BAA, Luxaviation Seek Partner in U.S.

AsBAA Donates to Orbis

Honeywell Sees Demand

Metrojet is More Chinese

2-REG for HNA Company

Global 7000 Seen as Key

Gulfstream for Beijing 999

More Airports for China

Japan Loosens BizAv Grip

London Wants Asia Traffic

Diana Chou “Bizjet Queen”

How HondaJet Flew Here

Satcom Direct for Training

Cooking Up a Storm Inflight

New Executives for Asia

Sunshine, Business Jets, Bring Crowds

公务机配阳光，上海ABACE人声鼎沸。本届ABACE到访公务机达34架，包括直升机、轻型喷气式公务及至VVIP级基于干线飞机的公务机。

BAA, Luxaviation Seek Partner in U.S.

亚联和卢森堡通航寻求美国合作伙伴

Business Aviation Asia (BAA) and Luxaviation, now both under the umbrella of China Minsheng Investment Group, are looking for a North American partner or investment target to complete a global service network.

North American partners or acquisitions in fleet management and in fixed bases of operations (FBOs) are under consideration, says BAA Chairman Zhu Yimin.

BAA, based in Shenzhen, China, belongs to China Minsheng Investment through that company’s CMIG Aviation subsidiary. China Minsheng Investment bought 33% of Luxembourg-based Luxaviation in 2015.

The owner expects its subsidiaries to cooperate, and they will do so, says Zhu. But neither has a presence in North America.

A partner in the U.S. could remain independent or accept investment, thereby becoming part of the group.

Chinese rival Deer Jet, part of the HNA Group, is similarly looking for partners or acquisition targets in North America—specifically, to supply FBO services in the U.S. —Bradley Perrett

亚联公务机和卢森堡通航目前都属于中国民生投资集团（中民投），双方正在寻找北美本土合作伙伴或收购目标，从而完成全球服务网络的构建。

亚联公务机总裁朱益民表示，寻找北美合作伙伴会从机队规模和固定运营基地网络两个方面来考虑问题。

中联公务机位于深圳，属于中民投旗下全资子公司。中民投则在2015年收购了卢森堡通航33%的股份。

作为这两家公司的母公司，中民投希望旗下两家企业加强合作，建立全球化服务网络，并拓展全球市场，以对抗业内其他强大的竞争对手。

中联公务机位于深圳，属于中民投旗下全资子公司。中民投则在2015年收购了卢森堡通航33%的股份。

作为这两家公司的母公司，中民投希望旗下两家企业加强合作，建立全球化服务网络，并拓展全球市场，以对抗业内其他强大的竞争对手。

海航旗下金鹿公务是中民投航空业务在中国的竞争对手，他们也在美国寻求合作伙伴或收购对象，为其在美国提供补充的FBO服务，从而为客户提供更为周到的服务。

朱益民表示，合作伙伴和潜在收购对象与他们一旦达成合作，仍然可以保留独立运营的权利，且还可以接受其他方面的投资。
云端私邸
精雕细琢

巴西航空工业公司世袭1000E超大型公务机

五舱独立布局，尽享奢华长廊，空中剧院及配备双人床和步入式淋浴间的尊贵套房所带来的极致舒适

私享典雅，彰显自我

关于世袭1000E的更多信息，敬请关注www.EmbraerExecutiveJets.com.cn

中国：+86 10 6598 9988，亚太地区：+65 6734 4321
美国、加拿大和拉丁美洲地区：+1 954 359 5387，欧洲地区：+44 1252 379 270
中东和非洲地区：+971 4 429 0682，拉丁美洲地区：+55 12 3927 3399
AsBAA Raises Money for Orbis
AsBAA为Orbis眼科飞行医院筹款

Handing over the check to Orbis Flying Eye Hospital here at ABACE were (l to r): Amy Yang (AsBAA Board of Governors – China and Hong Kong), David Best (AsBAA Vice Chairman - Global), Charlie Mularski (AsBAA Chairman - Global), Mary Lau (Development Director, Orbis International), Emil Pope (AsBAA Board of Governors – Southeast Asia), and Louis Leong (Board of Governors Singapore).

AsBAA of the Asian Business Aviation Association (AsBAA) nearly doubled their contributions to the Orbis Flying Eye Hospital after raising money for the cause at the Association’s 2nd fund raising gala night in Hong Kong. AsBAA Chairman Charlie Mularski handed over a check for $54,000, up from $28,000 the year before.

Orbis is a non-profit, global development organization whose mission is to decrease the rate of avoidable blindness in developing countries. It prevents and treats blindness by providing the tools, training, and technology necessary for local partners to develop their own capabilities in providing quality eye care services that are affordable, accessible and sustainable, but is best known for its flying eye hospital.

HK Bellawings Selects Satcom Direct
香港麗翔和Satcom Direct签署合作备忘录

Hong Kong-based business jet operator HK Bellawings Jet Limited selected SatCom Direct as its preferred in-aircraft connectivity service provider. “This will allow us to provide our customers with a more modern and convenient flying experience,” said HK Bellawings Jet Limited vice president Jack Li.

AsBAA为Orbis眼科飞行医院筹款

Hong Kong-based business jet operator HK Bellawings Jet Limited selected SatCom Direct as its preferred in-aircraft connectivity service provider. “This will allow us to provide our customers with a more modern and convenient flying experience,” said HK Bellawings Jet Limited vice president Jack Li.

AsBAA为Orbis眼科飞行医院筹款

Members of the Asian Business Aviation Association (AsBAA) nearly doubled their contributions to the Orbis Flying Eye Hospital after raising money for the cause at the Association’s 2nd fund raising gala night in Hong Kong. AsBAA Chairman Charlie Mularski handed over a check for $54,000, up from $28,000 the year before.

