated into a currently existing cabin of the type, with an EASA STC.

“Together, the two systems provide an ideal combination of business and entertainment electronics,” DC Aviation says.

The company noted that it is now a full-service maintenance, repair and overhaul dealer for Gogo (Stand U094).

DC Aviation said early last month that it’s obtained CAMO (Continuing Airworthiness Management Organization) certification for the Gulfstream G650 from Luftfahrt-Bundesamt, Germany’s Federal Aviation Office. The firm said in March that it completed an ADS-B Out modification for a UAE-registered Bombardier Global Express XRS jet.

Additionally, DC Aviation reported earlier this year that DCAF, its DC Aviation Al-Futtaim joint venture in Dubai, has received an extension to its CAR 145 approval from the GCAC, the UAE’s General Civil Aviation Authority, to provide line maintenance for the Dassault Falcon 7X.
INNOVATION TO PERFORM

A unique and innovative design, our distinguishing mark.
The latest generation of a legendary aircraft.
The Avanti EVO rewrites the rules of efficiency and elegance.
An unmatchable combination of style,
respect for the environment and high technology.
GE’s ‘Printed Turboprop’ Will Run This Year

The world’s most “printed engine,” GE’s new Advanced Turboprop in which additive manufacturing replaces 855 normally made parts with just 12 “printed” components, is on track to run for the first time this year. It will power Cessna’s new Denali aircraft.

“Everybody asks me what is the name of the new Advanced Turboprop,” says Brad Mottier, VP and general manager of GE Aviation’s business and general aviation and integrated systems operation. “And I tell them it’s ‘The Advanced Turboprop.’ ”

Interest in the new engine is running high, and GE is in talks with other civil and military airframe manufacturers for the ATP, which GE has designed to offer up to 20% better fuel burn and 10% more power than an equivalent-sized 800- to 1,650-shp Pratt & Whitney Canada PT6.

It is, says Mottier, the first clean-sheet design turboprop in its class in more than 30 years – since Honeywell certified the TPE331 in 1965. GE Aviation has committed more than $400 million in development costs, as well as investing more than $1 billion on developing its additive manufacturing capabilities.

“We’ve built all of the additive manufacturing parts, and converted a test cell to run the engine at our turboprop center of excellence in Prague,” Mottier says. Production engines will be assembled and tested in a new factory being built there.

In an industry first for an engine this size, the ATP will feature a single-lever FADEC (full authority digital engine control) that will manage fuel flow, propeller pitch and speed, as well as bleed valves and variable stators within the engine.

The result? Jet-like operability for the pilot, with a single “throttle” lever and built-in limit protections.

GE Aviation is at Booth S34. Textron Aviation/Cessna is at Booth V22.

—John Morris

Vision Systems for Dimmable Windows

VISION SYSTEMS Aeronautics is showing its second-generation electronically dimmable window, Nuance V2, at Booth Y118.

Brignais (Lyon)-based Vision’s electronically dimmable windows “offer a sleek, elegant design adapted to the VIP style of business aviation,” the company says. “They enable passengers to tune the tint of their window from clear to dark to regulate daylight, glare and heat entering in while preserving the view, and enhance visual, thermal and acoustic comfort, for a peaceful atmosphere.”

With Nuance V2, Vision says it “continues to widen the gap with its competitors; the new solution provides unprecedented optical quality, with haze as low as 2.5% and clarity as high as 100%.”

Vision employs suspended particle device (SPD) film and an innovative interlayer to integrate UV, IR and hydrophobic barriers, produced via a laminated process that reduces manual operations “in favor of industrial manufacturing to allow better repeatability for enhanced reliability.”

“Nuance V2 also comprises embedded electronics and a laminated touch panel developed in-house, for a more compact easy-to-retrofit solution,” Vision says. The result is a dimmable window providing infinite variable shading from fully clear to an extremely dark state – “and instant response time.”

Vision Systems has a new division dubbed Smart Lite “devoted to the design, production and sales of new, dimmable solutions.”

AfBAA Builds Training Momentum

AfBAA, the African Business Aviation Association, has signed training MoUs with AATO, the Association of African Aviation Training Organizations, and with JAATO, the Joint Aviation Authorities Training Organization, which has facilities in Europe, Turkey and the UAE.

