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# Edito

## Resilience

The epidemic of Covid 19 has and will have an irremediable impact on a good number of aeronautics industrialists. In six months, the sector as a whole has lost all the jobs created between 2009 and 2019 according to the International Air Transport Association -IATA. A tragedy that is undermining this economic vector that supports 56 million people around the world. Business aviation is obviously not spared. And the hypothesis that a drop in commercial travel would have led to an increase in business aircraft purchases has not yet been proven. According to Honeywell, which has published its market forecasts for the next ten years, most operators indicate that they have frozen their purchasing plans and plan to keep their current aircraft longer. Renewal of the global business jet fleet is therefore expected to stagnate and the impact for airframers, who are already feeling

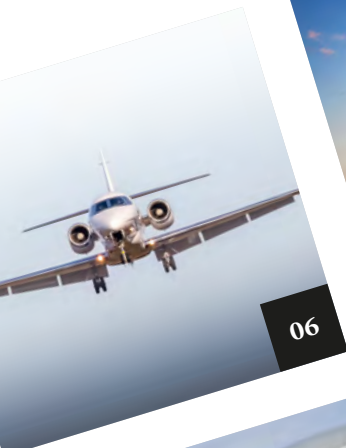
the effects of the year 2020 as a blank year, could be particularly violent and some programs

put on hold while waiting for better days. However, the resilience of this industry is an advantage that should enable it to recover much faster than other sectors. According to the study, «Business jet usage is expected to rebound to 80% to 85% of 2019 levels in the 4th quarter of 2020 and fully rebound by the middle of 2021 ». Despite a decline in fleet renewal in the medium term, Honeywell is reassured by the industry's forecast of an average annual growth rate in deliveries of 4% to 5% until 2030, in line with the expected global economic recovery. This is a glimmer of hope for an industry and operators that for the most part do not receive any state aid, but which benefit from exceptional advantages





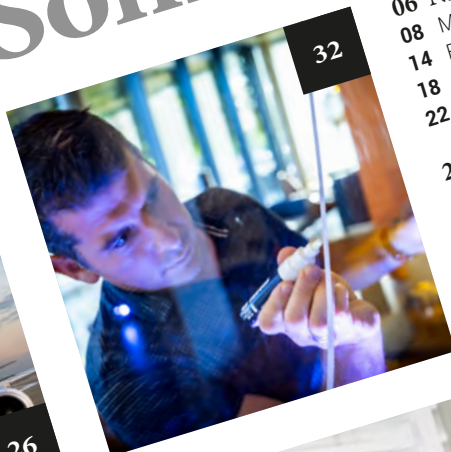
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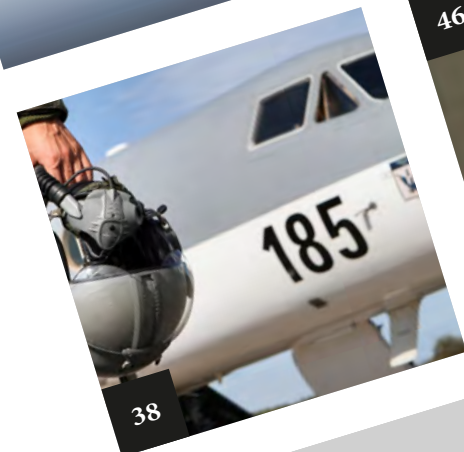
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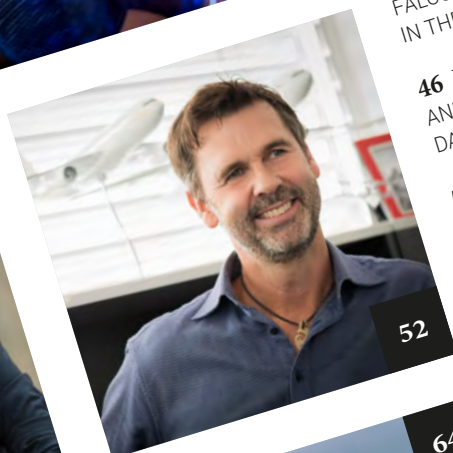
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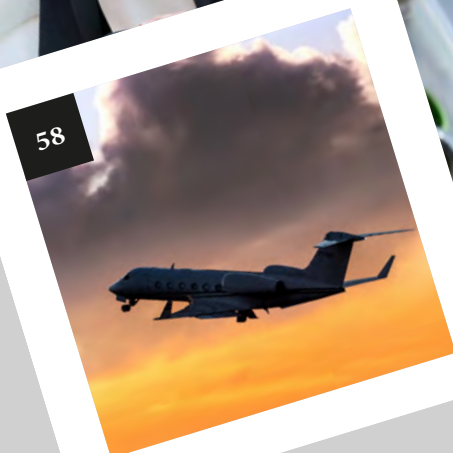
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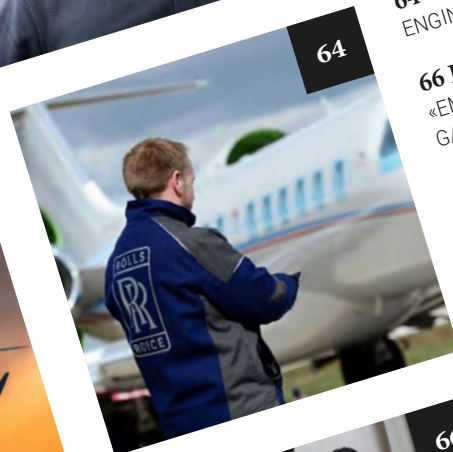
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## NAVIGABILITÉ

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.
- ✧ Sous-traitance de tâches de gestion de navigabilité
- ✧ 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

Créé en 2013, il assiste les compagnies aériennes, les opérateurs privés et les opérateurs de travail aérien, dans tous les domaines ayant trait à l'exploitation et à la conformité réglementaire.

- ✧ Support pour l'obtention d'un cta
- ✧ Mise en conformité ncc et spo
- ✧ Etudes opérationnelles : dossier efb, agréments spécifiques, enveloppes opérationnelles...
- ✧ Audits et suivi de conformité / sécurité
- ✧ Rédaction et gestion des manuels D'exploitation
- ✧ Externalisation système de gestion



# AÉROPORTS

Créé en juin 2015, propose des services adaptés aux besoins des exploitants aéroportuaires. Initialement axé sur la certification EASA, l'activité du Pôle Aéroports se diversifie et Time to Fly devient un acteur majeur du monde de l'aéroport.

- ▶ Accompagnement à la conversion des certificats de sécurité aéroportuaire
- ▶ 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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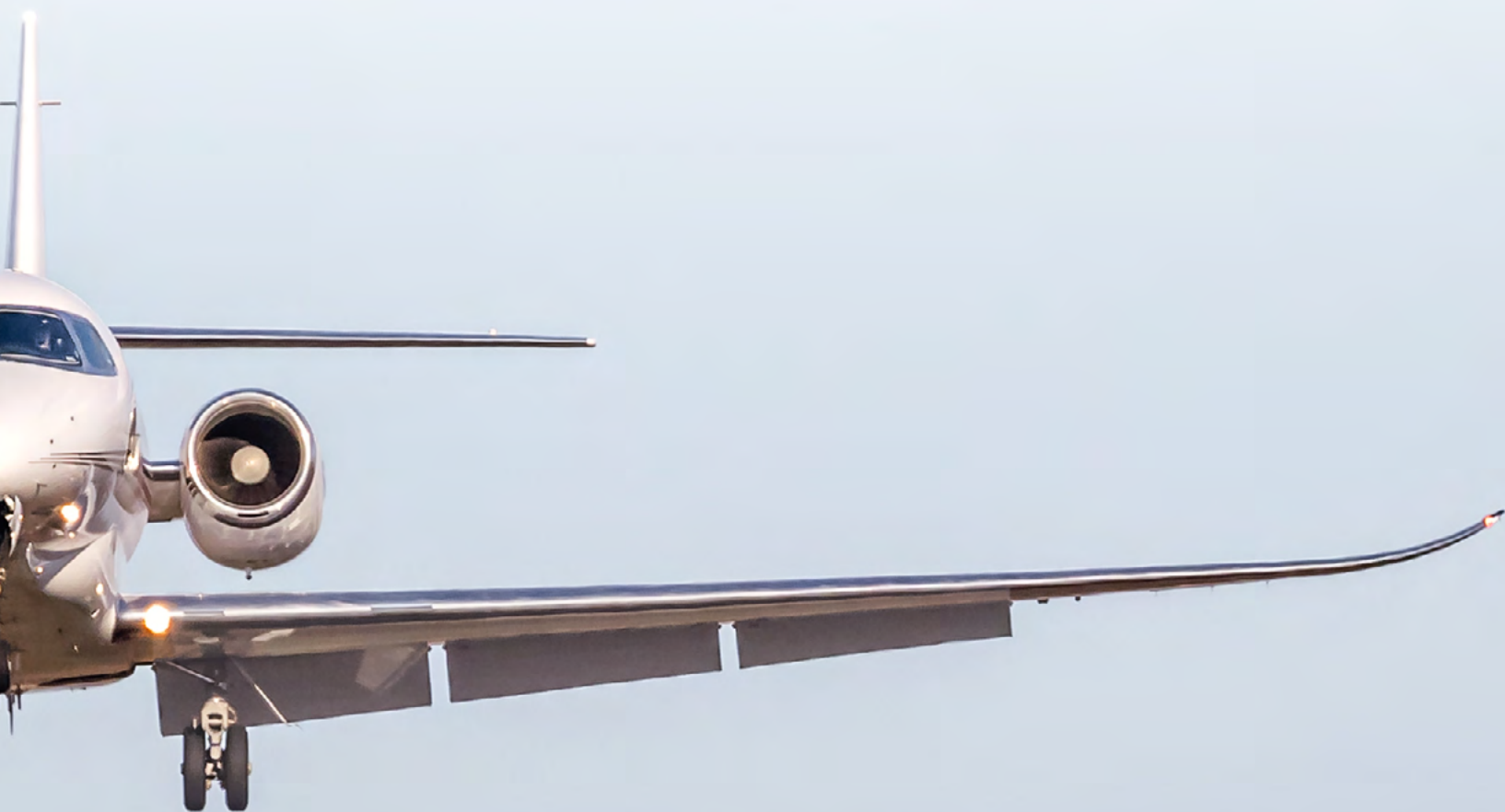
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## Embraer and Porsche announce design collaboration

Two global companies at the forefront of technology and innovation, Embraer and Porsche, have collaborated to create Duet, a limited-edition, limited-quantity [Embraer Phenom 300E](#) aircraft and [Porsche 911 Turbo S](#) car pairing.

Both known for world-class engineering, performance, and design, Embraer and Porsche will produce just ten pairs of business jets and sports cars, providing a truly seamless experience from road to sky, for the first time in history. «*Duet is an exclusive package developed in a unique design collaboration with Porsche. This rare, refined combination will only be available through this one-time-only pairing.*» said Michael Amalfitano, President & CEO, Embraer Executive Jets. «*In the spirit of delivering the ultimate customer experience, we are fusing two of the most notable brands in the aerospace and automotive industries, bringing together the pinnacle in production sports cars with the market benchmark in light jets, once again proving that we don't simply follow trends — we create them.*»

Duet brings the Phenom 300E and the 911 Turbo S into perfect harmony. As the world's fastest and longest-ranged single-pilot business jet, the Phenom 300 series transformed the light jet category. From its revolutionary, award-winning interior design, with an abundance of cabin and baggage space to its highly intuitive avionics, this well-rounded machine delivers unmatched performance, exceptional comfort, and class-leading technology, at enviably low operating costs, with features previously available only on much larger jets. The 911 is the heart of the Porsche product portfolio and has one of the longest and most celebrated traditions in the automotive industry. The 911 Turbo S is the peak of the 911 models and stands for both performance and usability. «*Porsche and Embraer share a host of common values,*» said Alexander Fabig, Vice President Individualization and Classic at Porsche AG. «*As part of our cooperation, we used the know-how of both brands to work jointly on a unique pair of vehicles that are equally attractive for the customer group of jet and sports car owners.*»

Designed in tandem, Duet fuses speed and style, luxury and power — signatures of both the Phenom 300E and Porsche 911 Turbo S. The most successful business jet of the decade (2010-2019) meets the gold standard in production sports cars, resulting in a uniquely designed jet and car, both featuring a customized interior and paint scheme inspired by one another.



