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Bell Helicopter's View
of Central Europe

Gulfstream's
Perspective
of European Market

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BELL HELICOPTER'S VIEW OF CENTRAL EUROPE

Patrick Moulay is the Vice President of Global Sales and Marketing for Bell Helicopter Textron.

In his current role, Patrick is responsible for leading the sales and marketing strategies around the globe, working with the global sales team to promote Bell Helicopter's current and next generation commercial products. In 2015, the Commercial Sales and Marketing organization was combined with Commercial Programs, establishing the Commercial Business Unit. *He talks with Aviation Times about his role and the importance of the central European market to Bell Helicopter Textron.*

WHAT IS BELL'S VIEW OF THE MARKET IN CENTRAL EUROPE?

Globally, the helicopter market is facing significant headwinds, yet customers are choosing Bell Helicopter over the competition. We Anticipate continued growth for Bell Helicopter commercial air-craft in Europe over the coming year with a particular focus on Central Europe. We notice that with the current political environment in the region, Central European countries are looking to upgrade their helicopter fleets looking for more modern aircraft.

WHICH HELICOPTER ARE YOU FINDING OUR MOST POPULAR IN THE REGION?

We expect Growth in corporate/VIP segment whith the 429 and

505. Customers are responding to the Bell 505 – it is truly a global platform. We also see potential in law enforcement and HEMS with the Bell 429 accross Europe. Just to highlight a few achievements over the last 12 months from our team in europe:

- Outstanding customer response in Europe to the Bell 505
- Sold first Bell 429 VVIP MAGnificent in Russia
- First Bell



407GXP sold in Europe to SARAN in Turkey

- First Bell 429 in Siberia to operate in extreme cold
- First sale by our Italian office – Bell 407GX to Elicompany
- First sale of Bell 407 GXP to German customer
- Delivery of three Bell 429 to Slovakia
- Delivery of Bell 412 to Czech National Police.

HOW WOULD YOU DESCRIBE A TYPICAL CUSTOMER FROM THE REGION? ARE THERE ANY UNIQUE REQUIREMENTS?

Safety, reliability and operating costs are on all of our customers' minds. In this region, as in many others, customers want to know that they will have local support during the entire lifecycle of the aircraft. To this point, our approach of making strategic investments in our products, people and facilities has driven stronger results in Europe.

We have the largest support network in the industry with over one

Safety, reliability and operating costs are on all of our customers' minds. In this region, as in many others, customers want to know that they will have local support during the entire lifecycle of the aircraft.

hundred Authorized Customer Service Facilities in thirty four countries. We are committed to having resources where customers operate to speed up delivery of service and support, and give customers access to resources who are easy to reach, know the operating environment and understand their needs. This is truly a key decision maker for our customers.

WHAT CHANGES DO YOU SEE FOR THE FUTURE?

We see a helicopter commercial market which is currently struggling but that will pick up again in 2017. Central European countries have growing economies and will be looking to continue upgrade their aircraft to better fulfil their missions.

HOW MUCH BUSINESS DOES THE BELL PORTFOLIO OF HELICOPTERS CONDUCT IN CENTRAL EUROPE?

Our approach of making strategic investments in our products, people and facilities has driven strong results in Europe. We also renewed investment in this important part of the region creating a growing presence investing in our European Customization & Delivery Center in Prague acquired in 2010. We have recently broken ground to build a paint booth in Prague for full customization capabilities and received Russian Civil Aviation Authority (CAA) certification to perform maintenance on Russian registered aircraft. Prague is truly at the center of our Bell Helicopter operations in Europe and we believe that with our new commercial products and a growing local presence in Central Europe, this will lead to growing successes for Bell Helicopter in this part of the world. Our latest deliveries in Central Europe include a Bell 412 to the

Czech National Police and a Bell 429 to the Slovakian Police.

WHAT IS YOUR OPINION ON PREDICTIONS OF FUTURE GROWTH IN THE REGION (CZECH REPUBLIC AND SLOVAKIA)?

As mentioned above, we are heavily investing in the Czech Republic and are fully committed to continue our investment in the country in the future. Prague is our European hub for Customization and Delivery and we are proud to have an established presence in the Czech Republic. There are ongoing opportunities and tenders in these two countries, which are of great interest for Bell Helicopter.

HOW DID YOU GET TO AVIATION? WHO OR WHAT WAS THE PRIMARY IMPULSE?

The world of aviation has always fascinated me, growing up, my dream was to become a pilot. Things worked out a little differently, but I still managed to join the industry that, to this day, still makes me dream.

HOW IMPORTANT IS AVIATION FOR YOU IN YOUR PRIVATE DIMENSION?

I am extremely passionate about my job and this industry, I couldn't invest myself as much as I do if I wasn't. My work takes me around the world and I am constantly learning new things, meeting new people. It brings me joy and I take a lot of pride in my work. There is nothing more rewarding than to meet with our customers and see the impact that our helicopters make on their lives. In so many cases, our helicopters carry out such noble missions – being a part of that feels really great.

PM'S CHAMBER OF SECRETS: WHAT MAKES YOU MOST HAPPY IN YOUR WORK?

What I love the most is meeting new customers all over the world. It is so interesting to learn about their lives, backgrounds and cultures.

AL 



BOMBARDIER CREATES WORLDWIDE LEARJET AIRCRAFT SALES TEAM

Bombardier Business Aircraft reaffirmed its commitment to the success of the Learjet product family by announcing the creation of a dedicated, worldwide sales team with the Learjet 70 and Learjet 75 aircraft as its singular focus. To that end, Mike Fahey is appointed Vice President, Learjet Aircraft Sales, assuming overall responsibility and accountability for the Learjet program worldwide.

