Sheikh Ahmed opens the show

by James Wynbrandt

Following the playing of the UAE’s national anthem, Sheikh Ahmed bin Saeed Al Maktoom (front left) officially opened MEBAA 2018 yesterday morning with a ceremonial ribbon cutting before embarking on a tour of the exhibition hall and static display like any true business aviation aficionado. Joined by Ali Alnaqbi, MEBAA’s founding and executive chairman, and a retinue of some dozen aides and airport authorities, Sheikh Ahmed proceeded along aisles lined with attendees eager to greet His Highness, stopping at a number of booths along the way.

Observers closely monitor these biennial tours as if to divine regional market intelligence. The Sheikh is, after all, president of the Dubai Civil Aviation Authority, and CEO and chairman of the Emirates Group, the aviation holding company that owns Emirates Airline. But as those titles and his animated interest in the displays indicated, Sheikh Ahmed is also passionate about aviation, and the tour route is typically arranged beforehand to showcase services and aircraft that interest the Sheikh and/or are making their debuts at the convention or in the region.

At Click Aviation he listened to an explanation of the UAE-based support services platform. He greeted the exhibitors at engine manufacturer Pratt & Whitney and Canada-based training provider CAE and exchanged warm words with Mohammed Alzeer, general partner of completion specialist GDC Technics. Honeywell Aerospace, Aloft AeroArchitects, Dubai-based DC Aviation Al Futtain, and charter management and FBO company ExecuJet, which has a base in Dubai, were among other stops as the Sheikh and his entourage moved easily through the hall, led by a scrum of backward-walking photographers and videographers.

From the exhibition hall, the group headed to the aircraft on static display. Stops included a Leonardo AW109 helicopter that Abu Dhabi’s Falcon Aviation has on static display, where he peered into the cockpit and cabin. He climbed on board the Gulfstream G650ER, the HondaJet Elite, and the Airbus ACJ340 that newly established Citadel Completions of the U.S. has on display. Other boarded aircraft included the Comlux Sukhoi Superjet, making its MEBAA debut; and the newly delivered Boeing BBJ 787 Dreamliner with an interior from Greenpoint Technologies. Sheikh Ahmed also inspected mockups of Airbus Corporate Helicopters’ Mercedes-Benz Style cabin and the cabin mockup of Bombardier’s Global 7500, the world’s largest purpose-built business jet, whose first delivery is imminent.

The last stop was the Dubai South chalet, where he was briefed on the latest developments at the master-planned city that will surround Al Maktoum International Airport and host the forthcoming Expo 2020 Dubai.
Bell delivers pair of new 429 twins to local flight academy
by Mark Phelps

Bell celebrated delivering a pair of Model 429 helicopters yesterday to EDIC Horizon International Flight Academy. Based at Al Ain International Airport Zone, the flight school trains rotorcraft pilots with an all-Bell fleet, including Bell 206s and 407s. The 429 twins will be used for instrument, multi-engine, and special-mission training.

Hareb Thani Al Dhaheri, EDIC Horizon CEO, said, “Bell helicopters have been an essential part of our training operations since our inception, and the new aircraft will enable us to further expand our training offering.” He told AIN he expects to train about 35 pilots for multi-engine ratings in the first year, ramping up to 40 to 50 the second year and going up from there. He also said EDIC Horizon is considering adding more single-engine helicopters to its training fleet within the coming year.

From a podium in front of the Bell 429, Sameer Rehman, Bell managing director for Africa and the Middle East, said, “There are now 350 Bell 429s in operation around the world, exceeding 330,000 hours of operation on the global fleet. This celebration is a key milestone for Bell as it demonstrates the traction the Bell 429 has gained in the Middle East.”

Bell presents the 429 as having the lowest vibration levels in its class, meeting or exceeding airworthiness requirements for passenger safety. Composite and aluminum construction optimizes “the balance between rigidity, flexibility, and durability,” said Bell.

Bell executive v-p for commercial sales and marketing Patrick Moulay spoke about the business relationships that led to the deal with EDIC Horizon. “I believe in the importance of relationships and trust,” he said.

Hareb Thani Al Dhaheri, EDIC Horizon Flight Academy CEO (l), and Patrick Moulay, Bell’s executive v-p for commercial sales and marketing, celebrate their business relationship after the academy took delivery of two new Model 429s yesterday at MEBAA 2018.

Bombardier preps for first 7500 delivery
by Kerry Lynch

Bombardier, making plans to celebrate the handing over of the first Global 7500 “in the coming days,” expects to deliver between 15 to 20 of the model next year and then double production the following year. Bombardier Business Aircraft president David Coleal confirmed plans for the first formal delivery this year and outlined the anticipated 2019 and 2020 production plans while speaking December 6 during Bombardier’s Investor Day.

Leading up to the investor event, Bombardier (Chalet A6, Static P7) released guidance that its business jet shipments would increase from an estimated 135 this year to between 150 and 155 next year and credited that jump in part to the ramp-up of the Global 7500. The bump in deliveries includes plans to hand over the first examples of the four-zone, 7,700-nm jets in the first half of 2019 with that growing to up to 15 in the second half, Coleal said, adding the company is taking a thoughtful approach to production to ensure a smooth flow and keep costs down. Plans call for Global 7500 deliveries to further increase to between 35 and 40 in 2020, with the program sold out through 2021.

He added that Bombardier has all the components in-house for 2019 production and suppliers are already working to double their output for 2020. When asked about the wing, which was modified during the development program, Coleal reiterated that Bombardier has all the wings required to cover 2019 production. But he also noted, “We are actively working with our partner on a variety of topics, which could include in the long term what is the right place for the wing to reside...The biggest point is everyone is committed to the program ramp-up and committed to the long-term success of the program.” Triumph is the wing supplier.

The 5500/6500 program, meanwhile, will also contribute to 2019 deliveries, with plans for the delivery of the first two to three in the latter half of the year, Coleal said. The flight-test program for the models, which were unveiled during the EBACE show in Geneva in May, is nearly three-quarters of the way through, he added.

As for the entire portfolio, Coleal is encouraged by solid sales across all the product lines, including the Learjet 70/75 line, saying the smaller jets had a backlog through 2019. However, he maintained that Bombardier would remain cautious on production and would not boost rates until the company experienced multiple quarters of a book-to-bill of greater than 1.0.
Meet the BBJ 777X, Boeing’s new VIP-liner
by James Wynbrandt

Boeing Business Jets (BBJ) announced at MEBAA 2018 the newest member of its family, the BBJ 777X, with a range “greater than any business jet ever built” and comfort and efficiency to match, according to the company. Able to fly more than halfway around the world nonstop, the newest BBJ can connect any two cities on Earth, in the process “redefining ultra-long range VIP travel,” said Greg Laxton, head of BBJ.

BBJ introduced the 777X at MEBAA, he said, because “of all the BBJs we sell, 29 percent come to the Middle East, and we also see 52 percent of widebody sales come to the Middle East.”

The new platform represents “the best of both worlds, combining almost the room of a 747 with the creature comforts of a 787,” said Alex Fecteau, BBJ’s director of marketing.

The hallmark of the 777X’s airframe advances over current Triple 7s is its fourth-generation composite wing with foldable wingtips. Instead of winglets, the wingtip has been increased to 235 feet—22 feet longer than the current wing—improving takeoff capability, reducing thrust requirements, and increasing initial cruise altitudes.

“From an aviation designer’s perspective, the BBJ Max is incredibly appealing because there is so much more interior space to realize one’s vision,” said Max Pardo, co-founder with Lucas Colombo of SkyStyle. Genesis represents the Argentinean company’s debut in BBJ design. Given the long distances BBJs typically fly—the Max 7 has a 7,000 nm range—owners “are looking for a comfortable lounge, multi-function conference area, and a large master suite to ensure the ultimate flight experience,” Pardo said.

Prior to MEBAA 2018, Boeing had announced 20 BBJ Max orders, the most recent, for a Max 7, inked in July at the Farnborough International Airshow. A first BBJ Max 9 was ordered by an undisclosed European customer earlier this year.

Jet Aviation’s ‘Shaheen’ interior concept for the BBJ 777X accommodates 43 passengers and includes a games and cinema area, private workspaces, and this dining area with seating for 10.

“Meet the BBJ 777X, Boeing’s new VIP-liner
by James Wynbrandt

Boeing Business Jets (BBJ) announced at MEBAA 2018 the newest member of its family, the BBJ 777X, with a range “greater than any business jet ever built” and comfort and efficiency to match, according to the company. Able to fly more than halfway around the world nonstop, the newest BBJ can connect any two cities on Earth, in the process “redefining ultra-long range VIP travel,” said Greg Laxton, head of BBJ.

BBJ introduced the 777X at MEBAA, he said, because “of all the BBJs we sell, 29 percent come to the Middle East, and we also see 52 percent of widebody sales come to the Middle East.”

The new platform represents “the best of both worlds, combining almost the room of a 747 with the creature comforts of a 787,” said Alex Fecteau, BBJ’s director of marketing.

The hallmark of the 777X’s airframe advances over current Triple 7s is its fourth-generation composite wing with foldable wingtips. Instead of winglets, the wingtip has been increased to 235 feet—22 feet longer than the current wing—improving takeoff capability, reducing thrust requirements, and increasing initial cruise altitudes.

“Meet the BBJ 777X, Boeing’s new VIP-liner
by James Wynbrandt

Boeing Business Jets (BBJ) announced at MEBAA 2018 the newest member of its family, the BBJ 777X, with a range “greater than any business jet ever built” and comfort and efficiency to match, according to the company. Able to fly more than halfway around the world nonstop, the newest BBJ can connect any two cities on Earth, in the process “redefining ultra-long range VIP travel,” said Greg Laxton, head of BBJ.

BBJ introduced the 777X at MEBAA, he said, because “of all the BBJs we sell, 29 percent come to the Middle East, and we also see 52 percent of widebody sales come to the Middle East.”

The new platform represents “the best of both worlds, combining almost the room of a 747 with the creature comforts of a 787,” said Alex Fecteau, BBJ’s director of marketing.

The hallmark of the 777X’s airframe advances over current Triple 7s is its fourth-generation composite wing with foldable wingtips. Instead of winglets, the wingtip has been increased to 235 feet—22 feet longer than the current wing—improving takeoff capability, reducing thrust requirements, and increasing initial cruise altitudes.

Our engineers convinced us we get double the benefit [with increased wing-span] versus winglets,” said Fecteau. Folding wingtips ensure the new model can fit into any existing 777 gates and ground facilities. Contrasting the design with folding wings seen on earlier generation aircraft, Fecteau said, “It’s a very simple mechanism. The only connection that goes outboard is a wire for lights; no other electrics, hydraulics, or plumbing.”

The 777X also incorporates the Smooth Ride technology developed for the 787, which takes pressure readings from the pitot and static ports to determine turbulence levels and adjusts the fly-by-wire flight controls to dampen oscillations.

In the flight deck, 15-inch displays support advanced navigation and RNP and GPS approach capabilities.

The advanced GE9X engines offer a 5 percent lower specific fuel consumption than competing engines, coming in 15 dB below stage 4 noise levels, and delivering 29 percent lower emissions than CAEP/8 requirements.

BBJ also unveiled interior concepts from completion specialists Greenpoint Technologies and Jet Aviation, and from German design firm Unique Aircraft Design, illustrating how the BBJ 777X “can be transformed to meet the tastes of any VIP customer,” according to the company.

Jet Aviation’s concept, Shaheen, which means royal white falcon, is designed to accommodate 43 passengers plus a crew of eleven, and features lounges, a game and cinema area, a stately office, private workspaces, three guest bedrooms, and a master suite that includes its own lounge, luxurious bedroom, spacious dressing/bathroom area, and a large shower and hammam, or Turkish bath.

Greenpoint’s design, Lotus, features an open floor plan, with monuments attached only to the floor.

Samir Sahgal, managing director flight operations for Boeing’s Business & General Aviation Global Services division, established in 2017, stressed the life cycle support BBJ can offer its customers.

The B777X is nearing certification for first deliveries by an undisclosed European customer, scheduled for delivery in 2019. The BBJ Max 8 will be available in two models: The BBJ 777-8 and BBJ 777-9. The 777-8, with a range of 11,645 nm (21,570 km) with up to 75 passengers, has a spacious 3,256 sq ft (302.5 sq m) cabin, while the larger 777-9, with an 11,000 nm range, offers 3,689 sq ft of cabin space.

The interior features the tallest and widest cabin, and as large a main deck as a 747, and windows larger than any airliner’s other than the 787. Additionally, the cabin altitude has been lowered to 6,000 feet. Engineers and designers determined that any reduction in cabin altitude below 6,000 feet produced insufficient improvements in passengers’ feelings of well being to warrant the cost of further lowering interior altitude.

No launch customer for the BBJ 777X has yet appeared. “We’re hunting the first,” said Laxton. The debut BBJ 777X will be available in the first quarter of 2021.

J.W.
Gulfstream Flagship Sets Another Speed Record

by Mark Phelps

On the way to MEBAA 2018, Gulfstream’s flagship G650ER made some history. It set a speed record, flying nonstop from Teterboro, New Jersey, to Dubai in 11 hours, two minutes. That eclipses the previous city-pair record by one hour, 48 minutes.

