Business Jet Market Set to Pick Up

The Asia-Pacific business jet fleet will likely grow just one percent this year as new aircraft deliveries decline and pent-up demand for the Gulfstream G650/ER recedes, according to the 2016 Asia Pacific Region Business Jet Fleet Report released yesterday by Hong Kong-based business aviation consultants Asian Sky Group (ASG). But better times are ahead.

AsBAA Fights for Space At Crowded Airports

Airlines are squeezing out corporate aviation at Asia Pacific’s major economic hubs, preventing business jets from realizing efficiencies that help corporations grow.

And while airline-focused officials that don’t understand business aviation continue to show that bias, access will only get worse. Beijing International airport is closed to business aviation for the month of April, and Hong Kong and Shanghai are severely restricted. Manila has virtually barred business jets, and Singapore’s Changi is becoming less open.

Access and infrastructure are the two major battles being fought by the Asian Business Aviation Association, says its Chairman, Charlie Mularski.
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A record number of companies is exhibiting at the Asian Business Aviation Conference and Exhibition (ABACE) this year, says Ed Bolen, president and chief executive of the U.S. National Business Aviation Association.

"The ABACE exhibit floor has more than 170 exhibitors, the highest count ever for this event," Bolen told reporters on Monday.

The static display of aircraft is increasingly diverse, Bolen adds. "We have 35 aircraft on display this year, including the full spectrum of business aircraft, from pistons through intercontinental jets, as well as helicopters," he says. An air ambulance aircraft is at the show, too.

The diversity of aircraft perhaps reflects increased hopes for general aviation in China while demand for personal jets remains subdued. Still, the aircraft on display are overwhelmingly business jets.

Bolen highlights government support, noting that the opening general session will be attended by such local officials as Shanghai Airport Authority and Jiang Huayu, director general of the eastern region for the Civil Aviation Administration of China.

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Chinese Satcom Will Empower ARINCDirect

ARINCDirect在中国扩展卫星宽带连接服务

Broadband satellite connectivity will soon be available to customers of Rockwell Collins’ ARINCDirect in mainland China through an agreement with Beijing Marine Communication and Navigation Company, Limited (MCN).

“This agreement with MCN provides a great foundation for giving business jet operators in China access to our full suite of satellite services,” says David Stanley, vice president, ARINCDirect Cabin Services for Rockwell Collins.

“The Chinese business aviation industry is still in a relatively early stage of development. As the demand for connectivity increases, we will deliver an experience to passengers in-flight that’s as seamless as they have in their home and office environments.”

said Song Zhen, vice president of sales & marketing for MCN.

“This relationship will enable our business aviation operators to have access to the fastest cabin communications available.”

ARINCDirect provides comprehensive flight support services for business aviation including global flight planning and international trip support, cabin connectivity and flight operations management.

Booth P224.

Chinese MCN will provide broadband connectivity to ARINCDirect customers.

Lufthansa Technik Leads Completions for China

汉莎技术领跑中国大型公务机整装市场

Lufthansa Technik is the market leader in Greater China with around 30 VIP Airbus ACJ and Boeing BBJs delivered into the region since the mid 1980s.

“We see demand continuing, and we hope to win more,” says the company’s director for Asia, Jan Grube.

New completions are a target, as the market awaits initial “green” deliveries of the next-generation Airbus ACJneo and Boeing BBJ Max, and Lufthansa Technik has rolled out its next-generation Mercedes-Benz cabin as an interior to satisfy modern tastes.

It is also chasing the market for refurbishing airliner-sized VIP aircraft as they come up for heavy maintenance checks.

Lufthansa Technik (Booth H316) carries out cabin completions and refurbishments at its base in Hamburg, Germany, which completed maintenance on 70 VIP aircraft last year as well as delivering one newly-outfitted widebody aircraft and three narrowbodies.

Three more head-of-state widebodies are undergoing completion there “and we have contracts for this year and next,” says Grube. In addition, three potential customers are talking on A350s, he adds.

Differentiating Lufthansa Technik from other completion centers its China Civil Aviation Authority approval in Hamburg for the A318 and 319, and soon for the BBJ. This allows it to carry out work on B-registered aircraft.

“And we’re really growing our footprint in Asia,” says Grube, “with expanded offices in Hong Kong and Singapore plus a dedicated sales team with one member speaking Mandarin.”
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Bringing you the most comprehensive and sought-after business jet engine maintenance program in the world, with industry leading service and expertise provided by the original manufacturer. Regardless of where you travel, CorporateCare will be there to support you. To help maximize your asset’s availability, value and liquidity, Rolls-Royce is proud to offer CorporateCare. To find out more contact Steve Friedrich, Vice President – Sales and Marketing, at +1 (703) 834-1700, or email corporate.care@rolls-royce.com.

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HondaJet Makes Its China Debut Here

A generational change is underway in China that will herald the advent of small jet aircraft for business as well as pleasure.

That’s the belief of Michimasa Fujino, President and CEO of Honda Aircraft Company, who has labored 30 years to bring to reality his dream of building the world’s most advanced light jet, the highest-flying, fastest-cruising and most economical, a jet that would offer passengers the most cabin volume, the quietest interior and the smoothest ride.

He is here at ABACE to debut the U.S.-manufactured twin-engine HA-420 HondaJet, a $4.5 million, six-seat entry-level light jet that he expects will prove popular in China. Not this year or next, but eventually, as airspace opens up for general aviation and a new generation of young entrepreneurs embrace rapid transportation as a tool for business growth and efficiency.

Indeed, GE Aviation has done just that with the purchase of two HondaJets as the most efficient way to streamline its supply chain in the U.S., a move described by Fujino as a great endorsement not only of the aircraft but also the concept.

“We see great market potential in China,” says Fujino, for business and personal transportation and also for flight training. HondaJet is exhibiting here in response to interest from potential Chinese customers and potential dealers for the region.

The first HondaJet was delivered to a customer in the U.S. last December, and there are now 37 in service.

“Next year we can ramp up more,” says Fujino. “The entry into service went as well as we expected, and we have a very responsive support network in North America and Europe.”

The aircraft will embark on an Asian tour after ABACE. Next stops: Hong Kong and Taipei.

With a maximum cruise speed of 422 kts the HondaJet is the fastest jet in its class; it flies highest in its class with a maximum altitude of 43,000 ft; and it is the most fuel-efficient light jet in its class by up to 17%. It has an NBAA IFR range of 1,223 nautical miles.

Aviation Week’s Evaluation Pilot Fred George flew the aircraft last year (you can read his full report on www.http://aviationweek.com/business-aviation/pilot-report-flying-hondajet-ha-420). He notes that Honda is a company with long patience and deep pockets, and is likely to be in the aircraft business in a big way. The HondaJet has given it the technologies and experience to develop a wide range of future aircraft capable of winning sizable shares in several segments of the business aircraft market. And it has the patience to succeed in China.
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Gulfstream Adds to Momentum in China
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Chinese certification of Gulfstream’s two longest-range business jets, the G650 and G650ER, and its first win for a special missions aircraft in China—a G550 for Beijing Red Cross—highlight the U.S. manufacturer’s presence at this year’s ABACE.

“Now Chinese customers can take delivery of B-registered G650 models,” says Scott Neal, Gulfstream’s senior vice president for worldwide sales. “That’s a big step for us.” Some have been delivered into China on the U.S. N-register, but that can restrict their operation within the country.

Neal notes that Beijing 999’s choice of a G550 for its second medevac aircraft is also significant, as the Gulfstream’s uniquely-customized patient-care interior can serve as a model for future programs. He wouldn’t comment on the rescue operation’s purchase last year of a Dassault Falcon 2000LX for its first fixed-wing aircraft, except to say that Gulfstream is extremely gratified by its subsequent selection for the second one.

