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FLYING

12 ON THE ROAD

Our columnist **returns from Africa** with memories of lions, giraffes, zebras...and helicopters.

24 INSIDE CHARTERS

Joining a club to fly privately.

26 FACTORY-NEW AIRCRAFT

The **Gulfstream G650ER's** speed, range, and cabin size have made it a favorite among VIPs and leading corporations.

30 TAXES, LAWS, AND FINANCE

The **definition of "airworthy"** is important but difficult to pin down.

31 READY FOR TAKEOFF

Nearly new aircraft now on the market.



32 7TH ANNUAL READERS' CHOICE SURVEY

Subscribers rate service providers and manufacturers.

42 PREOWNED

Selling aircraft with **"make offer" price tags**.

44 INSIDE THE NBAA

A look at the **priorities, achievements, and goals** of the 11,500-member National Business Aviation Association.

48 USED AIRCRAFT REVIEW

An airliner version of the ACJ318 was ill-timed, but if you're looking for a **bargain-priced bizliner**, you'll probably love this model.

64 EXIT

A down-to-earth look at **flying cars**.

On the Cover:

Justin Packshaw, photographed in Malta for **Business Jet Traveler** by Alex Turnbull.



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TIME OFF

52 OUTDOOR ADVENTURES
A winter tour of **Yellowstone** National Park.

54 GETAWAYS
From colorful Medellín to art-filled Bogotá to Cartagena, with its inmate-operated restaurant, **Colombia** offers sights and experiences that our correspondent won't soon forget.



PEOPLE

14 JUSTIN PACKSHAW
Besides running a luxury clothing company, he finds time to take flying lessons, write a book, aid charities, visit the **North and South Poles**, and climb Mount Everest.



FEATURED CONTRIBUTOR

KIM ROSENLOF

Rosenlof is an Arizona-based aviation writer and photographer who contributes frequently to **BJT**. A fixed-wing and hot-air-balloon pilot, she belongs to several aviation associations, which made her a good fit to write about the National Business Aviation Association for this issue (*page 44*). "I joined NBAA in 2015, but it wasn't until I started talking to other members for this story that I realized just how important a role it plays in protecting general aviation," says Rosenlof, who provides technical and creative writing services to the aviation industry through her company, Aerolnk.



DEPARTMENTS

- 6** UP FRONT
What the **NBAA** means to bizav—and to our company.
- 8** ON THE FLY
Unraveling airport codes, a **\$35,000 bicycle**, and **BJT's** new iPad-beater.
- 22** MONEY MATTERS
Determining who inherits what is only part of the **estate-planning** process.
- 62** CALENDAR
Bizav's **big bash**.

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Embraer **Legacy 500** Preview

Holiday **Gift Guide**

Preowned Aircraft Annual Report

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Up Front

Thank you to everyone who participated in our seventh annual Readers' Choice Survey, the results of which you'll find beginning on page 32. You can be sure that your input will be discussed and evaluated by industry insiders—starting at the National Business Aviation Association Convention & Exhibition in Las Vegas October 10–12, where we'll be distributing this issue.

For many in the bizav community, that annual event is one that simply cannot be missed. Drawing more than 25,000 attendees, 1,100 exhibitors, and approximately 100 aircraft on display, the trade show unofficially sets the stage for the following year, as many manufacturers, service providers, and analysts present their views on current market conditions and their predictions for the near future.

The NBAA convention also holds special significance for our company, because it served as our birthplace nearly half a century ago. AIN Publications—which publishes **BJT** and is also known as the Convention News Company—began operations by publishing *NBAA Convention News* at the show in Cincinnati, Ohio in 1972. Today, we operate worldwide, produce over a dozen magazines, and cover all sectors of the aviation industry.

Kim Rosenlof's "Inside the NBAA" (page 44) shows that, like AIN Publications, the association has grown up with the industry. Her article is an excellent summation of its work, including its tireless lobbying in Washington, D.C. on behalf of corporate aircraft owners. The NBAA also provides critical resources to its members, such as keeping them up to date on regulatory changes and educating the public about the value of corporate aviation. As Ed Bolen, the association's president and CEO, told Rosenlof: "A business aircraft is a sign of a well-managed company. Companies that use business aviation return more to shareholders than companies that do not."



At the 2016 NBAA-BACE in Orlando, Florida.

IAN WHELAN

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P.S. I'm pleased to report that **BJT** is a finalist in two categories of this year's prestigious Folio: awards competition. Our Best Single Article finalist is "Bear Baiting," by U.K.-based contributor Chris Allsop, which appeared in our August/September 2016 issue. We're also a finalist for Best Full Issue of a Consumer Travel Magazine, for our October/November 2016 edition, which featured cover stories on James Carville and Mary Matalin and results of our sixth annual reader survey.

A panel of more than 300 judges picked this year's finalists from a pool of approximately 2,800 entries. We're particularly honored to have been selected because we opted (as in recent years) to enter in consumer-magazine categories, where we compete with such big-budget newsstand titles as *Travel+Leisure* (also a finalist).

Winners will be announced at the annual Folio: show in New York in October.

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Unraveling Airport IDs

As a passenger on business jets, you've probably overheard pilots talking to each other in aviation vernacular that may sound like a foreign language. In most cases avspeak simply consists of abbreviations for words and numbers. For example, notices to airmen becomes notams and number one attitude direction indicator becomes ADI-1.

Airports too have identifiers, consisting usually of three letters for larger facilities and alphanumeric codes for smaller airfields. These abbreviations help to prevent confusion as to the intended facility and are used by pilots to quickly enter airport information into electronic navigation systems. It would obviously take a lot longer to keystroke in John F. Kennedy International Airport, New York, New York, than to just punch in JFK.

Two organizations assign identifiers to be used in flight planning. For domestic U.S. flights, the Federal Aviation Administration (FAA) assigns codes. For international flights, the International Civil Aviation Organization (ICAO) assigns them. Pilots know which agency made the assignment because a K precedes all ICAO codes. Therefore, JFK becomes KJFK and the latter code can be

used for both domestic and international flight planning. That's simple enough. The JFK code is nearly self-explanatory and even non-pilots can easily surmise that KJFK or JFK is New York's Kennedy Airport.

The fun begins when identifiers seem to have little or no relationship to their airports. For example, you might assume that the code for Chicago's O'Hare International Airport would be something like OHI. Nope: it's ORD. The airport was once the site of an aircraft factory known as Orchard Place—thus, the "ORD" designation for Orchard. The code for business aviation facility Teterboro Airport in New Jersey is logical: TEB. But Westchester County Airport in White Plains, New York, another popular business aviation facility, is HPN. The letters stand for three surrounding communities: Harrison, Purchase, and New Castle.

If you Google a list of identifiers, you'll see some that seem obvious and others that appear nonsensical. But most of the non-obvious codes aren't random: they generally refer to some historical event or place. And researching the origin of your favorite airport's code can be fun, interesting, and educational. —*Gordon Gilbert*

A Two-wheeler for Big Wheels

At \$35,000, the new Williamson Wheelman commuter bicycle costs more than many cars. Produced in Detroit by Williamson Goods, the ultra-luxe town coaster is a 12-speed American-made work of art designed to be lifted from your chopper, yacht, or private jet for a spin around town.



At 36 pounds, it's more for dazzling than for racing. The frame, fork, and posts are hand-sewn in python or alligator skin (harvested in a sustainable and humane process with no chemical byproducts used in the tanneries). Accessories include a copper-plated front carrier rack, beverage canister, and black leather saddle tool bag. Only 10 individually numbered bikes—in four color schemes—are being manufactured.

Go ahead, order one. According to our calculations, if you use it instead of your car to travel 10 miles a day, it could pay for itself in gas savings in only about a hundred years. —*Margie Goldsmith*



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The vast menu changes daily. Start with the establishment's namesake—one of the 20 or more available oyster varieties, including awesome local Bluepoints, Malpeques from Prince Edward Island, Kumamotos from California, or Wellfleets from Massachusetts. Other notable starters include Ipswich, Massachusetts-style pan-roasted clams and succulent clam chowder. Entrees include Cajun grilled Maine sea scallops over endive-radicchio salad and a whole grilled branzino served with lemon and capers, steamed veggies, and parsley buttered potatoes. Also available are fried seafood platters, lobster, a shellfish platter, and numerous daily specials.

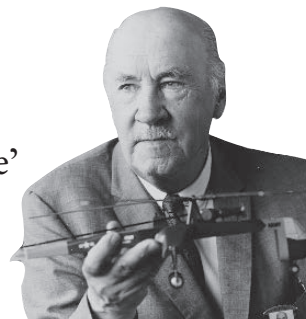
The extensive wine list includes a goodly number of sparkling wines and Champagnes, and many unique beers are on tap. —*Bob Ecker*



QUOTE UNQUOTE

“Use the greatest caution when combining the words ‘impossible’ and ‘aviation.’”

—*Igor Sikorsky*



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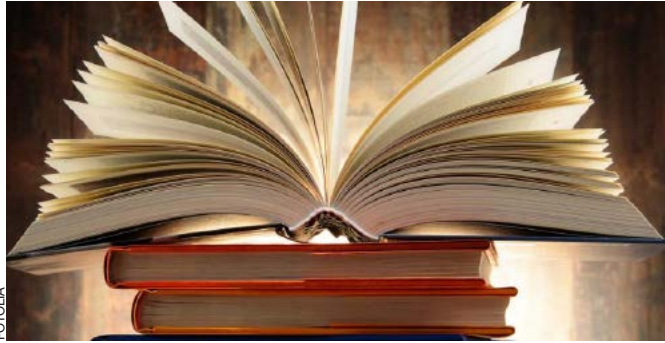
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Beyond the iPad: BJT Tackles Tech



FOTOLIA

While our primary focus at **Business Jet Traveler** remains aviation-related journalism, we have recently entered the technology space. Taking Apple’s advice to “think different,” we have developed an innovative text-retrieval device that we are now ready to announce.

Our product, which will retail for a fraction of the iPad’s cost (around \$30), offers several key advantages over Apple’s e-reader. For starters, it is wire-

less yet always retains a full charge. No need to carry a cable or connect to your PC or a wall outlet. And because we store content directly on the device and never in the cloud, you won’t need Wi-Fi or a cellular connection, nor will you have to worry about viruses or hackers.

You also won’t need to be concerned about frozen screens or rebooting. Our device features patent-pending Always On technology and is instantly

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We call our product the “book.” And if you think it’s amazing, wait till you see what we’re working on next: a replacement for texts and emails that requires no typing and allows you to actually speak to people anywhere in the world in real time. We’re calling that one the “telephone.” —*Jeff Burger*

A Showcase for Science



The Canada Science and Technology Museum, which has been closed for renovations since 2014, will reopen November 17—just in time to celebrate its 50th anniversary. The 80,000-square-foot Ottawa facility will feature historical breakthroughs

as well as a hands-on look at the latest innovations, from augmented reality to wearable technologies. Among the facility’s 11 exhibitions will be *Steam: A World in Motion*, which will include four iconic locomotives, a wind-tunnel model, and a working steam engine complete with a virtual-reality booth that will let visitors experience the engine interactively. A children’s gallery, meanwhile, will incorporate a car-building station where kids can learn how vehicles are designed and built while developing problem-solving skills.

—*Margie Goldsmith*



Aviation Industry Hurricane Relief Efforts

There’s no better time to see what an industry is made of than when disaster strikes, and in the wake of hurricanes Harvey and Irma, business aviation has been quick to aid recovery and cleanup efforts. These nonprofits need your contributions and help to continue providing services:

- **AeroBridge** coordinates and dispatches aircraft to ferry supplies, evacuees, medicine, and other aid. It employs volunteer pilots and aircraft owners but its most critical immediate need is for funding.
- **Air Charity Network’s** member organizations coordinate volunteer pilot flights in the U.S. According to its website, more than 94 percent of donated funds are used to support program services.
- **Operation Airdrop** has been in operation only since Hurricane Harvey but already includes more than 200 pilots who have flown 400 flights and delivered 250,000 pounds of relief supplies to the Texas Gulf Coast. Until it is officially a nonprofit, donations are being directed to a GoFundMe page with 100 percent of the funds being used to keep planes flying.
- **Patient AirLift Services’** Sky Hope Disaster Relief Program is giving airlift support to victims of Harvey and Irma.
- **Pilots N Paws’** website’s discussion board is where volunteer pilots and aircraft owners can schedule animal rescue flights and overnight foster care or shelter.

—*Lysbeth McAleer*

In our last issue’s item on bespoke boots, we misspelled the name of singer Reba McEntire. We regret the error. —Ed.



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Scenes from a Safari

Our columnist returns from Africa with memories of lions, giraffes, zebras...and helicopters.

by Joe Sharkey

One of the most overused adjectives in the English language is “awesome.” Still, I don’t hesitate to use it to describe Victoria Falls, between Zimbabwe and Zambia in east Africa.

The falls, the world’s largest at a mile wide and 350 feet high at the center, is called Mosi oa Tunya in tribal language—“The Smoke That Thunders.” You see and hear it from miles away. As you approach, you feel as if you’ve wandered into a huge white rain cloud that’s resounding with thunder as the Zambezi River tumbles in a giant silvery curtain deep into a gorge.

But the thunder you hear is also from sightseeing helicopters clattering overhead, one after the other, all day long.

Therein lies a quandary for sub-Saharan Africa and for the tourists coming there, as interest in high-end safari vacations steadily grows. East Africa in particular depends mightily on international tourism. For example, in corruption-saddled Zimbabwe, tourism makes up 11 percent of the gross domestic product.

On safari drives along dirt roads through the vast Serengeti plain last June, my wife and I gaped in wonder at the lions and giraffes, families of elephants, galloping wildebeest, and migrating zebras. But we were also struck by the traffic jams that these animals helped to produce. At one point, two lions

just off the road were taking turns feasting on a gazelle carcass while jackals tried to sneak a bite. Our guide’s radio crackled, and soon we were surrounded by other rumbling safari vehicles crammed with tourists aiming lenses. And June—the start of winter in the southern hemisphere—is the off-season.



FOTOLOA

I am not suggesting that anyone with a yen to go should hesitate. An African safari is a life-changing experience in the sense that you become fully aware of what is being lost to criminal poachers and incursions on habitat. Once you have witnessed the raw magnificence of wild east Africa, you return home as an ambassador.

Our hectic 15-day safari—just under \$16,000 for two, not including thousands more for airfare, tips, and travel-medicine preparations and vaccines—took

us to Tanzania, Zimbabwe, Zambia, and Kenya, and finally to glorious, progressive Botswana. All of our accommodations were in what were amusingly referred to as “safari camps.” If you go that route, banish any thought of a saggy wall-tent and a latrine down the path. We stayed at “tented”

bureaucratic regulatory hassles remain a major complaint—to service rising business and leisure regional travel demand. In Tanzania, for example, a long-delayed third terminal at Julius Nyerere International Airport in Dar es Salaam is nearing completion, and once sleepy Kilimanjaro International Airport, which calls itself “The Gateway to Africa’s Wildlife Heritage,” has been expanding while positioning itself as a center for business aviation.

That includes the aforementioned helicopters, which have become popular with VIP groups on safaris. While there don’t seem to be any limits to the racket they cause at Victoria Falls, there are definitely limits at high-end wildlife lodges.

“Some groups are disappointed when we say they can’t land the helicopter in the camp,” said Himal Nathoo, the Zimbabwe-born manager of Elephant Camp West, a safari lodge where we stayed for two nights near the end of our trip.

As we spoke in the luxurious open-air lobby, Nathoo had a pet curled beside him—a fully grown, gentle cheetah named Sylvester, who has been a resident at the camp since he was found in 2010 as a two-day-old cub curled beside the ravaged body of his mother, killed by a lion.

“Sylvester likes it nice and quiet,” Nathoo said. **BJT**

lodge, in spacious private rooms, all of which had bathrooms with showers, some even with spas.

Our trip was time-consuming. But a growing trend, said people I spoke with in Africa, is for business travelers to combine work trips to major urban areas with shorter leisure safari forays into the wild.

General aviation infrastructure in Africa is growing in fits and starts—

Joe Sharkey (jsharkey@bjtonline.com), the author of six books and a longtime BJT contributor, wrote a weekly business column for the *New York Times* for 16 years.



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JUSTIN PACKSHAW

Besides running a luxury clothing company, he raises money for charities, takes flying lessons, and regularly embraces adventures at such destinations as the North and South Poles, Mongolia, and Mount Everest.

by Mark Phelps

Like some explorers of previous centuries, Justin Packshaw undertakes one compelling expedition after another. All of them are dedicated to feeding his appetite for adventure while raising money and awareness for philanthropic causes.

Fresh out of Edinburgh University in 1985, Packshaw joined the British army and went off to experience the first Gulf War. In 1989 and 1990, while still in service, he represented Britain in the Whitbread Race, a 'round-the-world sailing competition. In 1996, he crossed Mongolia on horseback in search of Tsaatan tribes and, in 1999, he motorbiked through East Africa.

