



# ULTIMATE JET

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# Edito

## After Covid

Business aviation has always been able to cope with the various crisis that have crossed its young history. Even at the lowest point in business aviation, we have always seen signs of a medium-term post-crisis recovery. The unprecedented nature of this specific recovery, which was health-related even before it was economic, is more pernicious.

Indeed, it is difficult to assess what the medium and long-term consequences will be on the world economy and on the aeronautic sector in particular. Based on the various travel restrictions, the industry has now encountered some new competition: video-conferencing. On one hand, it has allowed the world to continue to maintain a semblance of economy and connection between people; the emancipation of this industry has also made a large number of companies reflect on their working methodologies. Less travel, lower costs, and a better carbon footprint for the planet, an almost perfect recipe, where all the ingredients seem to be working to minimize the use of transport, and in particular air travel. This would work, however, our DNA and need for physical encounters limit this possibility.

The post-Covid world may be different for everyone in the business community. Nevertheless, faced with the rise in the power and use of video conferencing

technology, in addition to the bewildered commercial aviation sector that continues to struggle to catch its breath, we believe that business aviation could find a second wind, with a new appeal to a clientele that had set aside the use of private jets. Finally putting to rest its' negative image, as a luxury means of travel, as opposed to a true working tool. As Xavier Joussaume, CEO of FlyOps, points out in his article published in this issue, *«Business Aviation has the essential assets to survive, adapt, and no doubt reinvent travel»*.

With this optimism and after several months of confinement, *Ultimate Jet* has now embarked on its own evolution by developing a new all-digital magazine. A need to reinvent itself, which allows us to bring you a new media, richer in content and more interactive, in order to discover business aviation from a new angle.

Happy reading to all of you, take care of yourself.



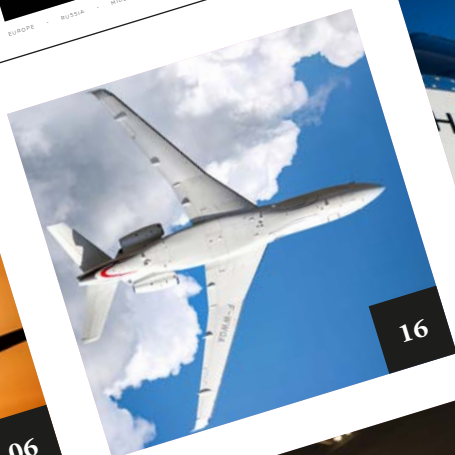




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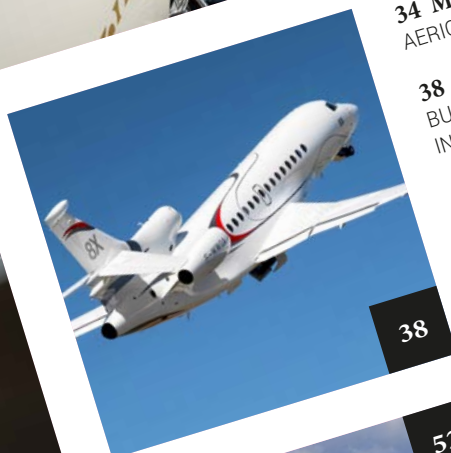
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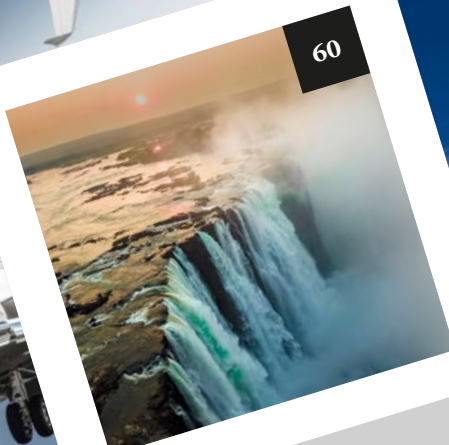
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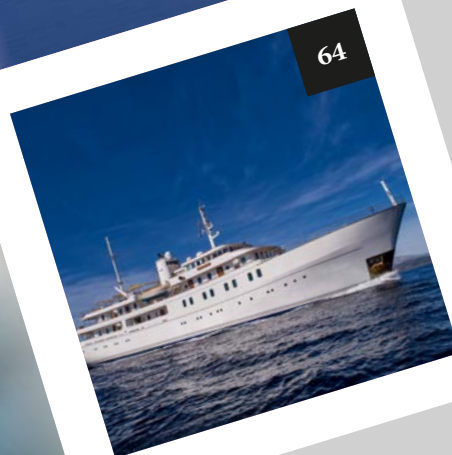
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## NAVIGABILITÉ

Premier Pôle créé en 2009, à l'origine de Time to Fly, le Pôle Navigabilité a assuré la mise en place de plusieurs Organismes d'Entretien, CAMO ou Organismes de Production. Les experts Time to Fly assurent ensuite un support complet, allant d'audits ponctuels à l'externalisation.

- Support pour la mise en place de camo, organismes d'entretien ou organismes de production.
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- Audits et suivi de conformité / sécurité
- Rédaction et gestion des MGN, MOE, MOP, manuels SGS
- Expertise navigabilité : support achat d'aéronefs, recovery, support entretiens majeurs
- Externalisation système qualité



## OPÉRATIONS AÉRIENNES

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- Audits et suivi de conformité / sécurité
- Rédaction et gestion des manuels D'exploitation
- Externalisation système de gestion



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- ▶ Audits de conformité post-certification
- ▶ Externalisation du système de gestion et/ou du contrôle de la conformité
- ▶ Production d'études aéroportuaires : eisa, conception, études opérationnelles
- ▶ Rédaction et gestion des manuels d'exploitation
- ▶ Assistance juridique aéroportuaire
- ▶ Accompagnement réglementaire à l'utilisation des drones



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- Pilatus
- Luxaviation
- DC Aviation
- Lufthansa Technik



A large, dark silhouette of an aircraft is positioned on the left side of the frame, extending horizontally across the middle. The aircraft's wing, tail, and landing gear are visible. The background is a warm, orange-hued sky with soft, wispy clouds at the bottom. The word "News" is written in a large, white, serif font in the center-right area.

# News

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## DFS complete Falcon 900B cargo conversion

Dassault Falcon Service (DFS) recently completed the conversion of a Falcon 900B from passenger configuration to full cargo in record time. The conversion, involving a company-owned aircraft, took eight days from reception of the order to approval by French Civil Aviation authorities, granted under a fast-track exemption. The project entailed stripping passenger seats and furnishings and installing equipment to stow and secure freight. No major modifications to access doors or other systems were undertaken and the conversion is readily reversible back to passenger configuration. The modification involved customer service, engineering and operating teams from DFS as well as test and certification resources from Dassault Aviation. The aircraft is being used to transport fabric needed for the production of face masks to a plant in Eastern Europe and to return completed masks for distribution in France, North Africa and other areas stricken by the Covid-19 pandemic or recovering from the coronavirus lockdown. Flying these materials in a converted business jet is considerably faster and provides greater flexibility than commercial airfreight or ground transport. Capacity is 13.5 cubic meters or 6,325 lbs (2,884 kg).



## Gulfstream G600 receives EASA approval

Gulfstream Aerospace has announced on May 11th its award-winning Gulfstream G600 earned type certificate approval from the European Union Aviation Safety Agency (EASA), enabling aircraft registrations and deliveries to begin for EU customers. *«The Gulfstream G600's advanced technology, high-speed performance and unparalleled efficiency will serve the intercontinental European business traveler well,»* said Mark Burns, president, Gulfstream. *«We are excited to get this aircraft in the hands of customers throughout the continent.»*

At its high-speed cruise of Mach 0.90, the G600 can carry passengers 5,500 nautical miles/10,186 kilometers nonstop — enough range to travel from London to Los Angeles or from Paris to Hong Kong. At its long-range cruise speed of Mach 0.85, it can fly 6,500 nm/12,038 km. Its maximum operating speed is Mach 0.925. The aircraft, which entered service Aug. 8, 2019, has already earned 23 city-pair speed records. Among those records was a flight of 4,057 nm/7,514 km from Savannah to Geneva that took just 7 hours and 21 minutes at Mach 0.90.



## First Citation Latitudes configured for flight inspection enter service

Textron Aviation recently delivered the first two Cessna Citation Latitude aircraft configured for flight inspection missions. The aircraft were delivered to Kanematsu Corporation and will be owned and operated by the Japan Air Self-Defense Force (JASDF) to ensure the integrity of instrument approaches and airway procedures that constitute the national airspace of Japan. A third aircraft is anticipated to deliver in early 2021. *«We're proud the JASDF selected the Cessna Citation Latitude, the best-selling midsize jet, in support of its flight inspection mission,»* said Bob Gibbs, vice president, Special Mission Sales for Textron Aviation. *«When the JASDF needed a modern aircraft with low direct operation costs for an enduring mission, it chose the Cessna Citation Latitude.»* Fitted with UNIFIS 3000 Flight Inspection System equipment from Norwegian Special Mission (NSM), the aircraft will provide flight inspection missions through the periodic evaluation of navigational aids, such as flight procedures and electronic signals, to ensure they are safe and accurate. The aircraft will be operated by the Flight Checker Squadron, a JASDF unit based at Iruma Air Base in Saitama Prefecture north of Tokyo. *«Flight inspection has long been a vital part of providing a safe air transportation system making instrument flight possible and safeguarding passengers and aircrew,»* said Gibbs. *«The Latitude's long range, large cabin and class-leading performance ideally suits it for the flight inspection mission.»*





## Textron awarded contract for two King Air 350CER

Textron Aviation was awarded a contract for two additional Beechcraft King Air 350CER turboprop aircraft for the U.S. Customs and Border Protection (CBP) Air and Marine Operations (AMO). After mission modifications by Sierra Nevada Corporation, these two Multi-role Enforcement Aircraft (MEA) aircraft will join a fleet of 23 other King Air 350 aircraft used to safeguard the United States homeland as part of the coordinated application of CBP's aviation and maritime law enforcement resources. *«We are honored the King Air 350CER continues to be the aircraft of choice to fill this critical mission need for the CBP»* said Bob Gibbs, vice president, Special Mission Sales. *«These aircraft can fly six-hour missions and can deploy to hot spots where multi-sensor patrols assist both ground and marine agents to detect, interdict and prevent acts of terrorism as well as the unlawful movement of people, illegal drugs and other contraband toward or across the borders of the United States.»*

CBP MEA is equipped with a sophisticated array of active and passive sensors, technical collection equipment and satellite communications capabilities that can be deployed for ground interdiction operations, air-to-air intercept operations and medium-range maritime patrols. The aircraft is operated by a crew of four, including two highly trained sensor operators who employ the mission equipment and coordinate the information flow to the ground.

The Beechcraft King Air 350CER aircraft is an extended range version of the King Air 350i twin-engine turboprop aircraft configured with an optional cargo door, resulting in enhanced mission flexibility. Two Pratt & Whitney Canada PT6A-60A or optional factory installed PT6A-67A turboprop engines with Hartzell four blade propellers power the King Air 350CER aircraft, and a fully integrated Collins Aerospace Pro Line Fusion digital avionics suite provides pilot(s) with state-of-the-art touchscreen controls.



## Piaggio awarded contract by italian MOD

While getting closer to the deadline for the submission of expressions of interest for the purchase of its business complexes, Piaggio Aerospace is awarded a new contract worth approximately € 125 million: The Italian manufacturer, in extraordinary administration since the end of 2018, has announced today the signing of an agreement with the Ministry of Defence for the maintenance of the entire fleet of the P.180 currently operated by the various Armed Forces: Air Force, Navy, Army and Carabinieri.

The agreement provides in particular that the Italian Manufacturer will guarantee for nine consecutive years the Integrated Logistic Support for the P.180 aircraft owned by the Ministry of Defence. Among the planned activities: scheduled and unscheduled maintenance, the supply of engineering services to ensure the continuous airworthiness of the fleet and the supply of spare parts.

The aircraft are mainly used for transport activities, ambulances, flight inspection and training.

*«The contract signed today allows us to further strengthen Piaggio Aerospace distinctive positioning in the maintenance of both aircraft and aircraft engines, a sector that sees the company competing with the main international operators», commented Vincenzo Nicastro, Extraordinary Commissioner of Piaggio Aerospace. «This is a new important step forward in the project to create a single national hub for the maintenance of the aircraft of the Italian Armed Forces and a further step in the process of relaunching the company, which will shortly see the closure of the first phase of the international tender».*

Piaggio Aerospace goes to potential buyers, who have until 29 May to submit their Expressions of Interest, with a significant order book. With the contract announced today, the value of the firm order backlog rises to 640 million.





## Vertis Aviation adds first multi-mission ERJ145

Vertis Aviation has added an Embraer ERJ145 to its Vertis Charter Management Programme, VCMP. The aircraft is available immediately for on demand passenger or cargo charters. The first of its kind in the Vertis portfolio, it supports the Vertis goal of deploying the right aircraft for the right mission in the right location to meet changing market trends.

Based in Malabo, Equatorial Guinea, the privately owned ERJ145 has a range of some four hours and is strategically positioned to serve increasing demand from customers requiring group passenger transportation or cargo lift within Western and sub-Saharan African regions. The cabin seats up to 50 passengers or holds up to four tonnes of cargo, making the aircraft ideal for corporations moving visiting executives around the region, local industry requiring reliable and regular worker transportation, private tourism, or efficient cargo transportation. Vertis anticipates the continued growth of mining, agriculture, communications, tourism, construction and other industries, will drive demand for movements between destinations not well-served by commercial aviation.

