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**Future of Business
Jets Booking?**



**Trends in Business
Aviation in Eastern
Europe**



**Euro Jet and
NATA Form Strategic
Partnership**



Catalysing growth of Business Aviation

CEPA EXPO & EBAA
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Future of Business Jets Booking?

Victor, the global on-demand private jet charter service, today announces its position as number 15 of the fastest-growing private technology companies in the UK on 15th anniversary edition of The Sunday Times Hiscox Tech Track 100 list, an annual compilation based on audited figures from the last three years' sales figures.

The 'Uber of private jets' start-up storms into this year's prestigious list supported by three years' average sales growth in charter bookings of 142.93 percent. The 15 place ranking confirms that Victor has outperformed every one of its competitors in the aviation sector, benchmarking its performance against some of the very best fast growing UK technology companies.

Since its inception in 2011, Victor has successfully grown through word of mouth recommendations and member referrals. The transparency and consistency of the service, combined with a unique blend of high technology and high-touch customer service has established a new level of personal service

– 24/7 anywhere in the world and resulted in trusting and loyal, returning customers in the UK, US and Europe.

In April 2015, Victor unveiled its mobile app, the first completely transparent app that allows fliers to search, compare, book and board more than 7,000 jets at 40,000 airports worldwide with real-time pricing – entirely from their smartphones. Just six months later, approximately 50 percent of all Victor new customer bookings originate from the Victor mobile app, ranging from £5,000 to £150,000 per flight.

Victor has recently closed a \$13m (£8.6m) interim funding round which takes the total of funds raised, since the company began trading in Europe 48 months ago, to \$26m (£17m). Victor will shortly undertake an institutionally led Series B investment round to scale the business and drive international expansion by replicating a proven formula for acquiring, converting and retaining customers.

Clive Jackson, CEO and Founder of Victor, comments:

“Victor is where all my energy and passion is focused and it's particularly rewarding making it back onto the Sunday Times Tech Track Top 100 list with my latest venture, having appeared on the list twice before in the past decade. Victor's debut entry and 15 place ranking establishes the company as the front runner and demonstrates we have the momentum, formula and management team to become the number one global provider of on-demand jet charter. With more than 40,000 members and growing globally, I expect the business to turn over an estimated \$65m (£42.3m) in 2016.”

“My key ambition with Victor now is to capture 30 percent of the \$10bn (£6.5bn) global on-demand jet charter booking market, connecting our members with a worldwide supplier base, backed with a 100 percent guarantee to provide complete transparency into the identity of suppliers and aircraft in every quotation along with full disclosure of our booking fee.”





CZECH BUSINESS AVIATION HISTORY CAME HOME

By Cdr. Bud Slabbaert



A 1937 Lockheed Electra 10A that is a relic in the history of business aviation is finally brought home. It started its flight on May 21. After a 7-day transatlantic mission, the crew of six brought the aircraft after a 9,700 kilometer flight to its final home, Točná airport on the outskirts of Prague on May 28. Since the twin-engine double tail airplane only has a 1,200 km or five-hour range, it had to make multiple stopovers in Canada, Greenland, Iceland, the UK and Germany to the Czech Republic. The airplane will be proudly displayed in Točná Museum of Aviation.

The purchase of the plane, its restoration as well as transfer flight was funded by Ivo Lukačovič, a Czech internet entrepreneur. He bought the Electra six years ago to make it part of his private collection. His brother Nikola was one of the pilots on this historic flight. Although the flight went safely there were some challenges caused by rime ice as the plane is not equipped with anti-icing systems.

The flight planning was arranged by the Operations and Control Center of ABS Jets in Prague.

"We are proud that ABS could contribute to bring this true pioneer

of Czech business aviation back to our country," says Vladimír Peták, CEO of ABS Jets. "This is part of our industry. Although the executive aviation activities have become more sophisticated and complex nowadays, the idea of effective transportation by point-to-point flying, without delays or losing valuable time has remained the same."

The Czech Jan Antonin Bata bought the aircraft in 1937 while in Chicago. The aircraft was intended for Amelia Earhart, but under time constraints, Bata could not afford to wait for the delivery of a different new Electra. It became part of his

flight around the world which final destination was Zlin, the home of the BATA Company headquarters. From then on the aircraft was used to fly Bata executives to the various factories throughout Europe. Bata was a businessman and industrialist who built a worldwide empire of 25 enterprises and plants to manufacture shoes and boots, 1,645 stores and employing 16,560 people. He was a person who understood that the fastest eat the slowest and not the largest the smallest. Therefore the use of a company aircraft was a valuable asset for a business.