«This is the perfect marriage of car and jet, as personified by the exclusive collaboration logo. The logo brings together the aeronautical requirement of lift – depicted by the Phenom 300E winglet – with the automotive requirement of downforce – depicted by the rear wing of the flagship 911. To further solidify this symbiotic partnership, the aircraft registration number appears on both the car's rear wing and the sides of its key,» said Jay Beever, Vice President of Embraer Design Operations.

The exclusive collaboration logo is embossed on the seat headrests of the aircraft (lift) and debossed on the seat headrests of the car (downforce), as well as featured on the aircraft sideedge, speaker grills, and mounted near the main door. Each pairing also features a special badge, representing one of only ten delivered. The customer will have the option to select the location of a blue chip, reflective of their position among the ten units, according to their preference.x

To create a seamless transition from aircraft to car for this exclusive set of customers, design inspiration for the aircraft mirrors that of the car, and vice versa. Starting with seats, the sew style on the Phenom 300E seat was patterned after that of the 911 Turbo S. The seats in both vehicles feature red pull straps, a Speed Blue accent stitch, and carbon fiber shrouds to create a shared connection. The cockpit seats of the Phenom 300E were redesigned to match the car. In the 911 Turbo S, Porsche introduced a unique color combination for the steering wheel to match the aircraft's yoke, with a Speed Blue accent at 12 o'clock, as well as the first Chalk Alcantara trim roof lining - an homage to the aircraft. To round out the interior, the stopwatch of the Sport Chrono package features an artificial horizon inspired by instrumentation in the aircraft cockpit.

The aircraft and car share the same exterior paint pallet and general scheme. For the first time, Porsche has combined gloss and satin-gloss paintwork. The upper part of the car is finished with Platinum Silver Metallic, transitioning to Jet Grey Metallic at the bottom. Dividing the two paint colors is a trim strip with lines in Brilliant Chrome and Speed Blue. The car is entirely hand-painted, which is unique to this project and reflective of the Phenom 300E paint process. The alloy wheels of the 911 Turbo S are painted in Platinum Silver Metallic, using a revolutionary laser process to expose a Speed Blue underlay on the rim flange. The air intakes of the 911 Turbo S are painted in Brilliant Chrome to match the leading edge nacelles of the aircraft. The LED door projectors cast the Duet collaboration logo on the ground, and the door sill trims feature "No Step" lettering, like the messaging on an aircraft wing.

The exclusive Duet Porsche 911 Turbo S can only be purchased in tandem with its sibling Phenom 300E. To mark this first ever collaboration between Embraer, Porsche AG, and Porsche Design, Duet customers will also receive a custom Duet logo luggage set with a pilot's bag and two weekenders, as well as a special edition Porsche Design 1919 Globe timer UTC titanium-case watch inspired by the aircraft's cockpit.





## Gulfstream introduces another G700 test aircraft

**Gulfstream Aerospace** announced the fifth Gulfstream G700 flight-test aircraft has taken flight, just three weeks after the fourth G700 flew for the first time.

*«The G700 flight-test program is progressing exceptionally well,»* said Mark Burns, president, Gulfstream. *«Every day, we come closer to our goal of delivering this revolutionary aircraft to our customers. We are steadily increasing flights, flight hours and the completion of numerous company tests, further raising the bar for business aviation around the world.»*

The fifth G700 test aircraft took off today and flew 3 hours and 8 minutes, reaching an altitude of 48,000 feet/14,630 meters and a top speed of Mach 0.935. This aircraft will focus largely on testing avionics.

Since the first G700 flight on Feb. 14, Gulfstream has made significant progress in company flight-testing including cold-weather at Eglin Air Force Base in Florida; flutter; aerodynamic stalls; and envelope expansion. The aircraft has also flown beyond its maximum operating speed and cruise altitude, reaching Mach 0.99 and an altitude of 54,000 ft/16,459 m. In typical operations, the G700 has a maximum operating speed of Mach 0.925 and a maximum cruise altitude of 51,000 ft/15,545 m.





## **Beechcraft King Air 360/360ER achieves FAA type certification**

**Textron Aviation** announced it has achieved Type Certification by the Federal Aviation Administration (FAA) for its newest flagship twin turboprop **Beechcraft King Air 360/360ER** aircraft, paving the way for customer deliveries to commence in the coming weeks. Announced in August 2020, the Beechcraft King Air 360 demonstrates the company's commitment to ongoing product development, bringing the latest innovations to the legendary aircraft.

*«The new era of the industry-leading Beechcraft King Air begins today,» said Chris Hearne, senior vice president, Engineering and Programs. «The King Air 360 is a perfect combination of customer input, innovative technology and next-generation capabilities. By incorporating superior features and engineering advancements into an aircraft that is renowned for its versatility and reliability, we have elevated the King Air to the next level. With certification now in hand, we are thrilled to soon get these aircraft into the hands of our eager customers.»*



## PC-12NG flight training device certified for pilot training

An all-new Level 6 Flight Training Device for [Pilatus PC-12 NGX](#) has received the Federal Aviation Administration's (FAA) National Simulator Program approval for training flight crews of Pilatus' latest iteration of its popular single-engine turboprop. It is now in place and operational at the SIMCOM training facility in Scottsdale, Arizona, USA.

Built by Frasca International, the Flight Training Device was delivered to SIMCOM's Arizona training centre in Scottsdale earlier this summer. It has been undergoing evaluation and testing by Pilatus factory pilots, Frasca and SIMCOM engineers, PC-12 NGX customers, and FAA evaluation pilots. The device exactly replicates the Pilatus Advanced Cockpit Environment (ACE) based on the Honeywell Primus Epic 2.0 avionics system, and features the new touch screen avionics controller, single power control lever, and autothrottle system exclusive to the new PC-12 NGX. It incorporates Frasca's 220 degree spherical display system, and is the first PC-12 NGX flight training device in service.

SIMCOM is the exclusive factory approved training provider for the new PC-12 NGX. The Flight Training Device is built with Pilatus aircraft components and offers an extremely realistic training experience. A second PC-12 NGX Flight Training Device is under construction and will go into service in Europe in 2021.

Gary Santos, SIMCOM's Scottsdale Training Centre Manager stated: "I'm very happy to announce that our PC-12 NGX Flight Training Device Level 6 – the highest level of realism for a fixed-wing flight training device – has passed its FAA evaluation today in our Scottsdale facility. As Pilatus's ingenuity paves the way in the single engine turboprop industry, the collaboration between Frasca engineers, Pilatus pilots and the SIMCOM team will allow us to lead the way in delivering high quality training in this market."

In addition to the new Flight Training Device, Avionics Software supplier Honeywell has produced an array of training videos for the PC-12 NGX that may be viewed through the Honeywell Pilot Gateway. Pilots find these learning tools extremely helpful prior to initial training and as a refresher to maintain proficiency.

Ignaz Gretener, VP General Aviation of Pilatus said: «The market response to the new PC-12 NGX has exceeded our own expectations, and flight crews have been very keen to access formal classroom and simulator training for it. The new flight training devices in Arizona, and soon in Europe, will be heavily utilized by our customers. We are thankful for the continued great partnership between Pilatus and SIMCOM that enabled us to achieve this milestone.»





## Gulfstream G500 and G600 again exceed expectations

[Gulfstream Aerospace](#) announced the Gulfstream G500 and G600 have demonstrated additional range capabilities through real-time operations.

The newly increased range for the G500 and G600 apply to both the high-speed cruise of Mach 0.90 and the long-range cruise speed of Mach 0.85. The G500 now delivers 5,300 nautical miles/9,816 kilometers at Mach 0.85 and 4,500 nm/8,334 km at Mach 0.90. The G600's range at Mach 0.85 has improved to 6,600 nm/12,223 km and 5,600 nm/10,371 km at Mach 0.90.

*«The G500 and G600 have been exceeding expectations since they entered service," said Mark Burns, president, Gulfstream. "This latest demonstrated range increase provides further proof of the tremendous efficiency and versatility of these aircraft. The Gulfstream team is always looking for opportunities to improve aircraft capabilities and the customer experience, and we are pleased to deliver another performance enhancement for both existing and future customers.»*

In addition to the range increases, the G600 now delivers greater payload capacity with full fuel. As a result of Gulfstream's advanced manufacturing and precision-build expertise, the G600's basic operating weight has been reduced by 570 pounds/259 kilograms over original values, bringing its full-fuel payload capabilities up to 2,600 lbs/1,179 kg. This gives G600 operators even more flexibility.

*«What's exciting for our existing customers is that these improvements already exist on their in-service aircraft with no modifications required,» Burns said.*

During the flight-test program for the G500 and G600, both aircraft exceeded initial performance expectations with increased range capabilities. The G600 achieved a second high-speed cruise range increase before it entered service, gaining 700 nm/1,296 km over original projections. The maximum operating speed of both aircraft is Mach 0.925.



## Auctioning business jet online : helping the industry in times of global pandemic

**GlobalAVX**, a Dublin, Ireland-based online auction platform for the buying, selling and leasing of commercial and business aviation assets, are launching their first aircraft auction on the 10th of December 2020 in collaboration with Canada's oldest and largest aircraft brokerage, Hopkinsons Aircraft Sales. The first aircraft to be presented for auction is a 1997 Cessna Citation Ultra. The aircraft will be sold as is, where is, based in Calgary. «*The beauty of this is the ability to bid on an aircraft from the comfort of your own screen and exclusively from anywhere in the world,*» says Stephen Kelly, Global Sales Director of GlobalAVX.

The GlobalAVX process boasts full and complete transparency with each bidder having the ability to view and interrogate all technical and legal documents as part of the due diligence and with this information help make an informed decision on the price and hence value of the asset.

The aircraft has been set an extremely attractive reserve price and will allow for the bidders to determine for themselves the final price and hence value of the asset completely independent of the GlobalAVX platform. This innovative platform is designed to facilitate and validate business aviation asset purchases with full and complete transparency. «*We believe our first auction will allow professional aircraft brokers and sellers within business aviation to reach out and purchase an amazing asset that can then serve the emerging first time Covid Converter market – individuals who due to this pandemic have been unplugged and had their eyes opened up to the compelling business reasons for flying private. By allowing the global market place the ability to purchase such an excellent asset from the comfort of their own screen anywhere in the world we shall be doing our bit to help the industry serve this exciting new market,*» concludes Stephen Kelly.

To register and sign up for the auction please click here : <https://www.globalavx.com/categories/private-jets/listings/citation-ultra-3>





## Analysis reveals strong recovery of european bizav

Analysis of industry data by [Colibri Aircraft](#), a private jet broker, reveals that the number of business aircraft departures in Europe in July was 54.5% higher than June, as the sector continues to make a solid recovery.

Indeed, the number of European business aircraft departures in July was only down around 12% on the same month last year and August is equal when compared to 2019, whereas commercial flights in the continent were over 50% lower. Of the top 10 largest European markets for business aviation, Austria, Germany, and Switzerland are leading the way in terms of a recovery. In July, Austria saw a 7% increase in business aircraft departures when compared to the same month last year, and the corresponding figures for Germany and Switzerland are -0.3% and -0.5% respectively.

Greece, the UK and Italy have seen the slowest recovery in business aircraft departures during the COVID-19 crisis.

For Europe as a whole, there were 67,456 business aircraft departures in July, down 11.9% on July 2019. However, this is a huge improvement compared to June, where the corresponding figures are 43,659 and -40.7% respectively.

Oliver Stone, Managing Director, Colibri Aircraft said: «*The business aviation market is recovering much faster than the commercial sector primarily because the latter is offering far less flights and routes, and there is a reluctance from many people to fly in a crowded space with 200+ other passengers. Private Aviation provides a convenient and reliable solution to both problems. Our business is buying and selling aircraft for clients and we have seen a significant increase in interest in light jets, perfect for getting around Europe with two to six passengers. This is driven by business people who need to travel and cannot do so with cancelled airline routes, and by families who are reluctant to risk exposure to further virus outbreaks. For many users of private jets, owning and using a plane is the only way to continue to operate their businesses in this historic time of minimal airline routes. On a geographical basis, the European business aviation market is also recovering faster than the north American market – by the far the biggest in the world – which saw a 21.4% decline in the number of business aircraft departures last month when compared to July 2019. Finally, in terms of business aviation in Europe, we should not lose sight of the fact that the sector employs around 335,750 people directly and indirectly, and the value of its economic output is around €71 billion a year.*»



## Honeywell Forecasts Business Jet Usage Will Recover To 2019 Levels By The Second Half Of 2021

Honeywell's 29th annual Global Business Aviation Outlook forecasts up to 7,300 new business jet deliveries worth \$235 billion from 2021 to 2030, down 4% in deliveries from the same 10-year forecast a year ago. Despite the dip, 4 of 5 business jet operators in the survey indicate that purchase plans have not been affected by the COVID-19 pandemic. Short-term reductions in both deliveries and expenditures due to the pandemic aren't expected to have a lasting impact on the business jet industry.