*«The African commercial network is renowned for its inability to connect major economic hubs easily and conveniently. This has driven the rise of business aviation on the continent and as economies continue to expand the need for access to aircraft that can move goods and people from point to point, rather than via convoluted routes, is imperative. The chaos being caused to the commercial airline industry by the COVID-19 pandemic is exacerbating the limited nature of these services. We are filling a gap by providing access to an aircraft with the capabilities and reliability of the ERJ145.»* said Catherine Buchanan, Chief Operating Officer for Vertis.

As African economies continue to strengthen Buchanan says the aircraft adds real value to the business and for Vertis customers. *«It is the first time we have promoted a multi-mission aircraft but with our knowledge of the African aviation market, and our recent experience with cargo and repatriation flights following the new coronavirus outbreak, this a natural evolution for the business. We're excited about the opportunity it presents.»* The largest member of the Embraer regional jet family, the ERJ145 was developed specifically for regional operations so is well suited to the changing patterns of charter needs in Africa.

The addition of the ERJ145 supplements the existing Vertis portfolio of marketed aircraft which includes a Bombardier Global 5000, a Bombardier Global 6000, a Bombardier Challenger 350, and a Dassault Falcon 900EX. Supporting owners and operators by offering exclusive outsourced charter sales management the Vertis Charter Management Programme is ideal for individual owners, small fleet operators, or aircraft management companies looking for innovative ways of supporting owners' assets while bringing new charter opportunities to market.



## Leaving nothing to chance

Since its creation in 2000, safety has been paramount to Global Jet's values, and its number one priority. In view of the ongoing COVID-19 situation, the business aviation company headquartered in Geneva, Switzerland, has been taking strict precautions to protect their passengers, crew and employees. Thus, they have been enforcing additional measures to those published by the WHO in order to safeguard the safety of all passengers and crew on board of their aircraft.

Global Jet's crew have been trained to apply, before and after each flight, sanitation and disinfection sprays as per very strict procedures established with Medaire physicians and in accordance with the EASA regulations.

Medaire kits (UPK –Universal Precaution Kit) are available on each aircraft. All crew members are well traced and checked for signs on a regular basis. Additionally, and on request by customers, a deeper disinfection of the cabin could be performed by professional partners in some major hubs.



## Alaska's North Slope Borough now flies a PC-24 air ambulance

Operated by the North Slope Borough Search and Rescue Department (SAR) in the northernmost region of the United States, the PC-24 provides basic medical care for 9,800 residents across a territory of 95,000 square miles (246,000 square kilometres). Outfitted with tandem LifePort™ AeroSled™ stretchers and five passenger seats, it is the fourth PC-24 to be delivered in a medevac configuration.

The town of Barrow, Alaska, also known as Utqiagvik, is located at 71 degrees north latitude. The average temperature in mid-January is –14 degrees Fahrenheit (–26 degrees Celsius) and the sun does not rise completely above the horizon until early February. This region, with its exceptionally harsh conditions, will be the new home for the Super Versatile Jet.

The SAR Department is responsible for delivering basic medical care to all North Slope Borough residents. The team performs medevac operations, search and rescue and other emergency missions. In addition to the PC-24, which replaces an older light jet, SAR currently operates two helicopters and a fixed wing turboprop aircraft. All are capable of day, night, visual or instrument meteorological flight conditions in a medevac context. Many flights are operated from snow and ice packed runways with paved, dirt, and gravel surfaces – conditions for which the PC-24 was specifically designed.

Pril Brooks, Director of North Slope Borough Search and Rescue, explained the reasons which motivated the choice of the PC-24: «*The PC-24 is a gamechanger when it comes to fast, efficient transport of critical patients across vast distances in our extremely harsh environment. Its unique cargo door, large cabin and ability to safely operate from short, unpaved runways make it ideally suited to our needs.*»

At the handover ceremony held at Pilatus' US subsidiary, Pilatus Business Aircraft Ltd in Broomfield, Colorado, North Slope Borough Mayor Harry K. Brower Jr. said: «*We are delighted we can now offer residents a new level of capability to enhance their safety and well-being. In this region, fast, efficient, high quality medical care is absolutely essential, and the PC-24 will enable us to fulfil every aspect of that commitment.*»

Thomas Bosshard, CEO of the Pilatus subsidiary, presented the keys to Mayor Brower and commented: «*We are proud of the role our PC-24 will play in supporting the residents of North Slope Borough and the SAR team in the execution of their missions. We are very pleased to see such high demand for the PC-24 as a medevac platform, in addition to its popularity as a business jet. This is exactly the type of versatility we envisioned when we began designing the PC-24 – and now it is a reality.*»



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## Luxaviation acquires FBO at paris-Le Bourget Airport

Luxaviation Group is announcing the acquisition of Paris- Le Bourget VIP Terminal (FBO), from Aéroports de la Côte d'Azur (ACA) Group and handled by its Sky Valet France company.

With the acquisition of the VIP Terminal FBO, Luxaviation Group demonstrates its leadership in business aviation notwithstanding the impending downdraft and the severe impact of the Covid-19 crisis on the industry. For this transaction Luxaviation was advised by Saphir Capital Partners.

Patrick Hansen, CEO of Luxaviation Group says: *«With the acquisition of the prestigious Paris-Le Bourget VIP Terminal, we are able to further grow our 26 strong VIP Terminal network under our ExecuJet Brand, and provide our clients with an unrivalled full-service ground handling in an unparalleled location. We continue to focus on our core aviation services and further concentrate on innovation and expansion. As a group, we are determined to drive the curve and to invest worldwide into the sector's development.»*

In 2019, Sky Valet Paris- Le Bourget has managed over 6000 business aircraft movements representing 12% market share. Sky Valet is a brand owned and managed by Aéroports de la Côte d'Azur. In France, the brand operated in Cannes, St Tropez and Paris-Le Bourget. ACA manages 22 FBOs in France, Spain and Portugal, and additional 7 independents locations through its marketing and sales partnership Sky Valet Connect. Sky Valet Paris- Le Bourget manages its own terminal with secured car parking, and dedicated security filter and ramp area.

Dominique Thillaud, President of the Board of Aéroports de la Côte d'Azur: *«After five years of continuous growth and having achieved a market share of 12%, we are pleased with the finalization of this sale contract to Luxaviation Group which will extend the efforts and good results Sky Valet Paris- Le Bourget. The dynamism of this VIP Terminal at one of Europe's leading business airport can only contribute to the dynamism of our remaining FBO activities, in France and in Europe.»*

Karol Gueremy, CEO of Luxaviation France and Portugal says: *«We are looking forward to welcome the 15 experienced colleagues of Sky Valet France in our Luxaviation team in Paris. Their recognized excellence matches the high-level service spirit of Luxaviation throughout the Group and increases our service offering».* Karol Gueremy will be supervising the team of this newly acquired VIP terminal in Paris.



## Overhaul contract for DC Aviation

DC Aviation Group have been awarded a contract for the comprehensive overhaul of a Challenger 605 including a 48-month check, a cabin refurbishment as well as a Proline 21 Advanced Upgrade. The work will be carried out at DC Aviation's Stuttgart Maintenance Centre. The Proline 21 Advanced Upgrade includes the installation of Automatic Dependent Surveillance-Broadcast (ADS-B) equipment. This surveillance technology is already mandatory in the USA and the UAE since 1st January 2020 and will be mandatory in Europe from 7th of June 2020. With this system, the aircraft can be tracked as it determines its position via satellite navigation and periodically broadcasts it. The upgrade also includes the implementation of the TOSE (Take-Off Safety Enhancement) system.

Furthermore, a software upgrade of the 3rd VHF transceiver will be carried out to meet the Eurocontrol Link 2000+ mandate. Daniel Heidrich, Director Sales Technical Services for DC Aviation advises *«DC aviation has extensive experience maintaining and overhauling Challenger aircraft with a particular focus on Avionics upgrades. Our «Passion for Quality» means that all Safety Standards are kept to the highest levels and all work carried out with detailed precision.»*



## DC Aviation upgraded a Global 5000

DC Aviation Group has been contracted for the upgrade of a Global 5000 with a Gogo Elite Smart Cabin System (SCS Elite), an Inmarsat SwiftBroadband High Data Rate Service as well as a new satellite communication system. The SCS Elite package is a highly integrated smart cabin system that allows passengers to control the cabin environment with a single interface. Daniel Heidrich, Director Sales Technical Services of DC Aviation says: *«No other solution on the market delivers the breadth and depth of functionality that SCS Elite does. We are very pleased that this system allows the customers to use their own PID (Personal Integrated Device) to do whatever they choose. This can include checking inflight data, watching a movie, browsing the web and making or receiving a phonecall.»*

Since 2017 DC Aviation is a full-service maintenance, repair and overhaul provider for Gogo Business Aviation and participates as a partner for hardware sales and installations on various types of business aircraft for Gogo's portfolio of products. In addition to the Smart Cabin System, the Global 5000 will also be upgraded with an Inmarsat Swift Broadband High Data Rate (HDR) system that offers significantly enhanced data streaming rates. Furthermore, the aircraft will be equipped with a new satellite communication system.



## Special mission services

Lufthansa Technik AG has begun working on the cabin conversion of the first of three Airbus A350-900s for the German Federal Government's Special Air Mission Wing.

The aircraft arrived at Hamburg's International Airport on May 7th where it will be fitted with a government cabin by Lufthansa Technik's VIP & Special Mission Aircraft Services product division.

This is the world's first conversion of this kind of an Airbus A350, which will initially be equipped with a special transitional cabin for the transport of representatives of the Federal Government and their accompanying delegations.

The corresponding preliminary work had already begun in November last year in Lufthansa Technik's VIP workshops. Delivery is scheduled for the end of July. The transitional cabin, tailored to the specific requirements of the customer, will be equipped with office and conference areas, next to a multifunctional lounge area.

The rest of the cabin space will be available to the accompanying delegations. It will have generous seat spacing, an appropriate number of washrooms and modern kitchen equipment.

This is the first VIP completion of an Airbus A350 for the German Air Force as well as for Lufthansa Technik.







FOCUS

# Business Aircraft Manufacturers face Covid-19

For almost three months now, the world economy has been suspended to the evolution of the coronavirus. Likewise, manufacturers have fallen more or less violently into a torpor that will certainly leave an indelible mark on the sector.

By Frédéric Vergneres  
©M.Douhaire - ©Bombardier - ©Gulfstream



**B**usiness aviation has always been able to cope with the various crises that have crossed its young history. Even at its lowest point, as in 2008, the activity has always shown a medium-term post-crisis recovery. The unprecedented nature of this crisis, which was health-related before it was economic, is more pernicious. Indeed, it is difficult to assess what the medium and long-term consequences will be on the world economy and on this sector in particular. Nevertheless, in the face of an exhausted commercial aviation that is struggling to catch its breath, business aviation could find a second wind and a new appeal to a clientele that had abandoned the use of private jets.

If for the moment, no study has been unveiled on the subject, various professionals in the sector, starting with operators and brokers, have seen an increase in requests for quotes, even during the confinement. This is the case of Sylvie Darnaudet, President of Jet Monde, an air broker specializing in business aviation based at Le

Bourget airport, who says she has «a higher number of requests for quotes for flights in and outside the Schengen zone». Requests that for the moment cannot be met in view of the border restrictions still in place in most countries. However, she is positive about the reopening of these restrictions: «the market could pick up again very quickly because managers and their executives have a vital need to travel. But they don't want to do so under any conditions. In fact, business aviation meets their expectations, particularly in terms of health and safety. The idea of passing through a crowded terminal, with transit flights, seems inconceivable to them today». The second-hand market could also benefit in part from this new awareness. The idea of companies acquiring an aircraft to transport their management teams seems to be gaining ground again; again for safety reasons. And, this after years of «business aviation bashing» which no longer met the image and marketing criteria.

## Chaotic first quarter

With these few positive signs, business aviation could therefore resume flying sooner than expected. While this seems to be the case for operators in the short term, manufacturers will have to wait. And the year 2020 is already shaping up to be particularly difficult from an industrial point of view, as the latest report from the General Aviation Manufacturer Association - GAMA reveals. Deliveries of business jets were down 19.1%, with 114 units in the first quarter of 2020 compared with the first quarter of 2019. But the most significant drop was in deliveries of turboprop aircraft, which fell by 41.8%, with 71 units delivered.

The value of general and business aircraft deliveries of \$3.4 billion was down 21.3% year-on-year.

While the association expected a year equivalent to 2019, the figures published in this first quarterly report highlight the effects of *«the health and safety restrictions put in place in response to the Covid pandemic»*, said Pete Bunce, President and CEO of GAMA. *«These measures began to have a significant impact on global operations, supply chains and deliveries towards the end of the first quarter. Companies quickly implemented a wide range of health protocols in accordance with local, regional and national guidelines to maintain production, maintenance and training rotation»*, he adds. However, given the uncertainty surrounding the duration and economic impact of the pandemic, some manufacturers have not hesitated to suspend their forecasts for the year 2020, such as Dassault, Embraer and , Bombardier.