The flight covered 6,142 nm (11,375 km) at an average speed of Mach 0.90. Average groundspeed was 558.3 knots.

“Another Falcon advantage for Middle East operators is the FalconEye combined vision system, enabling safer and easier operations in poor visibility. There is some brand association with the famed Rafale and Mirage military jet fighters produced by Dassault, but, Brana said, many people don’t even recognize that they are produced by the same company. “We have tried to make that fact better known through marketing and videos,” he said.

The fly-by-wire 6X is on track for first flight in 2021 and certification and entry into service in 2022. “The first parts of the 6X have been built,” Brana said. “The engines are running and everything is going well.” With regard to the troubles Dassault had with the Silvercrest engines earmarked for the now-canceled 5X, he said, “That is behind us now, and we are excited by the prospects for the 6X. It is no longer a concept. It is a product.”

Another leg up Falcons have in the region, according to Brana, is their appearance, inside and out. He said the style is more conducive to European elegance. “As you know, customers can be very different. Some prefer classical lines while others prefer a more contemporary design. The lines of the 7X allow for both.”

Waving toward the Falcon 8X on the static display line in front of the Dassault chalet, Brana pointed out the visual balance of the wings, forward fuselage, engine placement, and the distinctive anhedral of the empennage. “All the proportions are right. It is beautiful. As our founder [Marcel Dassault] said, ‘Ce qui est beau vole bien’ [If it is beautiful, it will fly well].”

Dassault sees beauty in Falcon jets

by Mark Phelps

Carlos Brana, Dassault Falcon Jet senior v-p of civil aircraft, describes the Middle East market as “steady, not bad,” with a clear preference for the large-cabin, fly-by-wire 7X and 8X Falcon models. He has great hopes for the developmental 6X in the region, however.

“Its wider cabin offers more space, more room,” he said. “It will be a great aircraft for them.” The 6X’s range easily covers most missions for Middle East operators, and the cabin “matches or surpasses our competitors.”

Brana described the OEM’s reputation here as similar to how the company is viewed elsewhere in the world. “We sell technology. It’s in the DNA. That translates to performance and safety, of course. But also to passenger comfort, as well. For example, with the 6X pressurization system, the cabin altitude will be 3,900 feet at 41,000 feet. And the cabin noise levels are super low. What that means is, when you get off the airplane after a long flight, you’re still feeling refreshed.”

He also described the advantage of the Falcon wing—actually, two wings, since they attach separately, rather than joining as one unit under the fuselage. “That makes them more flexible,” he said, “which provides for a smoother ride in turbulence.” Another Falcon advantage for Middle East operators is the FalconEye combined vision system, enabling safer and easier operations in poor visibility.

There is some brand association with the famed Rafale and Mirage military jet fighters produced by Dassault, but, Brana said, many people don’t even recognize that they are produced by the same company. “We have tried to make that fact better known through marketing and videos,” he said.

The fly-by-wire 6X is on track for first flight in 2021 and certification and entry into service in 2022. “The first parts of the 6X have been built,” Brana said. “The engines are running and everything is going well.” With regard to the troubles Dassault had with the Silvercrest engines earmarked for the now-canceled 5X, he said, “That is behind us now, and we are excited by the prospects for the 6X. It is no longer a concept. It is a product.”

Another leg up Falcons have in the region, according to Brana, is their appearance, inside and out. He said the style is more conducive to European elegance. “As you know, customers can be very different. Some prefer classical lines while others prefer a more contemporary design. The lines of the 7X allow for both.”

Waving toward the Falcon 8X on the static display line in front of the Dassault chalet, Brana pointed out the visual balance of the wings, forward fuselage, engine placement, and the distinctive anhedral of the empennage. “All the proportions are right. It is beautiful. As our founder [Marcel Dassault] said, ‘Ce qui est beau vole bien’ [If it is beautiful, it will fly well].”

The 6,142 nm flight from Teterboro, New Jersey, to Dubai gave Gulfstream an opportunity to add another speed record to the G650ER’s logbook.
CUSTOMER TRUST
SECRET OF SUCCESS

NEW WORLD CLASS – MRO
Al Maktoum International Airport (Dubai South)

ONE STOP SHOP
LINE & BASE MAINTENANCE
24/7 AOG
VVIP FBO FACILITIES
PARKING
GROUND HANDLING
AIRCRAFT CLEANING
AIRCRAFT WASHING
INTERIORS
AIRCRAFT MANAGEMENT
AIRCRAFT CHARTER

FOR Enquiries, please contact:
Tel: +971 2 444 7006 Fax: +971 2 444 0008
E-mail: mro@falconaviation.ae
PASA implements Saudi FBO upgrades
by Peter Shaw-Smith

PrivatAir Saudi Arabia (PASA), which won the right in 2016 to upgrade FBO facilities at the Kingdom of Saudi Arabia’s three main airports, plans to expand MRO services and hangarage at major aviation hubs and improve general levels of service provision for ground handling in the business aviation sector, as the kingdom emerges from a difficult year, according to managing director Mansour Alsharif.

PASA was founded in 2011 and is based in Saudi Arabia. The company received its charter AOC from the General Authority for Civil Aviation (GACA) in 2012 and in 2016 added a 121-special unscheduled AOC. The PASA fleet includes BBJs, Challengers, the KingAir 350, and Robinson R44.

“In 2016, PASA won an exclusive concession with GACA to operate and develop private aviation terminals in Riyadh, Jeddah, and Dammam Airports,” said Alsharif. “PASA is a Saudi limited liability company owned by Saudi investors that have know-how and commitment to the aviation industry.”

Asyad Holding Group, a Jeddah-based concern, decided to invest in Switzerland’s PrivatAir in 2009. In turn, European private-equity investor SilverArrow took a majority stake in PrivatAir in 2016. The Swiss company also operates and manages the “Al Bayraq” service on behalf of local private-aviation concern Saudia Private Aviation. These moves have allowed the transfer of international expertise into the kingdom.

“This is part of the group strategy of portfolio diversification, knowledge, and technology transfer, teaming up with world-class international players,” said Alsharif. “PASA plans to renovate or upgrade facilities in airports at Jeddah, Riyadh, and Dammam and has exclusive concession agreements with GACA for this purpose.”

The private aviation terminal at Riyadh has long been regarded as in need of improvement and AIN understands that work to this end is now underway. “In Riyadh, the concession agreement is long-term. It includes developing a state-of-the-art private aviation terminal, expanding the apron to double its capacity to position Riyadh to accommodate VVIP and general aviation traffic,” he said.

“In both Riyadh and Jeddah, PASA is developing new services for aircraft operators including MROs, aircraft shading areas, and aircraft washing areas. In Dammam the plan is to develop a VVIP private aviation facility to attract general and private aviation traffic that is lost to neighboring countries.

“The Kingdom is the heart of general and private aviation in the Middle East. We believe the time is perfect for expanding business-aviation facilities kingdom-wide. This includes key international airports Riyadh, Jeddah, Dammam, and Madinah, as well as new FBO facilities to satisfy the traffic demand driven by the key initiatives and projects [associated with Saudi Arabia’s] Vision 2030.”

Following events over the past 12 months, business aviation activity has fallen in the kingdom but is expected to return to normal in due course. A number of owners and operators are starting to fly again following a lull in activity.

“Many aircraft owners and operators came back to business after a short reduction,” he said. “Moreover, new traffic is driven by entertainment and social events recently introduced in the Kingdom. We are witnessing a new positive trend and change in industry profile where we see several government entities utilizing general and private aviation as their means of transportation.”

PASA sees the creation of new MRO facilities as the way to tackle the kingdom’s lack of hangarage. Alsharif agreed that the situation needs a remedy, and quickly, as the lack of services was driving operators to base themselves elsewhere in the region, in places like Dubai and Bahrain.

“This is very true,” said Alsharif. “The general and private aviation industry in Saudi Arabia is in real need of MROs and maintenance support. PASA is developing master plans in Riyadh and Jeddah to allow for the establishment of MROs in these two airports by 2019. We are engaged with several interested MRO providers, who are ready to expand their scope and invest in establishing their presence in Riyadh and Jeddah.”

“Public-private partnerships, as the model [adopted by] PASA and GACA in Riyadh, Jeddah, and Dammam, are key to the industry to achieve sustainable growth,” he concluded. “This allows the private sector to actively engage and contribute to the development and growth of the nation’s aviation industry, to create jobs, and to achieve knowledge and technology transfer and support the Kingdom’s 2030 Vision.”
An advanced design that changes the light jet category.

With HondaJet Elite, Honda Aircraft Company designed an aircraft with the betterment of humankind in mind. The advanced innovations were created to improve lives and the world. That’s why the HondaJet Elite not only transports passengers further, faster and higher than any aircraft in its category, but also takes care of the planet while doing so. The HondaJet Elite is more than just a technologically advanced aircraft – it is the connection to people and the world around us. Learn more about the innovations at HondaJetElite.com.

Experience the HondaJet Elite at Chalet #21

RANGE: 1,437 NM  |  MAX CRUISE: 422 KTS  |  CRUISE ALTITUDE: 43,000 FT
Jetex appointed region’s exclusive HondaJet dealer

by Mark Phelps

At a signing ceremony on December 9, Jetex revealed it is now the exclusive authorized dealer for Honda Aircraft’s HondaJet Elite in the Gulf and Middle East region.

The Jetex FBO lobby at DWC qualifies as a showroom, with a HondaJet HA-420 mockup front and center, including the impressive stack of luggage that fits in the light jet’s baggage area. Jetex president and CEO Adel Mardini told AIN he has strong hopes for local sales of the unique “over the wing engine mount” light jet. “Jetex will leverage our global network and our experience to offer unrivaled support for HondaJet in the region,” said Mardini.

Light jets have a promising role in the Middle East, though it has been a challenge to convince passengers that smaller jets can provide efficient, agile transportation throughout the region. With its increased 1,437 nm range, the HondaJet Elite can fulfill all but the longest-range missions throughout the region at a fraction of the cost and complexity of larger jets. As local business people learn more about the flexibility and economic efficiency of the HondaJet, said Mardini, they are bound to see how it can become an invaluable business asset.

“One key factor is local support,” Mardini told AIN. “With Jetex backing the HondaJet in the region, operators can be confident that their aircraft will be available on a reliable basis.” He added that training programs are in the planning stages, and prospects for owner-owned HondaJet operations are good.

Jetex has already shown commitment to the HondaJet, having served as the region’s authorized sales agent since the Middle East is a prime market for VIP airliners and large-cabin aircraft, and Avjet also provides research data to investment firms including JPMorgan, UBS Securities, Bank of America, and Morgan Stanley.

Surveying the current Middle East preowned market, “Bargaining power has shifted from buyers to sellers in the region,” said Poufkrod. “Prices are strong for all but the oldest aircraft, and we are also beginning to see a slow shift from the region being a net seller of aircraft to a net buyer of aircraft, both new and preowned.”

Macroeconomics

But despite signs of a rebound, “Multiple uncertainties globally could derail momentum being built up,” he said, citing U.S. economic growth and the stability of currencies and interest rates worldwide among them. Significantly absent from his list of worries are concerns about tension in MEBAA’s backyard.

“I honestly don’t see risks or instabilities in the Middle East that exceed those in other regions,” Poufkrod said. “All regions have some form of instability. Europe is dealing with budget fallout from Italy and Brexit issues, while China and the U.S. are locked in a bitter trade war,” he added. “There are new administrations coming to power all over South America. There is instability everywhere at the moment.”

Avjet offering refurbished VIP Boeing 757

by James Wynbrandt

U.S.-based aircraft brokerage Avjet Global Sales is showcasing at MEBAA 2018 a recently refurbished, low-time VIP-configured Boeing 757, outfitted with a stunning interior “that’s sure to generate interest in the region,” said Marc Poufkrod, Avjet’s CEO.

MEBA and Avjet make a fitting pair, as the Middle East is a prime market for VIP airliners and large-cabin aircraft, and Avjet has concluded more than 450 aircraft transactions, primarily involving Gulfstream, Bombardier Global, BBJ, and other large-cabin airframes, worth in excess of $8 billion.

Avjet is noted for its rigorous market research. The brokerage retains the services of economists and consultants in valuing aircraft and forecasting pricing trends, and its own record of aircraft transactions provides invaluable proprietary data in representing clients on either side of a transaction, Poufkrod said. Avjet also provides research data to investment firms including JPMorgan, UBS Securities, and preowned.”

Macroeconomics

But despite signs of a rebound, “Multiple uncertainties globally could derail momentum being built up,” he said, citing U.S. economic growth and the stability of currencies and interest rates worldwide among them. Significantly absent from his list of worries are concerns about tension in MEBAA’s backyard.

“I honestly don’t see risks or instabilities in the Middle East that exceed those in other regions,” Poufkrod said. “All regions have some form of instability. Europe is dealing with budget fallout from Italy and Brexit issues, while China and the U.S. are locked in a bitter trade war,” he added. “There are new administrations coming to power all over South America. There is instability everywhere at the moment.”