Mike began his career in 1981 as Sales Director for South East Asia and was assigned positions of increasing responsibility over the years. In 2010, he was appointed Vice President of Sales for Learjet and Pre-Owned aircraft. "We are proud of Learjet's legacy and remain committed to its continued success," said Peter Likoray, Senior Vice President, Sales, Bombardier Business Aircraft. "Mike is an in-

dustry veteran with a proven track record and, together with his team, will bring a singular focus to a strong and legendary brand with more than 2200 aircraft operating around the world." "Learjet 70 and Learjet 75 aircraft are key pillars of Bombardier Business Aircraft's industry-leading portfolio," added Likoray. "They offer the performance, operating cost and comfort advantages that have be-

come synonymous with Learjet and Bombardier these past decades." Bombardier also announced that its pre-owned aircraft sales activities would be led going forward by Peter Bromby, newly appointed Regional Vice President of Pre-Owned aircraft. Peter is a seasoned professional who brings over 20 years of experience in the Aviation Sales industry. 

MICHAL BREJCHA

APPOINTED AS CHIEF FINANCIAL OFFICER OF ABS JETS

ABS Jets, one of central Europe's leading business aviation companies has appointed Michal Brejcha to the role of Chief Financial Officer (CFO).

Michal has joined ABS Jets from Home Credit, a leading consumer finance provider with operations in 11 countries. Michal worked for over 15 years for PPF group and with his key role in Home Credit Vietnam where he was incremental in setting up processes to build up and start up its Vietnamese branch. In his new role at ABS Jets Michal will take on responsibilities for many of ABS Jets financial activities, including audits and financial statements.



GULFSTREAM'S PERSPECTIVE OF EUROPEAN MARKET

Trevor Esling is the Regional Senior Vice President, International Sales, Europe, Middle East and Africa for Gulfstream Aerospace Corp. In his role at Gulfstream, Esling is responsible for leading the Europe, Middle East and Africa sales team. He is based at the Gulfstream Sales and Design Center in Mayfair, London. He recently took time to talk with AVIATION Times about business aviation in central Europe.

WHAT IS GULFSTREAM'S VIEW OF THE MARKET IN CENTRAL EUROPE?

The European market is our second largest international market with more than 215 Gulfstream aircraft. The market continues to be steady and has grown approximately 10 percent in the past 5 years. In terms of central Europe, business aviation is still a relatively new field, so there is definitely room for growth. We've already seen the fleet expand over the past two years and look forward to more of that, as Gulfstream's two new aircraft, the Gulfstream G500 and G600, enter service in 2018 and 2019, respectively. Gulfstream has a modest fleet in the region, so we continue to be optimistic about central Europe's potential.

WHICH AIRCRAFT ARE YOU FINDING OUR MOST POPULAR IN THE REGION?

The two most popular Gulfstream aircraft models at this time in central Europe are the large-cabin G550 and the super midsize G200. We have G550s based in the Czech Republic, Bulgaria and Poland, and G200s based in Bulgaria, Romania and the Czech Republic.

WHAT CHANGES DO YOU SEE FOR THE FUTURE?

We are optimistic that our flagship aircraft, the G650ER, our best-in-class G280, and our newest aircraft, the G500 and G600, will draw interest in central Europe. The Gulfstream G650ER, an ultra-long-range aircraft, extends the range of a traditional G650 to 7,500 nautical miles/13,890 km at Mach 0.85 and 6,400 nm/11,853

at Mach 0.90. That's an increase of up to 500 nm/926 km over the range of the G650. The super midsize G280 offers the longest range with the best fuel efficiency in its class. The aircraft can travel 3,600 nm/6,667 km with four passengers at Mach 0.80. With the G500 and G600, which will enter service in 2018 and 2019, respectively, we have developed an optimized combination of speed, range, technology and efficiency. Speed is one of the biggest differentiators for the aircraft, with a high-speed cruise of Mach 0.90 (9/10ths the speed of sound or 956 km/hr). The G500 will be able to fly 3,800 nautical miles/7,083 km at Mach 0.90. The G600 has a 4,800-nautical-mile/8,890-km range at Mach 0.90. In addition, the G500 and G600 will have outstanding fuel

efficiency, the best overall cabin comfort and the most advanced flight deck in the industry to enhance safety.

HOW MUCH BUSINESS DOES THE GULFSTREAM PORTFOLIO OF JETS CONDUCT IN CENTRAL EUROPE?

We'll continue to see growth within the region as companies realize that these aircraft are vital business tools that enable them to grow their business and be more competitive.

WHAT IS YOUR OPINION ON PREDICTIONS OF FUTURE GROWTH IN THE REGION (CZECH REPUBLIC AND SLOVAKIA)?

As a wholly owned subsidiary of General Dynamics, a publicly traded company, we do not comment on sales or orders. That said, we hope to see a strengthening of sales with the recent entry into service of the G650ER and the introduction of the new G500 and G600.

IN YOUR OPINION WHAT IS THE KEY FACTOR TO GULFSTREAM'S SUCCESS IN CENTRAL EUROPE?

The success of our aircraft anywhere in the world is usually due to a combination of qualities: design, quality, performance, safety and reliability; technologically advanced cockpit and cabin systems; comfort and industry-leading product service and support.

HOW WOULD YOU DESCRIBE A TYPICAL CUSTOMER FROM THE REGION? ARE THERE ANY UNIQUE REQUIREMENTS?

They want the efficient, safe, reliable, flexible, technologically advanced transportation that a Gulfstream business jet provides.