In 2005, he won a 450-mile race to the North Pole. Three years later, he helped guide 15-year-old Camilla Hempleman-Adams when she became the youngest Briton to ski to the North Pole. That same year, he cofounded the De Roemer luxury clothing and accessories brand with his wife, Tamsin De Roemer. In 2011, he reached the summit of Mount Everest and, in 2012, he led a trek to the South Pole. He returned there two years later, when he replicated Sir Ernest Shackleton's audacious 1914 sea and glacier trek from Elephant Island to the South Georgia Whaling Station.

Packshaw—who also travels the world, often by private jet, to spread his can-do message to businesses, schools, and others—sometimes seems larger than life. But he also comes across as down to earth. He's just as quick to make fun of himself as he is to add another layer to the optimistic rhetoric.

When he spoke with me via Skype from his summer home in Malta, I asked him how he can stay so doggedly positive. "Well, for a start," he said, "I'm just not very bright."

It was the one thing he said that I seriously doubt.

PHOTOS BY ALEX TURNBULL UNLESS OTHERWISE INDICATED



Tell me about your childhood.

I had a fabulous childhood in Malta, a wonderful island in the middle of the Mediterranean that's steeped in history. My siblings and I were sailing and diving almost before we could walk. We didn't even have a television until I was about 10. My parents were very intrepid and were keen that their children grow up to be interested in life and interesting as people. So we traveled a lot. They were exemplary role models. I am the youngest of four, so I had to develop a can-do attitude early on.

Would you say you grew up privileged? Were your parents wealthy?

Well, yes and no. My parents sort of forged their way. Sometimes we were flush with money, and other times we were not. We had a house and a boat. My mother was one of those dynamic women who never seemed to have very much but made a lot with it.

You left Malta and got an undergraduate degree from the University of Edinburgh. Then what?

I took a year off and visited America for part of that time. I sailed up and down the East Coast. Even rode a motorbike from New York City to Biloxi, Mississippi, which was very eye-opening. Then I joined the army, where I served during the first Gulf War.

What was your experience in the war?

I was a liaison officer with the 7th Armoured Brigade, so my experience was pretty safe compared with some. What I learned was how to confront discipline at an early age. As an officer, you learn that a great many others' lives fall under your remit. So you have to shape up.

What came after the Army?

I went back [to Edinburgh] for a masters' degree in business and then got involved in a series of businesses, which I loved. From the beginning of my studies, I found myself drawn to entrepreneurial situations. I started a business-centric newspaper in Malta called *The Trader*, for example.

And now you own and run De Roemer with your wife. What pros and cons have you found to working with a spouse?

[Laughs.] If I'm honest, I have to say that is a seriously dangerous thing to do! Not to be taken lightly. But if you can make it work, there's nothing better. Tamsin and I have been together for nearly 17 years and have had our business for 10 years.

The key is to have different roles. Tamsin is the consummate creative. She was a successful model, got into designing, and had a jewelry business with Jade

FASTFACTS

▶ **NAME:** Justin James Packshaw, MBE (Member of Order of the British Empire)

▶ **BORN:** March 13, 1965 (age 52) in London

▶ **EDUCATION:** Undergraduate and master's degrees from Edinburgh University in Scotland

▶ **BUSINESS:** Cofounder (with his wife) and managing director of De Roemer fashion label

▶ **MILITARY SERVICE:** British Army officer, 1985–1994

▶ **TRANSPORTATION:** Charters jets and shares private flights with associates involved in philanthropic fund raising. Working on his private pilot's certificate.

▶ **PHILANTHROPY:** Princes Trust, Defence National Rehabilitations Centre, the Duke of Edinburgh's Awards, Walking with the Wounded, United Nations Environment's Clean Seas campaign.

▶ **PERSONAL:** Lives in London with wife Tamsin De Roemer; daughter Lula, 11; and son Blake, 9.



MARK WAGNER



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Jagger, Mick Jagger's daughter. And I like building things, putting them together. We're the ideal business partners. Similarly, marriages are built on trust and respect. With all my time spent adventuring, if I am honest, the unsung and most magnificent hero in my life is my wife.

Let's talk about those adventures.

I have been lucky to have led expeditions to both Poles, summited Mount Everest, ridden horses across Mongolia, motorbikes through Africa, jet skis in West Africa, sailed around the world, to name a few. Adventure is when I truly feel alive, and it impacts enormously on all other facets of my life. Around all of this I am a big believer in being accountable, and through my expeditions we try to generate impactful awareness and money for social and environmental issues.

For example, I'm very involved with Walking with the Wounded, a charity involving soldiers wounded in service with the British army. I've led a couple of trips with them to the South Pole. The second one, in 2014, was to honor the 100th anniversary of Sir Ernest Shackleton's expedition. With two wounded soldiers from my old army regiment, I followed the same route taken by the Shackleton expedition.

What's your definition of "adventure"?

To me, adventure means stepping out of your comfort zone and breaking from the monotony

of what is expected. It means confronting risk and challenging yourself. If the thought of what you're about to do doesn't leave you with butterflies in your stomach, whether that be due to excitement or fear, then you're not doing it right. In the process, you will learn more about yourself, what you're capable of, and about the world around you.

How do your adventures get started?

I'm a very big believer in dreaming big. I've gotten to where I can come up with these mad ideas. They start as a sort of framework, and then we slowly put meat on them. I try to get really smart people involved, and also new people who can cut their teeth on learning about the world. Then suddenly it's "yeah, this might happen." Predominately, things start with a glass of wine or a beer in your hand. And good banter going on, as in, "Do you think we could...?" On the back of a scrap of paper you start drawing things and planning. My home is full of maps and equally full of scheming people.

How does the business environment compare with climbing Everest and sailing around the world?

Much more than one might imagine. Both start with a dream and belief, but their overall success will ultimately come down to grit, resilience, persistence, patience, humility, respect...and luck. Humans are meant to excel, and when you see how capable we are and how adaptive the human spirit is, you realize that anything is achievable.

You advise people to embrace adventure. What's your advice for those with more limited means than yours, in terms of money and time?

Adventure is a state of mind, a calling almost. A deep-rooted desire that will metaphorically smash all hurdles in its path. It's about wanting to go and confront something—travel, learning music, a career move—to test yourself. None of this will come easily, and one will always have to be tenacious. So set goals, work hard, and have as positive a spirit as possible.

How has private flying fit into your world?

It's about becoming more useful. For example, when I have three or four events in a tight sequence, and I'm trying to fit as much in as economically as possible, I sometimes charter out

"If the thought of what you're about to do doesn't leave you with butterflies in your stomach, whether that be due to excitement or fear, then you're not doing it right."



MARK WAGNER



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of Farnborough [Airport, outside London]. I also do quite a bit of flying with individuals I'm involved with who have their own planes. It is always so easy and you can arrange everything on your mobile and bypass all the chaos of a commercial terminal as you glide through your FBO and onto your plane, all in a matter of minutes, saving an enormous amount of time and, often, stress. The only barrier is that it's expensive. But when you weigh that up against time wasted and other things, you can see it's good value for money.

As an environmentalist and a strong believer in combating climate change, how do you answer critics who argue that business jets have an impact on the environment?

First, I believe strongly that we need to be responsible in how we treat the environment. All aspects of transportation are part of the problem. Just going places puts a strain on the planet. We need to keep pressing for lowering our carbon footprint. But you mustn't clip people's wings. To implement change, you need to be able to move. But you need to be efficient at it. I take umbrage when it isn't done efficiently.

Have you ever experienced anything involving aviation that you would describe as an adventure?

Flying anywhere in the high Arctic or Antarctica is most certainly an adventure. All the pilots who fly in those regions are exceptional. I cannot help but marvel at their skill, as the weather can change incredibly quickly and they constantly have to put up with very testing situations.

I can include skydiving in Perris Valley in California or Deland in Florida. [I've jumped] from small Cessnas,

de Havilland Twin Otters, Sky Vans, Turbine Porters, and a whole host in between, including the odd helicopter. Fantastic fun!

I understand that you have done some flying of your own.

Flying is my new love. I am in the process of getting my license, so I'm a baby pilot. Having said that, I have spent rather a lot of time in small planes and helicopters throughout my life, either through soldiering in the British army, or skydiving, or with friends and my father-in-law, who are all mad keen aviators. As I become more proficient I am looking forward to planning some fun trips with a friend who has a setup in Kenya. Africa is a joy to fly in, as there is always so much to see and it is still rather raw and unspoiled. I always feel that it takes you back to the days of [pioneering British aviatrix] Beryl Markham.

What has meant the most to you over the years?

Without question my family and friends. I am loving watching my two children growing up and hopefully they will be as excited about the road ahead of them as I have been with mine.

How do you envision your later years unfolding?

Hopefully, not too different from my first half. I creak a little more than I used to. I'm not the same person I was in my 20s, but not far off it. With any luck, I will continue doing what I am doing today across business, adventure, and philanthropy, maybe with my wife and children, as they get older. I am also excited about learning the art of flying, as the air and the sea are similar mediums. I'm quite keen to take a little submarine down into the Marianas Trench [the deepest part of the world's oceans, in the western Pacific]. And equally, I'm quite keen to try to bust out of our atmosphere. I think what Richard Branson is doing with Virgin Galactic is brilliant, and it's going to open up a wonderful chapter for the next generation of explorers, which fascinates me.

I am writing a book, which I am thoroughly enjoying, so maybe going forward I will do some more of that, too—alongside trying to get my golf handicap down! **BJT**

Regular contributor **Mark Phelps** (mphelps@bjtonline.com) is a managing editor at **BJT** sister publication *Aviation International News*. This interview has been edited and condensed.



MARK WAGNER

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Passing it on

Determining who inherits what is only part of the estate-planning process.

by Chana R. Schoenberger

What will happen to your money and other assets after you're gone? That's the central question of estate planning.

Deciding how to apportion an estate is usually an easy choice for parents: most specify that assets should be split equally among their children after the second spouse dies. Exceptions might include a family business, in which one child receives a controlling stake while the others inherit different assets, or a situation where one child has special needs and requires extra care.

When thinking about how to divide up real estate, consider whether your heirs will likely agree on how to manage assets you're leaving to them. Some may want to keep family properties like the home where they grew up, while others might prefer to sell and split the proceeds, says Kelly Gushue, who is CEO of Personal Finance Warrior, a financial coaching company.

Determining who gets what is only part of the process. Another challenge is structuring a plan to legally avoid estate and gift taxes to the extent possible. The goal is to skip what Joe McDonald, an attorney in Concord, New Hampshire, calls the "dying-with-your-boots-on" scenario, which allows the IRS to tax the complete amount of your wealth."

In addition to letting you save on estate taxes, trusts are a popular way to keep assets from going to creditors or ex-spouses (or the

ex-spouses of your children), says Ramsay Slugg, a Fort Worth-based managing director and national wealth strategist for U.S. Trust.

For now, all Americans are entitled to a \$5.49 million exemption for their estates, although President Trump and congressional leaders have said they want to repeal the federal estate tax entirely. Because the future of that tax is uncertain, some attorneys are advising clients not to make ironclad plans that involve getting around it, because it may be difficult to undo the mechanics if the tax is repealed or changed.

"Unless you're suffering from a terminal condition or you've spent a lot of money in structuring or

appraisals, it probably is best to wait and see," McDonald says.

Setting up trusts is especially worthwhile if you have assets that are likely to appreciate, such as a privately held business. Before selling it at a premium, clients often put a noncontrolling slice of it into an irrevocable trust. The slice is valued at a discount, since it doesn't exert control over the company, and the business itself is private. When it is sold, the value of that stake within the trust rises—but the difference in value isn't taxable, a phenomenon called value freezing. "The spike in value between the time of the transfer and the time of the event escapes taxation completely," McDonald says.

You can use various types of trusts to hold such a stake, including a GRAT, or grantor retained annuity trust. After making the gift that puts the stake into the trust, you need to file a gift tax return and send the IRS copies of the trust's organizational documents, along with an independent appraisal of the stake. The IRS has three years to challenge the appraisal. Legal and appraisal fees to establish such a vehicle can run up to \$30,000, McDonald says.

Decisions on how to leave money or assets to charity—or set up a foundation to give away funds during your lifetime and beyond—are among the "most neglected areas" of estate planning, McDonald says. Many clients choose these options because they don't want to give all of their estate to their children, for fear of spoiling them; they also want their legacy to include helping the community.

McDonald recommends that clients with more than \$3 million to donate start a private foundation, either an operating one (which conducts a charitable function, like running a health program) or a grant-making one (which donates to philanthropic causes). Foundations can be expensive to set up, staff, and administer, so many people with smaller amounts to contribute opt to give to a local umbrella organization like the Boston Foundation or the Philadelphia Foundation. These nonprofits manage donors' assets collectively and direct the



FOTOLIA

Pointing Your Kids in the Right Direction

Parents worry about what their kids will do with the family's money once they inherit it. In a U.S. Trust survey of adults with \$3 million or more to invest, only 42 percent said they were very confident their kids would spend their inheritance responsibly.

Part of the problem is poor communication between parents and their heirs. Many trust-fund heirs don't learn they stand to inherit significant assets until they turn 18 or 21 and receive a bank statement in the mail.

"What people often do is not talk about anything with their kids until they're older, and then it's an awkward conversation," says psychologist Dr. Jamie Traeger-Muney of Wealth Legacy Group. The best way to ensure your kids don't squander their inheritance is to get them started understanding money from an early age—as young as five years old, she adds.

For more on this subject, see "Teaching Your Kids about Money," available at bjtonline.com and in the August/September 2015 issue of **BJT**. —C.R.S.

funds toward community needs, McDonald says.

Another popular option is a donor-advised fund, which mutual-fund companies like Vanguard and Fidelity offer. Fidelity's donor-advised funds managed \$15.5 billion at the end of fiscal 2016, making it the second-largest grantmaking organization in the U.S., after the Gates Foundation, according to Elaine Martyn, vice president of the Private Donor Group at Fidelity Charitable.

A Fidelity donor-advised fund requires a minimum donation of \$5,000 in cash or securities. You can also sign over more complex assets that are often difficult to give away, such as shares in a closely held business, LLC, or private equity partnership, says Martyn. Once donated, these assets will be liquidated and the money invested in the Fidelity charitable pool or pools of your choice.

The value of what you've donated can continue to grow as Fidelity manages it, and whatever profits are generated are also available for you to direct into gifts to nonprofits. One client who donated \$1 million last year

saw her assets grow by \$42,000 in the first six months, allowing her to increase her charitable gifts, Martyn says. Those gifts can be to any legal nonprofit; the most popular categories are faith-based groups, universities, healthcare and human-services organizations, and social-justice nonprofits, Martyn notes.

The money belongs to Fidelity Charitable once it's donated, allowing you to take the full tax deduction right away. The fund charges donors less than 1 percent of assets annually to administer their accounts, with the exact fee depending on how much you have in the fund.

Once your estate plan is set, Slugg recommends, discuss it with your heirs, to avoid any unpleasant surprises, and to give them time to grow into their responsibilities running the family business or handling other assets.

"At some point you have to sit down with the children and the grandchildren," he says. You may or may not want to get into all the details, but you should at least tell them that a plan exists. **BJT**

Chana R. Schoenberger (cschoenberger@bjtonline.com) has been an editor at *Forbes*, a reporter for Dow Jones and the *Wall Street Journal*, and a news editor at Bloomberg News.



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Joining the club

A variety of membership programs have sprouted up for business jet travelers lately, and customers are embracing them.

by James Wynbrandt

Comedian Groucho Marx famously said that he didn't want to belong to any club that would accept him as a member. That's clearly not how business jet travelers feel, because in less than five years, membership programs have fully established themselves in the air charter market. They range from relatively low-cost, subscription-based so-called "private airlines" to bespoke operators of ultra-long-range jets, and many of them have little in common besides providing access to a closed fleet, but demand is reportedly strong across the spectrum.

Here's a look at the latest news from six leading providers:

Surf Air

In back-to-back moves in June, California-based Surf Air bought its Texas-based clone Rise, and launched Surf Air Europe. Surf Air—the first of the all-you-can-fly subscription carriers—plans an almost 100 percent increase in scheduled flights on the former Rise network, says spokesperson Angela Vargas.

With some 850 Rise subscribers added to its rolls, Surf Air now has about 3,850 members. Coming soon, the company says, is a premium membership that will offer Monday-through-Friday flights linking California and Texas, and weekend service to Cabo San Lucas, Mexico; Aspen, Colorado; and Sun Valley, Idaho. More immediately, Surf Air is adding flights to Bentonville, Arkansas (home of Walmart); Midland, Texas; and Oklahoma City, Oklahoma. Additionally, the Rise



fleet of Beechcraft King Air 350s will be replaced with about a dozen Pilatus PC-12/12NGs, the models Surf Air already uses in California. Additional memberships providing various levels of access to the network will be created, Vargas says.

Meanwhile, Surf Air Europe, with monthly Select subscriptions at £1,750 (\$2,280) and Prime subscriptions at £3,150 (\$4,078), is now flying Phenom 300 light jets between London's Luton Airport and both Ibiza, Spain and Cannes, France. Plans call for adding service by year's end from London to Zurich and Geneva, Switzerland; Munich, Germany; and Milan, Italy.