Gulfstream, he says, with its G550, G650 and G650ER, offers the three longest-range, high-speed, large cabin business jets in the world, with the G650ER stretching as far as 7,600 nautical miles. They have the widest and tallest cabins in their category, he adds.

Bombardier’s under-development Global 7000 will also compete in that niche. “Today we have 230 G650 and G650ERs in service around the world; our competitor has zero,” says Neal. “We’ll be close to 300 by the time they enter service. The G650 was on time and delivered everything we promised, and then some.”

With Bombardier claiming it will have the only ultra-long range business jet in its category with a fourth living zone, Neal says just take a look at Gulfstream’s demonstrator here at the show. Both the G650 and G650ER can accommodate a fourth zone, and many customers have asked for it as a state room, some with a fixed bed.

Gulfstream claims a 56% market share for large-cabin aircraft in Asia Pacific, with 315 aircraft in service. In Greater China it has 62% with 183 aircraft, and on China’s mainland a 70% share with 110 aircraft. Underscoring its brand loyalty (and Gulfstream a year ago came first in JETNET’s Brand Reputations of Aircraft Manufacturers survey for Asia Pacific), Neal says it is now selling new aircraft to owners who want to replace their earlier Gulfstreams. And other prospects are considering pre-owned aircraft for the first time.

Gulfstream is showing its flagship G650ER here at the show, alongside a G550 and a G280.
Welcome home.

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Gulfstream Adds to Momentum in China
Boeing Bullish on Asia Pacific for BBJs

Asia Pacific is the largest market for Boeing Business Jets and will remain so for the foreseeable future.

The region now hosts a fleet of 55 BBJs of all kinds, mostly the smaller BBJ1 but including the world’s only VVIP BBJ 787 Dreamliner available for charter, operated by Beijing-based Deer Jet. That’s just over a quarter of the 201 BBJs currently in service around the world.

Greater China has nearly tripled its BBJ fleet in the last five years to 29 aircraft. “It’s been the strongest market for new and used aircraft for the last few years,” says new BBJ president Greg Laxton, who is making his public debut here at ABACE. “Of those aircraft, about two-thirds are new and one-third pre-owned,” he says.

Laxton notes that worldwide BBJ orders now stand at 243, of which 219 have been delivered (about 18 of those are not yet in service but are being outfitted to customer specifications in completion centers). The tally includes 14 orders for the new-generation BBJ MAX; seven of those are for customers in Asia Pacific, including four in Greater China. First deliveries of “green” MAXs will be late next year, with completions taking another several months.

“A number of customers don’t want to wait that long – they want a BBJ now,” says Laxton. And that explains the strength of demand for pre-owned aircraft in China.

About 42% of pre-owned BBJ sales in the last five years have been to the China market, he notes.

In December BBJ announced the first sale of its smallest aircraft, the MAX 7, to Singapore’s Orient Global Aviation, which will use it to replace its BBJ1 NG. The BBJ MAX 7’s cabin is 76-in (1.93 meters) longer than a BBJ1 and has 800 nm more range at 7,000 nm, enabling it to connect key city pairs such as Dubai-New York that were not possible in the BBJ1. The first “green” MAX 7 will be delivered in 2022.

BBJ expects to announce at the show that it has appointed Beijing’s Ameco as an Authorized Service Center, the 10th in the world and greatly facilitating maintenance of BBJs in China.

Boeing is once again showing a BBJ at ABACE.

Boeing is once again showing a BBJ at ABACE.
Comlux is offering its unique 767BBJ for sale. This aircraft features one of the most unique VVIP cabins in the industry, Dedicated to Heads of State, royal families, and business leaders. Suitable for up to 63 passengers, the spacious cabin allows the principal and his constituents to travel in ultra comfort and luxury. There is a private area in the forward section of the aircraft and the aft end offers space for an entourage or delegation. The modern cabin is equipped with Swift Broadband Wifi internet, GSM communications and a humidification system. With a range of 15 hours non stop, the 767BBJ allows intercontinental range without compromising on baggage space. In a VVIP configuration from day one, the aircraft has accumulated 4200 flight hours and has exceptional maintenance records with no damage history. The 767BBJ is operated by Fly Comlux and is available for charter today.

For any further information, please contact Comlux Transactions aircraftsales@comlux.com | +41 744 205 50 70 www.comlux.com | Engineering luxury
Beijing Red Cross Displays Falcon 2000LX
北京红十字会展出达索“猎鹰”2000LX

An unusual special missions business jet can be seen here in the Static display at ABACE - a Falcon 2000LX outfitted for medical rescue and owned by Beijing Red Cross.

The aircraft, the first fixed-wing type to join Beijing 999, was delivered in November 2015 equipped with an electrical patient loading system and a full medical suite, along with an electrical power supply sized for a complete medical module. That module includes a stretcher with dedicated lighting, a three-bottle oxygen supply, and monitoring and analysis equipment. It can also to accommodate special devices like defibrillators, electrocardiographs, echographs, a blood bank and an ECMO (Extracorporeal membrane oxygenation).

Beijing Red Cross is an International Red Cross Association dedicated to providing critical pre-hospital medical services and has been among the pioneers in the Chinese air ambulance field.

The combination of long-range performance and exceptional airport flexibility make the 4,000 nm (7,400 km) Falcon 2000LX perfectly suited to the 999 mission, says Dassault Aviation.

The aircraft drew attention last July when it flew 18 hours on a 10,000 nm (18,000 km) round-trip (with stops) to the Sudan to return two injured Chinese soldiers to Beijing for hospital treatment. This was the first time that the military logistics department of the Ministry of Logistics Transport had despatched a specialized medical rescue aircraft with the ability to treat critically ill patients in the air.

Beijing Red Cross is adding a second specially equipped business jet, a Gulfstream G550, to its fixed wing fleet. It also operates two Airbus H135 helicopters.
Red Diamond Committed to China General Aviation
红钻航空致力于中国通航发展

一直以来，红钻航空致力于为客户提供飞机购买、托管运营、维修管理、商务飞行等全方位服务。公司之前自主引进两架比奇“富豪”G36，去年又先后引进两架比奇“男爵”G58，目前自有机队数量为4架。据悉，目前红钻航空正在积极筹建通航经营资质，预计于今年下半年完成CCAR 91部运行合格审定。红钻航空总裁王林表示：“我们计划将比奇“富豪”G36和“男爵”G58用于演示飞行、包机和市场推广。此外公司还计划设立飞行俱乐部，开展丰富多彩的飞行体验活动，让更多飞行爱好者有机会亲身感受驾乘私人飞机的乐趣。”

谈及对目前公务机市场的看法时，王林表示：“中国公务机市场在经历了高速增长后，脚步放缓。然而中国的经济体量大，中国企业逐步走向全球，我们看好公务航空增长的潜力。此外，市场发展呈现二手公务机交易持增趋势，随着一些客户不愿花费更多时间等待新机的机位，同时国际二手公务机有足够供给，且价格存在优势，使二手公务机成为我们客户的购置选择。”

谈及近期民航局出台的《取消通用航空器引进审批（备案）程序》时，王林表示：“该政策将有利于提高通用航空器的引进效率，降低企业的运营成本。我们期待除纲领性、指导性文件外，能有更多切实帮助落实和操作的具体规定出台。”

红钻航空携旗下比奇“男爵”G58亮相静态展，欢迎移步参观。
Rolls-Royce’s Engine Support Grows

罗罗发动机支持业务增长

More than 2,000 Rolls-Royce-powered business jets are now enrolled in the company’s CorporateCare engine maintenance program, which brings “gold-plated” support and service to operators anywhere in the world.

That’s up from 550 aircraft in 2005, with the program adding momentum over the last decade. Today, over 70% of new Rolls-Royce-powered business jet deliveries are enrolled, and CorporateCare has a 70% market share versus other companies that offer pay-by-hour support, says Stephen Friedrich, VP for sales and marketing of civil small and medium engines. Aircraft covered include Gulfstream, Bombardier Globals, Embraer Legacy and Cessna Citation X models.

