The static display at Henderson Executive was sold out this year, with the tally of 100 aircraft on display matching last year’s on-the-tarmac turnout. Attendance at the show was also tracking last year’s, at about 27,000, according to the NBAA.

Nearly half of business aviation professionals expect demand for operating leases in pre-owned corporate aircraft transactions to grow over the next year, according to research commissioned by Global Jet Capital (Booth 5121 and Static SD08).

Low lease rates combined with falling aircraft prices make operating leases more attractive as buyers seek to offset risk.

In the past year, 17% of private aircraft transactions have involved a lease, while 13% of aviation professionals say that more than 30% of their transactions have involved a lease. More than 29% said all sales carried out in the past year were entirely funded by cash – but they expect more transactions to involve leases.
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Air BP-Signature Pact

Air BP Sterling Card holders flying out of a Signature FBO will be able to offset emissions from travel beginning in 2018.

Signature Flight Support announced at NBAA that Air BP Sterling Card holders will soon be able to fly using carbon-neutral fuel under a new agreement with the aviation division of BP.

Beginning on Jan. 1, 2018, the carbon emissions from jet fuel purchased by Air BP Sterling Card holders at any participating Signature FBO location in the U.S. will be offset via BP Target Neutral, BP’s voluntary carbon-offsetting program.

“We are proud to be among first-movers in the business and general aviation industry,” said Maria A. Sastre, President and COO for Signature Flight Support. “The ability for aircraft operators to offset their carbon by using the Air BP Sterling Card to purchase fuel is another step forward.”

As part of this collaboration, Signature and Air BP will increase their Sterling Card acceptance network in the U.S. to more than 100 FBOs.

Julio Casas, Air BP general aviation director, North America said: “We are extremely proud to be supporting our customers in the U.S. and around the world to achieve their environmental goals. This collaboration with Signature offers our Air BP Sterling Card customers the opportunity to fly carbon neutral and meets the growing demand for more sustainable travel.”

USAIG Celebrates 40 Years of Safety Posters

USAIG, one of the world’s leading aviation-specific insurance providers, is celebrating 40 years of creating and distributing safety posters to the aviation community – free of charge. It has created more than 400 posters and distributed more than two million copies to industry members worldwide.

In 1977, the United States Aircraft Insurance Group began partnering with leading aviation organizations to produce posters that promote safety, security or other key and timely topics.

In 2016, USAIG began using digital tools to provide poster content in screensaver and desktop wallpaper formats. Users can browse the USAIG website to see an extensive collection of posters (reaching back to the 1980s) for succinct messages and inspiration

USAIG’s Booth C11032 to pick up complimentary posters – while supplies last.
Daher (Booth C13208, Indoor Static 3) is showcasing its TBM 930 flagship at NBAA. It’s the culmination of three decades of enhancements made to the original TBM 700 that was announced at the 1987 Paris Air Show. It can cruise 10% faster and carry 800 lb. more payload with full tanks. Its cabin is far quieter and its systems are more robust and reliable. The TBM 930 incorporates all of the TBM 900’s speed mods, including its CFD designed ram recovery engine air inlet, dozens of drag-reduction changes and five-blade composite Hartzell prop. It’s also been upgraded with Garmin G3000 avionics.

The TBM 930, together with the TBM 910 – the TBM 900 upgraded with Garmin G1000NXi avionics – is helping Daher to sustain deliveries of more than 50 aircraft per year. EASA recently approved the TBM for commercial flights in IFE conditions, following the long standing practice in the U.S. Nicholas Chabbert, senior VP of Daher’s airplane business unit, believes that such approvals open the door for increased demand for the aircraft. Thus far, though, few U.S. charter operators have embraced the TBM, perhaps because of the abundance of inexpensive twin turboprop aircraft that are available on the resale market. New TBM 910 aircraft sell for close to $3.7 million, and new TBM 930 aircraft go for close to $4 million with typical options.

Daher doesn’t want to be solely dependent on single-engine turboprop aircraft for its revenue stream in the U.S. It’s growing its aerostructure business so that it can weather the turbulence often encountered in the business aircraft market. That segment is growing.

“We know we are going to do business in the Americas, thanks to aerostructure contracts we have already signed or are negotiating,” Didier Kayat, Daher’s CEO, told ShowNews. He would not give details on the new contracts, but a first foray has been the Gulfstream G500 and G600, for which Daher is supplying carbon-fiber main landing gear doors. It is also supplying spars for the Embraer Legacy 500. Kayat says his “American vision” goes from Brazil to Canada.

He also believes expanding on the other side of the Atlantic is good for “risk mitigation.” Over the past four years, Daher has focused on “robustness,” Kayat emphasizes. The goal has been achieved, notably with $1.1 billion revenues and a leap in on-time deliveries at Airbus’ factories, now at 99.8%, according to Kayat. The strategy in the Americas is the next logical step in becoming more robust, as Daher has so far relied heavily on European programs.

For Daher, manufacturing aerostructures for airframe customers in the Americas is relatively new, but selling aircraft there is not. The region, especially the U.S., has accounted for 85% of the sales of the TBM turboprops. But Kayat doesn’t want to depend so heavily on the TBM for its main revenue stream. Expect Daher to expand its aerostructures business going forward. —Fred George

Meggitt Bluetooth Sensor Helps Prevents Tire Failures

MEGGITT (Booth C6627) is working with Textron Aviation (N3530) to earn STC approvals for installing remote Bluetooth tire pressure sensors on a wide variety of Citations and King Airs, which will enable pilots to check tire pressures by means of an iPhone app. Crews can receive tire pressure indications up to 30 meters from the tires, providing easy access to essential tire pressure data during preflight inspections.

Each Meggitt tire pressure sensor adds about 25 grams of net weight to a wheel. Meggitt expects to develop STCs for a wide range of business aircraft in addition to the current offerings from Textron Aviation.

How critical is checking tire pressure on a frequent basis? Under-inflation is the prime reason why tires scuff excessively, if not blow out at high ground speeds. Underinflated tires under-perform on wet or contaminated runways. Proper tire inflation is critical to flight safety on some aircraft. The FAA, for instance, issued an Airworthiness Directive in 2010 that requires Learjet 60 tire pressures to be checked every 96 hr.

Some chief pilots, such as Robert Agostino, former head of Bombardier flight ops, insist on having tire pressure checks done before the first flight every day.

—Fred George
The game-changing Legacy 500 — the first midsize jet with fly-by-wire controls — is the benchmark for the future in performance, passenger room and comfort. On the flight deck, the advanced Rockwell Collins Pro Line Fusion™ platform puts pilots in complete control in a cockpit environment that provides superior ergonomics. With seating for up to 12 passengers, the Legacy 500 delivers a smooth flight in a largest-in-class stand-up cabin with a flat floor, fully equipped galley, state-of-the-art inflight entertainment and elegant seating that converts into fully flat berths in a low cabin altitude. The main baggage compartment is the largest in class and complements generous inflight-accessible cabin stowage space. The clean-sheet-design Legacy 500 is also the fastest jet in its class, delivering a high-speed cruise of Mach 0.82 and excellent runway performance.

- Nathan Grindstaff, Board Member, Mastercorp

Watch Nathan’s story and request more information at EmbraerExecutiveJets.com/Nathan

The first experience I had with the Legacy 500 was when I got a call to come to the airport to view it. It was a beautiful, beautiful sight.

I remember vividly flying back from Brazil when we went down to pick up the Legacy 500. Just being with the family on the plane, being able to enjoy the aircraft and to be able to hear each other and interact with each other without the roar of the aircraft all around us...it was a very, very memorable trip for all of us.

What I like most about the aircraft as a passenger is the low cabin noise and the low-altitude pressurization. Both of those are key for me. They really make a difference while traveling. The cabin welcomes you as you get on the aircraft. You feel at home. It’s very comfortable. The design is very sleek.

My father and my brother are both pilots, so the Legacy 500 took on special meaning for them in terms of the avionics, fly-by-wire and HUD system. Safety is first for us and the Legacy 500 avionics help in that regard. We have a relatively short runway and we usually fly a full payload. The Legacy 500 performs well in both aspects.