JetSmarter

In July, JetSmarter—which has popularized shared business jet flights between some popular city pairs—added SharedCharter services to its membership plans, which include Sophisticated (\$50,000 per year), Smart (\$15,000 per year),

and Simple (\$5,000 per year; surcharge for SharedCharter use). SharedCharter enables customers to schedule trips on any route and let JetSmarter market the unused seats to other members. Based on the number of takers, the initiating member will be reimbursed with flight credits worth up to 100 percent of the charter cost for future bookings. Meanwhile, members who join the flight can save up to 90 percent on charter costs, according to JetSmarter.

XOJet

Though not a membership-program pioneer, California-based XOJet brought one-way pricing to the charter world in 2009 with its low, all-inclusive transcontinental fares. Now, riding a 40 percent spike this year in program sales for its owned-and-operated fleet of Cessna Citation Xs and Bombardier Challenger 300s, XOJet has updated or launched a trio of

membership programs under its new XOJet Access Solutions banner and made "a slight pivot, changing to a subscription model requiring a monthly fee," says Brad Stewart, XOJet's president and CEO.

For a refundable \$200,000 deposit, the company's Elite Access program offers fixed hourly rates across light (\$5,500), midsize (\$6,750), and super-midsize (\$8,500) jets. (This is the first time XOJet's light and midsize aircraft have been offered at fixed prices, according to the company.) Elite Access requires a \$3,000 initiation fee and allows use of one, two, or three classes of aircraft for \$1,000, \$1,500, and \$2,000 per month, respectively.

Preferred Access is aimed at those flying 25 to 100 hours annually. It requires a \$100,000 deposit and offers a 4 percent bonus credit on all trips booked on the XOJet fleet. The initiation fee is \$3,000 and monthly fees are \$500.

Select Access targets entry-level

flyers and requires a \$50,000 refundable deposit and \$250 monthly fee. It provides a 2 percent flight reward for all bookings on the XOJet fleet.

Wheels Up

The four-year-old Wheels Up saw 75 percent year-over-year growth in the first half of 2017, founder and CEO Kenny Dichter says, and will begin 2018 with more than 4,000 members. Individual members pay a \$17,500 initiation fee and \$8,500 annual dues in following years while corporate members pay \$29,500 up front and then \$14,500 per year. There's also an entry-level membership that costs \$6,950 annually and guarantees access to the company's King Air 350i and Citation XLS aircraft at fixed hourly rates of \$4,295 and \$7,495 per hour, respectively. Wheels Up, which plans to purchase 17 more King Air 350is, also offers shared shuttle flights. Routes include New York–South Florida; New York–Nantucket;

Boston–Nantucket; and in the winter, San Francisco–Truckee, California. During football season, Saturday shuttles to college games are popular, as were shuttles between California and Reno during the Burning Man festival, Dichter says.

JetSuite

At JetSuite, demand for lift has been strong among SuiteKey members, who receive discounted hourly rates and other perks for deposits of between \$50,000 and \$400,000. This led the company in late May to launch a three-tiered management program aimed at getting more aircraft into its fleet.

JetSuite owns and operates Phenom 100 and Citation CJ3 light jets and is looking for Embraer Phenom 100s and 300s and Legacy 600s and 650s to add to its charter certificate. The company just signed its first Legacy 600 to the program, says Cameron Gowans,

vice president of sales and marketing. JetSuite's new RedStripe, GreyStripe, and WhiteStripe management agreements offer owners varying levels of aircraft access and charter revenue opportunities.

JetSuite also operates JetSuiteX, which provides scheduled service within California aboard 30-passenger, executive-configured Embraer E135 regional jets. But in contrast to other "private airlines," it charges no subscription or initiation fee, and offers no membership program for the service, though SuiteKey members get a 10 percent discount on JetSuiteX tickets.

VistaJet

VistaJet, a Malta-based provider of bespoke membership and ad hoc charter aboard its owned-and-operated fleet of long-range Bombardier

Challengers and Globals, reports that membership sales jumped a record 57 percent in the first half of this year. The growth comes from "large corporations and high-net-worth individuals," according to the company, which attributes increased demand in part to its recent elimination of positioning fees. VistaJet notes that its customer retention rate is 91 percent, with subscription flight hours in the first half of the year totaling about 6,000.

These developments leave little doubt that the membership business model is popular. And, says Surf Air cofounder Wade Eyerly, "I think you'll continue to see the model explored and extended as people get more and more aware of how 'democratized' private flying can become." **BJT**

James Wynbrandt (jwynbrandt@bjtonline.com), a multi-engine instrument-rated pilot and regular **BJT** contributor, has written for the *New York Times*, *Forbes*, and *Barron's*.

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FACTORY-NEW
AIRCRAFT

Gulfstream

Its speed, range, and cabin size have made it a favorite among VIPs and leading corporations.

by Mark Huber

Since its introduction in 2012, the long-haul, large-cabin Gulfstream G650 has quickly become a popular ride for the world's elite. More than 200 were delivered during its first four years of production to corporations including ExxonMobil, Bank of America, and Walmart; global potentates from Saudi Arabia, Jordan, Bahrain, and Kuwait; and such billionaires as Paul Allen and Larry Ellison. What

sells the G650 is the trifecta appeal of speed, range, and cabin size.

The G650 is the world's second-fastest business jet, with a maximum cruising speed of Mach 0.925—just slightly less than the Cessna Citation X's Mach 0.935. Power on the G650 comes from a pair of 16,100-pound-thrust Rolls-Royce BR725 engines, which are more efficient than their predecessor, the BR710.

The new engines produce almost 5 percent more takeoff thrust while reducing nitrogen oxide emissions by 5 percent and smoke by 10 percent. They are also 33 percent quieter than the BR710s, cutting noise levels to 17 decibels below Stage 4 standards. The BR725s have an impressive 10,000-hour recommended time between overhauls, the equivalent of 24 years of average corporate operation.



G650ER

The aircraft can land in primitive environments and adverse weather, thanks to the Gulfstream enhanced-vision system, the synthetic-vision primary flight display system, and head-up display (*see photos on page 29*). These systems work together to give pilots a view of terrain, obstacles, and runways, regardless of the weather. The enhanced-vision system uses a forward-looking infrared camera that projects ground images on the pilot's head-up display,

while the synthetic-vision system employs 3D color terrain images from an onboard database. The G650 is also the first Gulfstream to feature computerized fly-by-wire flight controls, which enhance safety while improving ride quality.

Standard maximum range for the aircraft is 7,000 nautical miles; however, in 2014 Gulfstream began offering a 7,500-nautical-mile (at Mach 0.85) variant, the G650ER. Roughly 80 of the G650s delivered through 2016 are ER

models. The extra-range option adds a few million dollars to the price; a base ER retails this year for \$69.4 million. At Mach 0.90, the ER can fly 6,400 nautical miles, 400 farther than the base G650.

The G650 and G650ER are virtually indistinguishable from the exterior, as Gulfstream incorporated sufficient structural strength in the wings to accommodate the 4,000 pounds of fuel needed to stretch the range. However, a fully

FACTORY-NEW AIRCRAFT

fuelled ER weighs 104,000 pounds, which puts it over the limits at some popular business airports, including New Jersey's Teterboro. While the G650ER shares the G650's cabin, avionics, and systems, software for the fuel-quantity measuring and flight-management systems had to be updated to account for the extra fuel and performance gains.

These capabilities combine for extraordinary speed, range, and mission flexibility. The G650ER regularly sets speed and distance records in its class. One recently flew the 6,620 nautical miles from Sydney, Australia, to Los Angeles in just 12 hours and 40 minutes for an average speed of Mach 0.86. Previously, a G650 had made the trip from Washington, D.C., to Geneva in six hours, 55 minutes and from Los Angeles to Savannah, Georgia, in three hours, 26 minutes.

Its speed and range notwithstanding, the G650's most appealing feature is undoubtedly its super-sized and refined cabin. The aircraft features 28 percent more cabin volume than Gulfstream's former flagship, the G550, itself a long-range 12- to 16-passenger jet; total cabin volume is 2,138 cubic feet. The G650's cabin door is more than six feet high, and the cabin is eight feet, six inches wide; six feet, five inches tall; and nearly 47 feet long. A cavernous



A G650 has made the trip from Washington, D.C., to Geneva in just six hours, 55 minutes and from Los Angeles to Savannah, Georgia, in three hours, 26 minutes.

195-cubic-foot baggage compartment is accessible through the rear lav. All that space means room for larger seats, windows, and monuments. The single executive seats are 28 inches wide—two inches wider than those in the G550. The signature oval windows are the industry's largest: at 28 by 20.5 inches, they're 16 percent bigger than those on the G550 but are spaced farther apart and slightly higher on the fuselage to improve the viewing angle.

Gulfstream can configure the cabin for up to 19 passengers in any of 12 standard floor plans, with forward or aft galleys and with or without a dedicated crew rest area. The conference area is

expandable from four seats to six by replacing the center cabin credenza with two single seats. With forward-galley layouts, a stateroom is an option just forward of the aft lavatory. Customers can also opt for floor plans tailored to their tastes.

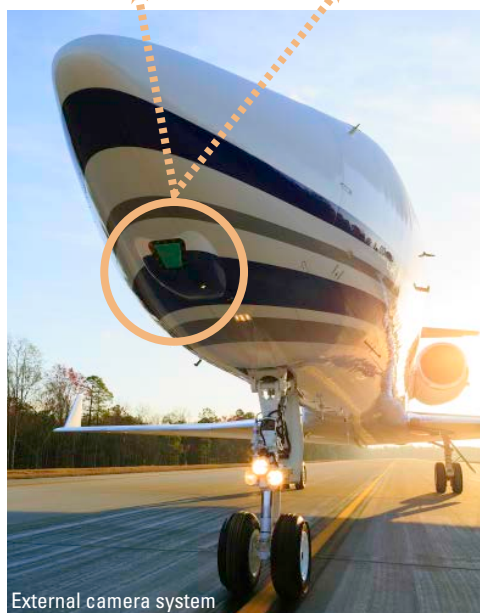
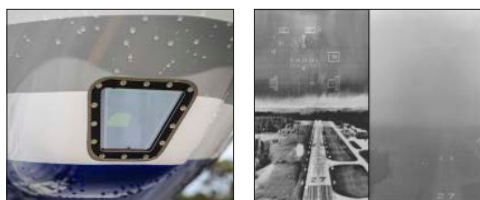
Last year, Gulfstream began offering four-zone layout options. An example would be a cabin configured to include forward and aft lavatories; forward galley and vestibule; two forward conference-friendly seating zones; a third zone that seats six and can be used for meetings or dining; and a fourth zone adjacent to the aft lav that includes a closet and a divan that converts into a 39-by-80-inch bed.





The aircraft has a 100 percent fresh-air system and provides a lower cabin altitude than other large business jets—4,850 feet when flying at 51,000 feet and 2,800 feet when flying at 41,000 feet. The environmental-control system features quieter air distribution than the G550 and independently vented lavatories. The G650

Clarification: In our last issue's article on the Viking 400, we indicated that the Beechcraft King Air 350 cabin is "nine inches longer but two inches shorter." The latter measurement related to floor-to-ceiling height. —Ed.



External camera system

cabin benefits from a combination of clean lines, high-tech accents, and hints of art deco on the curved-edge cabinets. The absence of clutter and visible switching on this airplane is striking. The galley is large and high-tech.

Gulfstream has made technological upgrades to the cabin as they have become available. Beginning this year, for example, it is incorporating the high-speed satellite communications network Jet ConneX, which offers dramatically faster internet and messaging; clearer voice connections; and real-time television, audio, and video streaming virtually anywhere worldwide. Also new this year, the G650 line features an external camera system that provides high-resolution video to the cabin monitors and flight-deck displays. **BJT**

Mark Huber (mhuber@bjtonline.com), an aviation industry veteran, has reviewed aircraft for **BJT** since 2005.

Gulfstream G650ER at a Glance

Price	\$69.4 million
Passengers	12–19
Range*	7,500 nm
Maximum cruising speed	Mach 0.925
Maximum altitude	51,000 ft
Maximum takeoff weight	103,600 lb
Cabin	Length: 46 ft 10 in
	Height: 6 ft 5 in
	Width: 8 ft 6 in
	Volume: 2,138 cu ft
Baggage	195 cu ft

*Eight passengers, Mach 0.85, NBAA IFR reserves.

Source: Gulfstream



Defining “airworthy”

The word’s meaning is important but difficult to pin down.

by Jeff Wicand

There’s an old saw in business aviation that there’s no definition of “airworthy,” and thus no decisive way to establish an aircraft’s “airworthiness.”

At one point, the U.S. Federal Aviation Administration seemed to agree. Years ago, in an Order now suspended, the agency observed that the term “is not defined in the Federal Aviation (FA) Act or the regulations.” Over time, though, the FAA changed its tune. A subsequent Order sought to clarify the meaning of “airworthy” by “a review of case law.” Eventually, the FAA bit the bullet and defined the term itself in a section of an Order entitled (to leave little room for doubt) “Definition of the Term ‘Airworthy’ for U.S. Type-Certificated Aircraft.”

Despite all this waffling, however, the FAA’s position on “airworthy” has remained basically the same over the years. To be worthy of flying, an aircraft must meet two basic requirements, according to the agency’s definition: it must conform to its type certificate and it must be “in a condition for safe operation.”

Note that these requirements pertain only to airworthiness, not registration. To register an aircraft in the U.S., you have to comply with FAA registration prerequisites, such as satisfying the citizenship tests. Whether you can actually fly in the airplane is an entirely separate matter. Indeed, at the time they’re registered in the U.S., many foreign-registered aircraft must be modified to satisfy U.S.

“airworthiness” requirements.

The first of the FAA’s conditions is relatively simple. An aircraft’s type certificate is the blueprint that the FAA approved for building the model. When it comes off the production line, the aircraft is certified as complying with the type certificate so it can receive an airworthiness certificate. Subsequent modifications to the airplane may require

compliance with supplemental type certificates (so-called STCs).

To obtain a U.S. airworthiness certificate, an aircraft built in a foreign country and initially registered outside the U.S. may need a certification from the country of manufacture that it complied with U.S. type design when delivered. This sets a baseline for evaluating subsequent modifications, repairs, and

maintenance, which will also need to comply with U.S. standards.

The second of the FAA’s stipulations is that the aircraft must be safe, or rather, in a condition for safe operation. That’s the kind of aircraft I want to fly on, but how do you know? The FAA’s order offers a strangely one-sided explanation of this rule; it says it “refers to the condition of the aircraft relative to wear and deterioration, for example, skin corrosion, window delamination/crazing, fluid leaks, tire wear.” This makes it seem as though—assuming the aircraft satisfied type design when manufactured—the only airworthy issue to worry about is “wear and tear” over time. That’s obviously important, but what about the status of required maintenance, compliance with airworthiness directives and service bulletins, compliance with regulations regarding newly required equipment, repair of damage, and so on?

Trying to prove an aircraft is safe is like trying to prove there are no purple sheep in the world. All the sheep you find—millions of them—may be white, brown, or black, but that doesn’t mean there isn’t a stealthy purple one skulking around somewhere. FAA regulations require that when a technician approves an aircraft’s return to service following an inspection, he must certify in its records that it “was deemed to be in airworthy condition.” Thus, the FAA seems to require the technician to certify something he can’t



possibly know: that no “unairworthy” condition exists.

Before concluding that no aircraft can ever be returned to service, however, consider the sign-off required by the FAA if the technician concludes that the airplane *isn't* airworthy: in that case, he certifies that it was inspected “and a list of discrepancies and unairworthy items dated (date) has been provided for the aircraft owner or operator.” Since there is apparently no third option and because, if the aircraft is deemed unairworthy, the technician is required to say why, the FAA must think the technician is within

Sellers are quick to say in purchase contracts that they will repair only “airworthy discrepancies,” because this language eliminates the obligation to fix all sorts of things that buyers will want repaired.

his rights to return an aircraft to service as airworthy as long as he isn't aware of any condition that would render it unsafe.

A lawyer might add “after due inquiry,” but what does that mean? The amount of checking you can do on an aircraft is virtually endless, and the checking itself can cause problems. No wonder maintenance technicians and repair stations focus on the tasks at hand, like the inspection they've been hired to

accomplish. This doesn't mean that if you're just servicing the aft lavatory you're supposed to ignore the giant crevasse you notice on a leading edge. Technicians are expected to follow up on observed defects, but not to disassemble the aircraft looking for them.

Purposeful checking for airworthiness issues not related to an inspection coming due is the province of the “prepurchase evaluation” that buyers perform. Terms like “evaluation” and “survey” are deliberately used to avoid the word “inspection,” because the prebuy may not include any inspection that takes the aircraft out of service and that would require the sign-offs just discussed to return it to service.