## Drastic measures at Bombardier..

Despite the economic situation, the canadian aircraft manufacturer delivered 26 aircraft, two more than last year. However, to deal with the health crisis, Bombardier had to suspend its activities from late March to early May in Canada, where the assembly and delivery of Global and Challenger aircraft are carried out. Major aerostructures operations in Mexico and Belfast were similarly suspended, affecting approximately 15,000 employees worldwide. In fact, the manufacturer states that *« the impact of the production slowdown, supply chain shortages and other disruptions on revenues and earnings is expected to increase as the situation has continued into April and May 2020 »*. While production is gradually resuming, Bombardier says it is *«working on new delivery schedules with customers and suppliers. On the order side, the aircraft manufacturer has also informed its shareholders that its Aviation segment experienced a significant slowdown in March »*. Given the low volume of orders, *«production rates will be in line with market demand, which is expected to decline by 30% to 35% compared to the same quarter last year»* the press release said. Nevertheless, Bombardier is reassuring about its order book, particularly for the Global 7500, which, according to the aircraft manufacturer, *«has remained largely intact, allowing it to target an acceleration in production rates »*.





## Gulfstream and Textron Aviation

Gulfstream, which delivered 23 aircraft compared to 34 last year, has also taken strong measures to limit the impact of the Covid-19 on all its employees. The aircraft manufacturer has indicated that it has limited, from the start of the pandemic, «*company travel and the number of visitors and people entering the installations*». The aircraft manufacturer adds it has put in place «*social distancing measures and provided on-site employees with personal protective equipment while increasing the frequency and intensity of cleaning of the facilities*». Gulfstream also points out that it has encouraged employees to stay at home in case of symptoms and has engaged the services of an infectious disease physician, a graduate of Harvard Medical School, to review all safety measures for its employees. However, the impact on business activities forced Gulfstream to «*reduce the number of deliveries planned for 2020*» and, more importantly, «*implement several cost-cutting measures throughout the company*». This reduction includes the elimination of 700 jobs at the Savannah site and the closure of the Las Vegas maintenance center. Although production has slowed down, it remains operational, in accordance with the directives imposed by the American president via ICAR - Security's Cyber & Industrial Security Agency. Indeed, these measures impose a «*special responsibility*» on the so-called «*vital*» industries, including aeronautics, to maintain a normal work schedule during the global COVID-19 epidemic. During this period, Gulfstream is continuing the G700 flight tests at a sustained pace which has enabled the program to reach more than 100 flight hours and has enabled the aircraft manufacturer to start the cabin layout of the first pre-production aircraft.

Faced with the same administrative rigors as the Savannah-based aircraft manufacturer, Textron Aviation also had to furlow 7,000 employees across the United States on unpaid leave in mid-March. The implementation of sanitary measures and a reorganization of the industrial tool have nevertheless enabled Textron to deliver 93 aircraft (compared to 124 in 2019) including 20 business jets. The most significant drop in production concerns the Citation Latitude, which was down 50% compared to the same period last year.

## Industrial Safeguards

Dassault remains more evasive, indicating only that it has slowed down the pace, having to implement the necessary sanitary measures on the production lines. The aircraft manufacturer remains confident, however, and will continue to develop the Falcon 6X program for a first flight, still scheduled for early 2021. The same goes for Embraer, who has remained relatively silent on the measures taken to deal with the Coronavirus. On the other hand, the first quarter was equal to last year with 11 aircraft delivered, including three Praetor 600s.

Honda Aircraft, which delivered the same number of aircraft as last year (7 units), points out that it had difficulty delivering the aircraft to its international customers due to the introduction of quarantine and travel restrictions. The aircraft manufacturer says deliveries of new aircraft to China are still pending due to U.S. flight and travel restrictions. Like other manufacturers, Honda Aircraft has implemented several measures in all its facilities to mitigate the potential risk of Covid-19, in accordance with the directives of U.S. and world health authorities.





However, the manufacturer suspended production of the HondaJet Elite until early May to ensure the safety of employees at the manufacturing site but also *«due to an anticipated drop in market demand due to the economic impact»*. While the manufacturer concedes, *«that it may take at least a year for the situation to recover,»* it remains positive for the period after Covid-19. Indeed, Honda announces that it has received new purchase requests, due to the current circumstances not only for some owners and some companies, but also configured for medical evacuation missions.

In this area the PC-24 holds the line and Pilatus appears to be getting through the crisis without too much turbulence. With 17 aircraft delivered compared to 18 in 2019 during the same period, the aircraft manufacturer benefits from a substantial order book in the field of training aircraft with its PC-21 but also from the popularity of its twin-engine aircraft. Despite the promising outlook at the beginning of the year, however, the figures have been revised downwards. Pilatus took swift and appropriate measures to deal with the situation, including the introduction of short-time work for a large number of employees. Pilatus reported at the beginning of May that less than 20% of employees were still affected by this measure, adding that as supply chains are still disrupted, *«a continuous reassessment of the situation is necessary.»*

Faced with the consequences of the pandemic, Daher stated on 19 March that it *«had to resolve to suspend TBM production until further notice»* and put in place appropriate health measures on site. As a

result, the Tarbes-based manufacturer delivered only 4 aircraft in the first quarter compared to 15 last year. In addition to its activity as a manufacturer, Daher equipment manufacturer and subcontractor for manufacturers such as Airbus or Gulfstream, must also cope with the drop in production of the latter. The coming months could therefore be difficult for the group.

## Solidaires

In spite of the crisis and the difficulties that it generates, many manufacturers have wished to participate in the collective effort of the medical world and governments. Gulfstream has donated supplies and made financial contributions to hospitals and non-profit organizations on the front lines of the COVID-19 pandemic. Dassault is also not to be outdone: in addition to its contribution to the Resilience mission with the loan of two Falcon aircraft to the armed forces, the manufacturer has provided 60 meals a day to the Foch hospital in Suresnes, France, for the nursing staff and supplied 700 protective visors made in 3D printing for various French national and regional institutions. The St Cloud-based aircraft manufacturer has also participated with many professionals from the business aviation sector in the transport of healthcare personnel through Aviation Sans Frontières. As such, Daher had placed two TBMs and pilots on standby from its site in Tarbes.





**PHENOM<sup>®</sup>**  
BY EMBRAER 300E



FLIGHT TEST

# Phenom300E

## **An imaginary conversation with Hemingway about the Phenom 300E**

I recently had the chance and privilege of flying the new and improved Phenom 300E. I wanted to share in the joy and dreamt I had an imaginary talk with Hemingway.

We sat down at his favorite dingy down at the heels bar in an unspecified Caribbean island. I always felt a kinship with Hemingway. He liked to fish, I liked them sautéed with a drizzle of lemon, he liked motor boats, I like sailboats, he hated fascists, I hate fascists. He liked carousing alone, I love carousing with friends. We both sported salt and pepper hair and tanned skin. I believed we both belonged to the brotherhood of the sun. The bartender clearly knew our man from Havana and greeted him with a grunt. A bottle of good Cuban rum was proffered with a single glass and no words exchanged. Hemingway grunted in response. A man of letters maybe but a man of few words. He asked me what I wanted. I asked for some sparkling water. I should have known better because Hemingway punched me.

By David Zara  
©Embraer





The conversation flowed as if nothing unusual had happened. The waiter barely glanced at us and didn't wince nor smile. Hemingway segued into wanting to know if you could use the Phenom 300E to fish. I explained not quite but that you could instead fly somewhere to go fishing and take all your fishing gear as the plane has a huge luggage hold. Clearly, the only kind of plane the great bearded one could countenance was a seaplane. He asked me if he could land the 300E in his favorite shoal. I decided I'd try my hand at humor and replied that technically yes but only once. I should have known better because Hemingway punched me.

### The most delivered jet of the decade

I made a mental note to order rum next time and to refrain from humor in the future. I explained Embraer announced in 2005 it would build a light jet. Three years later, the Phenom 100 flew and they delivered the first production aircraft in December 2009. By 2012 it had become the most delivered light jet in the market. The first 300 was delivered in 2013 to NetJets. By 2019 it was the most delivered jet for the preceding 8 years and the most delivered jet of the decade with more than 540 units finding happy owners.

I asked Hemingway, how do you achieve such success? He looked at me through the hazy veil of booze and grunted something. I took it to be a request for more information. I explained you start by listening to your customers for what they want. The 300E cruises faster. Actually, it's the only single-pilot jet that can cruise at MO .80. I explained the new engines produce an extra 118 lbs of additional thrust for a total of 3,478 pounds of thrust per engine. I explained they improved the range to over 2000nm with 5 occupants at long range cruise. He raised an eyebrow and grunted his fishing boat did 9 knots at cruise and could go for 250 nautical miles. I wisely chose not to say anything. Hemingway punched me anyway.

Realizing a comparison with his beloved boat wasn't wise, I added it to my previous mental note. I explained Embraer increased the 300E's range so he could fly further. From South Florida he could go as far as the Galápagos Islands or even Guyana. That perked him up a bit. I told him from Los Angeles he could fly to Palm Beach and all the way to Guatemala. I added he could take 4 friends and their fishing gear. He answered he didn't have 4 friends and didn't like Los Angeles. I wisely chose not to say anything.



## «Go tell Saint-Exupery»

Hemingway was a tough sell. He grunted a lot, almost fell off his stool and the bottle wasn't even finished. I explained the new 300E uses only 3209 feet for takeoff. It has a maximum payload of 2636 lbs and a payload of 1587 lbs with full fuel. I told him the plane is so much more comfortable than anything he could dream of. The pilots have 40% more seat track room to unwind their legs. He said flying is not his thing and that maybe I should go drinking with de St-Exupery instead. I steered the conversation towards comfort and explained the new 300E is much quieter. I told him they redesigned the thermal acoustic insulation package, they eliminated the metallic flapper noise during the descent and approach phases and added a muffler into the vapor cycle machine to make the air conditioning quieter. The new Bossa Nova interior is less plush and more Teutonic-looking and considerably more comfortable. The ceiling is studiously free of any protrusions and designed with ease of operations and style. There are three layouts possible and that should cover anyone's taste in interior floor-plans.

Hemingway grunted something but I could feel he was interested while feigning not being interested. I felt I was making progress because Hemingway hadn't punched me.

## User-friendly systems

The avionics have also been improved. The Garmin system is harder to describe than to use. A four-year old can use it. Unfortunately, there were no four-year olds around when I needed one but I was able to figure it out anyway confirming my wife's claim that I am actually four years old. This system has clearly been designed by engineers smart enough to think like regular people unlike most systems which appear to be designed by engineers who had to be communicating with each other in Morse code. Their manuals appear to be translated from English to Japanese back to English with a detour in Spanish spoken as a second language by a Swede with poor eyesight. Add a few figures and some numbers Einstein couldn't figure out and you have a typical manual.

There is now a good Emergency Descent Mode though I still can't figure out why it doesn't draw more information from the FMS system and adjust its descent altitude to a safe altitude in its geographic quadrant instead of an arbitrary 15,000 feet. Granted, you'd have to be having a very bad day to have an emergency depressurization in an area with mountains above 15,000 feet except it's clear you are obviously already having a very bad day if you just had an emergency depressurization.... There is predictive wind-shear alert, vertical navigation for non-precision approaches and a lot of other useful goodies built into the system. I like how user-friendly the whole package is. Hemingway didn't say a thing and asked for, grunted really, a second bottle. Things were looking up I thought and I didn't get punched. Not yet at least.





## «Punching way above its weight»

What makes FalconEye such a joy to fly with is that a system as complex as this has been made so easy to operate via a simple set of controls on the yokes or sticks.

FalconEye was so much fun to use that I almost forgot to look outside. It was a pitch black night and the one time I remembered to look out I saw nothing but black ink outside. FalconEye gave me a glimpse of the future and in the 8X I saw no need to ever turn on the autopilot—not even in turbulence. Marketplaces tend to catch up to innovators but technological unicorns such as FalconEye will be harder to copy. In the interim, insurance companies would be wise to lower their premiums for owners that invest in safety and crews that strive to make aviation even safer. It would be a pity for insurers not to reward manufacturers who design and users who adopt better practices. Funny thing about FalconEye is that I had an epiphany on my way back home after the flight. Unlike most aircraft systems and to the immense credit of the team that developed it, flying with FalconEye is much easier than describing it.

## Runway Overrun Awareness & Alerting System

We shot some approaches and Sebastian demonstrated a very useful feature named ROAAS. It stands for Runway Overrun Awareness and Alerting System and it reduces the risk of overruns during landings. Rarely talked about, runway excursions are the third cause of aviation

accidents and Embraer is the first general aviation manufacturer to offer the system in “private” aircraft. The system adjusts its calculations to cover wet runways for landing as well. While it can't land the aircraft itself, ROAAS calculates landing parameters from data such as weight and balance, ADC, GPS and some flight crew inputs such as NOTAMS and runway conditions etc. The system will alert you to a possible overrun between 500 to 100 feet into the approach and direct you to go-around as low as 30 feet above the threshold. It can even warn you to brake more forcefully if it perceives you might be heading towards a runway overrun once you touch down. We had thoroughly briefed different scenarios before taking flight and I knew what to expect but the experience still left me in awe of the system.