The sales team at Embraer was outstanding. They did a tremendous job for us. Really, they made us feel special. And with that, they helped us to own a very special airplane. We can’t be more grateful for that.”
Embraer Jets Set Speed Records

Embraer has been awarded certificates by the National Aeronautic Association (NAA) for speed records set by the Phenom 300, Legacy 450 and Legacy 500 business jets.

The Phenom 300 light jet set new speed records on two flights over the Caribbean and the U.S., including an average speed of 494.59 mph on a 4 hr., 42 min. leg from Anchorage, Alaska, to Van Nuys, California.

The midsize-cabin Legacy 450 set new speed records on three flights in the U.S., and between Australia and Indonesia. Its highest average speed was 525.89 mph on a 5 hr., 14 min. flight from Oakland, California, to Maui, Hawaii.

The Legacy 500 midsize jet set two new speed records over Europe, the fastest of which was Bremen, Germany, to Moscow, averaging 481.75 mph during the 2 hr., 24 min. flight. In all speed record flights, the aircraft completed the missions with NBAA IFR fuel reserves.

Embraer is at Booth N2632 and at the Static Display.

PC-24 Pioneers Rugged Rotary Actuated Flaps

FOR AN AIRCRAFT designed with powerful high-lift devices for hopping in and out of short, unimproved runways, the flap system on the Pilatus PC-24 looks surprisingly small and unobtrusive.

But to Curtiss-Wright, provider of the PC-24’s spoiler and flap actuation system, that’s a sign of success. To meet the challenges of packing flap actuation mechanisms into the slender wing without taking up fuel volume while still providing sufficient leverage to drive flaps for the demanding short-field requirements, the company proposed an unusual electrically controlled, electromechanically actuated (EMA) flap and spoiler system.

This PC-24 system connects each of 12 rotary electromechanical actuators to one of three actuator power and control modules, which then controls the individual motors on each actuator within the wing. However, while similar EMA systems have become more commonplace in recent years, the Curtiss-Wright design is believed to be the first in business aviation to utilize rotary geared actuators, or “power hinge” technology. “We think this is the first rotary distributed flap system,” says Sam Franklin, VP business development for Curtiss-Wright’s Sensors & Controls division.

“A lot of EMAs are linear, in which a motor turns a ballscrew, but on a wing like this they’d be long, and to get the travel you need for these Fowler flaps you have to have a decent amount of stroke,” says Franklin. Fitting these units usually entails making holes in the wing spar and taking up volume in the fuel tanks. “However, we make compound, epicyclic planetary actuators, a series of high-powered gears that look like a piano hinge and that work in an orbiting fashion,” he adds. A common feature on the leading edges of combat aircraft such as the F-16 and F-35, or the wingfold of the F/A-18, the devices have “much more energy per unit volume, and the amount of energy and stiffness you get is very high.”

By adopting the power hinge, Pilatus is “a customer willing to take a pretty big step forward,” says Franklin. “For us it marries electromechanical but more importantly marries EMA to the power hinge technology.” Curtiss Wright hopes to build its business aircraft market share, and adds that since its devices were adopted for the PC-24, other airframe makers, including Cessna, are expressing interest.

—Guy Norris
Gulfstream aircraft give you the power to fly long distances at speeds others simply can’t. When you set the pace, all that lies ahead is opportunity. Discover promise in every journey.

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Modernizing the Grommet Will Bring Cost Benefits, Says Device Technologies

The humble grommet has come in for three decades of attention from Nick Petri, president and CEO of Device Technologies Inc. (DTI).

You might think no one would care about the simple doughnut of nylon that holds wires tightly where they pass through bulkheads and panels. But Petri realized long ago they could be improved upon. He fought long and hard to win a place on modern aircraft with his spring-on Spring-Fast grommet replacement that just clips around a hole and provides better insulation and anti-chafing than traditional wire protection.

Spring-Fast and related products are now used by numerous manufacturers such as Gulfstream on the G650, HondaJet and Piper, to name a few.

DTI recently commissioned a life-cycle cost study that finds that switching from the traditional nylon grommet MS21266 to the more advanced M22529/2 Spring-Fast edging can dramatically save time and money over an aircraft’s 30-year life cycle.

The traditional nylon grommet MS21266 is 206% more expensive than the M22529/2 when the 30-year costs of installation, inspection, replacement and repair are assessed. This means the M22529/2 is only 48.5% of the nylon grommet cost – significant savings, says Petri.

The traditional MS21266 nylon grommet is molded as a straight, stiff element cut to length and bonded around penetrations and along edges using MEK solvent-based adhesives. Installation is a multi-step, time-consuming, costly process. It’s estimated that 10% require in-process rework, mostly due to poor bonding and “egg-shaping” of the grommet.

DTI’s study shows that 30-year life-cycle replacement/repair costs are just 6.5% of nylon grommet (MS21266) costs, and that Spring-Fast installs for less than half the cost of the MS21266.

In addition, the snap-on design requires no adhesives, no adhesive solvents and no adhesive preparation and cure-time delays.

DTI is here at Booth C11844. —John Morris

Duncan Installing Winglets on Sovereigns

Duncan Aviation is installing the FAA-approved Transitional Winglet from Winglet Technology LLC on Citation Sovereign aircraft. This winglet upgrade provides Sovereign owners with greater operational flexibility and performance benefits, such as increased speed at altitude, increased range/payload and improved time-to-climb. In support of the certification process, Duncan installed the wing reinforcement on the Sovereign aircraft along with the winglet attach structure and Transitional Winglets, and the aircraft was delivered in late May. Duncan is authorized by Winglet Technology to install the Transitional Winglets on Citation X and Sovereign aircraft.

FlightSafety Introduces Platinum Training

FlightSafety International (Booth NS118) has introduced FlightSafety Platinum, a training services program that provides “unmatched customization, services and flexibility.” Customers who enroll in the Platinum program will receive customized evidence-based training scenarios delivered by instructors of their choice. They will have advanced access to premium course scheduling and the ability to reserve course dates as soon as the schedule is published. Their instructors will also be available to fly their department’s aircraft or be part of the crew. The Platinum program also includes the advantages provided in the FlightSafety Full Service program.

IDAIR Offers Media Service for VVIP Aircraft

IDAIR, in collaboration with Lufthansa Systems and Touch Inflight Solutions, has introduced a media service exclusively designed for VVIP aircraft. IDAIR (Booth C11029) says its licensed service is an easy and convenient way to obtain a great collection of top-rated movies, TV programming and music content that can be tailored to the individual requests of VVIP customers. The media service complements IDAIR’s IFE/CMS and communications solution, which offers a variety of monitor sizes, sound systems with active noise-canceling headsets, and overhead surround sound.

Honeywell Updates MyAerospace Website

Honeywell (Booth NS100) has refreshed its MyAerospace e-commerce portal to simplify online ordering and tracking processes, cutting the steps required by more than 20% and improving turnaround time by 50%. The website improvements give commercial, business and general aviation customers more control to efficiently manage their repair and overhaul services and provide a single stop for managing all of their spares, documentation and technical support needs. With 24/7 access, Honeywell customers can more easily order parts, book repairs and search for product information.

West Star Redesigns Mobile App

West Star Aviation (Booths N3521 and N4314) has unveiled its redesigned mobile app, which is now available on Android devices. The app debuted for Apple devices in early 2016. “The West Star Aviation mobile app provides a direct line to who you need, what you need, when you need it at your fingertips,” said Debi Cunningham, West Star’s VP of marketing. “We pride ourselves on customer service and having a user-friendly website, and we wanted to reflect that on the mobile app. We are truly innovating our connect technology.”
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

Rob Smith | President, Jet Aviation

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P&WC Opens Up on New PT6 Growth Engine

After five years of heavy hints but precious few details, Pratt & Whitney Canada has unveiled the first significant information and images about research and development tests of electronic engine controls and an integrated propeller controller for a new 2,000-shp-rated PT6.