Still, sellers are quick to say in purchase contracts that they will repair only “airworthy discrepancies” (or, depending on whom you're talking to, “unairworthy discrepancies”), because this language eliminates the obligation to fix all sorts of things that buyers will (and should) want repaired. No technician will ground an aircraft because a window shade is stuck. Items like this are frequently referred to as “cosmetic,” as though the inability to pull down a shade were an aesthetic problem. The same can't be said if the DVD player doesn't work, yet in the end that too is unlikely to ground the aircraft. In a retail transaction, the aircraft should certainly be airworthy at delivery, but the buyer will also want everything on it to work properly, regardless of whether or not it affects safe operation.

Determining that an aircraft is “airworthy” may be an impossible task, like proving there are no purple sheep, but a thorough prepurchase evaluation should uncover the most obvious airworthiness issues. **BJT**

Jeff Wieand (jwieand@bjtonline.com) is a senior vice president at Boston JetSearch and a member of the National Business Aviation Association's Tax Committee.

READY FOR TAKEOFF

This recurring editorial feature spotlights aircraft that are for sale at press time. In this issue, we focus on aircraft that are almost new. BJT's editorial department selects aircraft for inclusion and the magazine receives no compensation in exchange for coverage. Brokers wishing to have their inventory considered for this department should email readyfortakeoff@bjtonline.com. —Ed.

Almost-New Aircraft



↓ 2016 Global 6000

This one-owner ultra-long-range jet, which seats 13 passengers, has been airborne for only 232 hours. The engines are enrolled in Rolls-Royce's Corporate Care program and the jet is equipped with the newest avionics and domestic and international internet. The aircraft, which features a Venue cabin-management system, incorporates a forward galley with crew-rest area; forward, mid, and aft cabins; and forward and aft lavatories.

Asking price: \$43.995 million

Broker: Avjet Global



↑ 2016 Airbus Helicopters H145

This nearly new model (formerly called the EC145T2) has had only one owner, and total time on the airframe is just 160 hours. The helicopter features an eight-passenger VIP interior, state-of-the-art avionics, and such options as additional soundproofing, floats, lashing points, and night vision.

Asking price: \$8.63 million

Broker: Mesinger Jet Sales

Business Jet Traveler's 7th Annual Readers' Choice Survey

On the pages that follow, you'll find the results of our 2017 Readers' Choice Survey, to which 1,194 readers responded. For every completed survey, we have as promised made a contribution to Corporate Angel Network, which arranges free flights on business aircraft to treatment centers for cancer patients and their families.

As in past years, the bulk of the poll covers readers' ratings of aircraft they and their companies own, aviation services they employ, and aircraft they would most like to fly in. We also asked subscribers a variety of other questions,

including why they fly privately, what aircraft features matter most to them, how their flying has changed during the past year, and how they expect it to change in the year ahead.

Answers to those last questions suggest an improving picture for bizav. While 22 percent of respondents said they flew less in the past year, 29 percent said they flew more. During the next year, moreover, only 7 percent expect to fly less while 41 percent anticipate that they will fly more. (For both time periods, the remaining percentages forecast little change.)

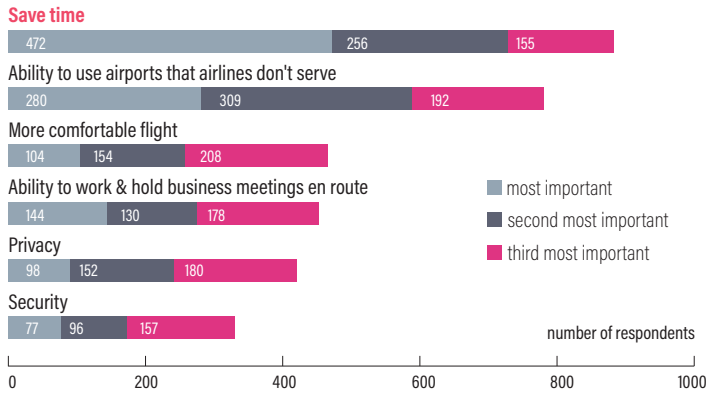
Please note that percentages don't always exactly total 100 due to rounding. Note also that our survey allowed respondents to rate any service provider, aircraft model, or manufacturer. If you don't see results for a particular company or aircraft, it's because we received insufficient response about it to allow us to present meaningful data.

For a version of this report that includes demographic information about the poll's participants, please visit bjtonline.com/2017survey.
—Ed.

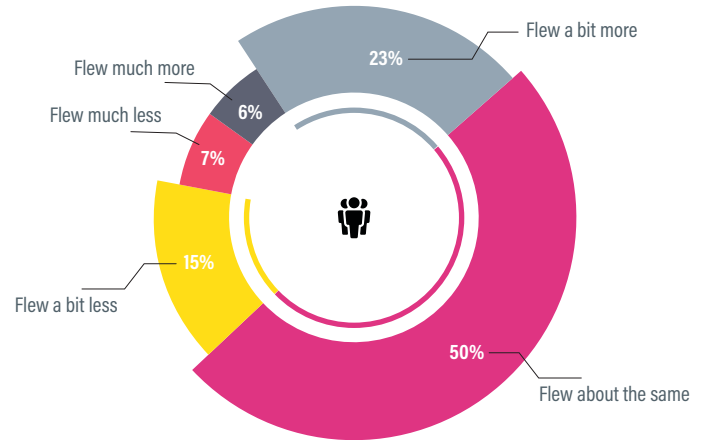


FLYING PRIVATELY

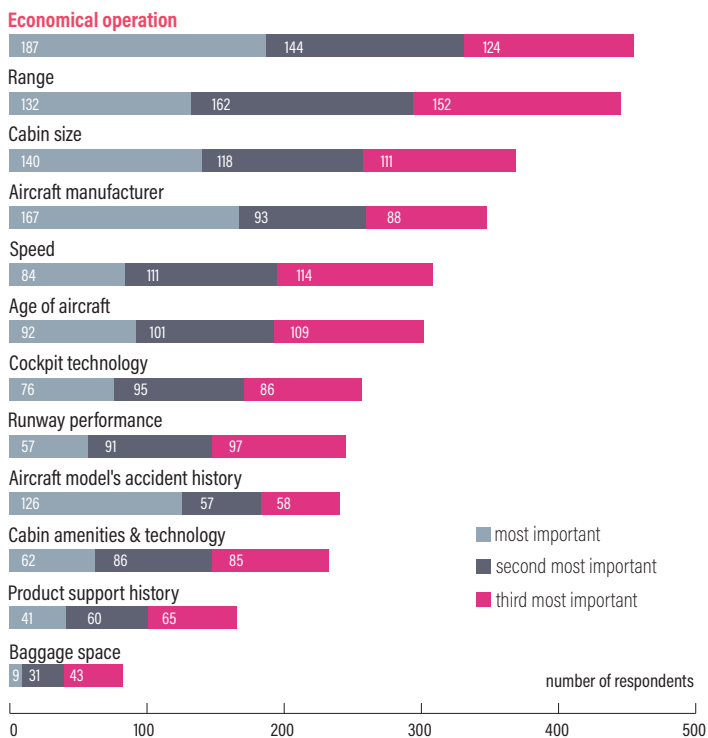
What are the three most important reasons you fly privately?



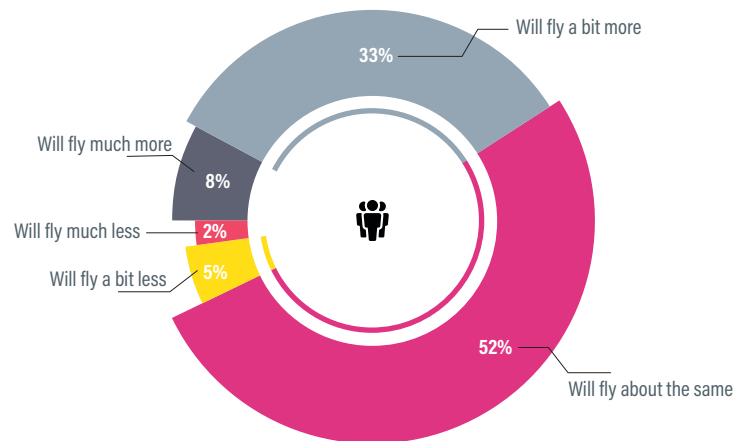
How has your private flying changed in the past year compared with the year before?



What three aircraft features are most important to you?



How do you expect your private flying to change in the year ahead?

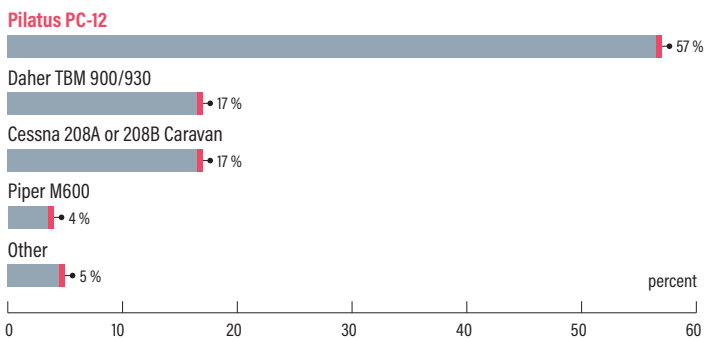




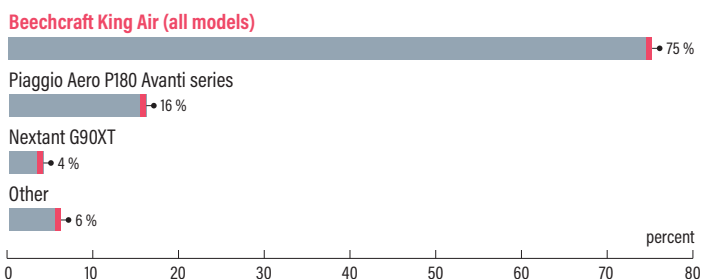
WISHED-FOR AIRCRAFT

If you could receive a complimentary year of flying, which aircraft would you choose?

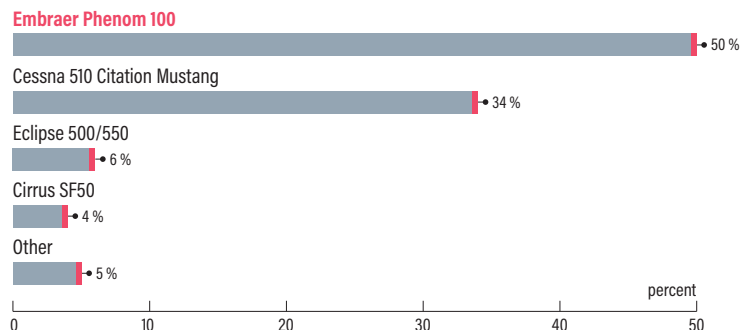
Single-engine turboprop



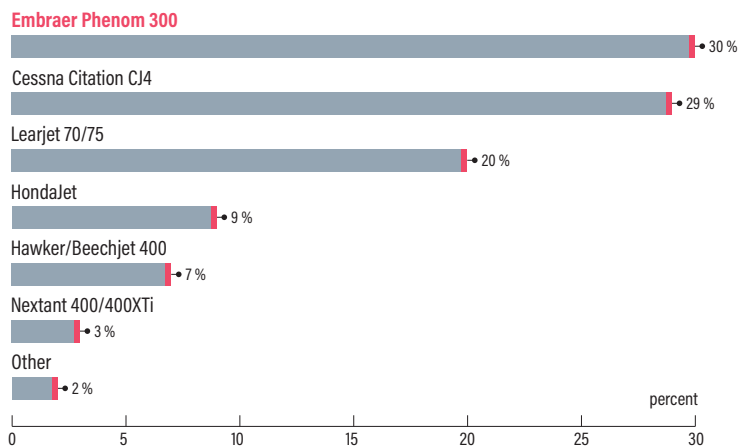
Twin turboprop



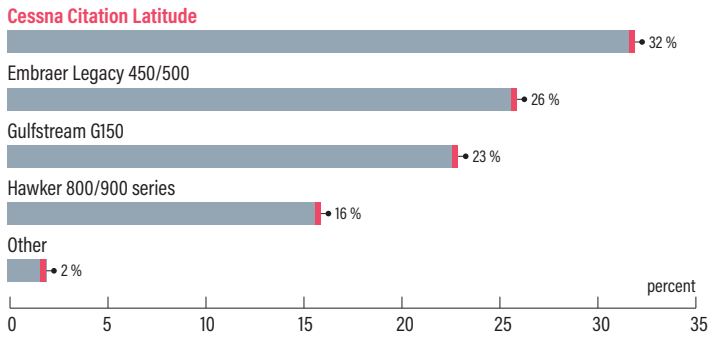
Very light jet (VLJ)



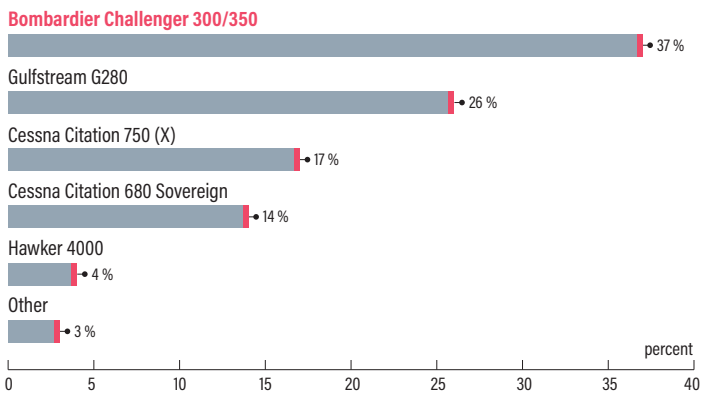
Small-cabin/light jet



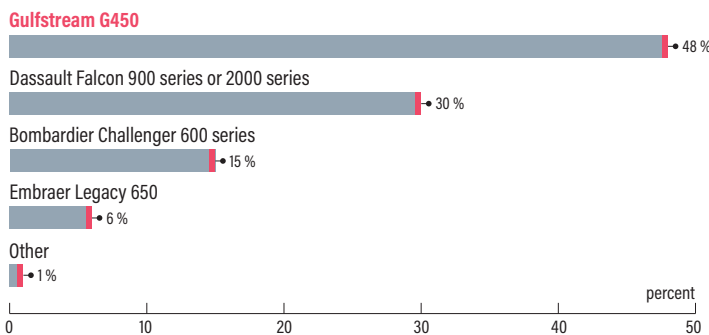
Midsized-cabin jet



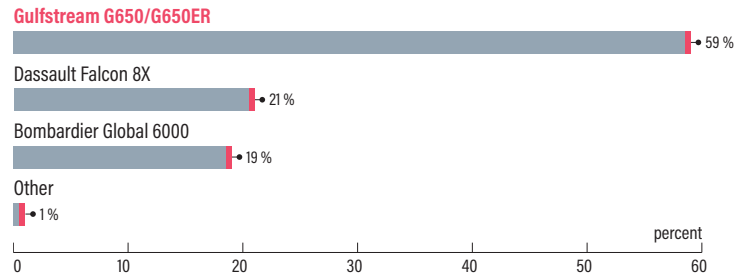
Super-midsized-cabin jet



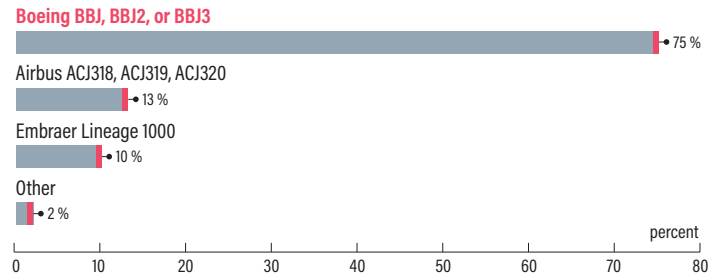
Large-cabin jet



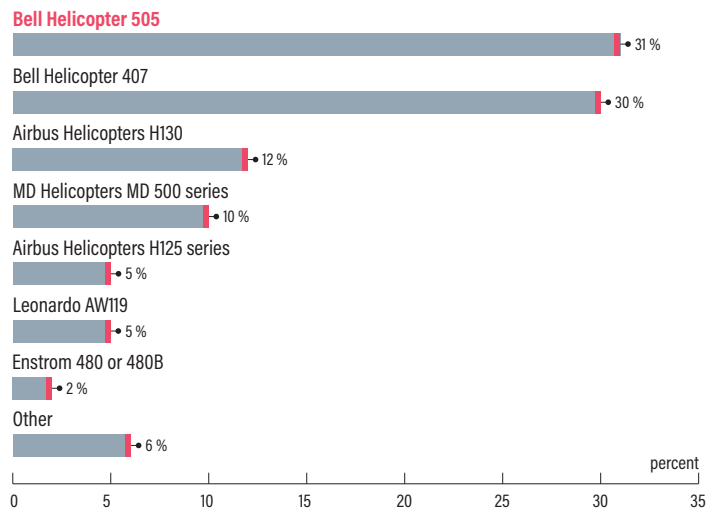
Ultra-long-range/heavy jet



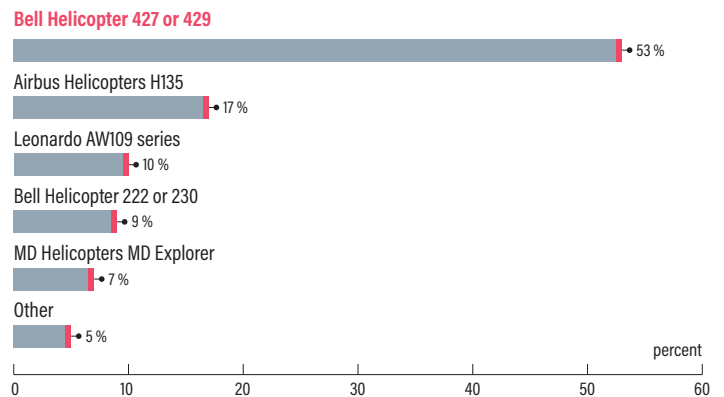
Bizliner



Light single-turbine helicopter



Light twin-turbine helicopter



OWNED AIRPLANES

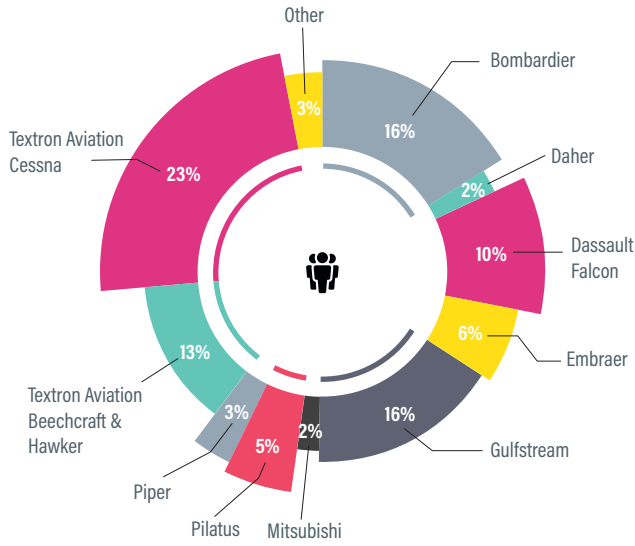
If you or your company owned a business aircraft in the past three years, please rate it on each of these factors.*

