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ATC battle won, NBAA looks ahead

by James Wynbrandt

Highlighting the hard-won battle over ATC privatization, technological advances now transforming business aviation, and challenges ahead, “We want to celebrate the present, but we also want to champion the future,” NBAA president and CEO Ed Bolen said in welcoming attendees at the General Opening Session of NBAA-BACE 2018 in Orlando.

Bolen reminded attendees “where we were [a year ago] and where we are today” with a video featuring key legislators who cited the impact grassroots efforts organized by NBAA and other aviation associations had in defeating the well-financed privatization lobby.

That impact was brought home in the opening remarks of keynote speaker Rep. Ralph Abraham (R-Louisiana), a veterinarian, pilot, and ally in the modernization versus privatization campaign. “I’m here simply to say thank you,” he said. “When you called us and told us your feelings, we listened.” He reminded attendees that while ATC privatization had been defeated for now, “It could raise its head again.”

Acting FAA Administrator Daniel Elwell thanked the community for its involvement in initiatives including the NextGen Advisory Committee and the Aviation Safety Information and Analysis (ASIAS) program. ASIAS, which collects data vital to enhancing safety, now has 82 corporate operators sharing their flight data and tracks more than 1,000 business aircraft, Elwell said. “Business aviation has stepped up. You’ve made it possible for us to raise the safety bar again.”

The FAA Reauthorization Act of 2018, signed into law this month, was the first five-year extension the agency has had since 1982, but Elwell noted, “It doesn’t give us the money to keep the lights on,” and he asked for the business aviation community’s help in securing stable funding for the agency. “When your budget is a political football, it gets way easy to punt, and that’s what’s been happening,” Elwell said.

In championing the future, Bolen introduced Eric Allison, head of Uber Aviation, who explained the company’s “urban aviation” model. Uber envisions electric-powered UAS operating from skyports, capable of transporting one million passengers a day in metro areas. Inauguration of commercial service by 2023 “is achievable but ambitious,” Allison, a PhD in aeronautics and astronautics, he said.

Also at the opening ceremony, NBAA presented the annual Al Ueltschi Award for Humanitarian Leadership to Sean Tucker and the Bob Hoover Academy for their work with at-risk youth through aviation education and pilot training.

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IntelSat and Satcom Direct make it easy › page 8

AIN’s 2018 FBO Survey
Fuel sales are up; so are mergers › page 16

All-electric flight
Honeywell looks to the future › page 26

Refurbishments
Blackhawk celebrates 800 King Airs › page 54

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APS expands UPRT services › page 74
CITATION LONG

EVOLUTION LEADS
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**NetJets confirms Global 7500 delivery schedule**

by Mark Phelps

NetJets (Booth 209) has confirmed the schedule for its Bombardier Global 7500 deliveries, set to begin in 2021. The fractional-ownership pioneer also converted options on five Challenger 3500s and one Global 6000 to firm orders, with deliveries to start next year. The value of the conversions, based on 2018 prices, is $195 million. NetJets currently operates 120 Bombardier aircraft. Bombardier (Booth 1200, Static SDAG) announced the Global 7500 delivery schedule information and the order conversions on Tuesday morning at NBAA-BACE 2018.

NetJets placed a major order for Bombardier business jets in 2011 that included firm commitments for 50 Globals, with options for 70 more. Recently certified by Transport Canada and with FAA certification expected soon, the Global 7500 has a range of 7,700 nm and a four-zone cabin, including a full kitchen. The 2011 firm order included 20 Global 7500/8000s, with the rest consisting of Global 5000s and 6000s.

In 2012, NetJets placed a further order for 100 Challenger 350s and 650s, with options for 175 more. Bombardier said on Tuesday that as deliveries of the aircraft from the firm orders near fulfillment, NetJets is now starting to convert its options to firm orders.

“Challenger and Global aircraft offer the ultimate in performance, comfort reliability, and signature smooth ride,” said Peter Likoray, Bombardier senior v-p of worldwide sales and marketing. “Our aircraft are ideally suited to meet the needs of NetJets and its customers.”

“The Global 7500 will make a wonderful addition to our fleet,” said Pat Gallagher, NetJets executive v-p of sales and marketing, “offering the ultimate combination of performance, luxury, and innovation.”

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**FlightSafety, NBAA attendees honor Bruce Whitman**

NBAA attendees paused yesterday afternoon to honor long-time FlightSafety International leader Bruce Whitman, who died at his home last week. As related by an emotional NBAA chairman General Lloyd W. “Fifi” Newton yesterday at the media breakfast, Whitman had attended every NBAA meeting from the first ones in the 1950s “until now.”

At the reception held yesterday at the FlightSafety booth (2638), countless industry figures stopped by to remember their friend, mentor, and leader. Whitman was recalled as a visionary advocate for the industry he loved and someone who “delighted in rolling up his sleeves to help countless organizations tackle their everyday needs,” according to NBAA president and CEO Ed Bolen.

After serving for two years as NBAA’s senior executive assistant, Whitman moved to FlightSafety in 1961, where he remained until his death last Wednesday. NBAA remembers him as “an industry ambassador who leaves a lasting legacy of tireless advocacy for business aviation.”

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**Embraer claims more bizjet speed records**

by James Wynbrandt

Brazil’s Embraer (Booth 2030, Static SDAG) was awarded half a dozen speed record certificates by the National Aeronautic Association (NAA) on Tuesday at NBAA 2018 for flights by its Phenom 300, Legacy 450, and Legacy 500 business jets.

The Phenom 300 light jet established a record this April for a flight from Embraer Executive Jets’ U.S. headquarters in Melbourne, Florida, to Boston in 2 hours and 38 minutes, averaging 421.40 mph over the 794-nm route. And a midsize Legacy 450 set a new transatlantic speed record during a March flight from Portland, Maine, to Farnborough, UK, covering the 2,752-nm leg in six hours and five minutes, for an average speed of 421.89 mph.

The 450’s larger sibling, the Legacy 500, claimed four new speed records over the U.S.: a January flight from Melbourne to Seattle, a distance of 2,257 nm, averaging 452.20 mph during the 5-hour-45-minute journey. That same day the Legacy 500 flew from Seattle to Anchorage, Alaska, in 3 hours 3 minutes, for an average speed of 471.03 mph over the 1,352 nm route.

In March, a Legacy 500 flight from Aspen, Colorado, to Melbourne averaged 503.74 mph during the 3-hour-16-minute trip, a new record for the 1,423-nm route. And that same month a flight from Melbourne to Youngstown, Ohio, took one hour and 32 minutes to cover the 790-nm distance, averaging a record 488.77 mph.

The NAA and Federation Aeronautique Internationale have confirmed each flight as a U.S. and world record.
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The announcement, at NBAA’s annual convention on the one-year anniversary of the launch and debut of the 300E at the 2017 NBAA-BACE, means the pilots can now operate one of the twinjet’s engines in idle to power its environmental, lighting, and entertainment systems throughout ground operations, allowing operators to maintain optimum cabin functionality for passenger onboarding, deplaning and baggage handling, independent of external power sources.

This new capability—developed with Pratt & Whitney Canada, which supplies the PW535E powerplants used on the aircraft—will be useful to operators, especially at remote airports with limitations in hours of operation, ground support equipment availability, or power infrastructure. Notably, idle engine time will not accrue as engine flight hours. GPM simulates the use of an auxiliary power unit, while avoiding the need for such a unit and its associated weight and maintenance costs. The new functionality will be made available for free for new customers of the aircraft, and via a Service Bulletin to current Phenom 300 and 300E owners.

The OEM also announced that it has developed an STC for the installation of the Gogo Avance L5 system on the Phenom 300 series. Developed by the company’s engineering and technology center in Melbourne, Florida, it provides connectivity over the Gogo Biz 4G network and with a “homelike” experience for passengers who can now stream audio and video, in addition to the traditional moving maps and flight information. It can be installed in any of the company’s worldwide service centers.

“Our mission is to make our customers even happier,” said Johann Bordais, president and CEO of Embraer Services and Support. “Our teams are ready to receive customers and implement this solution with the support, confidence, and security that only the OEM can provide.”

The manufacturer is standing pat on its 15-year industry delivery forecast from last year. On Monday, Embraer Executive Jets president and CEO Michael Amalfitano said the company expects an average of 750 business jet deliveries worldwide for the next decade, for a total of 7,500 aircraft worth an approximate $216 billion. Another 200,000 sq-ft of service space is being added to Gulfstream’s Savannah, Georgia head-quarters, allowing the site to service 100 airplanes at a time, and bringing the company’s total footprint at the site to almost one million square feet.

Gulfstream is also building a 200,000-sq-ft facility at Farnborough Airport in the UK, capable of servicing 20 aircraft at a time, to support European, Middle Eastern, and African customers.

The new New York City office in Manhattan features digital tools, including a 20-foot “power wall” that can display cabin layout and other configuration options. In addition to regional clients, the center “can handle customers from around the world who happen to be in New York,” where they can be met by their local representative to help with the interior design process, said Gulfstream senior v-p of worldwide sales Scott Neal.
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Building trust every day
IS&S’s ThrustSense to offer Vmc protection, autothrottle

by Mark Huber

Innovative Solutions & Support, Inc. (IS&S, ISD) will complete ThrustSense autothrottle certification of the Beechcraft King Air early next year with additional capability, including Vmca mitigation and hot start protection. Further, the company will add hot start protection and in-trail spacing to the STC for the FAA-certified full regime Pilatus PC-12 autothrottle during the same timeframe. The King Air and PC-12 ThrustSense systems provide Fade-like functionality while providing speed-envelope protection, IS&S said.

For King Air Vmca mitigation, ThrustSense continually monitors multiple engine parameters and will detect the loss of an engine and then computes the amount of rudder authority loss due to the reduction of airflow over the rudder. It uses this to calculate the reduction in thrust from the remaining engine to prevent excessive yaw.

Real-time yaw monitoring provides additional safety in engine-out conditions. Hot start protection on the King Air and PC-12 warn the pilot of an impending hot start, allowing the pilot to close the fuel cut off lever to protect the engine. In-trail spacing will be available on the IS&S PC-12 4D NexGen Flight Deck equipped with ThrustSense, enabling the pilot to automatically follow an airplane along its track at a constant speed/distance as requested by ATC.

The IS&S ThrustSense autothrottle is offered as a $68,000 standalone installation integrated with the company’s integrated standby unit (ISU) for the King Air at a cost of either $325,000 or $225,000 with one or its two of its 4D NexGen flight decks, respectively. IS&S is demonstrating these 4D systems in its booth this week at NBAA 2018.

According to IS&S, the integrated autothrottle is the first full-regime system certified for the King Air. From takeoff to landing phases of flight, including go-around, it allows the pilot to automatically control engine power settings and automatically computes and controls power levels to reduce pilot workload.

ThrustSense computes thrust, holds selected speed/torque, and implements appropriate limit protection. When engaged by the pilot, the autothrottle system adjusts the throttles automatically to achieve and hold the selected airspeed guarded by a torque/temperature limit mode.

Protection modes will automatically activate, regardless of autopilot engagement state in an attempt to keep airspeed, torque, and temperature from exceeding pre-defined targets. During engine out, ThrustSense automatically adjusts the power of the remaining engine below Vmc, mitigating adverse yaw and allowing the aircraft to safely accelerate under full control. The use of the autothrottle ensures stabilized approaches by controlling speeds in the descent, preventing the airplane from getting too slow or too fast and protecting against overtorque and overtemp.

The ThrustSense control panel executes software to control the autothrottle actuator and is available in different sizes for various cockpit configurations. The thrust computer in the control panel computes and controls torque during all flight phases including climb. If the pilot manually adjusts the power lever and approaches torque or temperature limits, the autothrottle will warn the pilot. The control panel features a high-resolution LCD display with full LED backlighting for improved reliability. ThrustSense can be installed with minimum modifications to the existing flight deck and no structural modifications to existing throttle quadrants.

Intelsat and Satcom Direct launch satcom by-the-hour

by Matt Huber

For the past five months Satcom Direct has been testing Intelsat’s new FlexExec airborne connectivity service on its Gulfstream GIV. FlexExec runs on Intelsat’s Ku-band satcom network and it offers aircraft owners and operators a new way to pay for satellite communications hardware and services via a pay-by-the-hour program. Unlimited and pay-as-you-go plans will also be available.

Satcom Direct (Booth 250) is the master distributor for FlexExec, which means that it can sign up service providers to deliver satcom services to their own customers. But Satcom Direct is also a service provider offering the FlexExec service to its customers.

“There is a lot of room for improvement in business aviation satcom,” said Mark Rasmussen, Intelsat vice president and general manager, mobility. “This is a perfect time to make a move with a partner like Satcom Direct.”

The FlexExec satellite network is dedicated to business aviation and it doesn’t serve other bandwidth-using markets such as commercial aviation, terrestrial, and maritime customers. “This is the first business aviation network that does that,” he said.

The Intelsat constellation includes six high-throughput satellites launched during the past three years. These are bolstered by another 45 satellites and the combined network provides high throughput where 99 percent of customers operate around the world. The network delivers “enormous amounts of throughput,” he said. “It’s focused not just on speed to the airplane but consistency of service.”

The multiple satellites allow for layering of spot beams in high-traffic regions to ensure consistent service when multiple users occupy the same area. Coverage is global and network speed is up to 10 Mbps. In about one and a half years, that is expected to grow to 25 Mbps. The Intelsat network is also the only SOC-3 (service organization control)-compliant business aviation satcom network, according to Rasmussen. SOC-3 is an auditing system for security and privacy standards.

The airborne hardware for FlexExec is the Astrosat (Booth 214) AeroSat FliteStream T-310 system, which weighs 59 pounds and includes a lightweight steered 12-inch dish antenna that mounts in an empennage radome. The smallest business airplane that can accommodate the T-310 satcom is a super-midsize Bombardier Challenger 300, according to Astrosat.
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New Miami center part of expansive plans for Bombardier customer-support network

by Kerry Lynch

Bombardier is continuing to make major expansions throughout its customer support network to keep in line with its strategy of “bringing its planes back home,” the most recent of which involved the October 3 groundbreaking of a $100 million, 300,000-sq-ft service center at Miami-Opa Locka Executive Airport in Florida.

That center, to be operational in 2020, will double the company’s footprint in Florida and extend its reach in both the U.S. and Latin America.

It also will increase the company’s capabilities in the region covering the gamut of scheduled and unscheduled maintenance, modifications, avionics installations, and aircraft on group support for Bombardier’s Learjet, Challenger, and Global lines. In addition, the facility will have paint capabilities.

Plans call to shift heavy maintenance work and capabilities from its Fort Lauderdale, Florida center, but that base will continue to provide line maintenance.

“By doubling our capacity to support more aircraft and adding new capabilities, our customers will benefit from the peace of mind that comes from our OEM expertise and from reduced aircraft downtime,” said Jean-Christophe Gallagher, vice president and general manager, customer experience.

The newest location is a strategic one for Bombardier because the airport, among the largest general aviation facilities in the region, is home to 60 Bombardier aircraft, Gallagher said.

But as much as it provides capabilities to attract operators to the facility, the space also is important to accommodate aircraft the size of the Global 7500, which takes up 25 percent more space than its fellow Global 6000. Gallagher indicated that Bombardier would trend to larger facilities as the Global 7500 fleet increases.

Nearly all, if not all, of the Bombardier centers can handle the Global 7500 now in terms of hangar space, he added. But the problem is keeping up with an influx of the Global 7500s once deliveries increase. “It’s not a matter of fitting the aircraft, it is a matter that—as so many will enter service—the space will be required,” he said. “We need a lot more square footage to accommodate future demand.”

This will play out as Bombardier continues to increase its network and capabilities, he said, adding, “We will have a high pace of future announcements around the world.”

**Worldwide Network Expansion**

As the Bombardier fleet has grown to 4,800 aircraft worldwide, the company has invested heavily in recent years, growing its service center network to nine facilities. New locations have come online such as Tianjin, China, and London Biggin Hill. And, six months after adding the London facility, Bombardier announced plans to double capacity there because demand was so great.

In existing facilities, upgrades have been involved in 5,000 missions.

In addition, the company has stationed a Learjet 45 near Chicago, a location that allows the aircraft to dispatch to bring parts to aircraft around the U.S. It is also in the process of adding a Challenger 300 in Europe, a longer-range aircraft so it can cover a broader territory from North Africa to Russia. The service will come online this fall, and Bombardier is still weighing where it will base the aircraft. However, Gallagher noted that it likely would be somewhere near the company’s parts depot in Frankfurt, Germany.

Capabilities and new product offers have further been a part of the strategy to support the in-service fleet such as Ka-Band satcom retrofits and enhanced cabin refurbishment offerings. One new offering to become available in 2019 will be the retrofit of the Rockwell Collins Fusion touchscreen cockpit in the Challenger 604.

The company continues to beef up its Smart Parts program, adding new options, such as offering landing gear coverage for the first time. And, to provide more comprehensive tip-to-tail services, it is adding light Challenger Honeywell HTF engine inspection capabilities.

With the Global 7500 set to enter the market, Bombardier also is looking to the “next frontier” in maintenance, he said. That includes using the connected aircraft for real-time maintenance capabilities. While many of Bombardier’s models have this capability at some level, Gallagher said, “The 7500 comes in with much greater capabilities in terms of connecting that aircraft back to Bombardier. In support, this will have amazingly positive repercussions. We will be able to understand more rapidly and be able to react more rapidly.”

The Global 7500, he added, will have more holistic reporting. “It can connect in ways we have yet to communicate,” he said, calling the aircraft a pioneer on this front.

Bombardier’s new Miami center will double its customer services footprint in Florida.
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BOOTH 3015
Secure 100GB. Pay for only 25. Ask us how.
The call came in the previous evening, and Textron Aviation’s rCall product support team leaped into action. A Citation 560 customer had an oil leak that would prevent an upcoming trip, and the mobile service unit (MSU) technicians at the customer’s location needed some O-rings to fix the leak.

At Textron Aviation’s Wichita, Kansas headquarters where the rCall team makes its home, the parts were quickly put into a box along with some other supplies and parts that this particular MSU needed for restocking its truck. The rCall team then mobilized a flight crew for the next morning’s aerial response team (ART) flight from Wichita to Springfield, Missouri, where the MSU team is based and where the leaking 560 was located.

This reporter joined the ART flight to witness a rCall AOG and to see how the system helps Textron Aviation customers stay in the air.

At 8:30 a.m., the parts were ready, the ART Hawker 800XP was fueled and preflighted, and pilots Mark Mohler and Bert Hutchison were on the flight deck starting up the engines. It was a 36-minute flight to Springfield-Branson Airport, where MSU technicians Jonathan King and David Slaggs were standing by. Driving the parts would have taken about five hours.

The job took about an hour for the fix and then another hour for the engine run and paperwork, finishing in plenty of time for the customer’s next flight, and another win for rCall helping keep the airplane availability at the maximum.

Each MSU truck is loaded with tools and parts and staffed by two technicians, one an A&P mechanic and the other an avionics specialist (but usually also an A&P). Both work on all aspects of the aircraft, and they back each other up by inspecting each others’ work. When they aren’t fixing AOGs, they can also help their nearby operators with supplemental maintenance services, such as phase checks, engine swaps, and other jobs. This saves the owner from having to fly the airplane to a service center.

“We have lots of local customers,” said King, “and 12 airplanes that we work on regularly.”

The rCall teams back up the MSU technicians, helping with troubleshooting problems and expediting parts deliveries. “We lean on them a lot,” he said.

A recent example of another save by King and Slaggs was a flap problem on a Citation 560. It turned out to be a bad current limiter, and they were able to get the part, replace it, and rewire the flaps in time for the jet’s next scheduled flight. “The customer made the departure without disruption,” King said.

Rapid Service

The ART airplanes and the MSU teams demonstrate the benefits of rapid deployment for solving AOGs. It isn’t just a matter of flying parts to where an MSU team is located. Often the location is remote and not served by MSU technicians, so the ART Hawkers can deliver parts and technicians for quick problem resolution.

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New tax laws mean confusion to some, opportunity for others

The recent modifications to the tax code under the Tax Cuts and Jobs Act (TCJA) represent the most significant modifications in more than three decades, according to the experts at the Advocate Consulting Legal Group (Booth 3272). While the bill was introduced as an effort to simplify the tax code, it has presented many complex questions and uncertainties, along with tax opportunities for businesses to invest in general aviation aircraft.

One of the more substantial pieces of the legislation involves allowing 100 percent bonus depreciation for qualifying new and preowned aircraft, those placed in service after Sept. 27, 2017. While bonus depreciation in the past was limited, it was expanded under the TCJA, and Section 179 expensing was enhanced to allow additional first-year write-offs for equipment and parts placed into service, according to the Florida-based aviation tax specialists, who add that the changes could provide great incentive for businesses to add or upgrade the aircraft in their fleet.

Another factor to be considered is the elimination of the 1031 like-kind exchange for tangible personal property, which had been used by some to allow businesses to replace existing aircraft with newer models to avoid depreciation recapture from the sale. Yet the company, whose stated goal is to provide its customers with Aviation TLC (for tax, legal, and compliance) assistance, said the bonus depreciation enhancements and Section 179 can offset that loss.

The reduction in corporate tax rates also has the potential to change the business structuring and planning landscape, particularly in regard to business aviation. It can dictate where the aircraft is placed within the structure, what type of ownership and operational entities are involved, and how expenses are allocated. Advocate Consulting said companies should seek knowledgeable advisors from the start to ensure that the proper structure is created and applied.

With all of the changes involved, the company cautions that it is now more crucial than ever to maintain proper records and compliance habits, since in an IRS case, the burden falls on the tax-payer to produce records that show they meet specifications. Such information would include the amount of the expense, the dates of the departure and return and number of days spent on business during the trip, the destination, and the business reason for travel or nature of the business benefit derived or expected.

Advocate Consulting, which has offices in Tampa and Naples, Florida, has a team of more than 25 attorneys, CPAs, and paralegals to help its clients navigate regulations from the FAA and DoT, federal and state tax issues, liability concerns and aircraft economic issues.
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FlightAware expands ADS-B network and airborne coverage

by Amy Loboda

Flight tracking provider FlightAware (Booth 4959) is here at NBAA 2018 with two big coups. First, the company’s terrestrial ADS-B network expanded 35 percent in the first three quarters of 2018; it now supports more than 19,000 terrestrial sites in nearly 190 countries. The company provides surface coverage at more than 1,000 airports and 2,000 FBOs and it has enabled its ADS-B receivers to capture mode-S weather data, including wind vector (direction and velocity) as well as outside air temperature and pressure. The mode-S update also captures autopilot settings and nav modes. FlightAware executives also announced here at the show that the company is now able to track aircraft anywhere in the world from engine start to shutdown, including taxi coverage. The company is calling its new ground-tracking program Ready-to-Taxi.

“Since most disruption happens while an aircraft is on the ground, there’s tremendous value in having insight into what’s going on before and after takeoff, particularly for our business aviation customers. That is why we designed the Ready-to-Taxi and surface location alert product,” said Daniel Baker, FlightAware founder and CEO.

The idea behind the ground tracking was to eliminate the excessive calls received by FBOs from flight departments, family, and executive staff asking for the status of aircraft, crew, and passengers. It also reduces the crew distraction in the cockpit during critical start-up, taxi and shutdown procedures (no more reams of text messages from the office).

**Global ADS-B Coverage**

The company’s second big announcement involved airborne coverage. Aireon space-based ADS-B wasn’t available to most business aviation operators. That ADS-B network covers the entire globe now, providing once-per-minute position updates, and FlightAware’s Global customers can now get it as part of their plan.

Combining Aireon space-based ADS-B with surface coverage from FlightAware’s sponsored ground network allows participating operators to track their aircraft from the moment the machine powers on at its point of departure to the second it parks at its destination FBO or airport.

“For business aviation operators, this improves operational safety while supporting reliability and optimization,” Baker said. “We have a big team here at our booth to show the product working. Our Global customers can add it on and can start getting alerts, and as soon as they look down at their phones here at NBAA. It’s instant gratification,” he told AIN.

FlightAware is dedicated to complete trackability (with the option to opt out, of course). The company has been providing free ADS-B receivers to ground sites all over the globe in an effort to complete its mission, which Baker says is essentially there. “We’ll provide any FBO that needs it with a free ground station they can just plug in,” he said.