The move, which comes as General Electric prepares to make the first run of its competing Advanced Turboprop (ATP) for Cessna’s Denali, is aimed at bolstering the PT6’s market position, particularly in the high-power sector. “Electronic engine controls aren’t just there to start the engine – the PT6 already starts easily. It will enable us to integrate the propeller, the engine and the entire propulsion system in a way we’ve never seen before,” says P&WC general aviation marketing VP Nicholas Kanellias. “It is something we have been working on for a while and been running in a test cell. I can’t tell you where it is going to go – but we are very happy with the progress so far,” Kanellias adds. According to industry sources, however, the engine is targeted at several next-generation turboprop applications, including a larger Pilatus PC-12NG follow-on and a more powerful derivative of the Daher TBM 900 family. Commenting earlier this year at the Heli-Expo event in Texas, P&WC president John Saabas also said a “Super PC-12 or a bigger King Air” would benefit from such an engine.

The availability of the new large turboshaft “is going to create a new market. It is not about just replacing what we do, it is about creating the ability for aircraft manufacturers to build on our vision of more power and better efficiency and leveraging that electronic controller to enable a propulsion system that frankly has never been done before,” says Kanellias.

The new 2,000-shp engine “will likely take the same approach as we do with the PT6 today – we have PT6Cs that fly as turboshafts and we have large PT6 turboprops,” says Kanellias. P&WC had said earlier this year that it has identified a gap in its product range between the 1,750-shp PT6C-67C/E and the 2,300-shp PW100 family of engines, and would likely fill that with a further development of the PT6C core. A series of demonstrators of new elements of the engine are running today, and a full demonstrator is expected to run by year-end.

The upgraded control feature “is not only going to simplify how the pilot operates the engine – it will connect all of our digital systems and our network to enable that customers anywhere in the world know what is going on with their engine and how it is integrated with the maintenance plan,” says Kanellias.

—Guy Norris
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Mitsubishi Strives for Better MU-2 Pilot Quals

It’s been more than a year since the FAA morphed SFAR 108, the jet-like initial and recurrent pilot type qualifications rules, into the new Subpart N of FAR Part 91 pertaining to MU-2 pilot qualifications. About the same time last year, the FAA also created AC 91-89, which standardizes MU-2B series training programs. The changes resulted from a five-year campaign by TAS/Turbine Aircraft Services and MHIA/Mitsubishi Heavy Industries America’s aircraft product support division to upgrade MU-2 pilot qualifications and proficiency. The MU-2 community was hopeful that more-stringent qualification and training requirements would slash the aircraft’s fatal accident rate.

Yet, apparently, a sizable portion of MU-2 pilots are not heeding lessons learned in training. On March 29, 2016, the pilot of an MU-2B-60 lost control of the aircraft and crashed a mile short of Runway 07 at Îles-de-la-Madeleine, Quebec. Then on May 15, 2017, an MU-2B-40, en route from Aguadillo, Puerto Rico’s Rafael Hernandez airport to Eleuthera, Bahamas, crashed into the Atlantic Ocean.

Five minutes after takeoff from Buenos Aires’ San Fernando airport on July 24, 2017, an MU-2 Marquise crashed into the delta of the Paraná River. And on Sept. 23, 2017, an MU-2B Marquise crashed 3 mi. northeast of the Ainsworth, Nebraska, airport.

“Most MU-2 accidents involve attitudinal problems on the part of pilots,” says Pat Cannon, one of the most-experienced MU-2 pilots and instructors in the U.S. Pilots walk the walk during rigorous initial and recurrent training. Then, they go back to their old habit patterns once they climb back into their aircraft when they’re not under the scrutiny of instructors. “It’s Jekyll and Hyde. It’s the normalization of deviance.”

Cannon notes that MU-2 pilots who also attend MHIA’s Pilot’s Review of Proficiency have excellent safety records. PROP originated in 1982 as an initiative to improve safety. It has been effective in slashing the number of MU-2 accidents and incidents.

Going forward, Cannon and MHIA officials look forward to the flexibility afforded to them in upgrading training standards as published in AC 91-89. The Advisory Circular can be amended, as needed, without going through the cumbersome public comment process that was necessary to make changes to SFAR 108.

But there still are plenty of loopholes in MU-2 training systems. While CFIs are required to have 24-month letters of authorization in order to teach in the aircraft, the FAA doesn’t have a top-notch standardization and evaluation system in place for holding instructors to the same standards. Teaching methods, focus points and minimum client qualifications standards can vary from instructor to instructor.

Next, MU-2B series aircraft are equipped with a variety of instrument display systems, GPS navigators and autopilots. The differences between aircraft have potential to be challenges with respect to flight and sim instructor standardization.

But Cannon notes that Alpha Systems angle-of-attack systems now are available for MU-2 aircraft. They’re relatively inexpensive, and they can boost situational awareness during critical phases of flight, such as low-speed operations in airport landing patterns.

And finally, MU-2 aircraft aren’t required to be fitted with flight data recorders for most non-commercial operations. Most also lack quick access recorders that would support flight operations quality-assurance programs. FOQA tattletales have potential to rein in rogue pilots before their normalization of deviance.

Mitsubishi Heavy Industries America officials are quite aware of all these factors. They continue to push for tighter adherence to SOPs and cockpit discipline on the part of the MU-2 pilot community.

MHIA is at Booth C10621.

—Fred George

Rose to Become GAS

Rose Aircraft Services is here from Mena, Arkansas, spreading the word that it’s getting back into general aviation maintenance, modification and refurbishing services, marketing itself as General Aviation Solutions (GAS). “We have considered our roots and humble beginnings as a general aviation services provider and are expanding back into this market,” said Keith Rose, cofounder and CEO. “We believe there are many operators of general aviation aircraft who would benefit from our extensive experience, commitment to customer satisfaction, quality and safety,” he said.

The company recently expanded its paint, maintenance and interior capabilities with the acquisition of an additional paint facility and remodeling interior shops to accommodate general aviation operators.

Booths C13345 and N521.
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Jet Aviation prepares for its next 50 years

Jet Aviation marked its 50th anniversary with a gala event here last night. “We will celebrate the past while focusing on the future,” said Group CEO Rob Smith.

One 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. A rebranding with a new logo that simply states “JET” symbolizes the firm’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.

In Basel the company’s two original hangars have been fully demolished and the new foundation is now underway for an 8,700 sq.-meter, widebody hangar that is scheduled to go operational at the end 2018.

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 N4632.

—John Morris
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How to Boost BizAv? Once You’ve Tried It, ‘It’s Hard to Go Back’

Not long ago, those in the business aircraft industry were waiting for the market to turn around. Today, the thinking is changing.

“This year, there’s a true belief — pretty widely held — that the jet business as we know it is not going to blossom unless we start thinking about it differently,” Doug Harrison, founder of the Harrison Group and president of YouGov, a market research firm, told attendees at a JetNet IQ Summit in New York last month.

Growth in private jet travel has not come from an increase in ownership, but through membership programs, jet cards, leases and charters, he said. The question is how to attract more people to private aviation.

“Once you start getting immersed, it’s hard to go back,” he said. Getting more people involved in private aviation will lead to new sales of aircraft as well.

In the past few years, the popularity and convenience of Uber, Lyft, Airbnb and other services have brought the idea of a shared economy to the forefront. Sharing an asset has become particularly appealing to the wealthy and to private jet users, Harrison said.

At the same time, “everyone’s been talking about the move toward experiences over assets,” Harrison said.

As an industry, 15% of business jet deliveries are to charter and fractional providers.

In a survey of those with $20 million in assets or more, 27% have flown privately over the past 12 months, Harrison said.

Private membership group Wheels Up, for example, has gained 4,000 members in four years with its sights set on 10,000 by the end of 2020. Avinode recorded more than 500,000 charter inquiries in June, up 112% from a year ago. XOJET announced its 200,000th flight and a 40% increase in program sales. VistaJet registered 51% growth in the number of program hours sold in the second quarter in 2017 compared with a year ago.

Surfair offers 445 weekly flights, and Flexjet said it plans to hire a “significant” number of pilots to keep up with a 50% year-over-year increase in business. —Molly McMillin

West Star Building Paint Hangar at CHA

West Star Aviation is constructing a 48,380-sq.-ft. paint facility at its Chattanooga, Tennessee, location with an anticipated completion date of September 2018. The facility will be large enough to house aircraft up to and including the Embraer Lineage 1000 and will feature a strip and prep facility. Additional expansion plans include a 90,600-sq.-ft. office, shop and maintenance hangar.