% Excellent **% Very Good** **% Average** **% Fair or Poor**



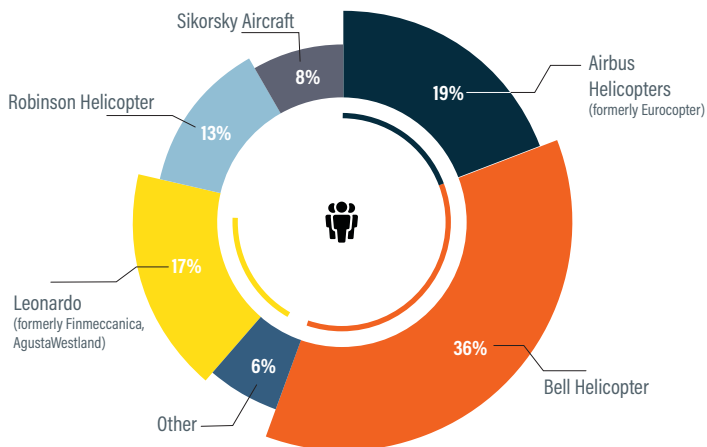
* Owners of more than one aircraft were asked to respond regarding the one they use most often.

Please indicate the manufacturer of your airplane.*



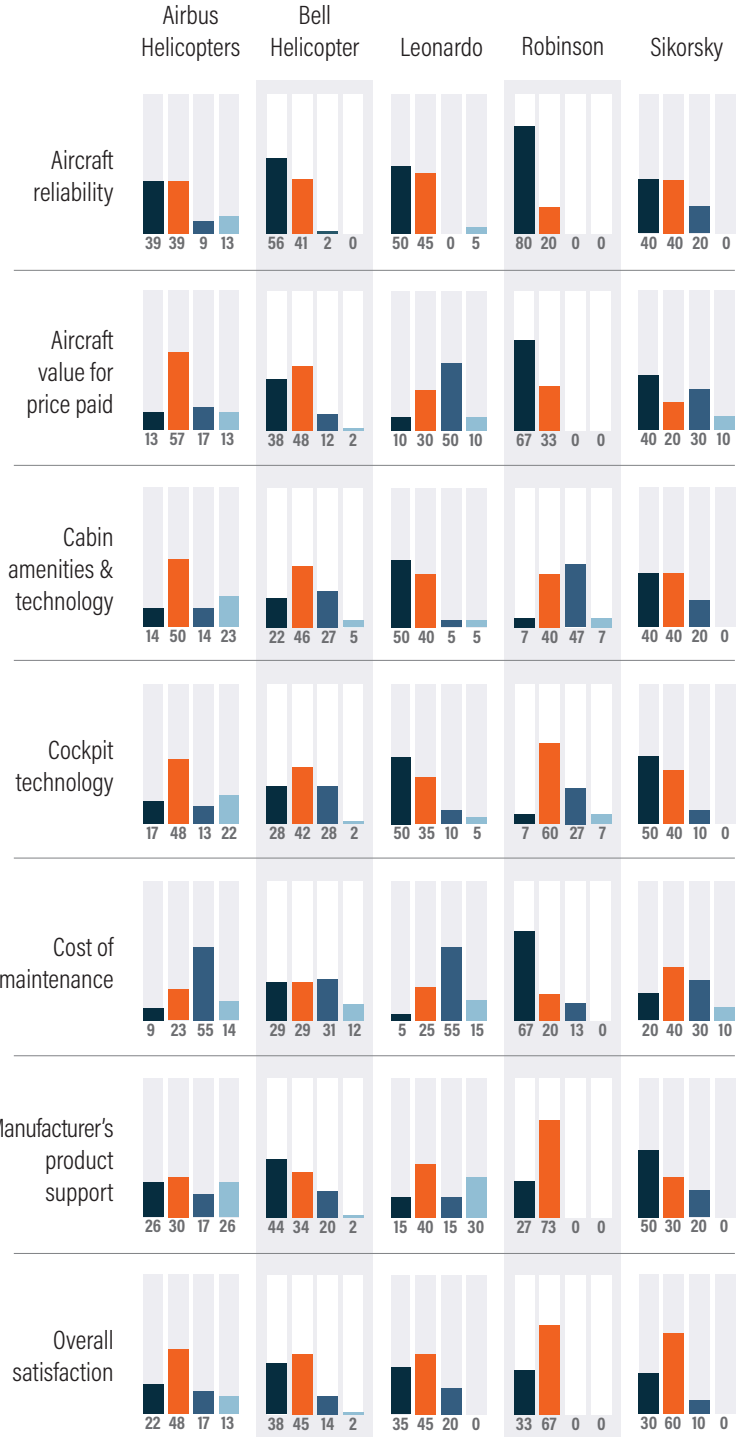
OWNED HELICOPTERS

Please indicate the manufacturer of your helicopter.*



If you or your company owned a helicopter in the past three years, please rate it on each of these factors.*

% Excellent % Very Good % Average % Fair or Poor



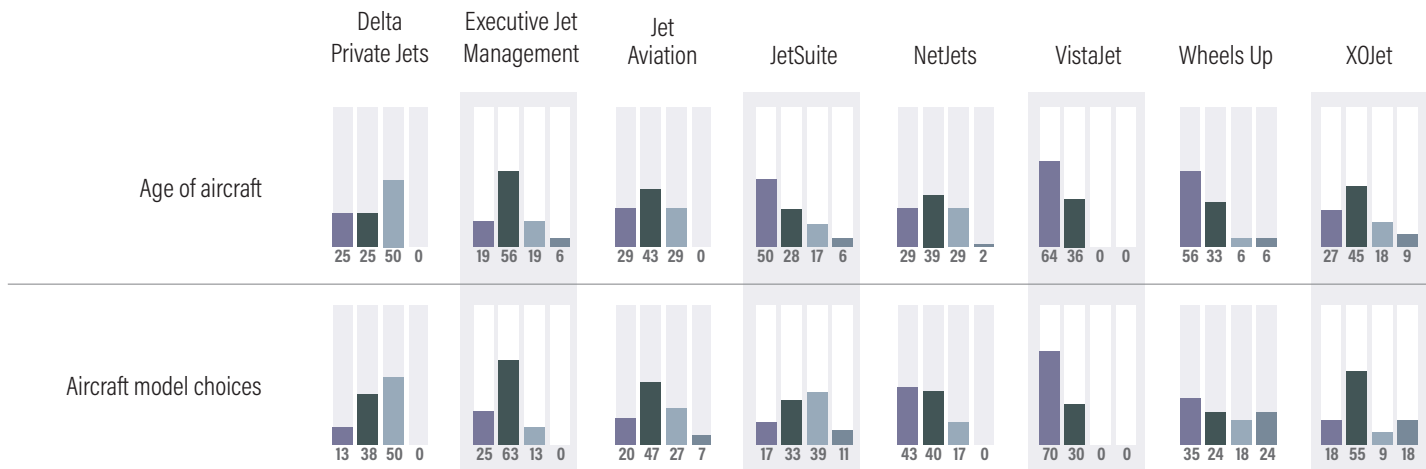
* Owners of more than one aircraft were asked to respond regarding the one they use most often.



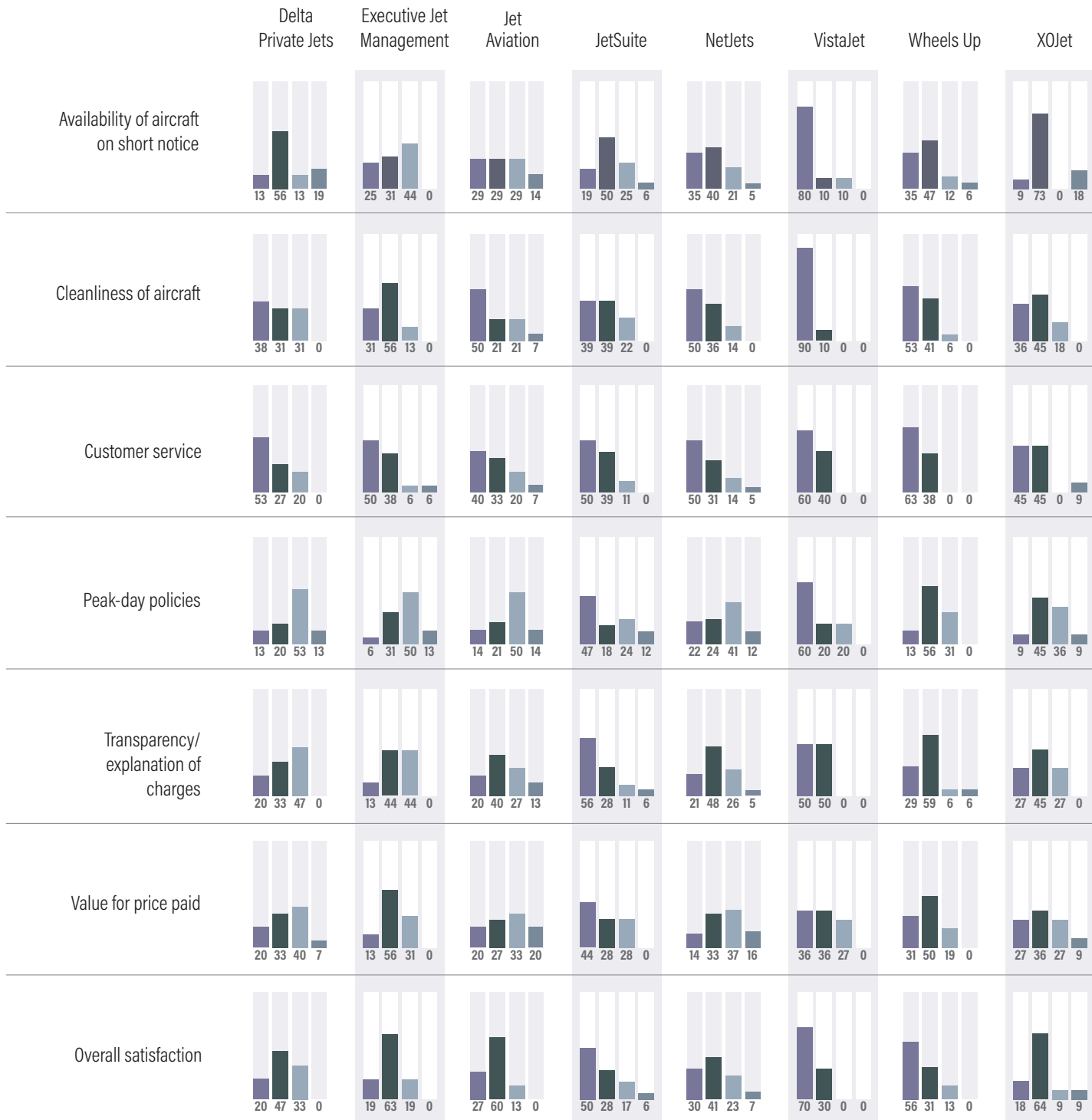
CHARTER, CARDS, AND CLUBS

Please rate your charter or jet-card provider or membership club on each of these factors.*

% Excellent % Very Good % Average % Fair or Poor



* Respondents were asked to rate the company they've used the most in the past three years.



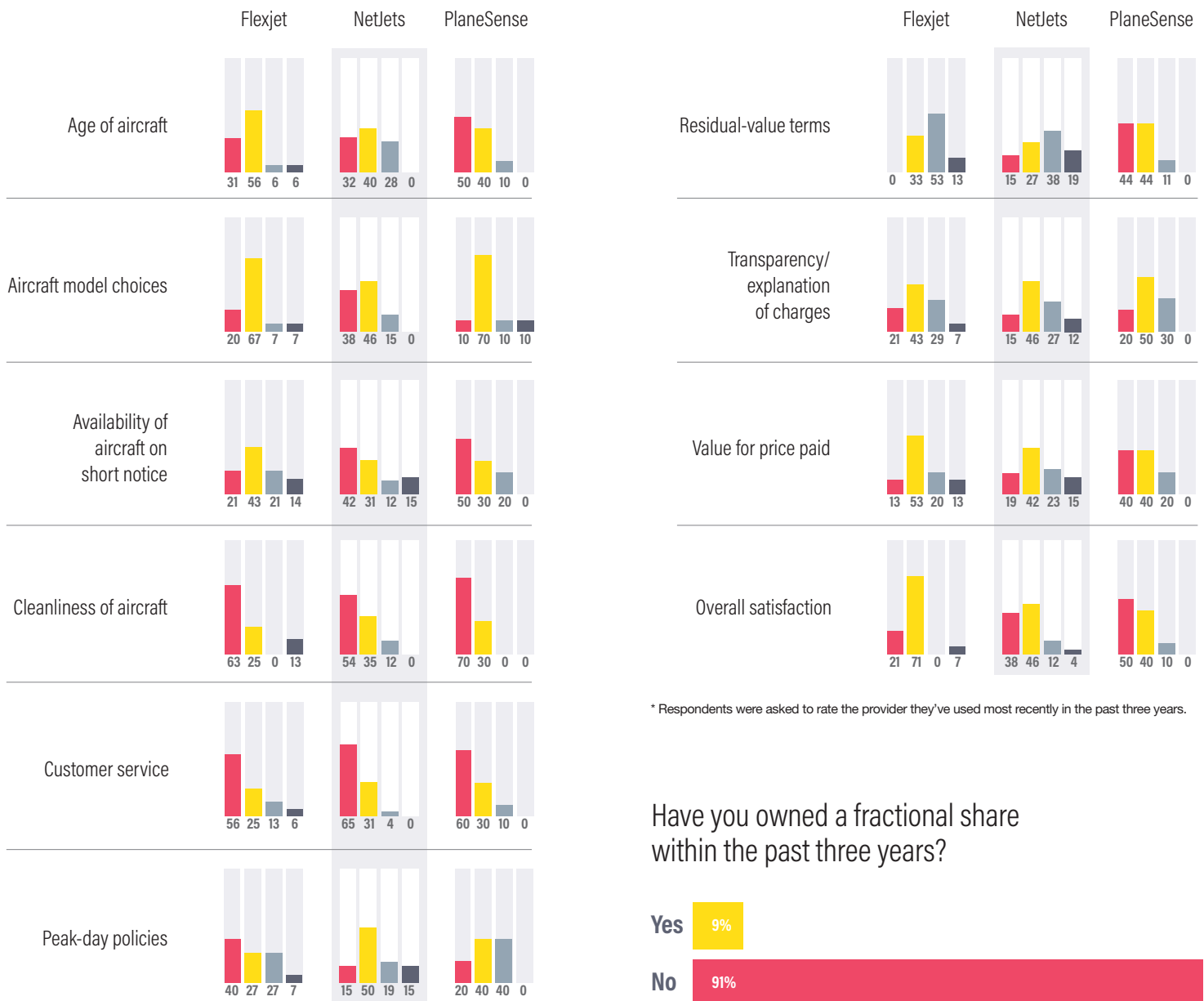
Have you flown via air charter, a jet card, or a membership club within the past three years?