«Business jet usage is expected to rebound to 80% to 85% of 2019 levels in the 4th quarter of 2020 and fully rebound by the middle of 2021, indicating demand for business jet travel is returning after the global pandemic caused a slowdown in the industry earlier this year,» said Heath Patrick, president, Americas Aftermarket, Honeywell Aerospace. «The information we gleaned from operators shows a less than 1% decline in five-year purchase plans, so despite the short-term effects of the pandemic, we don't expect long-term changes to purchase plans or to the overall health of the business jet market.»

### Key findings in the 2020 Honeywell Global Business Aviation Outlook include:

- Five-year purchase plans for new business jets are down less than one percentage point compared with last year's survey.
- Among those purchase plans of new business jets over the next five years, 30% are expected to occur in the next two years. This is 5 percentage points lower than last year's survey, due mainly to near-term uncertainty.
- Business jet deliveries in 2021 are expected to be up 13% from a COVID-impacted 2020.
- Operators plan to make new jet purchases equivalent to about 16% of their fleets over the next five years as replacements or additions to their current fleet, in line with 2019 survey results.
- Operators continue to focus on larger-cabin aircraft classes, from large cabin through ultralong-range aircraft, which are expected to account for more than 70% of all expenditures of new business jets in the next five years.
- The longer-range forecast through 2030 projects a 4% to 5% average annual growth rate of deliveries in line with expected worldwide economic recovery. This figure is higher than in 2019 due in part to COVID-related declines in 2020.
- Purchase plans for used jets show a moderate decline in this year's survey. Operators worldwide indicated that 25% of their fleet is expected to be replaced or expanded by used jets over the next five years, down 6 percentage points compared with survey results from 2019.

### Effects of COVID-19 on the industry:

- 4 of 5 operators in the survey said their buying plans have not been affected by COVID-19. Most of the operators who indicated their buying plans have been affected say they now plan to hold onto their current aircraft longer.
- 82% of respondents in North America expect to operate their business jets less frequently in 2020 versus 2019. Other regions are seeing similar declines. Global business jet usage is expected to recover to 2019 levels by the second half of 2021.
- Survey respondents did not signal sales of late-model aircraft due to COVID-19. Specifically, only 10% of all respondents in the survey are planning to sell one or more aircraft without replacement in the next five years compared with 8% in last year's survey.
- Survey responses do not support the hypothesis that a decline in commercial travel has led to an increase in purchases of business jets. More than 95% of operators expect no change to fleet size due to a decrease in commercial travel.

## Breakdown by Region

### North America

Compared with last year, new aircraft acquisition plans in North America are flat.

- New jet purchase plans remain unchanged in North America in this year's survey. Over the next five years, 15% of the fleet is expected to be replaced or supplemented with a new jet purchase.
- About 32% of operators responding to the survey plan to schedule their new purchases within the first two years of the five-year horizon. This is 4 percentage points lower than in last year's survey.
- Purchase plans for used jets are lower, down 8 percentage points when compared with last year's survey but back to historical levels as last year saw a five-year high.
- An estimated 64% of worldwide demand for new jets will come from North American operators over the next five years, up 4 percentage points compared with last year's survey.

### Europe - Operators have slowly been replacing aging aircraft in the fleet.

- Europe's purchase expectations decreased this year to roughly 24% of the fleet, down 4 percentage points compared with last year's results.
- About 24% of operators plan to schedule their new purchases within the next two years, down 6 percentage points and below the worldwide average of 30%.
- Europe's share of global demand over the next five years is estimated to be 18%, 1 percentage point lower than last year.

### Latin America – Purchase plans dipped 6 percentage points to a five-year low.

- In Latin America, 15% of the fleet is expected to be replaced or supplemented with new jet purchases over the next five years, down from 21% in last year's survey.
- About 19% of this region's projected purchases are planned between 2020 and 2022, lower than the worldwide average of 30%.
- Latin America will represent ~3% of the total projected business jet demand over the next five years versus 7% in last year's survey. The decline is due to economic pessimism in the region.

### Asia Pacific – Purchase plans are stable in the region, largely unchanged from last year.

- Operators in Asia Pacific report new jet acquisition plans for 14% of their fleet over the next five years.
- Based on the expressed level of purchase plans, Asia Pacific remains at a 10% share of global new jet demand over the next five years.
- About 30% of respondents in Asia Pacific plan to schedule their new purchases within the first two years of the five-year horizon, compared with 40% a year ago.

### Middle East and Africa – Higher purchase plans were reported, following a five-year low in 2019.

- 16% of respondents said they will replace or add to their fleet with a new jet purchase, up from 12% last year.
- Respondents plan to schedule more new business jet purchases within the first year of the survey compared with 2019. About 26% of operators in this year's survey plan to purchase new business jets within the next year, up from 20% in last year's survey.
- The share of projected five-year global demand attributed to the Middle East and Africa is 4%, in line with the historical range of 4% to 6%.

## Used Jets

- Plans to acquire used jets in the next five years dropped by about 6 percentage points from last year's survey. Twenty-five percent of used business jets will trade hands over the next five years, compared with a five-year projection of 31% in 2019.

## Making an Impact on Business Decisions

The Global Business Aviation Outlook reflects current operator concerns and also identifies longer-cycle trends that Honeywell uses in its own product decision process. The survey has helped identify opportunities for investments in flight-efficiency upgrades, expanded propulsion offerings, innovative safety products, services, upgrades, and enhanced aircraft connectivity offerings. The survey also informs Honeywell's business pursuit strategy and helps position the company consistently on high-value platforms in growth sectors.





## High maintenance season at AMAC Aerospace

Despite limited circumstances due to the Covid-19 pandemic AMAC has seen no slowing of its maintenance activities. In fact, the organization welcomes a slow improvement of flight activities in business aviation.

«This shows a positive impact in our business segment», said Alexis Ott, Director Maintenance Sales & Key Account Management.

Two Head of State aircraft were inducted in October. AMAC's team will install a new generation of the Cockpit Voice Recorder ('CVR') and a Flight Data Recorder ('FDR') system on the first aircraft, a McDonnell Douglas MD- 87, which will undergo multiple C-checks and a landing gear overhaul. The second aircraft, a [Boeing B747-8](#) inducted in mid October, will undergo a C-check.

Several maintenance checks on Airbus, Bombardier and Boeing aircraft will also be carried out at the Basel, Switzerland facility, which offers cabin disinfection services for any aircraft type. An ACJ 318 and an [ACJ319](#), both privately owned, have been inducted for avionics updates for the former and Out Of Phase (OOP) tasks for the latter, in combination with heavy based maintenance checks.

AMAC has also been selected to carry out a Pre-Purchase Inspection (PPI) on two privately owned Bombardier Global 6000. A third Bombardier Global 6000 is expected to arrive in the next few weeks. The privately owned aircraft will undergo a 500h-/1,000h-check and a 15-/30-month check.

AMAC won a project for a 24-month inspection on a Bombardier Challenger 300 in September. The customer has now commissioned AMAC to perform multiple cabin interior work on the privately owned aircraft. Finally, AMAC has been awarded an annual inspection on a Bombardier Challenger 605.

Two Boeing [BBJ737](#) arrived in Basel, whose owner has assigned AMAC's Boeing team to carry out two Ka-Band installations. The ground time will be used to perform base maintenance checks as well. A privately owned [Boeing B787](#) will undergo a due 12-month check. Furthermore, AMAC will also carry out a base maintenance check on a privately- owned Gulfstream GV.

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## Dassault signs up 500th FalconCare

**Dassault Aviation** recently signed its 500th contract for its FalconCare guaranteed maintenance program and further expanded the program—already the most comprehensive in the industry—to meet a broader range of customer needs and budgets.

Introduced in 2005, FalconCare offers a full range of scheduled and unscheduled maintenance services through C-Check, including airframe, avionics and landing gear parts, labor, consumables, service bulletins and maintenance tracking. This comprehensive coverage ensures predictable and stable annual maintenance costs for operators of Falcon aircraft. It provides maintenance coverage everywhere on the planet through more than 60 Dassault Owned and Authorized Service Centers and 16 Falcon Spares distribution centers.

*«FalconCare provides three benefits,»* says Jean Kayanakis, Senior Vice President, Worldwide Falcon Customer Service & Service Center Network. *«It guarantees a predictable budget, it offers peace of mind by eliminating unexpected maintenance costs, and it helps enhance aircraft value, as demonstrated by valuations in the aircraft Bluebook price guide.»*

The new program expansion, based on feedback from flight departments and the Falcon Operator Advisory Board, enhances the flexibility of the pay-as-you-go Falcon Care service by offering operators two different levels of coverage, in accordance with their actual maintenance requirements: – FalconCare Essential, the basic offering, covering the full cost of genuine Dassault spare parts, with additional services available as options.- FalconCare Elite, an all-inclusive offering covering parts, labor, and consumables along with AOG GoTeam service, documentation, exchange items like batteries and wheels and other maintenance services.

Each plan includes a FalconCare Efficiency Bonus, which financially rewards operators engaging in the most cost-effective maintenance practices. And both allow operators to establish a Flex Spending Account for miscellaneous costs outside FalconCare coverage. *«The FalconCare program is customer driven,»* said Kayanakis. *«Thanks to operator input, we're now able to offer different plans and options that meet the diverse needs of our growing customer base. We are always tapping the knowledge of our operators on how to expand and improve our service plans, and expect that FalconCare offerings will continue to evolve in the future in line with changing customer needs.»*



## Comlux skylady redefines wide-body long-range VIP travel

**Comlux** announced that the flagship of its VIP fleet, the 767BBJ now renamed SkyLady is back to service after a 4-month maintenance and upgrade program. Designed for experienced VIP travellers for both business and leisure travel, SkyLady delivers top-end comfort and luxury, the latest in-flight connectivity, a new air purifying system via ionisation, all combined with ultra long-range capability up to 15 hours of flight.

With 177 m<sup>2</sup> / 1900 ft<sup>2</sup> of cabin floor area and an outstanding cargo space up to 300 bags, the newly refurbished VIP cabin combines the benefits of the widebody aircraft – such as comfort, space, and privacy – with the highest levels of interior design, to produce a consistently harmonious passenger experience. The super-silent multiroom cabin is divided in 6 independent areas and is suitable for up to 51 passengers.

At the front, the master suite features an ultra-king-size bed with en suite bathroom equipped with a full height shower. Two more rooms complete the private quarters: a spacious lounge with an L-shape sofa, convertible into a second bedroom with a double bed, and a club room suitable for private dinners and business meetings. The executive area features fifteen 80" pitch first-class seats convertible in full-flat single beds and is followed by a separated section with 29 seats for entourage.

SkyLady is equipped with the latest and fastest in-flight 2KU band Wi-Fi connectivity to provide the most reliable high-speed internet coverage available in flight (up to 50 Mbps). The new cabin management system allows full access to various media and non-stop streaming online for business and entertainment needs of all passengers.

Besides its comfort and connectivity enhancements, SkyLady is now equipped with an all-new ionisation system which improves air quality in the cabin by removing viruses, bacteria and spores in the air and on surfaces, and by eliminating annoying and noxious odours. This feature combined with the existing and efficient HEPA filtering system provides Comlux VIP charter passengers with a cleaner and safer cabin atmosphere during the flight.

Andrea Zanetto, CEO Comlux Aviation says *«The best is getting better! During the last couple of years, we have carefully listened to our charter customers and we have upgraded SkyLady to comply with their VIP travel needs in terms of comfort, connectivity and well-being on board»* He added *«SkyLady is capable to connect the most important cities of the globe, with non-stop flight capability of 15 hours. During those long-haul flights, our passengers can enjoy the new features of SkyLady and the exceptional World-class Swiss-Made level of service provided by our cabin attendants. Their savoir-faire, discretion, and attention to detail contribute to creating the most bespoke, comfortable and luxurious atmosphere during each flight onboard our VIP fleet»*.





## Supporting breast cancer awareness month

[Wheels Up](#), one of the leading brands in private aviation, once again supported Breast Cancer Awareness Month in October with its #WheelsUpGoesPink social campaign – which puts the company's pink Beechcraft King Air 350i, now in its fifth year in the Wheels Up fleet, on full display.