The company is keeping extensive stats on ADS-B equipage in the U.S. data provided to AIN by FlightAware shows that the rate of 2020-compliant ADS-B equipage is ratcheting up, from 41 percent of the turbine and turboprop fleet equipped in November 2017 to 57 percent operating in August 2018. FlightAware breakout data shows, for example, that while 81 percent of flying Beechcraft Super King Air 350s appear to be 2020-compliant, only 27 percent of the flying Bombardier Learjet 31 fleet appears equipped. It seems the older the model, the less likely the aircraft is to be modified with ADS-B. Most of the fleet, however, does appear to be modernizing at an increasing rate. This is in contrast to FAA data showing that only 2,833 Part 121 U.S. scheduled air carrier aircraft and 1,101 international air carriers were equipped with compliant ADS-B Out installations as of September 1.

Jet Aviation lands at NBAA 2018 amid preparations for a Boeing 787-8 interior completion, a project the company announced winning in May. “We believe this will be the first truly VIP 787,” said Matthew Woollaston, vp for completions sales and design. “It’s a balance of exceptional design and innovative technology,” Woollaston noted since 2013 Jet Aviation has “dedicated significant research and development into carbon-fiber aircraft to ensure that we offer customers world-leading expertise, and equipment specifically formulated for the demands of composite airframes.” That includes proprietary technology that enables Jet Aviation to integrate a cabin onto a 787 without modifying the fuselage, avoiding time-consuming and costly repairs, the company said.

Woollaston reported seeing “a growing focus on the very latest generation of aircraft such as the new Boeing BBJ Max and Airbus ACJ reos” among customers. “Clients continue to emphasize their desire for the latest technology in the cabin,” he added. In response, Jet Aviation is creating interior designs “with an added emphasis on future upgrades in mind.”

At its display (Booth 274), full-service provider Jet Aviation is showcasing its spectrum of capabilities, and representatives from each specialty area are on hand to answer questions. “This is a real demonstration of our One Jet philosophy in action,” Woollaston said. “With the recent integration of Hawker Pacific, we now have more than 50 sites across the world, offering MRO, RMU, completions, FBO and flight services and staffing. We are focusing on a global standard of care and customer service, ensuring that as soon as a customer walks into one of our facilities, they are recognized and enjoy the same excellent Jet service, no matter where they are in our network.” Meanwhile, the Swiss company will have “big news in Q4,” Woollaston said: “The opening of our new wide-body hangar in Basel.” Suitable for widebody projects up to the Boeing 747-8, the 94,000-sq-ft hangar also has 54,000 sq ft of new tarmac. J.W.
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As business aviation continues its rebound from the depths of the global economic downturn a decade ago, optimism continues to grow among U.S. FBO operators, as flight activity and fuel utilization increases. According to industry data provider Aviation Research Group/U.S. (Argus), flight activity in 2017 eclipsed the three-million-hour mark for the first time since 2008, and year-over-year rose 5.5 percent over 2016.

That activity has translated to gains at the fuel pump in many places. In the annual FBO Fuel Sales Survey conducted by industry consultancy Aviation Business Strategies Group (ABSG), 53 percent of the service providers who responded said fuel sales increased in 2017 while another nearly 20 percent indicated that their sales were the same as in 2016. The survey also asked about their confidence in the economy. “We were encouraged to see that 73 percent gave the economy a strong thumbs-up,” noted ABSG co-principal John Enticknap. “By comparison, in last year’s survey, 53 percent approved the direction of the economy, and the year before, only 27 percent gave approval.” Based on that endorsement, 93 percent of those FBOs surveyed said they expected either the same or increased fuel sales in 2018.

“As a result of this stability, the needle is moving to a seller’s market, when it comes to the buying of FBOs. “The market for selling is good; however, the number of transactions remains low by historical metrics,” explained Dennis. “The transactions that are closing are skewed toward higher valuations.” While the FBO chains continue look for opportunities among the top-tier airports, the most recent round of major consolidation, which was capped off by Signature Flight Support’s acquisition of Landmark Aviation, has made that more difficult. “As we look back over the time since the turn of the century, we have seen a progressive reduction in the number of FBO consolidation opportunities,” said Dennis, adding that since 1980, the 10,000 FBOs in the U.S. have decreased by two-thirds. “This is not to say that we won’t see continued consolidation. It just means that transaction values will increase, and there will be fewer of them.”

Douglas Wilson, president of FBO industry advisor FBO Partners, noted that most of the top 200 airports in the U.S. have only one or two service providers, and those locations are now mainly owned by the chains. As an example, four of the FBOs that made up the top 5 percent in this year’s FBO Survey were acquired by chains over the past few years. “You’ve got a significant number of players now out there in the field trying to acquire FBOs, all hunting for the same thing,” Wilson told AIN. In addition to the long-established chains such as Signature, Atlantic, Jet Aviation, and Million Air, there are also new names, such as Ross Aviation, Hawthorne Global, Lynx, and the latest, Modern Aviation—launched just this February—backed by private equity money, and looking to grow networks of their own.

Among European airports, Paris’s Le Bourget remains the busiest business aviation airport, recording nearly 26,000 departures in 2017, while London Biggin Hill saw the largest growth last year at more than 16 percent, according to statistics provided by industry data provider WingX Advance.

“On the international scene, growth is accelerating and advancing beyond the U.S. in several key markets in Eastern and Western Europe,” Dennis told AIN. “Very few operations are being sold internationally, as the most successful operators are increasing their investments in their operations, preparing for increased growth.” Against this backdrop, we present the top locations in our annual FBO survey, as selected by AIN’s readers.

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provide that service, day in and day out. I think that, over the years, we’ve seen that consistent service, whether it’s this facility or other facilities that normally rank pretty high. It’s that consistent good service that really puts you above the rest.”

Da Silva credits his employees with the bulk of the location’s success. “Obviously, the Jet Aviation brand has a lot of weight to it, but at the end of the day, it’s our frontline employees that really make us stand out from our competition,” he told AIN, adding the average staff tenure at the FBO is nearly two decades.

4.71 Pentastar Aviation
Oakland County Airport (PTK), Pontiac, Mich.

While Detroit-area Oakland County Airport is a competitive market for general aviation handling with no fewer than six FBOs, Pentastar Aviation, third highest scoring facility in this year’s AIN FBO Survey, continues to soar. The one-stop facility has come a long way from its roots as the flight department for auto manufacturer Chrysler and offers expanded FBO services, maintenance (Class 4 Part 145 repair station with avionics shop) and detailing, interiors and completions, aircraft charter and management, advisory service and sales from its 22,320-sq-ft leasehold. The main 5,000-sq-ft terminal offers a passenger lounge with refreshment bar, and a crew lounge with massage chairs, snooze room, and shower facilities. Pentastar, which is open 24/7 with on-duty maintenance staff and CSRs, is likely the only FBO in the U.S. with its own jetway. Part of the Star Gate terminal, a separate 10,000-sq-ft structure with a baggage carousel, it is used to handle jetliners and aircraft carrying clientele who desire discretion, such as visiting sports teams, entertainers, and dignitaries.

4.70 Lynx FBO Destin
(Formerly Destin Jet), Destin Executive Airport (DTS), Destin, Florida

Lynx FBO Destin (formerly Destin Jet) in the Florida panhandle rocketed to a top-five U.S. FBO position this year, up more than 20 places from last year’s survey. The facility received its highest marks in the facilities category—at 4.78, it tied for the fourth-highest score in this category. According to Lynx FBO Destin president and partner Chad Farischon, the Destin facility—the sole service provider at Destin Executive Airport—offers a spacious lobby, two large pilot’s lounges, two executive conference rooms, showers, six 4,000-sq-ft hangars, and large ramp space. Amenities include a coffee bar, café, popcorn machines, freshly baked cookies, and four crew cars.

“We are continuing our investment in people, equipment, and facilities and are planning a renovation of the south location,” said Farischon. “The newly renovated facility will provide a larger and well-appointed space for customers and better usage of our largest and most convenient ramp.” The FBO is also considering plans to develop a larger hangar that can accommodate ultra-long-range business jets, he added.

4.70 XJet
Centennial Airport (APA), Denver, Colorado

A fixture among the highly rated service providers in AIN’s annual FBO survey since it opened more than a decade ago, XJet’s first location, at Denver’s Centennial Airport, received its highest score this year for its customer service representatives (4.76). “We believe it’s all about services, not commodity and just jet fuel. There’s a lot more wrapped into this, and I think FBOs are realizing that,” said company founder and CEO Josh Stewart. The facility delivers what it describes as “seven-star” service to those customers, which for XJet’s club-based business model, is a mix of members and the customary transient aircraft. As a result, the company is constantly adding new amenities. Fledging chain Modern Aviation acquired XJet last month.

4.69 Fargo Jet Center
Hector Int’l Airport (FAR), Fargo, North Dakota

Last year was a good one for Fargo Jet Center, the lone FBO at North Dakota’s Hector International Airport. GA fuel sales were up by 9 percent, surpassing what Darren Hall, the company’s vice president of sales, described as pre-economic-downturn levels. Since the opening of a new customs facility several years ago, international tech stops have become a large area of business for the company.
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Bombardier looking back

JANUARY
While Bombardier remained on track to certify and deliver the first Global 7000s later this year, recent comments from company executives portrayed a clouded future for its truncated, longer-legged sibling—the Global 8000. During an investor day in December, Bombardier Business Aircraft president David Coleal said the Global 8000 accounts for “a very, very small percentage of our backlog,” and avoided any kind of concrete schedule for the new jet, saying the Canadian aircraft manufacturer will “determine the right schedule for the 8000, probably sometime after” the Global 7000 enters service.

Bombardier’s fifth Global 7000 (FTV5) competed its first flight, rounding out the full complement of flight-test vehicles for the program.

MAY
Bombardier rolled out two new members of the Global family—the 5500 and 6500—before EBACE 2018. The newest models, to join the Global 5000 and 6000 models on the production lines rather than supplanting them, will be powered by new 15,125-pound-thrust Rolls-Royce Pearl engines.

The new Globals incorporate new features such as wings with a re-profiled trailing edge for better aerodynamics and high-speed performance but employ the same leading edge slats, flaps, and spoilers.

The combination of the new engine and redesigned wing produce faster models with a top speed of Mach 0.90, compared with Mach 0.89 on the Global 5000 and 6000. These changes further boost range of the Global 5500 to 7,700 nm (500 nm more than the 5000), and the Global 6500 to 6,600 nm (600 nm more than the 6000).

The new Globals are scheduled to enter service in late 2019.

At the same time, the Canada-based aircraft manufacturer rebranded its Global 7000 the Global 7500. The name signifies its recently confirmed longer range of 7,700 nm and falls in line with the nomenclature of the newest members of the Global family, the Global 5500 and the 6500.

Bombardier received a letter of intent (LOI) from Hong Kong’s HK Bellawings Jet for the sale of up to 18 ultra-long-range Global 6500s and 7500s worth a total of $1.136 billion at list prices. The LOI represents a firm order for eight (four each for the 6500 and 7500) and 10 options (six 6500s and four 7500s).

JULY
Bombardier’s super-midsize Challenger 350 received steep approach certification from Transport Canada. The approval opens “countless” airports to the aircraft, said the Canadian OEM, including London City Airport (LCY), with its steep 5.5-degree approach angle and short runway.

Bombardier announced plans to open a showroom and regional office in New York City later this year. The 14,000-sq-ft space in the heart of Manhattan will feature a showroom where customers will be able to meet with the airframer’s interior designers to review materials, color palettes, and other options to customize their aircraft.

FEBRUARY
The Challenger family recorded two notable delivery milestones in the second half of 2017, the company reported. The super-midsize Challenger 350 surpassed 200 deliveries, and the more recently introduced large-cabin Challenger 650 passed the 50-delivery mark.

Bombardier also unveiled a new Premier cabin interior for its Global 5000 and 6000. The changes borrow extensively from the 7000’s cabin design—part of the company’s effort to create a common look across the Global family.

APRIL
Bombardier is boosting the range of its flagship Global 7000 jet by 300 nm, positioning the four-zone business jet to claim the long-range title at 7,700 nm, the company announced just before ABACE. In addition to proving out the longer-range capabilities, the flight-test program also is demonstrating speed, last year skewing the sound barrier at Mach 0.995.

Bombardier expected the aircraft to enter service later this year, Bombardier said.

With more than 2,400 hours logged to date, flight testing of Bombardier’s Global 7500 is complete, company president and CEO Alain Bellemare told financial analysts. Certification and entry-into-service of the new 7,700-nm business jet are “on track” and expected by year-end, he said. It is not clear how many 7500s will be delivered this year, but the company estimates that 15 to 20 will be handed over to customers in 2019.

JUNE
Production Global 7500s have started arriving at Bombardier Aerospace’s Montreal facilities for completions, in anticipation of the aircraft’s service entry later this year. Meanwhile, workers at Bombardier’s completions center of excellence in Dorval, Quebec, have been building and assembling complete interior sets for the new Global, including kitchens, stateroom beds, dining furniture, and Nuage seats, since last year.

AUGUST
Bombardier Aerospace now has two flight-test vehicles (FTVs) engaged in “active testing” for its Global 5500/6500 program, the company announced. The flight-test aircraft—a Global 6500 FTV unveiled in May at EBACE and another representing the Global 5500—are based at the Bombardier Flight Test Center in Wichita. The program is progressing “on track” toward certification and service entry later next year, Bombardier said.

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Gulfstream completes buy of G500/G600 nacelle line

by Kerry Lynch

Gulfstream Aerospace has completed its acquisition of the Nordam nacelle line for the G500 and G600, ensuring a consistent production flow for its new aircraft lines and clearing the way for Nordam to exit Chapter 11 bankruptcy protection.

The companies, which announced the finalization earlier in October, reached agreement for the proposed acquisition after Nordam suspended production of the nacelle line in early July, citing “an impasse” with Pratt & Whitney Canada.

The engine maker produces the PW800 variants powering the G500 and G600 and was the original contractor for the nacelles. That original contract, signed in 2010, had called for Nordam to “design, engineer, develop, and manufacture inlet, nacelle, thrust reverser, and other components and to combine them with Pratt & Whitney Canada’s PW814 and PW815 engines in arriving at PW800 variants powering the G500 and G600,” according to Nordam.

But, Nordam CEO Meredith Madden said the two companies were not successful in resolving a contract dispute, leading the Tulsa, Oklahoma manufacturer to halt the line. “We are doing what is necessary to remain financially secure, serve our customers, and protect [our] reputation,” Madden had added.

Resolving Challenges

A P&WC spokesman responded, “Pratt & Whitney has worked diligently for more than a year with our contracted supplier Nordam to resolve their challenges on the PW800 nacelle program. Our objectives have been to minimize the impact on the Gulfstream program and assist our supplier.”

Later in July, Nordam filed for Chapter 11 bankruptcy protection. Gulfstream subsequently stepped in, reaching agreements with Nordam to take over the program under an interim financing deal and follow with the outright purchase of the program. Nordam had asked for quick court approval, citing an “urgent need to restart this critical aspect of [Gulfstream’s] supply chain.”

The U.S. Bankruptcy Court for Delaware approved, agreeing the interim arrangement in early September and enabling the restart of production under Gulfstream’s purview. The court followed with final approval for the sale on September 26.

While terms of the acquisition were not disclosed, court documents specified that under the agreement Gulfstream would have “full management authority over the program, and, to the extent that [Gulfstream] elects, all shared assets and services used by Nordam both in the program and in other non-program operations,” such as personnel and equipment associated with the program, according to court documents. In exchange, Gulfstream would assume $18 million of “third-party vendor and contract counter-party liabilities.”

“Suspending a customer’s program and impacting them, their customers, our stakeholders and supplier/partners is not something that should ever happen,” Madden said after reaching the agreement with Gulfstream. “This solution that we were able to quickly reach with Gulfstream will reduce the impact of the temporary suspension and allow all program activities to resume... This settlement agreement is the best outcome for everyone involved. Gulfstream gets to build its business jets; it allows Nordam to continue under our family’s ownership and leadership; it secures our stakeholders’ and company’s future; and allows us to pay all of our suppliers, continuing our strong relationships with them.”

Manufacturing is remaining at Nordam’s facilities in Tulsa, and Madden said 117 workers have been assigned to the program. “Gulfstream is a great customer for Nordam,” Madden said. “Their decision to own and manage this work here at Nordam’s Nacelle & Thrust Reverser Systems facility shows confidence in our stakeholders and is a testament to our capabilities to produce this FAA-certified nacelle system, which has performed very well after more than 6,000 hours of flight tests.”

Pointing to Gulfstream’s 60-year production experience, Gulfstream president Mark Burns added, “The manufacturing of this component is firmly in our wheelhouse, especially since we also manufacture the wings and empennage for these aircraft.”

The restart was particularly critical for Gulfstream, which began deliveries of its ultra-long-range G500 in late September and is closing in on certification for the G600.

As for Nordam, Madden reiterated that the primary issue leading to the Chapter 11 filing was the nacelle production. “Now that this agreement with Gulfstream is in place, that issue goes away. We see blue skies ahead as we aim to exit Chapter 11 by the end of the year.■

Traxxall signs on Jet Linx as client

Traxxall (Booth 3613) has brought on Jet Linx as a client using its maintenance and tracking inventory management modules across all of the Jet Linx locations. The business aircraft sales, charter, and management company’s full adoption of Traxxall’s system began in July when Jet Linx migrated its fleet to the maintenance tracking system. Real-time data transfer and its associated benefits also served as primary drivers for Jet Linx’s decision to use Traxxall as a reporting tool.

“We have been very pleased with Traxxall’s performance and the enrollment of our fleet has gone smoothly,” said Jet Linx president and CEO Jamie Walker. “Maintenance tracking was the last part of our business that lacked real-time reporting.”

Through integration with Jet Linx systems that include the AircDirect flight operations system (FOS) and continuing analysis and surveillance system (CASS), Traxxall is able to provide refined data surrounding the company’s maintenance operations. “The owners of our managed aircraft also enjoy the peace of mind of knowing that Traxxall protects the resale value of their assets by generating detailed reports that prove that an aircraft has been maintained in accordance with best practices,” said Walker.

Additional advanced integration of CASS is in process and Traxxall expects to continue developing support products. “Tracking maintenance and managing inventory for a fleet and operations of this size requires a robust product, expert support, and a results-oriented company culture,” noted Traxxall president Mark Steinbeck. “We have successfully demonstrated these capabilities and look forward to working with the Jet Linx team to develop additional reporting packages, new modules, and tailored dashboards, all of which contribute directly to the optimization of Jet Linx’s operations.”

A.R.
Global fuel provider Avfuel has experienced what it describes as a banner first half in 2018. The company added 90 contract fuel locations, bringing it to more than 3,000 worldwide and 18 new branded FBOs, with its network totaling in excess of 650 facilities, in the first six months of the year. As a result of that growth, the company has added several sales representatives. “It’s crucial to match the growth of our company with the growth of our customers,” said Joel Hirst, vice president of sales for the Ann Arbor, Michigan-based company. “Our customers choose Avfuel because of our operational solutions and personalized approach to support.”

To further that support, the company has launched an updated blog on its website, with a new modern interface to better connect with customers and facilitate the sharing of industry best practices. The Avclub, as it is known, is open to all who wish to keep up on aviation topics from Avfuel network news to useful tips and advice for FBOs and flight departments, alike.

“We have an extensive amount of experts on a multitude of subjects in house at Avfuel headquarters,” said Marci Ammerman, the company’s vice president of marketing. “We feel it’s our responsibility to share their knowledge to help facilitate best practices throughout the industry and also have a little av-fun while doing it.” Avclub subscribers will receive periodic updates on new blog postings to help them stay up to date on industry hot topics. In the few weeks since the blog’s introduction, it has already reached triple digits in subscribers, and to accelerate that pace, the company is offering Avtrip and Avfuel Network Rewards members 500 bonus points just for subscribing.

Through its online Avfuel Training System (ATS), the company features not only subscriber-based FAA-approved Part 139 line fuel service and supervisory fuel service training courses but also free fuel-safety lessons to help the industry address some recent fuel contamination issues. Both the subscription course and free fuel-safety program include training topics to help avoid such incidents, including an extensive course on the proper usage, labeling, storage, and handling of aviation fuels and additives, as well as additional comprehensive training focused specifically on fuel system icing inhibitors as well as their storage and handling.

“As a leading fuel supplier with a 30-plus-year veteran team of in-house safety experts, we have a very real responsibility to share all the safety knowledge at our disposal to help combat industry-wide concerns,” said Buffey Muth, Avfuel’s marketing manager. “This system allows us to more easily share that knowledge and more effectively strengthen our partners’ fuel safety training programs.”

Through the first half of the year, Avfuel saw growth in both its branded FBO network and its global contract fueling locations.
Flight Safety Foundation adds proactive initiatives
by Gordon Gilbert

Flight Safety Foundation programs have always offered a lot for business aviation, and nowhere are these offerings highlighted more than at NBAA-BACE. This year is no exception. The Foundation continues taking the study of risk data and making it useful to business aviation professionals who are managing real-time operations.

For example, the FSF is pushing the industry toward more collaborative data-sharing arrangements and making risk-mitigation plans more effective. “Our Global Safety Information Project [GSIP] has produced a series of toolkits [available on our website] to describe current best practices and some that may be on the horizon,” officials told AIN. The first phase of the foundation’s GSIP, which ran for three years, was completed last fall and focused on how stakeholders in the Pan America and Asia-Pacific regions are using aviation safety data.

This year, efforts have focused on a new safety performance survey, which asks operators to share how and what they measure for safety across broad high-risk accident categories, and anything else they measure to manage the success of their efforts against safety performance objectives and targets. “Once the survey closes later this year, we will analyze the results and begin work on a Safety Performance Monitoring Handbook, which will provide guidance and best practices for safety performance monitoring as detailed in ICAO Annex 19, Safety Management.”

Meanwhile, the Foundation completed a “go-around decision making and execution project,” and a final report was published in March 2017. Since then “we have been working with [analytical firm] Presage Group to spread the word about the recommendations through workshops and other venues.”

Students Now Have Access
The Foundation recently restructured its Academic membership category to better serve students interested in aviation careers. Previously, membership benefits in the Academic category applied only to faculty, but under the revised structure, membership benefits will be extended to students at member schools and training organizations. Now, students and faculty will have instant access to key safety articles, Foundation news, seminar proceedings, and projects that will be useful to them in their academic teachings and studies.

“Flight Safety Foundation is committed to inspiring and educating the next generation of aviation professionals,” said Jon Beatty, president and CEO of the Foundation. “With our newly enhanced Academic membership, we can provide access to a breadth of aviation information, safety guidelines, and tools and resources. This not only prepares students for a career in aviation, but it also allows them to connect and network with other industry professionals.”

Since last October, the Foundation has added 25 new member companies, and three organizations—Aer Lingus, GE Aviation, and Pulsar Informatics—have upgraded their memberships to Benefactor status. Eighty individuals also have joined as members. In the past 12 months, four new members have been elected to the board of governors: Holger Paulmann, CEO of Santiago, Chile-based SKY Airline; Marco Tulio Grassi, v-p, engineering/product integrity, Embraer; Peggy Gilligan, FAA associate administrator for aviation safety (retired); and Cesar V. Arroyo, deputy supply chain director, UN World Food Program.
Nextant sees progress in remanufacturing programs

by Curt Epstein

Aircraft remanufacturer Nextant Aerospace is seeing progress with its newest program, the 604XT, and expects to bring the remanufactured Challenger 604 to market by year-end, company vice president of sales and marketing Randy Znamenak said on Monday at NBAA 2018. The large-cabin jet program, which Nextant launched last year in cooperation with Bombardier and Rockwell Collins, has completed its flight-test program and type inspection authorization, he said.

Rockwell Collins received its technical standard order authorization for the Pro Line Fusion flight deck upgrade just last week, with STC approval expected shortly. “The flight testing for the STC went even better than we had hoped,” said Nextant 604XT program director Steve Bruce. “We’re excited to be through that phase and ready to launch.”

The first Challenger 604 airframe will be inducted later this month and enter service by year-end. Nextant reports it currently has a backlog through the second quarter of next year. With double-digit sales, Znamenak noted Nextant is examining ways to increase its capacity to meet the demand.