FRACTIONAL PROVIDERS

Please rate your fractional aircraft provider on each of these factors.*

% Excellent % Very Good
% Average % Fair or Poor



* Respondents were asked to rate the provider they've used most recently in the past three years.

Have you owned a fractional share within the past three years?



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“Make Offer”

Many aircraft sellers don't list an asking price. That can attract buyers but can also confuse or annoy them.

by James Wynbrandt

It's perhaps the most common—and least helpful—phrase you'll find among preowned-aircraft listings: “make offer.” At least half of business jets and turboprops for sale are listed without an asking price, according to industry experts. If you're a buyer, should you take this to mean the seller: a) doesn't know the aircraft's value? b) is simply testing the waters? or c) is searching for a sucker? And if you're a seller, is this (non) pricing strategy one you should consider?

Brokerages and aircraft owners avoid listing an asking price for a variety of reasons, but often, “the rationale is to encourage dialogue between the buyer and seller,” says Chad Anderson, president of North Carolina-based Jetcraft. In other words, “make the phone ring,” in common broker parlance.

“If you assign too high a price, some people won't call,” says Kevin O'Leary of Jet Advisors, a Massachusetts consultancy. “But if you say ‘make offer,’ they might email or pick up the phone.”

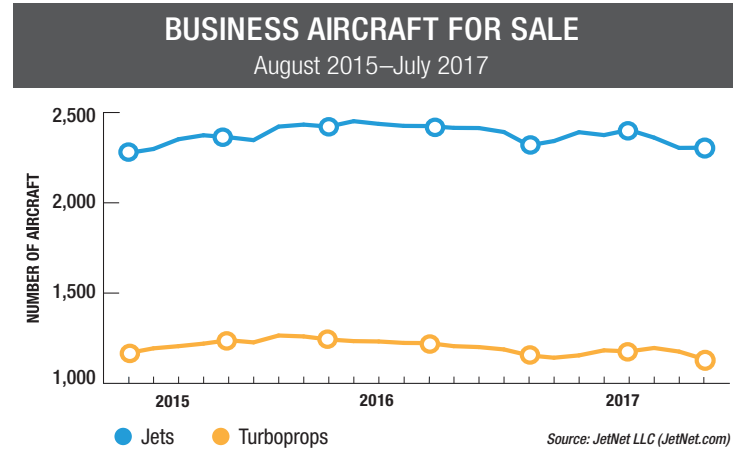
“Make offer” can also signal that “there may be things that could be included in the sale that could change the price,” such as the cost to comply with upcoming

equipment mandates, says Toby Batchelder of Central Business Jets in Minneapolis. Once the call comes in, “I'm going to get a chance to talk about the airplane I might not have if I just had the price,” says Jay Mesinger, CEO of Mesinger Jet Sales in Boulder, Colorado.

Another benefit: in a fast-changing market like today's—and in the absence of a central listing platform for aircraft analogous to real estate's Multiple Listing Service—“make offer” can spare brokers from having to visit a roster of sites to update prices. The tactic also makes it easier for sellers who worry that the market will turn upward to negotiate top dollar at the time of sale.

If you're thinking of listing your aircraft without an asking price, you should at least have a realistic one in mind. “Buyers need to see that a seller is in the right zone in order to gain their attention and consideration,” says Anderson. Adds Mesinger, “You have to have a sense of where you want to be [price-wise]. Otherwise I'm not going to make an offer.”

Some aircraft owners won't disclose this information to their reps, brokers say, but it's assumed—given the documentation and effort



required to secure exclusive representation—that most of these owners are serious about selling.

If you're a buyer annoyed at the widespread lack of published prices, take comfort in knowing that many brokers feel the same way. “It's frustrating for people who want the data and want to know the market,” says O'Leary.

Indeed, while a “make offer” listing can start the phone ringing, the callers may not be the ones sellers are after. “The listing broker may field a lot more calls

from other brokers who are simply researching the market versus real buyers,” says Batchelder.

Mesinger, unlike many brokers, eschews “make offer” listings for aircraft his firm represents. “We think in a crowded market, those with logical asking prices will sell planes before someone [who advertises] ‘make offer,’” he says.

Meanwhile, what do you do if your airplane's not getting the response you want without a price attached? “Put a low price on it,” says O'Leary. “The phone is going to ring.”

James Wynbrandt (jwynbrandt@bjtonline.com), a multiengine instrument-rated pilot, is a longtime BJT contributor.

SOME POPULAR PREOWNED MODELS 2015–2017

	BOMBARDIER CHALLENGER 300	CITATION CJ2	EMBRAER LEGACY 600	PHENOM 300	FALCON 2000LX	BOMBARDIER GLOBAL XRS	GULFSTREAM G280	GULFSTREAM G550	HAWKER 850	LEARJET 45
No. in Operation	454	237	174	401	131	160	110	540	99	243
No. for Sale	29	24	22	13	12	15	3	29	12	20
Avg. Price 2015 (millions)	\$11,704	\$2,826	\$9,449	\$7,563	\$19,333	\$25,328	\$22,583	\$31,947	\$4,361	\$3,063
Avg. Price 2016 (millions)	\$9,434	\$2,617	\$7,939	\$7,223	\$19,493	\$23,750	\$18,973	\$28,263	\$4,229	\$2,249
Avg. Price 2017 (millions)	\$8,520	\$2,540	\$7,909	\$7,125	\$15,795	\$19,393	\$15,950	\$24,640	\$3,407	\$2,045

Note: dollar figures are average asking prices as of July of each year. Source: JetNet LLC (JetNet.com)

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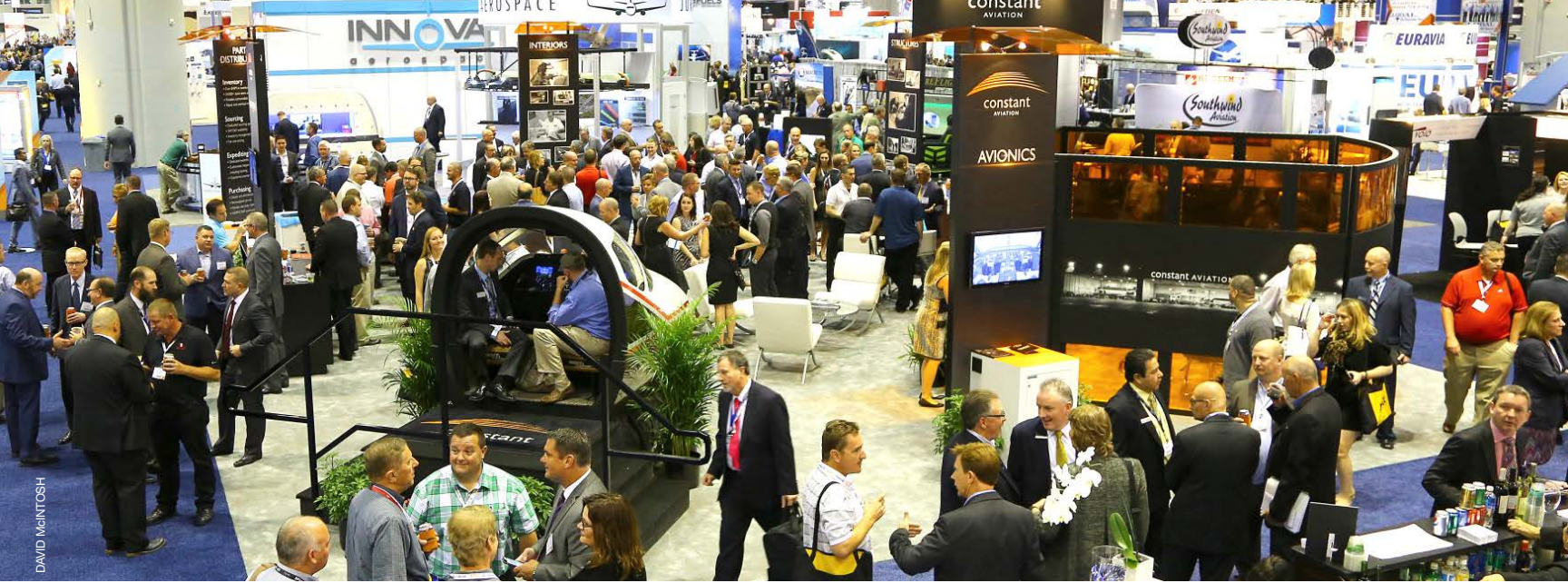


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DAVID MCINTOSH

Inside the NBAA

The National Business Aviation Association runs one of the country's largest annual trade shows and advocates for 11,500 members. Here's a look at its priorities, achievements, and goals.

by Kim Rosenlof

Awaiting takeoff on your business jet, you unexpectedly hear the engines spool down. Then the pilot delivers the news: air traffic control has cancelled your clearance due to congestion at the destination airport, likely causing a two-hour delay.

What to do? If your company is a member of the National Business Aviation Association, your pilots might be able to get you off the ground by calling its Air Traffic Services Desk at the Federal Aviation Administration's ATC System Command Center. That's what Jad Donaldson, director of aviation for Harley-Davidson Motor Company in Milwaukee, Wisconsin, did in a situation like this.

"Our representative at the NBAA desk said there was weather in the [destination] area, all of the arrival slots were filled with airline traffic, and they weren't allowing many GA aircraft in right now," Donaldson recalls. "I told him that we were on the ramp, ready to go, and asked whether he could do anything for us. He quickly called back, saying that an airliner wasn't going to use its arrival slot, and if we could be ready to take off in 20 minutes, he'd put our aircraft into that slot. I said, 'no problem,' got

the clearance, and 20 minutes later we were wheels up. The entire delay was about 35 minutes, which was completely acceptable under the circumstances."

The NBAA is one of only three non-FAA organizations (the others represent airline and military interests) allowed to staff a full-time desk at the FAA's ATC Command Center. That says a lot about its power and status, which have been growing since 1947. That's when the organization was launched as the Corporate Aircraft Owners Association. The founders were leaders of 18 large airplane-owning companies, including Bristol-Meyers, Burlington Mills, Corning Glass Works, General Electric, B.F. Goodrich, Hanes Hosiery Mills, and Reynolds Metals. These executives were concerned that business aviation would be deprioritized by regulators dealing with expanding airline, military, and light airplane traffic.

The NBAA's annual convention draws more than 25,000 attendees. It has grown so big that it can be held only in Orlando, Florida, or in Las Vegas.

While originally based in New York City, the organization quickly grew in stature and influence to the point where the Civil Aeronautics Administration (forerunner to the FAA) suggested that it move to Washington, D.C., which it did in 1951. The association has changed its name a few times since then to reflect diversifying membership, but its continued presence in D.C. has allowed the NBAA to spread awareness of business aviation issues to lawmakers.

"Our ability to be present on Capitol Hill, in court, and participating in the regulatory process is fundamental to our ability to follow through on our mission statement, which is to create an environment that allows business aviation to thrive in the United States and around the world," says Ed Bolen, the NBAA's president and CEO since 2004. "A business aircraft is a sign of a well-managed company. Companies that use business aviation return more to shareholders than companies that do not.

Inside the NBAA

NBAA is constantly involved in helping people understand what business aviation is and why it's important to our nation's transportation system and the economy."

The organization has worked with government on issues such as helping the FAA craft separate regulations for business aircraft versus airline operations; convincing Congress not to lump business aircraft with recreational vehicles like snowmobiles during the 1973 fuel crisis; keeping business aircraft flying during the 1981 air traffic controllers' strike; and fighting for or against FAA funding reform, depending on how the proposed legislation would affect its members. Whenever a Congressionally controlled issue is at stake, the NBAA calls on its members to help.

"The ability to make it easy for NBAA's membership to participate in the political, legislative, and regulatory process has been very important," says Bolen. "For example, when the Large Aircraft Security Program was introduced [in 2009], we asked our membership to comment to the docket and kept a punitive regulation from becoming a reality. When bad ideas are put forward—like privatizing the air traffic control system—we've been able to go to the community and see them respond in a very positive way, using software that NBAA has developed."

Moreover, the association has expanded its mission to facilitate business aviation worldwide.

A founding member of the International Business Aviation Council, it has assisted with the formation of business aviation associations or their trade shows in various areas of the globe, and still cohosts European and Asian versions of its annual convention (EBACE and ABACE).

What many NBAA members most appreciate, though, is that the association fights for them in Washington—and on local turf, such as when it argues in court for business aviation access to individual airports and airspace. For some, it's a key reason they pay their dues.

"As a long-time NBAA participant, I know the value that NBAA brings to each flight department," says Pat Dunn of Singapore-based FD Manager, which develops software for managing corporate flight departments. Dunn, who is also a corporate pilot, has been an NBAA member since 2007. "I know the necessity to have a voice in Washington to speak on our behalf. NBAA makes my life better as a business aviation operator throughout the world."

Jay Mesinger, CEO of Mesinger Jet Sales in Colorado, agrees. An NBAA member since the early 1980s, Mesinger served on its board of directors and was a founding member of its Leadership Council. "Over the last 15 years, [advocacy] has taken on more relevance and importance," Mesinger says. "In the early days, there were fewer



Joining the NBAA

The National Business Aviation Association offers four membership categories: corporate, business, associate (including airports, individuals, and companies that don't own aircraft), and affiliate (foreign organizations).

Corporate and business members both own U.S.-registered aircraft that are primarily not-for-hire. The main difference: corporate members must use operations manuals, a formal maintenance program, and two professional pilots when passengers are on board. Business members, on the other hand, fly single-pilot and owner-operated aircraft. Both categories require pilots and crew members to complete annual proficiency training, a rule instituted in the 1960s to emphasize professionalism and safety.

Your membership category and other factors determine dues. As of July 2017, associate membership starts at \$255 annually for a business aviation contractor, such as a contract pilot or flight attendant, while companies with associate memberships pay \$525 to \$2,655 per year, depending on their gross annual revenue. The fee structure for corporate and business categories is the same: a base fee of \$205 plus \$50 to \$335 per aircraft depending on aircraft type, to a maximum annual fee of \$5,330. The fees cover all employees of a member company, although businesses typically add only those affiliated with the aircraft or flight department to the association's membership roster.

A few years ago, the NBAA initiated an \$89 introductory membership, available for new members in any category, which allows full access to the association's benefits for an entire company for one year. This may be one reason that, according to the association, its membership has increased by about 4 percent annually for the past several years. —K.R.

The NBAA's Budget

The National Business Aviation Association generates the majority of its revenue from conferences and other events. In fiscal-year 2016, it took in \$52.4 million, with \$35.3 million coming from conventions, including its big Business Aviation Convention and Exhibition and similar events overseas; \$7.2 million from other conferences, forums, and seminars; \$6.3 million from membership dues; and \$4.5 million from products and services such as air-traffic-services fees, sales of publications, affinity programs, and contributions. Expenses totaled \$45.5 million, including \$4.3 million on governmental and legislative affairs; \$21.5 million related to conventions, conferences, forums, and seminars; and \$19.7 million on operational expenses, marketing, communications, and other items. That left a surplus of \$6.9 million. —K.R.

Inside the NBAA

threats to our growing industry domestically with respect to user fees or airspace. The airspace was less congested and there were fewer threats from airlines vying for the airspace. Thirty years ago, the [air traffic control] system wasn't as old and there was less emphasis on modernization. Today the NBAA has shifted dramatically so its anchor is firmly planted in the legislative side of governmental affairs to deal with these issues that we didn't have 30 years ago."

Mesinger says that he often uses the Contact Congress area of the nbaa.org website to send messages to his Congressional representatives. The webpage includes links to email forms and tweets that can be automatically delivered to the member's representative, plus a toll-free phone number that—when called—provides suggested talking points on the latest issue and uses the caller's ZIP code to connect the member to the appropriate Congressional office.

"Contact Congress is a terrific tool that NBAA has made available to its members," Mesinger says. "[The site has] pre-populated template letters that speak to certain issues—they allow you to customize those, of course—and with a click of a button you can send that message directly to your local representative. That's an important piece of membership."

The NBAA has about 11,500 members, most of which are companies with corporate flight departments (corporate or business members) or businesses that derive more than 50 percent of their income supporting business aviation (associate members). While the nbaa.org website contains more than 500 pages of information about the organization and business aviation in general, approximately 40 pages are accessible only to members. These include myriad flight-department resources and a compensation survey as well as a member directory that serves as a networking tool and services marketplace. Membership also provides access to industry experts via more than 30 NBAA committees and the association's Operations Service Group, safety information and awards, free and paid air-traffic

What many members most appreciate is that the association fights for them in Washington, and on local turf. For some, it's a key reason they pay their dues.



services, professional-development courses and the Certified Aviation Manager program, and insurance plans.

For some members though, the most compelling reason to join the NBAA is to be associated with the organization that hosts one of the largest annual trade shows in the U.S. The NBAA's Business Aviation Convention and Exhibition typically draws more than 25,000 attendees and 1,100 exhibitors and features about 100 aircraft on display. The show has grown so big—requiring more than one million square feet of exhibit space and a nearby airport for static display—that it can be held only in Orlando, Florida, or in Las Vegas.