The Pink Plane serves as a flying symbol to raise awareness for Breast Cancer and benefits the Dubin Breast Center of the Tisch Cancer Institute at Mount Sinai in New York City, one of the world's most renowned and advanced facilities for breast cancer treatment and research. The Dubin Breast Center provides a multidisciplinary, comprehensive approach to breast cancer screening, treatment and survivorship.

The plane is meant to empower the more than three million breast cancer survivors in the US and thousands of women diagnosed each year.

The Pink Plane, which made its debut in October 2015, is part of Wheels Up Cares; a program committed to continually aligning with philanthropic organizations and initiatives that affect and matter to the company, as well as its members, family and friends. Along with Pink Plane for Breast Cancer Awareness, Wheels Up Cares includes aircraft recognizing the following causes: the Orange Plane for Feeding America's Hunger Action Month, the Camouflage Plane for the Tragedy Assistance Program for Survivors, the Red Plane for the American Heart Association and Simon's Heart, and the Teal Plane for Ovarian Cancer Awareness.



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## FL470 is active during Covid 19

**Flight Level 470** (FL470) is a unique network of flight crews specializing in Business Aviation. It brings together more than 660 Dassault Falcon, Bombardier Global and VIP Flight Attendants.

FL470 took a new turn during the Covid-19 crisis when there were many planes or crew grounded. This network of professionals has made it possible to find rapid solutions available to meet the demands of several operators around the world.

*«Our privileged and real-time crew experienced have enabled us to provide assistance to several operators facing crew availability problems with the closure of borders and constraints. We have been efficiently providing the best suitable crew to several airlines whose operations have been severely disrupted during this period, whether in Europe, Africa or even China»* says Ben Rosinger, CEO of Flight Level 470.

How can you join FL470?

Not everyone can be part of the FL470 community. Eligible candidates meet all requirements must all be co-opted by other members of the community. *«We have to apply the strictest recruitment rules in order to meet the tasks entrusted to us which require the highest skill qualifications, we know the pilot job better because it's our job.»* says Ben Rosinger, who is also a Line Training Captain for more 20 years in Business Aviation.

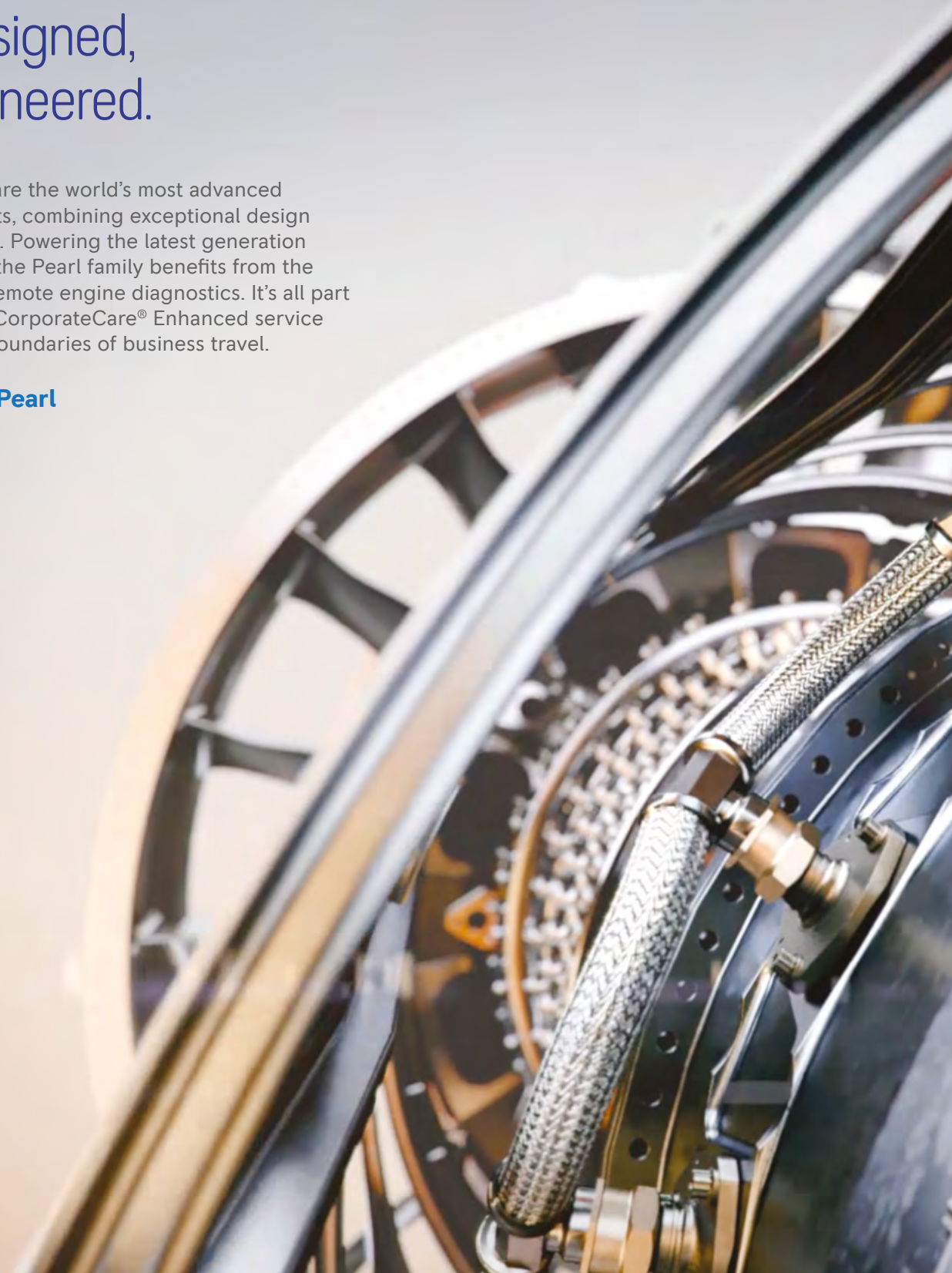
FL470 continues its development with partnerships including a training school for hostesses, Pilot trainings discounts, its actions in reforestation projects, and advice for the purchase, management and rental of business aircraft.



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INTECH

# Airbus Officially Launches ACJ TwoTwenty

Less than two years after its official entry in the manufacturer's catalog, the A220 has a corporate version, the ACJ TwoTwenty. This version has already been a great success since its launch, with six firm orders already booked by Airbus.

By Frédéric Vergnères  
©Airbus - ©Comlux





**A**t a time when the aeronautical sector is in the throes of one of the worst crises in its history, Airbus is optimistic about the future. Following the announcement at the end of September of several projects for a carbon-neutral aircraft, the European manufacturer unveiled a corporate version of its A220-100, the ACJ TwoTwenty. This version is preferred to the -300 for obvious strategic reasons compared to its current range. The aircraft manufacturer is counting on this aircraft to bounce back in the business aviation sector, which despite the crisis, remains buoyant, especially in the large cabin and long-range segment. According to Benoit Defforge, President of Airbus Corporate Jet (ACJ), this segment « *has represented between 20 and 30% of the market over the last ten years* ». Even if the context seems to have become more difficult in recent months, the CEO indicates that « *The Covid crisis has not prevented us from continuing to pursue our strategy. In view of the aircraft's entry into the Airbus catalog in 2018, this version was launched fairly quickly. During this very short period of time, we nevertheless wanted to launch a quality product but above all, a «package» including the aircraft with its cabin design. This is something new at ACJ.*

## A 73 m<sup>2</sup> cabin

To develop the ACJ TwoTwenty program, Airbus Corporate Jet called on Comlux's experience in both operations and cabin layout. In less than two years, the manufacturer and the operator/industrialist will have combined their know-how to offer the market a «turnkey» aircraft. «The product strategy has been to offer a platform with greater autonomy than the commercial version of the A220, while at the same time having a solid partnership with Comlux for the cabin layout,» says Benoit Defforge. For Richard Gaona, Chairman and CEO of Comlux, «this partnership allows us to benefit from our experience as an operator, particularly in the choice of a layout that must be simple to maintain and easy to use». The 73 m<sup>2</sup> cabin, which can accommodate up to 18 passengers, offers maximum flexibility through six distinct zones. The interior design, proposed by the manufacturer, is the result of a long reflection by Sylvain Mariat, ACJ Head of creative design. «For the ACJTwoTwenty, there was a real collaboration between the designer and the engineers. Sylvain was free to choose to work on his design while taking into account the requirements of ease of maintenance and installation of the elements,» emphasizes the Comlux manager before adding: «This design allows us to offer 90 different combinations with a choice of three trends: Avant-Garde, Timeless and Quintessence. The interior design of the ACJ TwoTwenty features new technologies by introducing a control system for cabin elements such as sound, image or temperature via a mobile application installed on his personal smartphone. The goal is to make home automation as simple as possible,» says Gaona.

The manufacturer is planning a lower cabin pressurization than the cabin version (equivalent to 6,000ft - 1,830m) as well as a new ambient humidifier system, especially for long-haul flights. On the connectivity side, the ACJ TwoTwenty will be equipped with a wi-fi connectivity system based on the Ku band, which is more efficient. «The TwoTwenty is a key element of the ACJ range,» said the head of the ACJ range, as it completes the unique portfolio of devices for the industry. In addition to the aircraft and its performance, the portfolio at ACJ can offer a range of cabin sizes from 73m<sup>2</sup> for the ACJTwoTwenty to 300m<sup>2</sup> for the ACJ350, a must.

To achieve a range of 5,650 nm/10,500 km, enabling it to fly non-stop between London and Los Angeles, the European aircraft manufacturer had to integrate five additional tanks (Aircraft Center Tanks), representing 5.5 metric tons of additional kerosene compared with the original version. In fact, the maximum takeoff weight (MTOW) will be increased in order to carry the extra fuel, and to pass the ETOPS 180 standard without constraint, without sacrificing ergonomics and cabin space. Incidentally, the manufacturer, which plans to take off its aircraft in less than 1,600 m, also indicates a 25% reduction in fuel consumption and a 50% reduction in noise compared with competing aircraft already in service.







## Comlux, the key element

In view of its performance, the ACJ TwoTwenty should, however, break out of the usual corporate jetliner pattern. The Canadian-origin jetliner is, according to the head of the Airbus subsidiary, *«a product whose positioning does not exist on the market today.»* Due to its specific features and a price that should range an equivalent price or even lower than top-of-the-range business jets fully equipped, the TwoTwenty could therefore phagocitate sales from traditional business jet manufacturers in the «extra large» and «long range» segment, such as Gulfstream with its G650ER or Bombardier with its Global 7500. We have no intention of competing with these manufacturers. But we do have a complementary and different offer. *«Our aircraft today meets 98% of the needs expressed by our customers, namely an intercontinental aircraft with a large cabin volume,»* said Mr. Defforge. In addition to the pure business jet market, the ACJ TwoTwenty should also interest a significant number of owners who want to part with their Boeing BBJ1 or even potentially replace a BBJ Max. But the new ACJ is of particular interest to major operators in the sector, including Comlux, a long-time Airbus customer that has acquired the first two production aircraft. According to the operator, the two aircraft, which will be based in Malta, will operate for the

company's charter requirements, but will also be used by Airbus and Comlux Group as demonstration aircraft. In addition to this contract, Comlux Group has also become a key partner in the project, as it has been awarded responsibility for the cabin outfitting of the first fifteen ACJ TwoTwenty aircraft. The work was carried out in the United States, on the group's site in Indianapolis. In fact, Airbus has already indicated that it does not intend to sell any aircraft in «green» configuration, in order to optimize the sales price of its aircraft sold with its cabin layout. *«The partnership agreement between Airbus and Comlux for the first fifteen aircraft enables us to offer a very attractive price, on a par with the very high-end business jets. Our goal is not to stop at these fifteen cabins, however, but to go beyond them in order to guarantee the aircraft's success on the market.»* In order to lower its prices, the manufacturer has defined in advance all possible interior design solutions in a module format that can be interchanged in the six cabin living spaces, each of which is of the same size. This advanced engineering management will thus enable Comlux *«to guarantee not only a fitting cycle of less than 9 months but also a competitive price,»* says the Comlux manager.