As with all of Nextant’s remanufactured aircraft the 604XT package will be available either as an a la carte upgrade of the customer’s existing aircraft or as an entire turnkey remanufactured aircraft. The company is also offering a Safe Flight AutoPower option, which is fully integrated with the 604XT Fusion flight deck to deliver synchronized flight plan, “take-off-to-touchdown,” power management.

An aerodynamic enhancement feasibility study is currently under way, with the goal of increasing the service ceiling of the aircraft to 45,000 feet and adding an additional 500 nm of range. The company recently entered the second phase of the program, which includes a new lightweight cabin interior shell that can accommodate a variety of configurations.

Meanwhile, the company is currently working on the 75th airframe of the first member of the Nextant family, the 400XTi, at its Cleveland, Ohio facility. It features a Rockwell Collins Pro Line 21 four-screen cockpit, as well as new Williams International FJ44-2AP engines and a host of other improvements.

On Monday at NBAA 2018, Nextant unveiled another variant, the 400XTe, a step-down version of the aircraft with a three-screen Pro Line avionics suite based on the company’s U.S. Air Force T1-A modernization contract configuration. Lastly, the G90XT rebuild of the King Air G90 is receiving a great amount of interest from high performance, single-engine aircraft owners looking to move up to turbine capability, according to James Clifford, the company’s director of new product development. The aircraft, which features a pair of new GE Aviation H75 engines, turning Hartzell props with auto-feathering, and an enhanced Garmin G1000 avionics system, is the first cabin-class turboprop twin to have an electronic, single-lever power control.

The company hopes to begin deliveries of G90XTs in the first quarter. “We’re ready to rock and roll right now,” said Clifford.

All three aircraft are on exhibit this week at the company’s NBAA static display (SD47).

Gulfstream G650 set for steep approach

Gulfstream Aerospace’s G650/650ER has demonstrated its ability to perform steep approaches at airports such as London City, and operational approval is expected by year-end, the company announced on Monday at NBAA 2018. The anticipated approval will require a software upgrade for the avionics and flight controls, and release of the updated software “is imminent,” said Colin Miller, Gulfstream’s v-p of flight operations.

Aircraft that operate at London City require steep-approach certification and operational validation because of the airport’s short runway (4,327 feet) and Central London’s stringent noise abatement rules that require the capability to perform a 5.5-degree approach, in addition to short-field capability. A G650 flew several takeoffs and landings last month as part of the London City Airport Operations and Control Department’s evaluation of its steep-approach capabilities.

The Savannah, Georgia airframer (Booth 256, Static SD41) also announced in Orlando its G650 family has now achieved more than 75 city-pair records. Recent adds to the list include Keflavik, Iceland, to Foz do Iguaçu, Brazil, in 11 hours and 46 minutes at an average speed of Mach 0.90; Beijing to Paris in nine hours and 18 minutes at an average speed of Mach 0.90; and Tel Aviv, Israel, to Kiev, Ukraine, in two and 41 minutes at an average speed of Mach 0.90.

Garmin, FltPlan integrate flight planning

Garmin International, which acquired FltPlan in August, has begun the initial integration of its Garmin Pilot app and the FltPlan web portal, saying the companies have made rapid progress in merging their portfolios. Under the initial phase, pilots will be able to use FltPlan for pre-flight planning and filing and automatically view that same flight plan within the Trip Planning section Garmin Pilot app on Apple mobile devices.

Customers using the Garmin Pilot app can access both recent and future trips that were created on the FltPlan website. Pilots can wirelessly transfer the flight plans from the app to Garmin avionics. The navigation log on the FltPlan website further can be viewed in Garmin Pilot under the NavLog tab in Trip Planning.

Customers have access to the seamless transition between the FltPlan website and Garmin Pilot app in the U.S., Canada, Mexico, the Caribbean, Central America, Venezuela, and Colombia. Garmin added. This capability, available as NBAA-BACE 2018 kicks off, is the first in a series of enhancements planned as part of the integration of FltPlan and Garmin products.

“We are proud to show early progress and eager to launch this integration between FltPlan and Garmin Pilot,” said Carl Wolf, vice president of aviation marketing and sales. “This announcement symbolizes the beginning of a much anticipated collaboration that merges the most widely used flight planning and filing tool with an industry-leading app.”

The free FltPlan account provides a range of web-based flight planning and management services, including access to weather, airport information, fuel prices, printable navigation logs, and aircraft performance data.
Honeywell moves toward more electric future

by Curt Epstein

With the recent advances in electrical power generation and storage, the promise of air taxi services and longer haul passenger aircraft powered by electricity is moving closer to reality, and one of the companies leading the vanguard is Honeywell Aerospace (Booth 2600) with a series of new generators.

“If you think about having any kind of cargo, or anything more than three passengers, that’s when I think you are going to start getting into to more of a need of hybrid.”

“That will require generators to charge the batteries, and Honeywell is working on compact, high-capacity units. It currently has a 200Kw generator, which weighs under 60 pounds, and a larger version is set to begin testing early next year.”

“We’re developing a megawatt generator, which is about the size of a fire hydrant, and weighs about 270 pounds,” said King.

“That’s a lot of power in a really small package and we’re excited about the types of things that we can do with that.”

While hybrid aircraft, if properly configured, should be able to charge their own batteries in flight, according to King, all-electric aircraft could require consideration not just from agencies such as the FAA, but from city planners as well in terms of demand on infrastructure.

“It takes about the amount of power it would take to power a highrise to recharge one of these electric VTOLs,” she said. “So if you think about landing on a rooftop in Manhattan or someplace, you can’t just use the power of that building you landed on to recharge. If the eVTOL air-taxi business takes off, then certainly the power grids will have to be reevaluated, and that could be part of the decision process for any given city to determine how many they could have operating within their limits.”

When those aircraft might take to the air is a question yet unanswered. “Some folks are a little bit optimistic on the timeline, I’ve heard as early as 2020 to be commercialized and out there flying,” noted King. “I don’t know that that timeframe is achievable in a sort of commercial volume type achievement. I think it’s going to be a little bit farther out, but again I certainly think it’s going to happen.”

King brims with enthusiasm over what the promise of electrification brings to the industry. “It’s really fun to be in aerospace right now, because this is probably the biggest evolution that we’re seeing since the jet engine.”
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Owners of Falcon 900s have a new option for a modern NextGen-capable flight deck: Chicago Jet’s recently approved InSight Display System supplemental type certificate (STC). The company also has developed the Pro-Link dual integrated FMS, which adds NextGen capabilities to Pro Line 4-equipped business jets. Chicago Jet is offering live demos of its 900 five-display InSight flight deck and showing the Pro-Link at Booth 3378.

The Falcon 900 STC, and soon a similar approval for the Falcon 50, is for installation of four Universal Avionics EFI-1040 InSight displays. “We are moving forward with a four-display option at this time in order to get the InSight cockpit upgrade STC approved and available to the operators,” said Chicago Jet president Mike Mitera. A fifth InSight display will soon be certified, to replace the original engine indicating system, and this is operating in the Falcon 900 demonstrator.

The impetus for the Falcon 50/900 upgrade was not only to offer owners a lower-cost new flight deck than is currently available, but also to incorporate NextGen capabilities. These include synthetic vision, according to Chicago Jet, “advanced mapping capability, electronic charts, frequency management, and broadcast weather.” The InSight system can interface with existing components such as attitude and heading sensors, air data computers, radars, traffic systems, radios, and autopilots, and existing TCAS 7.1 and ADS-B systems are not affected by the STC. Included in the upgrade are digital audio control panels, LED glashield lights and overhead panel backlighting, and ATC safety voice approval.

The Pro-Link upgrade includes dual Universal Avionics InSight displays. “Upgrading legacy navigation equipment with Pro-Link NextGen-capable components provides the one compelling argument for owner/operators interested in an 80% to 90% return on avionics upgrades will mean for their aviation investment,” he said.

Chicago Jet’s Falcon 900 InSight upgrade certified
by Matt Thurber

Ultimate Lift is N1’s answer when your aircraft has engine issues

Mesa, Arizona-based N1 (Booth 4781), the maintenance management unit of Directional Aviation, has developed a new program that aims to give clients confidence that they have a backup plan in the event their aircraft is unserviceable due to engine problems. The program, called “Ultimate Lift,” will be part of the company’s Smart Engine Program. Support will come from aircraft from sister company Sentient Jet.

Shortly after announcing Ultimate Lift on Monday at NBAA 2018, company president Bill Metera told AIN it had secured its first customer, JS Ventures, a private charter operator. The contract was signed on Friday, with N1 providing this customer with service and maintenance for a fleet of five aircraft and 11 engines. “With the flexibility and depth of our engine programs, JS Ventures will have complete coverage for their aircraft,” said Steve Ness, N1 director of sales. N1’s unique approach allows customers to sign up for maintenance support without having major checks covered. Metera justified this by saying most business aircraft owners might well never hit a major maintenance event, given the low utilization that is typical.

He described as “excessive fees and coverage” the power-by-the-hour offerings that OEMs persuaded customers to sign up for. “The major overhaul might take $700,000, but if the aircraft is hardly used it could take 50 years to see [that major maintenance event], so why pay for the [additional coverage]?” Metera added that major overhaul coverage could be provided separately and at lower costs, for example, by StandardAero. I.S.
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Vista Global is shaping up as a worldwide bizav power

by Chad Troutveter

VistaJet founder and chairman Thomas Flohr launched Vista Global one month ago as an “investor vehicle” that will “spearhead the consolidation of the fragmented and expanding business aviation market.” Though many in the business aviation industry were initially puzzled by the move, the strategy became somewhat clearer a week later, when Vista Global announced it was acquiring U.S.-based charter firm XOJet for an undisclosed amount.

Vista Global is essentially now the parent of 14-year-old premium charter outfit VistaJet (Both 4114, Static SD52), in addition to two new subsidiaries simultaneously launched alongside the new company—Vista Lease, a business aircraft leasing and financing company, and TechX, an aviation technology firm offering end-to-end solutions for both customers and operators. Once the sale closes, expected later next month, XOJet will also be added to this list.

The launch of Dubai-based Vista Global was backed by Rhône Group, a longstanding supporter of Flohr’s businesses. The financial group invested an additional $200 million to strengthen Vista Global’s balance sheet as it seeks acquisitions.

“Vista Global has been my vision ever since I started VistaJet in 2004. I wanted to create something truly new, something that would industrialize and consolidate the fragmented business aviation market across the entire range of flight service offerings,” said Flohr.

The Name Stays the Same
Part of that consolidation strategy includes buying XOJet’s business aviation fleet and commercial operations. To meet U.S. DOT foreign ownership rule, “XOJet’s regulated air carrier will continue to be independently operated in a joint venture under U.S. control and leadership,” it said. XOJet will also continue to operate under its own name.

According to Vista Global, the acquisition is a “major strategic step forward” that builds on its existing global offering and reinforces its established position in North America. XOJet—which is currently owned by capital investor groups TPG and Mubadala—is the third-largest air charter operator in the U.S., according to the latest data from Argus International. The company’s owned fleet of 43 Bombardier Challenger 300s and Cessna Citation Xs flew 46,759 hours between July 1, 2017, and June 30, 2018, the Argus data shows.

“XOJet will be our value air charter proposition,” Vista Global chief commercial officer Ian Moore told AIN. “It will appeal to those who fly less than 50 hours a year and don’t mind riding in older super-midsize jets.” Meanwhile, VistaJet will continue to be aimed at the premium charter customer who flies 50 to 600 hours per year, offering both guaranteed availability and younger super-midsize and large-cabin jets.

Moore said there are no plans to change XOJet’s fleet composition, which includes Bombardier Challenger 300s and Cessna Citation Xs, despite VistaJet’s history as an all-Bombardier operator (it has a fleet of more than 70 Challenger 350s, 650s, and 850s, as well as Global 5000s and 6000s). “We will keep the Citation Xs at XOJet,” he confirmed. “We always intended to be a multi-OEM operator at some point.”

Worldwide Growth
Moore said the plans are to expand XOJet as a global air charter operator. “XOJet won’t be just limited to the U.S.,” he added.

Meanwhile, Vista Lease will start operations next year, staffed by Flohr and “this team from a former aircraft leasing and trading business.” Moore said the new leasing arm will focus on the super-midsize and large-cabin jet segments, which VistaJet already knows well.

Vista Lease will offer wet leases on the four new Global 7500s that Vista Global has on order, as well as preowned business jets in these categories. Its first 7500 is slated to be delivered in the second half of next year.

According to Moore, Vista Lease is intended to fill the gap above VistaJet’s charter offerings, providing a turnkey solution for aircraft ownership. Thus, Vista Lease will source, buy, and operate business jets for its clients. These aircraft will be used exclusively by the leasing client and won’t be used for charter flights under VistaJet or XOJet, said Moore.

Vista’s TechX division will build on the aircraft and crew scheduling and charter booking software developed internally for VistaJet. TechX already has 50 technology specialists and will create end-to-end services to allow companies to find customers, manage charter bookings, track flights, and plan trips directly with operators on a single platform, Vista Global said.

TechX will now license the software to third-party charter operators. “It will bring a powerful and affordable scheduling and charter booking platform to operators with as few as three or four aircraft,” said Moore. XOJet will also use this software, he added.

TechX is likely where future acquisitions will be concentrated, according to Moore. “We think VistaJet and XOJet will sufficiently cover the on-demand side of the market for us, and we can scale up Vista Lease on our own,” he said. “But there’s a lot of opportunity on the software side, so that’s where we’ll look for acquisitions.”
Universal Avionics adding touch EDCU to InSight suite

by Chad Trautvetter

Universal Avionics (UA, Booth 2268) is offering a new touchscreen model for its InSight Display System’s EFIS Control Display Unit (EDCU). Its InSight display system is designed as an integrated flight deck solution for business aircraft—complete with synthetic vision, electronic charts, radio control, and broadcast weather. InSight can be installed as either forward-fit or retrofit, according to UA.

Dubbed Touch ECDU, the newest offering combines the flight displays, flight management system (FMS), radios, weather, traffic, and terrain into a centralized control device. Pending FAA certification, UA expects the Touch ECDU and its InSight software update to be available by year-end. “Designed for efficiency, the Touch ECDU provides fast, easy access to programming InSight, improving upon the already easy-to-use system,” said UA v-p of sales, marketing, and support Dan Reida.

The ECDU eliminates the need for external panels (that take up cockpit space) by integrating with the primary and multifunction displays, as well as standalone radios. Operators can use the Touch ECDU, cursor control panel, or both for unique and point-and-click system control.

In other news, the company—which was acquired by Elbit Systems in April—will release UniLink software version SCN 31.3 for the UL-80X Communications Management Unit (CMU) by year-end. Combined with the latest FMS software, the UniLink update’s “push to load” capability allows information received from ATC via controller-pilot datalink communications (CPDLC) to be automatically uploaded into the FMS flight plan. It also permits automatic transition between satellite and VHF, reducing pilot workload.

Organizations release joint SMS standard

Five global aerospace organizations early this month jointly released an international standard designed to improve the safety performance and culture of manufacturers and maintainers alike. Publication of “Implementing a Safety Management System for Design, Manufacturing, and Maintenance Providers” follows two years of consultation that involved the General Aviation Manufacturers Association (GAMA), the Aerospace Industries Association of America (AIA), Aerospace Industries Association of Brazil, Aerospace Industries Association of Canada, and AeroSpace and Defence Association Industries of Europe.

Available on the associations’ websites, the standard is designed to help the global supply chain to implement safety management systems that are consistent with ICAO’s Annex 19 “Safety Management” standards and recommended practices, the organizations say. “This standard will allow us to implement key safety measures consistently throughout the industry,” said GAMA president and CEO Pete Bunce. “It will facilitate a more efficient and globalized approach to approvals from aviation authorities around the world.”

“Development of an internationally recognized SMS Standard that is consistent with Annex 19 means that we now have a tool to implement key safety measures in a consistent manner up and down our industry, which results in a more accountable safety system,” agreed AIA v-p for civil aviation David Silver.

The five associations formed a steering committee to implement the standards. K.L
‘Biggin on the bump’ records robust growth

by Ian Sheppard

London Biggin Hill Airport (LBHA, Booth 1075) comes to Orlando full of enthusiasm as the fast-growing gateway to London outlines plans for even further development. With its new hangar close to capacity, it has another planned, along with a new training school and hotel for pilots and engineers. Its helicopter shuttle has proved very successful and it is keen to tell NBAA-goers about how its partner airport at Teterboro, New Jersey, is doing with its heli-link to Manhattan (which started in June); making London-New York more seamless now than at any time since Concorde bowed out in 2003.

Robert Walters, business development manager for LBHA, said the Castle Air helicopters are operating “six to eight times a day” to Battersea Heliport. LBHA owner Regional Airport Ltd is keen to develop a heliport on the east side of the City of London but to date nothing has materialized—only a temporary heliport at the Excel Exhibition Centre adjacent to London City Airport when there are major events being held.

The cost of the Biggin-Battersea shuttle is £2,300 ($3,030) and it takes six minutes, while from London Oxford Airport it costs £2,400 but takes 21 minutes. Battersea Heliport and Oxford Airport are both owned by property tycoons the Reuben Brothers.

“Biggin Hill and Farnborough” are reaping the benefits of business aviation being squeezed out of Luton and other airports by scheduled airline traffic, Walters told AIN. He noted that Farnborough “competes at some levels, but is a very different airport. People have all sorts of reasons for choosing an airport, such as allegiance to an FBO chain.”

It was partly that London saw this “capacity crunch” coming that meant Biggin Hill received support on May 1, 2017 to extend its opening hours. Walters explained how the hours extension prompted Bombardier to come to Biggin Hill, with further traffic growth following as U.S. operators woke up to the possibilities. “The next step will be the GPS approach on Runway 03,” said marketing manager Andy Patsalides. At present only Runway 21 has an ILS, which can restrict operations if the wind favors 03.

LBHA is getting busier, but it is not yet anywhere near its movements limit now that ab initio pattern work by the three training schools on site has been stopped. Such flights go elsewhere for “circuits,” but in the meantime, Biggin Hill in mid-September announced it was looking for a partner to develop a new Light Aviation Centre at the airport.

Walters explained that the airport’s dated tower and terminal building are set to be replaced with a modern building with new tower structure on top. Plans have not been finalized by the architects yet. Much of the local support for the airport, echoed by the Mayor of London (as it is in the London Borough of Bromley), has been down to the promise of new jobs. With the likes of Signature and Bombardier leading the way, Patsalides said around 1,000 jobs have been created. With the new establishment, London Aerospace and Technology College now has its first students and aims to attract 100 in the first year. “Eventually we’ll have 300 to 400 people at the college at any one time,” said Walters. It was possible thanks to £12 million in investment, £6.5 million of which is coming from the Mayor of London.
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P&Wc provides fly-away LRU kits for PW307/308
by Chris Kjelgaard

This summer, Pratt & Whitney Canada began providing fly-away kits of components for 15 to 17 line replaceable units (LRUs) to PW307- and PW308-powered Dassault Falcon operators who are customers for the OEM’s Eagle Service Plan (ESP) Platinum Helpdesk on-condition maintenance service.

Sateeshkumar Kumarasingam, P&W’s v-p customer service, told AIN the kits enable operators of Dassault Falcon 7Xs, 8Xs, and 2000EXs/DXs/LXs to change LRUs without having to order them from P&W, as long as their PW300-family engines are fitted with P&W’s Flight Data Acquisition, Storage, and Transmission (Fast) condition-monitoring boxes. Customers use the kits’ components—the contents of which vary by engine model—to replace installed LRU components when the Fast health-monitoring data indicates certain maintenance issues.

Bjorn Stickling, P&W’s director of digital engine services, said the fly-away kits contain the ignition cable; ignition exciter; igniter; igniter gasket; oil filter; fuel filter; oil check valve piston; oil check valve sleeve; oil chip detector; oil pressure adjustment valve sleeve; and oil pressure adjustment valve.

Stickling said 90 percent of the Falcon 7X, 8X, and 2000EX fleet is currently Fast-equipped. This allows P&W to analyze the performance and engine-health trends of their PW307s and PW308s throughout every phase of flight. “It has made a big difference in how we approach the operators,” he said.

However, after P&W (Booth 3238) started making the Fast service available for Falcons under ESP Platinum plans, it found that 80 percent of all the maintenance their operators were performing remained unscheduled—despite the much greater amounts of engine-condition information operators were receiving from the OEM.

P&W found that “the operators needed interpretation” of condition-trend data to perform maintenance in a timely fashion, said Stickling. “This challenged us to get assistance to operators to do the right maintenance at the right time.” So P&W decided to become more proactive with operators by launching its Platinum Helpdesk.

“We take those trend alerts, we look at the logistics, the reliability of the engine and the mode [of failure] and we call the customer proactively, so the customer takes the right action at the right time,” said Stickling. “We flipped [the situation] on its head,” so that now “only 20 percent” of all PW307/PW308 on-condition maintenance requires “unscheduled interventions.”

P&W has extended its Fast service to the PW306D1 powering the Cessna Citation Latitude. The service is also available for the PW800 series “out of the box,” as well as the PT6A turboprop and turboshift engines that power the Pilatus PC-12, Leonardo AW139, the Beechcraft King Air family and the new TRMs out of the box,” said Stickling. More than 2,500 Fast systems are now in service, and P&W has accumulated more than 1 million hours of full-flight engine data.

In addition to making Fast available for the original bill of material for OEMs, P&W has also designed Fast to be easy to retrofit to aircraft such as King Airs, according to Stickling. Each installation requires less than 50 man-hours.

“We are looking across all of our aircraft platforms powered by P&W engines to determine which ones represent the strongest value proposition in benefits to the operators, so we can prioritize,” he said. “Currently, we are focused on PT6A-powered aircraft and also advancing Fast technologies such as propeller-vibration trend monitoring—currently available for regional airlines—and automated power-assurance check, available for helicopters.”

Avfuel network adds Florida Keys location
by Curt Epstein

Marathon Aviation Associates (Booth 3030), the lone aviation services provider at Florida Keys Marathon International Airport, is the latest to join the Avfuel-branded dealer network. The company operates two FBOs on the field: the newly refurbished Marathon General Aviation, which supplies avgas at the Middle Keys gateway, and Marathon Jet Center, which is currently operating from a temporary facility as it rebuilds from the fury of last fall’s Hurricane Irma. The full-service FBO will finish construction on a 12,000-sq-ft hangar this winter, with a new terminal to follow in the first quarter of 2019.

A prime vacation destination, the Marathon area is poised for a rebound as several additional resorts prepare to reopen soon, following repairs and renovations. U.S. Customs has also returned to operation there, making the location, on the flight path of Victor C44452, a convenient customs stop on the route from Latin America to Florida, without the hassle of Miami traffic.

“Marathon Aviation Associates unlocks access to the Florida Keys for operators in the Avfuel network in addition to serving as a key international gateway,” said Joel Hirst, the Michigan-based fuel provider’s vice president of sales. “This is a major strategic location, and we see a lot of promising opportunity in this partnership.”

Marathon’s east avgas facility is installing two new self-serve units by the end of the month, doubling the fueling capacity for the FBO’s Bahamas aviation traffic. “This is an exciting time for Marathon Aviation Associates,” said company president Martin Hiller. “We look forward to serving our customers with enhanced services and amenities through our partnership with Avfuel and our upcoming developments, making Marathon an ideal choice for their island vacation or mainland stopover.”

Marathon will celebrate its airport’s 75th anniversary on October 20, with a free vintage aircraft fly-in, antique cars, food, music, and vendors.

Lord gets PMA nod for Bell trans boot

Lord Corporation has received FAA parts manufacturer approval (PMA) for its enhanced main driveshaft transmission boot for the Bell 412 HP and 412EP. According to the North Carolina-based company (Booth 545), PMA parts can save more than a third of the cost compared with parts from the OEM.

The transmission boot, which is now available through the company’s website, uses an elastomeric material that provides coupling lubricant resistance. This results in extended part life, which translates to reduced ground time. The elastomer is integrated into the part and protects the driveshaft couplings from dirt, water, oil, and other contaminants. The chemical composition of the elastomer allows it to maintain its mechanical properties with little or no degradation at elevated temperatures, while the part’s metal surface coatings provide increased corrosion protection.

Rodolphe Leroy, manager of global sales, business development, and marketing, said, “With parts in stock and the availability to ship globally, there is minimal downtime for the customer.”