Operators pay a fixed cost-per-flying-hour fee for a comprehensive range of scheduled and unscheduled engine maintenance events and benefits. To support an expanding business jet fleet, Rolls-Royce has more than 70 authorized service centers around the world, seven parts distribution centers (including Hong Kong and Singapore), 50 to 60 experts in a central engine support center, and mobile support teams that can fly anywhere.

The result? Some 98% of all engine-related AOGs (aircraft on ground issues) are resolved within 24 hours, with a current trend of 22 hours, says Friedrich, who is quick to note there are not many AOGs when one considers there are 6,500 Rolls-Royce business jet engines in service.

To show the lengths that Rolls-Royce will go, Friedrich tells the story of hiring a C-130 transport aircraft to fly a leased engine and mobile repair team to British Columbia, Canada, where they replaced the engine on a business jet before the owner and his party returned from fishing in the wilderness. The cost to an owner without would have been sky-high, he says.

Friedrich notes that buyers are very risk-averse — they want to transfer the financial risk of maintenance, and CorporateCare takes that on.

There are additional benefits, Friedrich notes, in that aircraft enrolled in the program sell faster and retain higher residual values. “Our analysis shows that aircraft enrolled in CorporateCare sell twice as quickly as those outside the program,” he says. (Booth H502).

Robert Vincent

The corporate fleet

Stephen Friedrich

More than 70% of all new Rolls-Royce deliveries are enrolled in CorporateCare.
Comlux Seeks Partnerships in China

Comlux Group, the Swiss-based VIP aircraft management, operating and charter company that also has a completions and maintenance center in the U.S., is now into its fourth year of exploring partnerships in China.

Chairman Richard Gaona believes there is huge potential in the China market, and he wants Comlux to be part of it. But already holding three Air Operator Certificates (AOCs), it has no desire to hold a fourth for China. Hence the quest for Chinese partners.

Gaona says its would be ideal to link up with a company that operates perhaps 60 business jets, roughly the size of Comlux’s managed fleet. There could be further cooperation on maintenance and completions, he believes.

There are options, he says, many ways to achieve cross-collaboration to connect the U.S., European, Middle East and Chinese fleets and their customers.

“We are in serious discussions with potential partners,” Gaona says. “Some are investors, some are aircraft operators.” Discussions have taken a long time, because the deal that Gaona wants is long-term. “But we could move in six months if we find the right partner,” he says.

Comlux is at Booth P324.

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参观我公司在ABACE展位: 中国，上海，2017，4月11 - 13日，H108展位
Lufthansa Technik Shows Mercedes Interior

Many younger buyers are more interested in lifestyle as demand for airliner-sized VIP jets in China and Asia gravitates from corporate to private, with increasing emphasis on bathrooms, sleeping and comfort. For those who want a very unique, stylish design, Lufthansa Technik is launching its Mercedes-Benz cabin in Asia.

“The next generation of buyers will want next-generation interiors featuring the very latest in fashion and technology” to outfit their next-generation Airbus ACJneo or Boeing BBJ MAX aircraft, says Jan Grube, Lufthansa Technik’s director for Asia.

The company has already attracted a lot of attention as it rolled out the Mercedes-Benz interior over the last year in Europe, the Middle East and the U.S. “Yes, there is interest, and we are in talks with customers in the Middle East,” he says.

The Mercedes-Benz interior isn’t a concept, he notes. “You can buy it, and it will fly. It is already engineered for certifiability.”

So out with dark wood, heavy leather and enough monitors to make you think you’re in the stock exchange. In with new thinking, new materials, flowing lines, on-board therapy and relaxing environments. The Mercedes-Benz-style interior, the company says, goes far beyond anything that has been built to date.

Visitors can see the complete cabin in a virtual 3D-presentation at Lufthansa Technik’s stand (Booth H316).

The forward lounge features a design language of sensual purity and the high standards of modern luxury and aesthetics that characterize Mercedes-Benz.

The entertainment lounge: Black panels, inspired by the latest Mercedes-Benz dashboard design, join with the floating lines of the furniture and feature electrically controlled sun shading as well as a real-time passenger flight information display.

Lufthansa Technik has developed an interior design that clads the entire space in a spiral, like a DNA helix.

在中国和亚洲其他地方, 对基于干线飞机的VIP飞机的需求正从公司用户向私人用户转移, 许多年轻买家对机上的生活形态更感兴趣, 更加强调浴室、卧室和舒适性。有些买家想要独特而时尚的外观设计, 汉莎技术为这类买家推出了“奔驰”内饰方案。

“下一代买家想要的是下一代客舱, 他们希望以最新的时尚风格和最新的科技来妆点他们的下一代空客ACJneo或波音BBJ MAX飞机”, 汉莎技术亚洲区总监部主任Jan Grube说道。

该公司去年在欧洲、中东和美国推出了“奔驰”客舱内饰方案, 为此该公司已经吸引了很多关注。他说: “是的，有人表示了兴趣，而且我们也正在与中东的一些客户进行洽谈。”

“奔驰”内饰方案不仅仅是个概念，他指出：“你可以放心选择，它也会与你一道上天飞翔。毕竟，它是严格按适航认证的要求来进行工程设计。”

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“下一代买家想要的是下一代客舱, 他们希望以最新的时尚风格和最新的科技来妆点他们的下一代空客ACJneo或波音BBJ MAX飞机”, 汉莎技术亚洲区总监部主任Jan Grube说道。

该公司去年在欧洲、中东和美国推出了“奔驰”客舱内饰方案, 为此该公司已经吸引了很多关注。他说: “是的，有人表示了兴趣，而且我们也正在与中东的一些客户进行洽谈。”

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Two Packaged-Service Products
Launched by Deer Jet

HNA Group business aviation unit Deer Jet has launched two packaged-service products, one for aircraft operation and another for ground handling.

Deer Jet Care Plus is a discounted alternative to customers’ buying aircraft-operation services separately, says a spokesman for the company, which regards it as a premium product. It packages such activities as maintenance, interior management, valuations, flight-plan applications and provision of backup aircraft.

Deer Jet China’s largest business aviation company.

Its second new package product is the Deer Jet FBO membership card, covering the use of the company’s ground-handling services at 17 Chinese airports, including those at which it has fixed bases of operations (FBOs).

Deer Jet has FBOs at Shenzhen, Sanya, Haikou, Nanning, Xian, Hangzhou, Guilin and Changsha.

As part of this effort at promoting its ground-handling business, Deer Jet is also using the common retailing technique of awarding customers with loyalty points for their spending.
Bombardier Opens Tianjin Service Center
庞巴迪天津服务中心开业

The first Bombardier-owned maintenance facility in Greater China opened last week in Tianjin, a city 130 km south east of Beijing that is fast becoming a business aviation center.

Bombardier’s Business Aircraft partnered with Tianjin’s Airport Economic Area to construct a hangar, office space, and back-shop areas totaling 8,897 square meters (95,766 sq ft). An initial team of 25 technicians will grow eventually to 100 as the service center ramps up to accept transient traffic as well as B-registered Bombardier business jets. The Canadian manufacturer has won a market share of about 31% in Greater China, with a fleet of some 120 aircraft based there.

Bombardier Tianjin Aviation Services Company Ltd., last month was awarded Civil Aviation Administration of China (CAAC) Part 145 certification for Global, Challenger 600 and 800 series aircraft. “This is a tremendous achievement,” says Jean-Christophe Gallagher, Vice President and General Manager, Customer Experience, Bombardier Business Aircraft. “It allows us to bring the same quality service to our customers in China as in the rest of the world.”

The center aims to win certification for the Challenger 300 and Learjet 60 before the end of the year, followed by Learjet 70/75 at a later time based on customer demand. It will also pursue EASA and FAA authorization.