Avjet offering refurbished VIP Boeing 757

by James Wynbrandt

U.S.-based aircraft brokerage Avjet Global Sales is showcasing at MEBAA 2018 a recently refurbished, low-time VIP-configured Boeing 757, outfitted with a stunning interior “that’s sure to generate interest in the region,” said Marc Poufkrod, Avjet’s CEO.

MEBA and Avjet make a fitting pair, as the Middle East is a prime market for VIP airliners and large-cabin aircraft, and Avjet has concluded more than 450 aircraft transactions, primarily involving Gulfstream, Bombardier Global, BBJ, and other large-cabin airframes, worth in excess of $8 billion.

Avjet is noted for its rigorous market research. The brokerage retains the services of economists and consultants in valuing aircraft and forecasting pricing trends, and its own record of aircraft transactions provides invaluable proprietary data in representing clients on either side of a transaction, Poufkrod said. Avjet also provides research data to investment firms including JPMorgan, UBS Securities, Bank of America, and Morgan Stanley.

Surveying the current Middle East preowned market, “Bargaining power has shifted from buyers to sellers in the region,” said Poufkrod. “Prices are strong for all but the oldest aircraft, and we are also beginning to see a slow shift from the region being a net seller of aircraft to a net buyer of aircraft, both new and preowned.”

Macroeconomics

But despite signs of a rebound, “Multiple uncertainties globally could derail momentum being built up,” he said, citing U.S. economic growth and the stability of currencies and interest rates worldwide among them. Significantly absent from his list of worries are concerns about tension in MEBAA’s backyard.

“I honestly don’t see risks or instabilities in the Middle East that exceed those in other regions,” Poufkrod said. “All regions have some form of instability. Europe is dealing with budget fallout from Italy and Brexit issues, while China and the U.S. are locked in a bitter trade war,” he added. “There are new administrations coming to power all over South America. There is instability everywhere at the moment.”

Avjet offering refurbished VIP Boeing 757

by James Wynbrandt

U.S.-based aircraft brokerage Avjet Global Sales is showcasing at MEBAA 2018 a recently refurbished, low-time VIP-configured Boeing 757, outfitted with a stunning interior “that’s sure to generate interest in the region,” said Marc Poufkrod, Avjet’s CEO.

MEBA and Avjet make a fitting pair, as the Middle East is a prime market for VIP airliners and large-cabin aircraft, and Avjet has concluded more than 450 aircraft transactions, primarily involving Gulfstream, Bombardier Global, BBJ, and other large-cabin airframes, worth in excess of $8 billion.

Avjet is noted for its rigorous market research. The brokerage retains the services of economists and consultants in valuing aircraft and forecasting pricing trends, and its own record of aircraft transactions provides invaluable proprietary data in representing clients on either side of a transaction, Poufkrod said. Avjet also provides research data to investment firms including JPMorgan, UBS Securities, Bank of America, and Morgan Stanley.

Surveying the current Middle East preowned market, “Bargaining power has shifted from buyers to sellers in the region,” said Poufkrod. “Prices are strong for all but the oldest aircraft, and we are also beginning to see a slow shift from the region being a net seller of aircraft to a net buyer of aircraft, both new and preowned.”

By James Wynbrandt

Avjet offering refurbished VIP Boeing 757

by James Wynbrandt

Avjet offering refurbished VIP Boeing 757

by James Wynbrandt

Avjet offering refurbished VIP Boeing 757

by James Wynbrandt

Avjet offering refurbished VIP Boeing 757

by James Wynbrandt

Avjet offering refurbished VIP Boeing 757

by James Wynbrandt

Avjet offering refurbished VIP Boeing 757

by James Wynbrandt

Avjet offering refurbished VIP Boeing 757

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

Benefit from the Industry’s Best Instructors

- Type-Rated in the Aircraft Featured in the Training
- Highly Experienced Pilots, Averaging 10 Years on the Job
- Skilled Maintenance Technicians
- Accomplished Cabin Professionals
- Experts in Scheduling and Dispatch

Aviation professionals from around the world trust us to provide the highest quality training and outstanding service. More than 1,800 highly experienced professional instructors deliver aircraft- and mission-specific courses, using our comprehensive training systems and advanced-technology flight simulators designed to enhance safety. Trust your training to FlightSafety. You’ll see why so many aviation professionals make the same choice. And have since 1951.
Aviatechnik offers options for landing gear support

by James Wynbrandt

Landing gear overhaul specialist Aviatechnik is highlighting at MEBAA 2018 its MRO capabilities for Bombardier Global and Challenger, Dassault Falcon, and Embraer Legacy landing gear systems. Making its second MEBAA appearance, Aviatechnik (Booth 974) is here to show regional owners and operators they have “options for landing gear support” from a seasoned team of specialists, said Vadym Nechyporenko, founder, quality manager, and director of maintenance at the Canadian company.

Landing gear overhaul options can be especially important for the Falcon community, which has few choices besides factory-owned service centers. Aviatechnik has approvals for Falcon 50-, 900-, and 2000-series overhauls, Nechyporenko said. Established in 2012, Aviatechnik is staffed by industry veterans with an average of 10 years’ experience.

Exhibiting under the Aviatechnik slogan, “Safety in the sky starts on the ground,” Nechyporenko noted that aircraft operated in the Middle East benefit from the arid climate, which minimizes corrosion, though blowing sand can accelerate wear. But in general, Middle East operators properly service and maintain their equipment, so components from the region that come to Aviatechnik for overhaul typically need no extra work beyond standard service items, he said. Landing gear neglected while in service may require additional work during overhaul, and in this case costs could exceed any savings achieved through reduced maintenance.

Though sending landing gear to Canada may sound daunting, operators needn’t “be scared about the shipping process,” said Nataliya Nechyporenko, sales and marketing manager. “We handle shipping to all destinations on a daily basis, working with Asia and Australia,” she said. “We get preferred shipping rates and know how to handle shipments properly so they never get caught in customs.”

With demand for services growing, Aviatechnik has just purchased a new facility in Mississauga, Ontario, which will double its shop space to some 26,000 square feet, and it anticipates commencing operations there in June 2019.

Signature Plating develops plating-on-plastic process

Metal finishing specialist Signature Plating (Booth 761) is making its MEBAA debut on the heels of adding a new process—plating on plastics—to its in-house capabilities, providing significant weight saving opportunities.

High-quality metal plating is a staple of VIP cabin interiors, and many metal parts with decorative finishes can now be replaced by plastic parts, “reducing the weight in some cases by half, and that equates to significant fuel savings,” said Zane Leake, v-p of sales at the U.S. company.

Parts that could be replaced by plastic include headrest bezels; seat adjustment levers and the recessed seat bezels they’re often set in; placards; surrounds that border electronics switches; passenger service units and gapers; and light trim. “We’re looking at anything that’s not structural,” Leake said.

Creating the 19-station plastics plating line at Signature’s Texas facility “was the collaborative effort of several specialty companies over many months,” Leake said, calling the plating process “very technical and time sensitive.”

“We have a chemist and line operators specifically trained to support this process, ensuring proper operation and consistency of the plated parts,” he said, citing the company’s long-time plating specialists as essential to the finished product. “We refer to them as artists, because the skillset they have is absolutely a specialty, and they’re very important to our success and quality.”

Signature is eager to put the plastic plating capability to work, ready to “produce samples for customer evaluation,” and seeks to meet potential clients at the show, Leake said. “With our plastics division now online, there is sufficient capacity to start work on programs and support aircraft interior suppliers, designers’, and OEMs’ growing need to provide lighter components that require decorative plating.”

Along with plastic-plated parts, Signature is displaying at its booth a sampling of aluminum and metal parts with its decorative and anodized finishes. The company is also showcasing four recently introduced metal-on-metal decorative finishes: Ultra White Silver; Cordellera Ranch; Ultra Gold; and Cape Cod, the last a red finish.

Start Pac touts auxiliary power units

In the Middle East—just as in the Antarctic—merely starting an engine can excessively tax an aircraft. “Whether it’s extremely hot or cold, the temperature starts to inhibit a battery’s ability to perform,” said Eve Storm, president of Start Pac (Booth 975), which makes portable starting and ground power units (GPUs). The resulting inefficient starts can put excessive wear on both the engine and battery.

U.S.-based Start Pac is displaying at MEBAA a selection of its units, which can power up any electrically started business aircraft or helicopter engine while “helping to extend turbine life and battery life,” said Storm.

With the region’s dust creating a need to extend turbine life and battery life, some 30 percent smaller than lead-acid batteries of comparable power and last about twice as long. The iron phosphate chemistry that powers Start Pac’s lithium-ion batteries is free from the threat of thermal runaway seen in some lithium battery-powered devices, said Storm, and about 8,000 of its lithium-ion battery power units are in use worldwide.

In addition to off-the-shelf products, Start Pac custom designs units to customer needs without extra charge. “We’re pretty agile, and we can usually get the design into their hands in 30 to 60 days. We really do our absolute best to be responsive.”

Start Pac recently delivered 26 custom GPUs to the U.S. FBI, Storm said.

J.W.
MRO

services you can rely on and workmanship you can trust

JUST FLY. WE LOOK AFTER THE DETAILS.

Put your investment into reliable, experienced hands, with a company that has a long-standing reputation for unrivalled expertise and attention to detail. ExecuJet’s maintenance facilities provide the highest level of service excellence with quality workmanship governed by rigorous internal standards and global regulatory requirements.

MIDDLE EAST: Dubai International Airport | Al Maktoum International Airport
T. +971 4 601 6444 (24 hrs) | MRO@execujet-me.com | www.execujet.com
Lender Global Jet reports uptick in preowned market

by Peter Shaw-Smith

Global Jet Capital, the U.S.-based business-jet finance concern founded in 2014, said the trend for purchase of new aircraft in the Middle East had reversed in favor of preowned models in the past 12 months, but expects interest, particularly in new Gulfstream, Bombardier, and Dassault large and super-midsize models, to pick up soon.

“It is simplistic to see the Middle East region in terms of being driven [purely] by the newest aircraft available. This said, there is no question that the new models that have come through to market in the last few months, including the Global 7500 and the Gulfstream G650 and soon the G600, are getting people interested in buying a new aircraft,” Simon Davies, vice president, sales, UK, Middle East, and India, Global Jet Capital, told AIN in October.

“It is simplistic to see the Middle East region in terms of being driven [purely] by the newest aircraft available.”

“The region has started to regather itself, with a focus on the Global 6000 and the G650, and a lot of interest in the new models too. In terms of the super midsize aircraft, the Challenger 650 and the Gulfstream G450 continue to be viewed favorably by the clients in the region. We are seeing activity in the Falcon products too. A lot of the recent conversations have been driven around the 6X,” Davies said.

“Our focus is about continuing to expand our touch-points in the region. The brand has become quite well recognized. We want to create quality relative to both preowned aircraft opportunities involving brokers or OEMs, while continuing to serve the OEMs on new aircraft opportunities.”

The change was that many of the banks that had financed aircraft in the Middle East fell away, he said. “Various private banks still offer a loan structure to their clients, well suited for the niche they want to fulfill. However, these banks cannot do operating leases and this has left a gap in their offerings as more people look at this product. Global Jet Capital provides both debt and operating-lease products.”

Davies said each lender had their own strengths and weaknesses. Private banks were known to operate mostly on word-of-mouth referrals for leads. In the Middle East, the operating-lease product was not an accounting-driven issue, such as on-versus off-balance sheet, which was a major driver in the U.S.

“With operating leases in the Middle East, most clients like the idea of a set date at which they can dispose of the aircraft, so they are not beholden to the market. The known return date in the lease permits a client to schedule a replacement aircraft without any concerns about what happens to the existing aircraft: no potential concerns about resale values, no continuing expenses while trying to sell the aircraft, and no likelihood of missing a sale due to the timing of the replacement aircraft,” he said.

Global Jet Capital has more than $2 billion of assets on its books, representing 500-plus aircraft, Davies claimed. By having portfolio diversification over a number of asset types—not all its aircraft are Bombardiers or Gulfstreams—a diverse fleet mitigates risk. “We are present in all markets around the world. We can move aircraft out of one location into a new location. In terms of risk mitigation, we have a large portfolio and global footprint that helps us to manage risk effectively,” he said.

He said the status of the market in Saudi Arabia had become a little cloudy. Saudi Arabia was the largest single bizav market in the region, but recent events involving the kingdom remain a developing story and it made difficult for anyone to accurately read the impact on business aviation.

After the corruption crackdown last year, potential aircraft clients wanted to have a less visible business-aircraft ownership presence, and everyone was still getting used to the situation. Global Jet Capital has seen a change is the way people want to acquire aircraft, with more acquiring an aircraft on an operating lease or simply signing up for long-term charter services.

Davies said the rest of the Gulf Cooperation Council market is unpredictable. “While we do see activity in other Gulf states, the activity is sporadic,” he said.

“It is simplistic to see the Middle East region in terms of being driven [purely] by the newest aircraft available.”

“The Levant, there is not a lot of activity. The war in Syria caused a trickledown effect on its neighbors. Egypt continues to see some activity, and their market has showed signs of starting to rebound. The same could be said for Morocco. However, in Algeria, Tunisia, and Libya, things have been quiet, but these have not been traditionally big markets for business aircraft.”