With work underway to rebuild after last year’s damage from Hurricane Irma, Marathon Aviation Associates has announced a partnership with fuel supplier Avfuel.
Introducing the world’s most advanced technology winglet.

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See us at NBAA BACE Booth 800
Viking preps for fire season, updates its water scooper

by Amy Loboda

Canada-based Viking Air Ltd., a subsidiary of Longview Aviation Capital (Booth 3881) is ramping up, readying for renewed demand for its Canadair Aerial Firefighter fleet (CL-215, CL-215T, and CL-415). In 2016, Viking acquired the certificates for all variants of the Canadair CL-215, 215T, and 415 aerial firefighters from Bombardier. In addition to assuming full responsibility for in-service support of the 165 amphibious aircraft in 11 countries, Viking also became the original equipment manufacturer (OEM), with all future design rights. The company also makes the Series 400 Twin Otter and holds the original type certificates for all out-of-production de Havilland aircraft (DHC-1 through DHC-7), providing spare parts manufacturing and product support for these global fleets.

“Wildfires are increasing around the world, and there is a place for water-based scoopers in the firefighting toolbox,” said Robert Mauracher, executive vice president of sales and marketing for Viking and COO of Longview Aviation Asset Management (LAAM). In the U.S., aging tanker-style aircraft have been retired and are being replaced by a mix of helicopters and other turbine tankers, as well as the CL-415 turbine water scoopers, Mauracher told AIN. “Montana-based Bridger Aerospace Group has signed a deal to purchase up to five of the CL-415EAF conversions from the program just entering production by Longview,” he continued.

LAAM launched initial work on the CL-415EAF (Enhanced Aerial Firefighter), a turbine conversion of piston CL-215s, in early September in Calgary, using conversion kits provided by Viking. Eleven CL-215 Series 5 aircraft are slated for upgrades, including two Pratt & Whitney Canada PW 123AF turboprop engines, a new digital avionics suite, six new aircraft structures including winglets and finlets, upgraded power-assist flight controls, a new power distribution system along with complete rewiring of the aircraft, and incorporating 75 service bulletins associated with the original CL-215T conversion kit.

“These 11 aircraft are low-time, freshwater-only airframes in fine shape and are the feed stock for our CL-415EAF program,” said Mauracher. “At NBAA this year we are bringing the message of the added flexibility of our firefighting aircraft and our extensive network of customer support that we can provide to the worldwide market.”

The Viking CL-415EAF conversion program forms part of a staged approach where advancements made with the Longview-converted aircraft will be used as part of the basis for the proposed Viking CL-515 new-production “multi-role” amphibious aerial firefighting aircraft.

Mauracher echoed the words of David Curtis, chairman of Longview Aviation Capital and CEO of Viking, who told attendees at the Abbotsford Aerospace, Defense, and Security Expo recently that the business case for producing a new variant, the CL-515, “is still being put together,” but he suggested an announcement may be forthcoming in the first quarter of 2019.

Why did you choose Avidyne?
I have found the combination of total capabilities and the comparatively low cost makes it a great solution. The continuous improvements are putting the capabilities of the IFD in front of the other options that are out there.

What are your favorite features of the IFD550 and 545?
Weather planning in real time, flight situation awareness, use of Syn Vis, and loading and executing instrument approaches on autopilot are all very straightforward exercises with the IFD550 and 545.

How has the experience made piloting easier?
Being able to do my preflight at the office, file a flight plan on Foreflight® then, once in the cockpit, load all the data to the IFD FMS via WiFi is a huge feature for me. Saves lots of time on the ground and ensures accuracy of input. The auto fill feature for fixes, navaids and airport IDs is awesome too.

Do you recall a specific time when the IFD was most helpful?

Once, when doing a weather divert, having integrated weather options in real time, plus flight pre-planning on the FMS, I found it to be a real workload reducer. Also, I had to fly an LPV to nearly minimums in pretty bad winter weather, and the integration of flying that kind of approach was a really nice asset to have.
Baker Aviation signs new Hot-Stop outlet | by Matt Thurber

Baker Aviation (Booth 1512), master distributor for Hot-Stop L fire-containment kits, has selected Aircraft Specialties to distribute Hot Stop bags for the U.S. market. Aircraft Specialties (Booth 1187) is now the sole U.S. domestic stocking distributor for Hot Stop products, according to Baker.

Earlier this year, Baker Aviation announced that Hot-Stop products, manufactured by Industrial Energy Products, passed burn tests at Aeroblaze Laboratory, which is accredited to the ISO/IEC 17025 and Nadcap NMNT international quality standards. The testing qualified and burn certified the Hot-Stop bag, bag cover, and gloves. In the burn-through test, the bag was subjected to a 2,000-degrees-F flame for 15 minutes. According to Baker, this test “goes above and beyond the burn characteristics of today’s typical Li-ion devices.”

The bag is made of multiple fabric layers surrounding a felt core. The core “has a 3,200-degree-F melting point [and] is sandwiched between two outer layers that have a 2,080-degree-F melting point and are proven to absorb energy and fire while eliminating the escape of toxic smoke, sparks, and flames,” the company explained. There is no need to use water to put out a lithium-ion battery fire when using a Hot-Stop kit. An airtight zipper on the bag prevents any smoke from escaping.

Hot-Stop L bags are available in various sizes, with the largest measuring 27 by 26 inches and capable of holding a defibrillator or large portable computer. The smallest—9.5 by 6 inches—is designed to contain a phone-size device. Baker Aviation will replace for free any bag used to contain a runaway lithium-ion-powered device.

Baker Aviation recommends that aircraft operators equip their aircraft with Hot-Stop kits for containment of lithium-ion battery fires, given the possibility of battery thermal runaway and the many types of lithium-ion batteries that passengers bring aboard in portable devices and also lithium-ion battery-powered onboard equipment such as defibrillators. “As the threat is recognized more every day aboard business jets and airlines around the world, the demand for containment of such unexpected eruptions will continue to grow,” said Ray Goyco, president and CEO at Baker Aviation Maintenance. “All corporate operators should consider having this valuable safety item on board their aircraft,” said Gene Portela, Aircraft Specialties director of sales, “as there is a better chance you will use this product before you ever use the life raft you keep on board, and never think twice.”
Textron Aviation looking back

**OCTOBER 2017**
Textron Aviation was set to deliver Latitude Serial Number 104 in this quarter, a little more than two years after the first Latitudes reached customers’ hands in summer 2015. In that period the manufacturer has created a new billion-dollar business, said president and CEO Scott Ernest.

The Latitude, which incorporates the widest and tallest cabin in the in-service Citation lineup, has eclipsed the M2 as the company’s most delivered product currently in production, he noted, and said the program is building momentum as the fleet continues to grow, particularly on the international front.

**APRIL**
Citing ongoing problems with Safran’s Silvercrest engine, Textron Aviation suspended work on its large-cabin Cessna Citation Hemisphere business jet. Textron chairman and CEO Scott Donnelly said the company is “waiting to see how the engine plays out. And then, based on that, we’ll make our decisions and move forward knowing what the performance of the engine is.”

As late as December 2017, Textron Aviation had reaffirmed its commitment to the troubled Silvercrest program, even though the engine’s only other commercial customer, Dassault Aviation, then had canceled its Falcon 5X program due to continuing development problems with the engine.

**MAY**
Textron Aviation’s joint venture (JV) in China for assembly of its workhorse Cessna Caravan 208 turboprop single is hitting its stride, while the JV for assembly of the Citation XLS+ and market demand for the midsize twinjet lags, Mike Shih, v-p strategy and business development for China, told AIN at ABACE.

The Caravan JV, Cessna-Avic (Shijiazhuang) Aircraft Co., based in Shijiazhuang, has delivered more than 50 Caravan 208s to customers in China since beginning operations in 2013. Meanwhile, Textron’s XLS+ assembly JV, the Cessna-Avic (Zhuhai) Aircraft Co., began deliveries from Zhuhai in late 2014. “The delivery of that particular model has been a little slow in China,” Shih said.

**JUNE**
Textron Aviation confirmed it is ceasing production of the Cessna Citation X+, ending a more-than-21-year manufacturing run for the Mach 0.935 twinjet and its predecessor, the Citation X. Textron had delivered an average of only four Citation X+s annually over the past two years.

**JULY**
Textron Aviation displayed a new full-scale Cessna Denali mockup at EAA AirVenture in Oshkosh, Wisconsin. The mockup of the company’s new turboprop single features a flight deck with functioning Garmin G3X000 avionics, updated interior, and McCauley 105-inch-diameter composite, five-blade, constant-speed propeller.

Textron Aviation is quickly moving toward first wing mate and completion of the Denali prototype airframes as the program nears first flight early next year. Certification is expected in 2020.

Textron Aviation remains hopeful that it can secure certification for its all-new Citation Longitude in the third quarter but believes approval may still be a couple months away as the Wichita airframer works through a vast amount of paperwork that is accompanying new testing requirements, Scott Donnelly, chairman and CEO of Textron, reported during the company’s second-quarter results call.

**AUGUST**
In August the FAA gave Textron Aviation a temporary reprieve from requirements surrounding fuel tank flammability requirements in a partial exemption approval that clears a significant hurdle for certification of the Longitude. The exemption is applicable only through Jan. 31, 2020, and Textron Aviation must submit a compliance plan by October 1.

**NOVEMBER 2017**
Textron Aviation took the wraps off a new utility twin aircraft that will become the largest in its growing in-production turboprop lineup. At the same time, the manufacturer announced its first customer, FedEx Express, with an order for up to 100 in hand. On November 27 FedEx formally signed a contract for 50 cargo variants of the new Cessna SkyCourier 408 and options for up to 50 more. Including options, the order carries a potential value of up to $550 million, based on the $5.5 million list price.

First flight is anticipated in 2019, and plans call for delivery of the aircraft to begin to FedEx in 2020 and continue at a pace of one per month over more than a four-year period for the firm orders.

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Tamarack ramps up installs, adds to its support network

by Kerry Lynch

Fresh off a round of Atlas Active Winglet certifications earlier this year, Sandpoint, Idaho-based Tamarack Aerospace (Booth 1665) has been ramping up installations, filling out its dealer network, adding capacity, and looking to the next applications. At the same time, it has paused one of its programs, for the CJ3, as it brings to market a retrofittable upgrade to that winglet offering.

“It’s been a good year for us,” said Paul Hathaway, v-p of marketing, noting that as of late September the company had accomplished 63 Citation upgrades, and that number was increasing every week.

As such it is touting a new incentive program launched to reward referrals. Tamarack noticed it was receiving inquiries from maintenance shops, aircraft managers, or directors of maintenance who knew of potential aircraft that would benefit from the aircraft, Hathaway said. It also has gotten interest and potential referrals from owners who have already installed the winglets. Under the program Tamarack is offering a $2,000 incentive for referrals that lead to installation.

Expansion Efforts

While providing referral incentives, Tamarack has built up a dealer network, both in the U.S. and internationally. The newest member is Swedish MRO Bromma Air Maintenance, which provides a range of maintenance for piston, turboprop, and jet aircraft, including Citations.

Bromma becomes the fourth authorized center in Tamarack’s European network, joining Signature TechnicAir in Bournemouth, UK; Atlas Air in Bremen, Germany; and Prince Aviation in Belgrade, Serbia. In addition, the international network includes Solojet Aviacao in Brazil. In the U.S., the company expanded its dealer network earlier this year with the additions of Eagle Aviation in Columbia, South Carolina; Western Aircraft in Boise, Idaho; Northeast Air in Portland, Maine, and two Duncan Aviation locations. They joined the three Elliott Aviation locations.

With the ramp-up of installers this year, Hathaway noted, “Folks have been traveling to and from Sandpoint, getting training,” and some of those centers already are “cranking out install after install.”

With the addition of Bromma, Hathaway believes Tamarack has a full complement of authorized dealers, saying the winglet specialist doesn’t want to dilute the market and wants to ensure it can maintain the quality of the process. But he is satisfied that looking at the Citation fleet worldwide, Tamarack has strategically filled out the network.

On top of adding the authorized dealer, the company last summer opened a new hangar next to its own Sandpoint location alongside its existing hangar. This addition will enable the winglet specialist to separate its engineering and flight-test functions from its installation and repair station work. It also helped Tamarack to ramp up to a typical installation time of one week.

The company has a set MSRP for both factory and authorized facility installs—so there is a level playing field—of $199,000 for the CJ through CJ1+ (525 series) and $249,000 for the CJ2 (525A) variants. The company in the spring received FAA and EASA approvals for the CJ2 and CJ2+, following on initial supplemental type certification for the 525 series (including the CJ, CJ1, CJ1+, and M2) granted in December 2016.

While it received 525B (CJ3/3+) approvals in February, Tamarack has temporarily paused that program for a retrofittable upgrade that should be approved and ready in 2019. On certain of the 525 installs, Hathaway said, “We’ve seen some variability compared with our test article.” After conducting analysis, the company pinpointed ways to improve performance.

Hathaway said Tamarack is in active negotiations with “a big OEM of a very popular midsize business jet,” and they are working through the details. Interest remains strong in other potential programs Tamarack has eyed, such as for the Citation Mustang and XLS and Embraer Phenom, but there are a “number of dependencies” involved with those programs that have not yet been ironed out.
Business aviation safety and data specialist Argus International (Booth 2674) is expanding its portfolio of services to provide new documentation and flight-planning offerings. These come in addition to enhancements to its professional development programs with the second-in-command gateway program.

On the documentation front, Argus has teamed with Web Manuals to launch its Prism Document Management System (PDMS) for developing new manual content and revisions.

Prism is Argus’s provider of a range of safety management system, certification, and IS-BAO support services. Web Manuals, meanwhile, provides cloud-based aviation maintenance and manuals tracking.

The new product will link manual content to a range of safety information such as Part 135, IS-BAO, Argus Platinum, IS-BAH, and the IATA Operational Safety Audit (IOSA). In addition, information surrounding specific FARs will be included.

PDMS will be offered for both Part 91 and 135 operators. “Operators will benefit from the expert support of the Prism professionals in the preparation of their company manuals while making it simple and cost-effective to share operational knowledge across their organizations and onto iPad-enabled flight decks,” said Martin Lidgard, founder and CEO of Web Manuals.

Separately, Argus is rolling out the next version of Avmosys, v2.0, providing a fully mobile flight-scheduling app. “With mobile devices projected to drive nearly 82 percent of the world’s total Internet usage in 2018, creating a fully mobile application was an easy decision when it came to the next step in Avmosys’s evolution as a software application,” said Scott Liston, executive v-p of Argus.

Regardless of how used—desktop, tablet or smartphone—Liston added, the app offers a “familiar and fast experience” that will make operators more efficient. The app provides a range of functions, such as trip building and quoting, schedule modification, data management, and on-road flight crew functionality.

Features include a customized user interface, automated management of policies and procedures, customizable flight schedule views, QuikTrip technology to build multi-leg quotes or trips, a report module with a library option, flight crew offline capability, and integration with commonly requested third-party software programs. Avmosys subscribers will have 24/7 support.

Aircraft Belts (Booth 619) can now provide TSO-approved restraints for the King Air 350 and 350i, the company announced. The OEM substitutes are available for the four-point crew and three-point passenger restraints for the approved King Air series. The restraints provided by Aircraft Belts serve as a solution for customers ranging from “the single aircraft owner who needs to refurbish or replace existing aircraft seat belts to the large commercial aircraft manufacturer in need of a low-cost, high-volume engineered solution at the best possible value,” said Steve Meyer, vice president of business development at Aircraft Belts. The restraints are available in colors including gray, tan, and black.

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October 16 – 18, 2018
Booth 1281
Pilatus looking back

FEBRUARY
FlightSafety International started Pilatus PC-24 pilot and maintenance training at its Dallas learning center. The Pilatus PC-24 simulator at the facility was recently approved for training by EASA, following similar qualification by the FAA in December.

Pilatus Business Aircraft formally began deliveries of the PC-24, handing over the first to fractional ownership provider PlaneSense during a February 7 ceremony at Broomfield, Colorado. Pilatus CEO Markus Bucher handed over the keys to the first PC-24, S/N101, to PlaneSense. “We’ve been eagerly working toward this moment since the conception of this innovative new jet a decade ago,” Bucher said.

PlaneSense, which has six of the twinjets on order, is a 22-year Pilatus customer with a fleet of 36 PC-12 turboprop singles in its fleet. The Swiss manufacturer said it plans to deliver 23 PC-24s to customers this year.

MAY
Peter Brabeck-Letmathe, the former chairman and CEO of the Nestlé Group, accepted the keys to PC-24 S/N104 on May 22, marking the fourth customer delivery—and the first in Europe—of the new Pilatus jet. PlaneSense, Pilatus Aircraft dealer Western Aircraft of Boise, Idaho, and Pilatus’s U.S. subsidiary in Broomfield, Colorado, received the other three.

With the first four Pilatus PC-24 light jets already in service, the Swiss manufacturer is on target to deliver 23 to 24 this year, 40 next year, and then 50 per year. “We have a full order book,” Pilatus chairman Oscar Schwenk told AIN at EBACE 2018. Having closed the order book, Pilatus will resume taking orders next year, likely at a price higher than the current $8.9 million, but also with additional features and improvements, Schwenk explained.

JUNE
The Pilatus PC-24 made its first landing on an unpaved runway at the UK’s Woodbridge Airfield, northeast of London. The twinjet is undergoing a program of post-certification tests with special emphasis on unpaved runway operations. The company plans to obtain “rough field” certification in the fourth quarter.

DECEMBER 2017
Swiss manufacturer Pilatus Aircraft received simultaneous approvals for its new PC-24 “super versatile” jet on December 7 from EASA and the FAA, including authorizations for flight into known icing and single-pilot operations. The $8.9 million 10-passenger aircraft is “the first ever Swiss business jet,” said the company.

Portsmouth, New Hampshire-based fractional provider PlaneSense took ceremonial delivery of the first production Pilatus PC-24 at Pilatus’s headquarters in Stans, Switzerland. The aircraft wouldn’t be flown to the U.S. until February to allow time for interior completion and for pilots and maintenance technicians to be trained on the new jet.

PlaneSense’s jet program customers were able to fly aboard the PC-24 following proving flights and addition of the jet type to the company’s Part 91K/135 Ops Specs.

The fractional provider will take delivery of two more PC-24s next year and three more in 2019.

OCTOBER 2017
Pilatus was closing in on certification and first delivery of its new PC-24 “Super Versatile” jet, hoping for both by the end of the year, CEO Marcus Bucher said at the NBAA convention.

As to whether the order book would be reopened beyond the 84 aircraft the company announced at the PC-24 launch at EBACE 2013, Bucher said, “We want to be sure we can deliver to customer expectations first and you’ll definitely hear from us in 2018 as to when exactly the order book will reopen.”

The Swiss manufacturer was estimating delivery of the first customer aircraft to U.S. fractional operator PlaneSense, by the end of December.
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features a 22,500-sq-ft terminal. It earned the highest score (4.78) in this year’s survey in the passenger amenities category. Its passenger lounge, off the main lobby, offers private areas, with computers/tele- phone rooms and a 10-seat A/V-equipped conference room. Among its focal points are a fully restored 1914 Indian motorcycle, and a stand-mounted Rolls-Royce/Snecma Olympus 593 engine that once powered the Concorde. A refreshment bar offers Starbucks coffee and fresh-baked cookies. Fruit-infused water is available in the summer and hot apple cider in the colder months. A 15,500-sq-ft arrivals/departures canopy shelters aircraft from the Texas heat, and the facility has complimentary portable air conditioner carts to swiftly cool down heat-soaked aircraft as they prepare to load passengers for departure. Covered valet parking is also available.

**4.69**

**Skyservice**

**Lester B. Pearson International Airport (YYZ), Toronto, Canada**

The only Canadian service provider to rank in the top 10 percent in this year’s survey and rank in the top 5 percent for the past three years is Skyservice’s Toronto full-service facility, one of four locations operated by the company. Skyservice has been operating at Lester B. Pearson International, the country’s busiest airport, for a quarter century, and its current 12,000-sq-ft terminal was built in 2001. It features spacious passenger and crew lounges; snooze room; three A/V-equipped conference rooms, the largest of which can accommodate 30 people; 24-hour available onsite Canadian Customs; a gym with shower facilities; onsite car rental; flight planning center; courtesy offices with computers; Starbucks coffee bar with fresh baked goods; and a 24-hour courtesy shuttle to any location in the area.

**4.68**

**American Aero**

**Fort Worth Meacham International Airport (FTW), Fort Worth, Texas**

American Aero moved into its new permanent $50 million facility at Fort Worth International/Meacham Field just last year, and the location cracked the top five percent of North American service providers among AIN readers in this year’s survey. The terminal, which occupies 8,600 sq ft in the city’s 75,000-sq-ft aviation department complex, was designed from the ground up by pilots and industry veterans, so it is little surprise that it garnered the second highest score (4.76) in the pilot amenities category this year.

“...we got a lot of feedback from our customer base, including both crewmembers and passengers, on what they like to see in an FBO, what they don’t like to see in an FBO, and really took that to heart and incorporated that into our design,” noted Riggs Brown, the facility’s general manager. That input, led to a terminal that more reminiscent of a luxury hotel than an airport structure. The pilots’ lounge features a galley/dining area with china and glassware service, and a refrigerator stocked with beverages, a sound-proofed snooze room, a rest room with shower, an entertainment room, and a flight planning area.

**4.68**

**Atlantic Aviation**

**Charles B. Wheeler Downtown Airport (MKC), Kansas City, Missouri**

When the location now known as Atlantic Aviation Kansas City opened in 2010, as independent Hangar 10, the facility instantly raised the bar for FBO service at Charles B. Wheeler Downtown Airport. Purchased by Atlantic three years later, the facility has continued to rank among the top FBOs in North America, according to AIN’s readers. The location’s 26,000-sq-ft, two-story terminal earned scores of 4.7 or higher in the categories of facilities and pilot and passenger amenities.

**4.68**

**Global Select**

**Sugar Land Regional Airport (SGR), Sugar Land, Texas**

Offering a strong counterpoint to the notion that a highly rated, well-run FBO has to be privately owned is Global Select, the municipally owned location at Houston-area Sugar Land Regional Airport. The facility earned the top overall scores in two of the five categories in this year’s survey. For pilot amenities (4.77) the facility offers a private, code-locked, pilots’ lounge with a theater room with stadium seating and a wall-sized television screen, a quiet area for reading or completing paperwork, relaxation rooms with massage chairs, a kitchen, dining area, and fully stocked shower facility. The FBO recently redid each of its three snooze rooms with a television and a large recliner with blankets and pillows.

**4.68**

**J.A. Air Center**

**Aurora Municipal Airport (ARR), Sugar Grove, Illinois**

While the Chicagoland area has many options when it comes to airports and FBOs, the one that consistently rises to the top in AIN’s annual survey is J.A. Air Center at Aurora Municipal Airport. While the company known initially as Joliet Avionics Inc. as independent Hangar 10, the facility like to see in an FBO, and really took that to heart and incorporated that into our design,” noted Riggs Brown, the facility’s general manager. That input, led to a terminal that more reminiscent of a luxury hotel than an airport structure. The pilots’ lounge features a galley/dining area with china and glassware service, and a refrigerator stocked with beverages, a sound-proofed snooze room, a rest room with shower, an entertainment room, and a flight planning area.

**4.68**

**Business Jet Center**

**Dallas Love Field (DAL), Dallas, Texas**

The Lone Star state is well represented with among them is the family-owned Business Jet Center at Dallas Love Field, which has experienced three consecutive, record breaking years in terms of fuel sales. Its 33,000-sq-ft, three-story terminal earned the location its highest score (4.72) in the facilities category. “We believe appearance is very important,” said Cat Clay, the location’s manager of FBO sales and marketing. “From a clean and spacious lobby to a red carpet welcome on the tarmac, we pay much attention to the details.”

**4.68**

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**Aurora Municipal Airport (ARR), Sugar Grove, Illinois**

While the Chicagoland area has many options when it comes to airports and FBOs, the one that consistently rises to the top in AIN’s annual survey is J.A. Air Center at Aurora Municipal Airport. While the company known initially as Joliet Avionics Inc. traces its existence back more than half a century, its move to Aurora corresponded with the debut of its new FBO a decade ago.