“These agreements have been established to enable AfBAA to identify, design and develop training offerings that can be delivered through credible training organizations at international and continental levels,” AfBAA says.

AfBAA plans to initiate a signature Business Aviation 101 course to help create awareness about the specific requirements of the business aviation sector in Africa, and how business aviation differs from the commercial market. “By communicating through education AfBAA intends to better reach those working within the African aviation sector, and explain to them the benefits of business aviation to nations, and the continent,” states a release.

“Training is one of our central concerns at AfBAA,” said association CEO Rady Fahmy. “The continent’s business aviation sector is often held back owing to a lack of understanding of its benefits, sometimes from within aviation itself,” he said. “With these new relationships in place we are better positioned to improve access to standardized information, provide credible courses continent-wide, and encourage African professionals to be trained in, and then subsequently work in, African business aviation.”

AfBAA is at Booth V70.
CorporateCare®
Relax, we’ve got you covered.

CorporateCare delivers comprehensive worldwide support adding value and liquidity to your aircraft - so relax, Rolls-Royce has you covered. For more information, contact Steve Friedrich at +1(703)834-1700 or email corporate.care@rolls-royce.com.

Trusted to deliver excellence.
Former CEO of TAG Aviation Has New Quest

For the first time in 16 years, Robert H. Wells, isn’t at EBACE. Two years ago, he retired as the high-profile head of TAG Aviation, his employer for 16 years, and also resigned as an EBAA board director, a position he held for eight years. Rob and his wife, Edie, uprooted from Geneva and transplanted to Seattle, hoping to cultivate old connections in the Pacific Northwest. Then, in January, he was named CEO of Quest Aircraft, which manufactures the rugged Kodiak bush plane.

It’s as plain as pommes de terre that Robert Wells deeply misses EBACE, Europe and Switzerland.

“EBACE is a fabulous show, perhaps even more productive than NBAA, in some respects,” he says. “It’s a rare show that has depth of exhibitors, real customers, large fleet and commercial operators from all over Europe, Africa and the Middle East.” Most importantly, it’s neutral turf where divergent stakeholders can comfortably meet. This business aviation demographic is comprised mostly of management, charter and fleet operators of large-cabin business aircraft.

Geneva also is a nexus of European culture, cuisine and affluence that elevates EBACE to a higher level than many other aviation events. The Wellses became completely immersed in the compact European aviation community during their 13 years in Switzerland.

That all ended in mid-2015 when Wells retired and he and Edie relocated to Washington state. Leaving TAG, he said goodbye to 1,500 people and 150 aircraft worldwide. He’d overseen a business venture that grew 100% in two years alone in the mid-2000s.

After the intensity and energy of Geneva, the move to Seattle plunged Rob and Edie into a new and seemingly foreign land where everything seemed to move in slow motion. He found himself spending too much time at home and too little time engaged in the aviation business he loves.

“I slowly went nuts. I was woefully unprepared for the transition,” he says, to the far different pace. His ongoing role as a senior advisor to TAG Aviation Holdings enabled him to reunite with longtime friends and associates in the heavy-iron business aircraft community. But most of the time he was looking for new aviation challenges. In the process, he had to steer clear of consulting opportunities that potentially might conflict with the interests of TAG Aviation.

The key opportunity with no business conflicts started with a phone call in late 2016. Sam Hill, CEO of Quest Aircraft in Sand Point, Idaho, was stepping down from the position and he was looking for a replacement. Wells was the ideal candidate, Hill surmised.

“There was a certain amount of luck involved,” Wells recalls. “Sam Hill was commuting from his home in Atlanta to Sand Point. We already were living in the Northwest, not far from Sand Point. [Quest Aircraft owner] Setouchi Holdings wanted somebody closer to the plant. I was happy to have the opportunity to go back to work.”

Wells knew that running a large aircraft manufacturing company was above his capabilities. Operations at Quest are much smaller.

“This isn’t like building corporate jets. It’s on a scale that I can manage. It’s a very hands-on experience. By its very nature, it’s a handmade airplane.”