AL 



Volga-Dnepr and Sheremetyevo Airport Combining Efforts for Russian Air Cargo Branch Development

Volga-Dnepr Group and Sheremetyevo International Airport have signed an agreement on long-term and mutually-beneficial cooperation in the field of cargo hub development in Sheremetyevo which corresponds high global industry.

Current agreement is a strategic step in a long-term partnership between two companies. It determines cargo air business

development goals, milestones and projects in Sheremetyevo. Both companies will be carrying out collaborative work in order

to ensure mutually beneficial and economically effective collaboration in cargo air business development in Sheremetyevo.

Particularly, companies will combine their efforts in different fields of business, including the development of cargo facility, aircraft maintenance operations and repairs, building the modern hangar complex, marketing and positioning the Sheremetyevo strengths as a globally recognized air cargo service provider trusted by both partners and clients. At the ceremony Sheremetyevo International Airport CEO Mikhail Vasilenko stated: *“This agreement is essential for the airport strategic planning and modernization. We are laying the groundwork for the future and our key goal is to consider our key partners’ strategic goals in the fields of passenger and cargo transportation. This document works as a security to fulfill the effective use of the airport’s infrastructure and in the mid-term, it creates strong premises for air cargo transportation business development. I am sure that the undertaking of this document is not only a major step in Sheremetyevo and Volga-Dnepr Group development but also a significant contribution*

to the whole cargo transportation segment in Russian Federation”. *“For Volga-Dnepr Group signing of this agreement means a strategic unity of our two companies with a key mutual goal to create a modern internationally recognized air cargo hub based in Sheremetyevo. All arrangements and mutual responsibilities between our companies stated in this agreement are first of all aimed at the provision of the best possible air cargo delivery service to our customers”,* — AirBridgeCargo CEO Sergei Lazarev added. Sheremetyevo airport will carry out complex contribution to cargo hub infrastructure development. To provide the growing demand for transit, transfer and import-export traffic flows Sheremetyevo started the construction of new cargo terminal. New innovative cargo complex with 40 000 m² of space will be put into service in 2017. The capacity of the first line will be 380 000 tons per annum, the modular form will allow the terminal to be adapted to ever changing load-carrying requisitions, this

also will allow the further capacity development to 1 million tons per annum. The new terminal will employ the automated processes and innovative technical solutions adaptive to further changes in airlines’ fleet, cargo specifications, peak service and transportation rules. New Volga-Dnepr hangar complex for aircraft maintenance and repair will become one of the major projects in Sheremetyevo air cargo hub development. Taking it’s part Volga-Dnepr Group expects the growing cargo traffic volume growth up to 430 000 tons per annum before 2020, and will assist in Sheremetyevo infrastructure development. The signed agreement will help Sheremetyevo further develop it’s cargo transportation business and mutually beneficial cooperation with other international airports, providing the increase in traffic flow and sharing of best practices in innovation and new projects implementation.



Vilnius Airport Received Marketing Award at Routes Europe 2016

Vilnius Airport received the Excellence in Airport Marketing award for aviation marketing at the international route development forum Routes Europe 2016 held in Kraków. In the under 4 million passengers category Vilnius Airport surpassed other European air gateways and was only excelled by City Airport Bremen.

In the Routes Airport Marketing Awards airport marketing actions are evaluated by airlines' representatives exclusively. This year the panel of judges was made up of employees from airBaltic, LOT Polish Airlines, TUI Thomson Airways, SAS, and Vueling. Created in 1997, the awards provide air carriers with a chance to evaluate the airports' marketing efforts in attracting new routes, promoting them in society and increasing passenger flows.

"With route development in mind, we first sought to create uniform conditions for airlines at Lithuanian airports in Vilnius, Kaunas and Palanga. By consulting with air carriers, we created the measures for the development of new routes and the increase of the number of flights. To achieve a further stable

growth in passenger numbers, we do not leave everything in the hands of airlines alone. We closely cooperate with other airports and tourism promotion organisations; together we organise marketing campaigns, various events, meetings or press conferences," explained Jūratė Baltrušaitytė, Commercial Director at Lithuanian Airports.

According to her, there are over 400 active airports in Europe which actively compete with Lithuanian airports over the attention of airlines. Though the award was received for the previous year, this year is not the time to stop as well.

In March Lithuanian airports organised an aviation networking event, CONNECT, held in the capital; over 450 attendees saw

Vilnius as an attractive destination. What is more, a delegation from Switzerland made of tour operators, travel agents, representatives from traditional and social media recently paid a visit to the country. According to the representatives from Germany, the airline which is going to launch flights between the Lithuanian capital and Zürich in June, a positive effect of this visit can already be observed on ticketing platforms.

Last year Vilnius Airport exceeded the number of 3 million passengers per year for the first time in the airport's history. In 2015, 3.3 million passengers were handled in the capital, i.e. 13.4% more compared to the figures of 2014.



Innovative 3D Printing Solutions Are "Taking Shape" within Airbus

Airbus is making significant investments in revolutionary additive layer manufacturing technologies (3D printing) – with expanding capabilities that are demonstrating the company's pioneering spirit to create new and better ways to fly.

At the centre of Airbus' innovative efforts is the company's new additive layer manufacturing initiative – which creates a grouping of experts and competencies from the aircraft manufacturer's engineering, manufacturing engineering and procurement operations. With this knowledge base, Airbus is well-positioned to define a vision, strategy and roadmap for applying 3D printing technologies. "This approach will accelerate the company's technical and industrial competencies and bring together research and technology activities directly with programmes," said Jerome Rascol, who heads this additive layer manufacturing initiative. "I can see Airbus manufacturing a 'bionic' aircraft based on 3D printing in the future, so we're taking a pragmatic, step-by-step approach," he said.