Orbis is a non-profit, global development organization whose mission is to decrease the rate of avoidable blindness in developing countries. It prevents and treats blindness by providing the tools, training, and technology necessary for local partners to develop their own capabilities in providing quality eye care services that are affordable, accessible and sustainable, but is best known for its flying eye hospital.

HK Bellawings Selects Satcom Direct
香港麗翔和Satcom Direct签署合作备忘录

Hong Kong-based business jet operator HK Bellawings Jet Limited selected SatCom Direct as its preferred in-aircraft connectivity service provider. “This will allow us to provide our customers with a more modern and convenient flying experience,” said HK Bellawings Jet Limited vice president Jack Li.

在本届ABACE第二天，香港丽翔公务航空公司和Satcom Direct签署合作备忘录，Satcom Direct将为香港丽翔提供空中连接服务。

备忘录内容包括Satcom Direct作为优先供应商，向丽翔提供卫星电话、无线上网及数据链等机上连接服务，Satcom Direct同时会为丽翔员工提供相关技术培训，从而更有效将先进的连接设备运用到香港丽翔的机队中。
Honeywell Sees Stronger Intent to Buy Bizjets

Prospective demand for business aircraft is rising in the Asia-Pacific region generally and in China in particular, Honeywell has found in its annual survey of buying intentions.

Around 28% of operators in Asia Pacific and China surveyed in 2016 expected to buy aircraft in the coming five years, compared with 12-13% a year earlier, Honeywell said in a report issued here at ABACE.

Honeywell did not give forecasts for unit sales for the region.

A global trend to prefer aircraft with large cabins has been most evident in Asia and especially in China. The latest survey only confirms that pattern: whereas 57% of intended purchases globally in 2017-2021 will be for big-cabin aircraft, in the Asia-Pacific region the ratio is 89% and in China 97%, Honeywell says.

Indeed, wanting a bigger cabin is the second most common reason in the Asia-Pacific region for planning to buy business jets in the coming five years, Honeywell finds. Only range is a more important factor.

Amid a politically induced slump in business aircraft sales over the past four years, the segment that has been most resilient has been demand for private aircraft based on airliners.

While the outlook for business aircraft in the region is looking up, prospective helicopter demand continues to fade. Honeywell’s 2017 survey is the third in a row to show lower five-year purchasing intentions in Asia Pacific than a year before.

The region prefers twin-engine helicopters of intermediate and medium size. Rotorcraft in that category count for 58% of Asia-Pacific buying intentions, compared with 33% globally.—Bradley Perrett,

2016 Business Jet Delivery Forecast in Units

Flying Colours Adds Mobile Repairs in Singapore

Flying Colours is celebrating the second anniversary of the opening of its Singapore interiors facility housed in the Bombardier Aerospace Singapore Service Center at Seletar Aerospace Park. “We’ve been really busy, and have hired six more employees in the last couple of months” to bring staff to about 20, says Executive VP Eric Gillespie.

“We’ve done 25 to 30 big refurbishment projects and a huge number of smaller repairs and upgrades. Every time an aircraft comes in for maintenance, we touch it with something,” he says.

Demand has been particularly high for projects including woodworking refinishing and veneer repairs in addition to soft furnishing work such as seat upholstery.

Since opening in Singapore, Flying Colours has increased its capacity across all its interiors service areas, which include preliminary inspections, repair work, modifications and refurbishments. It has also introduced mobile repair teams, sending to service clients at distant locations.

Flying Colours is here at Booth H119.

Flying Colours is celebrating the second anniversary of the opening of its Singapore interiors facility housed in the Bombardier Aerospace Singapore Service Center at Seletar Aerospace Park. “We’ve been really busy, and have hired six more employees in the last couple of months” to bring staff to about 20, says Executive VP Eric Gillespie.

“We’ve done 25 to 30 big refurbishment projects and a huge number of smaller repairs and upgrades. Every time an aircraft comes in for maintenance, we touch it with something,” he says.

Demand has been particularly high for projects including woodworking refinishing and veneer repairs in addition to soft furnishing work such as seat upholstery.

Since opening in Singapore, Flying Colours has increased its capacity across all its interiors service areas, which include preliminary inspections, repair work, modifications and refurbishments. It has also introduced mobile repair teams, sending to service clients at distant locations.

Flying Colours is here at Booth H119.
Nobody does it like CorporateCare®

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.

Trusted to deliver excellence.
Metrojet Becomes More Chinese for China

Metrojet为开拓中国市场深化本土化进程

President Xi Jinping’s ‘Chinese Dream’ to integrate and unify China is having an impact on business aviation.

“It really means China is China for China now,” says Björn Näf, CEO of Hong Kong-based aviation services company Metrojet. “The Chinese increasingly want to do business with Chinese companies.”

This is part of the new reality that has pushed business aviation to find Chinese partners since the business jet bubble burst in Greater China. “The market was growing explosively at 40-50%,” says Näf. “It was like the chaotic gold rush; now it is just the wild, wild East. You have to work really hard to earn your money.”

Aircraft management companies are facing many challenges. “There’s a lot of ‘grey charter’ amongst the Chinese, friendship charters, lending the business jet to friends. A few of our international competitors are struggling,” says Näf.

On top of that, Hong Kong is saturated with business jets: about 150 of them are based there. Some 26 aircraft management companies are fighting for new business, landing slots and parking. “Business jets are all about flexibility and convenience, and that’s very difficult in China for the user,” says Näf.