“Our commitment to the industry has stayed the same since we’ve opened,” explained general manager Randy Pank. “All aircraft, whether single piston or heavy jet, are equal customers and deserve to be treated the same with a great attitude and a gracious smile.”

**4.69**

**Henriksen Jet Center**

**Austin Executive Airport (EDC), Austin, Texas**

Making its first appearance among the top finishers in AIN’s annual FBO Survey is Henriksen Jet Center, the lone service provider at privately owned Austin Executive Airport. The facility opened in 2011, and
West Star adds to its MRO capabilities

by Alexa Rexroth

West Star Aviation (Booth 2656, 2219) comes to NBAA-BACE with several new approvals from Cessna and EASA. Cessna has approved West Star’s Chattanooga location as an authorized independent nondestructive inspection (NDI) facility. Additionally, EASA has granted the company approval to install Honeywell control display units (CDU) at its Grand Junction facility in Colorado.

The Cessna approval complements the company’s existing capabilities and services including authorization as a Citation service center. The recent authorization will permit West Star to conduct nondestructive testing (NDT) and inspections on Cessna models. The approval also will grant the company access to related documentation, standards, and kits needed to conduct the NDT and inspection.

The ability to act as an NDI facility is something West Star believes will promote cost effectiveness and time efficiency for its customers. “Being an independent NDI facility allows us to perform NDT services in-house at Chattanooga, which will help us potentially decrease downtime and cost for customers,” said Thomas Hilboldt, general manager of West Star Aviation.

According to West Star, the EASA approval will allow the company to install Honeywell’s CD-830 CDU. The Honeywell CDU is a direct replacement for CD-810- and CD-820-equipped aircraft. The display offers high-resolution, touchscreen functionality, and enhanced visibility for flight management and flight guidance systems.

With approval from EASA, West Star will be able to install the Honeywell CD-830 CDUs on aircraft equipped with Honeywell flight management system (FMS) model CD-810, CD-815, or CD-820 CDUs. Installation of the units is approved on models including Hawker, Challenger, Global Express, Gulfstream, Embraer, and Falcon aircraft.

Satcom Direct (Booth 250, Static SD40) on October 4 introduced SD Scheduler, a cloud-based software solution that provides centralized management of business aircraft and flight information, as well as customized reporting and analytics. According to the company, SD Scheduler helps corporate flight departments optimize workflows and communication across all parts of the operation, from preflight planning to post-flight reporting.

SD FlightLogs, the post-flight component of SD Scheduler, captures automated information that then moves through the SD Pro ecosystem to update the CAMP Systems maintenance management system. “Through SD Scheduler’s capacity to synchronize with every element of flight operations, it supports the ability to align all members of the flight team—as well as passengers, corporate offices, and vendors—to keep operations secure, streamlined, and efficient,” said Satcom Direct founder and CEO Jim Jensen. “Integration with third parties also gives customers the flexibility to create a product that enhances their daily operations.”

SD Scheduler is currently being implemented with the first 12 customers but also is available for other flight departments.

AutoPower

Automatic Throttle System

Booth 4851

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SAFE FLIGHT

INSTRUMENT CORPORATION
Florida Jet Center has ADS-B upgrades to reinvigorate legacy Learjet models

by Amy Loboda

Terry Robertson, president of Florida Jet Center (Booth 4005), is confident that he’s found an ADS-B In/Out solution that works—practically and financially—for Bombardier Learjet 35, 55, and 60 models. With nearly 35 years of experience in his Fort Lauderdale-based Part 145 FAA maintenance facility to back him up, Robertson, is an A&P with Inspection Authorization and Learjet-typed pilot with more than 20,000 hours.

“We have just finished test flights on our first installation, a Learjet 55 on which we installed the Gables control head with the Garmin transponder and an Apple iPad to display ADS-B In information. The airplane, with its new avionics, performed beautifully,” Robertson told AIN. “I’ve got a couple more proposals in the pipeline, and I expect, after three days here at NBAA 2018, to walk away with three to five more customers,” he continued.

It was only late last year that manufacturers such as Garmin began stepping up with new approved model list supplemental type certificates (AML-STCs) that are moving the industry closer to real solutions for total ADS-B equipage by the 2020 deadline.

Florida Jet Center offers Learjet 35, 55, and 60 owners with existing TCAS I and TCAS II a variety of ADS-B solutions ranging in cost from nearly $60,000 to around $80,000. “On a TCAS I-equipped airplane, the STCs and modifications take about a week to complete,” Robertson explained. “TCAS II airplanes are more complicated, and so, more costly in time to install, and of course, price.”

Stratus 3 offers ADS-B In for more apps

Sporty’s, in partnership with Appareo and ForeFlight (Booth 4854), has released a new version of the Stratus line of portable ADS-B In receivers, the Stratus 3. The $699 Stratus 3 replaces the Stratus 2S, which sold for $999. Besides the lower price, the main differences between the Stratus 2S and 3 are the smaller size of the Stratus 3 and new support for aviation apps other than ForeFlight, by incorporating the industry-standard GDL 90 protocol. Apps now supported, in addition to ForeFlight, include Ftpplan Go, FlyQ, WingX, and ifly GPS.

Appareo, which manufactures the Stratus devices, added smart Wi-Fi to the Stratus 3. This allows pilots using an LTE-equipped iPad to communicate via cellular connection (on the ground) while using the iPad’s Wi-Fi to connect to the Stratus. This feature is helpful when a flight plan needs to be changed before takeoff. Smart Wi-Fi also allows users to set the Stratus Wi-Fi network with password protection or hide it so others nearby can’t try to connect their devices to the Stratus. This is “a critical feature for airline and military pilots,” according to Sporty’s.

New ADS-B In weather products are expected to be available later this year on the U.S. ADS-B ground station network, and these will be available on the Stratus 3 and 25, in addition to other ADS-B In receivers. These include echo tops, lightning, icing and turbulence forecasts, center weather advisories, and graphical Airmets.

The Stratus 3 is a dual-band ADS-B In receiver with built-in AHRS, and ForeFlight users can see 3D displays of nearby traffic when using ForeFlight’s synthetic vision and the Stratus 3. Other Stratus 3 features include continual updating of weather information when using ForeFlight with the screen switched off, and it is also equipped with a built-in flight data recorder.

For non-TCAS II-equipped aircraft, the Garmin GTX 345R and GTX 335R series of remote-mount ADS-B transponders offers 1990 MHz ADS-B Out. Grable’s cockpit controllers are added, and if a rule-compliant position source is needed, both GTX transponders are optionally available with a built-in WAAS GPS receiver. The GTX 345R with the Garmin Connect link can wirelessly stream the 978 MHz ADS-B In weather and traffic to the iPads that the crews are using with Garmin Pilot, FtpPlan Go, and ForeFlight apps. Additionally, spoken audio alerts from the GTX 345R also call out potential flight path conflicts (“Traffic, 10 o’clock, same altitude, 2 miles”) to get pilots looking in the right direction.

Robertson is excited about the potential new life he sees for airplanes such as the Learjet 35, 55, and 60, through these AML-STCs. “These airplanes, particularly the Lear 35 and 55, are the workhorses of the air-ambulance fleet, and Bombardier has not been good about supporting them as an OEM,” he said. Robertson, one of the largest distributors of aftermarket Learjet parts in the country, should know. “I’m parting out three Lear 60s right now, and I’ll buy any Lear 55,” he continued. “Bombardier seems to be wanting to just sell people new airplanes as the solution to the ADS-B problem. The company wants to sell you a Lear 70 or 75 for $13 to $18 million,” he said. “It feels like I have that conversation with owners and operators constantly.”
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JUNE
Gulfstream extended the capability of its on-the-job (OJT) training laboratory with the addition of two new structures—a G600 fuselage, main entry door, and wing, as well as a G650 fuselage, door, interior, and wing. The lab is used to train new employees in various areas, such as panel removal, sheet metal work, leading edge removal/servicing, and proper maintenance documentation, while giving established technicians the chance to sharpen their skills in tasks such as window sealing and entry door rigging.

Gulfstream is rebranding its Product Support organization to Customer Support, a move it says better emphasizes its focus on the customer. “This shift underscores the tremendous degree to which we prioritize and value our customers,” said Derek Zimmerman, president, Gulfstream Customer Support. The organization encompasses more than 4,700 people, 30 factory-owned and authorized maintenance facilities worldwide, and a spare parts inventory valued at more than $1.6 billion.

AUGUST
The Gulfstream G600 made its Latin American debut at LABACE 2018, arriving just before the show opened August 14 at São Paulo Congonhas Airport. FAA certification of the fly-by-wire G600 is expected by year-end. The G500 on display in Brazil had an interior that won top honors for jet cabin design at the 2018 International Yacht & Aviation Awards.

The Gulfstream G600 began FAA certification field-performance testing as it progresses toward expected approval by the U.S. agency by year-end. According to Gulfstream Aerospace, the G600 also recently completed FAA certification trials for ice shapes and stall speed testing. Since first flight on Dec. 17, 2016, the five flight-test G600s have accumulated some 2,290 flight hours over more than 600 flights.

OCTOBER 2017
Gulfstream Aerospace released a suite of aircraft maintenance and flight operations services called Aircraft Ownership Service (AOS). The service offers scheduled and unscheduled maintenance parts and labor. Technical information for publications and subscriptions are also available through the suite. Customers can receive on-site services such as operational staffing and support and hangar accommodations. AOS also offers major vendor support programs integration for engines, auxiliary power units and avionics.

APRIL
Gulfstream’s G500 and G600 twinjets made ABACE debuts at Shanghai Hongqiao Airport and achieved transpacific flight records on their return to the U.S. On April 20, the G600 and G600 flew from Shanghai to Honolulu at an average speed of Mach 0.90. The G500 made the flight in 8 hours and 34 minutes, with the G600 taking just one minute longer. The following day, the sister airplanes flew from Honolulu to Gulfstream’s headquarters in Savannah, Georgia. At an average speed of Mach 0.90, the G500 accomplished the flight in 7 hours and 44 minutes. The G600 clocked in at 7 hours and 49 minutes.

Gulfstream Aerospace announced that its service center at Beijing Capital International Airport is expanding its operating hours, beginning in the second quarter. It is also adding several capabilities to further enhance support for operators based in Greater China, including Civil Aviation Administration of China (CAAC) approval for 36-month heavy maintenance inspections for the G650 and G650ER. Gulfstream Beijing also plans to seek CAAC approval for 96-month inspections for the G550 and G450; 72-month inspections for the G280; and 144-month inspections for the G200.

First-quarter deliveries at Gulfstream Aerospace fell 13.3 percent year-over-year, to 26 jets. Shipments of its super-midsize G280 held steady at seven in both first quarters, but large-cabin jets fell by four from a year ago, to 19. Phebe Novakovic, chairman and CEO of parent company General Dynamics, said during an investor conference call.

JULY
Gulfstream’s newest business jet made its first appearance at the Farnborough International Airshow as the long-range, large-cabin jet continues its march toward certification. The G600 made its European debut at the European Business Aviation Convention and Exhibition in May.

Gulfstream Aerospace obtained both U.S. FAA type and production certification for its first all-new aircraft in a half-dozen years and most advanced to date, the G500, the Savannah, Georgia manufacturer announced on July 20. Deliveries of the aircraft are anticipated later this year.

The flight-test program confirmed improved performance than originally targeted. This includes a takeoff distance of 5,200 feet, 200 feet less than originally projected. Range, originally targeted for 5,000 nm at long-range cruise of Mach 0.85, was confirmed at 5,200 nm. At high-speed cruise of Mach 0.90, the G500 will reach 4,400 nm, a 600-nm improvement over original targets.

Deliveries fell 13.3 percent in both the second quarter and the first half of this year, according to parent company General Dynamics’ second-quarter results. During the quarter, the company handed over 26 business jets (18 large cabin, eight midsize), compared with 30 (23 large, seven midsize) last year. First-half deliveries totaled 52 (37 large, 15 midsize), versus 60 (46 large, 14 midsize) in the same period last year.

Sales were a bright spot at Gulfstream, which reported a 1.3:1 book-to-bill ratio boosting aerospace backlog during the quarter by about $300 million, to nearly $12.2 billion. Qatar Executive, the private jet charter division of Qatar Airways Group, revealed Qatar’s latest executive jet—a Gulfstream G500. Qatar Executive expects to receive eight of the 25 aircraft it has on order by the end of next year. Its current fleet includes 15 Gulfstream and Bombardier jets, including five Gulfstream G650ERs.
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Frasca to provide TH-57 FSTDs to U.S. Navy
by Alexa Rexroth

Frasca (Booth 4874) has been subcontracted to provide flight simulation training devices (FSTDs) as part of the Navy TH-57 Aircrew Training Services contract. Ten of the FSTDs will be used as ground-based training systems at NAS Whiting Field for initial rotary-wing training. The TH-57 is a derivative of the commercial Bell JetRanger 206. The Naval Air Warfare Center Training Systems Division awarded the contract to FlightSafety Services to include contract instructional services, operations and maintenance services, and FSTDs. As a subcontractor, Frasca will provide seven Level 7 and three Level 6 TH-57 FTDs. Both levels of FTDs are reconfigurable between TH-57 Bravo and Charlie versions and provide an NVG (night vision goggle) training environment. All 10 of the devices will include Frasca’s SimAssist tool for instruction along with blade element modeling, which simulates retreating blade stall, loss of tail rotor effectiveness, and settling with power. Image generators, visual and sensor databases, 3D moving models, and airfields will be supported by Aecheleon Technology. The Level 7 devices will have Frasca’s motion-cueing system and an expanded field of view display with chin bubble coverage. The devices will also be networked to help simulate realistic scenarios such as formation flying.

Texas FBO helps give SEALs wings

Texas FBO American Aero FTW (exhibiting at Signature Booth 1600) has continued its annual tradition of charitable donations to the Navy SEAL Foundation, recently presenting a check in the amount of $25,653 to the organization that supports all active-duty Naval Special Warfare personnel, including the elite SEALs, and their families stationed around the world. In the six years the company has supported the charity through its Red, White, and Blue program—which matches donations made by its customers and vendors—it has donated more than $100,000. Those contributions have allowed the foundation to launch a new scholarship program, which enables active-duty and retired personnel to pursue pilot certification. This year, the scholarships were used to achieve FAA rotary-wing pilot commercial add-on, rotorcraft-helicopter private pilot, and commercial pilot aviation instrument ratings, helping to fill a gap in funding from the GI Bill.

“We are honored to support those who envision their careers in aviation, and have served this country at the highest level,” said American Aero founder Robert Bass.

Foundation CEO Robin King noted that interest in pilot training among her constituents continues to grow in relation to a hot aviation job market.
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New Sherwin-Williams tools expand customers’ options

by James Wynbrandt

Aircraft coatings provider Sherwin-Williams Aerospace is debuting in Orlando a coating system for exteriors and interiors along with new tools to help customers select the perfect hues for their aircraft.

“We’re all about color at NBAA this year,” said Julie Voison, global marketing manager, aerospace coatings, noting the full spectrum of the company’s products is on display.

The debuting basecoat-clearcoat polyurethane paint system, Skyscapes, features specially formulated resins that offer richer color and higher gloss retention and is available for both exterior and interior application. Skyscapes features a number of new shades including Sky Delight, Amethyst Smoke, Rumba Red, and Gray Shadows. All the Skyscape basecoat colors can also be mixed with a newly expanded selection of metallic and other effects: Midnight Silk, Electric Indigo, Casino Gold, and Alabaster White Pearl among them.

NBAA presents the best opportunity to see the coatings as they would appear on an aircraft without going to an airport. “When it comes to colors, it’s a pretty exact science, so we don’t have them online,” said Voison.

The new color selector books Sherwin-Williams is displaying (Booth 4863) can help customers compare all their options, with the added benefit of having color experts on hand to assist. In addition to Voison, Chip Mullins, global sales manager, and Richard Giles, global technical services manager are here.

The exterior color selector book has 333 different colors, while shades in the interior book have almost tripled, to more than 100. The latter includes samples of textured coatings, like Jet Suede, created to take the place of leather sidewalls in the cabin. Fan decks (so called because the samples can be “fanned out”) with larger, 7-inch x 2-inch samples of the colors and effects are also on display.

Each topcoat color in the exterior system is available as a single stage, or monocoat, system or as a basecoat-clearcoat system. In the latter, the basecoat contains all the pigments and/or effects, and the clearcoat acts as a protective sealant for added durability and longevity, the topcoat chosen based on curing properties and other factors.

Sherwin-Williams is also showcasing its popular legacy coating products and has “added about 25 percent new colors,” even as their usage evolves. Acry Glo, with its eye-catching metallic system, has been primarily used for striping on small aircraft, but recently “we had a lot more requests from customers wanting a metallic look, either overall or on the belly or crown,” Voison said. “So we took [Acry Glo] back to the drawing board.” The result is Acry Glo’s Large Area Metallic HLG Series that allows application over large areas.

Looking ahead, Sherwin-Williams plans to introduce Jet Pen next year in Q4, a repair and touch-up tool for small paint scratches. “It’s basically a 10-cc pen with hardener in a capsule inside,” Voison explained. “You crack open the pen, bend and shake it to activate the ingredients, then you can do a touch up on the plane.” Jet Pen obviates the need for masking and spray guns for simple touch-ups. The most popular colors will be available first and the selection is expected to expand.
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Blackhawk Modifications (Booth 4119) has sold 800 of its XP engine upgrades with the delivery of a Phoenix-edition King Air C90-1 with its XP135A engine upgrade. The company also announced that flight testing of its latest program, the XP67A engine upgrade for 12,500-pound and 14,000-pound-gross-weight models of the King Air 300, is under way and that it is continuing a 950,000 pre-certification discount on orders for that program, first announced this summer.

Blackhawk expects the XP67A upgrade for the King Air 300 to deliver improved single- and multi-engine handling, aircraft characteristics, propeller noise and vibration, and high-speed airframe/engine characteristics. Blackhawk expects FAA STC approval for the upgrade next summer. Blackhawk’s Phoenix program allows owners of legacy King Airs to upgrade to from a menu of options, including engines, avionics, paint, and interior. Blackhawk’s 800th XP upgrade, a 1982 King Air C90-1, was delivered to Gregg and Jan Goodall of Breckenridge, Texas, and replaced the stock PT6A-21 engines with the XP135A engine upgrade, generating a 36 percent increase in available horsepower, a 59 percent increase in climb rate, more than 270 knots maximum cruise speed, and a 19,000-foot single-engine service ceiling. The Goodalls also opted for Phoenix signature paint and interior. Blackhawk’s 800th XP upgrade, a 1982 King Air C90-1, was delivered to Gregg and Jan Goodall of Breckenridge, Texas, and replaced the stock PT6A-21 engines with the XP135A engine upgrade, generating a 36 percent increase in available horsepower, a 59 percent increase in climb rate, more than 270 knots maximum cruise speed, and a 19,000-foot single-engine service ceiling. The Goodalls also opted for Phoenix signature paint and interior. Blackhawk’s 800th XP upgrade, a 1982 King Air C90-1, was delivered to Gregg and Jan Goodall of Breckenridge, Texas, and replaced the stock PT6A-21 engines with the XP135A engine upgrade, generating a 36 percent increase in available horsepower, a 59 percent increase in climb rate, more than 270 knots maximum cruise speed, and a 19,000-foot single-engine service ceiling. The Goodalls also opted for Phoenix signature paint and interior.

The STC flight test program for the XP67A upgrade for the King Air 300 will include measuring parameters such as single- and multi-engine handling, aircraft performance, and engine and accessory cooling, stall speeds and characteristics, landing characteristics, propeller noise and vibration, and high-speed airframe/engine characteristics. Blackhawk expects FAA STC approval. Blackhawk expects FAA STC approval. Blackhawk expects FAA STC approval.
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UTC Aerospace Systems
Lee Aerospace’s CoolView coming to more aircraft

by Ian Sheppard

Wichita-based Lee Aerospace (Booth 4663), which has been manufacturing aircraft windows among other things for more than 25 years, believes the days of pilots, crew, and passengers cooking in aircraft until the engines and cabin air are rolling could be over as it certifies its CoolView windows on more aircraft types.

Now standard on the Cirrus SF50 Vision Jet and available on the Beechcraft King Air family, Hawker cabins and the Bombardier Dash 8 airliner flight deck, the company is now working on certification of flight deck windows for the Beechjet 400A, which is expected to be available in the first quarter, and Cessna Citation CJ series.

According to Lee Aerospace vice president of marketing Malissa Nesmith, “CoolView technology can be mapped into any new production transparency,” providing a metallic barrier in the glass, infused in production so it is permanent and non-degrading. “It keeps the cabin temperatures much cooler,” she said, by reflecting almost 63 percent of the heat and reducing UV by up to 99 percent.

Added benefits of CoolView is reducing pilot fatigue and protecting/preserving the cabin, Nesmith added.

Company founder, president, and CEO Jim Lee told AIN that Lee Aerospace developed the window technology over a period of approximately six years for aviation use, building on similar technology that has already been employed in spacecraft, for example, using gold metal dust particles.

Feedback from pilots and operators has encouraged the company to pursue STCs for use of the windows on a wider range of types, Lee said. Daniel Herr, founder of FractionalLaw, who had his King Air 350 fitted with a complete set of CoolView windows after visiting Lee Aerospace’s booth at NBAA in Las Vegas last year, said the product is ideal for King Airs, which reportedly have marginal air conditioning systems. Herr had to replace some of the windows during maintenance anyhow.

According to Lee, the CoolView windows typically cost about 25 percent more than OEM replacement windows, although with NBAA show-special offers the prices are more on a parity. “There is a dramatic difference [in heat] with the CoolView windows compared to the OEM windows,” said Herr, who flew his King Air 350 to the NBAA show this year.

Genesys Aerosystems, which is adding capabilities in Part 25 flight deck products, with a recent selection to provide a fully integrated avionics suite with autopilot for the Indonesian Aerospace CN-235. For this platform, the Genesys flight deck will feature four Genesys IDU-680 EFIS displays, dual GPS receivers, dual air data, attitude and heading reference systems, radios, and the remote-mount S-Tec 5000R autopilot.

The digital autopilot is level A-certified and provides pitch, roll, and trim control; indicated airspeed hold; flight director; altitude preselect with automatic (ail-axis) trim control; envelope protection; and Nav though an interface with the IDU-680 FMS.

In addition to PFD and MFD information, the IDU-680 also offers the Genesys open architecture system integration symbology (Oasis), which “allows flexibility to display engine information, CAS messages, and special-mission equipment interfaces in formats that meet the requirements of the customer.”

The Genesys S-Tec 5000 autopilot, available in panel- and remote-mount configurations, is being certified for the CN-235, as well as the CN-212, and it is already approved on the DO-228. “More retrofit opportunities are expected in 2019,” according to the company.

The S-Tec 3100 for the Part 23 market is certified in more than 100 aircraft makes and models, and Genesys expects another 25 STC approvals by the end of this year.

Minor Wells, Texas-based Genesys (Booth 3267) was formed from the combination of autopilot manufacturer S-Tec, founded in 1978, and Chelton Flight Systems, which purchased Sierra Flight Systems in 1997. Sierra Flight Systems pioneered the development of electronic flight instrument systems (EFIS) with synthetic vision, the WAAS GPS navigator, and highway-in-the-sky symbology for Part 23 aircraft.

Tronair demos new GSE line-up

Ground service equipment manufacturer Tronair is displaying its new product line up this week at the NBAA annual convention in Orlando, Florida. Included are its Eagle e.JP-12 towbarless tug, which features dual 16-hp AC electric motors with regenerative braking and zero-degree turning radius technology, the Eagle utility vehicle (EUV), which offers the same three-year/3,000-hour warranty as the e.JP-12, and a gas-powered Kubota engine with rear wheel drive.

In addition, Tronair’s lineup includes the 0.40-Hz Combo diesel GPU, which does not require a dieSEL particulate filter or any regeneration period, and the Cabin Pressure Unit with a digital display for diagnostics, auxiliary air driven 30-foot door seal line and high accuracy flow, pressure, and temperature readings.

The company’s booth (3098) is connected via the latest version of DatcoMedia’s EBIS enterprise asset management software, which was developed specifically for ground service equipment. Due to the mobile platform, customer invoicing, advanced reporting, and data analysis, customers gain measurable ROI throughout the EBIS lifecycle.