A FUTURISTIC TECHNOLOGY TAKING FLIGHT WITH AIRBUS

Additive manufacturing is a relatively quick process for creating three-dimensional parts from a digital model by adding successive thin layers of a base material. The technology results in lighter parts,

with shorter lead times, fewer materials used during production and a significant reduction in the manufacturing process' environmental footprint.

3D-printed parts already are applied in Airbus' commercial jetliner product line – from the wide-body A350 XWB to its single-aisle A320neo and the cornerstone A300/A310 Family. For example, some 2,700 plastic parts have been produced by additive manufacturing for the A350 XWB programme, with Airbus also working with the European Aviation Safety Agency (EASA) to qualify titanium components produced with 3D printing technology.

This innovative technology also has been utilized to produce pylon components for the A320neo (new engine option) developmental aircraft in support of the flight test campaign, and for out-of-production spare parts on the A300/A310 Family of jetliners.

"PRINTING TOMORROW'S TECHNOLOGY"

With its additive layer manufacturing initiative, the company is focused on taking its capabilities

even further, Rascol explained. "There are surely applications and paradigm changes we have not thought of yet. We are thinking every day about ways to 3D print tomorrow's technology for airframes, cabins and systems." This forward-looking strategy focuses on developing methods, tools and training for 3D printing; supporting the wider application of



additive manufacturing technologies in Airbus' supply chain; as well as cooperating with airworthiness authorities to quality materials and processes for certification.



Having coffee with a Ground Guy

I'm sitting down for a cup of coffee with Karol Bodnar, the CEO of Euro Jet Intercontinental Ltd. Everyone knows him as Charlie and knows the company simply as Euro Jet. Charlie began his aviation career working on the ramp for the Slovak Airport Authority, eventually becoming a lead agent for a US flight support company headquartered in Houston. He then became General Manager of Europe for FERAS, where he led a team of 50 people. He knows the ground handling business from the ground up, in a manner of speaking. Charlie, a Slovak from origin and fluent in English, Russian, Hungarian, Czech and Slovak, may be the best person to explain the aviation ground service situation in Eastern Europe.

"The more corporations grew and invested throughout Eastern Europe, they wanted to fly to airports as close as possible to their local businesses. They were confronted with the challenge to land at small airports without any infrastructure. Especially in Eastern Europe the necessary infrastructure is absent. FBO facilities are uncommon. The airports don't focus on general aviation and a concession to develop an FBO is rarely given. If one is lucky, the airport is willing to somewhat separate general from commercial aviation and one can get a separate entrance for the crew and a room that could be used as a lounge. In most cases these airports are too small to justify having an FBO and they are not interested in operating a lounge themselves. If an airport would request an investment to set

up an FBO, the government would not approve it anyway. In the meantime, business aviation operators have a hard time understanding that their passengers will have to stand in the same line as those travelling with a low cost carrier."

Charlie has over sixteen years of experience working in different sectors of the aviation industry. He is certified in weight and balance preparation, handling dangerous goods as well as NATA Safety 1st. Charlie graduated from the Military Aviation Academy in Kosice, Slovakia with an Engineering Degree. He has an MBA from the University of Pittsburgh's Joseph M. Katz Graduate School of Business. He has extensive international working experience in Europe, Russia, and the Middle East.

"I'm a 'ground guy'! I know what I want from an airport but I also understand the airport's perspective. So I am not trying to be difficult when asking for something unusual, rather I am trying to take care of what is in the interest of my customer."





He is well qualified to evaluate what is happening in his part of the industry. He explains how Euro Jet came about and what it has to offer: *“From the beginning our goal was to provide our services at every airport in Eastern Europe and Central Asia. If an operator needs to fly to a particular airport, Euro Jet has a representative on location to meet the plane, welcome passengers and crew, escort them, and make all arrangements to help them through. We offer a complete range of supporting services at almost any location. Our station managers are all are fully trained with many years of experience working at the airport.”*

Euro Jet’s network now covers over 200 airports in 34 countries. Outside its core region, it has an extensive network of partners that provide the same outstanding service. Getting back to the issues of airports and business aviation, Charlie continues: *“The airports in Central and Eastern Europe just don’t understand the significance of*

business aviation. In their eyes they are dealing with a 19 ton aircraft and assuming that they will not make much money off it. They don’t think that a foreign investment to their region will not arrive with an airline or low cost carrier, but rather with a private jet. The airports don’t understand FBOs and the partners they may have to deal with. They are nervous about a foreign service provider. There is a fear of losing control. Imagine that you have a backyard and someone wants to set up a shack there. It doesn’t feel good. Same feeling as when an FBO is setting up an operation at your airport.”

Eastern Europe from the Baltic to the Black Sea is quite a stretch with different scenarios in the industry. At Bucharest’s Otopeni Airport there is an FBO and it is understood that an FBO is a prestigious gateway to the country. Down in Bulgaria or in Kyrgyzstan or Kazakhstan they are practically nonexistent. *“Airports with less than two million passengers have a monopoly; they*

don’t need anyone. But if they are located in the EU and have more than two million passengers they are confronted with a situation that is unusual for them; the market has to be open for bids. In that case there may be a separate ground handling service provider on the premise. But, we are different anyway. Besides ground handling support, we provide permits, fuel, flight planning, hotel arrangements, crew transportation, and catering. And we also provide credit and pre-payment. A pilot does not want to play accountant and collect receipts for the various services by different suppliers and providers. He just deals with us. For instance, imagine that a plane has a maintenance problem in Budapest. There is no maintenance facility. One would have to speak to two or three vendors, make hangarage arrangements and get authorization for the workers. Things can become complicated, but for my team of 200, it is merely a challenge that we can handle 24/7. We prefer to deal directly with airports

and not through third parties. In dealing with airports we can make more happen for the customer.”

