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## RUSSIAN BUSINESS AVIATION MOVES AHEAD

PAGE 6

Interview with Anna Serejkina



### Eastern European market for used private aircraft remains strong

interview with Marian Jancaric  
read on page 2



### Sukhoi SSJ-100; Mess or Success?

by Tomas Chlumecky  
read on page 10



### News from Slovakia: AELIS Group completed the sale of all 11 ATR aircraft

read on page 5



## Eastern European market for used private aircraft remains strong

Interview with Marian Jancarik

How does the Eastern business Aviation market perform? It is common to compare numbers and percentages in statistics with previous periods. Interpretation of statistics needs a professional with expertise who can put it in the proper context or else they may be misunderstood. Decision makers in various positions depend on those analyses either for investments, business expansion, or purchase and selling decisions. Marian Jancarik, Senior Aircraft

Broker and Asset Advisor at the Colibri Aircraft's Central and Eastern European office in Bratislava, Slovakia, informs us about the latest numbers of the used aircraft sales and in what light they should be seen.

The Central and Eastern European market for "used" aircraft is stable and shows signs of year to year growth, according to Marian. Last year, thirty-four transactions were recorded. Fourteen aircraft were bought from out-

side the region, twelve were sold outside the region, and eight remained within. Seven new private jets were delivered to the Czech Republic, Poland, Moldavia, and Romania. Five of them were Embraer: two Legacy 650, two Phenom 300 and one Phenom 100. The other two were a Bombardier Challenger 350 and a Dassault Falcon 2000S.

*"As for current prices levels of new and used planes, new aircraft are still sold with in-*

*centives such as discounts and maintenance packages," says Marian. "This has a strong influence on resale value which resulted in almost continuously fallen prices of used aircraft since 2008. Another declining factor is that currently the supply of used aircraft is higher than the demand because the availability of aircraft in certain regions is as quick as the world market is able to sell and resell again."*

Marian Jancarik looks back at more than ten years of

direct experience in various aviation sectors which allow him to provide solid consultation to owners and financial institutions regarding aircraft sales and aviation markets. He explains the difficulties in interpreting the various statistics in Eastern Europe.

*"In the USA and Western Europe, the current market is of-*

*ten compared to the so-called pre-crisis years. That comparison is difficult to make in our region, partly because of economic and political developments in the region in the past. In the pre-crisis years, business aviation was almost non-existent at first, but the geo-political changes resulted in strong economic growth and subsequently an appetite for private aircraft.*

*Such a sudden economic upswing is likely not to happen again but, the Eastern European market is now solid with moderate yet steady growth."*

Marian Jancarik's background has some unique specializations; he is an Embraer specialist and besides being the dedicated professional for the Central and Eastern market, he is also

an expert for transactions in the Middle East. In the past Marian was heading ABS Jets in Prague for five years; he took the helm when it was a start-up and left the company when it had become a major player in its field.

## Boeing, ANA Finalize Order for Three 787-10 Dreamliners

Boeing and All Nippon Airways (ANA) finalized an order for three 787-10 Dreamliners, valued at approximately \$900 million at list prices. With this order, originally announced as a commitment in January 2015, ANA becomes Boeing's newest 787-10 customer and first airline in Asia to operate the entire family of 787 Dreamliners.

*"We truly appreciate ANA's confidence in the 787 and this order further demonstrates our decades-long partnership with ANA,"* said Boeing Commercial Airplanes president and CEO Ray Conner. *"We are honored to play such an important role in ANA's contin-*

*ued success as they look to expand their fleet to include the entire family of 787 Dreamliners."*

ANA, the launch customer of the 787, currently operates the world's largest 787 fleet with 34 Dreamliners. The airline will further expand their future fleet with an additional 49 787s on order, leveraging the added efficiency and full flexibility of the complete 787 family.

In addition, ANA will maintain the innovative passenger experience onboard the Dreamliner that customers have grown accustomed to over the years.

The 787-10 is the third and longest member of the super-efficient 787 family. With its greater passenger and cargo capacity, high degree of commonality and passenger-pleasing features, the 787-10 will complement the family while setting a new benchmark for fuel efficiency and operating economics.

The 787-10 will be 25 to 30 percent more efficient than the airplanes it replaces and more than 10 percent better than anything offered by the competition for the future.

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## Second Falcon 8X Joins Flight Test Campaign

The second aircraft has joined the Falcon 8X flight test campaign as the ultra long range trijet continues to pass key development milestones.

Falcon 8X s/n 02 took to the skies from Dassault Aviation's Bordeaux-Mérignac facility on Monday, March 30 at 3:24 PM local time with test pilots Hervé Laverne and Etienne Faurdessus at the controls. The flight plan was similar to that of the maiden flight on February 6.

After initial checks on the digital flight controls and engine system, the pilots took the aircraft to 43,000 feet and Mach 0.8 for performance tests.

After the test routine, the aircraft ran a series of additional checks before touching down after 2 h and 45 min in the air.

"We are very pleased with the way the aircraft responded and flew," said Laverne. "It demonstrated the same flawless handling qualities as s/n 01, a very positive development at this early stage of the flight test campaign."

The aircraft will now join s/n 01 at the Dassault flight test center at Istres, near Marseille, where it will mostly serve for performance testing.

The full program will total about

200 flights and 500 flight hours through final EASA and FAA certification which is anticipated in mid-2016.

Unveiled in May 2014 at European Business Aviation Convention & Exhibition (EBACE), the latest addition to the growing Falcon business jet family rolled out on 17 December. It will offer the greatest range and the longest cabin in the Falcon line, along with the most extensive selection of cabin configurations available on any business jet.



## TAG Aviation adds sixth Gulfstream G650 to its fleet



TAG Aviation announced today that it has added a sixth Gulfstream G650 to its fleet, making it one of the largest operators of the world's fastest, ultra-long-range jet.