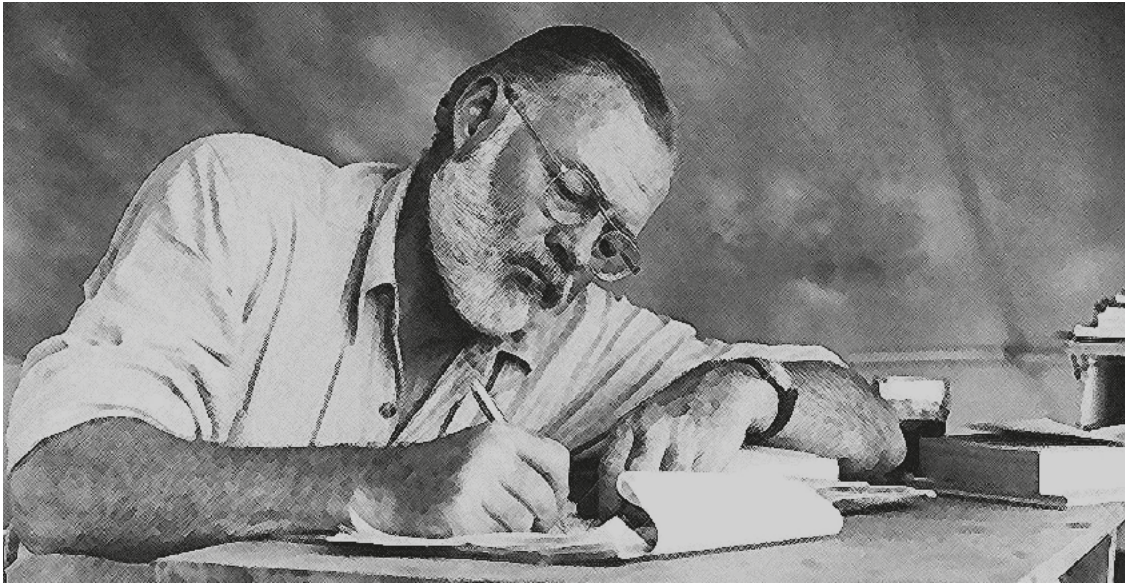
## Binge-watching on board

There is a very fast AVANCE L5 system for internet access and it did not disappoint. I found myself having to explain to a visibly inebriated Hemingway what it all means. He only came to life and was hooked once he realized he could watch fishing shows on board.

He asked some relevant questions and one which I delighted in answering was why the 300E and not something else? In a nutshell, a plane is more than the sum of its parts and I can't quite figure out if the 300E is a small plane that flies like a big plane or a big plane that flies like a small plane. Maybe it's both because it embodies the greatness of both types. The 300E lives in a crowded field and I haven't flown the Pilatus PC-24 yet but I can certainly say I think the search for the great little plane is over for me. ■



And Hemingway didn't punch me



More about Phenom 300E







INTERVIEW



# JETCRAFT



## is open for business

By Sylvie Peron  
©JetCraft - ©M. Douhaire





**A**n international platform for aircraft sales, marketing and ownership strategies for over 55 years, Jetcraft straddles both new and pre-owned aircraft markets. As the travel industry is heavily impacted by the coronavirus pandemic and the future remains unclear, Ultimate Jet asked Jahid Fazal-Karim, Jetcraft's owner and Chairman of the Board, what does the Covid-19 mean for business.

***How is Jetcraft functioning during the quarantine?***

I'm happy to say that our staff and their families are all healthy and safe, and that Jetcraft remains open for business and ready to transact. We've been in business for over 55 years and persevered through our share of challenges, which has only made us stronger. I joined the company during the 2008 downturn and, since then, it has grown to be a highly functional, remote-based operation. Initially this structure was put in place to support travel schedules, offer flexibility for staff and service our global clients in every time zone, but it also fosters business resilience during times of crisis.

***What is the impact on your business?***

The pre-owned market has certainly been affected by the current economic situation resulting from the COVID-19 pandemic, and we are seeing some deals put on pause. However, at this stage, we don't see any reason to panic and are advising our clients to remain calm while we have more visibility on the true economic impact of the world lockdown.

We don't know what the future will hold but, as of now, deals are still happening and there is still a good level of activity considering the situation. IADA has reported over 100 aircraft transactions amongst their membership since March and more than 50 additional aircraft under contract. Since government restrictions have been put in place, Jetcraft have signed multiple contracts and Letters of Intent and are closing aircraft despite the COVID-related issues. We're also accepting trades and purchasing aircraft for our own inventory, so we have a lot of confidence in the market and industry right now.

For those in the position to take a long-term view, there is plenty to take advantage of. A variety of quality inventory is available, interest rates are low and bonus depreciation still applies. We've seen some aircraft back on the market after recently completing PPIs, providing turnkey acquisitions at a great value for those ready to purchase.



***BizAv has been through many crises before. The current crisis has a global impact, how is Jetcraft adapting to the situation?***

Our global presence is critical right now, as conditions are changing so fast in each region. We're matching sellers with buyers around the world through our global network of 20+ offices. Moreover, we are one of few companies with the continued ability to take in trades, allowing us to help our customers avoid any risky crossover periods during this time.

Jetcraft customers can remotely view aircraft they wish to purchase. All our aircraft are marketed using the most up to date and highest quality photos and videos and we can facilitate on-the-ground virtual aircraft viewings as needed.

At the end of the day, the health and safety of our staff, partners, customers and their families is paramount. It's too soon to tell what will happen, but our priority is to gather as much information as we can. We stand ready to serve our industry and to be a resource for anyone that needs us. This is a time for everyone in business aviation to double down on resources and capabilities in order to help our clients properly mitigate and manage through this period.

***What was the situation on the pre-owned market before the pandemic?***

Fortunately, the pre-owned market entered into COVID-19 at a healthy level. The overall market was relatively balanced with reasonable supply and demand, which resulted in reasonable values for pre-owned and new models. This is a major difference versus 2008 when manufacturers had long lead-times, there were speculative buyers, and aircraft were over-valued. In addition, many major corporations today have the cash reserves to sustain a crisis, Governments are acting faster to implement packages to help small businesses, and banks, although cautious, are still open for business.





***How do you prepare for the post-crisis back-to-business as usual mode?***

It's at times like these where the speed, efficiency, flexibility and safety of business aviation comes to the fore. The ability to fly anywhere at a moment's notice and get home quickly is proving invaluable. By avoiding large crowds of people and minimizing contact with others, business aviation can help limit the spread of infection for those who must travel. Sadly, the effects of the COVID-19 outbreak will financially impair some buyers, and yet there will be others who will come through this experience stronger and even more convinced of the value of aircraft ownership.

I see the private aviation industry recovering faster than commercial at this point, and those who can afford it will likely choose to fly in a more controlled environment. Charter is expected to benefit most in the short term, which will then trickle down to ownership.

Our market forecast predicted there would be a downturn, and we've prepared for it. We anticipate pent up demand will lead to a busy 2020 fourth quarter and 2021 first quarter. Every crisis creates opportunities and the companies that are willing to think creatively, reinvent themselves and explore ways to consolidate will come out of this even stronger than before. At Jetcraft, we will be using this time to continue to further enhance our offerings.

**More about Jetcraft**

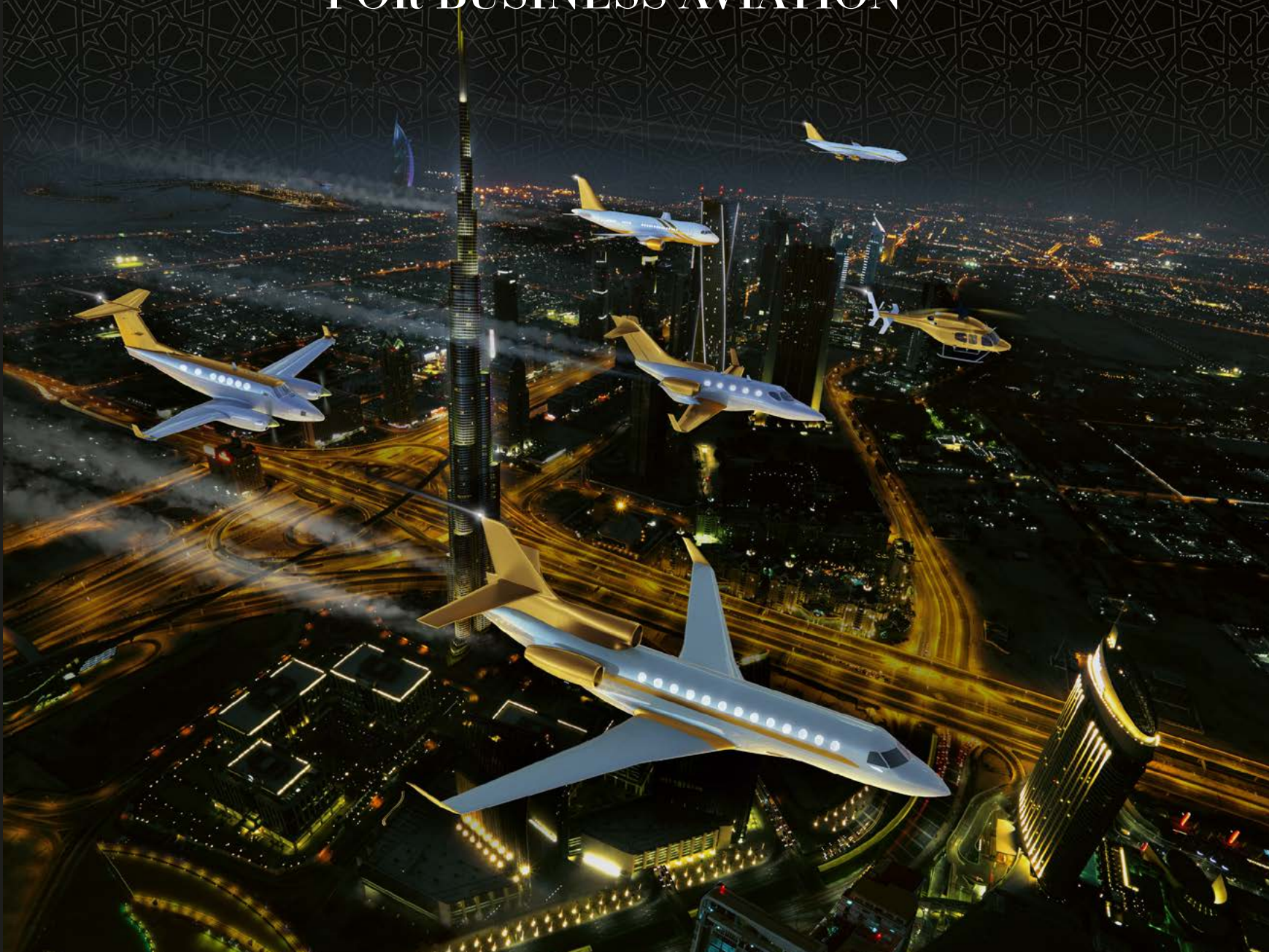




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MANUFACTURER

# Aerion's AS2 major updates

In April 2020, at the peak of the Covid-19 pandemic, a bright light at the end of the BizAv tunnel came with the announcement by Aerion of two significant updates to its SSBJ project.

By Sylvie Peron  
©Aerion



**R**eno, Nevada-based Aerion Supersonic is committed to building the next generation of global transportation networks, which, according to CEO Tom Vice, will “significantly reduce the time and friction of travel, while leaving no carbon footprint behind.” The AS2 supersonic business jet is set to travel up to Mach 1.4 or 1,000pmh+, delivering low noise and carbon-neutral performance.

Unveiling the AS2’s finalized, shorter and lighter design in April, Aerion lays the foundation for a follow-on family of high-speed commercial and military derivatives. The new AS2 trijet boasts a radically new swept delta wing, replacing the previous laminar flow design for better performance; revised GE Affinity turbofans slung under the wing with the third engine mounted on the upper fuselage; and a sleeker empennage.

Founder Robert Blass and chief technology officer and co-founder Richard Tracy first unveiled the initial twinjet Aerion at NBAA 2004 in Las Vegas.

Further to partnerships with Airbus in 2014, and Lockheed Martin in 2015, a pivotal partnership with Boeing was unveiled in February 2019. A number of other partners and suppliers have since joined the program.

The AS2 design is now 144 ft. 11 in. long, (compared to almost 180 ft. in earlier iterations) with a gross weight of 139,000lb and a 79-ft-span wing. The aircraft will carry up to 70,000 lb of 100% alternative jet fuel and a payload of 8,000lb.

An aircraft-level preliminary design review is scheduled in October.

## Relocation to Florida’s Space Coast

The AS2 will be manufactured at the company’s new global headquarters in Florida. Dubbed Aerion Park the new \$300 million campus at Melbourne International Airport (MLB) will benefit from the highly qualified manpower on the Space Coast, bringing at least 675 jobs to the area.

Embraer Executive Jets based its service center, customer delivery facilities, paint bays and Phenom light jet assembly line there, in 2008.

Aerion Supersonic will break ground of the more than 60-acre site and integrated campus for research, design, build and maintenance of its AS2 SSBj later this year, with manufacturing set to begin in 2023.