Over the past several years, Euro Jet has devoted its time to developing infrastructure throughout its core region. In Prague it has a heated hangar facility capable of storing multiple aircraft. Furthermore according to Charlie: *“We have created complimentary crew lounges because we recognize that while the passengers will quickly depart or board the aircraft and be on their way, at many airports there is no place for the crew to prepare for the next flight or even just relax. We have designed these lounges to*

be a home away from home and have comfortable couches, full work stations, flat screen televisions, and assorted snacks and beverages.”

Euro Jet currently has lounges located in Prague, Czech Republic; Tivat, Montenegro; Zagreb, Croatia; Kiev, Ukraine; Bucharest, Romania; and Poprad, Slovakia. They will soon open up new lounges in Karlovy Vary, Czech Republic and Dubrovnik, Croatia. Euro Jet handles 8,000 flights a year on Executive Jets, Commercial, Cargo, and Military aircraft. Charlie wishes that business aviation is treated better by airports in Eastern Europe and Central Asia and those governments would

be more supportive and approve investment in appropriate facilities. It would make a better impression to business executives, celebrities and government guests if they arrive with the full VIP treatment. As for the role of Euro Jet and the services it wants to provide Charlie says: *“The way I see things, is that you cannot afford to have anything go wrong, and it is our job to ensure anything related to a flight goes perfectly. It is a Question of Trust. We don’t want to just be a service provider, we want to be a trusted partner.”*

Cdr. Bud Slabbaert 





ABS Jets cooperates with Honeywell on the WIS application

ABS Jets, the Prague based business jet operator, works closely with Honeywell on further enhancements of an in-flight weather awareness application, known as “Weather Information Service” (WIS). ABS Jets and their crews collaborate with Honeywell on design and validation of new features appearing soon in future releases of WIS.

The WIS application was first demonstrated at Brno in June last year on Honeywell’s experimental Boeing 757 and later adjusted in order to become compatible with Airbus cockpit philosophy. The system works so well ABS Jets are now working with it to assess the benefits for wide range of business aircraft.

Using WIS on an Electronic Flight Bag (EFB) improves crew’s strategic decision making and ultimately increases flight efficiency, safety and passenger comfort. This is achieved by a rich set of meteorological products efficiently complementing standard onboard weather radar observations. With WIS the flight crew is able to graphically assess the latest weather observations and predictions what gives the pilots the possibility to adjust the flight plan in order to avoid areas of turbulence or obtain detailed information on the position and extent of thunder-

storm clouds. WIS displays current meteorological information in an intuitive graphical form, which helps the crew with fast and accurate interpretation of the provided data. One of the most attractive feature of the app is called Weather Radar, which displays potentially hazardous weather conditions along the planned flight trajectory. WIS also alerts pilots to localized dangerous turbulent conditions (Clear Air Turbulence), which helps to create a more pleasant journey for passengers.

ABS Jets Chief Executive, Vladimir Petak has been impressed by the results, he advises “This is a great opportunity for us and I am very pleased to be working with this application on our fleet of aircraft. It is great for our flight crew to be able to have accurate notifications about weather patterns along the route, this is particularly good to deliver real time information directly to the crew. It is also good news for the passengers ensuring a smoother and more comfortable flight, I look forward to rolling this out throughout our fleet of aircraft.”

Jan Kralik of ABS Jets added “ABS Jets uses the latest release of WIS on its iPad-based Class II EFBs and at the same time is actively involved in the evaluation of coming features and planned system improvements. The assessment is provided from the perspective of flight crew and Operational Control Center, too. The results are instantly reported back to the Honeywell team in order to be implemented soon in newer releases of WIS.”

ABS Jets are exhibiting at EBACE, booth number V044.



ABS JETS RANKED NO. 1 FOR MAINTENANCE SERVICES

At the recent Embraer Executive Operator Conference in Munich ABS Jets were ranked in first place for the provision of aircraft maintenance services and AOG support in the EMEA region. It was noted that ABS Jets were particularly effective in terms of response time and availability. This is a major achievement by ABS Jets following diligent work to continually improve and raise the standards of maintenance work the company offers.

Maintenance is a key part of ABS Jets business, the company’s facilities include 4000 square meters of hangar space and can support up to 48 aircraft all taken care of by 51 qualified technicians. ABS Jets has maintenance facilities in Prague and Bratislava and is an Embraer approved service center. They have expe-

rience in working with and delivering global 24/7 support for a wide range of aircraft.

ABS Jets CEO, Vladimir Petak was very pleased to be advised of the number 1 ranking, he said “It is very gratifying to be known as the number 1 maintenance provider. This is great news and a wonderful reflection on the hard work by everyone at ABS Jets in providing the maintenance work of such high quality and excellent standards of service.”

ABS Jets Technical Director, Thierry Barre added “This demonstrates the progress we have made at ABS Jets with our maintenance facilities. It is taking time, investment, training and a lot of hard work but these results are well worth it.”



HOW IS JUNE SO SPECIAL FOR AVIATION TRAINING?