Manufacturing the Kodiak actually is the easy part of Wells’ new job. Expanding the customer base is top priority. Quest’s original business model focused on building rugged bush planes for Christian missionary aviation groups, organizations that provided much of the funding to design, certify and build the first several Kodiak 100 aircraft. Kodiak is becoming increasingly popular with owner operators and companies needing an aircraft to fill the gap between helicopters and corporate jets. Quest is in the final stages of earning certification for the Kodiak equipped with lightweight, low-drag Aerocet floats. Wells believes this will increase market demand because the aircraft’s power-to-weight ratio is better than other single-engine turboprop utility airplanes, even on floats.

Wells’ goal is to find new customers, build a sales backlog and boost production from the current 40 aircraft per year. That might be a daunting challenge for some CEOs. Not so for 68-year-old Wells. He’s had one of the most successful careers in business aviation. If his success at TAG Aviation and the EBAA are any indications, his leadership of Quest could result in impressive growth.

—Fred George
Is Signature Select right for you? Just ask Josh and Julia. “Signature’s marketing and sales support has been outstanding,” Josh says. “We expected that. But we didn’t realize what a fantastic all-around partner we were getting.” The Hochbergs are likely to pull out photos of two brand-new electric tugs, loaned to them by Signature. “Signature delivered these to get us through a really busy month. It was our most successful month ever. Beyond our wildest dreams.” Follow Josh and Julia’s lead. Retain your identity and your hard-earned customers and add our loyal global customer base. Join Signature Select. Profit from the power of Signature Flight Support.

Join the growing Signature Select community, visit signatureselectfbo.com

“It’s like we acquired a big brother with resources who will do whatever it takes to help us out.”

- Josh & Julia Hochberg, Owners, Sonoma Jet Center

Visit Us at EBACE | Booth #D88
signatureflight.com
Cirrus Jet's Road to Europe

Cirrus Aircraft celebrated certification of its SF50 Vision Jet single here this week following an epic journey from the manufacturer’s U.S. factory.

The airplane, still U.S.-registered as N124MW, arrived at Eelde aerodrome, Groningen, Netherlands, this past Wednesday, at the end of a transatlantic flight via Goose Bay, Greenland, and Norway, on delivery to Europe’s largest service center for Cirrus Aircraft, General Enterprises Maintenance. As many as six more will follow the same path before year-end.

These later aircraft will roll off the line more rapidly, thanks to Cirrus gaining an FAA production certificate for its Duluth, Minnesota, factory, earlier this month. Some 15% of the 600 order backlog is destined for Europe, the company says. Fifty will be built in 2017 and between 75 and 125 in 2018.

—Paul Jackson

Aero-Dienst Vienna for Falcon Support

Dassault Aviation has named the Aero-Dienst maintenance line station in Vienna as an authorized service center for the manufacturer’s Falcon 900EX, EX EASy, DX and LX; and 2000EX EASy, DX, LX, LXS and S aircraft.

The facility will take over both scheduled and unscheduled maintenance services as well as repair services under warranty and FalconCare programs. The workload also includes retrofitting, modifications, upgrades and a 24/7-AOG service, including a Mobile GO Team. The range of services will be supplemented by Aero-Dienst’s own battery and tire shop.

“We see the certification of our line station as an authorized service center as a sign of special appreciation from one of our most important partners,” said Aero-Dienst Dassault maintenance manager Florian Heinzelmann.

“At the same time,” he said, “we are very pleased to be able to provide our European Falcon customers with an even larger service network, with Vienna as a gateway to Eastern Europe.”

Five licensed Aero-Dienst technicians are currently operating. “With their accumulated experience, comprehensive know-how and their close customer relationships they carry out all repair and maintenance professionally and to high standards of quality,” the company says.
Find new customers, suppliers and opportunities!

**Network & Discover**
MRO Europe enables attendees to meet all the key decision makers under one roof and is the leading destination for airlines to test and purchase new MRO solutions and services.