One solution is to become more Chinese, and Metrojet is doing just that. With Chinese partners it has set up a maintenance, repair and overhaul business in Zhuhai, which will be fully operational soon, and in Shanghai it is forming an aircraft management and charter joint venture that will be “Chinese for the Chinese.”

Even with the best reputation it’s not easy to succeed in China in a meaningful timeframe, says Näf. He should know: he is the longest-serving chief executive in the region of a business aviation company, with 20 years at the helm of Metrojet. And Metrojet has the best of reputations, belonging to a group that has done business in the region for decades and that owns the Peninsula Hotels.

“We are long-term focused. We just celebrated our 20th anniversary, and we’ll be here for the next 20 years,” Näf says. “I see a very strong future for Metrojet.”

Look out for:

• Metrojet Hanxing, the MRO joint venture with Zhuhai Hanxing General Aviation, becoming fully operational soon.
• Quicker, less costly maintenance checks as Metrojet streamlines its processes;
• Award “within one year” of a Chinese Air Operator’s Certificate (AOC) to Metrojet’s Shanghai-based joint venture with Shanghai Junhua Property that will manage primarily Chinese-registered business jets.
• A bigger footprint in the region following Metrojet’s setting up of a sales office in Singapore and adding to its operations staff in Beijing, Shanghai and Zhuhai.

Metrojet is at Booth H410.
Red Diamond To Receive CCAR 91 Certificate by Year End

红钻航空年内将获91部资质
携比奇“男爵”G58再次亮相ABACE

继2016年年底喜迎旗下一架比奇“富豪”G36和两架比奇“男爵”G58落户北京平谷区后，专注于通用航空事业的红钻航空携其中一架“男爵”G58飞临本届亚洲公务航空会议暨展览（ABACE），这也是“男爵”这款双发活塞式私人飞机中的佼佼者在ABACE的第二次亮相。

近年来在红钻航空的不懈努力下，中国大陆通航机队已先后增添了比奇“富豪”G36、比奇“男爵”G58这两名新成员。值得一提的是，红钻航空作为已在中国航空领域深耕细作36年的中亚航空姊妹公司，目前正积极筹建通航经营资质，预计于今年完成91部运行合格审定，届时将能更好地为自有机队和购机客户提供全方位的通航服务支持，引领比奇“富豪”、“男爵”以积极向上的姿态拥抱中国大陆通航产业的美好未来。

比奇“男爵”G58最高时速374公里、最大航程2741公里，全球累计飞行时间超1200万小时，被誉为航空史上最成功的双发活塞飞机之一，其按照公务机标准打造的轻奢客舱内饰，可使乘客获得最为尊贵和舒适的小型私人飞机飞行体验。

红钻航空副总裁王娜表示，伴随中国低空改革逐步深入以及通航机场在全国各地井喷式建设，类似比奇“富豪”G36、“男爵”G58这类小型私人飞机将拥有巨大的市场潜力。它们不仅可满足特殊飞行作业任务的要求，还非常适用于私人的短程商务旅行及家庭出游；对于飞行爱好者而言，它们也是非常理想且高性价比的选择。
A newly established unit in HNA Group’s business aviation empire has received its air operator’s certificate from the civil aviation authority of Guernsey, a British dependency in the English Channel.

The new company, Business Aviation Services Guernsey (BAS Guernsey), will initially operate the only VVIP Boeing 787-8 in the world available for charter, says Denzil White, chief executive of HNA’s Hongkong Jet.

The main business aviation company in the HNA Group is Deer Jet, the owner of Hongkong Jet, which in turn owns BAS Guernsey.

“We see this as a springboard into Europe,” White says, referring to the new company.

The 787 is under management for a client but will be available for charters, says Hongkong Jet Chief Operating Officer Dave Yip. Other aircraft will be added later, he says.

One factor in choosing Guernsey for registering the new company was the speed of the process, says White. The Guernsey registration service, 2-REG, needed just three months to process the application for BAS Guernsey. An aircraft can be registered in little more than a week.

2-REG presented the air operator’s certificate to BAS Guernsey here at at ABACE.

—Bradley Perrett

At the award of the AOC were (l to r) David Rice, 2-REG flight operations inspector, Denzil White, HongKong Jet CEO, and Joost Groenenboom, 2-REG director.

HongKong Jet’s 787-8 Dreamliner offers a lavish interior.
Bombardier: ‘Global 7000 is Key’

庞巴迪: “环球”7000是关键

庞巴迪（Bombardier）的新型旗舰公务机“环球”7000具有大客舱、高速度和超远程等特点，将是未来庞巴迪在大中华区和亚太地区取得成功的关键。

庞巴迪公务机的产品战略总监布拉德·诺兰（Brad Nolan）表示，作为“环球”家族的最新成员，虽然“环球”7000单价高达7280万美元，且交付时间要到明年下半年，但该机仍然在亚太地区赢得了订单。“完成‘环球’7000项目是我们的当前首要任务，”他说。

“环球”7000是庞巴迪公司生产过的最大的喷气式公务机，据称是全球首款可为机组成员提供专门休息区的非客机改装的公务机，而且客舱拥有4个不同用途的区域，可分别为乘客提供工作、餐饮、休闲和睡眠等功能。目前的“环球”系列公务机都只能提供3个用途的区域，就像所有竞争对手（除由支线客机改装的“世袭”1000系列以外）。

诺兰指出，“环球”7000的“环球”7000在亚太地区都有所有乘客都充分利用了机舱中的第四个生活区域，可安装卧室改装套件或淋浴房。“每个人似乎都很喜欢它，”他指出。

“环球”7000预计还提供另一个优势：批准在英国金融中心附近的伦敦城市机场降落，机场跑道具有5.5度的斜坡，这将使其成为继“环球”5000/6000之后，第二款具备在这里降落的公务机。
Beijing Red Cross Adds a Gulfstream G550

Beijing Red Cross Emergency Medical Center (Beijing 999) will add a second business jet to its growing air rescue operations—a new Gulfstream G550 specially outfitted for medevac.