For a number of professions, particular time of the year is a little bit more important than others in regards to the job search and hiring. Let's say for teachers, summer is that season when they look for new jobs. Other professions like construction workers, cabin crew, or anything related to agriculture are focused on the job search in the early spring, because summer is the busiest season. Believe it or not, the same seasonality applies to the pilot profession, and particularly young pilots.

WHAT IS THE PERFECT TIME FOR TRAINING?

Nothing is perfect for everyone, but some people see benefits where others just can't seem to find anything positive. The same goes with the timing of the pilot training. The approximate duration of ATPL Integrated course amongst aviation training academies varies between 16 to 24 months or even longer. You must wonder how the number of months that takes to acquire commercial pilot license is

related to the month of June. Well, first of all – the month you start your training determines the month that it ends. At the academies that provide well structured, managed and timely pilot training, ATPL Integrated training can be flawlessly taught in 16 or 18 months. This assures that student-pilots hold their licenses in hand in the mid-fall. Why is it important? Historically looking at the tendencies, it is the time when airlines open up their recruitment offices and anticipate the flood of the resumes from

freshly graduated student-pilots to fill their vacant First Officer positions.

HOW DOES IT PLAY INTO YOUR BENEFIT?

It is obvious that summer is the busiest season for pretty much any airline, therefore, they have to prepare to take every vacationer to the desired destination. Because of the pilot retirement, growth tendencies or natural pilot movement between the airlines, companies need new pilots to fill the vacant crew

positions. So taking it all into account, the best time to hire new pilots and train them for the specific aircraft type is fall and winter. This assures airlines, that by the time the busiest season comes, the cockpit seats will be occupied by well trained and professional pilots. And to tell you the truth, there will be plenty of cockpits to fill just by looking at the 2015 aircraft delivery data worldwide.

WHO'S GOT THE NEWEST FLEET?

To give you a brief outlook on the situation in the future, we can take a quick look at the aircraft purchasing data from 2015 produced by Flight International Magazine and this will give a very good estimate where every young pilot should keep an eye on.

ASIA PACIFIC ON THE RUN

By dividing the world into regions, we can see that Asia is nowhere near abandoning the leader position in value or aircraft number. The entire Asia Pacific region acquired 623 aircraft worth 43, 6 billion dollars. The leading airlines with the most units purchased are China Eastern Airlines, China Southern Airlines, Korean Air, Air China, and All Nippon Airways. It is worth mentioning that Asia Pacific specifically focused on acquiring 454 narrowbody aircraft which is important for young pilots because those are the aircraft where pilots build their experience. But Asia also leads in widebody aircraft deliveries with 169 new airplanes and that makes them the fastest and the most rapidly growing

region in the world.

NORTH AMERICA ON A STEADY RISE

Next up is North America with 252 newly purchased aircraft that is worth 16, 4 billion dollars and the lead is taken by American Airlines with 70 unit fleet increase. It is followed by United Airlines, FedEx, Delta Air Lines, and Southwest Airlines. The favored aircraft brand in North America was definitely Boeing, however the brand is also liked by a number of Asia Pacific carriers and of course Ryanair.

EUROPE LED BY TURKISH AIRLINES

Then Europe steps in with 243 units worth 17, 8 billion dollars. The leader in the region is Turkish Airlines with 21 Airbus aircraft and the total of 33 units. Lufthansa and British Airways also stepped into the Top 5, along with two popular low cost carriers – Ryanair and EasyJet. In 2015 European region expanded by 180 narrowbody and 63 widebody aircraft which will make the region even more connected than ever before.

MIDDLE EAST IS GOING BIG

Middle East continues to carry the flag of the wealthiest region and even if it did not acquire the most aircraft in units, it certainly spent the most amount for the fleet expansion. Emirates Airlines never denied its appreciation towards Airbus A380, therefore it is not surprising that company purchased 26 units with the cost of 3, 4 billion dollars. Other big spenders include Qatar Airways, Etihad Airways, Saudia, and Kuwait Airways. These

companies, along with the smaller industry players purchased 123 aircraft for 14, 3 billion dollars. Middle East isn't only going big in terms of the dollar amount, but also the size of the aircraft. The region acquired 51 single-aisle and 72 twin-aisle aircraft.

LATIN AMERICA AND AFRICA SLOW, BUT MOVING FORWARD

Looking at the numbers in these two continents we see additional 97 aircraft (5,9 billion dollars) in Latin America and 29 (2, 6 billion dollars) in Africa. Latin American leaders in the sky are LAN Airlines, Avianca Brazil, Avianca, Aeromexico, and TAM Linhas Aereas. African leaders are well known and heard about thus it is not surprising on the Top 5 list to see Ethiopian Airlines, Kenya Airways, Air Algerie, Tunisair, and Royal Air Maroc.

HOW DOES IT ALL BIND UP TOGETHER?

In case you have been wondering, all of these aircraft number and information does tie up with June, because it all plays a significant role in your future. Making a conscientious decision to begin your pilot studies requires good timing calculations and clear five year plan with actions. Such growth and expansion information about airlines is important because it helps you to see which direction you should steer your career into in order to be successful. But it is all doable and manageable if you do your homework before hand and weight every option that is in front of you!

Amsterdam Airport Schiphol Wins Routes Europe Marketing Award in Kraków

Amsterdam Airport Schiphol, one of Europe's leading hub airports was announced as the overall winner of the Routes Europe edition of the Routes 2016 Marketing Awards which were formally announced on 25 April 2016 during the Networking Evening event which took place at ICE Kraków in Poland.



Kraków - a European Centre of Aviation Industry

From April 23 till April 26, Kraków was a European centre of the aviation industry. More than 1 200 delegates: representatives of airlines, airports and tourism authorities were in the capital of Małopolska to participate in Routes Europe 2016 hosted by Kraków Airport.