**Engage & Develop**
MRO Europe is a one-stop-shop that serves all functions and tiers in the aftermarket, attracting the large and small MROs and OEMs and their supply chains from C-level to engineer. The conference drills down into tactics for business growth, and enables attendees to engage with airlines, OEMs and MRO speakers, through case studies, best practices and shared experiences.

**Looking To Exhibit?**
MRO Europe attracts decision makers and industry leaders, to the exhibition hall, giving you the ability to expand your network in a uniquely personal environment. Whether you are looking to expand your customer base or strengthen existing relationships, MRO Europe is the place to be!

Learn more, visit mroeurope.aviationweek.com
1. **Was the idea of Global Jet Capital, a business jet lessor, long in planning?**

   Vick: [Global Jet Capital chairman] Bill Boisture and I discussed the concept with AE Industrial and the Carlyle Group back in 2003, but for various reasons the stars didn’t align then. We looked at it again in 2007, but the market seemed overheated - people were bidding up backlogged airplanes by several million dollars! We thought we should just see what might happen. We never anticipated the economic collapse that followed. Shortly after that Bill and I went to Hawker Beechcraft to transition that business through its restructuring. Once we finalized the sale to Textron, we looked at it again, and this time things came together.

2. **Your company went from nothing to $2.5 billion in assets in two years. Surprised?**

   Vick: When you’re teamed with investors like GSO Capital, a Blackstone company, AE Industrial and Carlyle, your mandate is to create enterprise value based on solid long-term growth delivered by creating real value in the marketplace. With the acquisition of GE’s aircraft leasing business in 2016, we grew to that level and a fleet just shy of 300 aircraft in 24 months. As we entered the first quarter of 2017 we’re increasing our net earning assets, that is, we’re growing the business with new aircraft and customers, which GE was not. Our payroll has increased from 21 people to 65, demonstrating the commitment to invest in this business. One of Global Jet Capital’s newest members is Ben Murray, formerly with NetJets, XOJet and the head of Landmark’s charter business, because we’re now marketing our own aircraft as they come off leases. We will release between 15 and 25 aircraft a year.

3. **You concentrate on large-cabin business jets. Why nothing smaller or airliners?**

   Vick: Actually, our fleet now includes an ACJ and a BBJ. And while we do focus on super-mid to long-range aircraft, to accommodate our customers, we have underwritten leases on some midsize jets as well. As for leasing airliners, absent our adding the necessary expertise through some strategic acquisition, this team as it exists today will not do that. We are experts in business jets.

4. **Have your backers placed a cap on your leasing activity?**

   Vick: Some upper limit? Absolutely, but we’re talking about tens of billions of dollars, not three or four billion. We have what is referred to as “concentration limits,” which stipulate that we not concentrate too heavily in one type of aircraft, or one country, or one segment of the global GDP, but they want us to add to the portfolio, participating in opportunities around the globe.

5. **Your company is growing, but much business aviation activity has been down for a decade. Why?**

   Vick: The industry took a number of body blows including a global recession concurrent with a political environment not open to corporate aircraft users. And while there were 18 models of business jets being produced in 1984, by 2016, that figure had grown to 44 or 48, with more coming. Think of the degree of overlap and the natural consequences of that in a down market. Jets had become commoditized. That had to change. Nonetheless, it’s extremely difficult for an OEM to reduce production since that potentially impacts its market share, the global supply chain and employment levels, just to name a few strategic considerations. Now production will be about the same as in 2004, or half the record production rates in 2007 and 2008. That’s good for pricing and stability. As a result, we’re at the early stages of a sustainable recovery. It’s fragile, but we’ve got a bit of a tailwind. I’m an optimist. Things will get better. And I don’t think there has ever been a better time to buy a new or used business jet and would encourage those who are considering it to act.
THE SKY IS YOUR DOMAIN

Scale new heights at the show that attracts aviation’s top flight.

The Singapore Airshow 2016:
- Attracted over 48,000 visitors from 143 countries & regions
- Drew 1,040 participating companies from 48 countries, including 65 of the top 100 aerospace companies and 20 country pavilions
- Attracted 916 accredited media
- Hosted 1,353 meetings between Exhibitors and 286 VIP Delegations from 90 countries

Fly higher in 2018. Only the sky is the limit.