Under its Part 145 certification, the Tianjin center will offer airframe and engine services, base maintenance, heavy inspections and line maintenance. This will include up to major 120-month checks on Globals, and 96-month checks on Challengers.

It will also provide minor interior and cabin capability in-house through a partnership with a Chinese company. Bombardier negotiated a similar interiors capability for its Singapore service center with Canadian-based interiors and completion experts Flying Colours, enabling it to offer cabin refurbishment and upgrades to aircraft undergoing heavy checks, or minor repairs or warranty work to aircraft in the region.

“The Singapore center has become a huge success, with a tremendous growth in man-hours,” says Gallagher. “Now it’s time to open a similar center in China.”

Bombardier’s support network in China also includes a team of field service representatives and customer support account managers, as well as four Authorized Service Facilities.

庞巴迪公司在大中华区首个自有的维护设施上周在天津开业。

庞巴迪与天津空港经济区合作建造了一个机库，占地超过8897平方米，设有机库、办公区和维修服务车间等。目前技术人员团队有25人，最终将增长到100人，未来该服务中心可以为包括庞巴迪在内的公务机提供航线维护服务。庞巴迪目前在大中华区的市场份额约为31%，拥有约120架飞机。

庞巴迪天津服务有限公司上个月被中国民用航空局（CAAC）授予CCAR 145部维修许可证，能够为“环球”系列、“挑战者”600和800系列飞机提供维修服务。庞巴迪公务机客户体验副总裁兼总经理Jean-Christophe Gallagher说道：“这是一个巨大的成就，它允许我们为中国客户提供与世界其他地方同样优质的服务。”

该中心的目标是在年底之前赢得“挑战者”300和“里尔喷气”60的维修认证，随后将视客户需求申请“里尔喷气”70/75的维修认证，另外，该中心还将寻求EASA和FAA授权。

有了CCAR145部认证，天津中心将提供机体和发动机的维修服务、基地维护、高级检查和线路维护，包括对“环球”公务机进行120月定检，对“挑战者”飞机进行96月定检的服务。

通过与一家中国企业合作，天津中心还可提供内饰和客舱小范围改装升级服务。通过与加拿大专业飞机维护公司翔英的合作，庞巴迪的新加坡服务中心拥有类似的内饰升级能力，使其在飞机进行重检时进行改装和升级，或对该地区的飞机进行小范围维修或保修工作。

Gallagher表示，庞巴迪新加坡中心已经取得了巨大成功，维修工时大幅增长。现在是在中国开设类似中心的时候了。

庞巴迪在中国的售后支持网络还包括现场服务代表和客户支持经理团队，以及4家授权服务中心。
**“互联网+”开启通航新模式**

Subsonic AviTech Launches Online Trading Platform

亚音速航空科技(北京)有限公司(亚音速航空)今日宣布，该公司首创的“优选飞机”互联网飞机交易平台于4月10日正式上线，助力通航发展。用户可以通过关注“优选飞机”微信公众号进入平台，完成机源查询、信息发布等功能。

平台功能包括：飞机产品展示、推荐、对比及评估、市场信息搜集与验真、信息发布、精准推送等，同时为客户提供完全免费的信息发布渠道。通过平台线上推广与线下服务相结合的模式，完成多种通航产品交易的一站式服务。与传统销售服务模式相比，线上平台的特点是信息量大，可以得到比传统模式多得多的在售产品和服务信息。另外，由于平台上发布的信息量大，因此需要审核来保证信息的可靠。亚音速航空创始人及总裁李赫先生表示：“中国通航业的信息目前主要以点对点的方式传输，我们希望通过互联网平台扩大信息的传输效率和方式，打通买家、卖家及中间商的信息沟通，实现信息的多点同时传输，跟上互联网+的时代发展脚步。”

“中国通航业的信息目前主要以点对点的方式传输，”亚音速航空创始人及总裁李赫先生表示：“我们希望可以借助互联网扩大信息的传输效率和方式，打通买家、卖家及中间商的信息沟通，实现信息的多点同时传输，跟上互联网+的时代发展脚步。”

李赫还表示，在2016年国内进口了360多架通航飞机，而根据预测，中国到2020年的通用航空器将达到5000架，因此这是一个万亿级别的市场，机场、人员、空域开放等各个方向也会进入一个高速发展的时期。公司的初期目标是在通航市场中以在线平台销售的方式占据2%~3%的份额，而未来将准备在合适的时间点引入融资，让公司进入加速发展的轨道。

目前国内还没有一个真正意义上的互联网飞机交易平台，因此李赫希望线上展示+线下服务模式能够更好地促进行业发展。

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**Ameco Completes First Airbus ACJ Maintenance**

Ameco完成首架空客ACJ319维修

Ameco accomplished its first ACJ319 business jet heavy maintenance work in January 2017. The Beijing-based joint venture between Air China and Lufthansa Airlines made full use of its modification design capabilities and provided one-stop, personalized service for the ACJ customer, showing its comprehensive maintenance skills. For the project, Ameco teamed up with Lufthansa Technik, especially in technical and material support, which deepened their cooperation on business jet maintenance. However, Lufthansa says there are no plans to cooperate on completions: the German company will carry those out in Hamburg.

Ameco于2017年1月完成了首架ACJ319公务机的维修工作。Ameco是中国国航与德国汉莎航空在北京的合资企业，为ACJ客户提一站式改装和维修。本次Ameco与德国汉莎航空在技术及物料方面进行了合作，从而加深了双方在公务机维修领域的合作关系。然而汉莎表示，并不打算与Ameco开展整装合作。
Private Money Could Solve Airport Woes

Severe restrictions at airports and inadequate infrastructure are affecting the utility and future growth of business aviation in Asia Pacific.

But there is a solution: Private capital.

“There is capital available. All we need is government to relax and allow private capital to invest, to work with government on infrastructure. That’s the only solution,” says Charlie Mularski, Chairman of the Asian Business Aviation Association (AsBAA).

Easier said than done. AsBAA has taken on two major battles: access and infrastructure. But to make progress it must do two things: change the general perception that business jets are just toys for the rich and famous, and educate aviation officials who daily deal with airlines and commercial aviation but have had little exposure to business aviation and its economic benefits, and its needs.

Mularski’s frontal approach is slow but steady, while behind the scenes AsBAA cultivates the media and anyone of influence that will listen.

What could appear to be a huge problem can be a smaller problem if all involved address it rather than fight over it, Mularski says. His preferred modus operandi: “We all sit on the same side of the table and not fight each other, not blame each other, and not look backwards but look forwards.”

This approach paid dividends at Hong Kong International Airport, where business aviation and the 150-based business jets have to fight for slots against burgeoning low-cost carriers and growing cargo traffic. “It is, in fact, the Perfect Storm,” says Mularski. A third runway could help, but that is right to ten years away.

“Our focus now is on working with the authorities to implement practices that maximize resources and create tangible change. We were encouraged to see that AsBAA’s recommendations on slots relating to penalties and cancellation guidelines have already been implemented.

“When looking at the statistical impact of the suggested changes, we can see positive change with around a 25% reduction in wasted slots. We will continue this work with the authorities, members and the media to ensure that Hong Kong does not miss out on the economic benefits our industry brings to the city.”

Progress at Zhuhai as Hong Kong Reliever

Plans to make the under-utilized Zhuhai Airport a business aviation reliever for congested Hong Kong – they are only minutes apart by air – are making progress.

The Asian Business Aviation Association (AsBAA), which has been central in negotiating for Customs, Immigration and Quarantine (CIQ) services to be made available at Zhuhai, reports that initial trials for the CIQ have been extended for another six months by local and government agencies, including the CAAC.

Now AsBAA is working with the Hong Kong and Zhuhai authorities to reduce the 7-10 days it takes to get a permit to fly between the two, says AsBAA Chairman Charlie Mularski.

The vision is to drop off passengers at Hong Kong and park the business jet at Zhuhai, or fly into Zhuhai as an alternate and catch a helicopter to Hong Kong. But neither is happening yet.