Speaking just after receiving the highly regarded accolade, Lotte Harbers, director aviation marketing, Amsterdam Airport Schiphol said: *“It is a great pleasure for us to come up onto the stage to collect this award voted for by our airline partners. We are really happy as it is important for us to be recognised by the industry. We have been nominated many times previously so it is great to take home the prize.”*

“It feels great to be out on top again as it shows that airlines really value what we do for them. That is what counts the most for us,” added Marcel Lekkerkerk, director aviation marketing, Amsterdam Airport Schiphol. Amsterdam Airport Schiphol, home to KLM Royal Dutch Airlines, welcomed ten new airlines in 2015, including Aegean Airlines, Air Canada, Qatar Airways and Ryanair and opened 21 new destinations that include Krakow, Belfast City, Mumbai and Salt Lake City. One of the judges commented

that the Amsterdam aviation marketing team excels in maintaining good relationships and airline support. *“Their creativity and professionalism is proven by the numbers of new entrants and direct services, while still managing to pay attention to existing carriers,”* they said. *“We like to give the airlines the personal touch and not a general approach. We treat all of our airline partners differently and provide solutions that support their business needs to deliver a sustainable solution for both parties,”* said Ms Harbers. Amsterdam's growth has been shared across all segments including key hub and low-cost traffic. This will continue through 2016 and there's already a few big airline names already committed to starting flights to Amsterdam over the remainder of this year, including Aeromexico and China Eastern Airlines, while Jet Airways has recently launched a scissor hub serving Delhi,

Mumbai and Toronto. The airport has numerous growth targets and has no plans to relax its strategy having won the Marketing Award. As a major SkyTeam hub, Lekkerkerk jokes: *“We now have 17 out of the 20 SkyTeam members serving Amsterdam... so, there's still three more for us to work on!”* The awards, which are voted exclusively by airlines, are split into four categories comprising of three airport categories, split by size and a destination category for the best destination marketing campaign by a tourism authority. Amsterdam Airport Schiphol was also named as the winner in the over 20 million passengers category, while Athens International Airport was honoured in the 4-20 million passengers category; City Airport Bremen in the under 4 million passengers category and Innovation Norway in the Destination Marketing category. 

World Routes, an international forum, is organised each year, as well as regional Routes forums in Asia, Africa, Europe, both Americas and the Commonwealth of Independent States. The participation in this event gives the aviation industry and the global aviation market representatives the opportunity to implement new business ideas and to reach out to customers and facilitates the roll-out of new products as well as brand marketing and the launch of new flight routes.

During Routes Europe 2016, which started on April 23 in Kraków, more than 4 500 meetings between airports' representatives and carriers took place; during such 20-minute meetings airline representatives were encouraged to launch new flight routes. More than 40 such meetings have been planned by the representatives of Kraków Airport. On Sunday, a “Strategy Summit” conference also took place, during which experts discussed the future of regional airlines, innovations and changes in the aviation market. On

Monday, a “Networking Evening” took place, an event during which Marketing Routes Awards were presented; these are important awards because they are given to airports by carriers. Kraków Airport received this award twice, in 2013 and 2014. Routes Europe 2016 was organised as a part of a consistent strategy implemented in order to strengthen the position of Kraków Airport in the international aviation market. Relations of Kraków Airport with market players, including airlines, regions and tourism authorities are based on mutual understanding of needs and expectations of the parties. One of the key elements of the process of acquiring new flight routes is the assessment of the airport's impact area. Routes Europe 2016 provides an excellent chance to present tourist attractions and business opportunities offered by Kraków and Małopolska. It is also an opportunity for local authorities to promote the region, which is an important success factor in this competitive market. Participants of

Routes Europe had a chance to take part in various tours included in the tour programme which enabled them to admire attractions of the city and the region. Delegates also took part in the charity run along the Vistula river and in the friendly football match. Money raised during these charity events were used to pay for the treatment of a child of one of Kraków Airport's employees.

During the 5 days of Routes Europe 2016, Kraków Airport, together with official partners: the City of Kraków and Małopolska Region, had a unique opportunity to present Kraków Airport, Kraków and Małopolska to European and global representatives of the industry. The main objective of Kraków Airport as a host of Routes Europe 2016 was to guarantee the high quality of meetings, carry out promotional activities and organise the event in a professional way. 



The Sapphire Pegasus Awards Sparkle In Prague

The evening of Friday 8th April saw the spectacular inaugural presentation of the Sapphire Pegasus Awards. The awards dinner and presentation took place in the impressive Boscolo Hotel in Prague.

The evening started with a champagne reception in the beautiful foyer of the Boscolo hotel. As guests took their seats for dinner they were treated to a special performance by Crystalle and her special dance performance titled WINGED- Thoughts on Flying. The formal proceedings started with a series of welcome speeches by members of the Advisory Board, Fabio Gamba (EBAA) gave the opening address and was followed by Dagmar Grossmann (CEPA Expo) and Anna Serejkina (RUBAA). In his opening remarks Fabio Gamba, CEO of the European

