

INDUSTRY NEWS . . .

S-76C++ makes way for S-76D

The S-76C++ helicopter is officially "sold out", and first customer deliveries of the replacement S-76D will begin in 2012.

Final assembly of the S-76D helicopter began in December 2010 at Aero Vodochody in the Czech Republic, that has produced more than 300 S-76 airframes.

G450 uses biofuel during Atlantic crossing

A Gulfstream G450 has become the first business jet to cross the Atlantic using biofuels. The Honeywell-operated aircraft flew from North America to Europe using a 50/50 blend of Honeywell Green Jet Fuel and petroleum-based jet fuel powering one of its Tay engines. The G450 was also the world's first business jet to be powered by a biofuel.

mission applications.

"This upgrade provides another 190 amps of 28 VDC power for missionised King Air 350 aircraft," said Jay Gibson, vp special missions. "The new system will not only include additional amps, it will provide higher quality power to our customer because it will be filtered through the aircraft battery system."

AgustaWestland unveils AW189 helicopter

AgustaWestland has announced the AW189, a new generation multi-purpose twin-engine eight-tonne class helicopter. It will be certified in 2013 and enter service in early 2014, intended for roles including offshore transport, search and rescue, passenger transport and parapublic missions.

CEPA reschedules Expo

The CEPA Expo 2011 conference has been rescheduled for 1-2 December, 2011. The venue has also moved, switching from Vodochody Airport to the Prague Congress Centre.

For the future CEPA plans to develop an educational arm to provide data about the current climate in business aviation in Central Europe.

Syberjet continues the SJ30 at Cedar City

The manufacturer of the SJ30 light jet has announced it will operate as Syberjet Aircraft. Earlier this year, Syberjet purchased the assets of Emivest Aerospace out of bankruptcy and has moved the assembly line to its facilities in Cedar City, Utah.

King Air 250 receives FAA certification

Hawker Beechcraft has received type certification from the FAA for the King Air 250. It features BLR Aerospace composite winglets, composite propellers, lighter weight construction, and engine induction modifications.

Hawker says that its shorter runway capability adds access to more than 1,100 airports previously unavailable to King Air 200 operators.



Scott A Ernest joins Cessna.

Ernest takes the helm

Scott A Ernest has been appointed president and chief executive officer of Cessna Aircraft Company, succeeding retiree Jack J Pelton.

Ernest joins Textron as a 29-year veteran of General Electric Company, where he most recently served as vice president and general manager, global supply chain for GE Aviation.

More juice for King Air 350

Hawker Beechcraft has unveiled a product enhancement for its late model King Air 350s (from serial FL-500) that provides more electrical power for special

**One hundred year since Cessna first flew**

It is 100 years since Cessna Aircraft Company founder Clyde Vernon Cessna learned to fly and built his first aeroplane, just eight years after the Wright brothers first flew.

The 31-year-old spent much of 1911 teaching himself to fly while attempting to get his first aeroplane in the air. He had used his life's savings to purchase a copy of the Blériot XI fuselage, and he and his brother Roy Cessna added an engine and propeller.

He formed what was to become the Cessna Aircraft Company in 1927, and it has since delivered more than 192,500 aircraft.

REGIONAL REVIEW



Regional Air Services, based at Tuzla, organises a World Elite Aerobatic Formula event on the Black Sea coast.

Black Sea states are fertile ground for business aviation

Our regional review this month features the three countries grouped around the north and west of the Black Sea; Ukraine, Romania and Bulgaria, where business aviation continues to develop slowly but steadily. We will continue our journey around the coast, taking in Georgia and Turkey in our December issue.



BULGARIA

Bulgaria has five major airports where general aviation flights mostly take place: Sofia (the capital), Bourgas, Gorna Oryahovitsa, Plovdiv and Varna. Eurocontrol statistics show an average of 20 daily business aviation flights for Bulgarian airports combined in 2010.

The airports are owned by the state and, according to our own *Handbook of Business Aviation*, do not host any substantial FBO facilities. However, there are a number of handlers and agents who can attend to the specific

Business aviation in Bulgaria by the numbers

5 business aviation airports

Major business aviation airports*

- | | | |
|------------|------|-----|
| 1. Sofia | LBSE | SOF |
| 2. Varna | LBVN | VAR |
| 3. Bourgas | LBBC | BOI |

* ranked by the number of handlers, charter, maintenance, sales and training organisations based at each.