“We are pleased to break ground on this project, as it will allow us to begin offering our world-class paint services to our CHA customers,” said Rodger Renaud, president and COO of West Star Aviation (Booths N3521 and N4314).

WFS Collaborates With Seattle Avionics

World Fuel Services (Booth C9412) has announced a product integration with Seattle Avionics Software (SA) to bundle SA charts and plates in WFS’s new iPad app. As a result of this agreement, charts from SA will be available at no cost to WFS users. Approximately 30,000 charts will be available for 51 countries outside of North America, plus more than 12,000 in North America, as well as 4,500 hand-drawn U.S. airport diagrams. All chart data will be bundled into WFS’s iPad app.

Castle & Cooke Transitions to X-1FBO System

Castle & Cooke Aviation has transitioned all three of its operations in Van Nuys, California (KVNY); Honolulu, Hawaii (PHNL); and Everett, Washington (KPAE) to the X-1FBO Management & Payment Processing System. X-1FBO is an advanced, cloud-based management and payment processing system that will enable Castle & Cooke (Booth N4314) to streamline its staff’s and customers’ experiences. Developed by GMSTEK LLC specifically for FBOs, the system is designed to mimic and automate real-world operational workflow. “With one comprehensive system we’re now able to view the status of customer requests, fuel tickets, invoices and more,” said Tony Marlow, Castle & Cooke Aviation’s VP of aviation operations and business development.

Avfuel Reveals New Booth and Giveaways

Visitors to Avfuel’s new booth at this year’s NBAA convention have the opportunity to “Get Referred. Get Fancy.” Convention attendees can earn a chance to win one of five displayed pieces/sets of jewelry, valued at $10,000, by stopping by Avfuel’s Booth N4314 and visiting with its branded FBOs. Attendees go through a referral process from FBO to FBO – a spinoff of Avfuel’s newest program, Avfuel Network Referrals – and hand in their collected referral cards to be entered into the drawing. The winner will be announced at the booth today at 4 p.m.

Kenai Aviation Closing After 56 Years

Alaska charter air taxi service Kenai Aviation is shutting down after 56 years in business at the Kenai Municipal Airport. Shrinking demand for oil field service on the west side of Cook Inlet was given as the reason for closure, said owner Jim Bielefeld, whose father, Bob, founded the business in 1961 after moving to Alaska in 1959 to work in the oil fields. Bielefeld plans to sell four airplanes but keep the Cessna 206.
Can Signature Select give you the competitive advantage that’s so necessary today? Riggs Brown, General Manager, American Aero FTW, thinks so. “I have been impressed by the buying power Signature has delivered…which means we can offer more competitive pricing.” But, for customers, the appeal of the Signature brand goes beyond good prices and world-class service. “Signature loyalty programs like Signature Status® and Signature TailWins® help us put business on the ramp and increase market share on the field.” To hear Riggs tell it, Signature Select is a total win for his business. “American Aero FTW customers get all of the benefits of a locally-owned and managed, independent FBO, with the support that comes with being part of the largest FBO network in the world.”

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-Riggs Brown, General Manager
American Aero FTW
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Sheltair’s Orlando Executive FBO Getting Set for NBAA 2018

Sheltair is working to open a new FBO terminal at Orlando Executive Airport (ORL) in time for NBAA 2018, which, like last year’s show, will be held at the Orange County Convention Center with the static line at ORL.

The new $10 million, 32,000-sq.-ft., four-story executive terminal “will dramatically expand the amenities from which Sheltair visitors benefit, including a new FBO executive terminal, class-A office space and a restaurant for passengers, crew and the general public,” the company says, promising “a fresh aesthetic with crisp, modern lines and a contemporary expression while providing superior functionality.”

“The new design provides an aviation campus feel for the overall property at ORL,” said Todd Anderson, Sheltair’s senior VP for real estate and development. “Aesthetically, it’s different from anything else we’ve built in the Sheltair network. It’s the first of Sheltair’s next generation of FBOs – a refreshed face for our next generation of FBOs – a refreshed face for our next generation.FBOs – a refreshed face for our next generation. The new terminal building is Phase II of the company’s development plan at ORL. Phase I was completed in May with the opening of Sheltair ORL’s $5.5 million hangar facility, including two hangars totaling 22,600 sq. ft., with 3,600 sq. ft. of office space and a spacious parking lot.

Eddie Dussault is GM at Sheltair ORL. Both Sheltair and Banyan are at Boeing N4314.

The next NBAA-BACE takes place October 16-18, 2018.

Ross Aviation FBO Network Makes Moves

Ross Aviation’s Fresno (FAT) FBO is in the process of moving into a new terminal. Meanwhile the company’s White Plains (HPN) facility now offers helicopter service to New York City. Its Long Beach, California (LGB) facility is now a gateway to Washington’s Reagan National Airport (DCA) under the Department of Homeland Security’s DCA Access Standard Security Program (DAASP). Parent Ross Aviation Inc.’s network of six FBOs also includes facilities in Anchorage, Alaska (ANC), Thermal, California, and Scottsdale, Arizona. Ross Aviation is at Boeing N4314.

Bismarck Aero Approved for Part 145

Bismarck Aero Center is now an FAA-approved Part 145 repair station. The North Dakota FBO is able to provide aircraft MRO services. Earlier this year, the National Air Transportation Association and FAA recognized the FBO for annual training of all of its aircraft maintenance technicians. A company must invest a minimum of 12 hr. of training in their employees each year to be considered.

Banyan Air Service OK After Irma

Fuel supplier and maintenance center Banyan Air Service (Booth N4314), based at Fort Lauderdale Executive Airport (FXE), has recovered from last month’s Hurricane Irma. The FBO recorded winds at close to 100 mph and 8-10 in. of rain. The company was fueling and handling more than 450 aircraft over two days following the storm.

Hawthorne Opens FBO at KHHR

Hawthorne Hangar Operations (HHO) recently opened its new FBO at Jack Northrop Field/Hawthorne Municipal Airport (KHHR) in California. The facility offers both Jet-A and avgas and accepts most forms of payment. “We’ve been a presence on this field for more than seven years in hangar operations, aerial photography and production, under our owner’s – Dan Wolfe’s – umbrella of companies,” said Jim Schulte, Hawthorne Hangar Operations’ general manager. “We recognized a need for another FBO on the field and seized the opportunity.” HHO is centrally located on the airfield in the Wolfe Air hangar.

West Star to Construct a New Facility at ALN

West Star Aviation (Booths N3521 and N4314) will expand its East Alton, Illinois (ALN) facility with the addition of a new, state-of-the-art hangar. The 64,200-sq.-ft. hangar, office and shop facility will be adjacent to West Star’s current facility. The new hangar will be able to perform maintenance on aircraft as large as the Gulfstream G650 and Embraer Legacy 650. The expansion is expected to be completed in the second or third quarter of 2018.

Cutter Aviation Announces Staffing Changes

Cutter Aviation (Booth C7031) is welcoming new employees and promoting those in place. Tara Creel-Cesena has been promoted to FBO general manager at Phoenix Deer Valley Airport. She came to Cutter in 2011 after working for Mesa Airlines. Christopher Gradisar is promoted to manager of aircraft services in Addison, Texas. Slyvia Graebe is the new charter sales and aircraft acquisitions manager for Cutter’s Charter and Flight Management Department in Phoenix. Brian Walker has returned to Cutter as regional sales manager for the eastern U.S.
Adding the PC-12 NG to your roster boosts your odds of saying “yes” to more trips, more often. Its short-field performance, speed, payload and range make it an unmatched, all-mission player. Its large cabin seats nine, and the huge cargo door handles the bulkiest luggage. And all at a far lower cost than twins and jets. “No” might just become a thing of the past.
So successful has the aircraft become that Beijing-based Deer Jet, the Dream Jet’s operator, will take delivery of a second one in the first half of next year.

UAS, the Dubai-based flight support and charter solutions provider, will market the charter aircraft for luxury travel to its Middle East and European customers.

Last December, Deer Jet acquired a major shareholding in UAS and named it the flight support partner for the Deer Jet fleet of 90 aircraft. That alliance has significantly enhanced both companies’ capabilities and is accelerating strategic goals, Deer Jet says “to revolutionize international business flight and user experience.”