The aircraft will join a Dassault Falcon 2000LX that became the first fixed wing aircraft in China fully equipped to perform air medevac services when it was delivered last November.

The G550 medevac will be used for disaster relief and air rescue services. The aircraft, outfitted by Gulfstream with a custom-integrated medical system designed in conjunction with Beijing 999 and U.S.-based Lifeport Inc., will feature in-flight emergency resuscitation, and hospital beds with inboard tracking capabilities for better doctor-patient access. Additional special-mission outfitting includes a medical bay, a powered patient loading system on the aircraft stairs, fold-out nurses’ seats for individual patient care, refrigerated medical storage cabinets, and X-ray viewing equipment.

The aircraft will be used for disaster relief and air rescue services, both within China and internationally. Past examples of Beijing 999’s missions include rescuing two injured peacekeepers from South Sudan last year and flying them back to Beijing.

Beijing 999 also operates two medevac-equipped Airbus Helicopter H135s.

China Plans 154 New Commercial Airports

China has added more commercial aviation airports to its national construction plan, taking the total to 370.

Some 320 should be in operation by 2025, compared with 216 commercial airports now, says the national economic planning commission and the Civil Aviation Administration of China (CAAC).

Additions to the plan are weighted toward the south and especially the west of China. The total of 370 implies that locations and a construction schedule have been identified for 50 more in addition to those that will be ready by 2025.

Looking further into the future, the agencies see China equipped with about 408 commercial airports.

The CAAC and the planning authority, the National Development and Reform Commission (NDRC) announced the upward revision to their airport plan in February.

Earlier, in 2015, the central government delegated local authorities the job of building 2,800 general aviation airports by 2030 (one for each county-level administrative division), and last year urged the country to push general aviation as a major industry. —Bradley Perrett
Japan Wants to Encourage Business Aviation

日本鼓励公务航空发展

Japan has set ambitious targets to double foreign visitors to 40 million a year by the 2020 Olympics, and business aviation will play a role.

The goal behind the increased tourism target is to generate $8 billion in spending by overseas visitors to Japan by 2020. More of those with deep pockets would likely arrive by business jet if the nation’s airports were more welcoming to that mode of travel.

Today in Japan, business aviation takes a much lower priority at crowded airports than commercial airliners that carry many more people per landing, and slots can be difficult to obtain or refused altogether.

Now the Civil Aviation Bureau of the Ministry of Land, Infrastructure, Transport and Tourism, working with other government agencies, is pushing the idea that business jets can bring a very high value per landing, especially in terms of economic development and growing business in Japan.

And so Japan is working hard to raise the priority of business aviation, making major and regional airports much easier for business jet to use. The Civil Aviation Bureau’s Shota Fukuzawa and Kenji Sakata are here at ABACE to describe recent progress. Japan’s Aichi Prefecture/Nagoya Airport, the Japanese Business Aviation Association and Narita Airport can be found in adjacent Booths P109-113.

The main and regional airports are moving at different speeds, but basically they are reducing the time needed to apply for slots, increasing the number of slots and the priority afforded business aviation, and increasing parking facilities. Some have added dedicated Customs, Immigration and Quarantine (CIQ), or added “Fast Track” for business jet travelers.

The opening in February of a new expressway around Tokyo makes it feasible to travel in the region from either Tokyo Narita or Haneda airports, and the government is considering utilizing them as a pair in developing business aviation strategy.

The movements of international business aviation in Japan have been increasing year by year and the annual average growth rate during the past five years was 12.6%. Last year it showed 10.4% increase compared to the previous year, with a 5% increase at Tokyo International Airport (HND) and a steady increase of 25.5% at Narita International Airport (NRT).

But these numbers come from what is still a small base. For example, Haneda has only 15 arrival slots per day (increased from four a day last year), and parking slots for 16 business aircraft (doubled from last year). However, these are considered sufficient to meet current demand.

Shota Fukuzawa (left) and Kenji Sakata outlined Japan’s business jet strategy at ABACE.
London Airports Fight For Traffic From Asia Pacific
哈罗德和伦敦城市机场的亚太客流之争

Harrods Wants Asian Traffic in London
哈罗德航空力争亚洲-伦敦市场

过去两年，中国和亚太地区前往伦敦卢顿和斯坦斯特德机场的乘客大幅增加，哈罗德航空(Harrods Aviation)瞄准这一市场，计划从中分得一杯羹。

哈罗德航空在伦敦主要门户机场都有固定运营基地(FBO)，除了提供周到的VVIP服务外，同时提供全天候长途航班服务。哈罗德航空在梅菲尔W1(肯辛顿LCY)和比根希尔机场(大本德LCY)都有独立的、提供全方位服务的公务机服务中心，为那些飞往自己基地的运营商推出了为期一年的奖励计划，而且还在价格方面对特定航班提供了优惠，比伦敦其他机场更具有竞争力。

多年以来，哈罗德航空一直努力走出国门，直接面对面对话业务，即使是通过电话技术的进展，整个世界看起来缩小了，但是和客户面对面的沟通一直是有哈罗德航空发展态势如此强劲的主要原因。

伦敦城市机场力争亚太客流

伦敦城市机场(LCY)正努力推广自己成为亚太和中国地区的航班目的地，吸引客流。

众所周知，LCY的跑道坡度达到5.5度，这对飞行员来说是具有挑战性的，要求飞行员和飞机同时具备特殊的许可，以及可用起飞距离只有短短1500米，使得飞机无法加满油箱也无法满载，但LCY仍然声称自己比竞争对手范堡罗机场、卢顿机场、斯坦斯特德机场和比根希尔机场更具有优势。