Shortly before the German oc-

cupation of Czechoslovakia In 1939, Bata flew the plane out of the country and some of the crew became part of a 'Czechoslovak Manned Squadron' of the British Royal Air Force and the plane was used for training and transport purposes. Later the Electra flew missions in the service of the Canadian Royal Air Force. In the post war years, it had a number of private owners in the USA. The last owner, a physician in Texas reluctantly sold the Electra to its new Czech owner.

The aircraft was damaged by corrosion and its systems were worn-out. Over a 4-year period it was

restored in Kansas by Wichita Air Services. The president of the company claims that after the restoration the aircraft is now in even better condition than when it was built in 1937. This Lockheed Electra 10A may be the only example of its model that is still airworthy. Because of its airworthiness it may fly to special aviation events in Europe as a proud demonstration of Czech aviation history. It will also be part of the 120th anniversary celebrations of the BATA Company. ■

Trends in Business Aviation in Eastern Europe

At EBACE 2015 EBAA CEO Fabio Gamba described Eastern Europe as the “most challenging region right now”, he was describing the situation resulting from the Ukrainian crisis. Gamba advised that countries that border Ukraine; Romania, Bulgaria, Poland and Lithuania, had seen the most significant falls in business aviation traffic. The sector seems now to have weathered the worst of the storm and there are hopes it can possibly look to the future with optimism. Or can it? The aftermath of the Ukrainian crisis is still strongly felt in a number of Central and Eastern European economies, and there is speculation that some parts of Europe could slide back into recession.

According to CEPA (Central European Private Aviation) in recent years the number of business aircraft in Eastern Europe has grown considerably, CEPA advises that the fleet of business aircraft in the region has grown ten times larger since 2000. In terms of aircraft charter activity the region represents a market of more than €500 million.

Aircraft sales in the region remain resilient, last year 213 aircraft sales transactions took place in Eastern Europe (this includes, sales, purchase, lease in, lease out or change of ownership). In total 107 aircraft came in to region and 106 aircraft left the region. If 2015 continues to follow this trend the estimated number of transactions could grow by 5% on a year to year basis.

Despite the turmoil in the business jet market during recent years the total number of Business Aircraft in the Eastern European Region has continued to grow. Currently there are approximately 360 aircraft either based or operating in Eastern Europe. Of these 108 are based in Russia with the Ukraine having 30 aircraft and Kazakhstan 27 aircraft. Outside of Russia and the CIS states the Czech Republic leads the way with 44 aircraft based there. Poland has 22 aircraft while Romania and Bulgaria follow with 13 and 10 aircraft respectively.

The Baltic States have seen an in-

creasing business aircraft activity in recent years with Estonia having 16 active aircraft, Lithuania 10 and Latvia 5. Other significant countries include Slovakia with 12 aircraft and Hungary with 9 aircraft.

The market for Business Aircraft in Eastern Europe has remained stable with sales of used aircraft continuing as normal and deliveries of new aircraft being posted as 14 new private jets arriving during the last 18 months. These include 5 from Embraer along with additional aircraft from Bombardier and Gulfstream. Within Eastern Europe trading levels of aircraft have remained stable, in 2014 107 new aircraft arrived into the region while 106 were sold outside the region, a net gain of 1 aircraft. So far in 2015 67 new aircraft have been bought by Eastern European operators while 65 used aircraft have been sold to owners outside Eastern Europe, therefore the region currently has a net gain of 2 new aircraft.

The level of aircraft transactions in Eastern Europe fell slightly after the global economic crisis of 2008 but since then this has continued to increase. Estimates for 2015 are that this could be the most successful year yet with an estimated figure of 115 aircraft coming into service in Eastern Europe.

Year on year analysis of aircraft transactions from 2009 shows that from 2009 to 2013 more new aircraft came into the region than were being transacted and sold to countries outside. Therefore during those 4 years there was a net year on year gain in the size of the fleets of Eastern European aircraft operators. However in recent years, despite the fact there have been more aircraft transactions, the number of aircraft being brought into the region is very similar to the number of aircraft being sold to countries outside Eastern Europe. Therefore the net gains have levelled off during the last 2 years.