Will Airbus succeed where Embraer has failed with its Lineage 1000 in a market segment positioned between high-end business jets and Corporate Jet liners? The ACJ TwoTwenty has real assets in terms of price, cabin design and performance, making it a real «*Game Changer*» in a market that is always on the lookout for new products. In a difficult market context for the airline industry, and especially in a highly competitive sector such as business aviation, the partnership with Comlux makes sense and could prove the European manufacturer right. To be continued. ■

**More about Airbus**





DESIGN

# Timelessness according to Sylvain Mariat

By Frédéric Vergnères  
©Airbus





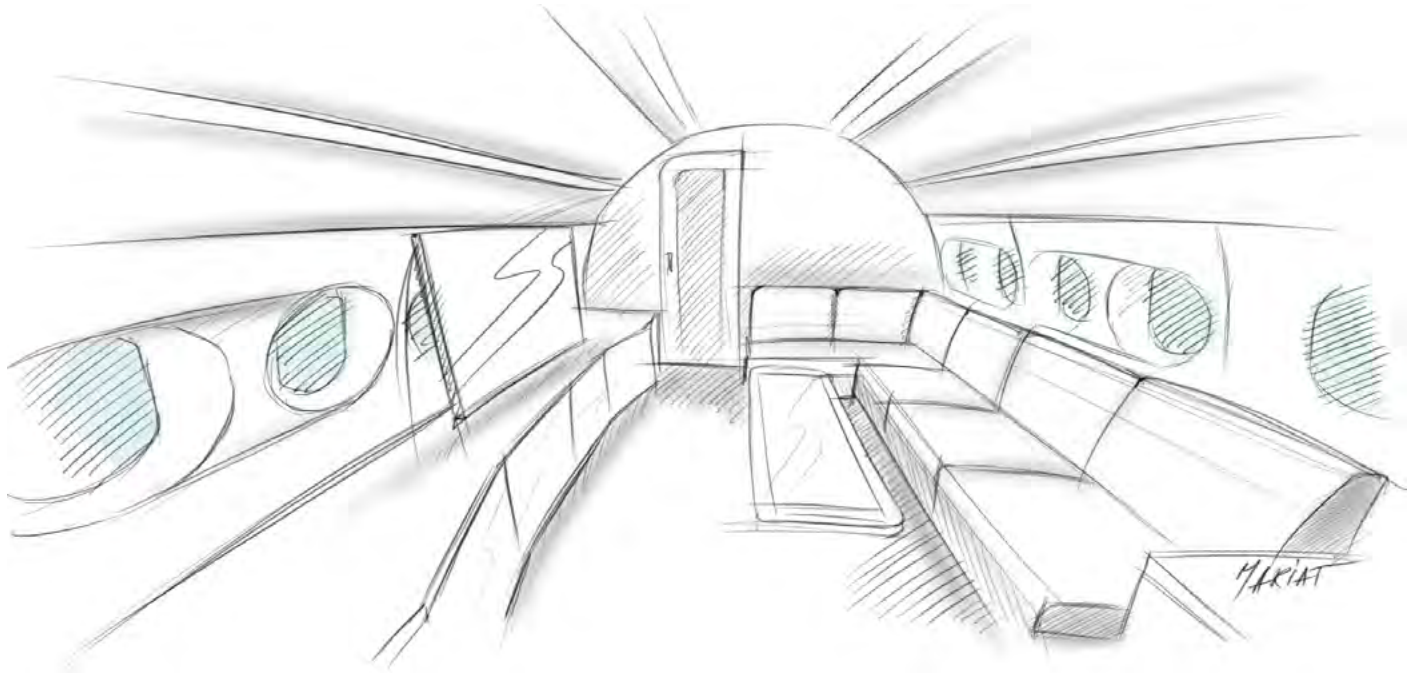
MARIAT





**T**he rise of the [ACJ TwoTwenty](#), is first and foremost, the success of a concept combining performance and design. However, the success of the future aircraft in the Airbus Corporate Jets (ACJ) range should be built above all on the cabin work of the designer, Sylvain Mariat, who has subtly intertwined contemporary design with the timeless.

The cabin presentation on this new model proved to be more surprising than it seems. On closer inspection, the Avant-Garde design by Sylvain Mariat, ACJ's Director of Interior Design, is at odds with his colleagues. Indeed, we are quite far from certain ostentatious (too?) projects that rarely get beyond the drawing board and graphic tablet stage. Thus, the complexity of the forms and the irrationality of certain elements are gone. The living environment sketched here by Sylvain Mariat, allows us to get closer to the essential, the interior comfort. The extension of one's own home on the FL410 level, less neighbors, more space and time.



## Seventies

The cabin design presented on the new ACJ TwoTwenty is reminiscent of the interiors of beautiful homes, blending traditionalism with a hint of modernity. The marriage of the two is in fact not a novelty but a sure value for those who value the simplicity of a place. « To be able to contemplate a cabin a few years later, and notice that it is still in the spirit of the times, is a guarantee of success for a designer » underlines Sylvain Mariat. For this timelessness, the head of the ACJ design studio went back to the mid-sixties and late seventies with his team. Where everything was still possible. And, where design had frozen the most beautiful achievements of its contemporary history, like the creations of Claude and François Lalanne, Claude Berthier or Joe Colombo, among others. A time going back to the invention of the term «*interior architect*». *It is this notion that takes on its full meaning here, as Sylvain Mariat could have named the design of his interior «Home Sweet Home».* « Our clients live in beautiful homes and hotels. Our customers live in beautiful homes and hotels. We had to respond to these trends, which go beyond aesthetics and fashion, and are also a soothing response to the anguish of some travellers when they take the plane. » The ACJ design director rightly points out.







## Technological nobility

If man has been able to remain pragmatic in the design of curves for interiors, then the use of noble fabrics and materials are fully in-line with this real search for a trend, where at first sight anyone can appropriate the design to that of being at home. This is notably the case of the armchairs entirely redesigned for the occasion and the meridian, which will be dressed in a fabric that mixes wool and silk in order to optimize comfort. « *Designing a seat is always a delicate and long process. For this new model, specially created for this interior, we wanted a design that would allow this chair to withstand fashion evolutions for years to come* » explains the designer. On the furniture side, the designer opted for a steam-smoked oak veneer with a satin finish. Some of the upper parts of the furniture received a lacquered paint to « *have a beautiful aesthetic balance,* » says S. Mariat. The whole ensemble is enhanced not only by small touches of metal as needed, but also by the use of suede along the walls and ceiling. Sober yet efficient, the cabin presented by Airbus required hundreds of hours of

work involving the ACJ studio teams for the design and ergonomics, as well as Airbus and Comlux engineers for the technical aspects. The timeless design of this cabin, which looks very « *seventies* » in appearance, conceals cutting-edge technology driven by the simple activation of an application. The « *high-tech* » spirit abounds throughout the cabin thanks to the control of various vital elements such as sound, light, temperature, electro chromatic curtains, and other videos via an application installed on the smartphone.

For the sake of longevity, Airbus and Comlux have also pushed the detail by integrating an electric door opening system between the different spaces. Intuitive and non-touch, this system brings an additional technological touch to the ACJ TwoTwenty's cabin while preserving its design in the age of the time. In the same vein, the designer points out that « *we worked on the shower's ergonomics to make it easier to use.* »

## Industrial concept

Beyond the design, the real challenge for Sylvain Mariat was above all to play with the industrial constraints issued by the manufacturer, but also those inherent to the harmonization of the modules commissioned by Comlux. For the designer based in Toulouse, *« the objective was to have three modular spaces with the possibility of interchanging the furniture between them. While keeping in mind that this must be totally transparent when choosing the client. Less than a constraint as one could imagine, the design research on these modules was a real challenge and a game for a designer because it forces him to go beyond his own thoughts and achievements »* comments S. Mariat. To develop this project, the author of the booth emphasizes that he was *« interested in Comlux's industrial tool to be able to develop my design as much as possible with a concern for quality while taking their imperatives into account. And it must be acknowledged that Comlux has opened up a very important field by the use of a wide range of noble materials. »* The company, which will produce the first fifteen ACJ TwoTwenty cabins at its Indianapolis site, has also anticipated certain requests such as the integration of master panels by making important calculations on the capacity of the partitions to accommodate this type of work. In any case, the Avant-Garde designer must come up with the idea that the owner or users of the

aircraft will be able to appropriate this living space in the sky much more quickly. *« This interior is a small revolution because it can be easily associated with a person, and the fact that you can hang pictures on the walls will make it possible to personalize the aircraft a little more. »*

The Avant Garde concept was the only project unveiled by Airbus Corporate Jet, despite the announcement of the Quintessence and Timeless styles. A *«carefully considered»* decision, according to Sylvain Mariat, who sees the presentation of the different cabins as *«stages of the time required to serenely appropriate these new interiors.»*

There is no doubt that the designer and his team have already stopped time, and revolutionized the interiors of tomorrow with the DNA of yesterday. ■

**More about Sylvain Mariat**







OPERATOR

# **Falcon 10 Mer : 40 years in service in the French Navy**

By Frédéric Vergnères  
©F. Vergnères - ©Marine Nationale









**T**he Falcon 10 Mer discreetly celebrated forty years of service in the French Navy. More than a simple business jet, the Falcon 10 within the very prestigious and no less discreet Escadrille 57S, have become, over the last four decades, an essential vector for pilots in fighter jet professionalization.

Generally, the public has a distinct image of the jets, which can be summed up by the Rafale taking off from the flight deck of the aircraft carrier Charles De Gaulle. However, this image cannot be far from a more complex reality, where the training and instruction of pilots in certain procedures remains preponderant throughout their careers. To this end, the French Navy has been operating the brand's small twin-engine cloverleaf jet since 1973. Originally designed as a light business jet, it soon proved to be a true small fighter, with exceptional performance.

## A business jet with the performance of a fighter jet

The Falcon 10 was designed in 1969, in order to complete the success story of the Falcon 20, and proved to be a particularly innovative aircraft, particularly in its design. Shorter than its predecessor, the Falcon 10 was in fact the first aircraft in France to have a three-dimensionally calculated wing, a small technological revolution at the time. In addition, the small twin-engine jet will become the first aircraft in the world to use carbon fiber for all of its wing cells. Building on its strengths, the smallest business jet ever produced in the Falcon range was certified in 1973. Later, its range, and more precisely its cruising speed of Mach 0.86, earned it the nickname «Corporate Bullet». This led to a decision in 1972, when the French Navy authorities, looking for an aircraft capable of carrying out training missions for Super Etendard crews, selected this «business jet». Over time, the Falcon 10 Mer will have shared its parking lots with four generations of machines: F-8E (FN) Crusader, Étendard, Super Étendard and Rafale.





## Dedicated to training

Nothing distinguishes a Falcon 10 Mer from a civilian version except the gray and white lining that it has worn since it entered service in 1975. This is because the Navy's version is in fact totally similar to that of civilian operators, even from the point of view of its avionics. Its utilization within the naval forces, and more particularly within the Escadrille 57S, did not require any specific modifications. Indeed, the main mission of the aircraft is still the training of on-board fighter pilots on instrument use and French military procedures. As Frégate Captain François Daylaud, commanding officer of Escadrille 57S, points out: *«The main purpose of the 57S is to train students who are returning from training in the United States, on flight procedures in the French territory.»* Following their selection at Lanvéoc, the fighter pilot students will follow a joint training with American pilots for two years at the Meridian base in Mississippi, which has been the process since 2006. While this curriculum, called *«full US»*, allows students to familiarize themselves with all American military techniques and procedures, and more broadly, those of NATO, disregarding the procedures that prevail in French territory. *«Our students are re-trained on flying over land and sea with minima, which is totally different from that of the United States. The French regulatory framework is indeed very specific,»* emphasizes François Daylaud. In fact, when the first *«macaron»* military pilots returned after 12 to 18 months in the US, the passage through the 57S was an required step, as a young pilot recently returning from Meridian pointed out: *«The rules are not the same, and the French airspace is extremely dense. Switching to the 57S*

*as soon as we returned from a two-week period allows us to rethink and learn about the regulations, which are totally different from those in the USA.»* The easy handling and performance of the Dassault twin-engine aircraft was perfectly adapted to this environment. Its speed and range of 3,500 km (1,922 nm) greatly facilitates the work of the instructors, who have a wide range of capabilities, so that they can truly test the capacity of the students' knowledge, in addition to their ability to evolve in different French terrains. Beyond that, the business jet can also be used for low altitude adaptation flights at 500ft above the ground, which is a procedure that is generally forbidden in the USA. *«On returning from the United States, the refresher course takes four weeks and includes six flights dedicated to instrument training, five flights over land, and between four and six flights over the sea, in order to brush up on low altitude learning and validate reflexes,»* said the squadron commander. In parallel with training on French territory, the 57S conducts daily flights abroad to maintain its level of competence. It conducts training on and from Dublin airport, less than 45 minutes away from Landivisiau. *«We try to carry out, as many as possible, regular training flights at all the major European airfields, not only for pilot training but also in the event that we have to convoy a high authority. These outings enable us to deal more regularly with sometimes very complex civil procedures, and also maintain the operational level of our crews,»* comments Daylaud.