的确，LCY极具地理优势。大多数公务机客户都是去伦敦富人区W1(梅菲尔)或SW1(肯辛顿)，LCY相比其他伦敦机场，乘客只需花一半或更少的飞行时间到梅菲尔。

LCY的航空业务经理Nick Rose表示，LYC有一些从亚洲直飞的航班，由庞巴迪“环球”6000和达索“猎鹰”7X执飞。预计不久的将来“环球”6000和“猎鹰”7X也会投入使用，而“猎鹰”8X最近也已获得批准。

今年他正在推广自己作为亚太和中国地区的最后两站，并向我们宣传他们的优势，例如价格，以及他们的客户服务和乘客体验。”环球”是现在LCY的主要客户。

哈罗德航空市场营销总监Will Holroyd称，上次参加ABACE时，与我们洽谈的一位潜在客户最近购买了庞巴迪“环球”6000。基于那次洽谈的成果，“环球”6000的机组人员也开始培训，现在已经有“环球”6000的常客。

他说，“我仍然相信个人的触碰最为有效。对于销售人员来说，没有什么比与购买者面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。即使目前由于通信技术的进步，我们可以使用电子通讯，面对面沟通业务。
Diana Chou, a pioneering woman in Asian business aviation, has combined three of her businesses to form Dragon General Aviation Group.

The Chinese business aviation market is warming up again, she says, about four years after demand for business aircraft in the country suffered a sudden downturn.

Chou has been active in the industry since around the late 1990s—highly active, in fact, by setting up a series of companies addressing a succession of market opportunities. The first was Sino Private Aviation (HK) Ltd., which sold personal jets to the wider Asian market. It was also the representative in China for Bombardier. Ten years later she had another company, Aerochine Aviation, pioneering sales of helicopters in China.

Then in 2013 Chou founded bespoke business aircraft charter service L’Voyage, which employed business aircraft that owners were not fully using. In retrospect, her timing appears to have been remarkable, because it was just at that time that many Chinese owners began using their aircraft much less. A government crackdown on corruption made many wealthy people unwilling to be seen in private jets.

Last year Chou and two partners launched leasing company Aero Infinity, and at the beginning of this year she combined three companies as Dragon General Aviation, including, Aerochine Aviation, L’Voyage and Aero Infinity.

The Chinese market is not only recovering, Chou says; it is also becoming more rational. And the market for used aircraft is developing well.

Chou has sold more than 60 private jets and more than 110 helicopters in mainland China, Hong Kong, Macau and Taiwan. In explaining her success, she says enthusiasm is necessary but not enough. To make a career in business aviation, one must carefully assess markets and pay close attention to exactly what the customer wants, she says.

—Bradley Perrett

London Airports Fight For Traffic From Asia Pacific

曹其敏是首位在亚洲销售私人飞机的女性。曹其敏于1999年进入亚洲的通航产业，最初她成立的华翔航空为庞巴迪公务机在大中华区的官方代理；2009年年底她创立的华运航空成为贝尔直升机的官方代理；2013年年底，曹其敏成立了L’VOYAGE Limited（华程悦航）提供公务机包机服务。2016年，她看准市场，创立了Aero Infinity提供航空器经营性租赁、购机融资和通用航空中介及咨询服务。今年年初，这三家公司合并为盛龙通航集团，集团总部位于香港特别行政区，在北京、上海、宁波、镇江及新加坡均设有办事处。迄今为止，曹其敏在大中华区已销售接近100架私人飞机及70余架直升机。其中华运不仅在2014年与宁波机场与物流管理委员会签署在宁波国际机场成立长三角地区首家全球领先的旋翼机维修维护大修基地（MRO）的合作备忘录，其旗下的镇江华运航空服务有限公司已于去年5月获得了中国民用航空局颁发的CCAR-145部资质维修许可证。

谈及目前的公务机市场时，曹其敏表示，目前我国的公务机市场逐渐回暖，主要表现在购买公务机的客户越来越多，且越来越理性。此外，二手机市场目前市场状况也不错。

最后，曹其敏表示，要做到通航，首先要与热情，其次要会观察市场，再次要细心聆听客户需求，满足他们的需求，最后要看政策导向。从事通航19年来，从整个亚太区只有2架公务机到目前的400~500架公务机，她很开心为这个行业的进步贡献了自己的力量。
HondaJet’s Not-So-Slow Road to China

HondaJet的中国之路

The little HondaJet making its debut here at ABACE flew here flawlessly from North Carolina over a leisurely few days, covering 6,800 nm in a total of 22.8 hours, much of it spent cruising well above the weather at 38,000-40,000 ft.

Chief Test Pilot Warren Gould and Tim Frazier, Manager for Flight Operations and Demonstrations, flew the HondaJet here.

They flew first to Edmonton, Canada, then White Horse in Canada’s Yukon, and to Nome in Alaska, where they were delayed a day by weather. “Our next destination was Anadyr in Russia,” they explained, but snow was forecast en route “and there are no alternate airports within 500 miles. We decided to go when the weather allowed.”

From Anadyr they flew across the Bering Sea and down the east coast of Russia to Petropavlovsk, and then to Sapporo in Japan and Nagoya. In Japan the HondaJet was prepped and cleaned up for the show, flying a little over 3 hours against a 100 mph headwind to arrive 840 nm later in Shanghai with 700 lb of fuel in reserve, enough for another one hour of flying.