Last year, when Davies’s sales territory comprised the Middle East and Africa, Global Jet Capital forecast that the African private-jet fleet would grow by more than 25 percent by 2025, with 160 new aircraft being delivered to the continent at a total value of around $3.9 billion. It said southern Africa would account for one-third of the growth in the total fleet, which is set to rise from 438 to 520 jets in the coming eight years.

Back in November 2017 Davies said, “We recently carried out research amongst business aviation professionals, which showed that more than three quarters expect the demand for aircraft financing to increase in the next five years. It is critically important that clients are able to access financial support in order to continue to develop the African business aviation fleet.”

UTC sharpens its aerospace focus as it steps into super supplier role

United Technologies Corp. (UTC) completed its $30 billion acquisition of Rockwell Collins, laying out a plan to emerge as an aerospace-focused company that comprises the newly formed Collins Aerospace and Pratt & Whitney, UTC announced on November 27. The company, meanwhile, will spin off non-aerospace units, including Otis and Carrier, into independent entities.

Completion of the acquisition came shortly after receipt of China clearance, the final of the three key regulatory approvals. China’s signoff followed U.S. clearance on October 2 and European approval on May 4. Announced Sept. 4, 2017, the acquisition is one of the largest among aerospace suppliers, creating a “super supplier” that combines UTC’s portfolio of power generation, propulsion systems, and landing systems, and Rockwell Collins’s expertise in avionics and cabin interior products.

Rolland Vincent, president of industry consultancy Rolland Vincent Associates, called the merger, “a behemoth within civil and military aerospace.” Rockwell Collins joins UTC Aerospace System (UTAS) to form Collins Aerospace, retaining the well-established branding of the avionics, electronics, and interiors giant. Collins Aerospace is broken into six major business units—airframes, avionics, interiors, mechanical systems, mission systems, and power and controls—and employs 70,000 people at 300 locations worldwide.

The new entity combined for $23 billion in annual sales in 2017; commercial business makes up about 75 percent of that total with government and military making up the rest. Forward-fit OEM applications represent about 60 percent of the sales. With a combined 16,000 engineers, the organization collectively invests about $3.1 billion in research and development.

Engine specialist Pratt & Whitney will remain a separate business unit under UTC, whose aerospace business totaled $39 billion in 2017 sales.
POWERING THE NEXT GENERATION OF BUSINESS AIRCRAFT

GAME-CHANGING TECHNOLOGY NOW IN SERVICE.

Pratt & Whitney’s dynamic portfolio of engines isn’t just leading the way in business aviation—it’s transforming the industry. The revolutionary PurePower® PW800 engine exceeds standards in performance, fuel efficiency and availability to deliver a flying experience unlike any other. Today’s innovations moving you to tomorrow’s solutions—it’s how we do business.

ELEVATE YOUR FLYING EXPERIENCE AT PWC.CA
OR CONNECT WITH US AT MEBAA 2018, STAND 421
Air BP looks forward to new Al Maktoum GA fuel terminal

by Ian Sheppard

Fuel supplier Air BP believes it has much more to offer general aviation in the Middle East after playing a central role in establishing a new fuel terminal at Al Maktoum International Airport (Dubai South). The airport serves as the venue for MEBAA and the Dubai Air Show (which will next be held in November 2019).

The UK company, which operates some 20 aviation fuel facilities in the Middle East, said it is winning competitive bids through a focus on technical expertise that can help airports and local fuel companies. This includes a “complete aviation fuel consultancy service” including the design, build, and operation of fueling facilities.

According to Michel Saba, Air BP manager general aviation for the Middle East, Air BP is currently providing technical services to customers in 11 countries across the region.

At Al Maktoum International, the company was selected in 2015 as lead participant by the joint venture designing a new general aviation fuel terminal. Work has just commenced at the airport to connect the main fuel hydrant to the new general aviation terminal, which is home to Jet Aviation, Jetex, ExecuJet, DC Aviation, and Falcon Aviation. The work is expected to be completed next year, Saba told AIN.

He noted that other recent successes include a technical services agreement with ADNOC, at Abu Dhabi International Airport, to interlink two existing ship unloading lines at the Anabeeb fuel terminal, “enabling greater efficiency and flexibility in fuel supply” and the project management of the tank farm refurbishment at Erbil International Airport in the Kurdistan region of Iraq. “This latter project is expected to commence next month and is anticipated to offer airlines visiting the airport a more reliable fuel supply,” said the company.

According to Boney Chacko, Air BP operations director for the MENA region, Air BP’s GA experience includes setting up avgas/jet-A fuel supplies at the Emirates Airline Flight Training Academy (EFTA) which opened last year at Al Maktoum International Airport. The academy has a fleet of 22 aircraft. Air BP supplied the equipment and has an initial three-year operating contract.

Saba said having a mixed-fuel solution presented a challenge. “We’re one of the few suppliers that can do a mix. Avgas is not an easy product, but we have long experience with it. The academy now has the largest avgas feed in the region.” One key aspect is “misfuel prevention handling,” he noted. “Business aviation is an interesting market, which has had slow growth,” Saba said, but it is a healthy market because there are many high-net-worth individuals in the region. He noted that Air BP has a tourism arm within its UAE fuel business to supply helicopters used in the tourism sector, as well as for filming.

The company also is putting a strong emphasis on low-carbon solutions, and is the first aviation fuel supplier to achieve carbon neutrality for in-plane fueling services across its international network, which includes more than 250 facilities. This includes Air BP operations at Dubai International Airport (DXB, where it has been since 1960) and Sharjah Airport.

Air BP is also investing further in alternative fuels. BP ventures invested $30 million in U.S. company Fulcrum BioEnergy and signed an agreement with Neste of Finland in October to seek ways to increase the availability of aviation biofuel.

Sheltair, Avfuel Team Up Again at MEBAA

by James Wynbrandt

U.S. FBO chain Sheltair and Avfuel are teaming up again at MEBAA (Booth 685) to promote their services to regional operators that fly to and within the U.S. While Avfuel is highlighting its thousands of fueling locations, Sheltair is showcasing its network of 18 FBOs located in Florida, Georgia, New York, and Colorado.

“We’re particularly enthused to speak to operators about our New York locations,” said Karen Kroeppel, Sheltair’s director of marketing and sales, adding, “Our JFK location often serves as the main gateway for international operators.”

At JFK, Sheltair offers around-the-clock U.S. customs services, support for diplomatic logistics and missions, onsite security screening, and planeside duty-free shopping.

Sheltair also operates four additional New York FBOs, including at LaGuardia Airport and Long Island MacArthur Airport.

Sheltair recently secured its 18th FBO site, at Denver Colorado’s Rocky Mountain Metropolitan Airport, and will build a terminal, hangar facility, and fuel farm at the base, with construction scheduled to start in early spring and be completed by spring 2020.

Sheltair is a member of the Avfuel Network, and customers can earn cash through Avtripp, Avfuel’s rewards program, and can pay for fuel and other purchases with the Avfuel Pro Card, providing additional benefits.

“The Avfuel Pro Card offers much more than less-than-retail rates on fuel,” said Marci Ammerman, Avfuel’s v-p of marketing. “It’s a complete aviation purchasing solution.”

Avfuel has a network of more than 650 branded FBOs in addition to more than 3,000 fueling locations besides the Sheltair network, and operators can use the Avfuel card for streamlined transactions at all these global locations, with no fees on any fuel or non-fuel purchases.

Avfuel and Sheltair invite all MEBAA attendees to drop by their display and learn more about their services.
Live your dream. We care about the details. Our portfolio of services is a class of its own and makes us the best partner for VIP, government and special mission aircraft of any type. Ranging from market-leading completions and modifications to meticulous technical support, it shines in every facet of the life cycle of the aircraft. Our uncompromising support meets even the most individual demands – and lets you embrace every moment on board.

Lufthansa Technik AG, marketing.sales@lht.dlh.de
Call us: +49-40-5070-5553
www.lufthansa-technik.com/vip-services
Embrrer sets sights on Middle East opportunities
by Peter Shaw-Smith

Embrrer (Chalet A7) has 50 aircraft in the Middle East, of which 24 are Legacy 600s and 650s, Claudio Camellier, vice-president sales, Middle East and Asia-Pacific, Embrrer Executive Jets, told AIN. “Clearly, these are the most successful products in the region, given their range and capabilities. In the Middle East, there is a preference for larger-cabin long-range airplanes. Most of the activity in the Middle East revolves around the Legacy 650 and the Lineage 1000, except for the specialized Phenom 100, which Emirates and Etihad are using now for pilot training.”

Emrrer brought a Legacy 500, Legacy 650E, and Lineage 1000E to MEBAA 2018. Embrrer recently announced the Praetor 500 and 600 models at the NBAA show in October. “The Praetor has a lot of opportunities in the Middle East. Given the range that the Praetor 600 offers, it can fly direct from Dubai, Riyadh, or Jeddah to London nonstop,” he said.

The Praetor 600 is a super-midsize aircraft that offers the longest range in the marketplace for its size, with a range of 3,900 nm, he claimed. “This is the same as the Legacy 650, Challenger 650, and Falcon 2000. It is starting to be very attractive in the region.”

He said the Praetor 600 had yet to debut regionally. “It has not been in the Middle East yet. We do have Legacy 500s in the Middle East, one in Saudi Arabia and two in Lebanon. The Praetor 600 has the same cabin experience as the Legacy 500. For pilots, the transition from the Legacy to the Praetor 500 or 600 is straightforward. The same type rating exists on the Legacy 500 and Praetor 500 and 600.”

Camelier was keen to disclose recent Middle East deliveries. “This year, so far we delivered an aircraft to Emirates and also one Legacy 500 at the turn of the year to Middle East Airlines. Taking into consideration the shortage of pilots around the world, we believe there are further opportunities for growth of the Phenom fleet. We [now] have five Phenom 100 EVs with Emirates and four 100Es with Etihad,” he said.

“In 2018, the total fleet in the region, including business jets operated by governments, has been stable or even slightly decreasing, at 350 airplanes. These [are] mainly in Saudi Arabia and the UAE.”

GainJet first to benefit from Ireland’s EJ-prefix registry
by Peter Shaw-Smith

An Embrrer Lineage 1000 recently delivered to GainJet Ireland has become the first aircraft to be registered under the new Irish business and corporate aircraft register. Ireland’s existing EI register serving commercial aircraft, set up in 1928, celebrates its 90th anniversary this year, while the new EJ register, dedicated solely to business and corporate aviation, is a fully EASA-compliant onshore jurisdiction also operated by the Irish Aviation Authority (IAA). VIP or business aircraft in excess of 5,700 kg maximum takeoff weight (mtow) and used for private or public transport, can be registered on the EJ register.

Based at Shannon Airport, GainJet Ireland is a subsidiary AOC operation of charter operator GainJet Aviation Group (Booth 700), which is headquartered in Greece. The Lineage, registered EI-OBNN, joins GainJet Ireland’s fleet of Boeing, Gulfstream, and Challenger jets.

“With our partners, Jet Lease Finance, established in Ireland, we are now able to provide a one-stop full turnkey operational and finance solution for corporate jets introduction into a Europe NCC [Non-Commercial Complex] or commercial environment,” said GainJet Aviation Group CEO Ramsey Shaban.

“In 2015, as part of our ongoing strategic planning, we decided to establish our next AOC in Ireland. We now have five high-end corporate jets on the Irish register. We received our Irish AOC in 2016. Besides the Lineage 1000E, we expect another two ultra-long-range jets to join the new EJ register before year-end.”

As an authorized EJ Register marketing partner of the IAA, Shannon Interna- tional Aviation Services Centre (IASC) is positioned as an international hub based on the west coast of Ireland and is well-placed to serve both Europe and the Americas. It claims to be “Ireland’s national center of excellence for private and corporate aviation.”

“The EJ Register will allow private owners or AOC holders to register aircraft. The register will support temporary withdrawal of an aircraft from an AOC for valid operational reasons, for example for private flying in the USA,” the IASC said. “For AOC holders, an operator who maintains both AOC and NCC paperwork will be able to ‘flip’ an EJ-registered aircraft between commercial and private operation with a minimum of formalities.”

The convenience of Shannon’s location is an important factor. “We started at Shannon with three jets back in 2016,” said GainJet Ireland CEO Ray Mills. “We chose Shannon because it is a strategically located European base that connects continents. Thanks to the growing IASC cluster, Shannon has become a major aviation hub for leasing companies and Atlantic crossing traffic. We have plans to take delivery of further jets before the end of the year. With the new EJ register in place, GainJet Ireland now offers fast and efficient in-house aircraft registry solutions for commercial and NCC corporate jets, based on EASA’s high standards, for Europe and internationally.”
DIFFERENT BY DESIGN.
DISRUPTIVE BY CHOICE.


Introducing the new midsize Praetor 500 and the super-midsize Praetor 600 – the world’s most disruptive and technologically advanced business jets.


Power the future. Take command. Lead the way.

Learn more at executive.embraer.com.
Diamond debuts updated DA62 diesel twin

by James Wynbrandt

Diamond Aircraft Industries is debuting at MEBAA 2018 its new twin-engine DA62 demonstrator, featuring some of the added exterior and interior design options that will be available beginning with the 2019 models. These include an automotive-style fold-down second seat row and a blue exterior design scheme for the all-composite airframe.