## 57S: from training to official transport

In addition to the «ab initio» training of young pilots, the 57S is also used to upgrade the instrument flight skills of pilots operating in the fleet. «Pilots on the Rafale come to us three times a year to validate their knowledge of IFR instrument flight,» said CF Daylaud, adding: «It's a procedure they don't use very much, so it's important to conduct these flight tests so they can maintain or even improve their skills». Although the Falcon 10 was chosen forty years ago, it appears that it has always been able to meet the operational requirements of the French Navy. Purchased to compensate for the lack of a dedicated two-seater fighter for training, the Falcon is nonetheless «a perfect learning tool that allows for quicker intervention on the controls, since the instructor is next to the student,» emphasizes the officer. The twin-engine remains all the more topical, as it allows sailors to use their aircraft in a less restrictive manner, while maintaining a more economic ratio per flight hour, compared to the training on fighter aircraft. From this fact, to saying that the French Navy was able to

anticipate the budgetary problem from four decades ago, it's only a step away. The 57S has an allocation of 1,800 hours per year for all these missions. In addition to the training of students and the recurrence of pilots already assigned, the hours also include the training of 57S crews, who currently have eight instructor pilots. «Pilots remain assigned to the squadron for an average of three years, meaning each year we have one-third of the pilots to train. »said CF Daylaud. In addition to training, 57S is also called upon to operate the Falcon 10 for liaison flights for the Navy's senior authorities, as well as for government authorities. These missions involve crews flying to various European or Mediterranean theaters for about 200 hours a year. Backed by its pragmatism, which it has been claiming for at least 400 years, the Royal Air Force also entrusts Falcon 10 crews with the transportation of certain spare parts when a Navy aircraft needs to be repaired outside its base.



## Maintenance in operational condition

Because of its flexibility, the Falcon 10 is one of the cornerstones of the naval aviation component. However, nothing would be possible without the personnel, who also led the 57S to become a separate unit in the French Navy's organizational chart. According to its commander, «*the unit is a mixture of cultures between the pilots from the on-board fighter and those from the multi-engine world, in this case the PatMar (maritime patrol).*» This is a logical step, as the 57S reports directly to the PatMar command. Bringing the two worlds together «*allows for emulation and an increase in IFR skills. This is an area that we have mastered perfectly, and in which we have become experts, relying in particular on a constant review of our knowledge in order to maintain a high level of competence,*» adds the officer. The 57S relies on maintenance delegated to Sabena Technics to keep its six machines flying. In addition to rinsing the aircraft with fresh water after each mission over the sea to prevent corrosion, the company is also responsible for the airworthiness of the aircraft and their mechanical maintenance. A team of about ten people at the Landivisiau base are ready to intervene at any time to ensure that

the aircraft remains in sufficient operational condition. «*The contract with Sabena Technics specifies that four aircraft will be put on line at the site. Two other aircraft are currently stored at the industrial site in Dinard, in order to preserve their potential,*» commented Capitaine de Frégate. Nevertheless, an airworthiness check is conducted by three Navy technicians. Despite a satisfactory availability rate, the aircraft is showing its age and spare parts are becoming scarce. However, in spite of its age, the Falcon 10 is still remotely monitored by Dassault, which answers certain technical questions when necessary. The number of aircraft still in use today enables the French Navy to «develop» a center of expertise for the aircraft and a significant asset in terms of feedback for civilian operators, with whom the unit remains in contact. These long-standing ties between the military operator and the civilian community enable the 57S to provide an important springboard for the professional careers of certain pilots who wish to move into the civilian sector on the Falcon 10, and more broadly in the Falcon family.







## Renewal: a pragmatic choice

However, the longevity of the device has been made possible through modifications and improvements over these past four decades. One of the most important improvements, in terms of avionics was completed in 2008. The Navy has redesigned its avionics with the integration of EFIS screens to comply with GNSS (Global Navigation Satellite System) standards. The upcoming disappearance of the ILS in many areas, in addition to the requirement for a GPS approach system (LNAV) by integrating an antenna and new housing, should force the Navy to carry out new work on its fleet of aircraft. In any case, these will be the last possible modifications to the aircraft, which despite its performance, *«is indeed showing its age,»* as CF Daylaud points out adding that the aircraft *«will not be able to withstand a more important transformation project, in particular the installation of ADS-B or CPDLC.»* The complexity of such an operation would require

an expense greater than the acquisition of four new aircraft. With this in mind, the Navy has begun looking at the successor to the twin-engine cloverleaf jet, via a replacement aircraft that it will find in the light jet segment. And, because of performance, only two aircraft available on the market stand out as replacements to the Falcon 10: the Embraer Phenom 300 and the Pilatus PC-24.

These two twin-engine jets paradoxically do not offer the same speed performance as the Falcon 10, but their avionics are very similar to that of the Rafale. Although studies have been under way by the staff for several months, a decision will not be taken before next year, and a project deadline of 2025, meaning the date at which time the state waivers must be granted for the Falcon 10 Mer to remain in flight.





INTERVIEW

# Anne Devilliers Dassault Aviation's Falcon Sales Director

By Sylvie Peron  
©Dassault Aviation







***Anne Devilliers was appointed Dassault Aviation's. Falcon Sales Director for Great Britain, Ireland, the Balkans and Greece just over a year ago, in September 2019.***

The 40 year old is part of a new generation of sales professionals in business aviation. She follows in the steps of Dassault's legendary Anne Catani, one of the first female BizAv sales brokers. Starting with [Dassault Falcon](#) Jet right after university, Devilliers moved up the ranks in several marketing and sales roles. She assumed her latest position in late 2019, just before the world was turned upside down by a global pandemic. We asked about the changes she has seen since.

***You've entered the aircraft sales field at an interesting time. Your territory is dealing with Brexit, Covid and financial disruption. What are you seeing, how are you handling it?***

Well, for the moment, Brexit has moved to the back burner as an issue. That seems like a challenge from a long time ago. Covid is reshaping everything, including the sales environment.

***And you are in a face-to-face business.***

That's the hardest thing. I'm based in Paris and it's a 14-day quarantine if you go to the UK. And meetings, other than Skype, are more difficult at the moment. Demo flights are critical to the sales process and they're hard to arrange. Though we have done some with careful planning and flight approvals.

***Is Covid reshaping market requirements?***

Clients are optimistic for the long-term; they see light at the end of the tunnel. Brand loyalty is still very strong in our industry, but we also see our customer base expanding with newcomers. We're seeing younger customers, in their 40s, bringing fresh blood into the user base. They are attracted to the efficiency of Falcon products. More and more, efficiency messages resonate with customers.



***Tell us how you came to Dassault and how your career there has evolved.***

What I knew at the time at university is that I wanted to work in a high technology environment and I wanted an internship in the U.S. I was incredibly fortunate to earn a 10-month internship at Dassault Falcon Jet in Teterboro, New Jersey. That was the perfect first job. I call myself a Dassault Aviation baby, because I started with Dassault and have been there ever since. I literally grew up here, and, surprising as it may seem for a corporation of this size, it really does feel like a family in many respects. That may be unique in the aerospace world. I ended up spending 10 years at Falcon Jet, moving from intern, to junior marketing analyst, senior analyst and marketing manager. It ended up being an incredible 10 years in the U.S.

***Any stand-out memories from that period?***

My dad was passionate to discover America. He crossed the country in the 60s in an old Chevy. Your readers may know this is a classic American experience—to hit the open road. To see America in all its vastness. I wanted to do the same thing. So before I came back to

Paris I put 12,000 miles on my old Toyota Corolla. I stayed in funny motels, like a Tee Pee motel in New Mexico and one of the theme hotels in Las Vegas—New York New York. It was the perfect way to cap off a decade in the States.

***You are one of the few women selling new business jets. You're a trailblazer. What have been the challenges of achieving that status?***

One might not think of a 100-year-old company as being particularly progressive, but in fact I've never felt treated differently as a woman. When I've been ready for more responsibility, I've been advanced. And actually, I'm not the pioneer at Dassault. That was my predecessor, Anne Cattani, who is a true legend. She started flying and selling Bonanzas and became quite successful and well known as a Dassault sales director. I'm honored to follow in her footsteps.

Anne was a great role model, as was my mother, an engineer in the nuclear power industry in the 70s—when it was really rare to find a woman in such a male-dominated occupation.



***All these years later, do you think it is different to sell in what is still a male-dominated aviation environment?***

If anything, I think we have a different approach as women. Buying an aircraft is always something of an emotional process. I find it's maybe a little easier to develop a relationship with the customer—maybe there is a little less ego involved. Customer relationships are the joy in the business, and I've found great acceptance across all the cultures in my sales region. To a large extent (maybe not totally) we're in a different era where women can compete in traditionally male fields.

***What are you most excited about at Dassault?***

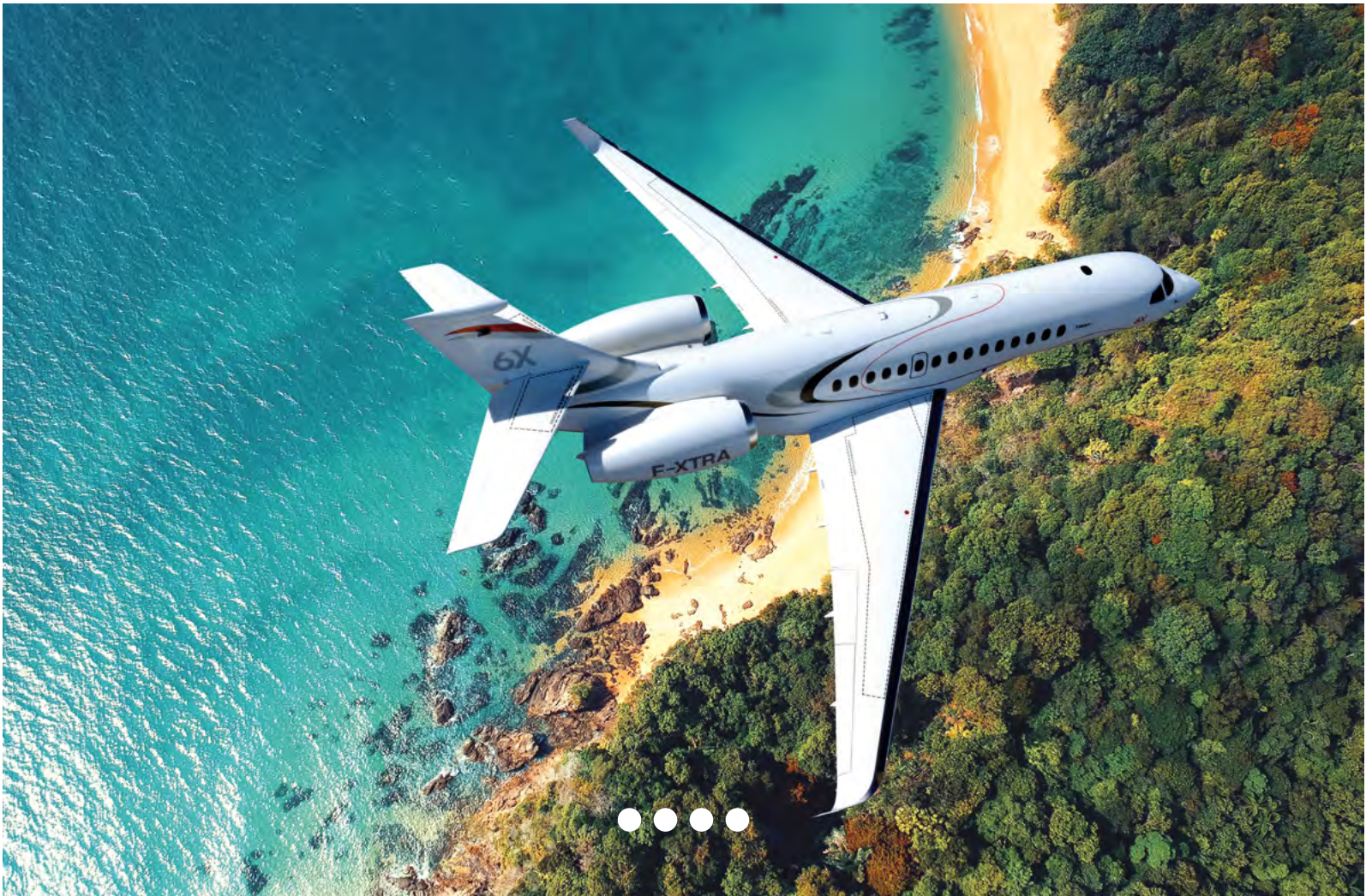
We'll be rolling out an all-new airplane soon, the **Falcon 6X**. It sets a new standard in cabin dimensions, comfort, efficiency and capability. It has expanded digital flight control capabilities, imparting easier handling—for steep approaches, for example—and greater safety. Customers are excited to hear about it and curious to see it for

themselves. And as you know there are new programs in the works. As a salesperson, I'll always have something new to talk about with customers.