The Gulfstream G650, one of the most fuel-efficient aircraft, can fly near the speed of sound, with a maximum speed of Mach 0.925. With a range of 7,000 nautical miles, this private jet is capable of flying nonstop from London to Buenos Aires or Singapore. It features a wide cabin interior and is equipped with industry-leading inflight Wi-Fi and satellite communications systems. The large windows and low cabin pressure enhance comfort and reduce fatigue.

"We are proud to manage one of the world's largest fleet of this revolutionary and highly sought-after aircraft", said Graham Williamson, President Aircraft Management and Charter Services, TAG Aviation Europe. "We serve an international client base which values our expertise in aircraft management. Our focus is to provide our clients with bespoke services and identify the most techno-

logically advanced business aircraft for their specific travel needs."

"The number of Gulfstream G650 aircraft within TAG Aviation's fleet speaks to the aircraft's flexibility, reliability, comfort, technology and performance", said Trevor Esling, Regional Senior Vice President, International Sales, Gulfstream.

TAG Aviation managed the acquisition process of the G650 aircraft on behalf of the owner. The company follows a unique approach to simplifying the complexities of aircraft ownership with unique turn-key solutions for each client. It leverages its fleet size and operational experience to deliver exceptional value and uncompromising results. Globally, TAG Aviation manages a fleet of over 120 aircraft, with around 50 available for charter.



## AELIS Group completed the sale of all 11 ATR aircraft and 4 spare engines of Eurolot



AELIS Group completed the Mission. Selected in 2013 by Eurolot, the Polish Regional Airline, for the marketing of its fleet of 11 ATR aircraft (9 ATR72-200 & 2 ATR42-500 for an average age of 22 years) and 4 spare engines, AELIS Group is pleased to announce the successful sale of the last aircraft from the portfolio. All aircraft were marketed and sold all around the globe to Germany, Greece, Switzerland, Great Britain, Bangladesh, Singapore and Africa.

ATR 72-200, MSN 411 sold as the last remaining aircraft from the package of 11.

On behalf of the entire company we would like to thank Eurolot for the firm belief of ability and reliability of AELIS Group, and we are very proud to announce: "Mission accomplished! This is a result of an excellent co-operation and understanding between Eurolot and AELIS Group teams," stated Philippe Lienard, CEO of AELIS Group.

"It was a real hard work, with more than 5,300 emails exchanged, thousands of phone calls and hundreds of meetings with 145 different prospects, among which 27

were Lessors or private investors and 76 Airlines or start-up airline projects," summarized Jean-Philippe Louis from AELIS Group.

"For our airline it's quite symbolic moment - Eurolot Team will keep in memory ATR's fleet, especially because those airplanes were first to operate on Polish sky. Moreover, I am genuinely satisfied with this outstanding business case and would like to thank my Team from Eurolot as well our partner AELIS Group for a very close and intense co-operation within every step of the marketing and sale process," concluded Andrzej Juszczyński, CEO of Eurolot.



## Russian Business Aviation moves ahead

Interview with Anna Serejkina, Executive Director and Member of the Board of the Russian United Business Aviation Association (RUBAA)

*upgrading services, advancing safety levels, and improving all operation processes is the best way we can go."*

RUBAA continues to receive new membership applications and sees a growing interest in its programs and activities. Since

*"Despite of all current challenges, the Russian business aviation sector has a firm share in the global market," Anna Serejkina tells me. She is the Executive Director and Member of the Board of the Russian United Business Aviation Association (RUBAA). I wanted to find out a bit more from her about the current situation. "Airport statistics still show a moderate increase in the numbers of passengers and handled aircraft in Russia. An extensive number of Russian aviation professionals do everything possible to provide the best service, maintain high standards, and implement best practices and standards in aviation, and are open for any form of collaboration. Whether one is dealing with an economic or political situation, and whether or not we call it tensions or even a crisis, it affects everyone's life and business, regardless of profession or industry. From my point of view, adjusting to this temporary situation, at the same time*

Anna Serejkina joined RUBAA almost six years ago, the association's local and international presence received a great boost - a testament to Anna's abilities as a manager and organizer. Business aviation in Russia has a long history and continues to advance fast. Due to the country's large size and the particular nature of many industries, production sites are often located in remote regions. As a result, a flexible means of transportation is necessary. Russia is area-wise the largest landmass in the world.

*"Foreign companies consider the Russian market to be important. A large number of international businesses are represented here, from all major aircraft manufacturers to service providers and suppliers. Similarly to most other industries, business aviation comprises of an entire ecosystem where stakeholders depend on each other; it is very difficult*

*to pin point any single segment,"* says Anna, the association executive.

RUBAA was formed in 2009 through merger of the Russian Business Aviation Association (RBAA) and the United Business Aviation Association (UBAA). The purpose of the organization is to coordinate its members' entrepreneurial activities, to represent and protect their common business interests and to develop the business aviation industry in Russia.

*"Our organization aims to create awareness and popularize business aviation in the country. We explain to companies, as well as to individuals that business aviation is not only a means of comfortable and private transportation, but it is also an effective business development instrument. It may serve local enterprises and it can be a center of development itself through modernization of airport infrastructure, business cluster development around the airport, creation of new jobs, and ultimately increasing tax revenues,"* Anna explained to me.