**More about Aerion**







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MARKET  
ANALYSIS

# Business Aviation may prove resilient in face of pandemic

By Richard Koe - WingX  
©M.Douhaire



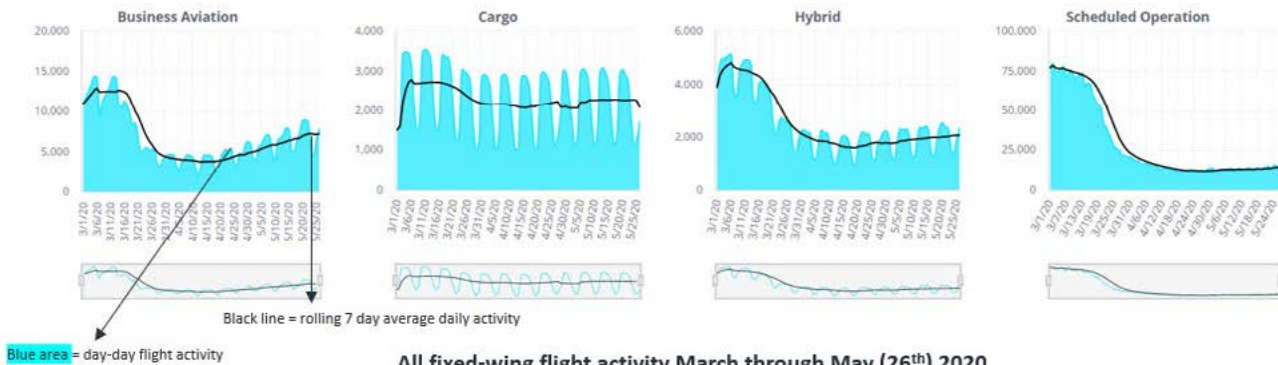




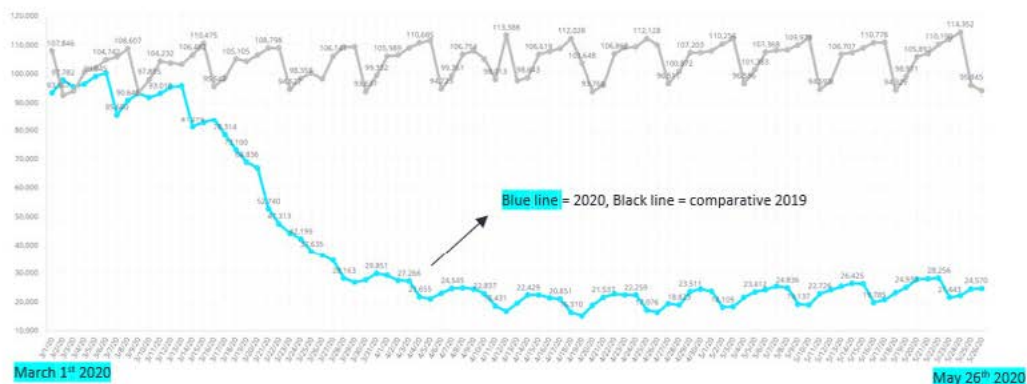


**T**he travel and tourism sector, broadly encompassing aviation, was always going to bear the brunt of the impact from a virus pandemic. Dress rehearsals in the last 20 years, from SARS, H1N1 and MERS, illustrated the acute vulnerability of ever-more globalised travel networks as vectors for contagion. With COVID-19, it quickly became clear that the virus had spread globally well before air borders were closed, yet the grounding of airlines worldwide was still a traumatic reminder that we now faced a pandemic rather than an epidemic. Without a virus in sight, the gravity for the airlines sector was writ large; after 10 years of solid growth, the industry immediately anticipated at least a year of drastic retrenchment. By comparison, the business aviation sector came into this crisis on a much-weaker run, yet the prognosis for our industry may not be as bad.

In terms of flight activity, the pandemic's effect on different aviation sectors has been far from homogenous, as shown in Chart 1, below. Government virus-suppression policy has grounded international airline activity, and the majority of airlines have elected to park their fleets and furlough their staff. We saw more than 80% reductions in scheduled connections as early as mid-March in Europe, rippling out West by the end of the month. Since then, there has been almost no recovery showing up in the 7-day rolling average daily scheduled activity. Cargo activity, as reflected in dedicated cargo operators' footprint, has more resilience, without the need for passenger traffic. But business aviation clearly shows the most resilience of any sector.



All fixed-wing flight activity March through May (26<sup>th</sup>) 2020



## Emergency Services

At least so far in the evolution of this crisis, business aviation has been the last of the aviation sectors to get hit by the crisis, and appears to be the first one coming out. As government lockdowns escalated in Europe and North America in early March, business aviation activity surged in response for pent-up demand for repatriation. With travel locked down, many operators did then park their fleets, with some smaller airports closing, aircraft owners hangaring their jets, and many operators needing to furlough crews. But at least 30% of business aviation operators stayed operational, deploying their fleets to ongoing emergency services, whether ambulance, cargo or logistics. At the aggregate level, at the peak of the crisis in April, 70% declines in year-on-year bizav flights in April was still livelier than the near-flatline reduction in commercial aviation. By May, we are seeing recovery in business aviation to half normal levels.

By region, the changes in business aviation flight activity have broadly reflected the pandemic both in terms of timing and impact. The crisis phase in Asia, back in February, saw a standstill in flight activity in China, a big slowdown in intra-Asian activity, but resilience and even increase in some international travel, with the larger domestic markets in Europe and North America barely affected. From the second half of March through to the end of April we saw business aviation slow to its lowest ebb in Europe, rippling across to the US. There was little recovery in Asia, save Oceania, where virus-containment in Australian and New Zealand has been successful. Then through May we've seen quite quick recovery from the trough in North America, slower pick-up in Europe and Africa. We've also seen some slowdown in South America, but not as abrupt as elsewhere.



## Quarantine impact

Underlying the regional differences, there have been strong variations in flight activity from country to country, as shown in Chart 3 below. Broadly speaking, the more relaxed the suppression policy, the more resilient business aviation activity (the same does not apply to commercial aviation, which appears to have been much more exposed to regional travel suppression). In Sweden, where suppression has been controversially loose, flight activity has dipped no more than 25%. In Germany, where containment has allowed suppression to be loosened fairly quickly, activity is at 50%. In Italy, UK, France and Spain, where the public health impact was most severe, and lockdown prolonged, business aviation flight activity is still 60%-70% below normal. Over in the US, flight activity has been fairly resilient in Texas, Arizona and Florida, which have endured milder travel restrictions than California and most of the East Coast states.

Departure Country	Flights	Flight Hours	PTD:Flights	PTD:Hours
United States	393,674	572,355	-52.9%	-51.3%
Canada	43,155	56,025	-44.1%	-45.6%
Australia	17,979	19,907	-31.7%	-18.5%
Germany	10,817	13,585	-51.1%	-51.0%
France	10,497	14,327	-62.9%	-64.1%
Mexico	10,134	14,535	-71.1%	-71.9%
United Kingdom	9,508	17,178	-58.8%	-54.7%
Switzerland	4,494	7,143	-58.3%	-54.1%
Brazil	4,490	6,816	-29.6%	-43.3%
Spain	4,134	7,880	-60.5%	-59.8%
Norway	3,765	3,405	-32.2%	-37.3%
New Zealand	3,492	2,321	-49.5%	-49.7%
Sweden	3,383	4,020	-22.2%	-24.7%
Russia	3,139	7,663	-47.7%	-53.9%
Italy	3,118	4,058	-76.9%	-79.1%
Grand Total	572,267	843,620	-52.7%	-52.1%





One of the enduring narratives in bizav since the Great Financial Crisis has been the decline in the market for small and midsize aircraft and the relative resilience of large cabin, long-range jets. This was largely enabled by the long bull run in oil prices, which sprang new business jet demand in Emerging Markets. This offset the overall drought in demand in mature US and European markets, which had brutally exposed the smaller aircraft end of the market. The last few years have seen OEM production lines migrate towards the more robust top end, typified by Textron, the archetypical light aircraft manufacturer, launching Latitude and Longitude models into the Super Mid and Large cabin segments. The impact of the pandemic has thrown this migration into question. The economic impact of the virus has precipitated the collapse in oil prices, hobbling the petrodollar earnings of many emerging business aviation markets, also hitting the once-booming shale sector in the US. Reinforcing the economic impact of lower energy prices, the virus effect on public health will significantly blunt demand for international travel. At the extreme end, quarantine measures for all international arrivals will have a drastic effect on movements. Even with an optimistic pathway towards relaxing suppression, the absence of a vaccine for at least the next 18 months is going to see significant decline in international business and leisure travel. In terms of preference for aircraft type, the airline industry is already anticipating this effect will show up in the demise of wide-body sales in favour of narrow-bodies.

For business jet manufacturers, these trends suggest that customers may decide that midsize and smaller jets offer more versatility and certainly most cost-acceptability than ultra-long range models. We may see this trend start to pan out in the next couple of months. For now, as shown in Chart 4, most of the surviving business aviation activity has shifted to turboprops.

AircraftType	Departures	PTD: Departures	Active Aircraft
Cessna 208 Caravan	41,876	-40.0%	614
Pilatus PC-12	39,859	-41.0%	1,143
King Air 200	18,785	-55.3%	989
Bombardier-Challenger 300 / 350	18,256	-54.6%	662
Cessna-Citation Excel / XLS	16,905	-59.7%	659
King Air 90	14,572	-53.8%	714
Embraer-Phenom 300	14,127	-51.3%	395
Cessna-560 Encore / 5 / Ultra	11,110	-50.2%	635
King Air 350	11,109	-59.0%	510
Hawker-Hawker 700/750/800/850/900	9,555	-57.5%	587
Cessna-Citation CJ1 / CitationJet / 525	8,965	-52.3%	656
Cessna-Citation CJ3	8,646	-47.4%	450
Hawker Beechjet 400/400A /Nextant	8,455	-54.2%	364
Gulfstream G300/350/400/450	8,227	-58.7%	617
Cessna-Citation Latitude	8,205	-50.9%	188
Grand Total	392,197	-52.4%	19,544



## Next step : adaptation and innovation

Looking into the crystal ball, how do we see business aviation evolving in the next 12 months and beyond? The first caveat is that we are still at an early stage of the consequences of the pandemic, and indeed there are downside risks that the virus has secondary waves to run. But assuming that the imminent public health crisis is manageable, whilst a vaccine is not going to be available in the near-term, we believe we could see a multi-phase progression in recovery, which we might characterise as a flattened W. We've seen the worst of the first downward slope, with a low-point of 70% below normal.

Now the first upward recovery is in progress and should accelerate in the next 2 months as suppression policies are relaxed in Europe and the US. For many reasons, business aviation will fare better than commercial activity during this phase: sectors are shorter, and much of the traffic is domestic, where restrictions are lighter; cabins are easier to clean, and passenger density is not an issue; private terminals are much easier to enter and exit. Perhaps most importantly, passenger motivation for flying private, whether lifestyle or business, is probably more resilient than it is for flying commercial; in short, the same objective cannot be achieved by Zoom.

Then inevitably will come the second down-draught, most likely not a return of the virus but rather a secondary and more consequential economic impact. The massive government support enacted when the virus first hit cannot be extended indefinitely. Small business

loans and subsidised furloughs will translate into bankruptcies and unemployment. The repercussions, even if we discount the more damaging impacts on political and civic stability, will radiate out across economic supply chains and significantly dislocate all travel demand. Business aviation flight activity will likely see this slowdown by the autumn of 2020, both in terms of the broad decline in economic production, also the direct effect on its many small suppliers which will run out of cash flow.

There will then be a renewed recovery, as disruption inevitably generates adaptation and innovation. Business aviation will have the opportunity to step up to fill gaps left in scheduled connectivity, especially in galvanising regional networks. The historically low penetration of business aviation in the wealthy population may start to change as the convenience and privacy of flying private are seen as benefits well worth paying for. A shake-up of the operator market will see scaled up fleets and innovative business models focused on providing effective utility services, unencumbered by the need to provide luxurious standards of service. We are likely to see a successful return and scaling-up of seat sharing and shuttle charters, with on-demand travel fostered through membership programs co-hosting trusted travel communities. As traditional scheduled airlines retreat for the foreseeable future, this crisis may herald a much larger personal aviation market which emerges from the resilience of business aviation.





INTERVIEW

# The Jet Business ; Managing clients' expectations

The Jet Business located on London's Park Lane, is the world's first and only street-level corporate aviation showroom for the marketing and acquisition of business aviation aircraft. As the world is slowly coming out of confinement, everyone in the industry keeps wondering what the «*new normal*» might be post Covid-19. Founder and President of The Jet Business, Steve Varsano voices his thoughts while we're «*navigating through this crazy and surreal environment.*»

By Sylvie Peron  
©The Jet Business









***How is The Jet Business functioning during the quarantine?***

I personally have been in the showroom every day. My team has been abiding by the stay at home work rules. Most all of my competitors are normally working like this, so it probably changes their day-to-day operations as much as ours. I believe that having the team together on the trading floor multiplies the flow of information to each team member. Now we are forced to adapt to the temporary rule changes, which I am sure hurt our productivity.

***What is the impact on your business?***

The quarantine doesn't only hurt the scheduled and unscheduled walk-ins to our showroom, but it also prevents us from showing aircraft, reviewing books and records or scheduling pre-buys. Since almost all our business is cross border and there are significant border crossing restrictions when you get out of the U.S., it puts a number of transactions on pause awaiting for the restrictions to be lifted.

***BizAv has been through many crises before. The current crisis has a global impact, how are you adapting to the situation?***

It is what it is. As they say, this too will pass. It is about keeping in touch with our client base and using this downtime to building more phone relationships as our clients and potential clients have more time on their hands and are more willing to speak than under normal very busy business as usual periods.