When taken in context, and compared with other regions of the world, the last 10 years have seen considerable growth in the number of business aircraft operating within Eastern Europe. However this is largely because in the early stages the number of aircraft was relatively small so as the market grew, the size of the fleets of aircraft grew to meet the need for more aircraft. The level of aircraft transactions has stabilised during the last couple of years as fleets have grown to meet and equal market requirements. However it must not be forgotten that recent political events and restrictions have had an impact

on the level of business aircraft activity in the region and these are key factors behind the stabilisation or levelling out of growth throughout the region. If it had not been for the recent unrest it is possible that growth could have been higher. Analysts predict that it is unlikely that the levels of growth will return that were seen when the market was relatively new and demand was high, however it is anticipated that, with stability in the region, more moderate levels of growth will return in the near future.

Incentives to buy new aircraft such as discount pricing, marketing packages and maintenance packages have all helped to keep the level of aircraft sales relatively stable. The turnover of aircraft has meant that resale values have fallen. This has led to some very attractive aircraft pricing for new entrants into the Business Aircraft market that are seeking to buy high quality used business aircraft. Prices for used aircraft have fallen continuously since 2008 which has led to an oversupply of the market leading to further price reductions. However this has meant that new entrants are entering the market and are taking advantage of the availability of aircraft at relatively low prices. This accounts for the stability in the overall number of aircraft being used and operating throughout Eastern Europe and explains why growth is expected for the foreseeable future.

Speaking about the report Marian Jancarik, Sales Director of Colibri Aircraft commented “I am very happy with what we have found, the report is



very positive and I am confident that stability in the region, combined with an upturn in economic growth, will see an increase in aircraft sales and aircraft fleets in the region. The growth pattern has been stable through some very difficult times so once we see even minor improvements in the economies of Eastern Europe I am sure this will bring even more new entrants into the market. This is a market that has only started to develop during the last 10 years so the growth potential is still enormous. The size of the countries of Eastern Europe and the distances involved means that business aircraft are the best solution for travel throughout the region and to destinations in Europe and beyond.”





IV. Baltic Business Aviation Forum hailed as a great success

By Peter Bradfield

The 4th Baltic Business Aviation Forum took place in August in Latvia, with Riga International Airport VIP Center forming the centerpiece of the event. The Forum was organized by the Russian United Business Aviation Association, over 60 delegates from Russia and Europe participated. Delegates advised that the 4th Forum was the best yet and delivered an insightful and well organized series of presentations and networking events.

The program of events started with a series of business presentations and introductions that took place in the VIP Center conference hall. All presentations were dedicated to the current challenges facing the industry in the Baltic States and throughout the region. There was no particular theme to the presentations the key factor was that they were chosen for their relevance to the industry sectors that had listed when delegates registered for the forum.

Delegates were treated to a presentation about the development and

infrastructure of Riga International Airport and its future plans. This was underlined by a tour around the airport and VIP centre with demonstrations of new developments in the airport's infrastructure.

Presentations also covered the market for aircraft sales and the current situation and challenges posed in recruitment. Of particular interest to aircraft operators were the presentations about the Electronic Flight Bag from Jeppesen and Eurocontrol's support of aircraft operators within the framework of ETS reporting.

Special attention was dedicated to the new FBO RIGA, which is currently under construction. Delegates were able to see the progress of the work and how the FBO is developing.

The IVth Baltic Business Aviation Forum concluded with an evening reception that took place in the heart of Jurmala, right on the beach of the Riga Bay. A fitting conclusion to an outstanding event.

Delegates were delighted to hear that the 5th Baltic Business Aviation Forum will take place again next year.





Budapest Airport's S16 expands with Ryanair

Budapest Airport is already looking at a blistering S16 with further enhancements to its continuously developing route network. Having previously announced new routes for next year, the Hungarian gateway can now confirm Ryanair will be adding a further three new routes from March 2016.

The Central Eastern European airport's second largest carrier, and Europe's biggest low-cost carriers, confirmed this week it will be launching new connections from the Hungarian capital to Copenhagen, Malaga and Malta, and increasing its in-demand Dublin service by an additional two weekly flights. With a total of 17 routes, 96 weekly flights, and two based aircraft, as well as inbound services from its other based aircraft, Ryanair will be

delivering more than 1.7 million passengers to Budapest next year.

Commenting on the airline's growth, Kam Jandu, Budapest Airport's Chief Commercial Officer said: "Budapest Airport welcomes the announcement from Ryanair of its summer 2016 Budapest programme. Frequency increases on any route where there is proven demand like Dublin are always welcome and we are very pleased to see the introduction of the Copenhagen, Malaga and Malta

services as well, offering even greater choice for our passengers."