A larger, more capable version of Diamond’s four-place DA42, the DA62 is touted as a “flying SUV,” with a spacious cabin that seats up to seven. The two 180-hp twin-turbocharged Fadec Austro Engine AE330 diesel engines propel the DA62 to a high-speed cruise of 192 ktas while burning a total of 17.1 gph of jet A, while economy cruise (60 percent power) delivers 159 ktas at just 11.8 gph total.

Diamond (Booth 492) also offers a DA62 MPP (Multi Purpose Platform) special mission version of the aircraft and delivered in June the first DA62 MPP to DEA Specialised Airborne Operations, UK provider of airborne sensing services including ISR and aerial survey. At loiter power the platform consumes just 7.4 gph, allowing 10-hour non-stop missions.

Trainer Trials

The Austrian company is also displaying at Al Maktoum International Airport its DA420 New Generation (NG) single-engine trainer, powered by a 168-hp AE330. In response to the growing commercial pilot shortage, Diamond has also developed an Advanced Airline Trainer (AAT) concept for the DA42 NG, encompassing a set of key enhancements and a variety of options to make training time more efficient.

With the AAT, “From the very beginning of their training program, student pilots are enabled to develop the right psychomotor, cognitive, strategic, and tactical skills, which can easily be transferred into the cockpit of an airline,” according to the company.

Also new this year is the Dart 550 turboprop aerobatic trainer, which first flew in May. A follow-on to the Dart 450 civilian and military aerobatic trainer, the 550 incorporates an electronic engine and propeller control system, Garmin G3X00 avionics suite, Martin Baker MK16 ejection seats, and a 550-shp GE H75-100 engine. With an expected maximum speed of 247 ktas and maximum takeoff weight of 5,291 pounds in this configuration, the new trainer can be outfitted in varying engine power ratings, seat configuration, and avionics options as needed by customers, the company noted.

In another major development, late last year founder Christian Dries sold Diamond to China’s Wanfeng Aviation Industry. The sale was, he said, “In the interest of a successful long-term future. We needed to find the right partner to continue our good work. Wanfeng and specifically [Wanfeng chairman] Bin Chen share my vision of the future of general aviation and are investing for the right reasons, with a long-term strategy and the resources to see their vision through.”

The sale included group companies Diamond Aircraft Canada and Austro Engine, the latter the manufacturer of the diesels that power Diamond’s DA40, DA42, and DA62.

In March Bin Chen laid out the company’s “future group strategy,” putting “a focus on continued growth” through development of new aircraft models and technologies. Some previously announced projects, including the Dart 280 helicopter and a tiltrotor, are “under evaluation,” according to the company.

Located at the Wiener Neustadt East airfield, its home of 25 years, DAI Austria, with some 600 employees, is now global headquarters for the Diamond Group and Austro Engine. The company’s research and development center, production facilities, sales and marketing, and customer support and aftermarket efforts are all located at the headquarters. Liqun Zhang is CEO and Dries maintains an advisory role “to help move the business, design, and fashion hub in Milano, Linate through an all-carbon-fiber 3-axis GFC700 autopilot G1000NXi flight deck and an all-carbon-fiber airframe with seating for seven. Options include air conditioning, TKS-based known-icing certification, and a variety of multi-mission configurations.

Diamond Aircraft’s newest offering, the DA62 turbocharged diesel twin, features a Garmin G1000NXi flight deck and 3-axis GFC700 autopilot in an all-carbon-fiber airframe with seating for seven. Options include air conditioning, TKS-based known-icing certification, and a variety of multi-mission configurations.

Milan FBOs attracting more business aviation activity

by Curt Epstein

Business has been increasing at Italian business and general aviation (B&GA) airport Milano Linate. According to SEA Prime, which operates the Milano Prime FBOs, the lone business aviation service provider at both of the airports, it saw more than 16,700 B&GA operations at Linate through the first nine months of 2018, up 2.1 percent year over year, making it Italy’s top business airport and Europe’s fifth overall. SEA Prime (Booth 564) is the subsidiary of SEA SpA that manages both Milan’s Linate and larger Malpensa Airports.

“In the past few years, Milano has climbed rankings among the most visited European cities,” noted Chiara Dorigotti, SEA Prime’s general manager. “Milano, the business, design, and fashion hub in Italy represents not only an attraction for business traffic but for leisure and cultural visitors as well.”

By the end of the year, the company will have added new, dedicated VIP lounges at its stylish Milano Linate Prime facility, bringing it to 3,200 sq ft of space for passengers and crew waiting to board their flights.

The company began its business aviation presence at Malpensa last year when it completed renovation on a 55,000-sq-ft former commercial hangar, and this past October it broke ground on the airport’s first FBO. According to Dorigotti, Milan Malpensa Prime will be a 1,400-sq-m/15,000-sq-ft facility located between the airport’s terminals. Currently, private aviation passengers have to be processed through terminal 2. Overall, the $46 million project will include the stylish state-of-the-art terminal, a new ramp, and a car park.

“The next project is the brand new B&GA terminal of Milano Prime at the intercontinental airport of Milano Malpensa opening in June 2019,” said Dorigotti. “We expect to attract a significant number of customers from the Middle East landing at Milano Malpensa with direct first-class services from Dubai and other cities in the Gulf.”

The company also recently inked an agreement with high-end Italian limousine services provider Worldwide Group, whose fleet features luxury cars from Mercedes-Benz and Mercedes-Maybach, and which hires carefully screened multilingual drivers.
It’s not where you’re going ... it’s how you get there.

We’re helping you get to the next stage in private aviation ... seamlessly.

A privately owned company, we customize world-class large aircraft to the highest standards, faster than anyone else. You’re under the care of a team with decades of experience in aircraft modification, maintenance and fleet management. Our collaborative, integrated process of design, manufacturing and engineering results in rapid delivery. We’ll exceed your expectations every step of the way.
Bespoke ACJ319 on display at MEBAA

by James Wynbrandt

When it comes to deluxe interiors and comfort, bigger is better, Airbus Corporate Jets (ACJ) believes. The airframer is showcasing at MEBAA 2018 an ACJ319 that illustrates—and helps explain—the trend toward larger cabins in new-generation business jets.

“Being able to stand upright and move around freely—a trademark feature of Airbus corporate jets—makes a huge difference to enjoyment and productivity,” said Benoît Defforge, president of ACJ (Chalet A15/Booth P6).

Such is the demand for these larger executive airliner cabins that UK-based Acropolis Aviation, which operates the ACJ319 on display, is upgrading to the larger and more modern ACJ320neo.

The ACJ320 family (ACJ318/319/320/321) boasts “the widest and tallest of any large business jet while being about the same size and delivering similar operating costs,” according to the company. The Acropolis ACJ320neo, with an interior from Albert Pinto Interior Design, will be the first of this new generation of Airbus corporate jets to take to the skies. Having successfully completed flight trials last month, the ACJ320neo will be delivered for outfitting to AMAC Aerospace in Basel, Switzerland, in the coming weeks. Entry into service is expected in the fourth quarter of next year. The ACJ319neo and ACJ320neo feature new engines and wingtip-mounted shakllets, extending range, saving fuel, and reducing operating costs. With more than 15 hours of endurance, the ACJ319neo can fly eight passengers 6,750 nm/12,500 km; the ACJ320neo can carry 25 passengers 6,000 nm, staying aloft for more than 13 hours.

A total of 11 ACJ320neos have been ordered to date, from customers including Comlux and K5 Aviation in addition to Acropolis.

The Middle East is one of the world’s largest markets for executive airliners, and Airbus Corporate Jets noted that a regional customer was the first purchaser of an ACJ in the mid-1980s. Today some 60 ACJs are based in the region, about 40 of them ACJ320-family aircrafts and 20 VIP widebodies. New generation widebody ACJs are also coming to market, including the ACJ330 neo and the ACJ350 XWB (extra-widebody).

ExecuJet looks to Middle East upturn

by Peter Shaw-Smith

ExecuJet, part of the Luxaviation Group, is aiming to open its new FBO-MRO facility at Dubai South’s Al Maktoum International Airport (DWC) in 2020, as the migration from Dubai International Airport (DXB), where ExecuJet and Jet Aviation are the only remaining major business-jet services providers, continues.

ExecuJet (Booth 598) is exhibiting for the seventh time at MEBAA and announced plans to relocate its entire FBO and MRO operation to a single facility at DWC at last year’s Dubai Airshow. “The new facility’s design has been agreed and will be going out to tender in early 2019 with an estimated date for completion set for early 2020,” according to Luxaviation.

“The Middle Eastern business aviation market has been slow for the past two years,” said Mike Berry, vice president, aviation services, and vice president Middle East, Luxaviation Group. “However, we are expecting to see improvements in 2019, especially in the latter half of the year, as issues with aircraft grounded during the Saudi anti-corruption cleanup and the Qatari political embargo should get ironed out and resolved.

“As a result of the widespread economic upturn,” he added, “we are also expecting to see boosts in tourist traffic across the region over the coming months. This is an area that used to attract a lot of activity, from Russia, in particular, but has dipped significantly in recent years. We are looking forward to handling more tourist and business aviation activity as we slowly get back up to pre-recession figures.”

ExecuJet’s Middle East MRO team was augmented by the graduation of nine engineers from its internship program in November. The graduates worked alongside multinational mentors at ExecuJet to gain experience on the aircraft of a number of OEMs.

“The industry-wide shortage of qualified aviation professionals has had a real impact on the availability of top engineers for aircraft maintenance,” said ExecuJet training manager John Crook. “The only way to tackle this is to invest heavily in skills development. ExecuJet Middle East is dedicated to providing the next generation of highly skilled engineers, and thanks to the ongoing success of our internship program, we are already seeing our MRO capabilities expand significantly.”

ExecuJet also announced that its FBO at Lagos, Nigeria was awarded International Standard for Business Aircraft Handlers stage 1 accreditation, the 11th ExecuJet facility in the world to be so recognized.

“We are very happy to be the latest FBO facility in the ExecuJet network to receive this prestigious accolade,” said Victor Mgbachi, FBO manager, Lagos.

“Our team is committed to exhibiting the very highest standards in safety management and customer service and we look forward to continuing to welcome more clients through our doors and onto our aircraft, ensuring their experience with us is nothing but exceptional.”

Luxaviation Group consists of Luxaviation Helicopters, Starspeed, and a number of business aviation entities including ExecuJet, which together operate more than 260 jets and helicopters. The company offers aircraft management, charter, MRO, and FBO services. The combined group operates 15 AOCs, 27 FBOs, and 15 MRO centers across Africa, Asia-Pacific, the Caribbean, Europe, Latin America, and the Middle East.

*AINalerts*
How does CAE elevate your training experience?

1. With centers located in some of the world’s most desired locations
2. With highly skilled and dedicated instructors delivering customized training
3. Through a customer service team offering a friendlier, more cultural experience
4. By working with OEMs and NAAs to deliver programs specific to your needs
5. By creating and using the world’s most advanced industry tools and technologies
6. By training more aviation personnel than anyone else globally

Work with the team that works with you.
Visit us at MEBAA – Booth #427 | cae.com/business-aviation

Your worldwide training partner of choice
Titan Aviation to continue expansion, branching out well beyond the Middle East

by Peter Shaw-Smith

After a year of expansion into the U.S. and Europe in 2018, Dubai-based Titan Aviation has added new international AOC and other approvals in the last three years to become a global company, and is looking to more than double its managed fleet to 50 aircraft in the next two years.

“2018 has been a year of expansion,” Sakeer Sheik, managing director, Titan Aviation Group, told Ain during a brief stop in Dubai on the way from the U.S. to India. “Besides physically [moving] into Europe and the U.S., the company has also taken a decision to launch [operations] into Asia-Pacific with immediate effect. Further, a global sales plan is being implemented, with key positions being filled by qualified professionals.”

The sales plan covers aircraft management, aircraft sales, and charters, he said.

Sheik said he expects fleet size to reach 50 aircraft by 2020. “We have a mixed fleet, the largest being an Embraer Lineage 1000 and the smallest being an Embraer Phenom 100, as well as helicopters. Not every aircraft is available for charter. The Asia and Middle East regions have the majority of our jets, followed by Europe and the U.S. Our owners prefer long-distance, widebody jets. We see [most of the] interest in this category.”

At last year’s NBAA show, Titan claimed to have logged 5,500 revenue hours per year in its charter operations.

He confirmed comment elsewhere in the market that the transition to FBOs at Dubai’s DWC is well under way. “For any operator, services provided by companies like Jetex Flight Support or ExecuJet, for example, are attracting more people to DWC. Some used to use [FBOs in other locations], but then found better facilities at DWC. At least two of our owners [have moved] to DWC. It is a bit more expensive, but with better service levels. The facilities really did attract many new customers,” he said.

“At the end of the day, people who own business jets have their own needs, and specific reasons to use different FBO or airport options. We have found in the last six months that many people are choosing to go into DWC, or around 60 percent of our owners.”

Sheik holds multiple academic and technical qualifications in aviation, including an MBA in aviation from the U.S., in addition to pilot licenses. “After obtaining my pilot’s license, I set up my own flight school in India in 1995. I then attended Embry-Riddle Aeronautical University, and obtained my second masters in 2002. We launched Titan Aviation in Dubai in 2004.”