***What was the situation on the pre-owned market before the pandemic?***

The market was in a very good position. Deal flow was very good and the prices were fairly stable. The OEMs were delivering a steady flow of new aircraft models which kept their buyers feeding the pre-owned market with a good flow of pre-owned aircraft to pick from, but definitely not growing the supply too quickly to force prices down before the best aircraft being absorbed.



***How do you perceive the 'New Normal' will be like?***

I honestly don't think there will be a new normal. Our market has always had ups and downs and a lot of the professionals in the pre-owned market have been there a long time and are used to adapting to a changing market. It really is all about managing your clients' expectations and not just agreeing with everything they say. When they are wrong, they need to be told. If they are real buyers and not just testosterone filled tire kickers, they will listen. On the other side, those people in our business screaming the 'Chicken Little cry' that the sky is falling aren't doing their clients, the industry or their peers any good.

***Is now a good time to buy an aircraft?***

If you need an aircraft that is always a good time to buy one. You shouldn't be buying because you can get a good deal if you don't have the need. However, the choices of aircraft that are available are so much more abundant than it was 10 years ago, you can spend a lot less money to buy an aircraft that does so much more. This is not necessarily or only because prices have dropped, but more so because there have been so many more models introduced in to the market and fed in to the global fleet giving more choices for less money that do what buyers need.

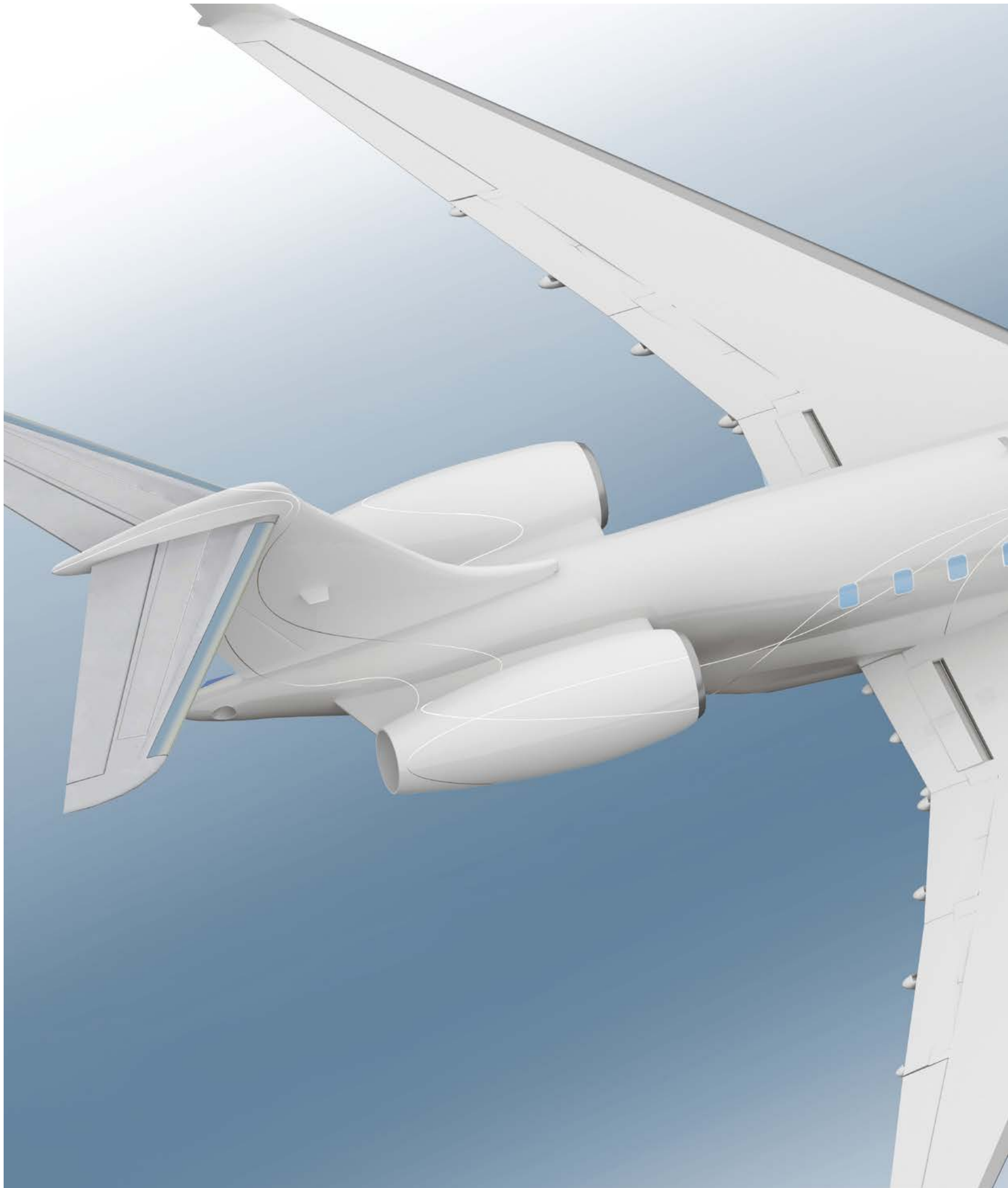
***How do you prepare for the post-crisis back-to-business as usual mode?***

We have nothing to do to prepare. As soon as the owners and potential buyers are able to have hotels, restaurants, factories, maintenance shops, etc. open, they will start flying more and we just continue to do what we always have been doing. There is no magic to working harder. Most of us live for that.

Thejetbusiness.com









DESIGN

# Serenity & Horizon:

M&R Design's concepts for  
the Global 7500 business jet

By Sylvie Peron  
©M&R Design



Since its creation in 2006, M&R associates design agency based in Geneva, Switzerland, is committed to think, imagine, create, and manage unique projects for worldwide customers. Florent Magnin and Vincent Rey (hence M&R) had previously spent eight years working at companies including Airbus, Bombardier and Jet Aviation. André Nillès joined them later. The motivation of the three partners and team is to respond and exceed the wishes of aircraft owners in the most creative and relevant way in order to raise their dreams to «Excellence». *«We define ourselves as an advanced design company – each of our projects is totally unique and reflects the individual customer's taste and lifestyle»* say the designers.

## Global 7500 concepts

Canadian manufacturer Bombardier started delivering its new Global 7500 to customers a few months ago. The aircraft currently stands alone as the world's largest and longest-range business jet, with up to four true living spaces. With a range of 7,700 nm, it also offers a top speed of Mach 0.925. M&R has created two interior and exterior concepts for the newest member of the Bombardier business aircraft family, the Global 7500.

*«We wanted to break with the current trends and standard codes of business aviation in order to offer the future owners two alternative environments and spaces for both interior and exterior,»* explain the designers.

## The «Serenity» concept:

The goal was to amplify the visual space of the cabin by choosing tone-on-tone colors, animating the surfaces with textures of braiding and weaving, and refining the profile of the seats. This cabin offers the passengers a warm, relaxing and soothing atmosphere and a nice environment of serenity.

The use of braided wood as well as the satin finish, beige and black straw marquetry, beige leather and woven and chenille cotton and wool fabrics contribute to the natural atmosphere that emanates from this interior and reinforces the contrast with white carbon high gloss finish.

Black straw marquetry is used to give rhythm, graphically highlighting some of the surfaces.

Light is an integral part of this space, using the materials' finishes to reflect glitter and luminous textures.

The organic molding, which highlights the specific elements of the cabin such as tables and TV cabinet, is made of wood with titanium and ceruse finishing.

In the bedroom, the headboard is composed of soft curved shapes, interlocking into each other and creating accents of lights which are useful for reading but also offers additional small storage spaces for the passengers' personal belongings.



The perspective of the cabin and the passage from one living space to the other are underlined by white carbon profiles, which is the only material in high gloss finish in the cabin.

The fluid exterior design is composed of two clear tone-on-tone colors. The lines start from the front of the Global 7500, following the fuselage curves in a regular way, then dispersing on the reactors and drifting into wide, irregular, dynamic and elegant curves. These curves are highlighted by their matt finish in contrast with the high gloss finish of the rest of the external paint.

## The «Horizon» concept:

The idea behind this concept was to visually enlarge or increase the volume of the cabin by working specifically on the seat design, materials selection, and on specific creative patterns.

A contemporary and cozy style for this cabin was applied with refined graphic details including metallic inserts around the table, side ledges and bulkheads.

The general cabin bulkheads are covered with two species of contemporary veneer with satin finished. The grain is applied in the horizontal direction and an evolving metallic graphic design is integrated horizontally in the veneers following the same line as the valence panel and all around the tables and side-ledges. The main purpose of these details integration consists in visually enlarging the cabin.

In the theater area, in order to create a more comfortable area and reduce the noise level, the bulkheads are upholstered in leather, and the same evolving pattern design is stitched on the leather. In order to give a rhythmic cabin and a horizon perspective, all doorframes are made out of dark veneer. In general, the main structure and design shape of the seats are in the same line as those of the Factory Global

7500. The headrests however have been redesigned and reduced in length. This minor change visually increases the general volume of the cabin and the space between each seat. Each of the seats is upholstered with a mix of leather, fabric, with specific details in nubuck, such as piping. A general color combination of the seats has been selected, from a darker color in the front part of the cabin, getting lighter towards the rear. The main intent of this progression from dark to light is to visually increase the length of the cabin.

Yet another way to enhance the cozy feeling of the cabin consists in using a combination of veneers for the structural parts of the credenza finishing, with leather and stitching details for the doors and the monitor holder.

The carpet is a combination of one color with a mix of cut and loop pile. The two textures thus enhance the color differences. The general design pattern distances keep increasing towards the aft of the cabin in order to again visually increase the length of the cabin.

Some of the detail elements used for the interior cabin are also being used for the paint scheme of the livery, with the idea of corresponding design language between the interior and the exterior. This bicolor exterior paint scheme with the evolving graphic design is used for the nose, engine and tail. The central split line dividing the fuselage in two, including a darker lower part, enables this exterior to be very dynamic with a sense of a long perspective.

These two design concepts for Bombardier's flagship further personalize today's largest, roomiest, farthest flying purpose-built business jet on the market. ■

[More about Global 7500](#)





GREEN FILES

# Introducing the AirGO Carbon Offset Program

Captain Daniela Flierl, Co-founder of AirGo, the German boutique airline which entered service 20 years ago, was a speaker at the Winter Aviation Summit (WAS) last March in Vevey. A strong advocate of the Piaggio Avanti turboprop aircraft, she introduced AirGO Carbon Offset program meant to achieve carbon-neutral growth by the end of 2020 and a 50% reduction in total CO2 emissions by 2050.

By Sylvie Peron







**T**oday, more than ever, climate change is a particularly central subject. Worldwide, the aviation industry accounts for 2,4% of all human-induced carbon dioxide emissions while business aviation operations contribute 0,04% to all man-made emissions.

*«While on a global scale these numbers seem to be comparatively low, we are aware of the impact business aviation has on the environment and the industry's contribution to CO2 emissions,»* says Daniela Flierl.

*«We fully support the target of the European Business Aviation Association (EBAA) to achieve carbon-neutral growth by the end of 2020 and a 50% reduction in total CO2 emissions by 2050.*

*Going further, we are taking immediate action and take responsibility for our contribution to climate change.*

*Our mission at AirGO is to realize the compatibility of the advantages of private flying without a negative effect on our environment. This is why we embed sustainability in all areas of our company's production chain.»*

## Sustainability as a Core Corporate Value

Almost 20 years ago AirGO was the first European airline to operate the Piaggio Avanti. Up until today, the aircraft has proven to be the most efficient in its class. Thanks to the P180's unique aerodynamic design the aircraft consumes significantly less fuel than jets of the same size.

*«Furthermore, choosing the floating fleet model and constantly optimizing our schedule, we can reduce empty ferry flights and therefore cut CO2 emissions,»* explains Daniela Flierl. AirGO introduced the floating schedule by reducing empty legs already 17 years ago when most operators were still working from and returning to fix home bases. The company also offers non-stop flights for a variety of city pairs across Europe and North Africa. Direct operations from origin to destination omit additional flight time, landings and take-offs as well as ground transportation.

*«Apart from our flight operations, we are incorporating sustainability in other areas of our business activity,»* says Daniela Flierl. *«In 2019 we accelerated reducing cabin waste by refraining from products packaged in plastic. We chose to have the catering prepared by restaurants directly on dishware that the crew serves to the passenger. For any packaging that cannot be eliminated completely, we prefer alternatives such as glass, recycled or compostable materials. When possible, we obtain our catering from local restaurants that we choose carefully. Regional products have a lower CO2 footprint and we get the chance to support and empower small independent businesses.*

*We are happy to make this big step towards more sustainable operations - a constant reduction in CO2 emissions - and we continuously strive for improvement. However, currently we cannot achieve a zero- carbon balance on our own.*

*This is why we are introducing our carbon offset program, allowing our customers to compensate for the CO2 emissions that cannot be eliminated.»*

## Partnership with Compensaid

AirGO has chosen to work with Compensaid, the new sustainability platform built by the Lufthansa Innovation Hub. Lufthansa Group's main carbon offset solution Compensaid is one of the leading providers with a transparent and comprehensive product.