At this week's press conference in Budapest, Neil Sorahan, Ryanair's Chief Financial Officer also commented: "Hungary is an important market for Ryanair. We have experienced significant growth since opening a base at Budapest Airport in 2012, and we will continue to offer the lowest fares to and from Hungary."



Euro Jet and NATA Form Strategic Partnership

The National Air Transportation Association (NATA) and Euro Jet Intercontinental announced the formation of a strategic training partnership. Euro Jet is teaming up with NATA to help fulfill Euro Jet's goal of offering a high standard of service by utilizing Safety 1st training in its ground handling agent network.



Since 2007, NATA Safety 1st has provided line service and safety training to over 25,000 individuals. The addition of Euro Jet to the Safety 1st program emphasizes the value of this industry recognized, standard-based training to aviation business around the globe and marks another milestone in the international expansion of the Professional Line Service

Training (PLST) program.

"NATA Safety 1st is committed to promoting safety and efficiency through our unique mix of online and hands-on practical training," said NATA President and CEO, Thomas L. Hendricks. "We are proud to work with the professionals at Euro Jet to help them achieve their training and safety goals."

For the past seven years, Euro Jet has developed

a world class operations center in Prague and a vast network of handling agents allowing it to become one of the leading ground support companies in Europe and Asia.

"Our company reaction to Euro Jet's nonstop growth over the past seven years has not been to sit back and be content with what we have, but rather led us to constantly think, what can we do better? For many

years I have been very impressed by the outstanding work of NATA. It is a huge honor for us to have them working with Euro Jet. Not only do we get to work with a top notch organization, but our team will be even better at what they do and our customers will reap the benefits," says Charlie Bodnar, CEO of Euro Jet.



Russian Rulings on Grey Charters

For a number of years it has been known that the regulators of business aviation in Russia have organized the regulation of the industry in a way that allows affiliated legal entities and selected market participants to have an unfair competitive advantage. The phenomenon of grey charters is kept in existence as a result of shared governmental and private interests.*

Leading Russian ground handling companies counter that it is foreign operators are the drivers of grey charters. They are alleged to be paying fees that defray the cost of obtaining flight permits for private flights that are really commercial flights. International operators and foreign jet charter companies counter that they would much prefer not to be required by “Russian practices” to pay certain fees to obtain flight permits.

Foreign operators and foreign jet charter companies would much prefer a set of standardised fees for permits and not rely on the increasingly uncomfortable game of winks, nods and payments of fees for flight permits that classify commercial flights as “private flights”.

One of the main obstacles to customs clearance of business jets is that Russia has not created an exemption from import VAT for business jets. In the absence of an exemption from import VAT Russian owners of business

aircraft (typically high net worth individuals) almost without exception register their aircraft in a neighbouring European country.

Whenever there is a proposal that Russia should create an exemption from import VAT, a coalition of business and regulatory interests come together to strongly oppose such an exemption. It is therefore relatively easy to portray foreign operators and foreign jet charter companies as the scapegoats for the perceived level of grey charters.

An important recent court case, *Aerotrans and Rosaviatsia v. the Federal Antimonopoly Service (FAS) of the Russian Federation*, the court decisions make interesting reading. In a decision dated July 16, 2013, FAS held that both Rosaviatsia and Aerotrans had violated the Russian law “*On the Defense of Competition*”. They had entered into an anticompetitive agreement that would limit competition in the business of the obtaining of flight permits.

According to law, Rosaviatsia is supposed to issue permits to foreign aviation operating companies and to agree the fees payable for flight permits to operate flights across Russia. Rosaviatsia is supposed to have exclusive jurisdiction over the issuance of “one-time permits” for operation of foreign registered aircraft within Russia. This has created a situation in which, according to anecdotal reports, 80 percent of all domestic flights within Russia are conducted on foreign registered aircraft and are presented as being “private” when they are understood to be “commercial” by their participants.

Documents filed with FAS and the courts have established that Aerotrans is a commercial organization that is in the business of providing organizational services for flights, including obtaining flight permits from the aviation regulators of the Russian Federation. Aerotrans conducts this business as

it has a certificate issued by Rosaviatsia. Aerotrans and Rosaviatsia entered into a Cooperation Agreement dated January 14, 2005. In the Cooperation Agreement Aerotrans and Rosaviatsia agreed to undertake joint activity to facilitate operational control over the conducting of unscheduled and “one-time” internal and international flights conducted by Russian and foreign users of Russian airspace.