12 business charter operators

Leading fixed-wing charter operators**

1. Heli Air Services
2. Air VB
3. Air Lazur General Aviation

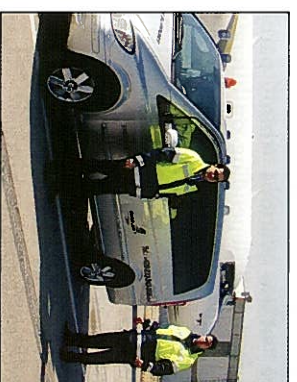
Leading helicopter charter operators**

1. Heli Air Services

** ranked by number of aircraft for charter

LZ 73 business aircraft on the Romanian register

Data extracted from the *Handbook of Business Aviation in Europe*, and the EBAN reader roster.



Euro Jet agents in Sofia, Dimitar Petkov (left) and Dimitar Bachvarov.

needs of business flights.

One of nine listed at Sofia, Euro Jet says that the best solution is to have a supervisor who is present at every arrival and departure, dedicated to the given aircraft, its crew and passengers at all times. Without such a service vip passengers can experience delays, waiting in lines to go through the main terminal building, it says.

But this may be about to change, at least at Sofia which currently has two vip lounges, one for government flights and another for commercial business aviation. By the end of June 2011, Sofia airport reports that it will have opened a new GA lounge with internet access, fax machine, restrooms and a shower room. There will be a crew office adjacent to the passenger lounge where the flight crew will be able to prepare for the flight and wait for the passengers in a quiet atmosphere.

Sofia airport was affected by the world financial crisis and reports that the number of business aircraft movements in the first half of 2011 is still lower than in the same period of 2008.

Air Lazur General Aviation

One of Bulgaria's largest jet charter operators, Air Lazur is experiencing the first signs of rising traffic following the financial crises of recent years. Director of business development Radoslav Atanasov reports that the market has not yet completely recovered, "but demand is significantly growing and Air Lazur can report very good results."

As a result the company has increased its flying, operations and sales staff.

Three Challenger 604s and a King Air 200 are based at Sofia, Varna and Bourgas as required. The company says that the facilities available there are good, but that bureaucracy can

get in the way. "Business aviation differs significantly from the regular airlines but permit applications are the same, which makes the process very complicated and sometimes risks the execution of the flight programme," says Atanasov.

Aerostar

Not to be confused with the aircraft operator of the same name in Ukraine, Aerostar in Bulgaria is a new air charter broker business based in Sofia.

Aerostar offers consultancy services to business aircraft owners, should they decide to offer their aircraft to third parties for ad-hoc flying. "We assist them in adding some flight hours for their machines at the time that they are not operating for their owners," says Georgi Metodiev.

This is part of a package of services including aviation consulting, ACMI leasing, charter series and ad-hoc flights, business vip flights and cargo charters. "A month ago we bought a Bulgarian tour operator company named Happy Fly," says Metodiev.

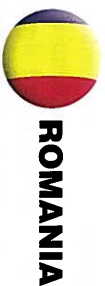
"This company will provide our corporate and retail clients with full travel services, such as airline tickets, hotel accommodations and holiday packages, as well as full MICE (meetings, incentives, conferences and exhibitions) support."

The biggest impact on business has been the rising cost of fuel, but this has mainly affected the holiday charter side of the operation. "Our clients are facing problems covering the fuel surcharges."

"At the end of the day, it is the tourist paying extra money and it sometimes causes cancellations of whole flights, not to mention whole series of flights in some severe cases," he says.

Aerostar is striving to build a reputation as a reliable b2b partner in the charter business, who can provide exclusive conditions to the flying corporate partner. "This includes sport teams, which are a great part of our business," says Metodiev. "We've already arranged the transport for the strongest local football teams, receiving positive feedback and repeat orders."

"This of course matters the most, as happy customers are the best reward for every enterprise." Romania is a large country with 17



business aviation airports, of which seven are frequently used.

The busiest are the two in the capital Bucharest: Otopeni (Henri Coanda) airport is more modern, while Baneasa is older but some 20 minutes drive closer to the city.

According to Eurocontrol statistics, the number of general aviation flights in Romania is around 23 daily, including the locally based operators' movements.

The road network in Romania is still under development and so the easiest way for investors to get around the country is to use a private jet. Other major destinations, typically for investors in agriculture, forestry and the automotive industry, are Timisoara, Sibiu, Craiova and Constanta. Constanta lies on the shore of the Black Sea and also serves as a favoured fuel stop for aircraft flying onwards to the CIS countries or south Asia.

During the late summer and early autumn seasons Romania is popular for hunting trips, although prior permissions are needed for hunting weapons and ammunition.

Romanian Airport Services is the FBO at Baneasa, but Czech-headquartered Euro Jet also acts as a handler there. It has full time employees, a handling license and a crew lounge that provides the crew with internet access and refreshments while they are awaiting their passengers.