Middle East-based air-ambulance operations are limited but are likely to prove rewarding with the recent withdrawal from that market of Abu Dhabi-based charter specialist, Royal Jet. “We are in the process of re-launching [medevac] in the first quarter of 2019,” he said.

The decision of the Indian authorities to open the field up to third-party aircraft management is also an opportunity for Titan Aviation. “This is a great move that happened in a timely manner,” he said. “I hope external factors don’t come into play in between. We have set up our management business there, and it is strong and growing. It is in a good position in terms of the regulatory requirements.”

“In understanding how the model works, we are in a much better position to take advantage, and take part in sharing what we learned from doing business in Europe and the U.S.”

Sheik is well versed in business aviation activities throughout the Gulf Cooperation Council region. “We manage one aircraft based in Kuwait,” he said. “Kuwait has good users of the jet and we have been operating there since 2008. Many owners and users prefer to keep their flying habits very private.”

“Bahrain has been a good charter market for many years, but with more inbound traffic,” he continued. “We have started seeing an increase of flights into Oman, with Muscat and Salalah being picked up as destinations. This is very promising.”

The Chennai floods in 2015 proved a serious setback to the company, when eight aircraft, including a Global 6000 and a Gulfstream G200, were damaged beyond repair after monsoon rains at Chennai Airport. But Sheik now regards the incident as a pivotal moment in the company’s history.

“Our was the management company worst affected by the Chennai floods. But I am a strong believer in working harder in the face of adversity. We reassessed the situation and decided to expand into new territories, within India and abroad and went ahead with Europe and U.S. plans.”

“The industry is going through an exciting phase. The mid-2000s saw business-jet sales increase for the first time outside the U.S., but, post-2008, our industry struggled. Now, we see the changes, with the U.S. showing very strong signs of stability. Our business is very cyclical and, for companies like Titan Aviation, it helps to [run] multiple global locations to offset disturbances in any particular region.”

Besides physically [moving] into Europe and the U.S., the company has also taken a decision to launch [operations] into Asia-Pacific with immediate effect. Further, a global sales plan is being implemented, with key positions being filled by qualified professionals.”

Titan has four international approvals that pave the way for global operations: a U.S. Part 135 charter certificate, a San Marino AOC, a Cayman private flight operations approval, and an Indian AOC. “[These approvals give] our clients the best of solutions, based on their region of preference to position their jet,” he said.

“We have owners from different parts of the world, not just India. We are a Dubai-based company and represent owners from the Middle East, Europe, the U.S., and also from India.”

——

Milestone, Aramco sign leasing deal for Airbus H145s

Helicopter leasing company Milestone Aviation Group and Airbus Helicopters will provide five H145s to Aramco Overseas Company, a subsidiary of Saudi Aramco, the companies announced in September. The five light-twin helicopters, to be sourced from Milestone’s order book with Airbus, will be in addition to the 24 medium helicopters Milestone currently has on contract to lease to Aramco and are expected to be delivered to Aramco over the next 12 months.

More than 200 H145s have been delivered to date and have collectively achieved more than 100,000 flight hours since 2015.

The H145 features the Airbus Helicopters’ Helionix avionics suite, two Fadeq-equipped Safran Arriel 2E engines, and seating for up to nine passengers in utility configuration.

“We take pride in the fact that our long-term partnership approach to further assist Aramco with the introduction into service of their comprehensive medium and light-twin fleet renewal program now places Aramco as one of Milestone’s largest global customers,” said Milestone CEO Daniel Rosenthal. Over the summer, Milestone and Saudi Aramco signed a deal for up to 21 Leonardo AW139s to be delivered over the next three years.

M.H.

Shown at the September 6, 2018 signing: Front row, left to right: Wolfgang Schoder, CEO of Airbus Helicopters Deutschland; Abdulhakim Gohi, vice president of industrial services, Aramco; Daniel Rosenthal, CEO of Milestone Aviation. Back row, left to right: Alexis Vidal, Airbus Helicopters vice president of sales-oil and gas and leasing; Michael York, Milestone Aviation vice president of sales-Middle East, Africa, India; and Charles Simpson, Airbus Helicopters head of sales-Middle East.
LIMITLESS
One of a kind, every time

Visionary or timeless, bold or subtle; the world’s most exclusive members’ club or a sanctuary from the world below: each Jet Aviation Completions interior is a finely hand-crafted representation of an individual idea.

Full-height showers, interactive table tops, flexible open plan spaces and innovative seating or lighting solutions, beautifully complemented by fine fabrics, richly-toned wood veneers and bespoke detail. All expertly integrated into an airworthy interior.


Jet Aviation Basel
CH-4030 Basel-EuroAirport
Switzerland
+41 58 158 4111
jbsl@jetaviation.ch
www.jetaviation.com/basel/completions
ACJ320neo preps for first delivery

by Chad Trautvetter

Airbus Corporate Jets (Stand A15, P6) is prepping to begin delivery this month of its “neo” (new engine option) family of narrowbody ACJs, following a short flight-test program that kicked off last month. The first Airbus ACJ320neo successfully completed a two-hour, 40-minute first flight from Hamburg, Germany, on November 19, launching the flight-test program.

Derived from the certified A320neo airliner, the bizliner version differs with the inclusion of up to four extra center fuel tanks in the cargo hold for more range, as well as greater cabin pressure for better passenger comfort and built-in airstairs.

These features are being tested before delivery of the aircraft to Acropolis Aviation by year-end. The ACJ320neo will then enter outfitting at AMAC in Basel, Switzerland, where an Alberto Pinto-designed cabin will be installed and the exterior repainted in the customer’s colors. Airbus ACJ320neo-family aircraft feature new-generation engines and Sharklets, reducing fuel burns by about 15 percent and increasing range. As a result, the ACJ320neo with all four center fuel tanks added can fly 25 passengers 6,000 nm/11,100 km, enabling routes such as London to Beijing or Cape Town and Moscow to Los Angeles.

“The ACJ320neo first flight heralds a new Airbus corporate jet era, delivering a range improvement that enables nonstop travel between even more cities, in what is widely recognized as the best cabin of any business jet,” said ACJ president Benoit Defforge. “The ACJ320neo family’s improved fuel-efficiency also means that it compares even more favorably in operating costs with traditional business jets,” he added.

Deliveries of the next member of the ACJ neo family, ACJ319neo, meanwhile, are expected to follow in the second quarter of 2019. The ACJ319neo can fly eight passengers 6,750 nm—while at the same time cutting specific fuel consumption, emissions, and noise.

Airbus has revealed nine firm orders for the ACJ neo family—three ACJ319neos and six ACJ320neos, with announced customers including Comlux and K5 Aviation, in addition to Acropolis Aviation.

ACJ deliveries have topped 190 to date. The Airbus Corporate Jet portfolio ranges from the narrowbody ACJ320 series to the ACJ330 and ACJ350 XWB twin-aisle twin-jets. The airliner-size cabins of the ACJs promote “more productive and sociable lifestyles in the sky than traditional business jets,” ACJ president Benoit Defforge said.

While it awaits its first neo variant, Acropolis Aviation was coordinating with Airbus to display its ACJ319 at MEBAA.
China venture expands UAS FBO presence

by Peter Shaw-Smith

Dubai-based UAS International Trip Support (Booth 500) has continued its growth trajectory as it makes inroads in the Chinese market, through its partnership with Deer Jet and continues to develop software products that attract a substantial clientele around the world.

“UAS continued in double-digit growth during the first half of 2018,” Mohammed Husary, executive president, told AIN on the eve of MEBAA. Deer Jet, a unit of China’s HNA Group, acquired a majority stake in UAS in 2016.

“This May, we announced a great addition to our offering—priority access to the largest and best FBO network in China. It’s a result of our advanced-level partnership with Deer Jet and massively expands our presence across the vast region. Our focus is to continuously strive to build a seamless customer experience for China-based operators wherever they fly globally,” he said.

In May, UAS announced a boost to its ground presence and service capabilities in China as it gained priority access and pricing at the country’s largest FBO network, thanks to its alliance with Deer Jet. UAS now participates in the operation and management of 11 Chinese FBOs through its local partner.

“The expanded UAS China network also guarantees the UAS standard of quality at each of the FBOs,” he said “some of which are the only fixed-based operators available at their destinations—and on-the-ground supervision by UAS station managers is available at these 11 stations, as well as across 180 Chinese airports, owing to Deer Jet’s extensive ground presence.

“From a connectivity point of view, this was a massive coup for UAS, as we are now able to ensure our clients benefit in terms of the highest levels of service and cost-efficiency throughout China. This is integral to our commitment to giving our clients exactly what they want.”

Owners wanted crew and ground support to ensure smooth operations, he said. “The UAS station manager network in Africa and China was born out of this necessity. Our clients are only dealing with one person at the station and this means easier and faster communication and no misunderstandings. Having a station manager on the ground makes the mission seamless,” he said.

“In China, our Beijing office is busy serving operators based all over the region. For any clients who need greater support, we provide it by creating a fully fledged unit on their premises to cater only to them. This is what we have provided for our partners Deer Jet and the HNA Group, and it is a business model that can be replicated for other clients who require consistent, top-level support.”

He said the aviation technology suite UAS Evolution is steadily gaining new users of UAS FlightEvolution, “[…] UAS LinkEvolution proving the most popular technologies from the suite.

“UAS is a dynamic and innovative company within a highly competitive industry. Our mission for 2019 is to consistently enhance the customer-experience in each aspect of UAS—our global network, air charter, trip support, and aviation technology,” Husary concluded.

UAS’s technology offerings include four software products that are attracting global attention. “Presently, we are focusing on refining and further promoting the four products we have already created and currently have on offer as part of the UAS Evolution technology suite. Our implementation team has been constantly traveling globally to train flight departments how to use UAS FlightEvolution and the feedback has been [positive].”

When UAS began researching and developing technology, it set out to transform the way in which pilots and dispatchers planned their missions. It wanted to design tools that would make their lives easier and more time- and cost-effective.

“And we are succeeding,” he said. “UAS FlightEvolution has brought a new level of in-flight situational awareness and intuitive design to flight planning and weather [technology]. UAS LinkEvolution is outstanding due to the global connectivity it provides with unlimited data and no hidden datalink charges. So far it has helped many operators radically reduce their datalink costs.”

“UAS FuelEvolution quite literally delivers total fuel management in one tool. Imagine being able to compare aviation fuel costs, calculate taxes, and store supplier data with a simple touch of a button. Now, clients can order immediately by simply selecting the location and price and adding their flight dates and the quantity of fuel they require.”

UAS bundles one product that is complementary to all clients. “UAS TMSEvolution gives our clients real-time access to mission-critical information about trip support requests to save time and hassle,” he said. “[Promoting] the value and capabilities of this suite…will continue to be our focus as long as the demand remains, and we forecast that it will for the foreseeable future.”

Hadid International Services continues FBO acquisitions

Dubai-based Hadid International Services opened FBOs in Pakistan and Italy earlier this year, continuing the push by Middle East-based flight-support companies into the business-jet ground service market around the world.

Earlier this year, it signed an agreement that will see the company operate and manage an 11,000 square-foot FBO at Jinnah International Airport in Karachi, Pakistan. “Operators benefit from competitive fuel pricing, short taxi-time, and apron parking at the front of the FBO. Importantly, no slot restrictions are applied except during Presidential and other official visits,” it said.

The FBO is being renovated, while crews will be accommodated in their own private quarters. The Hadid FBO has on-site customs and immigration, which enables swift clearances and transfers. “This is an exciting venture to fully integrate and expand our range of services at KHI. This opportunity paves the way for future projects we have planned globally,” said Issa Zuriqi, Hadid’s commercial director.

In April, Hadid and Riviera Airport announced the formation of Riviera Executive Aviation, created to develop and manage executive aviation services, including a new FBO, at Riviera Airport in Italy, about 40 miles east of Monaco on the Italian coast. The facility is ideally located to serve Milan and Turin, in Italy, and Cannes, Nice, and St. Tropez, in France.

“Riviera Airport in Villanova d’Albenga, Liguria, is the first and only privatized airport in Italy dedicated to general aviation. It serves the Italian Riviera and provides a discreet transit to Monaco and the French Riviera,” said Mohammad Hadid, chairman.

“This is a unique venture we are very excited to be part of,” he said. “Riviera Airport has significant potential to become the foremost general aviation airport in the region. Hadid and Riviera Airport share the vision of grand infrastructural development that will serve the region’s growing demand…and it will ultimately benefit the local economy and community.”
VIP cabins blend luxury, technology, versatility
by James Wynbrandt

The world’s leading VIP airliner completion and services specialist—and some of the stunning cabins they’ve created—are at MEBAA 2018, showcasing the pinnacle of interior design craftsmanship and technology.

Comlux the Aviation Group (Chalet, Static Display) is displaying at MEBAA 2018 two aircraft sporting Comlux engineered, designed, and installed interiors, illustrating what the Swiss company can do for cabin completion clients. But platform owners can benefit from the craftsmanship and capabilities displayed on the ACJ319 and Sukhoi SBJ throughout the lifecycle of their aircraft, said Tobias Laps, senior v-p, large VIP aircraft at Comlux. “Clients don’t have to have work outsourced; we can provide a full package of maintenance, modifications for the cabin, and of course Ka-band communication installations.”