Aerotrans and Rosaviatsia also entered into an agreement as of March 30, 2012 providing fees for services, in particular information services in aviation, including the issue of flight permits and the collection and processing of requests for flight permits. FAS and the courts argue that under the Chicago Convention for International Civil Aviation, each nation is supposed to name a single governmental organisation to handle the issuance of flight permits. This requirement is also reflected in the Russian Federal avia-

tion rules approved by the Ministry of Transportation.

An investigation by the General Prosecutor’s Office of Russia, dated April 12, 2013, established that the functions of Rosaviatsia connected with the issuance of flight permits, which are supposed to be provided for free, have been transferred to the commercial organization, Aerotrans. In other words, the governmental function of issuing flights permits had been privatized for private gain.

The Ministry of Transportation also ruled that Rosaviatsia was issuing flight permits illegally and sent official communications to Rosaviatsia to develop a new regulation demanding that permits be issued in conformance with Russian law. Rosaviatsia refused to carry out these legal requirements and refused to amend its rules accordingly.

This inaction by Rosaviatsia was held by FAS to be a violation of Russian law by giving access to information

to Aerotrans in a prioritized manner. Rosaviatsia rules continue to require that an application for a one-time permit was to be submitted to Rosaviatsia and to Aerotrans. As a result, Aerotrans has had an advantage in obtaining flight permits.

The result was that the great majority of operators were persuaded to enter into agreements to obtain flight permits exclusively from Aerotrans, which was a violation of Russian law. The FAS’s decision was upheld by an Arbitration Court of the City of Moscow on March 5, 2014, and was upheld by the Ninth Arbitration Appeals Court as of May 26, 2014.

An appeal by Rosaviatsia and Aerotrans against the FAS decision was heard by the Federal Arbitration Court for the Moscow Region on August 28, 2014.

The FAS decision was upheld and Aerotrans is no longer in a favoured position to obtain flight permits. ■



Falcon 7X highlighted at CIBAS 2015

Dassault Aviation featured the top of the line Falcon 7X at the China International Business Aviation Show (CIBAS) held at Beijing Capital Airport in September.

With 35 units in service, China remains the second largest market, behind the United States, for the Falcon 7X. More than 250 7X have come off the assembly line since the airplane was introduced. *“Demand for the Falcon 7X in China has remained relatively strong throughout the downturn here,”* said Olivier Villa, Senior Vice President of Civil Aircraft for Dassault Aviation. *“We also expect our new ultra-long range Falcon 8X trijet, set to begin deliveries next*

year, to receive a warm reception from Chinese customers. We anticipate bright future for this aircraft.”

Introduced last year as the new flagship of the Falcon family, the 6,450 nm/11,945 km 8X will offer the greatest range and the longest cabin of any Falcon, allowing it to take passengers from Beijing to New York or Hong Kong to Paris non-stop. The new aircraft will also offer the largest selection of cabin configurations in business aviation and the same low operating economics and remarkable operating flexibility for which all Falcons are known.

Strong demand is also expected for the Falcon 2000LXS twinjet, the newest

version in the storied Falcon 2000 family. *“We have been encouraged by the popularity of the Falcon 2000 line in China, notably the recent selection of the long-range 2000LX by the Beijing Red Cross Emergency Medical Center (999),”* Villa continued.

The Falcon 2000LXS combines the best blend of airport flexibility, cabin comfort and efficiency in the 4,000 nm segment. Chinese customers are particularly attracted by the high level of comfort and style that characterizes the entire Falcon line. Cabin comfort and interior design have been company leitmotifs since the first Falcon 20 was introduced 50 years ago. Custom fitted by highly

skilled craftsmen and inspired by the company’s typically French flare for design, Falcons are built to ensure an optimal mix of elegance and practicality with minimum waste of space and the latest in noise abatement, in-flight entertainment and other cabin technologies.

Falcon Customer Service Expands in China

Earlier this year, the company signed an agreement with Beijing-based Deer Jet authorizing it to provide line maintenance and unscheduled maintenance for the Falcon 7X. Located at Beijing Capital Airport, Deer Jet is one of the largest business jet operators in the Asia

Pacific region. It manages and supports a large fleet of executive aircraft, including the 7X. The agreement with Dassault allows Deer Jet to perform light line maintenance (up to 2A and 2A+ inspections) and unscheduled maintenance on Chinese registered Falcon 7X aircraft from its Beijing facility. Deer Jet has also applied for EASA and FAA full repair station approvals, which are expected to be granted within a year. Currently, the company has three technicians on staff dedicated to supporting Falcon customers, including provision of 24/7 AOG support. It is equipped with a substantial stock of Falcon tooling and spare parts and can also access

more than \$5 million in spares at Dassault’s nearby Beijing spares warehouse.