***Last question: What's it like to pet a cheetah? That's something we saw about you in a social media posting.***

Unforgettable. Scary and exciting and furry at the same time. That was five years ago. I was volunteering at a school in South Africa for kids infected with or affected by AIDS. And we had an outing to a wildlife preserve. I think it is symbolic of how we should approach new experiences. If you have the chance, pet the cheetah.

**More about Dassault Falcon**







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DESIGN

# Matthew Woollaston Jet Aviation's VP Completions Sales

By Sylvie Peron  
©Jet Aviation









**Jet Aviation**'s Completion Centre in Basel, Switzerland, has redelivered its first **ACJ319neo** aircraft this October. It is the quietest VVIP cabin that the facility has completed to date. Ultimate Jet talked to Matthew Woollaston, a New Zealand native who moved to Basel a few years ago to join Jet Aviation as VP Completions Sales.

*«These are challenging times, but fortunately we are pretty busy," says Matthew Woollaston, a broad smile on his face as we exchange in a videoconference over the Internet. "Right now is the perfect time to showcase our savoir faire, but as per our client's requirements, we are not allowed to display any interior visuals. We need to keep what we do out of the public eye.»*

The **Basel Design Studio** team worked hand in hand with the client's designer who had no prior experience with aircraft cabin design and «leaned quite heavily» on the JA Design Studio to actually turn the design project into an aviation product.

*«Half of our design job was to transform a very clear brief into the aircraft platform; and work with engineers to make sure that it was certifiable," explains Woollaston. The outcome is a beautiful interior with a residential feel. The background is in a pale pearl shade, highlighted with elements of gold. It is enhanced with made to order silks that were woven specifically for the aircraft. The end result is very comfortable.»*

## The fine line between weight and sound

The completion center paid particular attention to the cabin noise. "It is the most quiet jet, we have ever produced!" says Woollaston.

Jet Aviation's team has been refining the acoustic package for some years, utilising resources from its sister company [Gulfstream](#).

*«Gulfstream have a state of the art acoustics lab, which allows us to test the sound dampening effectiveness of various materials and the way they are attached to the airframe. It's been an intensive project for a number of years and now we're seeing the results.»*

Other projects, including a second ACJ319neo, are in the order book, while the re-delivery of Jet Aviation's first [ACJ320neo](#) is scheduled before the end of the year. A [BBJ MAX8](#) aircraft is now ready to go as soon as it's certified for re-delivery. *«As you can see, we're at the forefront of new generation aircraft. We take our experience on the previous generation; refine it based on our continuous focus on R&D, and produce contemporary interiors to complement the new generation of airframes. It's a good harmony!»*

Jet Aviation Basel enjoys a fine reputation for the high quality of its bespoke completion work and business doesn't seem to have been impacted by the pandemic. Save for a well reported slow down in the Middle East, Woollaston claims there has been no real change in the client-base, which remains global, including areas such as Asia and the CIS.

*«In fact, we are not seeing any slowdown at all," he says. "Obviously, there were collateral damages from the grounding of the Boeing MAX programme, but at the same time Airbus ACJs have remained strong. In terms of current orders and future opportunities we see business as usual. It seems that there is still a strong demand.»*

One of the largest completion centres in the industry, Jet Aviation Basel's order book for 2021 remains healthy. Nonetheless, *«we keep enthusiastically pursuing the next opportunity,»* says Woollaston.





## The impact of Covid

The Design team has been focusing on remote communications, keeping the client or their representatives able to follow the progress of the cabin completion. Technologies and processes developed during the difficult period will not be dropped once the pandemic is neutralized. Virtual reality is becoming a common tool for conferences and walk through of cabins. It simplifies the process and makes the client's life easier. «We're leaning heavily on VR and we're using meeting methods and being very focused on the reporting we do for our clients. It's working well.»







## Younger demographics

New clients from the tech industry with younger demographics, not only from North America but also Asia, have emerged. If their approach to the use of a private aircraft doesn't differ much from the clients of old as a combination of leisure to use with their family, it is still first and foremost a business tool.

However, they do look for less fussy interiors, and a more relaxed, residential feel to the cabin. Furniture is pulled away from the side of the aircraft whereas previously it was integrated into the sidewalls. Woollaston also notes a retro approach to switches after many years of glass press-down. Perhaps, analogue dials offer additional tactile elements. Clearly, there is a trend towards a more relaxed feel, with a focus on individual pieces of architecture and design. Flexibility of the cabin is essential, confirmed by a movement away from the formal dining area, as travellers prefer to eat elsewhere. And there is always a strong demand for the highest connectivity technology.

«Our calling card is the quality of our interiors,» concludes Woollaston. ■

**More about Jet Aviation**







INSURANCE

# What Does the Future Hold for AVN1C?

An aviation insurance broker with a thorough knowledge of international markets and claim management, Sophie Nordlund is an Account Executive with **Sturge International Services**, based in Antibes, France. A graduate of McGill's Institute of Air and Space Law, she has extensive experience in securing insurance solutions for a broad range of aeronautical stakeholders.

By Sophie Nordlund  
©M. Douhaire







**T**he first aviation policy was written in 1911 by Lloyd's of London, in order to cover the monoplanes and biplanes of the time. Today, Lloyd's aircraft policy, commonly named AVN1C, is a widely used insurance mechanism covering hull losses as well as passenger injuries and liability to third parties caused by an aviation accident. The basic policy wording is adapted by adding various model clauses. Initially adopted by the London market, these vetted exclusions and endorsements have evolved to become industry standards. Insurance brokers and underwriters worldwide commonly price aviation risks using strings of AVN, LMA, NMA and LSW references, which can seem cryptic to the neophyte. For example, AVN 48B introduces the exclusion of war, hi-jacking and other deliberate acts of violence. Then AVN52E (other than AVN 48b) reinstates cover for passenger injuries in war circumstances, except in case of detonation of a nuclear weapon or other radioactive material. Damage to aircraft hull during hostilities is also written back into policies with LSW555D or AVN51. Such clauses were fundamental to address the 9/11 losses, the disappearance of Malaysia flight MH370, the shooting down of flight MH17 and the crash of Germanwings flight 4U 9525. Successive LSW617 clauses exclude certain countries or regions from the agreed geographical flight zone. Other endorsements aim to address practicalities such as AVN90 providing cover for ferry flights performed by pilots who are not named on the policy.

## Insurance claims

In the background of these customary inner workings looms the development of an unpleasant state of affairs. As countries succumb in waves to Covid-19, its devastating impact on aviation industries is mainstream knowledge. If one wonders if this dramatic downturn adversely affects aviation insurers, the long and the short of it is: yes!

Before the pandemic, aviation insurers were already overdrawn following years of operating below burning cost pricing. For the year 2018 Partner Re determined that the total gross annual premium for the entire aviation insurance market (including all airlines, business and general aviation, airports, products and services and hull war policies) was US\$4,250 billion. More specifically the total premium received from airlines was US\$1,4 billion. In comparison the worldwide insurance market generated US\$ 5 trillion that year. Nevertheless while aviation insurance has one of the smallest market capital, high value losses are endemic to the industry. AGCS analysed over 50,000 claims between 2015 and 2020 and found the total cost to be US\$16.2 billion. The reason is simple, more

sophisticated aircraft and complex engines are increasingly fuelling high-cost claims.

Meanwhile the B737 Max 8 losses are still developing. The total number of lives lost in the crashes is 346. The US accident investigation authority (NTSB) reported several design concerns, which led to the subsequent grounding of the aircraft and the interruption of the production line. As an aviation product manufacturer, Boeing is insured for the losses sustained by Lion Air, Ethiopian Airlines and their passengers. Grounding coverage also insures Boeing against loss of use claims from owners of [B737 Max 8](#) pending the repairs or design modifications allowing the aircraft to fly again. The insurance limit for Boeing is reportedly US\$2 billion, including a sub-limit for grounding of US\$500 million. Therefore the B737 Max 8 losses could potentially be the highest aviation insurance claim since 9/11.





General aviation and private aircraft charter operations - Part 135 carriers in the US federal aviation regulations - are not immune from catastrophic losses. Before automated transponder systems became mandatory, some may remember the 1998 collision over Quiberon Bay between a private Cessna 177RG and a Beechcraft 1900D operated by Proteus Airlines. More recently the crash of a Gulfstream G-IV soon after take-off caused the death of businessman and newspaper owner Lewis Katz along with six others passengers. Kobe Bryant, a basketball player for the LA Lakers, his daughter and seven others perished in the collision into a hill of a Sikorsky S-76B. French navigator Florence Arthaud and ten others lost their lives in the collision between two Eurocopter AS350B3s filming a TV show. As is almost always the case, the families of the victims filed wrongful death lawsuits.

Even while thousands of aircraft currently sit on the tarmac insurers remain exposed to claims for hull damage caused by harsh weather conditions, maintenance incidents or motor vehicles. According to AGCS, damage to aircraft by service vehicles is a leading cause of insured losses at airports.







## Liability premiums

To save themselves, aviation insurers recently started to increase premiums by 10% to 30% across all business classes. However, Covid-19 further threatens their sustainability. The aviation market must now face past and present losses with a reduced premium base. With aircraft fleets on the ground, aviation insurers now cover aircraft hull at the discounted lay-up rate in the policy. The drop in passenger numbers may also reduce liability premiums. The CEO of [Starr Insurance Holdings](#) Steven Blakey, speaking at the recent e-conference of the Aviation Insurance Association (AIA), surmised that in 2020 premiums could be down by 25%. With IATA reporting a -50.6% slump in passenger departures on airlines globally for the 1st semester of 2020, it is unlikely that a surcharge per ticket would yield any premium relief.

## Synergies

How can insurers maintain their financial support to one of our greatest industries? Solutions are unlikely to come from a single source. As aviation professionals it is our task to improve our synergies, adjust our services and nurture our value-added collaborations to ensure a successful future for our industries and businesses. ■

**More about Sturge  
International Services**







Contributing  
Expert

# Engine

## Powering Through COVID-19 Together

© Rolls Royce



**Even during the COVID-19 pandemic, Rolls-Royce continues to ensure world-class support for our global customer base. We recognize that many of our customers are facing unprecedented challenges due to the global pandemic both in their work and personal lives. Rolls-Royce Civil Aerospace business is not immune to the effects of COVID-19 either. Like our customer's flight departments, we are facing many decisions to control costs and to modify the way we work to ensure we all remain safe and healthy, and that we will be there to serve you when the flying returns to a level of normalcy.**

Many customers have chosen during this period of minimal flying to proactively complete any necessary maintenance on their aircraft. Virtually overnight, our behind the scenes teams have learned to work remotely to ensure that logistics, IT infrastructure and digital services remain robust to support your business needs. Our front-line customer support and service teams, such as our On-Wing Service mobile repair team, 24/7 Operational Service Desk, Regional Customer Managers, Technical Help Desk, and Spare Parts Administrators, and many more remain ever vigilant to assist in supporting maintenance activities.

Andy Robinson, SVP Customers and Services - Business Aviation, Rolls-Royce, said: «In the past 30 days, our On Wing Service team has performed multiple mobile repair jobs, all while observing the appropriate social distancing and clean, safe working practices. In fact, we have fulfilled every customer field service request, except where travel was forbidden. As our missionized operators and humanitarian flights continue to operate, we are pleased to report that through our 24/7 support we have achieved zero missed trips despite the challenging logistical situation at this time.»

We are carefully listening to the immediate concerns of our customers and have developed strategic ways that we can partner with them through the challenges that their flight departments are facing. This includes preservation guidance, proactive maintenance planning or the extension of lease engine terms.