Mesinger cites comradery, educational sessions, and exhibitors as his top three reasons for attending. "The education sessions that NBAA hosts are so well thought out," he says. "They are targeted either to embrace the past year's industry issues or to look at future issues and provide guidance. Also, the opportunity to see manufacturers and service providers bringing their wares to the convention...is vital."

Harley-Davidson's Donaldson sends several members of his corporate flight department to the convention and to the NBAA's smaller conferences for schedulers and dispatchers, chief

pilots, safety and maintenance personnel, and international operators.

"[NBAA involvement] keeps us right on the edge of what's happening with legislation, regulation, training, and other hot topics in the industry," Donaldson says. "When we have to move Harley-Davidson around the country or around the world, we have the resources available to get answers to questions quickly."

Attorney Daniel Herr, a 15-year member of NBAA and owner of fractionallaw.com regularly attends the association's annual convention and its Tax, Regulator & Risk Management Conference, which usually precedes the main event.

"The [tax conference] provides me with the opportunity to meet with other attorneys and professionals in the field and stay up to date with the changes and developments," Herr says. "My practice is in a very small niche of the industry—fractional aircraft—and I tend to see the same issues over and over again. The issues affecting fractional aircraft are generally the same as those affecting whole aircraft, so attending the conference opens my mind to other issues and broadens my scope."

NBAA members seeking additional connections with other members can also subscribe to a social network called Air Mail, which consists of more than 30 email lists dedicated to flight-department positions, aircraft, engine types, and other topics. Members can use the lists to post and answer questions, alert others to potential problems, post or find jobs, or post the availability of aircraft or crew for hire. **BJT**

Kim Rosenlof (krosenlof@bjtonline.com) is a longtime contributor to **BJT** and its sister publication, *Aviation International News*. Disclosure: Both Rosenlof and **BJT's** publisher are NBAA members.



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Airbus's

ACJ318

The airliner version was ill-timed, but if you're looking for a bargain-priced bizliner, you'll probably love this model.

by Mark Huber

Want your very own late-model twinjet airliner? If so, the Airbus ACJ318 should be on your list. It features luxury seating for 18 and sleeping space for up to 11 of these passengers in a cavernous cabin that measures 70 feet long, 12 feet wide, and seven feet tall. It also has a seats-full transcontinental/transatlantic range of 3,800 nautical miles at speeds up to 470 knots. And you can buy it for the price of a new super-midsize business jet.

How is it that you can get all this airplane for such a comparatively small amount of money? Bad luck, mostly. You see, it's fairly commonplace for the world's two major passenger jet airframers—Airbus and Boeing—to stretch existing designs to create new aircraft model derivatives with larger capacities and more range. You can trace the trend back to the early 1960s. The formula is a relatively low-cost, low-risk way to bring a new product to market quickly. What is less common is for the “majors” to shrink an existing design to fill a perceived market niche.

Both McDonnell Douglas (which Boeing absorbed in 1997) and Europe's Airbus hatched plans to downsize their

existing single-aisle twinjets to leverage perceived opportunities in China and those spawned by U.S. airline deregulation, which brought jet service to an increasing number of smaller markets. But the Chinese aspirations didn't pan out and the American dream was blown away by the emerging regional jet tsunami and the major airlines' addiction to the hub-and-spoke airport feeder system, now the bane of the traveling public.

While praised for their durability and reliability, both the Boeing 717 and the Airbus A318 were commercial duds—victims of bad timing and changing tastes. Boeing shuttered 717 production in 2008, after an eight-year run and 156 deliveries. Officially, the A318 production line remains open, but Airbus has delivered only 80 since 2001.

There can be no doubt that the airlines disliked the A318 even more than the 717. However, Airbus had some success in marketing the aircraft as an Airbus Corporate Jet (ACJ) beginning in 2005, selling about two dozen of the total this way. It sold the last one in 2015, according to data from the General Aviation Manufacturers Association.



As a private jet, a used ACJ318 has distinct appeal: most are less than 10 years old, are low time, and are highly discounted. In July the asking price for one 2009 ACJ318 with only 1,500 hours' total time—less than 200 hours a year—was just \$28.95 million—and you could probably get it for less. You can find comparable ACJ318s with fresh interiors and inspections for only a million or two more. This for an airplane that sold for \$68 million new stock, or around \$72 million typically optioned. By any standard, this is a deal.

Discount prices are just one of many reasons to like this airplane, however. Another is that like all Airbuses, it features computerized, fly-by-wire flight controls that enhance safety and deliver a smooth ride. Pilots make control inputs through sidesticks, other cockpit controls, or autopilot. Those inputs are then calibrated and transmitted to servos that power the aircraft's control systems and surfaces to make it turn, climb, or descend.

The ACJ318 is built to airliner standards, which means a lot of the maintenance is “on condition” as opposed to being based on the time/date intervals that still dominate in the

corporate jet field. Because Airbus narrowbody aircraft are in use worldwide, moreover, finding parts, service, and pilots is a non-issue. The airframer has designated four service centers for the ACJ: Basel, Switzerland; Dallas; Doha, Qatar; and São Paulo, Brazil. The company also supports the jet through its airliner network of technical, training, and parts centers in China, France, Germany, Singapore, and the U.S. and 140





Airbus ACJ318 compared with other aircraft

Model	First year produced	Variable cost/hour	Seats exec/max	Range (nm)	Normal cruise (kt)	Max takeoff weight (lb)
Airbus ACJ318	2005	\$6,076	19/110	3,880	448	145,504
Embraer Lineage 1000	2009	\$5,095	13/19	4,602	459	120,152
Gulfstream G550	2003	\$4,188	16/19	6,820	488	91,000

Assumptions: Aircraft are 2010 models. Jet fuel \$4.06/gal; variable cost: fuel plus maintenance reserves; four passengers; NBAA IFR 200 nm reserve fuel; passenger weight 200 lb includes baggage; two pilots; max cabin altitude, 8,000 ft. **Source:** Conklin & de Decker, Orleans, Mass. (Life Cycle Cost, Aircraft Performance Comparator)

Specifications & Performance

Passengers (executive)	19
Pilots	2
Range*	3,800 nm
Max Cruise Speed	470 kt
Cabin Dimensions	Height: 7.3 ft
	Width: 12.08 ft
	Length: 70.92 ft

*IFR NBAA 200 nm reserves.

Economics

Total variable flight cost/hour	\$6,076
Total fixed cost/year	\$1,177,781

Source: Conklin & DeDecker, Orleans, Mass.

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field offices worldwide. So if a problem does pop up on a trip, help isn't far off.

Other pluses include the aforementioned cabin, which is much larger than those on even long-haul corporate jets; and the internal and external baggage holds, which combine for 430 cubic feet of capacity—more than twice that of a Gulfstream G650. Although large by bizjet standards, also, the ACJ318 has a relatively compact footprint: it's about 103 feet long and 41 feet tall, with a 112-foot wingspan. Contrast this with the G650, which is about 100 feet long and 26 feet tall, with a 100-foot wingspan. Although the ACJ318's footprint isn't that much larger, it delivers more than twice the cabin volume—5,300 cubic feet, compared with 2,138 for the Gulfstream.

Of course, the ACJ318 is slower and has less range than the G650, but the point is that it

can operate from almost anywhere you would find a large business jet. It is, for example, cleared for steep approaches into places like London City Airport. Naturally, there are some exceptions—places like New Jersey's Teterboro, which has a 100,000-pound weight limit. Depending on the model year, a fully fueled ACJ318 can weigh up to 150,000 pounds.

Over the aircraft's long production cycle, Airbus has offered two main variants of the ACJ318. Beginning in 2005, it hit the market badged as the "A318 Elite" (the name was changed to the ACJ318 in 2011). Customers had their choice of two cabin layouts installed by the Lufthansa Technik (LHT) completion center. While the layouts were standard, buyers had wide latitude in material and finish selection.

Customers could also opt for a completely custom interior, but the majority selected the pre-packaged options. Starting in 2009, that work was transferred to LHT's BizJet subsidiary in Tulsa, Oklahoma. This kept costs and weight under control and sped the delivery process.

In 2012, Airbus began offering the "ACJ318 Enhanced," which featured a wider variety of seat selections, a new cabin headliner, new domed ceilings, window shades, LED cabin lights, updated in-flight entertainment and cabin-management systems and interfaces and new extra-cost options, including an aft lav shower, cabin air humidification, better cabin soundproofing, a wireless local area network, cabin media lounge, and wingtip "sharklets" that improve efficiency and add range, cutting fuel consumption by 4 percent.

Typical cabin configurations feature a large forward galley with ample storage (including several closets) for multiple meal services, a forward lav, a mid-cabin lav, and a large aft lav that can be fitted with an optional shower adjacent to a private state-



room. The cabin width allows the inclusion of non-standard monuments such as round dining tables and U-shaped divans. Layouts typically divide the cabin into three or four zones.

Because of its range niche, the ACJ318 has sold primarily into Asia, the Middle East, and Russia. However, several European operators have had success with offering it for high-end charter, and in 2015 a U.S. operator began charter operations with one based in Van Nuys, California.

The airlines may not have loved this airplane, but for the right owner looking for a big, modern cabin at a relatively low price, the ACJ318 may be just the right fit. **BJT**

As a private jet, a used ACJ318 has distinct appeal: most are less than 10 years old, are low time, and are highly discounted.



Industry veteran **Mark Huber** (mhuber@bjtonline.com) has reviewed aircraft for **BJT** since 2005.



Hop aboard a winter tour of

YELLOWSTONE

This is no ordinary snow, nor is this a conventional snowmobile adventure.

by Thomas R. Pero



December normally signals the start of the winter outdoor sports season in and around Yellowstone National Park, one of America's great snowy wonderlands. But this year, as in 2016, the snow may fall earlier, attracting snowmobilers before Thanksgiving. [See "A Big Snow Year," on next page.] And there's no better place to headquarter than the town of West Yellowstone, Montana, west-side gateway to the park and such spectacles as the Old Faithful geyser cloaked in glittering ice and brilliant snow.



This is no ordinary snow. Chad Reichensperger immediately grasped its extraordinary quality when years ago he moved to West Yellowstone from Minnesota, where snowmobiles are a way of life.

"I came from flatland snow, where three inches of snow equals one of water," he says, "Here, the [snow-to-water] ratio is a dozen to one."

Reichensperger is an elite snowmobiler who has watched the sport evolve from low-key tours through snow-laden lodgepole pines around town to what he calls "steep-and-deep" powder riding at elevations to 10,000 feet. He runs Hi-Country Snowmobile Rentals, which caters mostly to experienced snowmobilers who want the exhilaration of feeling their high-powered sleds sink into "the white room." Man and machine submerge, then pop back up.

These are day trips. Typically, four to five visiting snowmobilers and a guide start

out after breakfast at 10 a.m. The small parade is constantly moving, covering 60 to 80 miles altogether. When they get up high, there is a lot of wind. This is no time to learn how to operate the throttle and the brake. By 3 to 4 p.m. they are out of gas and back in West Yellowstone where they started.

"Do you have to be in good shape?" I ask Reichensperger.

"It doesn't hurt," he says.

The sport isn't exclusively for risk-takers. Surrounding West Yellowstone are some 150 miles of groomed, beginner-friendly snowmobile trails coursing through the two-million-acre Custer Gallatin National Forest. To the west, these trails connect to another network of trails radiating from nearby Island Park, Idaho, and to trails leading south to Big Sky, Montana. Backcountry Forest Service snowmobile rangers are deployed to teach etiquette and offer assistance in the rare event of an emergency.



A Big Snow Year

Exceptional quantities of snow fall on Yellowstone when a high-pressure polar jet stream from Alaska and western Canada collides with a wet and cool Pacific jet stream—La Niña (Spanish for “the girl child”). According to the National Oceanic and Atmospheric Administration, cold water emerges in the central Pacific Ocean below a shallow mass of warm surface water that is losing steam each day. This heat loss is a signal that El Niño is on the way out and La Niña is making her move. As the cold mass of water builds, surface sea temperatures drop, resulting in a strong La Niña weather system and a big snow year in the northern Rockies. —*T.R.P.*



PHOTOS: YELLOWSTONE CHAMBER OF COMMERCE

Thomas R. Pero (tpero@bjtonline.com) is publisher of Wild River Press and the author of the new hunting book *Turkey Men*.

Traveler Info

Around the first of November, before the snow starts accumulating, most roads in Yellowstone National Park close to regular traffic. By mid-December roads open to “over-snow” travel only. Visiting Old Faithful, Midway Geyser Basin, Grand Canyon of the Yellowstone, and other popular destinations during winter is by guided snowmobile or snowcoach, or through the Park Service’s non-commercially guided snowmobile program. The classic Old Faithful and Mammoth Hot Springs lodges remain open but reservations are essential. Winter rangers also maintain mapped warming huts throughout the park.

If you fly privately to Yellowstone, you can land in Bozeman, Montana, or Idaho Falls, Idaho. For more on Yellowstone, visit nps.gov/yell/playourvisit or call (307) 344-7381. For info on snowmobile rentals and guided tours, visit threebearlodge.com or call (800) 646-7353. For info on backcountry riding, visit hiccountrysnowmobiles.com or call (406) 646-7541. For info on lodging and dining, visit destinationyellowstone.com or call (406) 646-7701. —*T.R.P.*



“We have some of the best snow conditions in the West,” says Jason Brey, district ranger for the Hebgen Lake Forest Service District at West Yellowstone. He explains that the backcountry trails are groomed multiple times each week, December through March, making them among the finest anywhere. Last year, Brey says, 54,000 snowmobilers were experiencing the adventure. “I want people out there enjoying their public lands,” he says. “It’s a blessing.”

Someone else who thinks winter in Yellowstone is about as good as snow gets is Clyde Seeley, owner of Three Bear Lodge. Decades ago he showed up at age 19 and took work as a laundry boy at the lodge. Several years later he bought the place. In 1971, after the “season,” Seeley pioneered taking guests into the National Park on snowmobiles. The crowds were gone. But the steaming geyser basins were transformed, attracting elk,

bison, and other wildlife seeking warmth and exposed grasses. His guests were awed.

Seeley loves introducing newcomers to snowmobiles. “Most of our guests have never been on one,” he says. His guides go through all the instructions and safety precautions. “We show them how to sit and operate the machine so they feel comfortable.”

Families are welcome. Seeley remembers, back when he started, hosting 1,200 Boy Scouts over the holidays, not one of whom had been on a snowmobile. Today the rule is that anyone 14 or younger must have a signed waiver from his or her parents—and must stay within 50 feet of them on marked trails.

“The park was and still is the draw,” Seeley says. “When our guests get in there, it’s a whole different world from what they’ve seen in summer. They are riding on the same roads. We ask them to respect the animals. We remind them they are riding on hallowed ground.” **BJT**



C O L O M B



PHOTO: MARGIE GOLDSMITH

From colorful Medellín to art-filled Bogotá to Cartagena, with its inmate-operated restaurant, Colombia offers sights and experiences that our correspondent won't soon forget.

by Margie Goldsmith

Boom. I flinch as I hear the exploding gunpowder in Medellín, home to Colombia's famous outlaw, Pablo Escobar. The drug trafficker has been dead 24 years, but you can still hear what seem like gunshots—except now the sounds are

part of the country's national sport, Tejo. Six hundred years ago, the indigenous Colombians invented this cross between archery and bowling by throwing a solid gold disc towards a wet clay target. When the Spanish arrived, they added



COLOMBIA

gunpowder to the target, which made Tejo much more exciting.

Juan Carlos, my guide, hands me two apple-sized metal discs with an uneven shape that makes it extremely difficult to hit the target. Just when I'm ready to give up, *boom!* I jump. I hit it!

Tejo discs aren't gold anymore, but that metal is still prominent in Colombia's history. On the country's flag, yellow represents gold, while blue is for water and red is for spilled blood. Some say Simon Bolivar, who helped establish the country, created the flag with those colors because he liked blond women with blue eyes and red lips.

Medellín, known as the City of the Eternal Spring because of its temperate climate, is a bustling place where people selling candy or flowers or asking for spare pesos race from car to car and scurry back to the curb when the light turns green. Customers jockey for position at outdoor market stalls to buy vegetables, exotic fruits, and herbal remedies. Vendors pull their carts along the road, calling out "man-goes!" or "aquacates!" or "empenadas!" I breathe in the sugary aromas of papaya and pineapple.

Color is everywhere in Medellín, including in La Comuna 13, once a dangerous slum but now a peaceful neighborhood filled with bright murals depicting stories of murdered and "disappeared" residents. While I love the murals, my favorite art is at the Museum of Antioquia, where 85-year-old Medellín-born artist Fernando Botero has donated 119 of his works. To enter the museum, you walk through a plaza that exhibits 23 of his magnificent bronze sculptures.

As spectacular as the Boteros in Medellín are those in Bogotá, Colombia's capital

and largest city, and my next stop. In 2000, Botero donated 123 pieces of his own as well as 85 works by such artists as Chagall, Picasso, and Degas to the Botero Museum in Bogotá, a collection worth more than \$200 million. I meet my new guide, Alexis, and we head to the museum, where I ask why there are so many bullfighting paintings. Alexis says Botero went to a matador school, but left after two years to pursue art.