In addition to the agreement with Deer Jet, Dassault has been rapidly increasing customer support capabilities in China to serve the current fleet and anticipate future growth. The company has expanded spare parts inventory at its Beijing and Singapore Spares Depot, allowing it to stock the top 3,000 high demand parts for in-production aircraft. In total, the value of inventory at the company’s various regional distribution centers in the Asia-Pacific region now exceeds \$30 million.



New FBO RIGA Business Aviation Center Will Create 60 New Jobs



With the development of business aviation sector at Riga International airport and the launch of the brand-new FBO RIGA Business Aviation Center, Flight Consulting Group is going to create 60 new jobs, said Leonid Gorodnitski, co-owner of Flight Consulting Group.

Flight Consulting Group, a Latvian holding company specializing in services for business aviation, expects 60 new jobs to be created within three years after the launch of the new state-of-art FBO RIGA Business Aviation Center at Riga International airport. The company stressed that there were only two employees at the time of company's foundation in 2000 while in 2015 the total staff of the holding and the subsidiaries amounts to 70 top-ranked specialists.

"Business aviation plays an important role in the economy of Europe - it contributes to the improvement and strengthening of business relations between the major financial and business centers as well as creates a favorable business environment in every particu-

lar region. If Latvia wants the country's economy be export-oriented, it is crucially important to establish a favorable investment environment and create all the conditions for the development of international business, including quality services in business aviation", explained Roman Starkov, co-owner of Flight Consulting Group.

Business aviation allows significant timesaving providing the fastest way to get from point A to point B. This is crucially important for business owners and senior executives who run business or have business interests in different cities and countries. Business aviation is a good export-oriented product, it is an important revenue stream for an airport, allows creating new jobs, attracting investment and

contributing to overall business activity in the region.

"Latvia has a favorable geographical location on the crossroads of the East and the West. Just within one hour and a half of flight, one can reach the main Europe's business centers - Berlin, Stockholm or Moscow. Latvia has strong business relations with the EU and the CIS countries; it has modern infrastructure and professional service companies. Rietumu is specializing in corporate segment and we see a huge potential of private and business aviation continuously investing in its development both in Latvia and abroad", said Renat Lokomet, board member of Rietumu.

According to Oxford Economics' survey one business aviation passen-

ger brings the save revenue to the state economy as nine businessclass passengers. The study shows that 80% of business aviation flights are performed for business purposes.

"If we compare Riga with the closest neighbouring cities, FBO RIGA Business Aviation Center is our competitive advantage", said Andris Liepins, chairman of Riga International airport.

"This has been the biggest private investment in Riga airport for the last years that, without any doubt, is very important for the economic development of the entire region. Let us recall that over the past few years the airport has allocated about 94 million Euro to improve the environmental protection, increase the capacity of the airport and improve the level of safety of flights", added Andris Liepins.



MHS Aviation are the first German operator of a Gulfstream G650

Munich based operator, MHS Aviation has taken delivery of its first Gulfstream G650, this also marks the debut of the aircraft in Germany. The G650 is the ultimate long-range business jet and flies up to 7,000 nm (12,960 km) nonstop with 8 passengers. The aircraft gives MHS Aviation the capacity to conduct nonstop, fast flights for city pairings such as London-Los Angeles or Munich-Tokyo.

Andreas Otto, CEO of MHS Aviation comments *"We are proud to be the first operator in Germany to operate a new Gulfstream 650, an excellent aircraft with an outstanding performance and cutting edge technology. Our aircraft management programs attract more and more high end customers and the G650 enables us to meet their requirements with business jets like the Gulfstream G650 and Challenger".* MHS Aviation currently operates three Gulfstream aircraft and has a total of 17 aircraft.

MHS Aviation was founded in 1979 as Munich Helicopter Services before Gerd Brandecker and his partner Axel

André took over the company in 2009. MHS offers aircraft management, aircraft charter and aircraft lease. MHS Aviation now operates 17 aircraft and together with their partner Euroheli, MHS offers 2 Agusta AW109 helicopters with VIP configuration as well.

By Peter Bradfield



When quieter means tastier – science behind the amazingly good private jet food

While it might surprise some, it has been scientifically proven in numerous testing facilities, including Lufthansa's that our senses tend to numb as soon as the aircraft climbs into higher altitude. In fact, pressure stacks up, humidity drops to some 4% (drier than in most desserts) and noise level increases to over 85 decibels. All of that makes you taste food the way you would taste it when suffering from an extreme cold whilst sitting in the Sahara desert on a mountaintop 2100 m high.