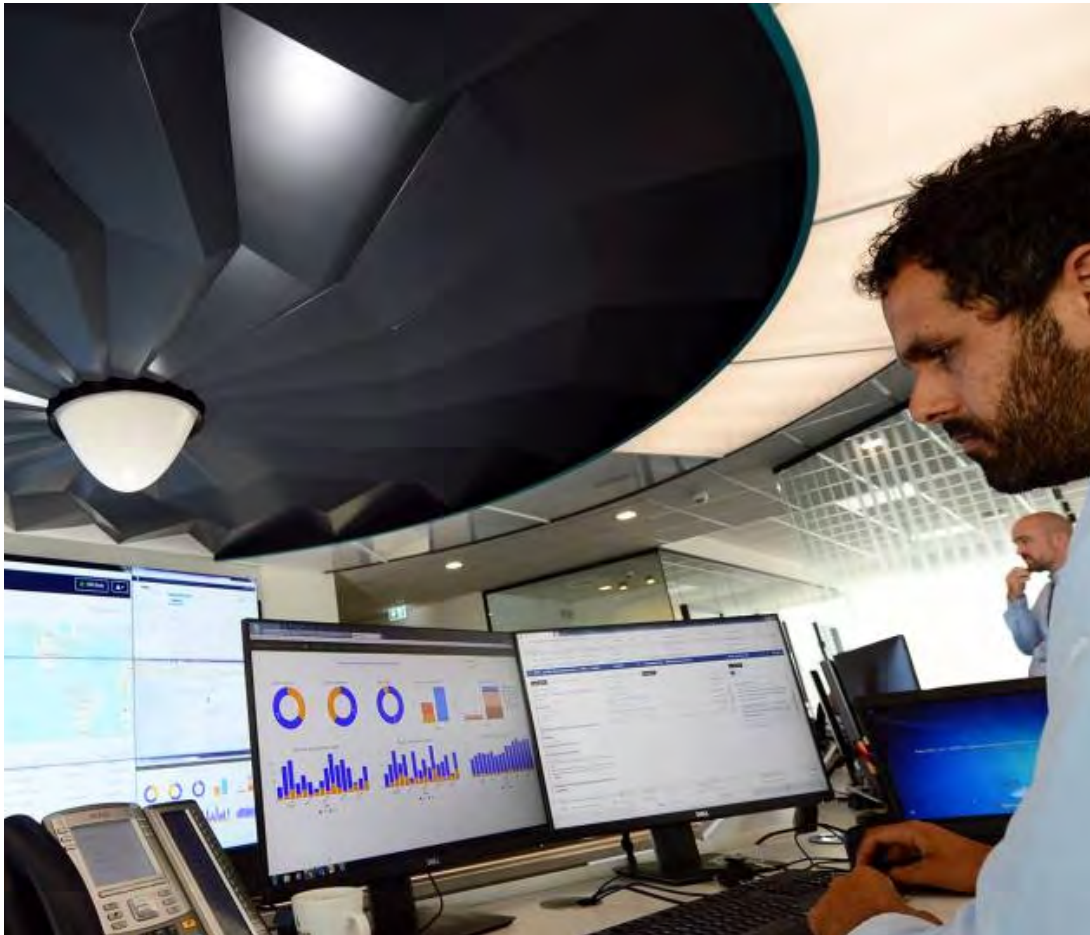
As part of our IntelligentEngine vision we are also further expanding the use of immersive Virtual Reality technology for customer training. The latest addition to the remote training programme is an instructor-led distance learning course, providing a comprehensive overview of the construction, design

and operation of the Rolls-Royce BR725 engine that powers Gulfstream's current flagship G650 business aircraft family. After completion of this comprehensive two-day training course, participants will be able to service the engine and undertake non-routine maintenance.

In the spirit of service readiness, we are thinking strategically about what may be needed as restrictions are lifted, and flight operations will be resumed. We are taking action now to ensure that we will have the necessary resources on hand and ready. Of course, we will have our teams properly equipped with personal protective equipment and social distancing protocols in place to support our customers in person as needed.

But we don't stop there. The comprehensive development and flight test programme of the Rolls-Royce Pearl 700, that powers Gulfstream's brand-new flagship G700, is progressing well.

«Rolls-Royce is determined to be available for our customers when flying fully resumes and we intend to do whatever we can to ensure that our industry leading Services are ready for when you need us,» Andy Robinson added.







LIFESTYLE

# «Empreinte» Natacha Dassault Gallery

October 14th – December 17th 2020

A new exhibition space, dedicated to international contemporary creation is opening this fall in Paris. For its inaugural exhibition Natacha Dassault Gallery invites the artist Hom Nguyen.

By Sylvie Péron  
©Olivier Dassault - ©Hom Nguyen







**F**rench artist [Hom Nguyen](#) was born in 1972. He is part of an expressionist filiation. His style speaks to everyone, both by its humanistic subjects and its formal aspect. Experimenting with the possibilities of different mediums; from oil to gouache, charcoal to pencil; his work with matter is instinctive and controlled. He gives shape as much as he disfigures, the motif emerging from a 'magma' of materials made of entanglements and spider-like superimpositions.

Hom Nguyen's work draws its source from his personal history, echoing his Vietnamese origins. The artist opens a more universal dimension. In this exhibition Hom Nguyen proposes a new perspective on the human condition entitled «EMPREINTE».



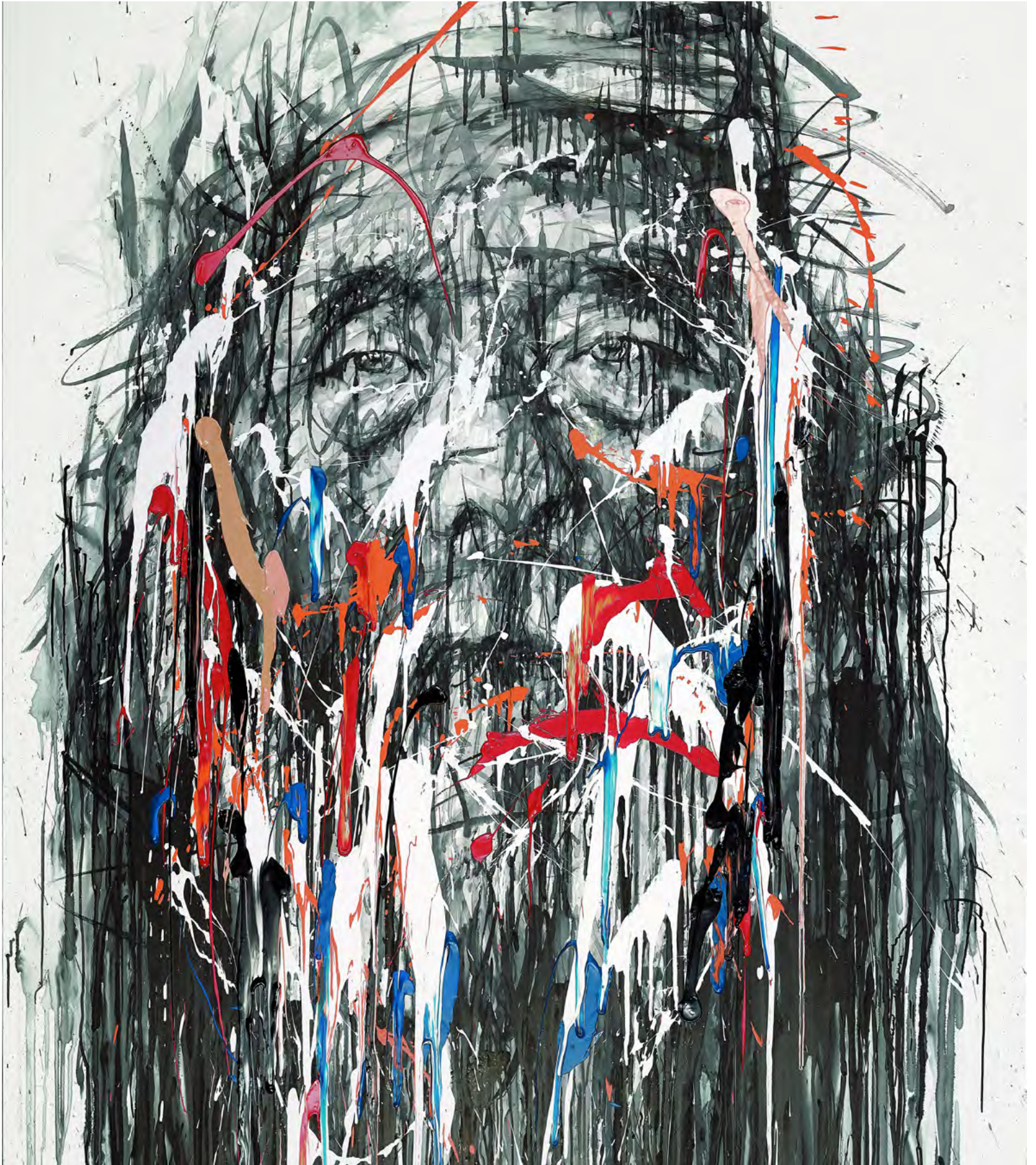
## Imprint of life and Buddhism

The artist traces cycles of reincarnation, in a fruitful dialogue reflecting the devotion and serenity of a humanity in search of spirituality. Hom Nguyen's work resonates with the fundamentals of Buddhism. Playing on the impact of a consciousness intertwined in matter. He evokes pagodas where the visible and the invisible combine, suggesting ephemeral or indelible emotional imprints that shape the substratum of our lives.

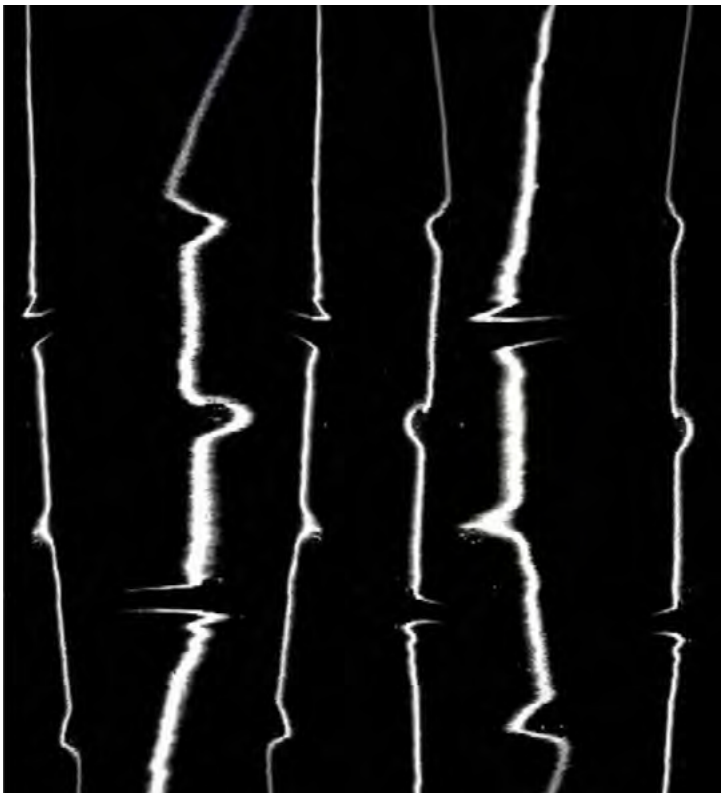
«*EMPREINTE*» by a memory transmitted by a believing and benevolent mother, the work of the artist is a matter of existential commitment. His work keeps a record of the ordeals she has gone through. It is the foundation of his art: like a path that connects one man to another.











## Talent scout

Natacha Dassault, passionate about art, has proved to be a talent scout since the opening in 2016 of [Not a Gallery](#) (NAG) a warm and atypical place where artists exhibit their works just as they would in a private home. To continue writing the history of this setting where favourites accumulate, this October the house inaugurates Natacha Dassault Gallery - which presents a solo show of confirmed artists in different areas of the gallery.

The photographic work of Olivier Dassault will be exhibited at the same time, as a conversation with Hom Nguyen's work. Having become a master in the art of photographic creation where light holds a predominant place, Olivier Dassault gives birth to abstraction.

The works of ceramic artist Karen Swami will also be presented as a punctuation of the dialogue between the two artists. ■

**More about NAG**





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# ULTIMATE JET



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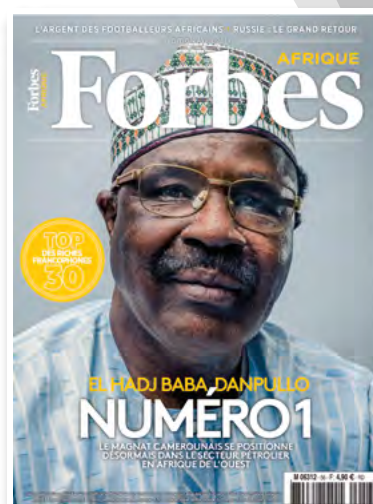
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