It was the first time in China for the $4.5 million, six-seat HondaJet. The pilots said they were delighted that the cockpit’s multifunction display easily registered altitude in meters instead of feet, and allowed the altimeter be set effortlessly in hectopascals instead of inches of pressure, as in the West.

They said they had been cautioned that Chinese air traffic control is typically a little wary of mixing aircraft under 7,500 kg with airline traffic, as light aircraft can be slower and disrupt the flow. “But they were asking us to slow down. So the HondaJet fits in nicely,” they said. The HondaJet’s maximum ramp weight is 4,844 kg.

Trip support was handled by Universal Weather and Aviation (here at Booth H210).
SatCom Direct Offers Connectivity Training
Satcom Direct(SD)推出业内首个机组人员连接认证

It’s a showstopper when the CEO’s iPhone stops working in flight. Or the screen goes blank during that vital videoconference. What’s a flight attendant to do? Call IT? But the connection’s gone.

Enter SatCom Direct, which is launching the industry’s first Crewmember Network and Connectivity Training certificate program, called aeroCNCT or “aero connect.” Armed with that certificate, the crew member stands a far better chance of winning eternal praise from the CEO for fixing a problem. The course has been created to support industry professionals that work with, or are responsible for, connectivity during flight.

“Staying connected has become an essential part of any flight as principals and customers expect systems to work. AeroCNCT is designed to demystify the network and ensure crew have the confidence and familiarization to fix basic technical issues in flight,” says Mark Mata, director of training at SD. “It will make their lives easier, while providing a better connectivity experience for the passengers onboard.”

Details at Booth H226.

An Onboard Wok for VIPs From Lufthansa Technik
汉莎技术推出“空中厨房”设备

公务机领域最大的待突破点之一就是乘客体验一致性，最高境界是人在途中、身在家中。那么，在家中最平常不过的厨房对公务机来说又是一个挑战：要在飞机上炒菜如何实现？

汉莎技术公司推出电磁炉烹饪平台，这一革命性产品使梦想照进现实。它可以煎鸡蛋、煎培根卷、甚至炒菜，这些操作对航电设备不会有任何损坏，而且机舱也不会满是油烟。

此外，还有一个可选配的模块可以用来蒸米饭，也可用来煎牛排。

该烹饪平台适用于任何公务机厨房，尺寸仅为570 x 269 x 4立方毫米，重量仅为13.5千克。这是一套一体化解决方案，涵盖供电单元、排风扇以及特殊锅盖和锁定系统，以确保在飞机遇到气流颠簸时锅也依然在原位。

负责该项目的汉莎技术公司经理Miriam Fontius称，与潜在客户、乘务员和厨师均进行了沟通，所以这款烹饪平台是根据用户的需求而进行了精准地改进，现在这款产品正式推出市场。

炒菜对于新的烹饪平台来说不在话下，电磁炉厨具让你在飞机上也能烹饪新鲜食材。

One of the biggest hurdles for the business jet industry was connectivity. Why couldn’t you get the same speeds in the air as at home or in the office?

Now you can, leaving just one more challenge: how to fry a stir-fry in the sky?

Lufthansa Technik’s revolutionary induction cooking platform has made that possible. It will fry eggs, crisp bacon and even allow a stir fry without frying the airplanes electrics or filling the cabin with smoke and fumes. An optional module will cook rice. Yes, it will also sizzle a steak.

The platform fits into any aircraft galley, with dimensions of just 570 x 269 x 4 mm (ARINC size 4 and installation variants) and a weight of just 13.5 kg. It is offered as an all-in-one solution, including power unit, exhaust fan and special cover and locking systems to ensure that pots and pans remain in place even during turbulence.

“Conversations with potential customers, flight attendants and cooks enabled us to adapt the cooking platform precisely to users’ needs. We are now launching this product on the market,” says Miriam Fontius, the project manager at Lufthansa Technik’s Original Equipment Innovation division in charge of this project.

“Stir fry is no problem with the new cooking platform. It was of great interest during some presentations at Asian airlines,” Lufthansa Technik reports (Booth H316).
Asian Sky Group Media: New Publisher Says Role Wasn’t On His Books

Jeffrey Lowe

The last thing Asian Sky Group expected was to become a media house. And its Managing Director Jeffrey Lowe never had any aspirations to become a magazine publisher.

But now he is, with Asian Sky Group’s (ASG) launching of a media division to handle its fast-growing, authoritative reports on business and general aviation in Asia Pacific.

It started five years ago with ASG’s first in-depth report on the business jet fleet in Asia Pacific. ASG already had much of the data, collected in day-to-day business as a Hong Kong-based business aviation consultant. “We put it together in our spare time,” says Lowe, “and issued it as a way to raise our visibility.”

ASG realized it had so much that it could issue other reports, too. And then’s when its publishing had to stop being a ‘spare time’ activity. It now publishes around 12 reports a year, put together by three graphic designers, an editor and a digital analyst.

The flagship is the Year End Business Jet Fleet report for Asia Pacific.

This has spawned quarterly reports, each featuring a different. Another annual report is compiled for the helicopter industry.

A report on aircraft chartering Asia followed the launch in January of Luxury Chartering magazine.

A special issue on training highlighted emerging concerns in the region, and the first on general aviation in China is in the works. The region’s maintenance facilities and infrastructure for business aviation is the subject of another.

Another annual report is coming for Asia Pacific.

A report on aircraft chartering Asia followed the launch in January of Luxury Chartering magazine.

A special issue on training highlighted emerging concerns in the region, and the first on general aviation in China is in the works. The region’s maintenance facilities and infrastructure for business aviation is the subject of another.