Metrojet expands Cayman- and FAA-approved inspections

Metrojet Engineering Clark has received FAA and Cayman Islands CAACI approval for 60-month inspections to be conducted on Bombardier Global 6000s. The company also received approval for 96-month inspections on Challenger 604s and 605s from the FAA and Cayman Islands authorities.

Metrojet Engineering Clark, located in the Philippines, is a joint venture with Hong Kong-based Metrojet.

“Metrojet Engineering Clark’s team of experienced staff are moving our maintenance capability forward. Our quality and cost-competitive services have created opportunities for the Clark MRO to further support our clients’ growing demand in the region,” said Wesley Slate, general manager of Metrojet Engineering Clark.

Metrojet Engineering Clark opened in 2012 to expand Metrojet’s presence in Asia. The maintenance facility is located at Dusitdo Macapagal International Airport within the Clark Freeport Zone in the Philippines.

Metrojet is a fully certified repair station with approvals to conduct maintenance on aircraft registered in China, Thailand, Macau, Philippines, Bermuda, Canada, Isle of Man, Cayman Islands, Aruba, and San Marino.

Elliott completes first 48-month Challenger 604 inspection

Elliott Aviation (Booth 3042) completed its first 48-month inspection on a Challenger 604, which also had some interior and avionics work done during this downtime. The inspection was performed at the company’s Moline, Illinois facility, where Elliott also has an additional Challenger 604 currently undergoing a 7,800-cycle inspection.

“The Challenger has proven to be a key component to our growth as an MRO,” said Michael Parrish, vice president of maintenance, paint, and interior sales at Elliott. “We’re proud to now offer Challenger customers the high quality and customer service our customers expect. We’ve invested a significant amount of training and tooling to launch our Challenger program and are happy to see this segment grow.”

Elliott began its Challenger maintenance program in 2016. The company first performed a 48-month inspection on a Challenger 300 and has since completed paint and interior for additional 300s. With approval to repair Challenger 300s and 604s, Elliott expects to soon add Challenger 604s to its repair station certificate.

Argus predicts record bump in U.S. New Year’s travel

New Year’s Eve could see a record 9.4 percent year-over-year increase in business aviation activity in the U.S., to 4,879 flights, according to Argus’ Traipak Aircraft Activity Report (Booth 2673). However, the Christmas period as a whole could see a slight decline of 0.6 percent, Argus said in its 2018 Business Aircraft Activity Forecast.

Looking at the forecast for the fourth quarter, Argus (Booth 2673) predicts a total 791,882 flights, up 21 percent from the same period in 2017, with all three months increasing year-over-year:

- October, at 280,480 flights; November, 265,108; and December, 246,294.

TRU Simulation, FlightSafety partner on Texton safety training

TRU Simulation + Training (Booth 291) and FlightSafety International are forming a joint venture to deliver training for Textron Aviation aircraft, both for business aviation and general aviation operators. TRU will be the exclusive supplier of new Textron Aviation simulators for the joint venture, according to FlightSafety (Booth 2683), but the two companies will also combine their resources to support training needs for pilots and technicians. This includes simulators, courseware, and personnel.

“The combination of our training capabilities will enable us to provide best-in-class pilot and maintenance training programs to our customers around the world,” said David Davenport, FlightSafety co-CEO and president of commercial.

“With Textron Aviation continuing to expand its product portfolio with aircraft such as the Longitude, Longitude, Hemisphere, Denali, and SkyCourier, it is critical that we provide the full scope of training services our customers require,” said TRU president Gunnar Kleveland. “This joint venture will allow us to better address that demand.”
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EVO Group unveils two new products
by Curt Epstein

EVO Group, which consists of EVO Jet Services and EVO Fuels, has experienced noteworthy growth since it entered the U.S. domestic contract fuel market in 2014. This year, the company expects to reach a milestone of 20 million gallons of fuel sold, with a growth of 80 percent in 2017. “We are proud of this because it’s a tough market, and we have gotten on most people’s radar,” said company managing director and strategy lead Chris Cartwright. “We were better known for 20 years as international ground handlers that pioneered Eastern Europe. Now we are focused on fuel, trip support, and innovative apps.”

Cartwright credits the company’s growth to bringing more trip support customers on board, while also achieving a “critical mass” of fuel customers, who tend to turn exclusively to EVO. “They solely source from us because of dispatch speed, reliability, man-hour savings, transparency, and billing accuracy,” he said.

The company has embraced IT and app technology, and it was an early adopter of fuel price automation through platforms such as Fuelerlinx, PFM, and Airplane Manager. The system integrates easily with any platform, a feature the company attributes to its investment in automation, yet it is fully backed up by staff for customer service. “We ensure that our operations teams are not just reading from screens,” Cartwright noted. “They keep the human touch and familiarity with specific customer preferences and requirements.”

Analytics and Awareness
The company expects to continue its growth by providing additional value-added services, two of which is unveiling in Orlando at NBAA’s annual convention (Booth 835). EVO Jet Analytics allows aircraft management providers to easily generate owner reports, which it promises will increase efficiencies in data collection and processing by establishing a digital flight log with detailed records and analytics. Available now for a per-tail subscription fee, the program collects operational, financial, and tax data and makes it easily navigable through user-friendly dashboards on tablets or smartphones.

At the show, the company is also demonstrating its new 3D Airport Situational Awareness app and plug-in. It provides pilots with a three-dimensional rotate view of an airport with briefing features such as taxiway views. It also provides a graphic representation of prevailing wind patterns, full-track approach paths, and missed approach and departure climb visuals. Terrain is near photo quality and there are call-outs for peak altitudes for terrain or obstacles. The plug-in is best viewed on a tablet or larger screen, and users can select for night, fog, or even foggy night to reduce visibility and offer a realistic view of the approach from the cockpit.

“We feel that there is no other visual aid that provides pilots with all the pre-flight airport situational data that they need,” said EVO director Paul Wilkinson, adding there are already more than 500 airports in the database with more added each week. “We are focusing on loading as many airports with terrain [information] as fast as we can.”

Cartwright believes the 3D briefing feature, which is also available on a per-tail subscription basis, will be offered to larger platforms as a bolt-on module in the future. “We are already speaking with all the majors about integrations,” he said.

MSB’s high-end cabin appointments on display

Quebec-based MSB (Booth 1468) is also showcasing its dual-pedestal Hi-Lo tables in action. “We started by making a duo-pedestal but have now produced a four-pedestal table for a large dining table in a heavy jet,” said Gill. “These multifunction tables are proving popular, and we are looking to maximize their usage.”

Monitor and personal device stowage systems are also taking center stage at the MSB display. “As passengers bring more digital devices into the cabin, we’re looking at how we can optimize space, yet provide stowage systems that enable easy use of the devices, and stow them neatly and safely when they’re not in use,” Gill said. “We’ll also be promoting our capacity to create customized stowage items. We’ve been developing more product in this field. We were even asked to devise a system to safely stow away a disco glitter ball.”

In a first for the company, the MSB Global Resources team is attending the show. A creative recruitment company, Global Resources seeks, identifies, sources, and recruits the right talent for all interiors and completions needs. “We’re pleased that they will be on hand to talk with delegates and employers and brings a whole new dimension to our presence,” Gill said.

Meanwhile, the Quebec, Canada-based company’s new Savannah, Georgia facility is now fully operational, representing almost 30 percent of MSB’s production capacity. Additionally, its new 10,000-sq-ft R&D facility in Montreal, with its own dedicated engineering team, has just opened. “We will be using this to further develop our product range,” Gill said. “As technology, materials and passenger expectations evolve, we want to be sure we’re producing products that meet form and function requirements.” J.W.
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Date: Wednesday, October 17  
Time: 2-3pm  
Venue: Stevens Aviation Booth 656 (no reservations required)
Canada’s Innotech Aviation, Bombardier specialist and full-service MRO and charter management company, arrives at NBAA 2018 with a message after a recent internal restructuring and re-focusing of operations: “We’re a diversified group with unique insights into the Bombardier Global Express, and we want to let the industry know we’re active, we’re open for business, and we’re looking for opportunities,” said Frank Ercolanese, v-p of sales and marketing, Innotech-Execaire.

Not that Innotech had been waiting for the phone to ring, having recently completed more than half a dozen projects on Bombardier Challengers and Globals, including softgoods replacement and a wood refinish in conjunction with a 48-month inspection on a CL6024; a refurbishment and cabinet refinishing on one Global 5000; and new exterior paint on another.

Located in the heart of Montreal’s Aerospace Cluster with direct access to the city’s international airport, Innotech’s purpose-built main hangar is more than 180,000 sq ft and its total footprint exceeds 260,000 sq ft. Execaire, Innotech’s corporate aircraft services offering, includes aircraft sales and acquisitions; flight operations and planning; and MRO services. Execaire operates a fleet of some 47 aircraft—the majority available for charter—valued at close to $550 million. MRO services include aircraft refurbishments and full-service paint. Innotech has a modern paint facility capable of painting all categories of aircraft, including the Global Express. The company said it has painted more than 200 of the 800 or so Globals produced since 1997.

At the convention center, Innotech’s 600-sq-ft display (Booth 509) has comfortable lounge seating for visitors and a conference room for client meetings. In addition to Ercolanese, representatives on hand include company president Michael Fedele; Ray Kulivas, v-p of aircraft sales and acquisitions; and Joel Bedard, v-p and general manager, aviation services. All are “looking forward to talking with our customers,” and explaining the company’s MRO capabilities to visiting Bombardier operators, Ercolanese said. “We have what I like to call an A-to-Z support capability for anyone looking for full-service solutions or a subset of full-service solutions.”

Innotech also has facilities in Toronto, Calgary, Vancouver, Halifax, Ottawa, and Thunder Bay, Canada. In addition to the benefits of its specialized capabilities, with the current exchange rates with the U.S., “we can be attractive on pricing,” Ercolanese said. “So I think for all those reasons, particularly if the owner is an operator of a Bombardier platform, it makes sense to come north.”

Van Nuys, California-based Aero-Nasch Aviation is showcasing at NBAA 2018 its custom aircraft interior services and AOG interior repairs. Owner Bill Onasch founded the company in 1986, repairing corporate aircraft seats himself. Today the full-service maintenance, repair, and refurbishment company handles carpeting, cabinetry, woodworking, upholstery, leather, fixtures, air stairs, runners, and almost all interior repair and refurbishment work in house. Aero-Nasch has performed full refurbishments on business aircraft up to and including a BBJ.

“We pay close attention to what our clients need and have the skilled and dedicated people to make it happen,” said Onasch, adding, “It is not just having the expertise, it’s how you use it that counts.”

Aero-Nasch’s upholstery services include premium handmade custom foam work and upholstery for seats, divans, and throw pillows. Among cabinetry and woodworking capabilities are high-quality modifications, re-veneering, repairing, and refinishing for all types of interior cabinetry and fixtures. Aero-Nasch (Booth 1072) also offers thermomold forming, metal sheet fabrication, and window services. Its short-run custom thermomold forming can use either a customer’s mold, or the company can produce one in-house. Its sheet metal fabrication and welding technicians can design, engineer, cut, bend, form, Heli-Arc weld, braze or polish sheet, tubing and bar stock materials for use, or prep them for plating or painting.

Window shades and window services include repair, cleaning, color change, and lens replacement. Aero-Nasch also offers interior maintenance services, including periodic service and cleaning of window shades, seats, carpets, galley, and interior fixtures. For owners needing access to systems or components behind the interiors for inspection or repair, the company also offers interior removal and reinstallation services.

Aero-Nasch is joined at its display by sister company JetBrella, manufacturer of jet engine inlet covers and exhaust plugs. Designed to protect engines and APUs from FOD (foreign object damage) when parked on the ramp, the JetBrela brand is standard equipment for some Gulfstream aircraft, offered as an option for Embraer executive jets and approved for Boeings and Falcons. JetBrella’s APU covers are also now found on many Fortune 500 company aircraft, including Berkshire Hathaway/NetJets, GM, Ford, Lockheed-Martin, Northrop-Grumman, IBM, HP, Pry’s Electronics, and The Limited, according to the company. “We have also supplied our products to the USAF 9th Airlift Wing and the U.S. Coast Guard,” said Onasch, who owns JetBrella with Jim Kennedy.

JetBrella’s custom leather/wood trim electronics (E/E) compartment exhaust mufflers. J.W.
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Training academy addresses IS-BAO report
by Alexa Rexroth

Advanced Aircrew Academy, an International Business Aviation Council (IBAC) Standards Support Services Affiliate (I3SA), has published a white paper reflecting changes in IBAC’s new release of the International Standard for Business Aircraft Operations (IS-BAO). The white paper details IS-BAO training as referenced in the 2018 Standard although operators may use the 2017 or 2018 Standard through June 30, 2019.

The 2018 Standard is designed to be more accessible to all operators including smaller flight departments and is expected to remain unchanged into the next decade per IBAC’s Vision 2020 Initiative. Vision 2020 is a rewrite of the Standard, which has been amended multiple times since its inception. The ability for operators to implement the changes through the defined period in 2019 allows more time than previously granted for changes in the past.

Advanced Aircrew Academy’s white paper helps operators to understand the required training process through breakdowns and worksheets. A list of 2018 Standard changes is included for review by IS-BAO-registered organizations with an established training plan. Changes include training standards that have moved chapters, training recommended for all aircraft crew members, and a categorical breakdown of training for personnel performing duties in cabin in flight.

New training requirements required by the Standard cover areas including an organization’s policies, SOPs, and checklists along with software applications, stabilized approaches and go-arounds, and threat and error management. Recurrent training is now required for MEL, EFB, high-altitude physiology and fatigue topics as well. IS-BAO-required training, according to the white paper, includes four main components. The first component is documented training content, which can often be a challenge to arrange as multiple variables and requirements exist within IS-BAO documentation. The remaining three segments cover completion of training, documentation of training received, and auditor testing to ensure effectiveness of training.

As an approved I3SA, Advanced Aircrew Academy provides clients with IS-BAO training, consulting, and auditing services. Clients are able to provide auditors with access to their training records and content before the onsite audit via an online learning center. Training provided by Advanced Aircrew Academy for Part 121 and 135 clients must be approved by the FAA as part of the client’s approved training program.

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Argus International launched a second-in-command (SIC) gateway program to recognize pilots’ safety-related experience beyond just flight hours. Under the TripCheq program, pilots can meet the minimums through real-world experience, training experience, simulator training programs, and/or operator training via specified “gateways.” Approved SIC minimums consist of enhanced, competency-based training with a minimum of 500 flight hours, of which 250 must be pilot-in-command time.
Train with FlightSafety and benefit from our unequaled experience, team of master instructors and safety-focused programs using state-of-the-art simulation technology. Trust that we’ll always go above and beyond for you and your flight department and deliver the value you deserve and expect. It’s all about you.
IADA recasts brand identity, tackles image issues

by Kerry Lynch

The International Aircraft Dealers Association (IADA, Stand SD08), formerly known as the National Aircraft Resale Association, is arriving at NBAA-BACE with a new brand, the largest combined number of aircraft on display, and an ambitious agenda to raise its visibility, improve standardization, and provide a means for accreditation.

Launched as NARA more than 25 years ago, the newly named IADA believed the timing was right to reshape its brand and step up to take a leadership role in the industry, said Brian Proctor, chairman of IADA and president and CEO of aircraft brokerage Mente Group.

The organization was laying out plans to roll out a new website and embark on a brand initiative, but realized through a survey that it had a “brand recognition problem.” The survey, of people involved in aircraft sales, showed only 36 percent of the respondents knew of the organization. “We felt we had some ground to make up,” he said. IADA fit because, he said, “Our marketplace has grown internationally and is heavily influenced by things going on around the world. The name of the organization should reflect the change in the market.”

But importantly, the change comes as IADA begins a significant push to transform what is sometimes a battered image of the brokerage field, he said. “For a long time I didn’t know that the aircraft brokerage space had necessarily the best reputation,” Proctor said. “There are a lot of great people that are aircraft brokers. But there are practices of a small group that tarnished the reputation for everyone else.”

IADA already has a strict 14-point Code of Standards and Certified Aircraft Brokers program for members but is undertaking new initiatives that involve standardization, accreditation, and data integrity.

Standardized Practices

A standards committee has drafted a standardized letter of intent for brokers. That LOI is undergoing review, and Proctor said the association hopes to unveil the draft during this year’s NBAA-BACE.

The association has also reached out to maintenance, repair, and overhaul facilities on how to provide a more standardized approach to pre-purchase checks before sales are finalized.

On the accreditation front, the association is developing a dealer-level program for its member companies to undergo a formal accreditation. Details are still being finalized, but the program will be administered by a third party and may involve certain basic thresholds such as number of transactions and minimum level of insurance. IADA’s membership accounted for just 3 percent of total brokers yet was involved in roughly 60 percent of the international used market.

In all, Proctor said from April 1, 2017 to March 31, 2018, 1,962 business jets were sold with a broker on record and those transactions involved fewer than 500 brokers. However, concerning to Proctor, nearly one-third of the sales involved brokers that closed fewer than four transactions per year. “I don’t know how someone who does one or two transactions a year can do that,” he said, noting people are putting trust in people with $2 million transactions.

Plans call for the accreditation program to kick off by the end of the year with it fully running by early spring 2019. Proctor anticipates the program will provide companies with a period of time to meet all new requirements, such as insurance minimums.

IADA plans to take that one step further, with a certification program for individuals in the broker field. This would run similarly to NBAA’s Certified Aviation Manager program. IADA is retaining a third party to help develop and administer this program, with the hopes of it in place by next year’s NBAA-BACE.

The intent is to provide a certain level of expertise. “In Texas, you have to have 1,500 hours of training to become a barber or beautician. But with aircraft brokers, you can have someone who is not trained at all. It doesn’t make sense,” he said.

Member Benefits

As far as data integrity, IADA is planning to create a database for members and their customers that will provide detailed information on the pre-owned market. The platform would enable members to share information and provide better information for its customer base. “Currently data is not transparent at all,” Proctor said.

The database is just one of several member benefits that the association is hoping to develop as it looks to transform. Many of the brokers are small entities, making affordable healthcare difficult to find. IADA has reached out to the insurance market to craft a more affordable option. These efforts are designed to bring in new members, but also get existing members further involved in the association. It also is planning advocacy and increasing public outreach. “It’s been awesome to see the membership pull together and get behind the strategic plan of the board and really embrace the initiatives. It’s been awesome to see people step up and try to really make our segment better.”

As it extends its reach, IADA is expanding its presence at NBAA-BACE, with members combining for the largest exhibit on static display. IADA will encompass 160,000 sq ft of static space with more than 20 preowned jets available through 11 of its certified aircraft dealers.
Experience control at your fingertips with the new nice Touch CMS – the next generation cabin management system designed in collaboration with Bombardier and offered exclusively on the Global 7500 aircraft. Featuring the first OLED touch dial certified in business aviation, the nice Touch CMS allows passengers on the Global 7500 jet to control all cabin and entertainment settings with intuitive touch simplicity. Dial up your cabin experience and try the new nice Touch CMS at Bombardier’s static display SD_45.

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Safran settles 5X dust-up; acquires Collins biz unit
by Guillaume Lecompte-Boinet

Safran and Dassault Aviation have reached an amicable settlement regarding the indemnity to be paid to Dassault as a result of the termination of the Silvercrest engine for the Falcon 5X. Safran will pay a $280 million compensation, while other conditions of the program that were applicable to the Silvercrest contract remain unaffected, in particular, the cash contribution already paid by Safran. This amount is covered by the provisions previously booked by the French group, and the payment will be spread over three years beginning this year. Safran confirmed that this agreement will not change its profitability and cash flow outlook. Dassault and Safran said that subsidiaries that are partners on the new Falcon 6X, launched in late February with the Pratt & Whitney Canada PW812D engine, signed contracts to supply equipment for this new program.

Separately, Safran reported it has signed an agreement with United Technologies to acquire Rockwell Collins’s actuators, pilot controls, and special products business. The acquisition should be finalized in the first half of 2019. Safran declined to provide any further information on the size of those businesses. These operations will expand the electrical actuation and flight control business lines of Safran Electronic & Defense and Zodiac Aerospace (which Safran purchased in 2018).

Regarding Zodiac Aerospace businesses (consolidated for 10 months in 2018), Safran expects a contribution in the range of €3.6 billion ($4.2 billion) to €2.58 billion. “Civil engine aftermarket (+9.2 percent, €651 million), while aircraft revenues, which have reached €9.5 billion. An increase of 23.9 percent, including a four-month contribution of €1.9 billion from Zodiac Aerospace. Adjusted revenues grew 10.1 percent. Growth came mainly from the propulsion branch (+12.9 percent, €4.74 billion) and defense (+9.2 percent, €651 million) while aircraft equipment increased 5.6 percent with €2.58 billion. “Civil engine aftermarket revenue grew 12.5 percent in US$ terms in H1 2018 (+3% in € terms) thanks to higher spare parts sales,” added Safran. For the full year, Safran expects an increase of the adjusted revenue in the range of 7 percent to 9 percent, and recurring operating income to grow around 20 percent.

Safran reaffirms that ramp-up of Leap production, an engine developed with GE in the joint company CFM International, is in recovery after facing concerns with delivery. “Those delays will be reduced and solved up to the end of the year and we plan to deliver around 1,100 Leap engines in 2018, as previously indicated,” said a spokesman. Leap deliveries almost tripled in this year’s first half to 438 engines compared with 147 engines in H1 2017. Following the Farnborough Airshow, the Leap order book stands at 15,450 engines (orders and commitments) and CFM56 backlog stands at 434 engines. CFM56 has a production rate of 591 units delivered in H1 2018 compared with 710 units in H1 2017, in line with customers’ demand. CFM International expects to deliver around 1,000 CFM56 engines this year.

Flightdocs intros system for flight dept management
by Amy Laboda

A truly paperless flight department is no longer a quixotic dream for business aviation, according to Greg Heine, president of Bonita Springs, Florida-based Flightdocs (Booth 3735). The software company announced at NBAA 2018 that it has expanded its Enterprise offering to include a complete flight department management program.

“In the last 15 years Flightdocs has been really focused on the maintenance and inventory side of running a flight department, which is essentially one of two major silos within any flight department organization,” Heine told AIN. “The other silo is aircraft scheduling and operations. We have enhanced our software by adding aircraft management modules now, which manage the pilots, approve the passengers, and integrate the flight planning functionality as well. There’s been a lot of interest from our current customers and industry for a modern, cloud-based product that handles that side of things, as well as being a fully integrated maintenance management product. So essentially what we are previewing here at the show is an end-to-end solution for a complete flight department management program that is mobile, nimble and cloud-based,” he said.

Being completely paperless, as many of Flightdocs’s Enterprise-level customers are today, means that pilots can snap pictures of maintenance issues and transmit them directly to the maintenance department, which is simultaneously downloading any data the aircraft itself might be streaming. A squawk can be documented, troubleshooting, parts ordered, and shipped to the aircraft (sometimes with the technicians who can make the repairs) all before the aircraft lands at its destination. With additional operations functionality the program is even more powerful, according to Heine.

At its booth in the Orange County Exhibition Center this week Heine and other company executives are live-casting demonstrations of a fully functional product for show attendees.

Bizav Partnerships

The company also announced recently that it has partnered with the HondaJet Owners & Pilots Association (HJOA) to offer discounted services to members. The annual cost for its Enterprise service will be significantly less than for a competitive system that is also offered to HJOA members, with no enrollment fee.

“We are pleased to offer our members a proven, more cost-effective option like Flightdocs Enterprise,” said HJOA co-founder Mark Leavitt. “Their interface is state-of-the-art, user-friendly, and they have a great reputation for outstanding customer service. This is an excellent value and an important new option for our members.”

HJOA is not the only association or group partnered with Flightdocs, according to Heine. “We also have an affiliation with Boeing’s business jet division, where they recommend our software to their owners,” he said. “Often our software is more sophisticated and capable than OEM systems for providing owners more usable data about their flight departments. OEM software, for instance, may not integrate properly with other platforms, or may not offer specific tools that are critical for solving flight department problems as they arise,” he continued.