Mularski and AsBAA flew a commemorative helicopter flight to Zhuhai from Hong Kong during November’s Airshow China, creating new low-level air routes that could be used in the future.

Just a handful of business jets have used Zhuhai to date, but
many are deterred by the permit processes.

“We can help relieve the Hong Kong crisis by using Zhuhai. We must show the world it can be done,” says Mularski. He is also regional vice president APAC for trip planner and flight services company Universal Weather and Aviation, Inc.

**China’s New GA Airports Won’t Help Business Jets**

Mainland China’s goal to spur economic development through general aviation won’t help owners of business jets, says Charlie Mularski, Chairman of the Asian Business Aviation Association (AsBAA).

That because the several hundreds of planned general aviation airports will have runways only up to 800m (2,600 ft) in length, a tight squeeze for even the very smallest personal and business jets.

“The Civil Aviation Authority of China (CAAC) is waking up to the fact these airports will not be able to serve business aviation,” says Mularski.

China’s aim to build 154 secondary commercial airports over the next decade or so for a total of 370 throughout the country, will help, but only if they are not planned entirely for airline traffic.

机场时刻资源严重受限和基础设施不足正影响着亚太地区当前的公务机使用和未来的市场发展。 有一个方案可以解决这些问题：私人投资。

“我们有所需的投资。需要的只是政府放松管制允许私人资本进行投资，和政府一起建设相关基础设施。这是唯一的解决方案。”AsBAA主席查理•穆勒斯基说。

说起来容易做起来难。AsBAA当前着力于解决两个主要问题：时刻资源和基础设施。但要取得进展至少需要做两件事：一是要改变普遍认为公务机只是富豪名流们的玩具的看法，二是要让每天处理航空公司和商用航空问题但很少了解公务航空的航空部门工作人员了解公务机的经济效益和需求。

穆勒斯基的正面工作正在稳步改进但进展缓慢，同时，AsBAA也在幕后结交媒体和任何可能听取意见的影响力人物。

看起来巨大的问题，如果各方都积极解决而不是争吵就会成为小问题。穆勒斯基说，他首选的做法是：“大家做一张桌子的同一边而不是互相争吵，责怪对方，向前看而不是向后看。”

这一做法已经在香港国际机场取得果，以此为母港的150架公务机在这里要和迅猛增长的廉价快递和货运航班抢单起时刻资源。“这里的情况就像电影The Perfect Storm里一样，”穆勒斯基说。第三条跑道会有助于缓解情况，但距离第三条跑道投入使用还需大约10年。

“当前我们工作的焦点是与相关当局合作，推广贯彻能最大化资源使用和产生切实改变的实践。我们很惊讶看到AsBAA关于起降时刻的处罚和取消指南已经得到了实施。”

“从统计数据看，这些措施取得了积极效果，起降时刻浪费量减少了25%。我们会继续在这方面与相关当局、会员和媒体合作，确保香港不会失去公务航空产业给这座城市带来的经济利益。”

A helicopter shuttle could make Zhuhai viable as an overflow airport.

**中国新建的通用机场不会帮助缓解公务机面临的问题**

穆勒斯基说：“中国大陆通过发展通用航空产业刺激经济的目标不会有助于缓解公务机面临的问题，因为规划中的数百个通用机场的跑道长度最长只有800米，即使对于最小型的喷气式公务机来说也还是太短。”

穆勒斯基说：“中国民航局正在意识到，这些通用机场不能有效服务公务机需求。”

中国计划未来10年新建154个二线商用机场，使全国的商用机场总数增加到370个，如果这些机场不是完全规划用于商业航班的话，那么这一计划将有助于改善目前的情况。
China Forms Its Own Business Aviation Association

China’s leading business aviation companies have formed an association to promote their industry within Greater China. It could rival the Asian Business Aviation Association (AsBAA) which has a far louder voice in Hong Kong and Asia Pacific than in Beijing.

The Beijing Business Aviation Association (BBAA) says it aims to serve the development needs of China’s business aviation industry.

As the first professional association in business aviation in China, Beijing Business Aviation Association expects to play a key role in promoting development of the business aviation industry in China.

The new association held its inaugural meeting last Dec. 30 in Beijing’s China World Trade Center and elected its first board officers and board members:

- President: Zhang Peng, Chairman of Deer Jet Co., Ltd.
- Vice President: Wang FuHou, President of Aircraft Leasing Division, Minsheng Financial Leasing Co., Ltd
- Zhang YanHai, General Manager of China Eastern Business Jet Co., Ltd.
- Honorary president: Zhou Wei, Chairman of the Board, Minsheng Financial Leasing Co., Ltd.
- Secretary General: Fang XinYu, Vice President of Deer Jet Co., Ltd.

Standing members are:
- Deer Jet Co. Ltd.
- Minsheng Financial leasing Co. Ltd.
- China Eastern Business Jet.
- Absolute Magazine.
- China World International Exhibition Co., Ltd.
- AllPoints Jet Co., Ltd.
- Apex Air Co. Ltd.

Interestingly enough, China World International Exhibition is the organizer of the Chinese International Business Aviation Show, being held this year from June 27-29 in Beijing.

The show is very small compared to ABACE, but it could grow if the support is there.
第十七届北京国际航空展
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AND AEROSPACE IN CHINA
Jet Aviation Adds a Hangar in Singapore
Jet Aviation在新加坡增设机库

Jet Aviation is expanding its Asia Pacific maintenance base in Singapore with a third hangar at Seletar Aerospace Park. When completed late this year the 3,850 square meter building, which can hold two Boeing Business Jets or five Gulfstream G650s, will boost Jet's hangar capacity there to 11,650 square meters.

“We were quickly running out of space” as the fleet of ultra-long range, large-cabin aircraft in Asia Pacific continues to grow, says John Riggir, Vice President and General Manager of Jet Aviation’s MRO and FBO facility in Singapore.

“We consider Singapore our major Asia Pacific service hub, supporting heavy maintenance and large refurbishment projects, while our facilities in Hong Kong and (soon) in Macau offer immediate maintenance services right at the doorstep of the region’s largest market. We are certainly open to considering new locations in China and other places, where and when the right elements are presented,” says Riggir.

While several Chinese B-registered aircraft are coming to Seletar every month for maintenance, growth in demand for Jet’s services there is primarily from the rest of Asia Pacific. “We support 13 different country registration requirements,” notes Riggir.

The new hangar will also double the space of Jet Aviation’s interiors shop to 860 square meters.

Macau will add 4,000 square meters of MRO hangar space to Jet’s already well-established Hong Kong operation, Riggir says. 

Jet Aviation recently added a new hangar at Singapore. Now it needs another.

The new hangar will also double the space of Jet Aviation’s interiors shop to 860 square meters.
“Our business model appeals to the Uber generation: young entrepreneurs under 30 years old, with businesses in multiple locations who want to go now and don’t want to be bothered with owning assets such as business jets.”

So says Ian Moore, Chief Commercial Officer of VistaJet, which claims to be the world’s only truly global private travel business jet company.

Now it plans to unroll a marketing program throughout China and Asia with an app platform on the wildly popular Chinese-developed WeChat instant messaging tool.

VistaJet operates a mostly-owned fleet of 72 luxurious Bombardier aircraft, mostly ultra-long-range Globals and large-cabin Challengers. It has just carried its 250,000th passenger since it started in 2004, with 100,000 flights connecting 1,600 airports in 187 countries.

Last year it added 15 new aircraft, growing its fleet by 26%, and it plans to operate 74 business jets by the end of 2017. Its growth in revenues has consistently exceeded 20% a year.

Asia is VistaJet’s second-fastest growing market after the U.S., with clients from Greater China making up 17% of its customer base. Its arrivals into China were up 16% last year, with passenger growth up 11%. But Moore believes there is much more business to be won, especially from those young, wealthy millennials and from globally-focused companies that don’t want the asset risk involved in owning an aircraft.