RUBAA acts as organizer of several industry meetings - business aviation forums and seminars during the year, which have become traditional events that are recognized globally as Russia's major communication and networking platform organized for business aviation community from across Russia and beyond. These events gather industry professionals to discuss latest market

trends and challenges and to share expertise and best practices. The agenda is dedicated to the industry's most vital issues including aircraft finance, MRO, fleet management as well as ground infrastructure development and upgrades. Anna continues:

*"The most effective way to get our message across is to showcase business aviation through a number of annual regional business aviation forums in various parts of our vast country. During latest years, we went to Ufa in Bashkortostan, Kazan in Tatarstan and Gelendzhik on the Black Sea in the South. At all these events the airport was the venue as aviation infrastructure, business jets were demonstrated at static displays, and presentations were held by industry experts. Each event was supported and attended by local authorities which clearly confirms the interest of individual regions in business aviation. The forums were positively received and well covered by the media. Each event gathered at least one hundred attendees. It may be a slow process, but an effective way to promote our industry throughout the country. The participants' interest proves that we are on the right track!"*

In the past, Anna has founded several conferences and forums, among them "Transport Law as Instrument for Realization of Transport Strategy for the Period till 2030", "Business Aviation Forum", "Air Law Conference", "Human Factor in Civil Aviation: Management, Law, Technics", etc. Anna's career includes positions at a major airline and an airport operator. She was also employed by legal firms where she concentrated on project development dedicated to transport op-

eration and infrastructure, including private public partnership projects. In 2013 Ms. Serejkina received a Ph.D. with specialization in philosophy of technics. It is always a pleasure to sit down and interview a

**"Despite of all current challenges, the Russian business aviation sector has a firm share in the global market."**

professional with broad spectrum of experiences like Anna.

The airports of Moscow and St. Petersburg are undoubtedly among the leaders in the world. They offer a broad selection of facilities serving the needs of business aviation; in Moscow there is choice of airports. Russian business aviation has shown a steady growth leading to the development of regional airport infrastructure.

*"From what I hear from my foreign colleagues, regional airports outside our capital city and major cities in Russia may have some challenges in*

*terms of business aviation. But such is not typical only for Russia and it is also seen in emerging business aviation markets in a number of other countries,"* according to Anna. *"Our aviation infrastructure is subject of an ongoing development of improvements and expansions involving airports located close to the cities. Besides Moscow and St. Petersburg, many airports have received significant investments to create new facilities for business aviation. It will drive industry growth, generate new revenues for the sector and thus attract further investment."*

The number and amount of investments depends strongly on current traffic volume and forecasted future needs. Beside the aircraft flight operations, an important area of business aviation activities is service companies providing ground support for the flights, technical maintenance for aircraft and businesses engaged in catering and cleaning services. With the airport infrastructure developments and a growing demand for business aviation, new opportunities will arise in all segments of the industry in Russia.

Cdr. Bud Slabbaert 



## Ventum Air Flight Academy In Poland Takes Delivery Of Third PS-28 Cruiser



Czech Sport Aircraft announced the delivery of a PS-28 Cruiser to Ventum Air Flight Academy in Warsaw, Poland. The delivery took place at the end of March at the company's production facility in Kunovice and sees SP-GBE become the third PS-28 Cruiser to enter the fleet with Ventum Air, where it will be used in support of their internationally recognised PPL and CPL training programme.

Speaking during the handover in Kunovice, Matthew Harvey, Managing Director of Aviation Trading, the official authorised trading partner of Czech Sport Aircraft said, "Ventum Air is a very well-recognised and successful Approved Training Organisation and we thank them for the continued confidence they have shown in both the aircraft and our support network through expanding their fleet of PS-28 Cruisers. We are working closely with GB Aircraft in promoting the ben-

efits of such a cost-effective new generation training aircraft to other operators in Poland. The positive feedback that Ventum Air is receiving from students and charter customers who are using the PS-28 Cruiser is certainly very encouraging. It is with great pleasure that we hand over SP-GBE this morning."

Commenting upon taking delivery of SP-GBE, Marcin Piechota, President of the Management Board of Ventum Air Flight Academy, said, "Everybody connected to Ventum Air recognises the success of the PS-28 Cruiser and the new dimension that it has brought to our flight school in a relatively short space of time. We are delighted to be taking delivery of SP-GBE this morning. We recognise the success that Czech Sport Aircraft is having with the PS-28 Cruiser and this is no surprise when we consider the factors that influenced our decision to proceed with the initial purchase of

SP-GBC and SP-GBD. We thank GB Aircraft for their continued aftersales support and we now look forward to integrating SP-GBE into our operations."

SP-GBE has been delivered in identical livery to SP-GBC and SP-GBD with a customised Czech Sport Aircraft Yellow Classic Design paint scheme, combined with Slate Grey Standard Leather upholstery. The aircraft is configured with the ever-popular Classic cockpit with analogue instrumentation and is very well equipped as standard in production year 2015 with Stall Warning, VOR/LOC/GS navigation device with Garmin GNC 255a NAV/COM and advanced cabin heating and defogging system. SP-GBE is delivered once again as a result of the successful cooperation with GB Aircraft, the company's national importer for Poland.

GB Aircraft is based in Warsaw and is the sole importer of the PS-28

Cruiser and associated spare parts on the Polish market. Through their strategic partnership with Aviation Service Sp. z o.o., GB Aircraft also offers Part M/G CAMO and Part 145 Maintenance Organisation as well as certified Rotax maintenance.

Rafał Karski, President of the Management Board of GB Aircraft, said, "Ventum Air is certainly a great ambassador for the aircraft on the local market. The PS-28 Cruiser is generating a lot of interest and we are currently in dialogue not only with other flight schools, but also with private individuals who can see the benefits of the aircraft for recreational flying in Poland. GB Aircraft is always ready to ensure Ventum Air has the necessary assistance in support of their flight training operations and we look forward to the fleet of PS-28 Cruisers expanding even more through Poland during the year ahead."

The PS-28 Cruiser is a double-seat aircraft of full metal construction. The aircraft is arranged as a low-wing mono-plane with cantilevered wings and conventional empennage. The PS-28 Cruiser is type certified for VFR Day operations according to EASA CS-LSA regulations and can be fully commercially operated in EASA countries or in countries where the PS-28 Cruiser obtained local CAA Type Certification.

Currently a total of over 500 PS-28 Cruisers and SportCruisers have been produced. Over 200 aircraft are operating in the USA and almost 200 aircraft are operating in Europe where the company is enjoying significant sales success. The excellent flight characteristics of the aircraft and robust construction of the airframe are perfectly suited to entry-level students and this makes the SportCruiser the ideal platform for training purposes.