The food in Colombia is fresh and delicious, with 50 varieties of potatoes and corn. In Medellín, I loved the Paisa platter, a soup consisting of beans, rice, sausage, pork cracklings, avocado, corn, fried plantain, ground beef, and arepa (bread made with cornmeal). Arepa is tasteless but when you add avocado with cilantro or minced meat, it's delicious. In Bogotá, I head to famous Club Colombia for Ajiaco, a popular dish made with chicken, three varieties of potatoes, corn, capers, rice, avocado, plantains, and raspberry jam.



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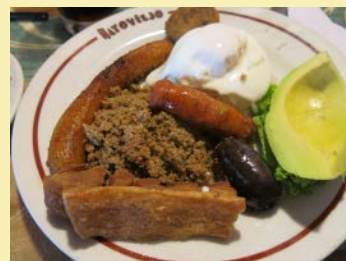
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There is a burgeoning art scene in Bogotá, where you can visit 50 museums, as well as galleries, private collections, and artists' studios. After lunch, Sandra Montenegro, director of Montenegro Art Projects, leads me on a private art tour in the up-and-coming San Felipe neighborhood. (You can arrange such tours through your travel company.) Galleries are hidden behind locked gates, through courtyards, and behind garages and homes, with little to no signage.

There's nothing hidden about the scenery, though. Look to the east, and there's an unending view of the Andes Mountains. Look up and you can't miss 10,341-foot-high Monserrate, which was considered sacred in pre-Colombian times. In 1610, the first Catholic pilgrim climbed up with a cross. About 100 years ago, they built a church on top and now both pilgrims and tourists flock here. There are restaurants, souvenir shops, and food stalls selling everything fried: tamales, plantains, chorizo, chicken, creole potatoes, and blood sausage. Alexis says locals call it "the palace of cholesterol."

Later we visit Bogotá's Gold Museum, one of the best in Latin America. "The Muisca—the indigenous people—mined salt but traded it for gold nuggets and then poured the gold into a lake to



fertilize mother earth," Alexis says. He explains that a new chief-to-be was covered in gold dust and taken on a golden raft on Lake Guatavita, 35 miles from Bogotá; he would jump into the lake with golden treasures to appease the Gods. When he emerged, the gold stayed in the lake, the gods were considered satisfied, and he was declared



PHOTOS: MARGIE GOLDSMITH

the new chief. The museum is so sacred that present-day shamans still come to make offerings of coco leaves and corn.

From Bogotá, I fly to Cartagena, where Andres, my next guide, escorts me from the airport past the old colonial city walls and the San Felipe fortress (both UNESCO World Heritage Sites) to my hotel, Sofitel Legend Santa Clara. This former nuns' convent, which dates back to 1661, still has its cloisters and crypts but has been completely modernized and now has a large, inviting outdoor pool. I'd love to jump in, but time is limited, so I drop my bag and head out on a "Gabo" tour, a nickname for Gabriel Garcia Marquez.

As I've recently read *One Hundred Years of Solitude* and *Love in the Time of Cholera*, I'm familiar with some of the places we visit. I learn



Traveler Fast Facts

WHAT IT IS:

Colombia is a South American country of 45 million Spanish-speaking people. It's about the size of Texas, has two oceans and three mountain ranges, and is surrounded by Panama, Venezuela, Ecuador, and Brazil.

CLIMATE:

With high mountains, low valleys, and cities close to the equator, there are three temperature regions: hot country, temperate country, and cold country. Colombia is cool and dry with rain in the Andes and hot, wet, and humid at lower levels. There are wet seasons (March–May, September–November) and dry seasons (December–February, June–August).

GETTING THERE:

Avianca has the most flights to Eldorado International Airport-Bogotá and to other cities in Colombia. Private jets can land at Bogotá, and in other major cities.

WHAT TO KNOW BEFORE YOU GO:

No visa or shots are required, but it's best to leave dollars home and use local ATMs to exchange money (though your hotel will exchange your currency). Credit cards are accepted almost everywhere, including souvenir stalls. Leave your good watches and jewelry at home, and never hail a taxi from the street. Take only taxis that your hotel or restaurant has called.



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COLOMBIA

that, like Florentino Ariza in *Love in the Time of Cholera*, Gabo drank 30 cups of coffee a day. In the same novel, he talks about “happy Black women with multicolored scarves on their head,” and I am thrilled to meet a few Palenqueras, ladies from San Bailio de Palenque, the first city in South America to free slaves, who preserve their African heritage by wearing colorful dresses and balancing fruit on their heads.

That night, I have dinner in jail: a restaurant called Interno that’s part of a women’s prison. It was the brainchild of Colombian actress Johanna Bahamon, who, while playing the role of an inmate, decided to create a program in which female prisoners could learn a skill to help transform their lives and minimize the chances of recidivism. A volunteer chef teaches them to prepare dishes, and a few nights a week they get to cook or waitress in the restaurant. Each woman wears a T-shirt that says in Spanish, “I believe in second chances.”

I choose a delicious sea bass ceviche followed by fresh fish with farm vegetables. My waitress, Katrina, a 26-year-old from Denmark, tells me that someone slipped drugs into her suitcase, which led to her arrest at the airport and a four-year prison sentence. My heart goes out to her—she doesn’t strike me as a drug trafficker. There are 120 prisoners in the jail and Katrina



FOTOLIA

shares a cell with 13 others. She’s lucky, she says, because most of the cells have double that number. “I thought this only happened in bad movies,” she tells me.

I ask whether she needs anything. She requests that I bring saltines, fruit, and toilet paper the next day, when she’ll again be serving in the restaurant. I buy the items, plus socks, T-shirts, toothpaste, shampoo, and conditioner, and request fruit from the Santa Clara concierge. (Interno is just four blocks from the hotel.) The chef assembles an enormous fruit basket and sends a butler with me to carry it.

At the restaurant, a guard lets me in as the butler hands off the fruit basket and leaves. Katrina gratefully accepts the gifts and we talk until I need to leave. By then, the guard who let me in is nowhere to be found and the one on duty, thinking I’m a prisoner, won’t let me out. Am I to be locked in overnight? Finally, another guard recognizes me and opens the door.

Before I departed for Colombia, I’d asked my tour operator to find me a school for underprivileged children in Cartagena so I could teach harmonica and gift the kids with instruments, courtesy of Hohner harmonicas. That’s how I wind up spending a rainy afternoon at the Alex Rocha Youth Center, teaching kids how to make



MARGIE GOLDSMITH

chords on the harmonica, how to sound like a train, and how to keep time by tapping an arm against a chair. They giggle, stomp their feet, and make up their own tunes before we stop to eat a cake adorned with a silver chocolate harmonica that my hotel has given me to bring to the children.

I love Colombia. I began my trip with a gunshot, almost spent a night in jail, learned about the country’s writers and artists and how important gold was to the early Muiscas, and ended making music with children. When my driver arrives to take me back to my hotel, all the kids want me to sign their cardboard harmonica cases. It has stopped raining, and I half expect to see a rainbow of gold dust. **BJT**

Margie Goldsmith (mgoldsmith@bjtonline.com), an award-winning travel writer, is a frequent contributor. Tour designer Nomad Hill arranged the trip described this article and provided guides, SUVs and drivers, flights between the three cities, accommodations, and some meals.

Traveler Report Card

ACCOMMODATIONS:

In Medellín, the **Charlee (B+)** in the trendy but noisy Zona Rosa section offers spacious rooms and two small suites with air conditioning, a rooftop pool, hip bar, and breakfast included. But it will be noisy, as Colombians party till the wee hours...For more serenity, choose the new **Patio del Mundo (A)**. Just a five-minute taxi ride from downtown, it is set in a tranquil garden and offers a hot tub, private terraces, hammocks, and complimentary breakfast...In Bogotá, **Hotel Sofitel Victoria Regia (B+)** includes suites with Jacuzzis, balconies, and a view of the Andes...In Cartagena, the **Sofitel Legend Santa Clara (A+)** combines tradition with elegance. The outdoor pool is great for kids, and the spa is first class. Choose the Presidential Suite Botero, an enormous space where the artist sleeps when he is in town. Designed by his daughter, it includes some of his paintings, photographs, and books.

CUISINE (A+):

While the food in each of the above-mentioned hotels is excellent (especially at the Santa Clara), get outside to experience street food and simple and gourmet restaurants, such as Carmen in Medellín with its fresh fish from the Pacific with a sauce of passion fruit, baby bananas, pureed plantain with rum, and heart of palm. In Bogotá, head to Club Colombia for the tasty local dish, ajjaco. Don’t miss Interno, the prison restaurant in Cartagena, for a three-course meal with fresh pineapple juice or coconut lemonade; and for the best upscale dining in Cartagena, head to 1621 for the freshest French/Colombian fusion.

ACTIVITIES (A+):

With private guides and drivers, there are endless activities for both adults and children. In Medellín, visit Comuna 13 and take a trip up the mountainside to the silleteros, who strap chairs to their backs filled with hundreds of flowers. In Bogotá, stroll through the Candelaria, the equivalent of New York’s Times Square, which is filled with jugglers, dancers, and magicians. In Cartagena, take a trip to Boquilla, a small fishing village where you can take a tour through the mangroves in a dugout canoe and dine on the beach while sipping coconut milk from the shell.





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TRAVELER CALENDAR



Albuquerque Balloon Fiesta

October 5–8
FRIEZE ART FAIR

London. Come to Regent's Park to view works by emerging and established artists showcased by more than 160 of the world's leading contemporary galleries. And for the first time this year, you can see London's largest free show of major outdoor works—Frieze Sculpture—in the park's English Gardens. Nearby is Frieze Masters, which features Old Masters as well as late 20th century works from more than 130 modern and historical galleries. **Info:** frieze.com



Frieze Art Fair

October 7–15
ALBUQUERQUE INTERNATIONAL BALLOON FIESTA

Albuquerque, New Mexico. Join the pilgrimage to the world's premier ballooning event, and watch hundreds of colorful balloons lift off into the desert sky. **Info:** balloonfiesta.com



Rugby League World Cup Final

October 10–12
NBAA BUSINESS AVIATION CONVENTION & EXHIBITION (NBAA-BACE)

Las Vegas. *See box.*

October 27–December 2
RUGBY LEAGUE WORLD CUP FINAL

Various locations. Founded in 1954, this year's World Cup is the 15th iteration of the historic tournament and the Rugby League's premier international competition. It will feature 14 men's and six women's teams from around the globe hosted in Australia, New Zealand, and Papua New Guinea. **Info:** rlwc2017.com

October 31–November 2
SAFETY STANDDOWN USA

Wichita, Kansas. "Learn, Apply, Share" is the theme for this year's annual event, which provides tools to fight human error in aviation through individual actions and personal accountability. The free session is open to all aviation professionals regardless of aircraft operated, but space is limited and registration is required. **Info:** safetystanddown.com

November 1–5
FORT LAUDERDALE INTERNATIONAL BOAT SHOW

Fort Lauderdale. There's a boat for every type of sailor—including sportfishers, cabin cruisers, sailing yachts, motor yachts, catamarans, and extraordinary superyachts. Meet the yacht builders, designers, brokers, and retailers to find your perfect sea vessel. **Info:** showmanagement.com



Ft. Lauderdale Int'l Boat Show



The Melbourne Cup

November 3–4
BREEDERS' CUP

Los Angeles. Celebrity-filled celebrations accompany the finale of the thoroughbred season, held "Where the Turf Meets the Surf," as the historic Del Mar racetrack is known. **Info:** breederscup.com

November 5
NEW YORK CITY MARATHON

New York. The world's largest marathon race. **Info:** tcsnymarathon.org

November 6
THE MELBOURNE CUP

Victoria, Australia. Don your smartest-looking suit or party dress for the richest "two-mile" handicap in the world, and enjoy the all-day party atmosphere as well. This prestigious annual thoroughbred dash—on the 3,200-meter racetrack—is a grand event filled with fillies, food, fashion, and fun. **Info:** flemington.com.au

BIZAV'S BIG BASH

Join 27,000 current and prospective aircraft owners, manufacturers, and customers in Las Vegas at the National Business Aviation Association's Business Aviation Convention & Exhibition (NBAA-BACE). Don't miss the special events and dozens of educational sessions covering topics such as tax management and safety. For full daily coverage and breaking news go to ainonline.com. **Info:** nbaa.org —Lysbeth McAleer



DAVID McINTOSH

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A down-to-earth look at flying cars

Perhaps they'd be successful if we adjusted our expectations.

by Mark Phelps



Terrafugia Transition

My father used to dream of flying cars, but not of wanting one. Rather, he would wake up troubled by abstract images of headlights crisscrossing the night sky in what he saw as a presage of future personal travel that scared the bejabbers out of him.

Unlike my dad, many people seem to think owning a flying car would be awesome. There's appeal in the Bond-esque concept of pulling off a jammed highway, unfurling a set of wings with the push of a button, and thumbing one's nose at the suckers on the road while lifting off into the wild blue yonder.

This fantasy has led countless self-styled futurists to pursue development of a flying car, a few of which have won certification. But a commercially successful model has yet to come along.

Why is that? Molt Taylor's Aerocar received a production certificate way back in the 1950s, so how is it that 21st century technology hasn't filled the skies with better, cheaper flying cars by now?

Part of the reason may be that while everyone knows what a car is, most people have limited understanding of a personal airplane's capabilities. The designers who develop flying cars are usually pilots, and they work on the assumption that their target buyers understand airplanes. The problem is that as people learn more about the class of airplane that can be transformed into a car, they become increasingly disillusioned. And the cost—close to \$300,000 for the developmental Terrafugia Transition, for example—limits potential customers to those who tend to resist allowing their expectations to be pared down.

Consider what the Transition can and cannot do as an airplane, and as a car.

First of all, Terrafugia acknowledged early on that highway-worthiness would be a much greater challenge than airworthiness. The features that make a good car—a climate-controlled passenger compartment, robust suspension system, and a smooth, powerful drivetrain—are the antithesis of what makes a viable small airplane. Aeronautical engineers strive for simplicity and lightweight materials to eke out maximum lift performance with minimal engine power. In the light sport category, at least, creature comforts play a distant second fiddle.

The Transition is a medium-performance light sport airplane, not particularly fast or spacious, with takeoff and landing requirements that are reasonable but not exemplary for its class. And it's a serviceable automobile, but it's no match in performance and comfort for most manufacturers' low-end econoboxes.

But with a Transition, you could, in fact, pull off that crowded highway and fly away from the traffic jam. (You'd need a runway to take off, though, so you'd have to drive to an airport.)

Much more common, though, would be scenarios that reflect the original concept: rather than view the Transition as a car you could sometimes fly, think of it as an airplane you could sometimes drive down the road. Say you fly off for a weekend vacation several hundred air miles away, but halfway there, bad weather forces you to land. For most light airplane owners, the only options would be to wait out the weather or rent a car and return later to retrieve the airplane.

With the Transition, you could simply land at the nearest airport, fold the wings, and drive on. It's likely you could also relaunch from

another airport on the far side of the weather system and continue your trip by air. The automotive option makes light airplane flying much more dependable for weekend flyers—and for salespeople, consultants, and other professionals who would save time and expand their markets with the ability to fly safely and reliably within about 500 miles of home base.

There's another advantage that's underappreciated, in my view. Though critics argue that the difference in cost between the Transition and a used light airplane of comparable performance is enough to pay for lots of car rentals, consider the time savings of a fly/drive vehicle. With the Transition, pilots load their belongings once, at home, and needn't unload until reaching the front door of the final destination. Before dismissing that as a trivial advantage, consider saving the time and energy it takes to load your car at home, empty it at the airport, reload it into the airplane, transfer it to a rental car, and then repeat this process for the trip home.

While it's true that many FBOs make the rental car experience rather seamless, some are not so good. With a road-worthy airplane, you could drive to the airport, fly to your target airport, fold the wings, and drive to your final destination. No rental car pickup and drop-off, and no reloading and unloading. This could save several hours on a multistop trip.

Admittedly, the market for flying cars is now limited. But if expectations were more realistic, that could change. **BJT**

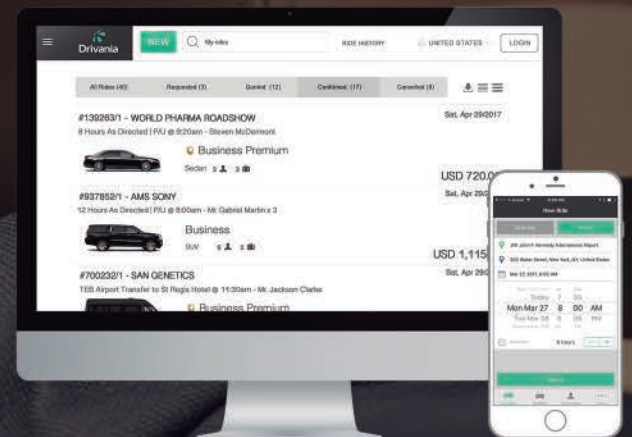
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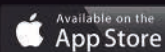
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