VistaJet offers 24-hour availability, with customers buying a minimum of 50 flight hours although clients typically buy at least 150 hours.

Unlike managed charter aircraft that are often based within reach of their owner, VistaJet’s fleet gravitates to wherever there is demand. Thus its Hong Kong fleet can vary by season, and it explains why it has just one B-registered aircraft in China (a Challenger 850 operated by Apex Air for in-country transportation). Moore says there are no plans to add any more B-registered aircraft as international flying is more easily accomplished with its U.S. N- and Maltese 9H-registered business jets.

Moore added that unlike some businesses in the market, rather than charging customers both to fly to a destination and to fly the empty aircraft back, VistaJet’s fully globally deployed infrastructure allows it to offer one-leg pricing to 90% of countries worldwide.

Customers can communicate instantly and directly with VistaJet through WeChat at any hour of day or night.
Cirrus Looks to Fleet Support

中国西锐飞机刚破百，售后支持服务将加强

With more than 100 of the sleek, piston-engine Cirrus aircraft in the hands of customers in China, the company is now focusing on product support.

“We delivered 20 aircraft into China last year alone. Now we’re well on the way to developing the same customer service as in the rest of the world,” says Jon Dauplaise, General Manager of China and Emerging Markets.

Plans call for dedicated parts distribution in China, and for training in-country to CAAC Part 147 standards for technicians to maintain Cirrus aircraft without having to go to the U.S. to qualify. Cirrus is working with its partner companies in Zhuhai to achieve both these goals (the U.S.-based manufacturer is a subsidiary of AVIC’s China Aviation Industry General Aircraft Co.)

The Zhuhai facilities already assemble Cirrus aircraft; they are shipped there after manufacture and flight test in Duluth, Minnesota.

Cirrus aircraft in China are used largely for flight training (the Civil Aviation Flight University of China is the company’s largest customer with 40 in its fleet), for sightseeing and for tourism, and by high net worth individuals for recreational flying although private pilots are not allowed to stray far from their home airports.

Cirrus is displaying an SR22 Xi here at the show, with the Xi denoting that it has been customized to the buyer’s specifications. “It has a premium interior, it’s kind of an ultimate Cirrus,” says Dauplaise. It also has one of the most advanced glass-panel cockpits with its top-of-the line GTS Garmin-based avionics. Just two Xi’s have been delivered into China to date, waiting to show their true capabilities when airspace controls are relaxed and cross-country flight becomes practical.

中航通飞已经在珠海设置西锐飞机总装线，在明尼苏达州的德卢斯制造零件和飞行测试后运送到珠海。

西锐在中国主要用于飞行训练（中国民航飞行学院是西锐最大的客户，机队数量达40架），观光旅游以及高净值人群的休闲飞行（尽管私照飞行员不能飞离机场太远）。

西锐在此次ABACE上展出SR22 Xi，这款飞机是按照客户提供独家定制的，内饰很有质感，同时配备先进的玻璃驾驶舱及顶级的GTS佳明航电导航设备。目前为止，已有两架Xi飞机等待交付中国客户，一旦空域政策放宽，其跨国飞行将得以展现。
Clark Air Base Targeted for Growth
马尼拉克拉克空军基地的目标：增长

The closing of Manila’s Ninoy Aquino International Airport to general aviation, coupled with parking congestion in Hong Kong and China, are brightening the future for the Philippines’ Clark Air Base as a business jet center.

Hong Kong-based Metrojet, which has just expanded its maintenance hangar there, is conducting a feasibility study for further expansion. And Asian Sky Group (ASG), business aviation consultants also based in Hong Kong, just announced they have completed a feasibility study of Clark for a local aviation services provider.

“It wasn’t for us. We did our own,” says Metrojet’s CEO Björn Näf. Which means at least two companies are considering investments there.

Metrojet (Booth H410), opened Metrojet Engineering Clark (MEC) business jet maintenance in the Philippines in mid-2012 at Diosdado Macapagal International Airport in the Clark Freeport Zone (40 miles north of Manila). The facility complements both heavy and line maintenance capabilities for Bombardier, Embraer and Gulfstream aircraft from Metrojet’s burgeoning Hong Kong base, and employs a team of 13. Näf notes that customers now want indoor parking, which means building more hangarage, a project that once launched could take a couple of years.

Asian Sky Group (Booth P119) says its study analyzed the business jet fleet and infrastructure availability within a three-hour flight range, providing an overview of the potential market, as well as evaluating the viability of aviation operations to be located at the airport. By identifying the region’s overall business jet fleet size, available parking and infrastructure including FBO and MRO services, ASG assessed the need for future aviation infrastructure, through a detailed financial forecast and project risk analysis.

“With significant space constraints and an uncertain future weighing over major business jet operating locations in the Pearl River delta and metro Manila, ASG was tasked with evaluating the potential of Clark Air Base to become a regional general aviation hub,” says Managing Director Jeffrey Lowe.

“ASG’s expertise helped our client form conclusions on the region’s business aviation climate and business needs, thus allowing them to make better business decisions.”

Metrojet opened its Clark Air Base maintenance facility in 2012. CEO Björn Näf is in the center.

由于近年来停机位的紧张，菲律宾马尼拉的尼诺伊·阿基诺国际机场会逐渐关闭通用航空航线。因此，克拉克空军基地成为未来公务航空中心的前景大大增强。

美捷香港商用飞机有限公司（Metrojet）刚刚扩建了克拉克空军基地的维修机库。该公司正在就进一步扩展业务进行可行性研究。与此同时，亚翔航空有限公司（ASG）宣布，他们已经完成了针对克拉克基地成为本地航空服务提供商的可行性研究报告。

对此，美捷公司的首席执行官Björn Näf表示：“亚翔航空的报告不是为我们而做的，我们会完成我们自己的研究报告。”这意味着至少有两家公司正在考虑在当地进行投资。

在2012年中，美捷公司在迪奥斯达多·马卡帕加尔国际机场（马尼拉以北64公里）开设了美捷工程克拉克（MEC）公务航空维修设施。该设施有13名员工，可为庞巴迪、巴航工业和湾流公司的公务机提供重维修和航线维修。Näf指出，客户们现在想要在室内停放飞机，因此我们要建更多的机库，这项工程需要很多年的时间才能完成。

亚翔航空表示，他们的研究报告分析了克拉克基地周边3小时航程内的喷气公务机机队和基础设施能力，提供了潜在市场的总体概貌，并且评估了在克拉克机场运营公务航空的可行性。通过确认该区域内的喷气公务机机队总体规模，以及包括FBO和MRO服务在内的基础设施发展情况，亚翔航空估计克拉克机场未来还需要建设更多的基础设施，并给出了一份详细的财务预报和项目风险分析报告。

亚翔航空总经理Jeffrey Lowe表示：“由于受到空域限制以及珍珠河三角区和马尼拉地区主要公务航空运营机场的未来不确定性影响，亚翔航空受命评估克拉克空军基地成为区域通用航空枢纽的潜在可行性。亚翔航空的专业能力帮助客户们完成该区域公务航空大环境和商业需求的报告，使得客户们可以做出更好的商业决策。”
Cessna Tops 100 Caravan Sales in China
中国赛斯纳“大蓬车”销量破百

The Cessna Caravan utility aircraft has proven to be the aircraft-maker’s most successful aircraft in mainland China.

A few years ago, Cessna had huge ambitions to manufacture several different types of aircraft here, but they’ve focused on the Cessna Caravan.

“The plan has exceeded our expectations,” says Bill Schultz, Textron Aviation’s senior vice president for business development in China. “We established manufacturing capabilities in a joint venture with AVIC’s China Aviation Industry General Aircraft Company (CAIGA) in Shijiazhuang, and it’s been delightful to watch progress there.