Laps also noted Comlux operates and charters the ACJ on static, along with other VIP airliners, providing additional valuable experience for clients. “Our mechanics know how important reliability is,” he said. “We cannot afford for an aircraft in our fleet to come back because things were not done properly.”

Moreover, with its VIP airliner fleet, Comlux can provide a “loaner” to clients whose aircraft are down for maintenance or modifications. “We have interim lift capability, we have the aircraft [available] on a charter basis, however they would like to use it,” Laps said. “We won’t leave them stranded.”

Comlux is an Airbus ACJ Service Center; a Boeing BBJ Authorized Warranty Repair Facility and Service Center; a Bombardier Authorized Service Facility for Globals and Challengers; and a Sukhoi SBJ Service Center.

Three major maintenance projects are currently under way: 12-year checks on a pair of BBJs; and a six-year check and interior modifications on an ACJ319.

An aerospace engineer and pilot, Laps said Comlux can also help customers whose VIP airliners aren’t performing up to expectations, for example not reaching anticipated range. “If people are not as happy as they should be with their finished product, we absolutely have the experience to have remedial work done,” Laps said. “Our strong engineering capability will be instrumental in finding out what can be done or what needs to be done.”

Furthermore, Comlux has a sales and acquisition division “active in BBJ, ACJ and large cabin Bombardier transactions,” Laps said. The Comlux team is eager to meet at MEBAA 2018 with parties seeking completion or other services, or interested in buying or selling these model aircraft.

In the U.S., Comlux Completion, the company’s purpose-built VIP airliner finishing facility, is inducting this month the world’s first BBJ Max 8 and second ACJ320neo for interior completions.

“ar challenges remain the need for a quieter cabin and more amenities—humidification, cook tops, pedestal seats, electro-dimming windows, glass and more extravagant materials—all while wanting more range and quieter cabins with a downtime tolerance of no more than 10 months,” said Scott Meyer, CEO of Comlux’s Indianapolis, Indiana facility. “The clients have waited so long to get their aircraft that they are not tolerant of a long completion cycle.”

Meanwhile Comlux Completion delivered its final last-generation BBJ in October, and will deliver a VIP ACJ350—the company’s first widebody completion—early in the new year. Then next-gen narrowbody activity heats up, with two more BBJ Maxes and ACJ neo slated for induction in 2019.

AMAC Aerospace (Chalet A8) lands at MEBAA 2018 on the heels of its tenth anniversary in November, but don’t look for any grandstanding at the show. “We’re very conservative,” said Kadri Muhiddin, group executive chairman and CEO of the Swiss company, when asked on the eve of MEBAA about any celebration in Dubai. “That would be boasting.” AMAC did host a gathering for employees at its Basel headquarters, he said, and given a moment for reflection Muhiddin stated, “From a single narrowbody”—a BBJ Max and ACJ neo completion—one for induction in early 2019, and a second in early 2020,” and the company is “in discussions concerning completions” for post-2020, including a Boeing 787 and Airbus ACJ350XWB, he said. The parties are “not in a rush” to go to contract with deliveries so far in the future.

Asked about new technologies shaping the completions and refurbishment space, Muhiddin mentioned induction ovens and dishwashers. With the ovens, he noted, an owner “can bring his or her own chef onboard” to prepare gourmet meals. But behind the scenes these amenities pose significant engineering challenges, such as venting of exhaust fumes and water circulation issues. Another innovation: AMAC is “working very closely now with a manufacturer of self-defense systems,” Muhiddin said, declining to name the company. “We installed this on privately owned and government-owned aircraft. AMAC holds the STC for installation. You’ll see more and more of it being requested.”

AMAC has also been active developing STCs for Ka-band high-speed broadband connectivity, and can offer the installations to a growing list of executive aircraft models.

Meanwhile, at its Basel headquarters facility approval from the airport authority for a fifth hangar is “almost a done deal,” Muhiddin said. The planned 5,000-sq-m (54,000-sq-ft) facility will be dedicated almost exclusively to work on Bombardiers, pursuant to AMAC’s approval earlier this year as authorized service facility for warranty, maintenance and modification work on Globals and Challengers. Some 800 such Bombardier aircraft are based in Europe, according to AMAC, and the company is “recruiting between 15 and 20 people a month to cope with the expansion,” said Muhiddin. Moreover, AMAC is “in dialog to expand...
approval to the Middle East” for Bombardier support, providing more care options for platforms in the region.

In Bodrum, Turkey, where AMAC has established a maintenance base for business and commercial aircraft, the company opened a new widebody hangar this year. “At the moment it’s full with C-check and A-check, wide- and narrow-bodies, a combination of VIP and commercial airliners,” said Muhiddin, and already the site is constrained. “We are in dialog with the airport for two more widebody hangars.”

At the smaller airframe end of its work, as a Pilatus dealer AMAC will take two PC-24 jets, the rugged twinjet that entered widebody hangars.”

BBJs or other executive airliners can get PC-24 jets, the rugged twinjet that entered widebody hangars.”

into”), Bonita said.

number of private rooms available: about 777 airframes, and Airbus A330 and A340 widebodies. Citadel is pursuing authorizations as Airbus and Boeing approved completion facilities, but Bonita noted such approvals typically come with winning a completion contract for the respective models. With its engineering expertise, the company can also help potential buyers with the selection of their aircraft, to ensure it can support their refurbishments plans and operational goals, he said.

Citadel also provides maintenance support for these aircraft; Bermuda authorizations are in hand, and FAA certification as a Part 145 repair station is imminent. The company currently has about 56 employees and is expected to hire over 250 more skilled workers, and invest $77.6 million in capital improvements.

Citadel owner Adelson is founder and CEO of the publicly traded Las Vegas Sands Corporation, which has global gaming interests and a large flight department, but the two companies are unaffiliated.

Aloft AeroArchitects (Stand 591) arrives in Dubai after the recent delivery of a new BBJ2 to a private company in Asia and induction for refurbishment of a BBJ on which the U.S.-based company installed the current interior 12 years ago.

The just-delivered BBJ2 features an Edëse Doret designed interior and the latest Astronics CMS and Honeywell Ka-Band technology, said John Eichten, Aloft’s senior v-p of sales and marketing. The interior refurbishment for the BBJ was designed by Warja Borges of Germany’s Unique Aircraft and will be installed in conjunction with the jet’s 12-year check and landing gear overhaul.

Aloft is also the exclusive provider of auxiliary fuel systems for BBJs, and has been working on system upgrades to accommodate the BBJ Max and its more efficient engines. The Max 8 system includes new, enhanced AF5 tanks and LRUs, and has been engineered to maximize fuel capacity and speed ground fueling, according to Aloft.

GDC Technics (Stand 545) appears in Dubai at the end of a year that included winning two separate head-of-state completion contracts, consisting of four widebody aircraft in total. Neither the customers nor aircraft types have been disclosed. GDC has recently focused on R&D investments aimed at improving the operational capabilities of client aircraft, and the effort is providing measurable results, according to the U.S.-based company. Using in-house R&D, this year GDC completed a head-of-state interior 20 percent lighter than industry estimates. By year-end, GDC will have delivered three widebody head-of-state completions.

Pursuant to its completion work on the composite Boeing 787, last year GDC accomplished penetrations on multiple airframes for installations including Ka-band, Inmarsat Ka-band satcom, and Live Television connectivity.

Haeco Private Jet Solutions (Stand 635), known for the Asian-influenced narrow- and widebody interior designs, is showcasing its full range of completion, maintenance and refurbishment capabilities for the VIP airliner market. The China-based provider remains the only facility in Asia designated as both an Airbus Corporate Jets and Boeing Business Jets factory approved completion facility.

The UAE’s own Greenline Interiors (Stand 321) is world renowned for the palaces, grand residences, and yachts it creates, and now is stepping into the world of VIP airliner cabin design. Last year Greenline signed an MOU with France’s Finaero Group to develop such aircraft interiors, and is highlighting its airborne interiors concepts and capabilities in Dubai.
Falcon Aviation plans for growth in the year ahead

by Peter Shaw-Smith

Falcon Aviation is moving ahead with plans to open a new business jet base maintenance hangar facility at Dubai’s DWC in the new year, as the company continues to develop its oil and gas business in Abu Dhabi and Kuwait; the Falcon Aviation FBO at DWC’s VIP Terminal; and business jet and heli-charter services to VIP clients.

“Even though the aviation industry in the region, in general, faced headwinds during 2018, Falcon Aviation, because of its steady core businesses, continued to show sustainability and growth,” said COO Raman Oberoi. “With the opening of newer avenues, the outlook for 2019 looks promising.”

Fleet growth has continued. The helicopter fleet consists of five types: Leonardo’s AW189, AW169, and AW109, the Bell 412, and Airbus EC130. The fixed-wing fleet also has five types: the Bell 412, and Airbus EC130. The fixed-wing fleet also has five types: the Bombardier Q400, Embraer Lineage and Legacy, and the Gulfstream G450 and G550. Pilatus PC-24 twin-jet delivery is slated for the last quarter of 2019, which will add another segment to Falcon’s VIP jet operations.

“With a total of 34 aircraft operating under Falcon Aviation’s AOC, we have one of the most diverse fleets in the region,” he said. “This kind of operation demands a very high workload from MRO, CAMO, flight operations, training, and supply chain, which our team has learned to successfully manage over the years.”

In oil and gas helicopter contracts, Falcon continues to support key customers Abu Dhabi National Oil Company (ADNOC) and Total. “In the past, we had 12 Bell 412s in our fleet to support these operations. However, in the last three years we brought in two AW189s, which is a new type in our fleet,” said Oberoi. “Our oil and gas customers have benefitted from these new-generation helicopters. Falcon Aviation is the lead operator for AW169 and AW109 helicopter types in the world.”

Falcon serves ADNOC’s island operations by flying 700 passengers a day from Al Bateen Executive Airport’s Sheikh Zayed Terminal, which it also operates. “As ADNOC targets higher production levels in 2019,” Oberoi said, “Falcon is fully geared up to support this increase in activity by offering an increase in helicopter and fixed-wing operations.”

Five Stars

In December 2017, Falcon won the tender for Kuwait Oil Company’s (KOC) helicopter operations. With KOC, it has set up a large heliport and hangar facility in Kuwait’s Ahmadi area. “Since it is the first time helicopters are being used in the Kuwaiti oil sector, [much] effort and care have gone into setting up these operations,” he said. “Three new AW169s in KOC’s colors have been brought in to meet the requirements of the long-term contract. An experienced set of pilots and engineers, along with supporting ground operations staff, are all geared up to start operations in December.”

Falcon has three types of business jets, the Embraer Lineage and Legacy and Gulfstream G450, in its fleet. “By improving the quality of service during the last year, [we have] been able to grow the customer base and increase the volume in VIP jet charter operations,” said Oberoi. “In VIP helicopter operations, we added a new seven-seat AW169 this year, which has given us a cutting edge and added a new dimension to the quality of this service. We have three AW109 SP/S helicopters available to our increasing number of customers.”

In recent years, Falcon has seen steady growth in demand in sight-seeing operations. “With more than 33,000 passengers a year at the Falcon Aviation-operated Atlantis heliport in Dubai, this is now the second-busiest heliport in the world,” he said. “To meet this growing demand, Falcon has added the fourth EC130 helicopter to its fleet.”

Falcon is one of three participants at the DWC VIP Terminal. “Having successfully operated our five-star FBO at DWC VIP Terminal for over 18 months, [we have] been able to steadily grow this business. We forecast a busy season for our FBO operations.” The Falcon FBO offers services such as VIP passenger handling, aircraft handling, parking, line maintenance, cleaning services, hangarage, maintenance, and helicopter charters.

Falcon’s new maintenance hangar at DWC is expected to open early next year. Built on an area of 24,000 sq m, the Code-F-qualified hangar is nearing completion. It also has 13,000 sq m of adjacent apron area for parking, to allow further development of the MRO business.

Besides providing MRO services to its own fixed-wing and rotary-wing fleet, Falcon has grown its third-party MRO business at its home base at Al Bateen Executive Airport in Abu Dhabi. “Already with capabilities as an Embraer service center,” said Oberoi, “and with Bombardier Q400, Bombardier, and Gulfstream [approvals], the new hangar at DWC will open soon and allow us to add further capabilities, such as an interiors workshop. With approvals from [Saudi Arabia’s] GACA being obtained, and also with already existing approvals from the GCAA, EASA, Abu, San Marino, and the Cayman Islands, this will give access to a wide but unexplored market in the region.”

Admissions for USW maintenance course now open

Admissions are now open for the University of South Wales (USW) Dubai’s Aircraft Maintenance Engineering top-up course, to be offered at its Dubai South campus starting February 2019, after the site was launched in September.

“The internationally recognized degree allows professionals to convert technical training into a UK academic qualification in just one year full-time, through a block delivery top-up course,” according to USW. “This block-mode format will enable practicing professionals to study while working.”