No Completions Deal With Ameco, Says LT

Although Lufthansa Technik and Ameco Beijing (a joint venture between Lufthansa and Air China) work closely on airline maintenance, the two do not cooperate on VIP cabin completions. “We do those in Hamburg,” says Lufthansa Technik’s Asian director Jan Grube. However, if Ameco wins a contract for a cabin refurbishment, then Lufthansa Technik has been known to lend expertise and technical help. Ameco has long harbored ambitions to compete in VIP completions and has built considerable capabilities which have so far been deployed mostly on government aircraft.

Deer Jet Wins ‘World’s Best Private Jet Company’

Deer Jet was named the “World’s Best Private Jet Company” at the 2017 World Tourism Awards. Regarded as one of the most prestigious accolades in the industry, the World Tourism Awards are held every February under the sphere of the World Tourism Forum Global Meeting in Istanbul. The awarding committee had considered Deer Jet’s outstanding commitment towards innovation and excellence, stating that: “Deer Jet is the first private jet company to evolve into a luxury and art brand, having introduced pioneering products and services such as the world’s first Dream Jet.

Hawker Pacific Kuala Lumpur Wins Falcon Approval

Hawker Pacific’s Kuala Lumpur, Malaysia, facility is now an Authorized Service Center for Falcon 8X, 7X, 2000EX Easy and 900EX EASy series aircraft. Located at Sultan Abdul Aziz Shah Airport in Subang, the 36,000 square-foot facility is ISO 9001:2008 certified as well as Part 145 Malaysian DCAM approved. FAA and EASA certifications are expected by mid-year.

It can also perform repair and overhaul, retrofits, modifications and upgrades, and 24/7 AOG (Aircraft On Ground) support, including a Go Team. Hawker Pacific also has an Authorized Service Center for Falcon aircraft in Singapore.

Zetta Jet Adds to Its Booming Fleet of Globals

Zetta Jet, the fast-growing luxury jet operator based in Singapore, has taken delivery of its 14th Bombardier Global 6000 ultra-long range business aircraft; like several others it will based at the company’s Los Angeles hub. Zetta Jet began operations in August 2015 with a single Global, and was the first operator to take delivery of a Ka-band-equipped Global 6000 in September 2016. It has more Globals on order plus four Challenger 605s, one of which has already joined its fleet. One of its Globals can be seen here in the static display.

Comlux Delivers First EASA-Certified SBJ

The first Sukhoi Business Jet with a VIP custom cabin certified by Europe’s EASA has been delivered to Kazakhmys Corp. in Kazakhstan by the Comlux Group’s Completion and Services center in Indianapolis, Indiana. It is the first SBJ available to the charter market. The VIP aircraft features 19 seats certified for takeoff and landing in a contemporary corporate interior designed and engineered by Comlux. It will be operated by Comlux KZ, the regional VIP operator of Fly Comlux in central Asia. “This SBJ is the first of its type to be outfitted in corporate configuration and certified by EASA,” says Scott Meyer, CEO Comlux Completion.
汉莎技术不会与Ameco展开整装合作

尽管汉莎技术和Ameco在与航空公司飞机维护业务上合作紧密，但这两家公司不会在VIP公务机整装业务上展开合作。汉莎技术亚洲区总监贾恩·格鲁贝说，“我们公司在汉堡做已经拥有了那方面的能力。”但是，如果Ameco获得整装订单，汉莎技术十分乐于提供专业知识和技术支持。Ameco早就怀有参与VIP飞机整装市场竞争的雄心，也已在这方面建成了相当的能力。不过，这些能力此前只是应用在政府拥有的行政公务机上。

金鹿公务获WTA颁发“全球最佳公务机公司”奖

在2017年WTA世界旅游大奖颁奖典礼中，金鹿获得“世界最佳公务机公司”奖项。WTA世界旅游大奖是业界最具声望的颁奖活动，于每年2月在土耳其伊斯坦布尔举办的世界旅游论坛全球会议期间举行。WTA世界旅游大奖组委会认为，金鹿公务全力追求创新和卓越的精神值得赞赏。颁奖词说道，“金鹿是业界首家进化为豪华和艺术品牌的公务机公司，为业内引进了许多先驱产品和服务，比如世界上首架VVIP 787“梦想客机”。

航服信息网站AC-U-KWIK改版

30年来，AC-U-KWIK网站一直致力于为航空用户提供精确的、最新机场和FBO信息。如今，该网站经过重新改版后重新上线。目前，新网站不仅可以为免费注册的用户提供更深入的机场数据信息，还可以为高端用户提供额外的信息。新网站不仅改进了地图精度，扩展了美国的海关数据，还增加了更多的FBO和服务细节信息。此外，该网站还改进了距离计算器。AC-U-KWIK是美国Penton公司旗下的一家公务航空信息服务公司。

霍克太平洋吉隆坡中心获“猎鹰”维修许可

霍克太平洋在马来西亚吉隆坡的维修中心现在是“猎鹰”8X、7X、2000EX EASy和900EX EASy系列飞机的授权服务中心。该中心位于马来西亚柔佛的苏丹阿齐兹阿卜杜勒机场（ICAO编号WMSA），面积3344m²，已通过ISO9001；9008认证，并获得马来西亚145部的DCAM认证，预计到年中会获得FAA和EASA认证。该中心还可以进行飞机日常修理、大修、改装、内饰改装和升级，以及全天候停场支持，包括可随时出动的技术团队。霍克太平洋还在新加坡设有“猎鹰”公务机的授权服务中心。