Business Aviation Association, commented *“This initiative could not come at a better time as I believe that in these challenging times, it is important for us to also celebrate our successes.”* He went on to say that *“These awards are a tribute to the Business Aviation industry, especially in central and Eastern Europe, and it is with pleasure that the EBAA is involved with an event that recognises excellence in Business Aviation.”* A special *“Outstanding Achievement”* Award was presented to Dagmar Grossman for her lifetime dedication and work to Business Aviation and the avia-

tion industry in central Europe. Antonia Lukacinova summarised the Sapphire Pegasus Awards by saying *“We have been pleased to honour all the nominees and at the same time express our gratitude for their service to the industry and its clients. We congratulate the award winners and let it be known that receiving the Sapphire Pegasus Award is a great achievement and recognition of the highest level of excellence. The Sapphire Pegasus Awards are organised by Antonia Lukacinova and Media Tribune and are sure to become an annual.”*



The evening was conducted throughout by London Toastmaster, Richard Birtchnell, and the Awards were presented by members of the Advisory Board. The Award winners were as follows:

Business Jet Operator MERIDIAN AIR COMPANY	Lifetime Achievement BRIAN HUMPHRIES
Broker – Aircraft Broker COLIBRI AIRCRAFT	Business Aviation Journalist CHARLES ALCOCK
MRO Facility JET AVIATION	Outstanding Business Aviation Performance in Russia VNUKOVO 3
Handler/Service Provider/FBO FBO RIGA	Woman in Aviation ERICA DA VEIGA
Business Aviation Airport LONDON FARNBOROUGH AIRPORT	Charity Effort UAS INTERNATIONAL FLIGHT SUPPORT
Innovation in Business Aviation VERTIS AVIATION	Outstanding Integration of Social Media BAA TRAINING
Outstanding performance in CEE DAGMAR GROSSMANN	



Nikola Tesla Airport Won the Brand Leader Award 2016

JSC Belgrade Nikola Tesla Airport won the award Brand Leader Award 2016 for setting new standards in quality, professionalism, reliability, competitiveness and innovation.

The award was received by the Executive Director, Rasa Ristivojević, at the business conference “Transport and Logistics of South East Europe and Danube Region - TIL 2016”.

Based on market analysis and standardized criteria that include continuous positive development, a high level of awareness, impact and contribution to the improvement of competitiveness in the field of transport and logistics, expert collegium of the business conference decided to award an obvious progress in business and the rapid development of Belgrade Nikola Tesla Airport.

Executive Director, Rasa Ristivojević, presented to assembled panelists and representatives of companies from Serbia and the region, the numerous records that the Belgrade Airport achieved in 2014 and 2015.

“The airport has made exceptional results in the last two years, in increase of passenger volume, cargo traffic, investment and improvement of financial performance. Enough, we have invested a lot in the last and the year before. We made a new facility “Security check-point D”, which had previously been a systemic problem, waiting for the solution for 15 years. In preparations for the re-establishment of long-haul traffic to USA, we received a report of the US Transport Security Agency TSA that does not specify any remark, and as far as Belgrade Nikola Tesla Airport is concerned, the flights to the United States can start immediately as we are fully prepared. Important investment forthcoming is the construction of “De-icing pad” which the airport did not have so far, as well as finger hall extension. We are doing all this to

increase commercial revenues as our goal is in this and next year to increase revenue from commercial activities. We have very good cooperation with airports in the region, especially with Niš Airport, Airport in Banja Luka, we donated funds and equipment to Ponikve Airport in Uzice, where it will soon be completed construction of the passenger terminal. It means a lot to the inhabitants of Zlatibor region, both for sale of their products and expansion of the tourist offer of the region.”

JSC Belgrade Nikola Tesla Airport in this year repeated the last year’s success when it also won the award Brand Leader Award 2015 as a leader in the field of air transport in Southeast Europe.

Qatar Executive Boosts Charter Fleet With An All-premium Airbus A319



Qatar Executive, the private jet division of award-winning Qatar Airways, is preparing for the holy month of Ramadan and the busy summer season by adding a second all-Premium Class Airbus A319 aircraft to its luxurious charter fleet.

As Ramadan is a very popular time to perform Umrah in Saudi Arabia, the two 40-seat all-Premium Class Airbus A319 aircraft are expected to be well-received by large families, as well as travel agents looking to charter aircraft for group bookings. Umrah travel by charter aircraft is made more comfortable and convenient with direct-aircraft access via the Executive terminal and customised immigration and customs processing. The Airbus A319 aircraft is perfectly suited for travel to Ta’if, Jeddah or Madinah from where passengers can continue the holy pilgrimage to Mecca.

In addition, the Airbus A319 aircraft can serve destinations around the globe with completely customised schedules, allowing for more

flexibility and the option to reach remote or multiple locations in the shortest amount of time in ultimate comfort. Passengers are offered an exclusive private jet experience, award-winning service, spacious cabins, and world-class cuisine. Qatar Airways Group Chief Executive, His Excellency Mr. Akbar Al Baker commented: “We are delighted to offer our distinguished clientele these bespoke charter travel solutions, and to provide them with a singular, luxurious experience at the time and location of their choosing.”

The 40-seat aircraft with a single aisle, 2-2 seating configuration, and range of up to 3,700 nm/6,850 km, can easily connect destinations throughout the Middle East with major cities in

Europe, Africa and South Asia. The seats recline and convert into 79-inch long fully-flat beds, which come with elegant Italian Frette linen and duvets. Each seat further provides generous space for work or rest, and comes equipped with power outlets, WiFi, GSM services, USB port, audio sockets and LED lighting. The two all-Premium Class Airbus A319 aircraft complement Qatar Executive’s existing long-range fleet of two brand new Gulfstream G650ER and eight modern Bombardier aircraft, including three Challenger 605s, four Global 5000s and a Global XRS, all available for worldwide charter.

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GRAPHIC DESIGN: Peter Ivan
ADVERTISING SALES: Peter Figel / Contact: news@aviation-times.aero

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