Euro Jet advises passengers to use the 'vip hall' to clear at the airport, which has an additional charge. This is because there is no GAT, so without using the vip hall they would have to mingle with the scheduled airline passengers.

For the future, Bulgarian and Romanian operators may be able to prosper by offering price advantages, says Russian broker Absolut Avia. "It seems that they serve Ukrainian and Russian clients, and always are present in Moscow," says Vladimir Gavrilov of Russian broker Absolut Avia. "They calculate the price from and to Moscow without positioning and prices are much less than west European operators provide. In-flight service is generally not as good as the west European operators provide, although some Romanian operators such as Eurojet and Toyo Aviation have higher levels of service."

Laszlo Pal at Air Connect Hungary reports that from Romania he receives requests mainly for very light and light jets for business travel or air ambulance flights. "Travellers from this country who we are in touch with are even pleased with turboprops."

InterAviation

Equipped with a factory-new Hawker 900XP and a Eurocopter EC155 helicopter, Romanian-British Group Inter Agro has established a vip charter operation under the name InterAviation.

"Our Hawker joins the privileged list of very few new private jets which are based at Bucharest Baneasa airport, registered in Romania, and open for commercial charter flights," says director of operations and sales manager Alexandru Dascalu.

"In addition to the most spacious cabin in its class, the Hawker 900XP represents unbeatable value, ideal for businessmen, government officials and families who wish to travel to the Middle East, Europe, Russia and CIS region, or to the Atlantic paradises, the Caribbean, the Antilles or the Canary Islands," he says.

C&I Corporation

Now becoming established in the Romanian charter market, C&I Corporation reports that many potential



Rotor Ukraine has begun the process of applying for an AOC for commercial operations. Pictured are the company's general director Nikolai Zaporozhets, Erstrom Helicopter Corporation ceo Jerry Mullins, Diamond Aircraft Industries ceo Christian Dries and Vladimir Kopytin, shareholder of Rotor Ukraine.

clients currently consider cost to be a much more important factor than the level of service provided.

"Our prices are based on market rates and represent the average price in our segment," says Robert Zach. "It seems that despite the required high level of services the customer requests, price is the one and only factor which brings in the business."

The company commenced operations in 2008 with domestic flights using its two helicopters, an EC135 P2+ and an EC120B, and one year later expanded its business to international charter flights with a Citation XLS+ based at Baneasa.

Now it has a full range of capabilities in operations, maintenance and flight training at its headquarters in Otuz, Bacau, and is keen to enlarge its fleet. "We are open for any aircraft management," says Zach, who is also looking to build on charter activity.

"Competition is on the Romanian market mostly through recommendation and local brokers," he says. "In the international market Avinode is used, and the plan is to extend our direct access and contracts with brokers."

"As a newcomer and small operator, it is tough to get some charter work. Despite our dedication to a high level of service, cheaper operators are often used instead."

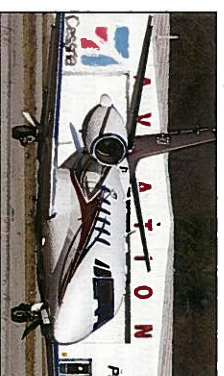
Alfa Air Services

Alfa Air Services has recently extended its charter fleet with the arrival of a Hawker 750 to fly alongside its Hawker 900XP and variety of Piper twins from its base at Bucharest Baneasa.

The latest Hawker's owner is businessman Emanuel Muntmark of wind farm developers Monsson SA of Constanta. He has become the launch customer for a modification involving the retrofitting of Hawker winglets which provides an improvement in time to climb, range and fuel consumption. By effectively increasing the wing aspect ratio, Hawker says it also enhances stability at altitude, reduces lift-induced drag and generates more responsive handling in slow flight. Muntmark should now be benefiting from a five per cent improvement in time to climb and a four per cent range increase at long-range cruise settings.

Regional Air Services

One of Romania's longer-established private aviation companies, Regional Air Services continues to develop its range of operations and training facilities. The company is based at a small airfield at Tuzla, that director Dorin Ivascu acquired eleven years ago. This is just one kilometre from the Black Sea coast and 26 kilometres south of Constanta, the main Romanian harbour on the Black Sea. It was originally a base for



C&I Corporation: price is key.

agricultural flights, but RAS has expanded the range of activities to include air taxi, flights to offshore platforms in the Romanian sector, pleasure flights and a flight school. Tuzla was the first private airfield in the country.

Regional Air opened a sea survival school in 2010 and this was certified by the oil industry safety organisation OPTO in February this year, the first facility with this approval in central and eastern Europe. Delegates follow a comprehensive course which includes donning a transit type survival suit, aviation lifejacket and emergency breathing system during pool exercises, and learning how to prepare for a helicopter ditching and an emergency landing.