With the new program coming online, Flightdocs has expanded its Florida offices, opening a 6,200-sq-ft technology center and hiring dozens of tech-based workers, from programmers to software developers to sales and support staff to its roster.
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The all-new Cessna SkyCourier™ can efficiently haul up to three fully loaded LD3 containers or 19 passengers day after day with simplified reliability and performance. Find out how the Cessna SkyCourier can bring relentless capability to your operation.

See the full-size mockup at the Textron Aviation static display.
Despite challenges, Cuba travel improving
by Kerry Lynch

The threat of new restrictions for travel to Cuba has dampened interest, but in reality, little has changed on the regulatory front. And the services and processes to get to the tiny island nation continue to improve, said Cuba Handling founder Eric Norber. What hasn’t changed, he said: “a rich and diverse culture” that gives the sense of being frozen in time.

Norber, whose company has more than 27 years of handling Cuban operations for passengers and operators, will be on hand at NBAA at the Cuba Handling booth (2165) to provide an overview and answer questions about the ins and outs of traveling in Cuba.

He estimated that he has seen as much as a 50 percent drop in interest since travel peaked in the 2015-2016 time frame. Norber attributed much of this drop-off to rhetoric from the current administration regarding the potential for a reversal of the eased restrictions on Cuba travel that occurred under President Barack Obama.

But in practice, the Trump administration has only altered the list of permissible reasons for travel to Cuba and highlighted the list of entities where direct financial transactions are prohibited.

Beginning in 2014, the Obama administration had begun easing travel and licensing requirements to enter Cuba. Two of the key changes involved the elimination of a requirement for passengers to obtain a license through the U.S. Treasury Department’s Office of Foreign Assets Control before traveling to Cuba; and the removal of Cuba from the list of State Sponsors of Terrorism, which eliminated a requirement for operators to obtain a temporary sojourn license from the U.S. Department of Commerce Bureau of Industry and Security (BIS) before flying to Cuba.

Travel, however, originally had to fall under one of 12 categories related to education, research, athletics/public performance, humanitarian, missions, journalistic activity, government business, and certain export transactions such as information exchange, among others. These categories have been fairly broad, allowing for a range of reasons.

In 2017, the administration added requirements to certain categories involving educational and “support for the Cuban people” travel. The administration also removed a category: the authorization for individual people-to-people educational travel.

Infrastructure Improvements
As travel restrictions eased in the U.S., the Cuban government began to make accommodations of its own to prepare for an influx of U.S. visitors. For business and general aviation, the country did not— and still does not—have private terminals or FBOs. However, Norber said, in the past four years, “The Cuban infrastructure for welcoming or supporting private or general aviation aircraft has improved. While there are no FBO-style facilities or VIP lounges, they have substantially improved their training, procedures, and the overall quality of services they are providing to private aircraft arriving in Cuba.”

Another key area has been providing maintenance. “There are not a lot of local mechanics or repair shops available in Cuba,” said Norber. “But, knowing that: Cuban authorities put in place a policy that opens the door; whatever support you need, you can bring in. It’s just at the expense of the operator.”

With the policy changes, he added, “There is no customs process. There’s no immigration for mechanics. It is really open access for the support or repair of any AOG aircraft in Cuba.”

On the U.S. side, the removal of Cuba from the list of nations with certain export bans in 2016 eased the ability to bring in parts and equipment necessary for support.

Some MRO shops from around the world have held discussions with the Cuban government about the possibility of opening a facility there, Norber said, adding he is not aware of any concrete deal that has resulted from that dialog. Importantly, though, he said, “The Cuban government is open to discussion for assistance from some aviation companies outside of Cuba to help them keep up their aviation infrastructure, whether that be FBOs or repair shops.”

In addition, he said, hotel accommodations have improved. “Recent foreign investment in Cuba has allowed for the construction of new five-star hotels. The availability of hotels with world-class standards is now there,” he added.

As some changes have arrived, much in Cuba has remained the same, Norber said. Beyond improved hotels, the Cuban government has shown little appetite for other international chains, he said, noting visitors will not encounter McDonalds and Starbucks on every corner there.

“While the government is modernizing some aspects, it is still longing to hold on to the charms of a simpler life.”

Also, Norber pointed out, Cuba remains a cash economy. This makes planning difficult. Making reservations for hotels and cars is already difficult, but nothing is guaranteed unless paid in cash. Communications difficulties complicate matters. Finding the right place for reservations can be difficult. For instance, the airport authorities arrange for fueling services at airports. The airport authority is a branch of the government. Fueling must be arranged in advance, he said.

“Aircraft operators typically book and pay online,” he said, adding this is not the case in Cuba. “None of the normal travel conventions apply when you are talking about Cuba. You can’t book online, and even if you could, they don’t take credit cards.”

A way around this, he said, is working with a handling firm that has operations in Cuba that can prepay these transactions in cash before the operator arrives.

Norber advises that people plan at least three months in advance before traveling to Cuba. “Hotel accommodations are in short supply and book quickly,” he said. While the world-class standards are now available, “the same challenges with booking appearing apply.”

Other advice: bring more cash than a person would believe necessary. “Because of the lack of banking relationships in Cuba, once you are in Cuba the amount of cash you have is the amount of money you will have.” ATMs are unavailable, so there is no way to get extra cash, he said.

Finally, use a handling agency that can pave the way, he stressed.

Cuba has come under a spotlight after reports surfaced of potential sonic attacks on diplomats. In fact, the State Department last summer issued another travel advisory to Cuba, citing those incidents. But Norber stressed that they have not involved other visitors, and earlier this year, the nation was voted the safest travel destination in the world. In addition, all aircraft are guarded 24/7 at every airport, he added. Travel there, he said, “represents an incredible opportunity to visit and explore a rich and diverse culture 90 miles south of Key West that has been off limits to Americans for the better part of 60 years.”
The Fund an Angel Cocktail Reception, formerly the NBAA/CAN Soiree, will be an invaluable networking event at the NBAA Business Aviation Convention & Exhibition. The reception will feature cocktails, passed hors d’oeuvres, and live and silent auctions. Proceeds will benefit Corporate Angel Network, which organizes flights for cancer patients to treatment centers that help bring them closer to a cure.

"Corporate Angel Network has helped to open up trials and treatments for Ava that we otherwise could not afford. We are so blessed to have them on her team. They help to make sure that she gets the medical care that she needs."

- Ava’s Parents

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Jetex turns its focus to U.S.

by Peter Shaw-Smith

Dubai-based trip support and FBO services provider Jetex Flight Support is eyeing expansion in the U.S., as it continues to build a global FBO network that is expected to reach around 50 facilities by the end of 2020, its top official told AIN on the eve of the NBAA show.

The company’s major focus at NBAA-BACE would be to present a version of the on the eve of the NBAA show.

JETEX

Jetex’s president and CEO, Adel Mardini, told AIN expected to reach around 50 facilities by the end of 2020, its top official told AIN the end of 2020, its top official told AIN.

Mardini also anticipates growth in Latin America, and even in Argentina, despite the recent economic crisis there. “There is good business in Mexico and Brazil. You can see good business in Chile. FBOs in South America are for the future,” he said.

“We have a small shareholding in the Americas. Over the summer it announced new FBO facilities in Orly, France; Dublin, Ireland; and Abidjan, Ivory Coast. Jetex is on target to open 50 FBOs by the end of 2020, Mardini said.

“Hopefully, by the time of the MEBAA Show in Dubai in December, we will be making further announcements about our presence in the Middle East. We already signed memoranda of understanding for two locations in the Middle East, which we will announce at MEBAA. We have a partner and will be adding two or three locations. We have an agreement with them to make the announcement at MEBAA.”

EAP: ADS-B mandate and TFE731 AD could lead to en masse bizjet obsolescence

The combination of the ADS-B upgrade and an Airworthiness Directive (AD) affecting certain Honeywell TFE731 engines is threatening certain Dassault Falcon, Hawker, and Cessna Citation business jets that are not currently enrolled in hourly engine programs, warned Dallas-based hourly maintenance specialist Engine Assurance Program (EAP, Booth 1881).

The ADS-B mandate has a Jan. 1, 2020 deadline, while AD 2012-17-05 will affect aircraft that have not already complied later that year, EAP said, expressing concern that under the mandates, “business aviation could witness the largest mass retirement of older aircraft in its history.” Released in 2012, the AD calls for replacement of the LPT1 rotor assembly on certain TFE731-4 and -5-powered aircraft. These include the Falcon 20-5, 900B/C, Hawker 800A and 800XP, and Citation VII, EAP said, noting the AD will come due for many of the affected aircraft on Oct. 20, 2020.

“For TFE731-4 and TFE731-5-powered aircraft, ADS-B Out and AD 2012-17-05 will be the one-two punch likely to remove at least 20 percent of older, less expensive airframes from service,” EAP said. “It all comes down to the math.”

The engine provider estimates a value of around $800,000 for many of the affected models, yet an expected $90,000 cost of compliance for ADS-B coupled with a cost of $325,000 per engine for LPT1 replacement work, factoring that a major periodic inspection would typically be required.

This combination could bring total costs of both mandates in the range of between $740,000 to $1,065 million.

At the time of the release of the AD six years ago, the FAA had estimated that more than 1,500 engines were affected and the total fleet cost could top $35 million annually.

“With the cost of compliance nearly equivalent to, or in some cases more than, the value of the aircraft, updates can very quickly become beyond economical repair,” EAP said, estimating that roughly 1,400 engines still have not complied.

However, EAP, which launched two years ago to provide coverage for TFE731 and JT15D engine maintenance, said engine programs could prevent removal from service by preserving the equity in the engines and associated value of aircraft and ensuring the availability of funds to pay for the AD compliance.

Enrollment in such programs now might be expensive, EAP acknowledged, given the lack of time for accruals to cover the shop visits. But paying out of pocket will become more costly and will not ensure the availability of rental engines, it added.

“Most people think they are saving money by electing to fly without an engine program,” EAP said. “More often than not, the perceived savings are matched dollar for dollar in lost airframe value.”

The provider cited as an example a Falcon 50 based in North Texas that had an estimated savings of $360,000 over a three-year period while not on an engine program, yet the aircraft sold at $400,000 less than retail.

EAP was founded as aircraft residual values had dropped considerably. But aircraft enrolled in engine programs were able to maintain stronger values. “The Engine Assurance Program was created to make operating aging aircraft engines more economical,” the company said, adding it specifically focuses on older platforms, leveraging parts and services discounts to bring down overall cost of maintenance.

The company’s coverage includes scheduled and unscheduled engine maintenance, including life-limited parts, LRUs, R&R, shipping, rentals, line maintenance, and 24/7 AOG assistance.

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Cool jets wear shades

by James Wynbrandt

Jet Shades, making its NBAA Convention debut, is showcasing its new heat- and glare-blocking in-flight interior cockpit shades, available for numerous business and GA aircraft models. The shades block 99.9 percent of UVA and UVB radiation and 57 percent of solar energy, or glare, and also cut infrared radiation—heat—by 79.9 percent, “so it acts like a heat shield,” said Jet Shades founder and inventor Kevin Duggan. An engineer and Eclipse owner, Duggan began developing the product after a particularly hot Florida day on the flight deck. “I was getting really hot in the cockpit and didn’t feel good,” said Duggan. “Being an engineer, I knew what I wanted to do.”

Duggan wanted to find a way to create an effective shading product that met FAA requirements and the realities of cockpit window chemistry. FAA regulations mandate light-transmission levels for aircraft cockpit windows, which limits manufacturers’ ability to add tinting. Additionally, stick-on films and suction cup shades damage windows. Duggan determined the best solution would be a quickly installable and easily removable tinted window panel that fit inside the existing window frame, without touching the windshield.

He set to work, spending 18 months experimenting with polycarbonates and testing chemical combinations and advanced production processes in creating the product. “This isn’t something you develop in a garage,” Duggan said, and he’s in a position to know.

As founder of the Institute for Operational Excellence, Duggan, who learned to fly in his 50s, advises major manufacturing companies—Pratt & Whitney, Caterpillar, Sikorsky, Parker Hannifin, Singapore Airlines, SpaceX—on lean manufacturing techniques. In that spirit, Duggan has created a manufacturing facility for Jet Shades incorporating CAD systems, robotic CMM machines, and a clean room environment.

“We do mix-model production,” Duggan said. “We designed the manufacturing process around quick changeovers for responding to the customer, so we can build each order in the order received. Customers can give us an order for one Mirage, one Cirrus, the next a Phenom. We won’t batch orders.”

First displayed at EAA AirVenture Oshkosh this year, Jet Shades (Booth 3294) has a King Air cockpit mockup at its display here in Orlando with Jet Shades mounted behind the windshield. Visitors can “insert it, push it out, and see how easy” it is to use Jet Shades, Duggan said.

A rack with an assortment of Jet Shades for various aircraft models is also on display, and visitors are welcome to handle them all. Duggan noted, at his Oshkosh booth, visitors could take the shades outside into the sun for a demonstration of their heat-blocking capability.

Jet Shades are available for jets including the Citation 501, 525 (M2), CJ1 and CJ2, and the Eclipse; as well as King Air, Pilatus, TBM, and Piper M-type turboprops; and Cirrus and Columbia pistons. Jet Shades has free template kits it can send prospective customers so they can provide the measurements for creating custom Jet Shades. Prices start at $50 per set. Jet Shades for a Citation list at $1,499, Duggan said.

Duggan said, “We have some pretty neat things in development to help the pilot be cooler and be able to keep the sun from beating in from different angles. I guess I can let the cat out of the bag,” he added, naming one: a portable jet shade, super thin and super light, that airline pilots can carry with them.

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Rolls-Royce celebrates 60 years powering bizjets

by James Wynbrandt

Rolls-Royce is celebrating its 60th anniversary in business aviation this week at NBAA 2018. Its foray into this segment began with the first flight of the Dart-powered Gulfstream I on Aug. 14, 1958. Since then the company has delivered more than 7,000 business aviation engines, and today some 3,000 business jets are flying with Rolls-Royce engines.

That history continues with the recent introduction of its Pearl engines, which power Bombardier’s in-development Global 5500 and 6500. The Pearl 15, the first in the new engine family, received EASA certification in February. Rolls-Royce engines also power Gulfstream’s G650/G650ER, as well as platforms from Cessna and Embraer.

The company’s “commitment to leading the way in which engines are serviced” has been central to its success, said Dirk Geisinger, business aviation director at Rolls-Royce (Booth 3800). Its “Power-by-the-Hour” service introduced in 1962 pioneered the fixed-cost-per-flying-hour concept and formed the basis of the UK company’s current CorporateCare service, launched in 2002. CorporateCare features engine health monitoring, which tracks on-wing performance using onboard sensors, lease engine access, and a global network of service centers.

“As innovators, we can’t stand still,” said Geisinger. “Whatever the future in business aviation might look like, be it supersonic flight, vertical takeoff and landing, electrically driven solutions or hybrid planes, we keep pioneering the power that matters, looking forward to the next 60 years as the leading force in business aviation.”

IBAC announces first IS-BAH Stage 3 FBO

Fort Worth, Texas-based aviation services provider American Aero FTW has been named as the first to achieve Stage 3 registration under the International Business Aviation Council’s (IBAC, Booth 687) International Standard for Business Aircraft Handling (IS-BAH). In a presentation Tuesday morning at NBAA 2018, the FBO—which was the first in the Western Hemisphere to earn Stage 1 registration and one of the first in the world to successfully register as Stage 2—was recognized for its steadfast participation in the voluntary, audit-based safety program that launched in July 2014.

“American Aero FTW continues to set the pace for the industry when it comes to safety management and risk mitigation,” said IS-BAH program director Terry Yeomans. “By doing so, they demonstrate their leadership in creating a performance-based, risk averse culture that is centered on excellence.”

Driven by safety management system (SMS) culture, IS-BAH focuses on all aspects of FBO operations. Stage 1 of the program confirms that SMS infrastructure is established and that all safety management activities are appropriately managed. Stage 2 ensures that any safety risks are being effectively managed, while Stage 3 verifies that safety management activities are fully integrated into the FBO and that a positive safety culture is being sustained.

“When I created American Aero FTW, I set forth to redefine the FBO experience for passengers and crews and deliver an exceptional customer experience at every touchpoint,” said company founder Robert Bass. “This milestone reflects that vision and demonstrates our commitment to deliver unparalleled safety and service.”

C.E.

NBAA makes MedAire call

by Curt Epstein

While trip medical support provider MedAire has long been an exhibitor at NBAA’s shows, NBAA is also a client, and at one of its recent international shows, a staff member became ill, requiring the organization to call upon MedAire’s services. Immediately, the company’s global response center (GRC) moved into action and assessed the situation, arranging for a pre-vetted doctor to visit the patient in their hotel room. After the diagnosis, the GRC handled all the logistics and payment, and had the appropriate medications delivered. Throughout the event, it maintained continuous contact with the staff member.

Through its activities, NBAA is dedicated to supporting the business aviation industry around the world, but these efforts “must account for the realities of human performance and safety, and include a support system for our team members when they are sick, injured, or otherwise in need of specialized assistance,” said Doug Carr, the association’s vice president for regulatory and international affairs. “MedAire’s trusted, global medical expertise will provide our team access to vetted services wherever they are, whether in locations across the country or in places across the globe.”

This week at NBAA 2018, MedAire (Booth 476) is offering a passport challenge for attendees to win prizes. It also has brought a roster of its subject experts to discuss how to deal with the medical challenges in international operations similar to those experienced by the NBAA staff member, in-flight medical emergencies, risks and threats to civil aviation, and the company’s aviation medical kits.

Those kits are designed to contain the essential medications needed to respond to an in-flight emergency, and in cases of drug shortages the company keeps tabs on how that will affect its supply. Each year the company refurbishes more than 300,000 of the kits globally and maintains relationships with drug manufacturers and medical equipment suppliers to keep those kits stocked with the most appropriate medicines and tools to help in remote medical situations.

With more children flying on private flights, the company suggests that adults traveling with them should take a basic first aid or CPR course, such as those provided in MedAire’s management of in-flight illness and Injury training program, before traveling. According to the company, 20 percent of the 300 in-flight calls a day to the MedLink emergency response center involve a child under 12 years old. The most common symptoms include fever, high-fever-related seizures in very young children, vomiting, and allergic reactions.

MedAire’s emergency kits feature a wide array of supplies to help meet in-flight emergencies.

A cleaning crew member puts the finishing touches on this Rolls-Royce turbofan during setup at Gulfstream’s static-display in advance of the 2018 edition of NBAA-BACE.
Garmin adds G5000 upgrades, ADS-B for G280
by Matt Thurber

Garmin is progressing on development and expanding its platforms for a range of its new avionics suites for business aircraft. The Olathe, Kansas-based avionics specialist has added a second Cessna Citation to the development and flight-test program for the Excel/XLS upgrade to the G5000 avionics suite, with a view to obtain STC approval in early 2019. The company is offering another pre-STC incentive program for up to the next 15 customers to sign up for a 2019 delivery, offering five years of database coverage—a savings of nearly $25,000.

The G5000 suite for the Excel/XLS is available for about 600 airplanes, and it is expected to cost from $500,000 to $550,000 and cut empty weight by about 200 pounds.

The package includes three landscape-oriented displays, two touchscreen controllers, and digital automatic flight control system with emergency descent mode. Underspeed protection is optional and enables fully coupled go-arounds. Also included is ADS-B Out and PBN/RNP 0.3 with LPV/APV approach capability. Other options include Garmin’s synthetic vision technology; SurfaceWatch, which provides runway and taxiway safety information via visual and aural cues; Link 2000+ and controller-pilot datalink communications; datalink weather via Iridium satellite; and Garmin’s Flight Stream 510, which adds Connect wireless cockpit connectivity for flight plan transfer with the Garmin Pilot, ForeFlight apps, as well as Garmin’s Database Conierge for updating onboard databases wirelessly via Garmin Pilot.

Meanwhile, Gulfstream has selected Garmin for an ADS-B Out solution for the Gulfstream G650. The upgrade is now available for new and in-service G280s and includes Garmin’s GDL 88 ADS-B datalink and Flight Stream 210 wireless gateway, providing both ADS-B Out and In.

With the GDL 88 and Flight Stream 210, G280 pilots can view traffic from multiple sources, including TCAS and ADS-B In TIS-B, and this can be displayed on apps such as Garmin Pilot, FlightPlan Go, and ForeFlight.

In other news, Garmin’s upgraded Garmin G1000 NXi integrated flight deck is headed for more airplanes, including the Piper M500, Embraer Phenom 100 and 300, and Cessna Citation Mustang. These will join those already approved for the NXi upgrade: TBM 850 and 900, and King Air 200, 300, and 350. The NXi upgrade features displays with faster processors and improved LED backlighting.

Compared with these airplanes’ original G1000 avionics, the NXi version adds features such as SurfaceWatch runway monitoring technology, visual approaches, map overlay within the HSI, SafeTaxi airport diagrams, traffic, and terrain. Flight Stream 510 and Connect technology enables the wireless transfer of aviation databases from the Garmin Pilot app on a mobile device to the G1000 NXi.

The Mustang NXi package will be available in the fourth quarter; the Phenom 100 and 300 in mid-2019; and the M500 in the second half of 2019.

In addition, Garmin dealer Clemens Aircraft of Benton, Kansas, has completed its 11th G5000 upgrade in the Beechjet 400A/Hawker 400XP. The Beechjet version includes three displays, ADS-B Out, and PBN/RNP 0.3, radius-to-fix legs, and LPV/APV approaches. Useful load increases by more than 300 pounds.

APS’s upset prevention and recovery training expands

Aviation Performance Solutions (APS, Booth 1117) has added a new feature to its integrated academic, on-aircraft, and simulator training services that addresses the gap in upset prevention and recovery training (UPRT) for four classes of airplanes. This expanded training takes advantage of APS’s new Alsim simulator, located at its headquarters at Phoenix-Mesa Gateway Airport in Mesa, Arizona. The simulator can be reconfigured for UPRT in light and large multiengine turboprops, multiengine business jets, and large transport-category airplanes.

APS also has access to integrated UPRT solutions at its other facilities in North America and Europe. The expanded UPRT is part of APS’s three-day upset training program, which combines on-aircraft and simulator training. The simulator training can also be included as an enhancement to any of APS’s recurrent upset training programs.

Loss-of-control in-flight (LOC-I) still accounts for the majority of crash-related fatalities in commercial aviation. “Unfortunately,” according to APS, “statistical trends show the LOC-I threat to be increasing in proportion to other accident causes.”

“The main reason [for recurrent training] is because, despite APS delivering proven-effective long-lasting competencies, we have seen a gradual, unavoidable knowledge and skill decline over time,” said Clark “Otter” McNeace, APS vice president of flight operations and standards. “In fact, we generally see a 30 percent reduction at the two-year mark and as much as 45 percent after three years.”

In addition to the two-mission core UPRT skills recurrent program, clients can opt for full- or half-day enhancements. These include upsetting by reference to instruments; spin awareness and recovery training; UPRT skills training in the simulator for multiengine turboprops or jets; high-altitude, high-Mach UPRT transition in the S-211 jet; and an aerodynamics-specific enhancement if the customer desires.

The S-211 training offers a unique opportunity for pilots to experience how performance differs between the low-, medium-, and high-altitude environments. “It’s an excellent upgrade to the standard recurrent program, especially if they didn’t get a chance to do it in their initial training,” McNeace explained. “In addition to the glass cockpit and IFR upset training options, there are substantial differences, especially in terms of thrust availability at high altitude, for example, which can be up to an 80 percent loss.”

The other key factor that pilots learn in the S-211 is the increased sensitivity of flight controls at high altitudes. “Decreased aerodynamic damping at high altitude causes the airplane to be much more sensitive,” he said, “so it becomes easier to over-control the airplane than it would be in the low-altitude environment, which is where most pilots would have most of their skill sets developed in upset training.”

The S-211 is equipped with Garmin glass systems, giving pilots who fly modern business jets a more familiar flight deck environment. Powered by a Pratt & Whitney Canada JT3D turbofan, the sweep-wing S-211 can be safely used for full stalls and is approved for upright spins, although these are not part of the standard APS UPRT program. APS high-altitude training includes thrust-limited slowdowns, wake-turbulence encounters, full stalls, nose-high and nose-low upsets, all-altitude maneuvering, and high-Mach intervention strategies.