ASIA’S LARGEST AEROSPACE AND DEFENCE EVENT

Secure a space now. For more information, contact us at sales@singaporeairshow.com
The Helicopter’s Image Must Be Improved Worldwide

The helicopter industry in Europe is facing many of the same issues that proponents are battling in the U.S. It would make sense for industry and user groups to work more closely on both sides of the Atlantic to counter the threats and unfriendly perceptions that are combining to limit the functionality of the helicopter.

On a recent research trip to the U.S., I found that three common issues top, or nearly top, concerns in Europe and the U.S.

- Drones, from the unregulated private sector through to the increasingly vocal and activist commercial sector, are already seeking airspace restrictions in order to fly beyond line of sight and in populated areas. And threatening to overtake the helicopter’s oft-touted versatility for urban transportation (if it ever were to be allowed) is the progress by such as Airbus and Uber in developing man-carrying drone-based systems for transportation in crowded cities.

- Increasing airspace, city planning and noise restrictions that have prevented the development of conveniently located heliports in urban areas.

- Public acceptance of helicopters, which are often perceived as noisy, anti-social toys for the rich and famous.

All of us in the helicopter industry can tell stories about angry neighbors calling the police because a helicopter is swirling around their homes and disturbing them. But when that complainer is laying with a broken leg on the ski slope the helicopter can’t get there quickly enough.

I even know about doctors working in hospitals who complain about helicopter noise as soon as they leave work for the day and return to their urban homes. But Matt Zuccarico, president of the U.S.-based Helicopter Association International, topped it all when he told me that the mayor of New York City had received so many complaints about sightseeing helicopters that he forced tour operators to reduce trips by 50% and completely cut out flights on Sundays. HAI calculated the moves would cost $50 million in revenues.

But let me describe what I saw just one weekend before. We were staying at a mountain lake in upper Bavaria and trying to enjoy the peaceful quietness of this wonderful alpine region. But we couldn’t, due to the fact that a twisty, scenic road leading to the lake acts as a magnet for motorcyclists and hobbyist Schumacher race-car drivers. On this day there was even a vintage motorcycle competition adding to the noise of the normal Harley Davidson weekend rebels. It was one rolling thunder of “sound,” louder than a dozen jackhammers. Of course plenty of exhausts were modified to be even more “powerful.” And the tourists? Were they moaning about the noise? No, most of them smiled, others were greeting the drivers and taking pictures.

Why is it OK for villages or cities to attract noisy car races, to drill holes in your exhaust to assure your machine can be heard kilometers away, and yet the noise from a helicopter is unacceptable?

It seems that helicopters are still seen as toys for wealthy people who want to avoid traffic jams when heading to their 65th floor office downtown or rushing to grab a lunch in Monte Carlo.

But in the German Helicopter Association we know better. We have created the slogan “bee of aviation” to illustrate the value of helicopters. Society would be much poorer without the multiple services performed by helicopters; however, these are mostly unnoticed (and unheard), as the majority of our duties takes place over unsettled areas. Powerline inspection, marking forests, firefighting, offshore transportation are among the examples. But we are endangered.

First and foremost is the constant increase of restrictions and regulations because of the lack of public acceptance. Germany is a country of drivers, and automobile and motorcycle manufacturers have a positive image and a strong lobby. So we really do tolerate a lot from other industries.

Do I have to mention that Germany also is at the top in producing helicopters, but this isn’t of the same economic importance?

So how to improve the situation? We have to stress that helicopters aren’t fun toys for rich people but rather provide unrivalled services for society. We also have to make clear there is a real economic benefit from the use of helicopters.

Next time, when you overdo your downhill rush on the slopes and crash into the snow with one leg in front and the other behind, I hope the heliport at the nearby hospital hasn’t been closed because the residents complained about the noise, leaving you to wait for the Bernhardiner dog to climb the mountain and rescue you with a barrel of brandy. Or that a drone will swirl by and ask whether you feel all right.
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
HondaJet. The Art of Aviation.

EBACE 2017 | 22 – 24 May at Geneva’s Palexpo
Witness the world’s most advanced light jet at booth O68 and the static display.