Zetta Jet全球机队数量继续增长

Zetta Jet是位于新加坡的豪华公务机运营商。其业务一直在快速增长。近期，Zetta Jet接收了第14架庞巴迪“环球”6000超远程公务机。这14架公务机的运营基地位于洛杉矶。Zetta Jet于2015年8月通过一架“环球”6000起家，并于2016年9月成为全球第一接收到带Ka波段卫星设备“环球”6000的运营商。此外，Zetta Jet订购了更多的环球系列公务机，以及4架“挑战者”605，其中一架已经到位。Zetta Jet在本届ABACE上展出了一架“环球”6000。

逸华交付首架EASA认证的SBJ公务机

逸华集团通过美国印第安纳波利斯的整装中心，向客户交付了一架带欧洲EASA认证的苏霍伊（SBJ）公务机。这架飞机交付给了哈萨克斯坦的Kazakhmys集团，这是包机市场上的首架苏霍伊公务机，拥有19个座位，由逸华设计的当代风格内饰通过了起飞和着陆认证。这架飞机将由逸华在中亚地区的本地运营商管理。逸华整装中心CEO Scott Meyer表示：“这是苏霍伊公务机是SSJ100支线飞机首次以公务机内饰获得EASA认证。

Metrojet获得IS-BAO最高安全认证

美捷香港商用飞机有限公司是亚洲较大的公务机运营商和维修服务商，目前该公司已通过公务机国际运行标准(IS-BAO)第三阶段的审核，从而更好的满足国际安全标准。第三阶段的认证是由国际公务航空协会(IBAC)签发的最高等级证书。美捷首席执行官戴彼安说：“无事故运营20年对美捷来说是一个重要的里程碑。美捷拥有自己的安全管理体系(SMS)，并与亚洲第一家获得SMS认证的公务航空公司。”

2架BBJ, 1架ACJ交付到亚太区/中国

又有3架亚太地区和中国地区客户订购的波音公务机完工。它们分别是：亚洲一位客户订购的2架全新的BBJ777-300ER和在大中华地区一位不愿透露姓名的VIP客户订购的ACJ319。首架ACJ319已送往JET Aviation在瑞士巴塞尔的整装和维修中心，随后，第二架ACJ319于去年10月在汉莎技术完工。目前汉莎技术已为亚太地区客户完成30多架大型公务机的整装工作。
David Best Joins Jet Aviation

Jet Aviation has appointed David Best as head of its Global Business Development department. Based in Florida, Best will identify, investigate, evaluate, develop and integrate strategic business alliances. He joins the company from Claymore Hill Advisory LLC based in Orlando, FL, of which he was the founder and principal. Prior to returning to the U.S. in 2015, Best was President of BBA Aviation Asia Pacific, based in Singapore, leading strategic development of the Services and Aftermarket business, along with the operational performance of other BBA Aviation companies in the region.

Kalmeta to Universal Weather and Aviation

Universal Weather and Aviation (Booth H210) has appointed Sarah Kalmeta as Regional Operations Director for the Asia-Pacific region. Kalmeta, based in Hong Kong, will be responsible for operational management and day-to-day leadership in the region across all of the company’s business units. She is fluent in English and basic Mandarin, and was most recently Head of Flight Services for Hong Kong Jet in Hong Kong. “Sarah will lever age her extensive experience in business aviation and flight operations to support our Universal Aviation locations in Asia with growth, safety standards, and operational efficiencies,” said Charlie Mularski, Regional Vice President, APAC, Universal. Kalmeta has also joined the board of AsBAA.

Gary Dolski to Metrojet Charter

Industry veteran Gary Dolski is joining Hong Kong-based Metrojet as Managing Director of Aircraft Management and Charter, which covers flight operations, aircraft management and charter sales, client services and CAMO across Hong Kong, Singapore and China. With more than 35 years of industry experience, including leadership positions at Bombardier, MD Helicopters and Jet Aviation, Dolski brings exceptional business experience and connections from across Asia Pacific, Metrojet says. “Asia is an exciting market for business aviation as the growth potential is very promising. I look forward to further driving Metrojet’s into greater heights in Hong Kong, China and South East Asia,” he says.

Gulfstream Names GM for MRO

Gulfstream Aerospace Corp. in January appointed Bin Zhang general manager of its service center in Beijing. Zhang reports to Barry Russell, vice president of Service Operations, Gulfstream Product Support. He will be responsible for all aspects of Gulfstream Beijing, a service facility for Gulfstream aircraft with more than 50 employees. Zhang was earlier general manager of the Goodrich Aerostructures (now United Technologies) facility for nacelles and thrust reversers in Tianjin, China. Gulfstream opened its Beijing service center in 2012 as a joint venture with Hainan Airlines Group subsidiaries Hainan Aviation Technik and Deer Jet. Since then it has serviced more than 600 aircraft.

JSSI Appoints Asia Manager Jaslyn Chan

Jet Support Services, Inc. (JSSI), the leading independent provider of pre-paid maintenance programs to the business aviation industry, has appointed Jaslyn Chan as the new president of JSSI Asia. Chan will provide strategic leadership from JSSI’s regional headquarters in Hong Kong as part of the company’s continued growth in Asia, Australia and New Zealand. In her most recent role she was responsible for marketing and business development at TAG Aviation Asia, managing over 50 private aircraft. Previously, she was director and chief operating officer at Asia Jet Partners, overseeing operations and strategic planning for the business. Booth P114.
第十七届
北京国际航空展
2017年9月19日-22日
CNCC. BEIJING. CHINA
AVIATION EXPO/CHINA 2017
(17TH EXPO)
SEP 19-22, 2017
HondaJet 航空的艺术

就是现在，HondaJet，最先进的轻型喷射机第一次在中国亮相
请来上海 ABACE（2017 年 4 月 11-13 日）1号展位探访 HondaJet