Sea survival is a natural extension of the pre-existing training facilities, which Ivascu says offers "the best training at the best price in Europe."

Also new for 2011 is cabin crew training, comprising initial safety courses, conversion and differences, recurrent training and medical interventions/first aid.

The air taxi side of the RAS

Business aviation in Romania by the numbers

17 business aviation airports

Major business aviation airports*

- 1. Bucharest Baneasa LRBS BRU
- 2. Bucharest Henri Coanda LROP OTP
- 3. Timisoara Traian Vuia LRTR TSR

* ranked by the number of handler, charter, maintenance, sales and training organisations based at each.

11 business charter operators

Leading fixed-wing charter operators**

- 1. Regional Air Services
- 2. Tirtiac Air
- 3. Eurojet Romania

Leading helicopter charter operators**

- 1. Tirtiac Air
- 2. C&I Corporation
- 3. Direct Aero Services

** ranked by number of aircraft for charter

YR 95 business aircraft on the Romanian register

Data extracted from the Handbook of Business Aviation in Europe, and the EBAN reader roster.



19 airports where general aviation usually flies. Kiev with its two passenger airports, Boryspil and Zhuliany, is the most popular destination. At all airports the government owns the facilities and handling equipment, but there is a wide choice of handlers and supervisory agents to smooth the passage of business flights through the system.

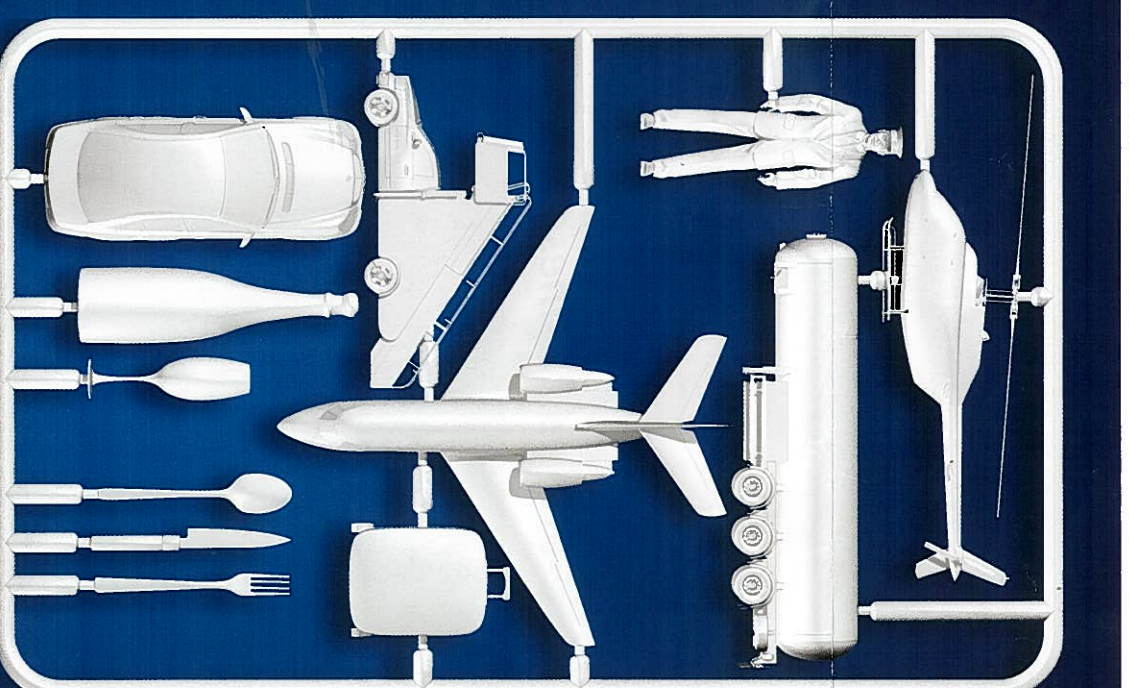
The most difficult issue in Ukraine is the overflight and landing permit arrangements. Euro Jet reports that advance notice is required, at least 72 hours, and every change in the schedule requires an explanation for the CAA and a new permit issuance.

Most airports are equipped with vip lounges or vip clearance facilities which are highly recommended for general aviation passengers to avoid going through crowded terminals.

There are 34 general aviation flights in Ukraine daily.

Charter brokers from around Europe see Ukraine as an increasingly popular destination. Nordavia Flug GmbH has seen an increasing number of bookings for short and regional flights to Ukraine, as has Farid Gassanly of Direct Air Charters. "Over the past year we have seen an increase in demand for flights to and

Continued on next page



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