“The Dream Jet is an exquisite aircraft, unlike anything else available on the planet,” says UAS co-owner, founder and CEO Omar Hosari. “We have already begun successful charter flights for the Dream Jet in the past few weeks, and we are confident that this aircraft will continue to surpass the expectations of even the most demanding clients.”

Deer Jet’s first Dream Jet is operated on the Guernsey aircraft registry (2-DEER), under the AOC of BAS Guernsey. The price to charter the 787 Dream Jet is RMB 500,000 per hour (about $70,815).

Over the past few months, the Dream Jet has attracted international attention throughout its “Dreams Encounter the World” tour. UAS has supported Deer Jet and its one-of-a-kind aircraft at displays and viewings by ultra-high-net-worth individuals and royal family members in cities including Hong Kong, Shanghai, London, Dublin, Seattle, Marrakesh, Doha and Paris.

Zhang Peng, Chairman and President of Deer Jet, said “the 787 Dream Jet embodies our brand motto of ‘Making Travel and Art.’” Deer Jet already has operations in the Middle East, serving the area with a fleet of long-range BBJ, Gulfstream 550 and 450 aircraft.

“The size and diversity of our fleet can effectively serve the Middle East, Europe and the global market. We believe that Deer Jet’s operational capabilities coupled with UAS expertise in trip support will create the best flight experience for our customers worldwide.”

Deer Jet is a subsidiary of Chinese travel and luxury conglomerate HNA Group, which also owns Hainan Airlines. HNA CEO Adam Tan is on the record with the goal of driving HNA Group into the top 10 conglomerates in the world. And with a second Dream Jet, also to be operated by Deer Jet, it will have the largest Dream Jet fleet anywhere.

Deer Jet selected highly experienced pilots and stewards from Hainan Airlines to form its ‘Dream Team’ crew and further trained them with seven-star hospitality service standards to assure delivering the best-in-class travel experiences for every passenger on board.

The 787 Dream Jet is capable of comfortably flying up to 30 passengers nonstop for 18.5 hr., farther than Los Angeles to Mumbai. In line with its concept of “Making Travel an Art,” Deer Jet customizes the style and color of the cabin with handpicked amenities and bespoke collections of precious crystals, cushions, silverware and porcelain.

Deer Jet is also launching exclusive bespoke travel packages aboard the 787 Dream Jet, starting with the “Hong Kong to Tahiti Dream Journey” featuring a seven-night charter package including complimentary accommodation at the Presidential Suite of St. Regis Bora Bora Resort. Deer Jet plans to add more itineraries in the future.

UAS International Trip Support is here at Booth C11912.

—John Morris
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Beam Time for Boeing Business Jets

With world economies showing growth in all regions, business is booming for Boeing Business Jets.

Boeing has won no fewer than 14 new orders for VIP aircraft worth $2.7 billion since last year’s NBAA, BBJ President Greg Laxton said here this week.

The tally comprises three Boeing 747-8s, two 777s, three MAXs, four BBJs, one 787 and one 737.

Eight VIP aircraft were delivered to completion centers over the last year: three 777s, two 787s, one BBJ, one 737 and one 747, while 10 entered service with customers: five BBJs, three 777s, one 787-8 and one 737.

Boeing has taken orders for 253 VIP and head-of-state aircraft since 1996. Some 225 have been delivered, and 207 are in service.

Of this year’s order book, 10 are for governments and heads of state, including the three 747-8s. With world economies showing growth in all regions, business is booming for Boeing Business Jets.

Taking a swipe at Airbus, Boeing says its order book for 253 VIP and head-of-state aircraft since 1996 excludes military derivatives and represents 99 more sales than the European manufacturer’s 154. When military derivatives are added in, Boeing’s lead grows to 221 aircraft, at 426 orders vs. 205.

“It has been a really strong year for us at Boeing Business Jets,” says Laxton. “Our customers are seeing the value our products provide across our entire portfolio, from the current generation BBJ, to the future BBJ MAX, all the way up to the BBJ 747-8.”

Boeing Business Jets also unveiled a new interior design concept for the BBJ MAX 7. Created by renowned Paris-based design firm Alberto Pinto, it features a design customized to the BBJ MAX 7’s spacious interior.

“At BBJ, we are always innovating our products and that includes the cabin interior,” says Laxton. “What really sets Boeing Business Jets apart from our competition is that we offer our customers incredible range and incredible cabin space.

“Our customers can take advantage of multiple living areas, a full bedroom and full-size bathrooms, and the new design beautifully highlights these advantages.”

Alberto Pinto has designed a new concept interior for the BBJ 737 MAX 7
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Satellites and ADS-B
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Space-based ADS-B is “the next big thing” in the flight-tracking domain as it enables nonstop tracking in places where ground-based ADS-B systems simply cannot reach.

So says Andre Brandao, CEO of AirNav Systems, who is proudly showing off a nano-satellite here at [Booth C11545]. No, it’s not a model — nano-satellites are really small, and AirNav will have a constellation of 88 of them when its space-based ADS-B tracking service is fully operational before 2020, spending $30 million to acquire them and place them in orbit.

The satellites will listen to every ADS-B signal transmitted by every aircraft, and will relay them all to 70 ground stations (the first will be in Accra, Ghana) that will in turn send them to data collection centers in Tampa, New Jersey and London. Looking down – or rather, listening – from above, the tiny satellites have a greater reach than ground-based listening systems, which are restricted to line-of-sight.

This enables AirNav to track every ADS-B-equipped airplane anywhere in flight by tail number.

For an operator that needs to know just where their airplane is, they can track it on the internet after subscribing to AirNav Systems RadarBox24 Business for just $79 per month per airplane. Their aircraft need no extra equipment or any modifications, as they are already transmitting ADS-B.

Space-based RadarBox24 will come on stream gradually; by the third quarter next year it will provide full coverage between Latitudes North 30.

The system is fully compliant with FAA/EASA/ICAO requirements.

“We believe this brings a simple solution to flight tracking,” says Brandao.—John Morris

Pilatus Orders Aluminum for 80 PC-24s

Pilatus (Booth C12621) and aluminum semi-product supplier Constellium have signed a contract that will support the production of the aircraft manufacturer’s backlog for its PC-24 business jet. Under the agreement, Constellium will supply Pilatus with aerospace plates from its manufacturing plant in Issoire, France, for “more than 80 PC-24s.” The Stans, Switzerland-based airframer has received 86 orders for its “super versatile” light business jet. The PC-24 is in development and certification is hoped by this month.

Astronics Adds Dual Frequency Converter Unit

Astronics Advanced Electronic Systems (Booth N1721) has added the Dual Frequency Converter Unit (DFCU) to its Empower line of products for the business and VIP jet industries. The DFCU produces 4,000 watts of either 115 or 230 volts AC to support passenger and utility power anywhere in the world. It incorporates Astronics’ latest solid-state electronic circuit breaker (ECB) technology and offers programmable ECB outputs that can be custom configured to each cabin, eliminating the need for a secondary distribution panel and saving both cost and weight. The DFCU is now commercially available and is already designed in to an initial customer aircraft.

Mitsubishi Revamps Aircraft Product Support

Mitsubishi Heavy Industries America Inc. Aircraft Product Support Division (MHIA-APD) now has sole responsibility for all operations of the MU-2 product support. For many years, Turbine Aircraft Services Inc. (TAS) was contracted to provide customer support services to MHIA-APD for the MU-2. MHIA-APD also has begun developing a new MU-2 website, preparing for the upcoming Pilot’s Review of Proficiency (PROP) program, a safety seminar, renewing the MU-2 Magazine and much more. Kenji Matsui has been appointed as the division’s new general manager. MHIA is at [Booth C10621].

FlightSafety Introduces Platinum Training

FlightSafety International (Booth N5116) has introduced FlightSafety Platinum, a training services program that provides “unmatched customization, services and flexibility.” Customers who enroll in the Platinum program will receive customized evidence-based training scenarios delivered by instructors of their choice. They will have advanced access to premium course scheduling and the ability to reserve course dates as soon as the schedule is published. Their instructors will also be available to fly their department’s aircraft or be part of the crew. The Platinum program also includes the advantages provided in the FlightSafety Full Service program.