“We’ve had tremendous support from the Federal Aviation Administration (FAA) and Civil Aviation Authority of China (CAAC), and now we’re very close to getting our Textron Aviation production certificate extended into China.”

Next will be expansion of service capability to support the fleet of 100 Caravan aircraft that are now in China.

“The numbers have given us the critical mass to invest in parts inventory and people to support that fleet,” Schultz adds. “And once you get critical mass you build a reputation for one of the best utility aircraft ever built.”

All the Caravans that Textron Aviation ships into China are delivered through the joint venture in Shijiazhuang, which began official operations when its business license was approved in September 2013 by the Ministry of Commerce.

Schultz says the main reason for the Caravan’s success in China is its versatility.

“Our customers use it on wheels or amphibious floats for everything from commuter services to special missions such as cloud seeding, aerial mapping, aerial photography, sky diving and maritime patrol.”

There are now 100 Cessna Caravans in service in China.
Two Phenom 300s for Colorful Yunnan

Embraer in December delivered two six-passenger Phenom 300s to Colorful Yunnan General Aviation Co., Ltd., a newly established executive jet company based in Yunnan province, Southwest China. These are the first two U.S.-made executive jets for a Chinese customer.

The Phenoms will undertake general aviation missions in Yunnan, such as medical-rescue and disaster-relief work, as well as customized tourism and high-end leisure and business travel.

“These two Phenom 300s will be the pioneers of our fleet, serving various businesses in Yunnan province. And I hope they can help explore an alternative for Yunnan's high-end tourism and other general aviation services, as well as bring delightful travel experiences to our passengers,” said Tang Xuefan, Chairman of Colorful Yunnan and President of Yunnan Airport Group.

The first Phenom 300 for a Chinese customer was delivered in 2015 to Erdos General Aviation Co., Ltd.

Embraer Executive Jets delivered 63 Phenom 300 light jets worldwide in 2016, the highest volume of any business jet model for the fourth year running, according to the General Aviation Manufacturers Association (GAMA).

The two Phenom 300s for Colorful Yunnan were manufactured in Melbourne, Florida.

Cirrus Vision Jet: No More Mockups

“I hope we never again show a mockup of our Vision Jet” says Jon Dauplaise, General Manager of China and Emerging Markets for Cirrus Aircraft.

Next time it will be a real one.

The Vision Jet received FAA certification last October as the world's first single-engine very light jet, and the first was handed over to a U.S. customer in December.

The first delivery to a Chinese customer will likely be in 2018 after certification by China's CAAC.

“We have a few orders from here,” Dauplaise says.

And that’s why you won’t see a mockup of the Vision Jet at ABACE this year, after the model graced Cirrus’s static display for the last two shows.
SatCom Direct Connects All the Dots

Satcom Direct迎20周年庆典

Started 20 years ago in a “beach house” with a team of six employees offering one product, SatCom Direct now employs a team of nearly 400 worldwide, runs 16 offices, and offers a wide range of connectivity solutions. It is headquartered in a 60,000-sq ft purpose-built, state-of-the-art, building in Melbourne, Florida. “Since 1997, connectivity has become an integral part of the business aviation sector. It is no longer just about connecting a phone to a phone,” says founder and company chairman and CEO Jim Jensen. “Business passengers need reliable high-speed data access, crew need connected cabin management systems, and the flight deck must maximize technology to be synchronized with flight departments.”

SatCom Direct Connects All the Dots

Satcom Direct

迎20周年庆典

公务航空连接解决方案提供商Satcom Direct目前正在ABACE上庆祝其20周年庆典。

这是一个怎样的二十年呢？仅仅二十年的时间，网络连接的意义已经从可以在航班上用电话沟通工作到保证公务机作为互联网节点的安全性和可靠性，让乘客可以在机上随时联网，既可以享受电影，又可以紧密地保持工作状态，还能让机组人员能够无缝地掌握自己的行程安排、派遣任务并与运营中心随时保持联系。

在发展网络连接技术的道路上，Satcom Direct做出了巨大贡献，最值得一提的是其去年完成的三
次收购，使得Satcom Direct能够进一步整合多样化的网络连接功能，为客户提供定制化的解决方案。

去年5月，Satcom Direct发布了航空软件平台SD Pro，能够帮助飞行计划部门与它之间通过单个界面同步更新飞机状态，包括连接状态、飞行行程安排、飞行状况追踪以及维修情况追踪，从而节省时间和成本。

作为最先意识到上述同步功能价值的公司，Satcom Direct与Universal Weather and Aviation合作，把旅行计划和旅行支持功能整合进了SD Pro。进一步投资基础设施投资通过今年的年也已经到位了SD作为唯一连接供应商，它与Universal Weather and Aviation合作，为商业航空提供了一个端到端、且达到军事级网络安全性能的公务航空连接方案提供商。

2017年2月，Satcom Direct收购了COMSAT，拥有了两个卫星地面站的所有权，且基础条件获得进一步加强。2017年8月，在Satcom Direct收购了AircraftLogs.com之后，SD Pro加入了新特性：基于网络的航班行程安排以及报税功能。2017年11月，Satcom Direct收购了硬件生产商TrueNorth Avionics，使得公司可以在航空电子设备和网络连接产品的技术上更加先进，也使Satcom Direct有能力为客户提供包括通信、网络连接和娱乐的全方位解决方案。
This Year Is the Worst, Says Asian Sky Group,....

今年是情况最糟的一年，Asian Sky Group认为，......

The Asia-Pacific business jet fleet will likely grow just one percent this year as new aircraft deliveries decline and pent-up demand for the Gulfstream G650/ER recedes, according to the 2016 Asia Pacific Region Business Jet Fleet Report released yesterday by Hong Kong-based business aviation consultants Asian Sky Group (ASG). The fleet in the region, which includes Greater China, India, Australia and numerous other countries, totaled 1,155 aircraft at the end of 2016, up just three percent from a year before. It will likely be 1,167 at the end of this year, a net growth of just 12 business jets.

Overall, the region added 112 aircraft last year – 57 new and 55 pre-owned – but also saw 78 aircraft leave. That net growth of 34 aircraft compares with 58 net additions in 2015.

Among the Highlights

• Pre-owned acquisitions and sales into and out of Asia Pacific saw a dramatic increase in 2016 from 71 in 2015 to 127. Of the 78 aircraft leaving the Asia-Pacific market, 73% went to the U.S.
• The Top Four markets of Mainland China, Australia, India and Hong Kong represent two-thirds of the region’s business jet fleet, with 769 aircraft.
• Mainland China remains the largest single market in the Asia-Pacific region with 313 business jets. It also saw the largest number of aircraft added to its fleet in 2016 with a net increase of 13 business jets.
• Greater China, which includes Mainland China, Hong Kong, Macau and Taiwan, holds firm as the leading market in the region with a fleet of 477 aircraft, some 41% of the total for the Asia-Pacific region.
• The top three OEMs in the region by market share were Bombardier, Gulfstream and Cessna, with 26%, 24% and 19% of the fleet, respectively.
• Gulfstream significantly outperformed all other OEMs, adding a net 20 new and pre-owned aircraft.
• The most popular model added across the region was the G650/G650ER, with an incredible 17 new and six pre-owned aircraft, representing 40% of the G650/ER’s worldwide deliveries. ASG Managing Director Jeffrey Lowe noted there are five “attractive, incentivized” G650s on the market at the moment at under $50 million versus their new list price of $66.8 million. “A good airplane at a good price will sell well,” he added.

A Dramatic Shift to Pre-Owned

The market is seeing a dramatic shift towards pre-owned aircraft. Of all deliveries into Asia Pacific last year, 51% were new and 49% pre-owned (55 aircraft versus 57). “This is a significant shift towards pre-owned aircraft compared with 2015’s ratio of 62% to 38%,” says Lowe. “Buyers are getting much more value conscious, a lot wiser and price conscious, more value oriented.”

At the same time, buyers outside the region are recognizing that there are many low-time, well-maintained business jets available in Asia Pacific.