The facts on the market today clearly confirm the leadership of the SportCruiser within this important segment of the Light Sport Aircraft market, with the aircraft being operated in over 20 flight schools in the USA alone.

Czech Sport Aircraft is located in the city of Kunovice in the heart of the Moravian aviation valley where, from 1954 up to the present day, several aircraft have been designed, developed and manufactured. The company was formed in 2009 adding to almost 80 years of aviation pedigree and history in the city of Kunovice. Czech Sport Aircraft is focused on the research, design, development and production of Light Sport Aircraft for basic and advanced flight training, basic military pilot training, general recreational use and air tourism.

## Comlux Malta is Awarded IS-BAO Registration

Fly Comlux, the VIP airline of the Comlux Group announced that its European branch Comlux Malta Ltd has been awarded the Certificate of Registration to the International Standard for Business Aircraft Operations (IS-BAO).

Issued by the International Business Aviation Council, Montreal - Canada, and verified through an audit conducted by an independent accredited IS-BAO auditor, this certification confirms the company has programs, systems, processes and procedures in place to meet the safety and security standards of this top-of-the-range business aviation code of practice.

"Meeting this world class standard of safety and security demonstrates the commitment, hard work and professionalism of the entire Fly Comlux team, not only as a certified operator

but also as a certified aircraft management company" said Tomislav Zorman, General Manager, Fly Comlux Operational Control Center "Our charter and aircraft management customers will benefit from the assurance that our operations meet and exceed international best standards."

Andrea Zanetto CEO Fly Comlux said: "The foundation of IS-BAO is the development of a Safety Management System (SMS). Prior to the IS-BAO certification, it is important to highlight that Fly Comlux was one of the first VIP aviation companies in Europe to successfully implement a SMS fully compliant with the latest European regulations which become mandatory in October 2014. SMS allows us to enhance the safety and reliability of our VIP flight operations around the world".





## Sukhoi SSJ-100; Mess or Success?

By Tomas Chlumecky

The Sukhoi SSJ-100 is the first commercial aircraft Russia has ever produced that has some appeal to western operators, and is to open the international market for the Irkut MC-21 narrow body aircraft to follow in 2020 at best.

Sukhoi's 93 seat, \$35 million SSJ-100 has received thirty orders this year already (Aeroflot x 20, Interjet x 10) and is looking to a new stretched version by 2018. Is this aircraft a real competitor to Embraer, Bombardier and Mitsubishi? Or is it just a 'niche' aircraft mainly for the Russian Federation? It's Snecma SaM146 engine is a CFM56 derivative which is being phased out in the industry as new generation engines come on line on the Boeing MAX, C-Series, MRJ Embraer E2's and Airbus Neo aircraft.

With published SSJ fleet aircraft utilization at eight

operators between a low 93 to 166 hours per month this has to be worrying for any operator, is there a problem with support? Reliability? Or the operators? Delivery to its first Western European customer, VLM Airlines of Belgium is delayed until 3Q/2016 due to certification. As well the aircraft's future international success depends on Russia's foreign policy. If new sanctions are added, they will target the Russian aerospace industry, crushing Russia's dream of being a serious international commercial aircraft player with the SSJ-100 and future Irkut MC-21. Without international orders, no company

can be a major player in this industry, no matter how big its domestic market is.

SuperJet International SpA (a joint venture between Alenia 51%, Sukhoi 49% on the Sukhoi SSJ-100 SuperJet) with 182 orders, has received a follow on order from Mexico's Interjet for ten more of the aircraft for a list price of \$US 350 million, though no one pays list price for commercial aircraft today, not at Sukhoi for sure, and not at Boeing, Airbus, ATR, Bombardier, Mitsubishi and Embraer. I would be very surprised if Interjet paid more than \$24.5 million per unit (30% off). Interjet now has thirteen of

the 93 seat \$US 35 million list price SSJ-100's in its fleet. It is the BIG international customer now with seventeen more to be delivered. The airline chose the SSJ-100 due to its attractive price and its ability to operate from its Toluca, Mexico hub (8,466 ASL), which apparently the E-190 could not do without a major payload range penalty. The airline also has 46 x A320's with 40 x A320 Neo on order as well as 10 x A321 Neo. The airline says it is happy with its SSJ's and has a 99% reliability so far.

In a May 2014, a SSJ service statistic showed Interjet with 6 SSJ's flying only an

average of 166 flight hours per month per aircraft, 5.1 flights per day on an average sectors of 1.1 flight hours. Flying a brand new regional jet for less than 2,000 hours per year is not economical, and either the aircraft has a reliability issue or management is not efficiently utilizing the aircraft, as a new jet must fly at least 3,000 flight hours per year (250 FH/month). I am sure the A320's are flying at least ten hours per day, so why is the SSJ doing half that?

Looking at the aircraft utilization of the four airlines that went bust operating the aircraft (Armavia of Armenia, Sky Aviation of Indonesia, Lao Central of Laos, Moskovia of Russia), it is obvious the aircraft were greatly underutilized and with the high fixed cost an airline

is saddled with, your cost of operation at too low of a utilization increases CASM beyond PRASM. (Armavia 122 FH/month, Sky Aviation 111 FH/month, Lao Central 28 FH/month, Moskovia 93 FH/month). Utilization was one reason they went bust, was it the operator or the OEM at fault? Anyway, by 2014 only 84 SSJ-100's have been delivered, less than two per month since its EIS (entry into service) April, 2011. There is a plan for a stretched version by 2018. The aircraft may get caught up in the political and economic crisis that Russia is in today.

While Russia's flag carrier, Aeroflot returned the first "lite" 10 SSJ-100's to Sukhoi, which paid \$19 million to Aeroflot for each one (NOTE: indication of actual price paid by

Aeroflot though Sukhoi has confirmed a price of \$16.6 million to Aeroflot, the extra \$2.4 million per aircraft was for operational lost revenue), the early 'lite' version was problematic and will be replaced with the LR 'full' version, Aeroflot just ordered twenty more in January, 2015, and will operate fifty SSJ's in due time.