Satcom Direct Launches SD LTE Hub

Satcom Direct’s SD LTE Hub has received PMA (Parts Manufacturer Approval) from the FAA. The company claims that the compact router has the smallest form factor on the market, yet is capable of supporting the latest cellular, Wi-Fi and satellite technology. On the ground, high-speed connectivity is delivered to the aircraft through LTE (Long Term Evolution) technology, while in the air the router connects with the aircraft’s air-to-ground network or satcom system. Satcom Direct (Booth C11420 and Static Display 09) says the router is compatible with L-, Ku- and Ka-band networks, ensuring reliable, constant connectivity at any altitude, anywhere in the world.
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Embraer’s enhanced Phenom 300E boasts a very nice cabin – and behind it is a NICE HD cabin management and inflight entertainment system from Lufthansa Technik’s Original Equipment Innovation product division.

Lufthansa Technik (Booth C1012) says the election of NICE HD by Embraer is another vote of confidence in the system’s advanced technology, design and innovative features. Designed by Lufthansa Technik and customized exclusively for Embraer, the latest NICE HD provides passengers with features superior to those of any other solution in the segment, it adds.

A unique Graphical User Interface, co-developed with Embraer, allows full cabin control as well as custom user-selected backgrounds that can be easily saved into the system. It supports wireless streaming to PEDs, including the interactive NICEview MOBILE moving map and NICEmedia applications.

A custom audio system, with new amplifiers and speakers, was specifically designed by Lufthansa Technik for cabin installations and produces unmatched audio performance, the company says. The system also includes custom-built fold-down monitors.

Embraer (Booth N2632 and Static SD15) will offer the system in audio only and audio-video configurations.

—John Morris

Embraer’s Phenom 300E cabin with “NICE” IFE from Lufthansa Technik

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Florida-based Techno Aerospace (Booth C12149) has acquired Dallas-based Jormac Aerospace, and with it has “taken its commitment to support the creativity of the designers to a completely new level,” augmenting an existing variety of finishes “for all of the surface materials commonly used in the industry.”

With modest origins 36 years ago, and originally called Techno Coatings, it continues to be a premier name in the aviation industry as a leader in offering electroplating services.

“We decided to expand our offerings with new technologies and an enhanced team,” says Techno CEO Pablo Camargo. “This effort resulted in the introduction in 2014 of four new product lines, offering a wide variety of alternatives for the finish of all hard surfaces in the aircraft interior.”

“We acquired or developed in-house extensive capabilities in taking hydrographic printing, dimensional metallization and ceramic coatings to a level worthy of VIP aircraft,” Camargo said. The firm offers “commissioned fine art,” too, either loose “or as the finish of monuments or structures.”

“Our finishes and our commissioned fine art are certified to the required specs, even to the stringent heat release and toxicity requirements of commercial and charter aircraft,” Camargo said.

In addition to North Miami, Techno Aerospace has facilities in Miami Gardens, Tampa Bay and Dallas.

Techno for Top-of-Line Finishes

Now you see it, much you don’t: Techno provides finishes for aircraft structures and high-end cabins.
Know Your Options

As business aviation traffic grows in Milan, two new hangars are planned in addition to the 10 already at Milan Linate airport, and a new FBO is opening to handle visitors at the Milan Malpensa international airport.

Operating both airports is SEA Prime (here at Booth N3434), with a brand formed in 2015 following the acquisition by SEA of the companies ATA Ali Trasporti Aerei and ATA Ali Servizi and the rebranding and restyling of the Milano Linate Prime business aviation airport.

Milano Linate Prime has been attracting an increasing number of passengers. August traffic grew 14% year-on-year, and in September more than 600 movements were handled in the weekend of the Italian Grand Prix as drivers, teams, sponsors and spectators took advantage of its proximity to the event, with many utilizing the helicopter link between the airport and the Monza Autodrome.

Another 620 movements were handled at the end of September for the Design and Fashion Week shows.

“These figures confirm the ‘bleasure’ connotation of traffic in Milan, which combines a business trip with a pleasure trip in and around Milan and Lombardy,” the company says.

Milano Prime is now readying for the new FBO at Malpensa. “Milan is increasingly becoming a compulsory stop on global itineraries in sectors such as design, fashion and innovation and is now competing to host the European Medicines Agency [EMA]. With Milano Malpensa Prime so close to Switzerland and numerous tourist spots in Lombardy, we will be offering another exclusive gateway to the city and the heart of Europe,” says Chiara Dorigotti, general manager of SEA Prime.

The Milano Malpensa Prime project includes a new facility of some 1,200 sq. meters for welcoming passengers and crews, an FBO, a dedicated apron (more than 10,000 sq. meters) and a 5,000-sq.-meter hangar that is already operational.

Milano Malpensa Prime is expected to be open and fully operational in 2018.

—John Morris
Know Before You Go

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“We’ve been building this giant information machine,” said Don Dwyer, one of the firm’s two managing partners. The goal is to provide real-time aircraft information and more transparency into an unregulated brokerage industry to help clients make better decisions.

“With the wealth of knowledge and analytics it delivers to our clients, this web-based software will hopefully save them millions of dollars,” said the firm’s other managing partner, Mike Dwyer, brother to Don.

The modules give information on valuation, fleet plan, jet finder, acquisition information, sales and benchmarking. It can help a client decide on the right aircraft, track the value and activity on an aircraft for sale, and keep a record of inquiries and other information on a client’s aircraft for sale.

“What we’re finding out is a new generation of customers want information all the time,” said Don Dwyer.

The Vault is popular with clients.

As aircraft prices decline, some fractional owners, for example, are calling to ask whether it makes more sense to renew a fractional contract or buy an aircraft.

The company is giving demonstrations of the product and is exhibiting four aircraft for sale at Static Display 24, including a Gulfstream GIV-SP, Gulfstream GV, Falcon 50EX and Falcon 2000.

—Molly McMillin
Ontic Sees Gold in the Old
There’s a secret strength behind the supply chain for older aircraft, and it’s becoming increasingly important to aging business jets.

Ontic, a subsidiary of BBA Aviation, produces parts that the original manufacturers no longer want to make. Last year it put down $61.5 million for licenses from GE Aviation for legacy avionics, and agreed with Pratt & Whitney Canada to make more JT15D engine parts. The moves further cemented its support of Challenger 300, Hawker 800 and Falcon 7/8X platforms, as well as the Cessna Citation II and V and the Hawker 400A.

But most operators will never know about Ontic; it distributes parts through Aviall, or directly on demand to the airframe manufacturers. Its portfolio of products, licensed or acquired from major OEMs such as Honeywell, UTC Aerospace, Safran, Thales and GE Aviation, span all major aircraft systems in both civil and military markets.

Business is good: Ontic expects to generate about $210 million of revenue this year, says president and managing director Gareth Hall. The company has 450 employees based across two core sites in Chatsworth, Los Angeles, and Cheltenham, UK, and a location in Singapore that mainly supports the commercial airline fleet.

As well as manufacturing products that an OEM finds difficult to retain, Ontic takes on the responsibility for customer support, “assuming all the past responsibilities of the OEM,” says Hall. “Customers may require technical assistance with products through assembly, manufacture of the products, or any switch to warranty support.”

Another differentiating factor, he says, is Ontic’s continuing willingness to be ready with inventory and have parts available in a reasonable timeframe. Ontic is at Booth N5500.

—John Morris

Greenpoint Picked for Supersonic BizJet Interior

GREENPOINT TECHNOLOGIES IS the choice of supersonic business jet developer Spike Aerospace for its S-512 supersonic business jet cabin design, although progress has been pushed to a back burner while Spike is focused on the inaugural flight later this year of its scale aircraft.

Boston-based Spike is developing the innovative twin-engine jet through a global collaboration of aerospace companies. Among those is the memorandum of understanding that defines the design relationship with Greenpoint (Booth N908).

The next step in the interior process is artistic visualization as close to the actual product as possible, according to Spike President and CEO Vik Kachoria. “The interior will reflect modern comforts for the next generation to conduct business faster than the speed of sound,” he said.