"In fact, the taste of salt decreases by up to 50% and the compromised sense of smell makes the food twice as bland, while bitter and spicy flavours are almost unaffected. Despite that, enjoying your beloved Beluga caviar onboard a private jet is possible," says Vitalij Kapitonov, the CEO of KlasJet. "For one, private jets are quieter, which in this case means tastier. Take, for example,

Cessna Encore. Its effective perceived noise level is 58.3 dBA, while Boeing 737 reaches sense-numbing 71.8 dBA, according to FAA. Nevertheless, serving high quality food on a private jet is undoubtedly a challenge both, financially and from the quality point of view."

First off, according to specialists at On Air Dining, it can cost up to £20,000 to develop a dish for business aviation that is designed to overcome the impact of altitude. Moreover, add the costs of transportation. Then couple that with the need to reheat the food even during the most popular short journeys of business aviation, which means top chefs blast chill the food to keep it away from the danger zone of bacteria, and you have yourself a real quest. Adding to the challenge is the ability to cater to dietary preferences.

According to different studies, 31% of the world's population consider

themselves vegan and there are over 10 million vegetarians in the UK and the US alone. It goes without saying, the ability to order vegan or gluten free food is a big advantage of flying private. However, it all highly depends on the operator, his experience in the field and the willingness to go out on a limb for you and your dietary preferences.

According to the KlasJet executive, "it all comes down to a mix of knowledge and courage. It is without a doubt a field where making the extra step in order to exceed every imaginable demand counts. If you ask any frequent flyer, service and catering are the most important things in business aviation. The knowledge that opening an incorrect \$2000 worth of champagne or wine is equal to throwing it out of the window and a solid network of catering partners are the factors which allow the more experienced operators to offer the right taste at the right altitude."

From coffee made out of cat droppings to puddings sprinkled with edible gold or ice-cream made from water found only on an African mountain top – it is no secret that the successful and wealthy do have the palates that are 'special' to say the least. And when it comes to dining aboard a private jet cruising at 30 000 ft, making any kind of food taste delicious becomes a challenge that only experts can take on and succeed.





ABS Jets achieves IS-BAO audit Stage II

Prague based ABS Jets has successfully accomplished an IS-BAO audit Stage II. The IS-BAO audit was carried out in June 2015 resulting in zero major findings, a great accolade for ABS Jets. After a series of thorough audit report quality checks, performed by several organizations (including the International Business Aviation Council in Montreal), the Stage II registration was announced on the 29 July 2015.

ABS Jets achieved its first IS-BAO Stage I registration on 1st August 2013. The decision to become an IS-BAO certified operator was made by ABS Jets senior management. They took this decision for a number of reasons. It meant that the internal management processes

were strengthened leading to a swift implementation of ABS Jets' integrated management system. It also clearly demonstrated to the entire team at ABS Jets the proven adequacy and correctness of Compliance Monitoring and SMS processes implemented by the company.

The Stage II audit is a much deeper and more demanding audit. It is aimed at verifying a strong foundation of a conformance to SMS principles and compliance to international standards. Although these are confirmed by the Stage I audit, Stage II ensures that the company

has systems in place that deliver continuously sustainable SMS and standards compliance processes. It also means that safety management activities are being appropriately targeted and safety risks are effectively managed.

ABS Jets believes this as an important factor in the development of the company in that they are now seen to have internationally recognized quality standards. Clients and partners acknowledge the audit and have the assurance that they are doing business with a company that has the highest safety standards and company procedures. It also enables ABS Jets to be more competitive in that it saves financial resources with respect to insurance premiums and external audits per-

„This is a great achievement for ABS Jets and further underlines our commitment to the very highest quality and safety standards. I would like to congratulate Martin Orlita, our Quality Manager and the team for their excellent work in successfully completing the IS-BAO audit Stage II.”

formed on ABS Jets aircraft and systems.

To prepare for the IS-BAO Stage II audit the ABS Jets management and support team reviewed the majority of management and operational processes in accordance with IS-BAO standards. They utilized both the IS-BAO audit checklist and ABS Jets internal Safety Performance Assessment and Gap Analysis checklists.

ABS Jets CEO, Vladimir Petak comments „This is a great achievement for ABS Jets and further underlines our commitment to the very highest quality and safety standards. I would like to congratulate Martin Orlita, our Quality Manager and the team for their excellent work in successfully completing the IS-BAO audit Stage II.”