Apparently Sukhoi will use those 'lite' versions for their corporate VIP aircraft conversion program, as they think they can sell eight to ten VIP versions, the cabin is big, but range is too little and will have to be at least equal to the Embraer Lineage 1000E at 4,600 nm to be attractive (currently 2,950 nm is the max. range).

*The author, Tomas "Aviation Doctor" Chlumecky, is a Canadian and EU national with 27+ years of experience in aviation on 5 continents and 25 countries. He was a senior airline executive with 2 airlines and management adviser with 30+ airlines in 20 countries, plus another 30 airlines as Airline Analyst. Tomas picked the name Aviation Doctor, as much of his work was just that, every airline has 'problems' (to various degrees of complexity), he diagnoses the symptoms, zooms in on the causes of decline and then prescribes a set of prescriptions (e.g. immediate actions, strategies, and tactics) to fix whatever was causing the decline and then execute what is required to slowly heal the operation, step by step. Tomas helps aviation companies to transform the present into a more profitable tomorrow.*



## ABS Jets Signs Contracts with Clients from USA to China

The ABS Jet's has recorded a significant increase in number of flight planning assignments for customers coming from North America, South America and China. The company has its own Operations Control Center (OCC) which flight planning capacities are extended as the demand is increasing. ABS Jets has signed contracts with several clients coming from China for its OCC services.

"Reviewing last year's performances and results, 2014 was an excellent year for us with growth in every department. However, our Operation Control Center's growth is substantial," says ABS Jets' Director of Ground Operations Jan Kralik. "The increasing confidence that we are getting from clients coming from the Americas is very encouraging. The contracts that are signed with Chinese clients show that our competences and services are appreciated worldwide.

ABS Jets runs its own and provides flight planning services to operators around the world. The Flight Planning system of ABS Jets supports up to 260 types of aircraft. The experienced and highly qualified dispatchers apply their flight planning expertise to optimize flight efficiency while

*as if they were a member of our own fleet and we give them the same dedication,"* explains Michal Pazourek, ABS Jet's Chief Operations Control Center and Chief Dispatcher. "It is almost like a

*'family friendship' atmosphere between our flight support team and the clients' team."* Michal earned the 2013 NBAA 'Aviation Support Services Safety Award' for contributing to the safety of business aircraft operations a total of three or more years without an accident involving damage to property or injury to persons.

*"We follow a different concept than is usually expected from companies providing flight planning. Our philosophy is based*



minimizing costs. The OCC prepares complete flight plans, flight clearances and landing permits, NOTAM briefings, and all necessary documentation. The team is available 24/7 and prepared to respond with rapid assistance, support, and advice. ABS Jets also takes care related arrangements and services such a hotel accommodations and crew transfer.

*"Our philosophy is that understanding the pilot's needs is a key element, we therefore treat every customer and its crew*

*on personal approach, our dispatchers know every client very well and our clients know the team, which makes the communication easy and effective,"* says Michal. "Our dispatchers know clients and crews, by name and they are always very well briefed about actual flight trips." Michal worked in a number of operations dispatcher positions in the Czech Republic, Mexico, Turkey and France.

## Embraer Sells up to 34 Additional E-Jets to Air France/KLM Group



Embraer announced a firm order for 15 E175s and two E190s from KLM Cityhopper, KLM's regional subsidiary. The contract for the 17 E-Jets also includes an option for 17 additional E-Jets for KLM Cityhopper or Air France regional subsidiary HOP! The firm order, which will be included in Embraer's 2015 first-quarter backlog, has an estimated value of USD 764 million based on Embraer's current list prices. The transaction is valued at USD 1.5 billion, if all options are exercised.

Both the E190s and the E175s will be configured in single-class layouts. They will join the 28 E190s already flying with KLM Cityhopper to replace the remaining 19 Fokker F70s that the carrier is phasing out.

*"KLM Cityhopper's decision to acquire more E-Jets is*

*a tremendous endorsement and confirmation that the E-Jets are the most efficient, comfortable and the lowest operating cost aircraft in the segment from 80 to 110 passengers,"* said Paulo Cesar Silva, President & CEO, Embraer Commercial Aviation.

The delivery of the first E190 is scheduled to occur by year-end. The first E175 will join KLM Cityhopper's fleet in the first semester of 2016. The Air France/KLM group started the process of replacing the Fokker 100 for E-Jets in Regional/Air France and KLM Cityhopper in 2008, in order to enhance the existing network and to permit the development of new routes. When the last aircraft from this order is delivered, Air France/KLM group will have 71 E-Jets, the largest E-Jet fleet in Europe.

*"Purchasing these seven-*

*teen Embraers and taking out an option to order an additional seventeen in the future, represents a giant stride for KLM in terms of fleet renewal. KLM continues to invest in its fleet and product in order to offer passengers the best, as well as reaffirming KLM and KLM Cityhopper's commitment to our customers,"* said KLM President & CEO Pieter Elbers.

*"This strategic decision ties in with KLM Cityhopper's policy of ongoing innovation. The new fleet will contribute even more towards optimal operations, serving the seven million passengers who fly with KLM Cityhopper each year,"* said Managing Director KLM Cityhopper Boet Kreiken. KLM Cityhopper was recently awarded by the Air Transport News magazine as Regional Airline of the Year 2015.

The E175s feature a new wingtip that, among other technical enhancements, improves aerodynamic performance. Fuel consumption on a typical flight is 6.4% lower than the original E175. The reduction makes the operating economics of today's E175s comparable to large-capacity turboprops and presents new opportunities for the E175.

Since entering revenue service in 2004, Embraer has received more than 1,560 orders for its family of E-Jets. The aircraft have been added to the fleets of 65 customers in 45 countries. More than 1,100 E-Jets have been delivered. The versatile 70 to 130-seat family is flying with low-cost airlines and with regional and mainline carriers.