*«Introducing our offset program powered by Compensaid, we are the first business aviation company to offer their customers emission compensation by purchasing Sustainable Aviation Fuel (SAF),» explains Daniela Flierl. «Compensaid uses SAF that recycles different kinds of waste. While the purchase of SAF results in a higher price compared to conventional offsetting methods, it bears the advantage of compensation with an immediate effect.»*

The program gives customers full flexibility about how they want to compensate for the CO2 emission of their flights.

Apart from the option to invest in SAF, Compensaid offers to make up for the CO2 emissions through reforestation. In partnership with Swiss climate organization myClimate, the contribution will be invested in a project in Nicaragua directly helping to reforest the region. Reforestation is a good choice as it also helps conserve wetlands and preserve biodiversity. Reforestation, however, is not as immediate as SAF, but rather allows for long-term compensation over a period of 20 years.

*«We want to give our customers full control to support a compensation method they personally believe in, to choose at what price and how fast to offset their carbon emissions,» says Daniela Flierl.*

*«This is why we offer to purchase SAF, support reforestation projects, or a combination of both. Compensaid forwards 100% of the traveller's contribution to the respective cause and covers all payment and logistic fees separately.»*

In May 2019 AirGO participated in the 'Fueling for Future' event in Farnborough Airport introducing SAF to the stakeholders of European business aviation. In the course of this event, AirGO was among the first European operators to fuel their aircraft with Sustainable Alternative Jet Fuel (SAJF).

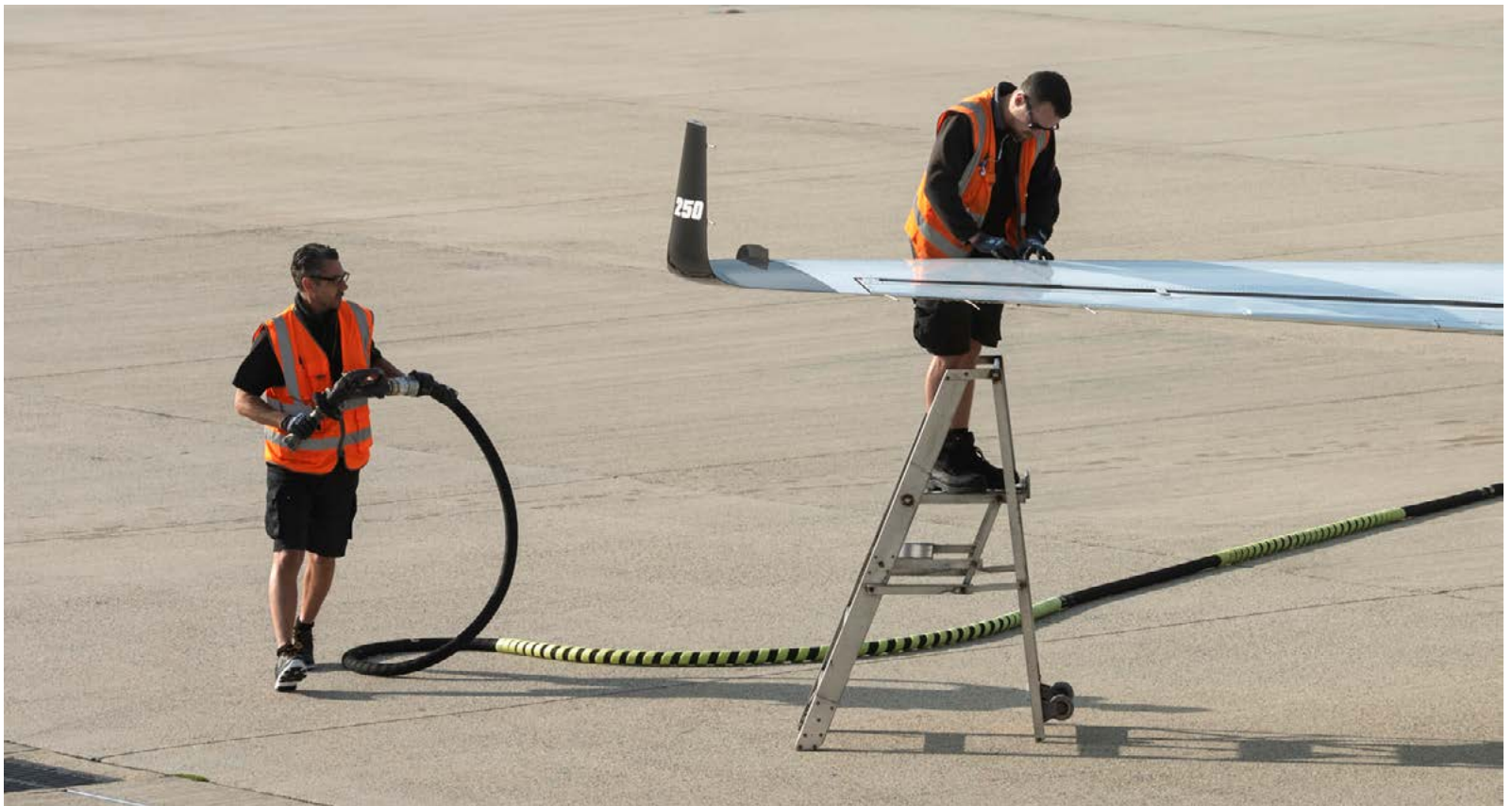
Unlike conventional petroleum-based fuel drawn from the earth, SAF is extracted from resources, which during their previous useful life captured CO2. Through thermochemical, biochemical and catalytic production processes feedstocks such as cooking oil, trash, waste gases, agricultural residues are transformed into fuel. The result is a reduction in net life-cycle Carbon-dioxide emissions.

Furthermore, compared to other biofuels, the SAF purchased through Compensaid is produced solely from different pre-existing waste materials rather than purpose-grown biomass. Thereby, the expansion of existing and creation of new monoculture for the fuel production is avoided.

SAF is available today, but the accessibility is very limited. Its price is also significantly higher than the price of fossil fuel.

*«This is mainly due to the lack of commercial-scale investment and infrastructures,» explains Daniela Flierl. «Due to currently low economies of scale, production costs are high. Once SAF becomes commercialized, it would be able to compete with conventional fuel. It is Compensaid's overarching goal to increase SAF supply and demand to a point where it is available to the entire aviation industry at a more affordable rate.»*

In partnership with Lufthansa's fuel management and sustainability department, Compensaid offers a carbon reduction through SAF at the price difference of SAF to conventional jet fuel.





*Thanks to that innovative initiative established by Compensaid and the rather expensive unit price for fossil fuel for the business aviation, the additional cost of SAF on an AirGO aircraft charter shrinks to an affordable price although, today, the cost still exceeds the private airline's operational margin.*

*«While reforestation is a much cheaper way of contribution but effective only on a long-term, we believe that the business aviation passenger has the power and resources to become the role model of a responsible traveller and to accelerate the immediate reduction of CO2 that SAF offers,» adds Daniela Flierl.*

*«Our partnership gives AirGO customers access to sustainable alternative fuel. When compensating with AirGO for every liter of fuel consumed on the private flight, the equal amount of SAF will be fuelled into a Lufthansa aircraft. One of the fuelling points will be at Frankfurt Airport. This is the first cooperation of its kind allowing private aviation customers to consciously choose Sustainable Aviation Fuel.»*

*«As a business aviation operator, we take responsibility to contribute to sustainable traveling,» she adds. «We are conscious of the threat of climate change and building a future worth living on all levels. It is our mission to optimize all of our business activities on all levels to be environmentally responsible and to act humane.*

*We do our part to reduce CO2 emissions to a minimum. At the same time, we are providing our customers the possibility to consciously choose the option of offsetting in order to reach a zero-carbon balance. While we use SAF today we also know that investing in SAF will support the continuous research on improving the production of SAF like a direct extraction of carbon from the air.*

*We are proudly launching our partnership with Compensaid to make a unique, innovative and transparent platform for compensation accessible to the business jet traveller.»*

**More about AirGO**







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[Contributing  
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# Flight Operations

## Rebuilding the foundations of a new business aviation

XAVIER JOUSSAUME  
FLYOPS CEO

© M. Douhaire



**The Coronavirus crisis will remain in our contemporary history as an indelible mark. Our societies have highlighted their weaknesses but also their strengths in this ordeal, which is however not unique in the history of humanity. When it comes to our economic model, it is clear that its fragility must lead us to review our «modus operandi», particularly in the aeronautics sector.**

As we write these lines, it is still difficult to decipher with any certainty the future of business aviation in the face of a bleeding commercial aviation sector. The fact remains that the industry, has the essential assets to survive, adapt, and undoubtedly reinvent the journey. The covid-19, which has left its mark on the fragility of our societies, has paradoxically highlighted their resilience and their usefulness, particularly in health travel. The business aviation industry has joined forces to support the medical world, not only in France but throughout the world. Just like the various small craftsmen who have mobilized to respond to the urgency of the moment, and compensate for the shortcomings of large entities. Business Aviation has demonstrated its full capacity to react very quickly, to both health and human needs. There is no doubt that the human scale of these operators, and companies such as ours, could only contribute to the success of «emergency» operations.

### Time for transformation

It would be wrong, however, to minimise the impact of the crisis on business jet operators after these weeks of containment. Like any other part of the economy, airline companies have been hit hard by the flight stoppage, and some will probably not make it out. For others, however, their resilience will undoubtedly be an asset to be reckoned with. But to survive, they will have to change and lose the reflexes of the last thirty years. Tomorrow's business aviation will have to rely more and more on digital tools, starting in the field of operations. At the beginning of this crisis, companies specializing in this field, such as ours, saw their activities intensify in order to meet urgent needs. Demonstrating to operators the importance of this «time-consuming» work, which could not only be dematerialized, but also subcontracted. Should the operations departments within business aircraft companies begin this transformation now, the post-crisis period should undoubtedly lead towards a total transformation without turning back the clock. In this quest to regain control of costs, yesterday's unnecessary will become tomorrow's essential.

On the strength of this observation and the behavioural changes linked to the pandemic, the various economic sectors that make up business aviation should find new impetus in the midterm, particularly when the borders reopen. The beginnings of a recovery are already being felt, with demand for this type of transport continuing to grow. And there are many advantages in the face of a commercial aviation industry that will have difficulty recovering:

- Immediate resumption of flights without transits,
- Passage to personalized security stations,
- Chain of health safety upon arrival at the terminal,
- Custom cabin,
- Dedicated staff.

Of course, this aviation, which remained the ideal «post-Covid» tool for contractors, became indispensable at the time of this recovery. The health safety of company directors and their executives is priceless.