Martin Orlita, ABS Jets Quality and Safety Manager added “After two years of preparation I am delighted that ABS Jets has the IS-BAO Stage II audit. We have worked diligently to ensure that ABS Jets meets and exceeds the required standards, it is a great endorsement for everyone at the company.”

BGS processes 1 million passengers using its own DCS and gets closer to SITA Cute certification

BGS, an international provider of ground handling and aircraft fuelling services, is celebrating the fact of registering the 1 000 000th passenger using its own Departure Control System (DCS). Moreover, the system, already used for serving Wizz Air, Small Planet Airlines and other airline flights in Vilnius International Airport, is currently nearing its SITA Cute certification.



Gytis Gumuliauskas, CEO of Baltic Ground Services.

The web-based local DCS has been specifically tailored to facilitate the check-in, boarding and baggage registration process for passengers travelling on direct flights (point-to-point). Having developed the solution based on the Agile Scrum's project management principles, BGS team managed to complete the process in just about 8 months' time. As a result of an individual approach, with an added focus on productivity and cost-effectiveness of the end-product, local DCS has proven highly effective in terms of lowering the transaction cost by as much

as 70% while operating in a CUTEless environment.

"Low-cost and charter airlines continue raising pressure on legacy carriers. Currently they generate almost 40% of the total air passenger traffic in Europe alone. As a result, airport and ground handling providers require new, simplified solutions, which would enable these carriers to manage the increasing passenger flows more effectively. Unlike other systems, our DCS is a standalone web-based solution, developed specifically for the needs of low-cost and charter carriers. It is stripped down of any additional functionalities apart from those serving the

basic passenger registration needs. As a result, the entire process becomes significantly more time and cost efficient. Having reached this symbolic milestone we can confidently state that the professional skills and flexibility of our specialists have enabled us to design a system which is truly capable of effectively serving the highly specialized and complex needs of the aviation industry," comments Gytis Gumuliauskas, the CEO of Baltic Ground Services.

Following the success of the DCS system, the BGS team has developed another solution for the aviation market – an interactive Ground Handling Business Manage-

ment System, designed to facilitate the management of relevant processes, including information on flights, fuel consumption, work scope planning and other. Meanwhile, having confirmed the Departure Control System's suitability for the needs and requirements of the low-cost and charter business segment, BGS is now in the process of certifying its product for SITA Cute, which will allow to increase product availability and facilitate its further introduction into the aviation market. All relevant processes are expected to be completed until the end of 2015.



Cannes Airport targets the highest standards of sound quality

Effective as of 1st October 2015, the lifting of tonnage restrictions will Cannes Mandelieu airport to receive 22-35 tons jet engine aircraft. More efficient and less noisy new technology aircraft can now land at Cannes airport. These new carriers offer benefits for both the local Territory and for the development of the platform and its customers.

Indeed, this type of aircraft (long range) will access more remote destinations, such as the arrival of a new type of traffic for high-value customers. Also, the reception of these new modules will boost job creation at the platform and thus in its territory.

Finally, it will allow a significant reduction of the noise footprint by prohibiting the noisiest jets representing 2.4% of the aircraft in question and 2.6% of related traffic. This approach, affecting all platform operating hours, is a first in France.

This breakthrough, guaranteeing excellence, meets the highest standards in safety, environment and quality of service and is part of the certification

received by the Cannes platform in June 2015. Cannes Mandelieu is the first European platform and the 3rd in the world to have obtained IS-BAH (International Standard for Business Aircraft Handling) certification for the safety and the efficiency of SKY VALET services. The Group's FBO brand is also engaged in the generalisation of the IS-BAH standard throughout its network, offering business customers at the different Aéroports de la Côte d'Azur sites continuity in ground handling and a truly integrated offer, all at specially honed prices.

Dominique Thillaud, Chairman of the Board of Aéroports de la Côte d'Azur, is "proud of this large-scale achieve-

ment which reinforces customers' trust in the business aviation network of the Aéroports de la Côte d'Azur Group and that of local residents who will be able to observe a drop in noise pollution. This is a strong signal that reinforces work conducted in close synergy with our three platforms, both on environmental issues and in terms of customer service quality".

For Thierry Pollet, Director of Cannes Mandelieu Airport, "this victory is the result of discussions with all stakeholders that strive to uphold commitments and frameworks having generated significant progress in terms of the environment and the economic development of the territory".



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