## Consortium of Sikorsky Aircraft and PZL Mielec will partner with WZL-2 in Bydgoszcz

The Consortium of Sikorsky Aircraft and PZL Mielec and its global supplier network announced an agreement with WZL-2 in Bydgoszcz concerning future cooperation if the BLACK HAWK platform wins the

Multi-Role Helicopter tender for the Polish Ministry of Defense. The agreement is the part of the strategic partnership built together with PGZ (Polish Armament Group) companies to support the Polish Armed Forces.

The agreement provides the establishment at WZL-2's plant in Bydgoszcz the capability to perform service and repair of vital parts, systems and components, such as the Multi Function Displays, Embedded GPS Inertial (EGIs), and other units responsible for flight management system of the helicopters. Under the program, Sikorsky Aircraft and PZL Mielec are supported by its key suppliers, including Rockwell Collins, Honeywell, Parker and CMC Electronics.

"We are pleased and excited to announce the potential expand the BLACK HAWK network of suppliers and partners that will benefit from a BLACK HAWK selection for Poland's Multi-Role Helicopter," shares Janusz Zakrecki, President & General Director of PZL Mielec. "The inclusion of WZL-2 in the program will further strength-

en Poland's defense industry, as well as help meet the Polish Armed Forces' goal of self-sustainment of their helicopters. We look forward to a BLACK HAWK selection and the many years of close collaborations with WZL-2."

For WZL-2, it will expand their technology and competences in the field of aircraft service and repairs, upgrades and replacement of machines, devices and testing equipment, and most importantly continue to grow the capabilities for servicing modern helicopter components and systems. The acquired competences are also the chance for WZL-2 to join to the global support and service network of Sikorsky Aircraft and achieve in the future opportunity for providing improvements and modernization to the worldwide fleet of BLACK HAWK helicopters.

If the Consortium of Sikorsky and PZL Mielec win the tender, WZL-2 will join other PGZ companies to key program members involved in the performance of service, repair, modernization and maintenance of BLACK HAWK helicopters. By gaining this capability, WZL-2 has a potential to become a regional repair center for the operating fleet of Sikorsky helicopters from the Central and Eastern Europe.

Under the program, WZL-2 will obtain significant investment through the transfer of modern technologies, the completion of a comprehensive training package for its employees, as well as the supply and upgrade of equipment and facilities related to the field of modernization, repair and support of the S-70i™ BLACK HAWK and the S-70B™ SEAHAWK®.



# Will There be Anyone to Pilot the Commercial Drone Industry?

Ever since the drone market has started to rapidly grow, it has been constantly surrounded by controversy. For instance, with commercialization of drones, over 42% of Americans are concerned about their privacy. However, while aviation authorities are developing new rules to ensure both safety and privacy standards, it seems that drone-skeptics actually shouldn't worry too much – at least in a short-term perspective. Without universally accepted regulations the commercial drone segment still has almost no one to pilot it. Even for \$100 000 a year.

Drones grew their popularity in military, but are now steadily gaining their market share in civil aerospace. Data shows that there is already 500 000 drones sold in commercial U.S. market alone. However, it seems that civil aviation authorities worldwide have actually missed the moment when a private hobby has become a rapidly developing aviation segment.

The market may have started with just amateurs flying quadcopters in their backyards but now it is large corporations, like Amazon or Google, that are seeking to use drones for logistics, security, infrastructure inspection and other purposes.

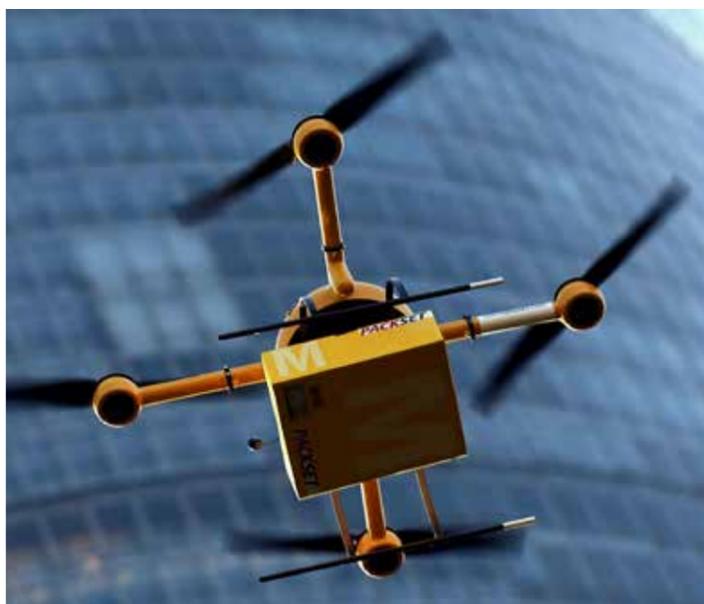
However, in many cases an approval for commercial utilization of drones is more an exception as there is still no global consensus on how this segment should be regulated.

*"It may come as a surprise, but today using drones, particularly the larger ones, for commercial purposes is basically illegal. In the USA, for instance, only a small portion of businesses have ad hoc permissions to use smaller drones with quite strict and very limited application area. Same goes for Europe. In the meantime, in Hong Kong operators of larger drones have to apply for a relevant permit for every single flight, while the UAE went as far as banning sales of commercial drones altogether,"* comments Skaiste Knyzaite, the CEO of AviationCV.com.

As long as aviation authorities haven't introduced any clear regulation, utilization of larger, more technologically sophisticated (and thus more commercially advanced) drones will be fully dependant on separate ad hoc permits which are not that easy to obtain. It becomes especially obvious from the case of Amazon, which – after long and intense discussions both directly and through international media – has only recently received FAA's

consent on using some of its drones "for research and development and crew training".