“APS’s ability to quickly reconfigure its advanced simulator to four distinct classes of airplanes helps better serve our customers’ critical safety upset training needs in models and classes of airplanes as close to possible to their airplanes,” said APS president Paul BJ Ransbury.
TAG Farnborough sees movements soar in 2018
by Ian Sheppard

TAG Farnborough Airport (Booth 3409) has experienced a significant increase in movements, according to CEO Brandon O’Reilly. “There’s been quite a remarkable increase in movements [here] in the last year or so,” he told AIN. Partly due to intermittent closures of RAF Northolt, near Heathrow; and partly due to “the difficulty getting peak time slots” at busy airports such as London Luton, business aviation has continued to look to Farnborough—and Biggin Hill—for their London access, and especially traffic from the U.S. For the January to September period, Farnborough saw a 15 percent increase in movements compared to the same period last year. This reflected a steady increase in large intercontinental business jets, rather than bizliners. O’Reilly said the number of these visiting has leveled out, though at the current rate, the airport is planning even more expansion for large entourages requiring more passenger-lounge space.

That 15 percent is equivalent to more than 3,500 movements and means the yearly total could top 30,000 and even approach 31,000—breaking the movement record that was set before the 2008 financial crisis. Last year the total reached 27,005, against a limit of 50,000 set by local government. In addition, the airport is planning even more expansion for large entourages requiring more passenger-lounge space.

O’Reilly believes there is evidence for a third factor pushing up the number of business jets visiting London: the Brexit effect, whereby various parties are keen to investigate the opportunities Brexit could present. “It’s very hard to say, but my opinion through speaking to industry colleagues since Brexit is that people using bizav are looking for opportunities from change. We even saw an increase in movements straight after the announcement.”

TAG Farnborough is confident it is in good business as “there will be no new airports,” said O’Reilly. Heathrow is planning a third runway, but even if it does happen, it will absorb mainly airline traffic.

Farnborough is meanwhile “settled” in terms of where its opening hours and movement levels are set, in agreement with Rushmoor Borough Council. The opening hours are “8 til 8 at weekends and on public holidays, and 7-10 on weekdays.” While Biggin Hill’s longer opening hours have stimulated growth at that airport, again among other factors, Farnborough doesn’t believe this has affected its own prospects.

He is preparing to welcome Gulfstream. The old black “A shed” built in 1947 that used to house some of Gama Aviation’s activities (now relocated to Bournemouth) is being demolished for groundworks in preparation for the new Gulfstream facility. O’Reilly said once the groundworks are completed, Gulfstream will manage the building construction itself. He estimates that will ultimately bring a further 3,000 maintenance-related movements to the airport, which has an aircraft mass limit of 80 tonnes. That means Boeing BBJ 757s and Airbus ACJ320 family aircraft are the largest it can take, despite the infrastructure being able to handle A380s (albeit well under maximum gross weight) during the biannual Farnborough International Airshow.

O’Reilly said that during his tenure as CEO, which started with an NBAA visit in 2006, Farnborough has become far more prominent as a business aviation destination.

NBAA is “an extremely important show for us,” said O’Reilly, who noted he has been to every edition since he took over at Farnborough. “But it’s not all about preaching to the long-range jet operators. ‘We get PC-12s too…and we’ll see how that market develops. We have space for everybody.’”

On three final points, O’Reilly said, helicopter movements are increasing at Farnborough too, as they can wing passengers arriving on jets into London Battersea heliport in 20 minutes. “We get more than 1,000 helicopter movements a year, mostly interlining with jets,” he said.

Second, he noted the CAA had approved a tranche of controlled airspace surrounding Farnborough, which should mean more efficient movements beginning late in 2019.

Finally, the airport has now become carbon neutral based on the ACI (Airports Council International) scheme, joining only three other airports in the UK: East Midlands, Manchester, and London Gatwick.

Blue Skies For Gulfstream

Gulfstream Aerospace’s presence at NBAA 2018 includes this substantial lineup of its midsize and large-cabin business jets, including the G500, which received its FAA type certificate in July and entered service with its first customer at the end of September. Meanwhile, Gulfstream announced new range figures for the G600, which now can fly 5,500 nm, up from the original projection of 4,800 nm, with NBAA IFR reserves.

TAG Farnborough Airport awards flying scholarship

A budding young aviator who has overcome enormous challenges in life has been selected by TAG Farnborough Airport (Booth 3409) and the Honourable Company of Air Pilots to receive a flying scholarship. Réshé Harrison, 17, will receive funding towards his private pilot license (PPL) training, which he had started already at Redhill Aviation Flight Centre at Redhill Aerodrome.

The TAG Flying Scholarship is part of Farnborough Airport’s “Aviation to Education” program, now in its 11th year. The program engages with schools and colleges to inform and educate them about aviation.

Harrison is currently studying toward a diploma in aeronautical engineering at Kingston College, London. According to TAG Farnborough Airport, “Réshé has overcome the enormous challenge of battling leukemia as a child to pursue his dream of becoming a fully qualified pilot.”

“The defining moment came for a six-year-old Réshé in the midst of treatment for leukemia on a special children’s charity flight to Orlando. During a conversation with the captain of the Boeing 747, Réshé explained that one day he wanted to be just like him, to which the captain responded: ‘Work hard, be the best, and one day I hope to see you in the cockpit.’”
Imarsat marks 400th Jet ConneX installation

by James Wynbrandt

Inmarsat’s Jet ConneX in-flight Wi-Fi solution for business aviation has reached the 400 installation milestone, with 125 added in just the last four months alone, the communication satellite network provider announced this week at NBAA 2018.

“The fact that 400 aircraft have been installed with Jet ConneX in under two years of commercial service introduction demonstrates the high-quality Jet ConneX delivers to the business aviation market,” said Kai Tang, Inmarsat’s new senior v-p of business and general aviation. “We have worked hard to exceed expectations and that is reflected in this accelerating demand from both manufacturers and business jet owners, many from Fortune 500 companies.”

Inmarsat’s (Booth 841) Jet ConneX Ka-band solution is the standard onboard Wi-Fi connectivity service for Bombardier, Dassault, Gulfstream, and Embraer business jets, and is also in demand in the retrofit market, with more than 40 type certificate and STC approvals secured. These include all Boeing and Airbus bizliners.

Offering data plans up to 15 Mbps, Jet ConneX provides high-speed Internet service almost anywhere on earth save the Polar Regions. Honeywell Aerospace makes the onboard JetWave hardware that links to the Jet ConneX satellite network.

Inmarsat named Tang, formerly Inmarsat Government’s chief commercial officer, to his new position on the first day of NBAA 2018. In addition to Jet ConneX, he will oversee next year’s business aviation launch of the European Aviation Network, which combines dedicated satellite coverage with a complementary LTE-based ground network, the worlds’ first such hybrid in-flight broadband service, according to Inmarsat.

Business aviation’s dynamics on display

Attendees at the 2018 NBAA-BACE static display this week in Orlando were greeted by warm breezes and some of the most-capable and well-equipped business aircraft ever developed. Close to 100 aircraft of all sizes are available for close-up inspection during the event.

NBAE to award 17 student scholarships today

by Alexa Rexroth

NBAA is awarding 17 scholarships today during the association’s annual convention to support students in search of business aviation careers and opportunities. Offered through NBAE Charities, the scholarships typically offer a combined total of $100,000 made possible by financial support from NBAA member donors.

Aviation Scholarships include the UAA Janice K. Barden scholarship, the Fred and Diane Fitts scholarship, while Mikayla Green and Charles Fishel will receive the Al Conklin and Bill De Decker business aviation management scholarships. The scholarship categories offer support for students in various sectors of the industry, including flight department management, pilots, maintenance, schedulers, dispatchers, flight attendants, and flight technician roles.

The UAA Janice K. Barden scholarship recipients include Estelle Jules, Hunter Huffman, Jonathan Conod, Kenneth Vadakin, and Natelie Chappell. Najla Dorsey will receive the Al Conklin and Bill De Decker business aviation management scholarship, while Mikayla Green and Charles Fishel will receive the William M. Fanning maintenance scholarship.

Carla Torres, Diar Aranki, and Marco Desimone have been selected to receive the Fred and Diane Fitts scholarship. The Lawrence Ginocchio scholarship awardee list includes Brandon Idler, Brian McClure, Christen Bailey, Cole Kerns, and Michael Lynch. Natalie Sourbeck will be awarded the Eddie Queen business aviation management scholarship.
Safran’s Silvercrest plans reassured NetJets officials

by Mark Huber

Safran executives said yesterday’s announced deal by NetJets for up to 150 large-cabin Cessna Citation Hemispheres demonstrates that two of the industry’s biggest players still have faith in its delayed Silvercrest engine. While the French engine manufacturer has devised a fix for the Silvercrest’s high-pressure compressor problem, it won’t be able to verify it resolves the issue until summer next year.

That’s when testing will begin on a redesigned high-pressure axial compressor. Only then will Safran be able to issue a revised certification timetable, it said. Silvercrest program manager Michel Brioude expressed confidence that EASA would accept all engine testing to date not related to changes being made to the compressor and said that the company had been in close consultation with the agency on its plans to minimize any further delays.

Textron Aviation selected the Silvercrest for the Citation Hemisphere two years ago but was forced to suspend the jet’s development earlier this year due to delays with the engine program. Those delays forced another OEM, Dassault Falcon, to formally deselect the engine late last year and that triggered a $260 million settlement from Safran to Dassault that was announced last month. Persistent delays with the Silvercrest program, first announced in 2006, forced Safran to take a $720 million write-down against it in 2016.

Safran executives said on Tuesday at NBAA 2018 that senior NetJets and Textron officials recently received an in-depth technical briefing on the company’s solution to the compressor problem, which created sufficient confidence to propel the announcement of Monday’s deal for NetJets to take up to 150 Silvercrest-powered Hemispheres.

While it is waiting on the new parts, Safran (Booth 2355) is continuing testing of the engine and has amassed more than 9,000 test hours and 300 flight test hours, with the fleet leader tallying a total of 452 hours in the air and on the ground. Despite the program’s chronic delays, Safran said the engine’s unique position in the marketplace—in the 9,000 to 12,000-pound-thrust range—has generated interest from several OEMs that it declined to name.

The Silvercrest engine borrows from the design of the company’s commercial products, including the new CFM Leap engine, and is designed to be operated “on condition” without a fixed TBO and serviced on wing.

Separately, Safran Helicopter Engines has announced a new extended “pay as you fly” Support-By-The-Hour (SBH) service range: 5Star for civil operators of up to five helicopters, SBH Classic for fleets of six or more aircraft, and SBHM for military operators. The program now covers 40 percent of Safran customer flying hours, the engine manufacturer said.

JetTech unveils Garmin G700 TXI panel for Citation II

JetTech is unveiling its Garmin G700 TXI installation on a Citation II being shown on static display this week at NBAA 2018, and announced the initial supplemental type certificate (STC) for the panel upgrade on dual 660/750 touchscreen displays,” said Rob Irwin, founder and member/manager at JetTech (Static SD207). “As a follow-on to our successful STC modification for the Garmin G600 displays, the new STC will allow existing JetTech customers a special upgrade path for the G700 TXI touchscreen primary display.”

The G700 TXI includes HSI mapping, synthetic vision technology, and TCAS II Resolution Advisory, along with fully coupled LPV/WAAS approach guidance, and the option to display vertical navigation (VNAV) guidance to fly complex RNAV arrival procedures. Colorado-based JetTech will be offering STC’d installation data packages through approved Garmin authorized dealers for Citation 500s, 550s, 5550s, and 560s equipped with the Sperry ZP2 500 autopilot, and the G600 TXI for Citation 501s and 551s equipped with that autopilot.

JetNet sees a cautious recovery

by Curt Epstein

Industry data provider JetNet released the results of its just-concluded third-quarter JetNet iQ survey on Tuesday at NBAA 2018, finding the industry in a recovery—but a cautious one.

Among the areas the company is watching is fleet utilization. Paul Cardarelli, the Utica, N.Y.-based company’s vice president of sales, said the industry is on pace for approximately 4.5 million cycles this year on a fleet of more than 14,000 aircraft. “We were doing the same thing in 2004, with a little bit north of 9,000 aircraft, so we’re flying the airplanes roughly about a third less than we did back then, and that’s a concern we see. We think that business aviation is going to flourish when we’re really using those assets as much as we can and certainly as much as we did in the past.”

The company has tracked the declining preowned inventory as prices have begun to stabilize. “That’s really where we see the recovery today,” Cardarelli said, adding that JetNet currently sees the greatest disparity between inventory and the number of aircraft for sale. “So it’s trending to be an increasingly strengthening seller’s market, so we think that is overall a positive momentum item.”

According to JetNet, the percentage of the fleet that is available for sale has declined continually from April 2017 when it was 11.3 percent, to the present when it is below 9 percent. Prevailing wisdom has set 10 percent fleet availability as the divider between a seller’s and a buyer’s market.

Rolland Vincent, managing director of JetNet iQ (Booth 4449) and president of industry consultancy Rolland Vincent Associates, reviewed data from the just-concluded third-quarter JetNet survey, which found a large degree of market optimism. Currently, 69 percent of the more than 500 respondents from 130 countries believe that the current business cycle has passed the low point, a large jump from the 49 percent who responded positively a year ago.

In the second quarter, the survey recorded its highest level of net optimism (the percentage of those who believe industry is past the low point minus those who believe it has not yet reached the low point) since the survey was founded in 2011. That figure was 51.1 percent.

The third quarter results, however, showed some slight softening of that optimism, which the company attributes in part to the upcoming midterm elections in the U.S. and the threat of trade wars and resulting tariffs.
Avionica’s QAR bundle simplifies C-FOQA

by Matt Thurber

For owners and operators of business aircraft, the opportunity to participate in a corporate-flight operational quality assurance (C-FOQA) program depends greatly on the availability of equipment that records flight data and the ease of downloading and sharing that data. Avionica, a manufacturer of quick-access recorders (QARs), aims to ease those difficulties and encourage more business aircraft operators to realize the benefits of participating in C-FOQA.

Earlier this year, GE Aviation purchased a portion of Avionica (Booth 1351). The deal includes a joint venture under which GE (Booth 224) sells Avionica products and offers its analytics services, while Avionica provides its flight data management solutions. One result of the joint venture is Avionica’s business jet bundle, which includes the Avionica QAR with C-FOQA and avSync. The QAR is STC’d in more than 300 aircraft models, ranging from the Pilatus PC-12 to the Boeing 777, and recently Avionica has targeted more Part 23 airframes for QAR installations. In addition to the PC-12, the QAR is also certified in the Cirrus Vision Jet and HondaJet, along with many other business jet types.

“The bundle is about enabling C-FOQA across the business aircraft market,” said Avionica CEO Anthony Rios. Many modern aircraft are able to store engine and operational data, but for C-FOQA programs this data needs to be downloaded after a flight then sent to an analysis firm. The process can sometimes take weeks before the analysis is generated, and by then the information is irrelevant. “The key here is that small operators find it difficult to participate in C-FOQA,” he said. Avionica’s avSync system makes C-FOQA much easier by automatically downloading QAR data and sending it to GE servers for analysis. The new avSync 2.0 system is a cloud-based, private and secure network for transmitting QAR information via cellular networks worldwide. As soon as the aircraft lands and if a cellular connection is available, the data is transmitted. Buyers of the Avionica bundle receive a one-year subscription to the network as part of the $15,000 equipment cost.

Another reason that small operators sometimes don’t see the benefit of FOQA is that with just one or two aircraft, it is hard to generate enough data for meaningful statistics. With C-FOQA, data from many operators is combined to provide comparison benchmarks that are more useful. “C-FOQA allows small operators to participate in a large population of airframes,” Rios said.

Another QAR benefit is monitoring of important parameters such as engine trends or airframe limit exceedances. For example, a pilot given a rapid descent instruction by air traffic control might inadvertently fly near the flap limit speed but not be sure whether the airplane exceeded the limit. A suspected exceedance has to be examined, which could put the airplane out of service pending a structural inspection of the flaps system.

Knowing precisely whether or not the limit was exceeded by examining QAR data can resolve this problem quickly. “Once the data has already been transmitted, the maintenance officer could look it up,” Rios said.

The Avionica hardware weighs about 15 ounces and uses very little power. On a modern aircraft that generates a large amount of data, the QAR can store about 1,000 flight hours. An older aircraft with less data generated would be able to store about 3,000 hours in the QAR, the company said.

FlightSafety International (Booth 2638) has added several new Gulfstream training options, including advanced upset and recovery training for the Gulfstream G500. That course, which is available at FlightSafety’s Savannah, Georgia learning center, enables pilots to recognize, experience, and recover from in-flight loss of aircraft control via an upgraded Gulfstream IV simulator. The simulator is equipped with FlightSafety’s new Vital 1100 visual system, which provides mission-specific imagery and improved scene content and environmental effects.

According to executive director Dann Runik, the course “allows pilots to safely experience and recover from historically accurate, in-flight upset events in a way that would be far too dangerous to experience in an actual aircraft.” The academic segment of this course consists of four hours on topics such as low/high-speed aerodynamics, stability and control, aircraft performance, and upset recovery technique.

Meanwhile, training for the Gulfstream G500 is also under way at FlightSafety’s Savannah center. The training course for a G500 and G600 common type rating lasts 23 days and includes training aboard two full-motion simulators, three graphi- cal flight-deck simulators, and classrooms offering an interactive cockpit. Pilots can expect 46 hours of classroom instruction, 18 hours of systems integration, eight hours in the flight training devices, and 24 hours of simulator time before a check ride.

FlightSafety is the first training company to offer enhanced flight and vision systems (EFVS) to touchdown and rollout training for the G500. The stand-alone course meets FAA training requirements for operators who use EFVS in lieu of natural vision to descend below the decision height/altitude or minimum descent altitude.

Certification for Gulfstream EFVS operations for landing and rollout is accompanied by an additional approval that enables Part 135 operators to dispatch and begin instrument approaches when visualities are lower than approach minimums.

FlightSafety has been the official training organization for Gulfstream for more than 40 years. Training for Gulfstream is available at FlightSafety’s U.S. locations in California, Delaware, Georgia, Ohio, Dallas, as well as in Hong Kong and London.

J.L.E.
NBAA-BACE highlights bizav workforce, retention issues

by Alexa Rexroth

Efforts to attract and retain talent will be highlighted during NBAA’s annual convention as workforce issues continue to present concern to the business aviation industry. Various sessions scheduled during the convention are designed to examine strategies for attracting the next generation of industry professionals. In support of young professionals working in business aviation, NBAA’s YoPro Council is recognizing the industry’s “Top 40 Under 40” during reception and keynote events this week at NBAA 2018.

Recipients for the Top 40 Under 40 awards were selected for categories that include airport business, brokerage and sales, business management, maintenance, cabin attendants, marketing, pilots, and schedulers and dispatchers. A list of the recipients can be found on NBAA’s website. “At a time when the aviation community is as focused as ever on attracting and keeping tomorrow’s leaders and visionaries, NBAA is honored to have this opportunity to shine a spotlight on these outstanding young people, who are changing our industry in innovative and profound ways,” said NBAA president and CEO Ed Bolen.

Sessions dedicated to addressing workforce issues are occurring throughout NBAA 2018. Yesterday, three sessions were held, including a one on “Manager’s Nightmare: Workforce Retention” that discussed efforts to combat employee attrition in small flight departments and invite participants to engage in roundtable discussions. A Young Professionals (YoPro) session called “Changing the face of business aviation” featured a panel on supporting engagement of young professionals in the industry. The third session, “Quick Ascent: Perspectives from Rising Industry Leaders” enabled recipients of the Top 40 Under 40 awards to share their career experiences.

Today, an aviation leadership for women session will discuss strategies to increase representation of women in aviation leadership roles. A career in business aviation day will also be held tomorrow to host high school students interested in learning and networking opportunities surrounding business aviation.

MRO Insider gets first international subscriber

MRO Insider (Booth 4818) is celebrating its first anniversary with the addition of StandardAero as the first international MRO subscriber. In its first year of operation, the company has added more than 100 maintenance locations and 400 corporate aircraft to its website. MRO Insider’s site provides a free service that enables aircraft owners and operators to submit RFQs, search subscribed facility profiles, and read customer reviews when searching for MRO services. “StandardAero is delighted to become the first international MRO to support operators through MRO Insider’s online maintenance quote portal,” said Jason Johnson, vice president of sales and marketing for StandardAero’s airline and fleets business unit.

According to the company, MRO Insider was developed as a solution to improve word-of-mouth referrals for aviation maintenance services. Those who elect to become subscribed maintenance facilities pay a monthly fee to have a profile page and quoting ability. Owners and operators can access the website for free to send required maintenance out for quote to multiple subscribed facilities within a desired radius.

Then owners and operators can review quotes sent from facilities, read facility information, and examine customer reviews during their decision-making process. Once a facility is selected, owners and operators can accept the quote of their choice and are encouraged to review the service once completed on the website. “Adding StandardAero to our network strengthens and benefits our owners and operators in a big way,” said Any Nixon, co-founder and vice president of sales for MRO Insider. “When searching for maintenance providers and obtaining quotes, our users will now be able to get responses from more facilities, with a larger geographic spread than ever before. When someone is AOG, the StandardAero network of mobile service teams will mean our third-party AOG search will likely solve their problem.”

A.R.

Going The 5X One Better

In the aftermath of being forced to cancel its proposed Falcon 5X for lack of suitable engines, Dassault earlier this year announced its replacement, the 6X. Largely based on the 5X’s systems and aerodynamics, the 6X is to be powered by twin P&W PW812D engines, will feature fly-by-wire controls, and come with Honeywell’s Primus Epic EASy III flight deck. The 6X is planned to have a 5,500 nm range and is set to make its first flight in 2021, with deliveries to follow in 2022. Meanwhile, the company brought this mock-up of the 6X fuselage, which requires its own flatbed trailer.
Falcon customers deserve the best in every way, including service. From our 24/7 command center to our mobile repair teams to our extensive parts inventory, you’re covered. Our new portfolio of AOG support services includes two long-range, large cabin Falcon 900s with everything needed to put an AOG back in service, or provide alternative lift for passengers. Something you can only get from Dassault. Whatever it takes™.
2018 NBAA Schedule

Wednesday, Oct. 17, 2018
ORANGE COUNTY CONVENTION CENTER

9:15 a.m.–10:00 a.m.
The Electric Aircraft Revolution
Location: Innovation Zone

9:15 a.m.–10:00 a.m.
Know Your Customers: How to Avoid Dealing with Bad Actors

9:15 a.m.–10:00 a.m.
The Future of Part 135 Training

9:15 a.m.–10:00 a.m.
Fatigue: The Silent Safety Epidemic

10:30 a.m.–12:00 p.m.
Day 2 Keynote

12:30 p.m.–1:30 p.m.
Imagining the Future of Pilotless VTOL Aircraft
Location: Innovation Zone

1:00 p.m.–2:00 p.m.
Aviation Leadership for Women

1:00 p.m.–2:00 p.m.
Clear The Taxiway: Avoiding Ground Handling Incidents

1:00 p.m.–2:00 p.m.
Cyber security Made Simple

1:00 p.m.–3:00 p.m.
NBAA Local and Regional Group Best Practices Forum

1:00 p.m.–5:00 p.m.
Friends & Partners in Aviation Weather (Day 1 of 2)

2:00 p.m.–3:00 p.m.
Blockchain for Business Aviation
Location: Innovation Zone

2:00 p.m.–3:00 p.m.
Annual Meeting of Members

3:00 p.m.–4:00 p.m.
Ethical Business Aviation Transactions

3:00 p.m.–4:00 p.m.
CAM: Certifying the Future of Business Aviation

3:00 p.m.–4:00 p.m.
Security How-To

3:30 p.m.–4:30 p.m.
I Like Big Data and I Cannot Lie
Location: Innovation Zone

6:00 p.m.–8:00 p.m.
Fund an Angel Cocktail Reception
Location: Hilton Orlando

Thursday, Oct. 18, 2018
ORANGE COUNTY
CONVENTION CENTER

8:00 a.m.–5:00 p.m.
Friends & Partners in Aviation Weather (Day 2 of 2)

9:00 a.m.–11:00 a.m.
NBAA National Safety Forum

10:00 a.m.–11:00 a.m.
Careers in Business Aviation Day—General Session

11:30 a.m.–12:00 p.m.
Careers in Business Aviation Day—College/University Roundtable Session
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.