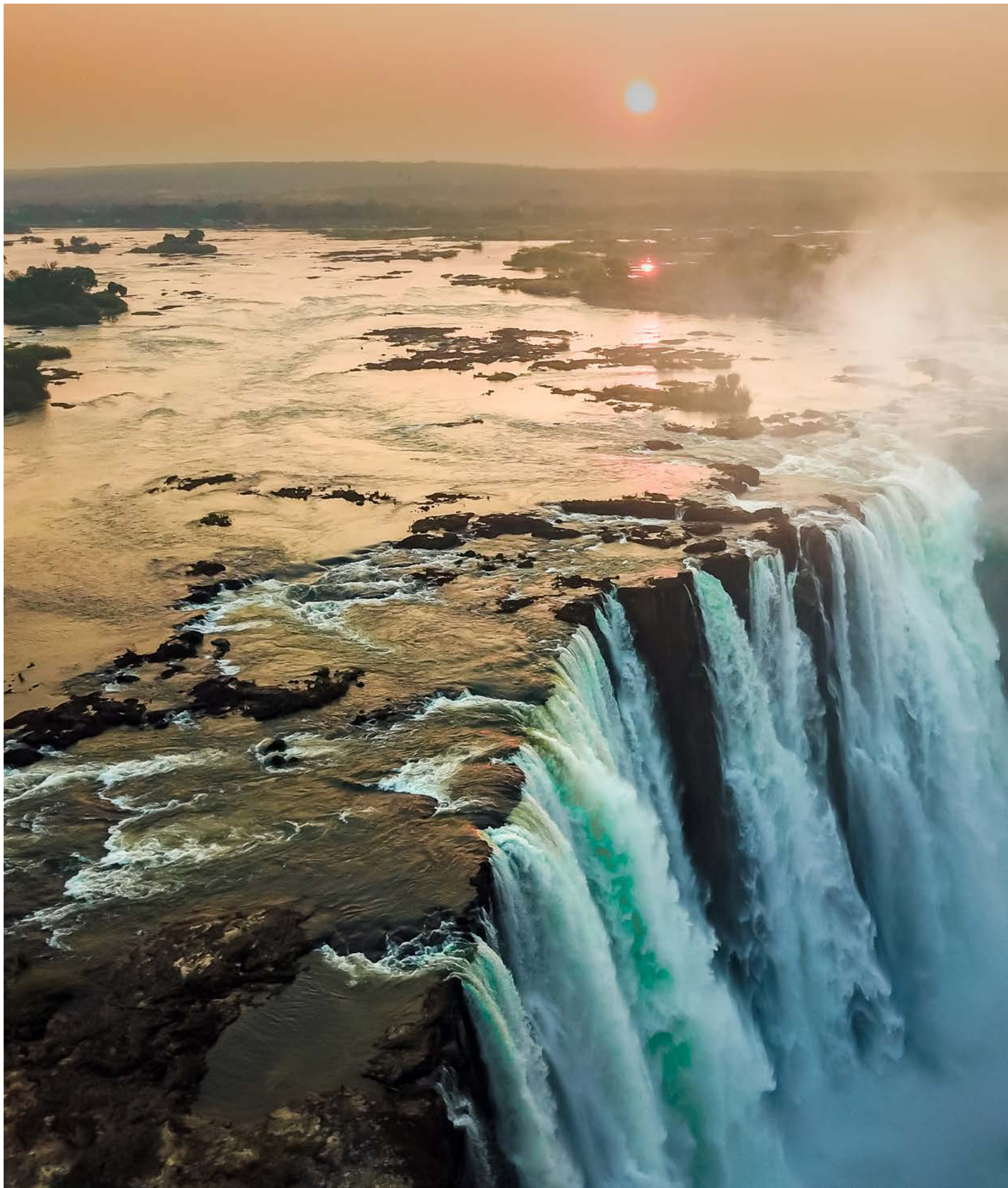


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LIFESTYLE  
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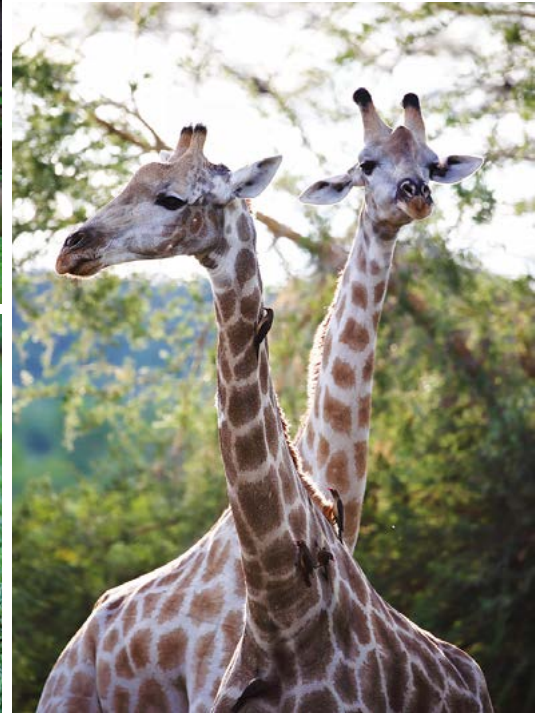
# Matetsi Victoria Falls, Zimbabwe

**One of Africa's finest lodges**

First came the sound of shrubs being crushed under massive weight. Emerging in majesty on the riverbanks, silhouetted against the sub-tropical foliage, a family of a dozen individuals of all sizes, mothers and calves, some just a few months old: Elephants in the wild. They were so close we held our breath, barely containing our excitement, as they moved on, undisturbed.

By Sylvie Peron  
©Matetsi





**A**frican elephants\* are endangered. Their population is dwindling rapidly with poachers seeking ivory killing an estimated 100 each day!

The light was declining, drawing all sorts of animals out of the wilderness to drink and refresh after another torrid day in the bush.

Lounging on the terrace in custom-made camp chairs, sundowners in hand, guests at the Matetsi River Lodge were enjoying this particular moment at the end of the day when childhood dreams come true. Giraffes craning their heads above the tops of the massive riverside trees, hippos submerged in water drifting nonchalantly, their bulging eyes fixed on our little group and monkeys by the dozens, ready for mischief.

### «Mosi-o-Tunya»

Set on a private 15km stretch of the mighty Zambezi, meaning 'The Great River' in the local Tonga language, the Matetsi River Lodge and River House is a destination in itself. It is located 40km upriver from the rush and spray of the Unesco World Heritage Site of the Falls. In mid 19th century, Scottish explorer and missionary David Livingston

was the first European to see «Mosi-o-Tunya» or «the smoke that thunders» waterfall which he named Victoria Falls, after Queen Victoria. Since its opening in 2016, family-owned and independently run Matetsi Victoria Falls has shaken up the luxury lodge scene in Southern Africa.

John Gardiner and his family combined the family's experience in luxury hospitality with their passion for conservation and for the beauty of their home, Zimbabwe. An Australian who came to Africa in the late seventies, Gardiner met his Zambian-born wife Carolyn and settled here, where their twins were born and raised.

His brief to local Zimbabwean architect Kerry van Leenhoff of Harare-based firm, Form Studio Design, was simple: «Build the best lodge in Africa and use local talent.»

Designed to be in perfect harmony with its surrounds, there's an ever-present connection between spaces indoors and out. Highly acclaimed for the distinctly African interiors, Matetsi showcases polished earth finishes, lustrous hand-beaten local copper detailing, and cool contemporary flows between interior and exterior living spaces.



## Luxury in the wilderness

Matetsi Victoria Falls comprises two intimate river-facing camps, each consisting of nine suites, offering privacy and unadulterated river views underpinned by generosity of space and absolute comfort. Decorated in the same contemporary African style as the main lodge, each air-conditioned suite is fitted with a private plunge pool and decks overlooking the Zambezi.

One of the renowned features of the lodge is its truly unique wine cellar. The owner's vision was of a fun and functional space. The vaulted brick ceiling and wooden wine racks being inspired by the wine cellar at their personal residence.

Dave Slater, a close relative of the family based in Cape Town, nurtures a passion for wine, and was tasked with selecting the most interesting and iconic wines (some 3,000 bottles) from Southern Africa to be showcased in the cellar.

Additionally, the 15+ house wines (white, red, rosé and sparkling) are all wines that the family owners themselves enjoy. A selection of cigars complements the offering. The exceptional creative space houses some very special collections that can be enjoyed by guests during their stay.

## Helicopter ride

The River House, a spacious four-bedroom with ensuite bathrooms is ideal to reconnect with family and friends. The private villa features its own kitchen, open-plan indoor and outdoor living and dining areas with wide verandas, complete with fire pit or «boma», as well as a private swimming pool overlooking the Zambezi. Guests are looked after by a dedicated team, including a private chef and butler. River House also offers a private safari vehicle with a guide and of tracker to explore the Matetsi Private Game Reserve's 55,000 hectares or pristine wilderness peopled by herds of elephant, buffalo and plains game.

This unique award-winning African Lodge offers guests both world-class safari experiences as well as an idyllic retreat from which to visit the Falls.

On its bucket-list offerings a breath-taking helicopter ride will have guests passing over the thundering Falls, soaring along the Zambezi River and the immense Batoga Gorge, then over the Zambezi National Park for some extraordinary aerial game viewing. ■

*\* At publishing date, it is with great sadness that we mourn the death of wildlife photographer Peter Beard, in Montauk, USA.*









YACHTING  
TRENDS

# Yacht Sherakhan

**Escape to a place of pure energy and fun  
onboard luxury yacht Sherakhan**

In this period of unprecedented limitations, now is the perfect time  
to let your imagination run wild when planning the dream vacation.

By Sylvie Peron  
©G-Yachts







**L**uxury expedition yacht 70m Sherakhan is perfectly set up for all manner of water-based amusement thanks to a garage that is packed to the gunwales with an extensive roll call of the latest tenders and toys, and a crew of talented water sports enthusiasts ready to share their expertise. A true world explorer, the yacht, which was built in 1965 and then fully refitted in 2005 welcomes up to 28 guests in 13 cabins.

*«Our deck crew love getting stuck in with water sports activities for our guests, showing them the best spots and fun things to do,»* says Captain van Luijn. Adding that sailing, wakeboarding and water-skiing are particular specialisms.

*«We have had guests pick up whole new skills during a charter, such as sailing, stand up paddle boarding and wakeboarding. For beginners,*

*perhaps they will have learned the trick to staying on the banana boat while our tender driver tries to shake them off. Sometimes the simplest things can be the most fun.»*

For those seeking more adventure, crew-led discovery-tours can be organized to find the hidden coves and shallow waters Sherakhan's tenders are not able to reach.

Keep the speed but head below the surface by snorkeling, swimming or scuba diving with a SeaBob sea scooter, which Sherakhan can hire for charters. These easy-to-use toys allow exploring the local underwater attractions without getting tired. Their «Grab & Go» features make them accessible for young and old, meaning that the whole family can enjoy them.



Scuba diving is a popular activity among many charter guests, and Sherakhan has a full complement of diving equipment as well as her own air compressor.

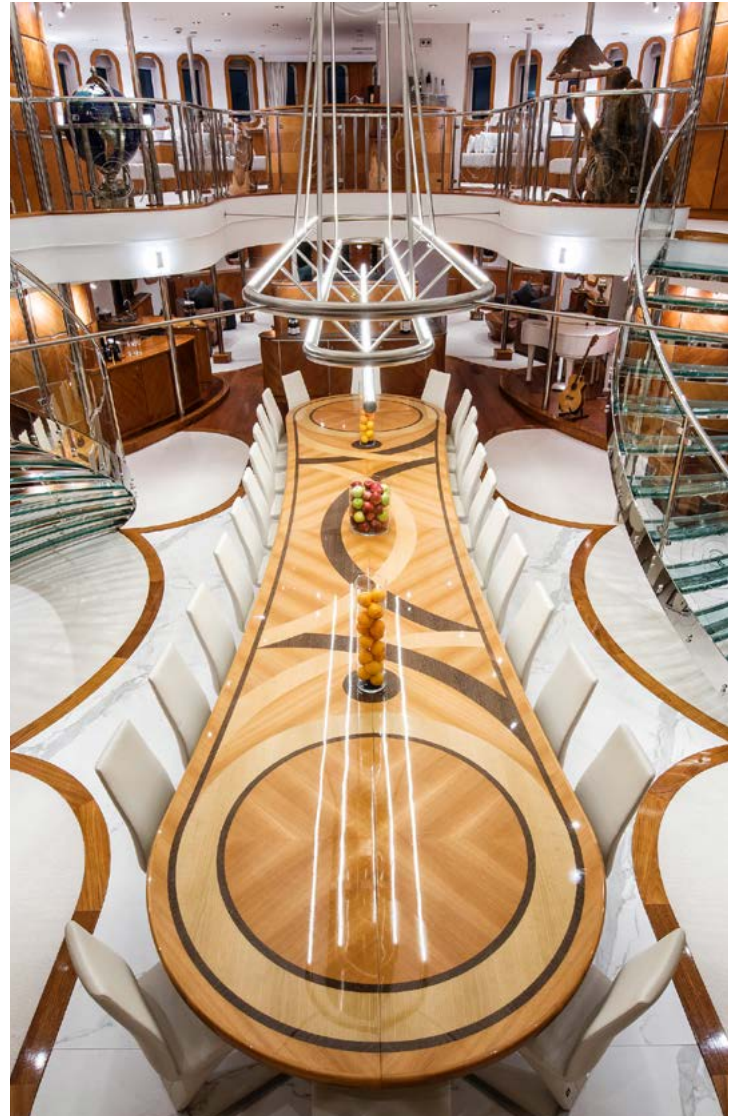
When it comes to choosing the world's top spots for water sports, Captain van Luijn recommends Caribbean haven Antigua as a great destination for enjoying Sherakhan's plethora of water sports toys.

*«The bay is very protected, which makes it great for all kinds of water sports. The snorkeling and diving is amazing and the conditions are great for kite surfing, which is a big draw»*

On the other side of the Atlantic, Captain's top pick for water sports is Panarea in the Aeolian Islands off the coast of Sicily. He describes the small island as the perfect spot for underwater exploration, with opportunities to scuba dive through an atmospheric shipwreck or snorkel above mid-sea fumaroles (dramatically bubbling underwater volcanic emissions).

Whichever part of the world you wish to explore, the choice is yours!

*For more information, please contact:  
info@g-yachts.com*







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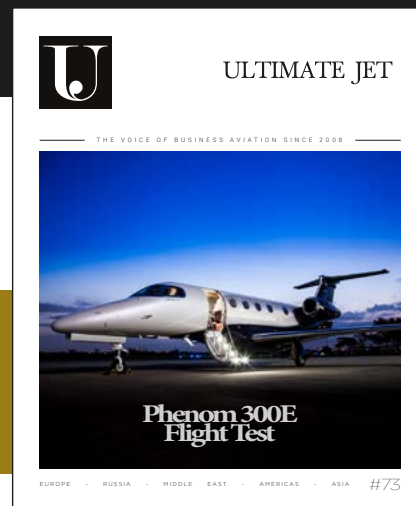
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Est édité par/is published by : **Société UJ MEDIA**  
[www.ujmedia.fr](http://www.ujmedia.fr)

**Siège social/Corporate headquarters :**

**Société UJ MEDIA**

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SAS au capital de 6 000 €

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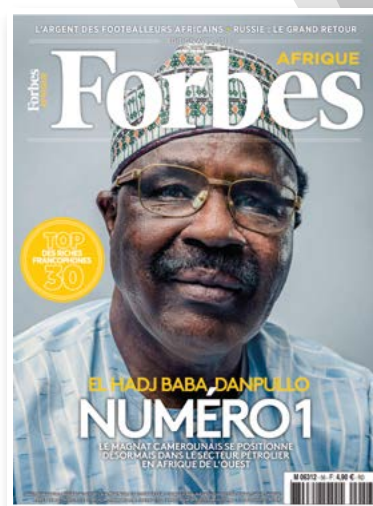
CPPAAP : 0607 K 88197

N°ISSN 2495-1188

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