It's understandable that without a clear vision on how the market should be regulated the authorities cannot fully ensure the



safety of the environment where the drones are to be used. Drones hovering over strategically important nuclear plants in France or an airplane having a near-miss with drone at London's Heathrow airport – all these accidents raise reasonable questions and doubts.

But even should clear rules be introduced tomorrow,

this doesn't mean that hundreds of commercial drones will instantly go up in the city skies. Commercial operators will still have to invest additional time into test flights and staff training – time especially precious for an evolving industry.

Luckily, in some countries the process is developing at a higher pace and with a stronger cooperation between the authorities and the private segment. France, for example, already has more than 1 200 registered drone businesses, and is

way ahead of the USA which annually lose almost USD10 billion due to the delay in drones' commercial integration (acc. to the Association for Unmanned Vehicle Systems International). The Association has also forecasted that over the following ten years the segment is expected to create 100 000 jobs, including the ones for pilots, technicians and IT engineers. However,

the supply of required personnel still remains an open issue.

Certainly, the most active and persistent businesses can join efforts with their local authorities in developing ad hoc training programs to prepare a small amount of specialists. But for a strong healthy growth the emerging drone industry needs far more than that. And it's not only about clear requirements and universal training programs for future staff, but also about the pool of potential specialists.

*"Individuals with at least minimum aviation and IT background are most likely to be on the top of the candidates list. First and foremost, we talk about CPL and PPL holders, mechanics and IT engineers,"* adds Skaiste Knyzaite. *"From a headhunting perspective, the competition between drone operators and commercial airlines shouldn't be an issue as it's hard to imagine how First Officers (left alone Captains) are shifting from airplanes to drones as their primary job. But for maintenance organizations (both aviation and non-aviation) as well as IT companies the emergence of the drone market means having to face a new direct competitor. A competitor who either on its own or with the support of industry-specific HR partners will certainly grab its portion in the job market thus making the struggle for skilled specialists even fiercer."*



## Budapest Airport retains Skytrax title 'Best Airport in Eastern Europe'

Budapest Airport adds to its ever-growing list of achievements and retains the prestigious title of 'Best Airport in Eastern Europe', announced at the Skytrax World Airport Awards ceremony. For the first time in its history, the airport was named the winner for a second year in a row, receiving the accolade during Passenger Terminal EXPO 2015 conference and exhibition in the heart of Paris.

Receiving the esteemed industry award on behalf of the airport, Péter Huszka, COO of Budapest Airport commented: *"To earn the ranking as the top airport in Eastern Europe for a second consecutive year is truly a notable achievement for us all at Budapest Airport. The Skytrax Awards are iconic throughout the air transport industry and reflect not only the outstanding service provided to our passengers but also our continued commitment to further improvements. We are highly honoured to retain our position as overall winner in our region, the recognition from our passengers is exceedingly significant for all airport staff and an incentive for continued excellence."*

Skytrax World Airport Awards are announced following the results of passenger surveys conducted throughout airports, objectively evaluating the quality of services provided. Based on 12 million customer nominations, across 110 nationalities, and including 410 airports worldwide, the survey evaluates airports across 39 services and products, from check-in, arrivals, security, shopping, through to transfers and departure at the gate. Being named winner for a second year running is testament to Budapest Airport's ever-expanding popularity as an important tourist destination.

Acknowledging the award, Jost Lamers, CEO of Budapest Airport added: *"It is exceptionally rewarding to see that our dedication and commitment have been recognised by such a prestigious industry accolade, which celebrates airports worldwide continuously improving passenger experience. I would like to take this opportunity to thank all departments and staff at our airport for their steadfast support and hard work."*



## Sensational airside-landside-seaside show in Romania

By Cdr. Bud Slabbaert

Tuzla Romania Airport will host the annual AEROMANIA airshow on July 4, 2015. Tuzla Airport is located on the Romanian shore of the Black Sea. For aviation fans it is a 'must-attend' event. Tourists who spend their summer vacation in the area love the event for the variety of entertainment that is offered. The air show for itself, which includes aerobatic aircraft performances, skydiving, formation flights, and helicopter demonstrations is already spectacular. However this event has much more to it, such as all day live music concerts, an aviation fair, an exhibition of vintage cars and motorcycles. The traditional highlight of the evening is a combination of astonishing pyrotechnic

driven effects on the ground, fireworks and the stunt flights of a group of four Yak-52 aircraft called the 'Air Bandits' with pyrotechnic devices on the wings.

The event has tremendously grown in popularity and visitor numbers since its inception in 2006. At that time it was called Fly-In Tuzla and attracted already 10,000 spectators who watched the show from the nearby beach. This year, the organizers expect about 15,000 spectators during the course of a day of various performances at the airport. The spectacular aviation demonstrations are visible from any point of an about a kilometer stretch along the shore of

the Laguna Beach near the tourist port of Mangalia. Yet, most visitors want to get a gasp of all that is offered it on the premises of Tuzla airport; the entry is free. Twenty five aircraft will participate in performances in the air; an additional eighteen aircraft can be admired at the static display. The event is well covered by both national and international media.

AEROMANIA is one of several aviation related events organized by the Romanian Association for Aviation Promotion (ARPA) and Regional Air Services (RAS), the owner of Tuzla Airport. RAS is the Romanian market leader in General Aviation as group member of Romanian Airport



Services which also provides handling services several Romanian Airports. Other partners in the group provide training for aviation professionals, pilot training, aircraft supplies, airline representation and support. The group also includes a unique survival-at-sea training center for response to emergencies in both oil and gas industry and as well as in the air transport industry. It is no surprise how

the synergy for crafting an exceptional airshow came about.

Tuzla Romania Airport (LRTZ) or Aerodromul Tuzla as it is called locally, is the only Romanian Airport that still has a grass runway; its length is 950 m/3,117 ft. Yet, it processes 18,500 passengers annually. This is more than the well-known Baneasa airport for general aviation

near Bucharest. Civil helicopter traffic at Tuzla airport is approximately 95% of the entire civil helicopter traffic, including foreign helicopters, in Romania. Because of the oil and gas exploration in the Black Sea, Tuzla has become important to the oil companies as an operation center for helicopter transportation from and to drilling platforms.