Just a few years ago buyers in Asia Pacific predominantly preferred factory-new aircraft.

“You can go through the year with a feeling, thinking you known what is going on, but the numbers never lie,” says Lowe. “Half a year ago I would have said most transactions were of aircraft leaving the region.”

Angst Amongst Operators

The older, traditional aircraft management and charter companies, mostly based in Hong Kong, are seeing their business jet fleets shrink as new, boutique operators are taking market share away from them.

“Young upstarts are grabbing their business,” says Jeffrey Lowe, Managing Director of Hong Kong-based business aviation consultancy Asian Sky Group.

The traditional companies have a dilemma: how to change their business models from gold-plated, full service aircraft management to match the nimble, customized pay only-for-what-you-want upstarts. And they, too, have their dilemma: How to cope with the growth that comes from success, and execute for their existing customers, without the economy of scale enjoyed by the oldies. Many of the newer competitors operate fleets of six or fewer aircraft; together they now operate 31% of Greater China’s fleet.

What’s happening, says Lowe, is that aircraft owners, many on their second or third jet, have come down the learning curve from owning their first jet, when they often wanted everything doing for them. “Now they want to pick and choose the services, not pay for the whole inclusive package.”

The top 10 operators in Asia Pacific
operate 26% of the region’s total business jet fleet. However, Hong Kong Jet, Sino Jet and Lily Jet are the only ones in the top 10 that saw growth in 2016, with the rest suffering declines. The highest growth rate was achieved by two-year-old Bellawings (+267%) with a fleet of 11 aircraft and more to come this year, and the largest decline by Metrojet (-23%) to 23 from 35 in 2014.

The top operator in Greater China continues to be Mainland-based Deer Jet. In 2014, it had a fleet of 68, which fell to 59 in 2015 and to 47 in 2016 after selling a total of seven, mostly older Hawker models, to buyers in the U.S.

Aircraft operator Sino Jet was one of the few based in Hong Kong to see a big increase. In 2015 it had 18 aircraft, and now 30.

### A Better Year for Some Than for Others

**Gulfstream:** Deliveries included 17 new G650/ER and six pre-owned G650s, four new G550s and four pre-owned, plus one pre-owned G200. Six G450s, five GIV/IV-SPs and four G550s left the region. Gulfstream now has 283 aircraft in the region and 179 in Greater China.

**Bombardier:** Deliveries totaled nine new Global 6000 and two pre-owned, while four Global Express and four Challenger 605s departed. Bombardier’s fleet now comprises 301 in Asia Pacific, and 138 in Greater China.

**Boeing:** Added four pre-owned BBJs, one new VVIP Boeing 787 Dreamliner, and a new 747-800 for the Sultan of Brunei. It now has 34 BBJs in Asia Pacific and 17 in Greater China.

**Embraer:** Delivered five new Phenom 300s. Its fleet totals 79 aircraft in Asia Pacific and 32 in Greater China.

**Dassault:** Delivered two new aircraft, seven pre-owned found buyers, and two departed. Fleet size is 100 in Asia Pacific and 45 in Greater China.

**Cessna:** Delivered three new aircraft, five pre-owned entered Asia Pacific, and 10 left. Cessna has 218 aircraft in the region, and 35 in Greater China.

**Airbus** had one pre-owned addition, and lost two. Fleet size in Asia Pacific is 33, in Greater China 19.

Three pre-owned Hawkers joined the Asia Pacific fleet, while another 11 left the region, reducing the Hawker fleet there to 86 aircraft and just 12 in Greater China.
...But Pre-Owned Market is a Healthy Spot

...但二手飞机市场却健康

其中的一些亮点

- 买入和卖出亚太地区的此类飞机总数从2015年的71架急剧增长到了2016年的127架。离开亚太市场的78架飞机中，73%去了美国。
- 该区域中的四个市场——中国大陆、澳大利亚、印度和中国香港——在区域内喷气式公务机总数的三分之一，共有769架飞机。
- 中国大陆仍然是亚太区最大的单一市场，拥有313架喷气式公务机。中国大陆也是2016年新增飞机数量最多的市场，净增了13架公务机。
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- 大中华区，包括中国大陆、香港、澳门、和台湾，稳定地保持着该区最大市场的地位，保有477架飞机，约占亚太区市场总数的41%。
- 大中华区，包括中国大陆、香港、澳门、和台湾，稳定地保持着该区最大市场的地位，保有477架飞机，约占亚太区市场总数的41%。
- 该区域占市场份额前三名的OEM厂商为庞巴迪、湾流和赛斯纳，它们所占机队总数的比例分别为26%、24%和19%。
- 湾流公司的业绩明显优于所有其他OEM厂商，净增加了20架新交付的和二手飞机。

市场交易迅速转向二手飞机

市场交易正迅速转向二手飞机。去年在亚太地区交付的所有商务飞机中，51%为新机，49%为二手飞机（57架和55架）。

1. 买卖越来越有价值意识，越来越明智和关心价格，也越来越以价值为导向。
2. 同时，该地区以外的买家也开始认识到，亚太区有许多使用时间低且维护良好的喷气式公务机待售。
3. 短短几年前，亚太区买家中的绝大多数还坚持选购新出厂的飞机。
4. “你可以整年坚持你的感觉，以为自己知道是怎么回事，但数字永远也不会说谎，”Lowe说道。
5. “在半年以前，我会说大多数二手交易都是飞机从这一区域卖出。”
6. 大中华地区最大的运营商仍然是基于中国大陆的金鹿航空。2014年，该公司的机队有68架飞机，到2015年其机队数量下降到了59架，到2016年又下降到了47架。这段时间它们卖出了7架飞机给美国的买家，这7架大多是较老的豪客公务机。
7. 华龙航空取得了较大的增长，这种情况在香港的飞机运营商中很少见到。在2015年，该公司运营18架飞机，现在运营30架。

各公司2016年在亚太区的业务情况

- 空客：新增了一架二手飞机；另一方面失去了两架。其在亚太区的此类飞机总数为33架，其中19架在大中华地区。
- 空客：新增了一架二手飞机；另一方面失去了两架。其在亚太区的此类飞机总数为33架，其中19架在大中华地区。
- 赛斯纳：新增了一架二手飞机；另一方面失去了两架。其在亚太区的此类飞机总数为33架，其中19架在大中华地区。
- 波音：新增了4架二手BBJ，一架新VVP BBJ 787，和一架交付给文莱的747-8。该公司在亚太区的此类飞机总数为100架，其中35架在大中华地区。
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- 巴航工业：向该区交付了5架新“飞鸿”300，该公司在亚太区的飞机总数为79架，其中32架在大中华区。
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- 达索：向该区交付了两架新飞机，7架二手飞机卖给了买家，另外有两架飞机离开了该区。其在亚太区的此类飞机总数为100架，其中45架在大中华地区。
- 达索：向该区交付了两架新飞机，7架二手飞机卖给了买家，另外有两架飞机离开了该区。其在亚太区的此类飞机总数为100架，其中45架在大中华地区。
- 飞机的交付情况：向该区交付了17架新出厂的G650/ER和6架二手G650。4架新出厂和4架二手的G550。还有一架二手G200。另外，有6架G450，5架GIV/IV-SP和4架G550离开了该区。该区现有283架湾流飞机，其中73架在大中华区。
- 飞机的交付情况：向该区交付了17架新出厂的G650/ER和6架二手G650。4架新出厂和4架二手的G550。还有一架二手G200。另外，有6架G450，5架GIV/IV-SP和4架G550离开了该区。该区现有283架湾流飞机，其中73架在大中华区。
- 庞巴迪：向该区交付了总计19架新出厂的和两架二手“环球”6000，另外，有4架“环球快车”和4架“挑战者”605型飞机离开了该区。庞巴迪在亚太地区的机队总数为301架，其中138架在大中华区。
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