The program is recognized in aviation law, as detailed by the European Aviation Safety Agency (EASA) and the UAE’s General Civil Aviation Authority (GCAA), giving access to real aircraft experience. The course is seen as ideal for individuals who have already obtained EASA certification, HND, or other qualifications and it builds on existing knowledge of aircraft maintenance to give official recognition to technical understanding and skills.

“The university has a reputation for innovative program delivery that meets both the professional and personal needs of our students,” said Julie Lydon, USW vice-chancellor. “Our aircraft maintenance engineering block mode top-up degree program certainly achieves that by enabling students to further their studies while continuing to develop their careers in the workplace. It’s a win-win for the employee and the employer.”

USW Dubai’s 3,000-sq-m Dubai South facility houses an EASA-GCAA-accredited workshop, with an aircraft and CFM56-3 engine, mechanical principles laboratories, and sound-proofed maintenance areas.

Open days to give potential students the opportunity to find out more by touring the campus, speaking to lecturers, and learning more about scholarships, funding, and the application process will take place December 12-14, and January 9.

USW is centered in Newport, Wales and was created in 2013 from the merger of the University of Glamorgan and the University of Wales in Newport. It claims to be a major force in UK higher education, especially renowned for engineering teaching and innovation, with an enrolled student body of 30,000 individuals from 120 countries. USW Dubai is its first international branch campus and it is located at Dubai South Business Park, adjacent to Al Maktoum International Airport (Dubai World Central). P.S.S.
Demand for aircraft financing grows as buyers seek to preserve their cash

by Peter Shaw-Smith

Although the Gulf region has a reputation for cash buyers, some owners are taking out aircraft loans in order to conserve cash for other purposes, while there have been more disposals of aircraft of late than in the recent past. According to Oliver Tebbit, a partner at law firm Watson, Farley and Williams, Dubai, the lender landscape in the region, and to a certain extent globally, has been compressed by the current market conditions.

“There has been a trend towards diversification of sources of finance,” said Tebbit. “Pre-2008-2009, there was a lot of enthusiasm for lending to the market. All the private banks were there, but a lot of other banks were also there. That changed quite quickly when things went south. You were left with the core private banks. Now what I am seeing is that the core private banks have always been there, and they did very well on market share when everybody else pulled out.

“Although the climate has changed over time, there are some banks for whom this asset class is still not something that they are interested in supporting,” he continued. “Obviously, the private banks are still very enthusiastic given synergies with their private banking activities. The gap that is left is being filled by other non-bank sources of finance; Global Jet Capital is an obvious example. Private equity and venture capital and so on are playing more of a role in filling the landscape for finance of private jets.”

Regional Situation

Tebbit said that he is not sure how that trend will play out in the Gulf region. “Certainly, given that some of the financiers can arrange deals with less heavy KYC [know your customer] due diligence or less financial information requirements than a fully-fledged, heavily regulated bank, there should be some in the market for whom the potential to obtain finance is a bit more appealing.”

The Gulf Cooperation Council still displays a good deal of potential, he believes. “There are plenty of opportunities. Traditional family businesses are becoming more sophisticated and corporatized in the way they deploy capital. As business practices evolve and people become more aware of the options they have in this region, I think they are happier about leveraging these sorts of assets. Occasional deals are being done by other [non-private] banks, some of which are based in the region.”

Swiss-based private-banking relationships still predominate, he explained. “It’s about understanding how the debt is going to be serviced, including business activities and personal use as well.

Usually, if you are looking to the wider banking relationship and not just the asset as security for a debt, the broader relationship provides better visibility to the financier as to the financial condition of the credit,” he said.

“I am not saying you can’t have stand-alone deals in this sector. Certainly, some financiers are looking more closely at the assets and the residual values, and the loan-to-value ratio, than the value of the individual who is using that asset. Probably there is a bit of a price to pay in terms of the margin if you are relying on pure asset security, depending on the level of financial information an individual is able or willing to provide.”

Assessing the percentage of cash buyers versus transactions conducted through financing is a more difficult exercise than it might appear, said Stephen Chance, counsel at Clifford Chance, Abu Dhabi.

“It’s difficult to gain a picture of the overall figure. A purchaser may have the ability to purchase a jet with cash but are there other modes of finance available that will allow them to keep equity free or structure the transaction in ways that will allow the aircraft to be owned or registered in jurisdictions that are beneficial from a tax or registration perspective. We certainly see clients who would have the means to buy with cash but are electing to go down the finance route,” he told AIN.

The space the law firm operates in is somewhat bespoke. “Who you are carrying and the capacity consideration are always going to be determining factors for the choice of aircraft,” he said, while adding that connectivity is “increasingly important” to business aviation users.

“The impression we get from the market is that there is a trend toward people looking to dispose of aircraft, more so than previously. In the short term, the situation may not be quite what the OEMs were forecasting, but the in the long term, they are positive.”

Opportunities

Tebbit said that for ultra-high-net-worth individuals (UHNWIs), the business jet is an increasingly important part of their lifestyle. “They need those aircraft and they are committed to operating and using them. Obviously, in the corporate jet space, it does become a different analysis [compared to the due diligence performed on commercial aircraft financing] because the market is much smaller and the aircraft can be highly customized. I think that’s why a lot of commercial lenders are not overly active in this space.”

Mike Davies, of UK-based Solva Air Capital, takes a more upbeat view of enthusiasm in the Middle East. “There is tremendous appetite for business aircraft,” he said. “We have recently seen a number of aircraft available for sale in private transactions. There is financing for aircraft coming out of the region. In terms of finance going in, we do see opportunities, primarily on the smaller-type jets.

“On the larger BBJ and bigger types, we don’t see those aircraft obtaining financing in the market; they are often done either as discreet financings or as cash transactions. We do see movement in the market, in terms of private jets for family offices, in the $15 to 30 million range. There are opportunities in the middle market in the region. We are currently looking at a number of deals on Phenom 300s.”

Formerly known as Cello Air Finance, Solva is looking to capitalize on its market knowledge to stay ahead of the competition. “We do see opportunities,” said Davies. “We see them more in the sense that a lot of people are not as proactive in the region as [we are]. We are happy to look at the Middle East. 2018 has been a pretty positive year. Some of the transactions we have seen have been sale-and-leasebacks, which are rewarding to us. It is paying dividends in getting our message out.

“Although the uptake in financings in the Middle East has been few and far between,” he concluded, “this year has seen double the business that we have seen in the previous year.”
Jet Aviation facilities reach 20 IS-BAH registrations

by Mark Phelps

Global business aviation support giant Jet Aviation has been expanding its facilities operations and serving the past few months, while also announcing new certification qualifications from the International Business Aviation Council (IBAC). Yesterday afternoon, the company announced it received accreditation from IBAC for meeting International Standard for Business Aviation Handling (IS-BAH) accreditation at 20 facilities in the U.S. and EMEA, including its FBOs in Dubai (DXB and DWC) and Jeddah, Medina, and Riyadh, Saudi Arabia.

IS-BAH accreditation is based on safety management system that models the structure and format of the International Standard for Business Aircraft Operators (IS-BAO) and establishes criteria for the best handling systems, processes, and practices to ensure FBOs meet rigorous safety and security standards, according to Jet Aviation (Chalet A19/20).

“This year, we announced that we had earned IS-BAH standard registrations at 11 of our facilities,” said Stefan Benz, Jet Aviation senior v-p operations EMEA and Jet Aviation’s group president (center r); and Kurt Edwards, IBAC director general.

A ‘Long History’

In other news, Jet Aviation held the grand opening for its new widebody Hangar 3 at its Basel, Switzerland facility on November 21. The 93,646-sq-ft/8,700-sq-m structure at EuroAirport Basel Mulhouse Freiburg was designed to meet increased demand for bizliner completions and refurbishments and can support several wide- and narrow-body projects simultaneously. With a wooden arch structure, the ceiling is high enough to accommodate a Boeing 747 on jacks, while the hangar’s extended nose box will allow it to hold two widebody aircraft at the same time.

The project also included 2,000 sq m of adjoining shops and office space along with a 5,000-sq-m ramp expansion.

“We have a long history of handling major modifications and completions at Jet Aviation, and we continue to invest in the latest technologies that support the highest quality and safety standards for our customers,” noted group president Rob Smith. “This hangar demonstrates our ongoing commitment to Basel and the region and is a tribute to our past and future success.”

Finally, Jet Aviation has announced today it has signed a preferred FBO service agreement with Memmingen, Germany-based Excellent Air, which operates Europe’s largest fleet of Cessna Citation CJ2s as well as several Citation XLS models. Yesterday, Excellent Air received IS-BAH Stage 2 registration.

Oliver Bergsch, Jet Aviation v-p of sales for European operations (left), and Kurt Edwards, IBAC director general.

Jet Aviation and its joint venture partners have the opportunity to combine scheduled maintenance with other service offerings,” said Butski.

In addition to the Middle East FBOs, Jet Aviation also announced the IS-BAH certification of its EMEA facilities in Geneva and Zurich, Switzerland; Berlin, Düsseldorf, and Munich, Germany; Vienna, Austria; and Singapore. In the U.S., Jet Aviation FBOs were IS-BAH certified at the following airports: Washington Dulles, Virginia (serving Washington, D.C.); Teterboro, New Jersey (serving New York City); Bedford, Massachusetts (serving Boston); Palm Beach, Florida; Dallas and Houston, Texas; St. Louis, Missouri; and Van Nuys, California (serving Los Angeles).

Jet Aviation recently expanded its operational footprint in the Middle East, receiving authorization from Saudi Arabia’s General Authority of Civil Aviation to provide ground handling services at Yanbu Prince Abdul Mohsin Bin Abdulaziz Airport. Jet Aviation Yanbu operations will provide passenger and baggage handling, immigration and customs clearance, transportation, hotel, and catering coordination, refueling, and aircraft cleaning to all business aviation customers in the region.

Jet Aviation recently completed C-checks on two Gulfstream GVIs at the company’s Dubai location. The concurrent 192-month heavy inspections were combined with service bulletin work to address double engine changes, minor refurbishments, and structural corrosion repairs. Both of the GVIs have been re-delivered to their respective separate customers.

“To two projects of this magnitude at once is a considerable undertaking that requires great skill and organization,” said Hardy Butski, vice president of regional operations in the Middle East and general manager of Jet Aviation Dubai. “Thousands of man-hours were dedicated to completing the two projects in a timely manner to both customers’ satisfaction.”

Jet Aviation has been operating a maintenance facility and FBO in Dubai since 2005. The company’s maintenance shop is a D3-rated non-destructive testing facility and can perform eddy-current testing, fluorescent penetrant inspections, and ultrasonic testing. “Customers appreciate our experience, expertise, and flexibility with large inspections and regularly take the opportunity to combine scheduled maintenance with other service offerings,” said Butski.

24/7 Support

In addition, the company will provide 24/7 support for employees of Saudi Aramco, the country’s nationalized petroleum company based in Dhahran, as they transit through the airport.

Jet Aviation Saudi Arabia is a long-time joint venture with partners in the kingdom and now operates four FBOs in the country, starting with Jeddah in 1979, Riyadh in 1983, Medina in 2012; and Yanbu in 2018. The Jeddah facility holds Saudi Arabian and U.S. FAA approval for line maintenance and AOG MRO services for business aircraft.

“We have experienced increasing demand for passenger assistance at Prince Abdul Mohsin Bin Abdulaziz Regional Airport and have expanded our service offering to ensure clients receive properly coordinated ground handling service that meets their needs,” said Khaled Al-Ghamdi, Jet Aviation’s in-country general manager.

As part of its expanded service capability, Jet Aviation recently completed C-checks at the company’s Dubai location. The concurrent 192-month heavy inspections were combined with service bulletin work to address double engine changes, minor refurbishments, and structural corrosion repairs. Both of the GVIs have been re-delivered to their respective separate customers.

“A two projects of this magnitude at once is a considerable undertaking that requires great skill and organization,” said Hardy Butski, vice president of regional operations in the Middle East and general manager of Jet Aviation Dubai. “Thousands of man-hours were dedicated to completing the two projects in a timely manner to both customers’ satisfaction.”

Jet Aviation has been operating a maintenance facility and FBO in Dubai since 2005. The company’s maintenance shop is a D3-rated non-destructive testing facility and can perform eddy-current testing, fluorescent penetrant inspections, and ultrasonic testing. “Customers appreciate our experience, expertise, and flexibility with large inspections and regularly take the opportunity to combine scheduled maintenance with other service offerings,” said Butski.
Business growth requires a global perspective. It starts with the latest technologies, trends and ideas, and comes full circle with a world of connections that are key in helping you manage multiple budgets, high-performing teams and large-scale purchases. Find everything you need to make the most informed decisions all in one place: the 2019 European Business Aviation Convention & Exhibition (EBACE2019). Join us at EBACE to build relationships and explore the entire marketplace of options. And leave with the best solutions for your business. Get connected and move forward faster. Visit the website to learn more.
BUSINESS IS A BATTLE. BE READY.

In nature, the falcon is a fierce fighter. In business, the Falcon 8X is just as powerful and agile. Every inch reflects its military DNA, with lean and mean aerodynamics and advanced Digital Flight Controls to get you to places others can’t. Nothing flies like a Falcon because no other jet is built like one. Fierce. Fast. Agile. Falcon 8X.