The work by Greenpoint in providing cabin completions for six of the new Boeing 787 VIP jets represents the company’s aspiration to “design, engineer and deliver novel, highly technical programs, and the S-512 fits perfectly in Greenpoint’s pioneering portfolio,” said Greenpoint Executive VP Bret Neely.

Among the challenges facing Greenpoint’s design and engineering teams is a cabin without windows, eliminating cumbersome shades and glaring sun, while adding considerable fuselage strength and quiet to a luxurious interior.

Instead of the traditional sidewall windows, the aircraft interior will feature thick, high-definition screens set flush with the outer walls. Micro cameras embedded in the outer fuselage will transmit views of the world outside to the cabin screens with even greater clarity than if viewed through aircraft windows currently in use. Passengers will be able to dim the screens to sleep, or choose to watch inflight movies or view streaming images from personal devices.

The “Multiplex Digital Cabin” will be 8.7 ft. wide and is being created to accommodate up to 18 passengers. The speedy business jet is expected to have a range of 6,200 nm and take passengers from New York City to London in 3 hr. at speeds up to Mach 1.6.

Last week’s inaugural flight of a scaled-down version will be followed by a series of larger and faster supersonic jet prototypes, leading to a full-size demonstrator in 2018.

Greenpoint Technologies is to design an all-new “Multiplex Digital Cabin” for Spike’s S-512 supersonic business jet.
Victor to Share Data Trove With Operators

It has experienced five years of unprecedented growth, but London-based charter-booking marketplace Victor is only getting started. With a $20 million investment by BP Ventures, the investment arm of global energy company BP, founder and CEO Clive Jackson believes Victor is ready to start delivering benefits not only to customers, but also to suppliers too.

Victor, Jackson says, is going to become the biggest brokerage by transaction value by the end of 2018. But to continue its rapid expansion – he cites a staggering 946% growth over the past four years – he is looking to take the company in two directions at once. Victor will continue to increase the number of customers booking flights using the company’s web- and app-based charter platform but is also looking to find ways of adding value for flight operators, too.

“My mission is to become the single largest transactor of on-demand jet charter for the end-user consumer,” he says. “I think we will be on track, for 2018, to become the largest buyer in the world. That would bring us circa $175 million to $200 million per year in charter transactions. This is, effectively, base one for the company: When we hit that figure I think we will genuinely have earned ourselves a seat around the top table. And our attentions are being turned toward the other side of the marketplace, which is looking at how we can better support the supply chain.”

At the heart of this plan is the fundamental idea that Victor is not a technology company, or a conventional charter brokerage, but a data-driven enterprise.

“When you look at those who have a true understanding of how technology disrupts, it is not the app,” Jackson says. “What you have is the ability to collect and analyze and make intelligent decisions around big data. Having a mechanism is one thing; most importantly, having a team of data scientists and analysts that can look at consumer behavior, to look at demand, to look at supply, to marry that with weather patterns, is part and parcel of how you evolve and learn.

“Every time a piece of data is collected or passed or analyzed – and I couldn’t begin to tell you how many hundreds of thousands of bits of data we’re collecting and passing and analysing every hour – that just makes you smarter and more intelligent,” he continues. “We’ve made a big investment in understanding how to perform in a more efficient and effective way. This industry has lacked any significant and meaningful deep-seated investment to bring proper technology and proper data analytics to play. Our mission and our focus is to do things smarter and more efficiently, and to share some of that value creation with our partners in all parts of the supply chain.”

This philosophy is striking in an era when it is more normal to hear of pressure being passed down the supply chain to deliver profits upward by lowering prices. Jackson is adamant that this needs to be a two-way street if success is to be sustainable.

“The Victor brand, as opposed to our technologies, cannot operate in isolation,” he says. “You cannot be a buyer of services to the detriment of your supplier network. You have to also think in longer cycles. I’m not a new kid coming in to say: ‘Let’s disrupt aviation and create a utopian landscape.’ Victor’s my 14th company, I’ve been in business nearly 30 years, and I’ve built many successful companies that have spanned the globe – so I think in 10-year cycles. And 10-year cycles mean you’ve got to take your partners with you on a journey.”

The BP investment will enable organic growth – new hires to extend the data-analytics side of the business, and add to a U.S. workforce that has tripled in size in the past six months – and, Jackson says, possible acquisitions.

“Investment in technology is not a single investment – it is a lifelong commitment to a process of constant evolution,” he says. “The capital that we’ve raised is to ensure that we can continue to do that, and to maintain our rate of climb. Part of that is also to attract the very best talent, and to look at other parties in the value chain – they may be competitors today, they may be strategic value-added partners to us in the future – and to look at how we can leverage their capability, their people, their footprint, to build a bigger and stronger and more professionally run organization.”

—Angus Batey

Victor's marketing materials suggest some of their flight operators may have taken the idea of city-to-city private jet travel rather too literally.
Brokering used jets can be cutthroat and male dominant.

Iannarelli: It can be rough-and-tumble with no rules, regulations or guidelines and has characters aplenty. Early in my career I was more willing to tackle the “difficult” aircraft or customer. I looked for opportunities where few had ventured, thinking I’d have a better chance of succeeding without butting heads with sales veterans, who were mostly men. But I was also intrigued by the complexity some of these transactions posed. Also, I wanted to travel. As a result, I had good success in Europe and Asia, and my name was circulated as a competent aircraft salesperson who could bridge the cultural divide between a foreign owner and the U.S. market. Today, upward of 90% of Par Avion’s sales are international.

Is your sales savvy native or learned?

Iannarelli: My father was career Navy, a senior chief petty officer. He was on Guam when the Japanese invaded and ended up in a prisoner of war camp for four years. While there, he learned to speak Japanese, Korean, Spanish and Portuguese. In all, he was fluent in six languages and conversational in a few more. He served as an interpreter during the Korean War and at the end of his career was a recruiter. In effect, he was a charismatic salesman with an interesting history and could speak anybody’s language. I guess I inherited some of that capability. But while I have an ear for languages, at best I stumble through two others besides English.

Par Avion – a curious name for a Texas brokerage.

Iannarelli: When I decided to go out on my own, I wanted a name and style that would stand apart. I was having dinner with a friend and her husband in Paris and explained my concern, and he said, “Well, the name is obvious: Par Avion. Everyone knows what that means, and everybody knows your affinity for all things French, particularly Dassault Falcon Jets.” I knew he was right and loved the double entendre: “par avion” homonymously translates to “buy airplane.” I also chose a bespoke color for the logo. Rather than yet another blue or brown or red, I chose purple, the color of royalty.

Business aviation has been down for a decade. Is this the new normal?

Iannarelli: Maybe – though I still hold hope that the industry will find its footing and many previous aircraft owners will find their way back. What frustrates me today is that I can’t count on a set amount of sales per year due to factors totally beyond one’s control. Deals now drag on forever, with too many “experts” trying to exert authority outside of their field of expertise and creating unrealistic expectations with regard to price for the buyer or seller. Couple that with buyers insisting on getting their way, and it has become increasingly difficult to mediate an equitable transaction. Also missing are the small and mid-cap companies that were so important to the middle market. They are hesitant to return to aircraft ownership or have no one in top management who knows what it was like to have access to a business aircraft. I sensed more confidence and enthusiasm in the first part of the year, but Washington is broken and the “Trump bump” seems to be over. This year’s hurricanes didn’t help.

Iannarelli: No, but business aviation relieved a lot of the pain. After Hurricane Harvey slammed into south Texas, I contacted the NBAA and said it needed to activate the Hero program immediately. I also contacted area FBOs and asked them to accept relief supplies being flown in. Then I called a real-estate company I know well with offices throughout Houston and got them to agree to meet every airplane, document the goods delivered and then distribute them to relief organizations in local communities. Patient Airlift Services/Skyhope Network was the flight coordinator, and we had a seamless supply chain on the ground. The relief effort then shifted toward those impacted next by Hurricane Irma and most recently Marie. Business aviation really came through to help the victims of these unprecedented storms.
OneJet to Add CJ4 to Fleet

OneJet, which operates an air transportation network, will add Cessna CJ4 light business jets to its fleet in the first quarter of 2018, the company said.