## Gulfstream Names Duncan Aviation an Authorized Warranty Facility for G100, G150 and G200 Aircraft



Gulfstream Aerospace Corp. recently named Duncan Aviation as a company-authorized warranty facility for

three of its mid-cabin aircraft models.

Duncan Aviation is now authorized by Gulfstream to provide maintenance services and repairs within its regulatory approvals on Gulfstream G100, G150 and G200 aircraft. Gulfstream's authorization applies to Duncan Aviation's three full-service maintenance, repair and overhaul locations in Lincoln, Nebraska; Battle Creek, Michigan; and Provo, Utah.

Duncan Aviation is the largest family-owned maintenance, repair and overhaul company in the U.S. The 59-year-old company has 2,100 team members worldwide.

"Our relationship with Duncan Aviation dates back to 2001 when the G100 was outfitted at its Lincoln, Nebraska, facility," said Mark Burns, president, Gulfstream Product Support. "We are pleased to collaborate

with a first-class service and support company to provide operators in the Midwest and West with an additional option for warranty work."

"Both companies share a commitment to superior customer service," said Duncan Aviation chairman Todd Duncan. "We are excited to begin a new chapter in our long history with Gulfstream."

Gulfstream's network of maintenance providers now includes 11 company-owned service centers in Asia, Europe, North America and South America; seven factory-authorized service centers in Asia, Europe, the Middle East and North America; and 19 Gulfstream-authorized warranty facilities in Africa, Asia, Australia, Europe, North America and South America.



## History of Bratislava Airport

The beginnings of regular air traffic in Bratislava and its surroundings date back to the first Czechoslovak Airlines flight from Prague to Bratislava on October 29, 1923 when a biplane AERO A-14 landed in Vajnory with a single passenger on board. Even back then in the post-war period it was quite clear that the proximity of the Small Carpathians mountain range will restrict the development of air traffic in Vajnory Airport and the construction of the largest Slovak airport thus began to take place in the vicinity of the village of Ivanka pri Dunaji in 1946. This was the very beginning of the history of the current Letisko M. R. Štefánika – Airport Bratislava.

The First Phase of the airport construction began with the construction of the 04 - 22 runway and the 13 -31 runway perpendicular to it, which are still in use for the landing of aircraft in Bratislava almost in any weather conditions. Regular air traffic operations at the new Bratislava airport, which lies only 9 km northeast from the centre of the capital, were launched as early as in 1951. The rapidly changing aircraft fleet, the rising expectations in passenger and goods transportation, as well as expectations with regard to ground operations services - all of these required constant investment. The current departure terminal, together with the foregrounds and a

new road system, was built over the next 20 years, as part of the Second Phase of the airport construction, together with a central boiler room and a supplementary energy facility to the main transformer station. At the same time, the apron was extended and the original airport terminal served as premises for the needs of the Ministry of Interior Squadron. In the Eighties, the runway system underwent a complex reconstruction and runway 04-22 was extended to 2 900 metres (from the original 1 900 metres) and runway 13-31 to 3 190 metres (from the original 1 500 metres). In the Nineties, the aim of the Third Phase of the airport development was to vertically separate the



flow of passengers at Arrivals and Departures, which lead to the construction of a terminal for arriving passengers in 1994.

Airport development continued over the subsequent years. In 1995, a new modern fire rescue station was built at the intersection of the runways, which ensured the upgrade of Airport Bratislava from category 6 to category 7, facilitating the landing of large-capacity aircraft. Two years later, the reconstruction of the lighting and signalling system at runway 13 -31 was finalised and the airport obtained new aviation fuel storage facilities, as well as the railway section leading to Podunajské Biskupice railway station. In 1998, the new air traffic control tower was opened, which presently belongs to LPS SR, š.p.

An important milestone in the history of the airport was the transformation of the contributory organisation - Slovak Airport Management to a joint-stock company called Letisko M.R. Štefánika – Airport Bratislava (BTS) on May 5, 2004. The same year saw the completion of the phytosanitary centre. After Slovakia joined the European Union, the Airport began to fulfil the criteria associated with its inclusion in the Schengen air space. Amongst the first was the requirement of separating the security control for airline crews and business travellers, which was carried out in the new premises of the General Aviation Terminal (G.A.T.). An important investment was the construction of the annex to the arrivals hall – Terminal C, which is currently in sole use for passengers not requiring an entry passport control.

Another important moment in the airport's history was September 2006, when the Slovak government announced its withdrawal from the privatisation agreement with TwoOne consortium as a result of the failure to comply with the privatisation conditions.

In 2007 and 2008, the preparations for Airport Bratislava to join the Schengen air space were peaking. The most significant changes were the creation of space for the Police Force patrol in the Arrivals terminal B, the creation of security control for transiting passengers and the relocation of the belt counters to a new location between the Departures terminals. The Departures terminal was divided into two parts: Section A, which since the official entry of the Airport to the Schengen zone has been serving passengers flying to Schengen countries without the need for a passport control, and into Section B for passengers flying outside the Schengen zone. The overall look of the passenger terminal building from the service side was altered with extended boarding gates installed in 2007. The process of the Airport's entry into the Schengen air space was completed in 2008.

The main project in 2009 and 2010 was the construction of the new terminal, which is expected to be completed in June 2012. It represents the most significant project for the Slovak civil aviation sector in the past few decades in terms of strategy, capacity and investment. Since the beginning, the construction was divided into two phases and has been executed under full operations at the airport. The first phase was represented by the construction of a Departures terminal, which was completed after 16 months of intensive work and the terminal building was ceremoniously launched into operation on June 9, 2010. The end of the year saw the gradual demolition of the original departures terminal and the second part of the new terminal building is expected to be standing in its place within the next 2 years.



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