The program with Textron Aviation will use aircraft from its pre-owned inventory. The initial order includes two CJ4 aircraft. OneJet will be assigning the aircraft to their bases in January.

OneJet will provide dedicated pilots and maintenance technicians and an assigned parts inventory as the fleet is deployed. “We look forward to this initial deployment of the CJ4 and are excited about the prospective growth opportunities with the Cessna platform,” said Matthew Maguire, OneJet CEO.

OneJet offers more than 180 weekly flights to and from Pittsburgh, with nonstop weekday flights to Albany, Cincinnati, Hartford, Indianapolis, Louisville, Nashville, Milwaukee, Providence and Richmond.

—Molly McMillin

Zetta Jet to Fly With Trustee

A U.S. Bankruptcy Court has approved Zetta Jet’s request to appoint a Chapter 11 trustee during bankruptcy proceedings. The U.S. Trustee’s Office is expected to appoint a trustee shortly. Zetta Jet also received court approval to pay a select group of critical vendors in the ordinary course of business.

Zetta Jet filed for Chapter 11 bankruptcy on Sept. 15 to restructure the company amid continued shareholder disputes. Zetta Jet continues to operate and honor bookings, the company stresses. An independent, impartial trustee to oversee the business and the Chapter 11 restructuring is in the best interests of its stakeholders and will ensure smooth operation of its business during the proceedings, said Michael Maher, Zetta Jet president and CEO.

The company filed for Chapter 11 protection following a separate lawsuit filed that alleges that former managing director Geoffrey Cassidy misappropriated company funds and committed other fraudulent acts. An emergency injunction ordered by a Singapore court to stop bankruptcy proceedings by Cassidy was found null and void, given that the Singapore court has no jurisdiction in U.S. federal bankruptcy court, Zetta Jet said.

—Molly McMillin

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Universal Avionics is promoting a bevy of products and programs at NBAA 2017, including purchase incentives at the show, STCs to help operators access areas with increasing regulatory requirements, a new ADS-B Out data package, UniLink software and updates to the company’s InSight integrated flight deck, including moving maps via Jeppesen.

UASC (short for Universal Avionics Systems Corp.) dealer Chicago Jet Group is adding the new Aeronautical Telecommunications Network Baseline 1 (ATN B1) module for the UniLink UL-800/801 communications management unit to all of its existing FAA and EASA-approved STCs for FANS/CPDLC (controller-pilot data link communications) in advance of a February 2020 European mandate (formerly known as Link 2000+).

A UniLink software upgrade provides an optional configuration for ATN B1 CPDLC, with context management functions required for the European mandate.

Separately, Chicago Jet Group has an STC for a UASC InSight flight deck upgrade on a Mystere-Falcon 50 jet. The STC covers the installation of the InSight system with four EFI-1040 displays, complemented with other additional flight-deck enhancements.

“We are providing the most complete and comprehensive solution on the market,” said Mike Mitera, president of Chicago Jet Group. “The value of this STC is unprecedented.”

The InSight display has been authorized for the Cessna Citation VII.

“Our STC on the Citation VII is a milestone,” said UASC sales director Robert Clare. “Our embedded next-generation Synthetic Vision System with advanced mapping capability and intuitive system-wide graphical pilot interface conveys a new, fresh look to the cockpit.”

UASC has a new agreement for Jeppesen’s airport mapping information to be shown via the InSight display.

“With this agreement, InSight is the forerunner in the business aviation market with Jeppesen’s new flight data element,” UASC says, “providing timely and accurate airport diagrams and other essential information in high resolution.”

“Business aviation operators and pilots worldwide using the InSight Display System will now be able to integrate Jeppesen’s latest flight data technology and charts in the flight deck to further enhance their flying experience,” said Dan Reida, UASC VP of sales and marketing.

The enhanced Insight display may be seen on UASC’s Citation VII at Henderson. UASC is offering it at no cost to authorized dealers and integrators performing the installation.

Also being promoted is an STC for a new ADS-B Out STC data package meeting U.S. and European mandates. The STC applies to UASC’s UNS-1Xw SBAS flight management system and Honeywell RCZ-833 (DO-260B compliant) transponders.

The UASC SBAS-FMS “is the first step in preparing for the FAA’s NextGen and Europe’s SESAR,” said Carey Miller, director of corporate programs and business development.

“Not only does the SBAS-FMS enable ADS-B Out, but also PBN and Data Comm, including CPDLC Departure Clearances in U.S. domestic airspace,” he said.

UASC is at Booth N2821 and Static SD10. The Chicago Jet Group is at Booth N3132.

UASC Show Incentives
Universal Avionics is offering a UniLink UL-800 or UL-801 CMU/communications management unit at no charge for any customer who places a purchase order for an InSight display system by year-end.

A second incentive offers customers one year of the FlightAssure extended warranty for UniLink 800-series CMUs at no charge – for orders placed in 2017.

“Universal is committed to bringing new avionics technology that enhances safety and efficiency to the aerospace community,” said UASC sales director Robert Clare.

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Rockwell Collins for Inmarsat NextGen

Inmarsat, a leading provider of global mobile satellite communications, has signed a strategic agreement with Rockwell Collins for the worldwide distribution of its next-generation SwiftBroadband-Safety (SB-S) flight deck connectivity technology.

Rockwell Collins provides and manages Inmarsat’s legacy cockpit services to a majority of the world’s transoceanic widebody and business aircraft fleets. Under the new agreement, it will also collaborate with airlines to implement the new digital SB-S technology on future and existing fleets.

According to Inmarsat, SB-S is the first secure communications system for the flight deck and meets stringent aviation requirements for safety and operational data exchange with the ground. It provides a range of benefits, including enhanced situational awareness across its entire operation, more informed real-time decision-making, enhanced real-time performance monitoring, high-resolution weather updates and other critical data.

Inmarsat says it’s transforming the global aviation industry by bringing complete connectivity to every aircraft and flight path in the world.

“As the aviation broadband provider capable of connecting the complete aircraft, from cabin to cockpit, Inmarsat’s SB-S brings ‘always-on, always-secure’ high-speed broadband into the cockpit, transforming aviation safety and optimizing flight operations,” the company says.

Inmarsat is at Booth N2112. Rockwell Collins is at N4000.

—Kirby Harrison

Sherwin-Williams’ Scintillating Way to Promote Color

Sherwin-Williams Aerospace Coatings has introduced a new shimmer coating for the exterior of business aircraft, a product the company is introducing at NBAA.

The coating adds shimmer to the paint or striping in the sunlight without changing the color of the coating underneath, said Julie Voisin, Sherwin-Williams Aerospace global marketing manager. The mica coating is cost-effective and repairable and does not wash out the colors underneath, she said.

“You’re not going to see [the shimmer] much in your hangar, but when you pull it out into the sunlight, it looks great,” she says.

Early next year, the company will introduce coatings to replicate the look of leather or suede, complete with a soft touch on the surface. The idea for the product came over from the high-end automotive industry, Voisin explains, adding that it’s stain-resistant, easy to clean and easy to repair. Booth C10039.

—Molly McMillin

JETNET Steps It Up in Used Aircraft Pricing

AVIATION INTELLIGENCE provider JETNET LLC will be demonstrating a number of new product enhancements at this year’s show. JETNET Values offers subscribers greater insight into aircraft values by presenting actual reported sold prices on aircraft transactions. A newly expanded Utilization feature provides an “unmatched depth of context-sensitive data on aircraft and airport utilization for prospecting and client tracking.” The new Intel feature offers a deeper, richer trove of data related to a search. A next-generation version of its Aerodex service, Aerodex Elite, gives users “a near-real-time quantum leap in subscriber utility.”

“We’ve focused this year on making some really stunning upgrades and improvements to our existing product line,” said Tony Esposito, VP of JETNET. “Giving our clients these time-saving, intuitive, money-making tools is how we make them more successful.”

JETNET Values, released one year ago, is available exclusively to qualified aircraft sales and finance professionals. It is now populated with approximately 3,500 reported sales prices covering 225 separate models of business aircraft and helicopters around the globe, most pertaining to transactions within the past 18 months. JETNET is at Booth C12235.
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