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# FLIGHT

## DAILY NEWS

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ISSUE 3 NOVEMBER 18 2008

### COMLUX ADDS SECOND PRESTIGE

Comlux Aviation signed for a second A320 Prestige corporate airliner to add to its VVIP fleet, furthering its mantle as the largest corporate operator of Airbus aircraft.

The company says that the new Prestige will help to meet demand from the Middle Eastern market, and complements its A318 Elite (on display here at MEBA) and an ACJ. The company has orders for nine aircraft – four A318 Elites, two ACJs, two A320 Prestiges and a single A330-200 Prestige.

### HAWKER \$50M DEAL WITH SAUDIA

Hawker Beechcraft Corporation (chalet 36) has sold six Hawker 400XP light business jets to Saudi Arabian Airlines in an order worth \$50 million.

SAA's corporate arm, Saudia Private Aviation, will operate the aircraft.

Sean McGeough, vice president international sales says: "We are excited that Saudi Arabian Airlines has picked the 400XP as the launch aircraft for its VIP charter service."

### ARAB WINGS SOARS WITH A CHALLENGER

Jordanian executive jet charter company Arab Wings accepted a Bombardier Challenger 605 large business jet at MEBA yesterday.

Ahmad Abu Ghazaleh Arab Wings' ceo and general manager said at the handover that the aircraft will start operating in January next year. "The Challenger 605 has a very comfortable cabin, and in the Middle East people like that," he says.

## Martial arts star kicks life into Phoenix

Dishing out physical punishment to movie villains is the day job of Egyptian actor and martial arts star Yousef Mansour. But he was all smiles and handshakes here yesterday when he visited the show to buy a Phoenix CRJ.

The deal is with Project Phoenix, the Canadian company that is refitting ex-regional airline Bombardier CRJ-200s for corporate/VIP use, and its exclusive Middle East distributor, Dubai-based Action Aviation.

Mansour's Cairo-headquartered production and distribution company Action Film International will take delivery of the 12-seat aircraft next September. To be based in the Egyptian capital and managed by ExecuJet Middle East, it will be used to fly Mansour and his film crews on location, as well as being made available on charter to a number of his business associates.

The aircraft is also set for a starring role in Mansour's new film Sooner or Later, which will be shot in Cairo, around the Red Sea, and in Phoenix, Arizona, from next March. "It will be a great showcase for a very special jet," says Mansour.



Getting their kicks - Mike Cappuccitti, Yousef Mansour, and Hamish Harding

## NEW ORDERS BOOST SHOW AS USED PRICES WEAKEN

Deals for new aircraft were being done yesterday with many more to "undisclosed" owners being accumulated for post show reports.

With firm deals passing the billion dollar mark, the MEBA show was voted a huge success by exhibitors and visitors alike. On the static park there were also signs that the turbulence in the world's financial markets is beginning to hit business aviation. While the Middle East market is still buoyant, aircraft prices are falling as orders are cancelled or deferred due to difficulty in raising finance, allowing opportunistic purchasers with available finance the

chance to pick up bargains.

Shane O'Hare president of Royal Jet says: "Because of the economic downturn many corporates are rethinking their expenditure. This is part and parcel of any cyclical market where overheating is followed by a period of correction."

He adds that this had affected the amount of corporate business jets available in future, saying: "We will avoid buying larger aircraft until there are more slots available so we can acquire quality aircraft at significantly better prices."

He reports heavy order books are tapering off as

orders "fall by the wayside or are being deferred". However, he says most change is in the used market. A BBJ sold for \$40 million in 2006 was selling at \$75m earlier this year. Today that price has dropped.

### FALLEN NOTICEABLY

Niki Rokni, managing director of British charter operator Ocean Sky Aviation agrees: "Aircraft prices have fallen noticeably over the last two months. In the second quarter of 2008 if you could get hold of a new Challenger 605 it would cost between \$34.5m to \$35m from a reseller,

whereas today the same aircraft would cost you nearer \$31m."

Rokni attributes this to order cancellations. She adds: "We have recently had three offers of aircraft at reduced prices," and estimates that prices have gone down \$1-2m on average on mid-size jets and \$0.5-0.7m on light jets.

Ben Shirazi, chief operating officer, Aero Toy Store reckons the price of a resale 605 at \$33m today, although he concedes that the same aircraft would cost "substantially less" in 2009. He says: "People are not upgrading at the moment."

Manufacturers remain

bullish, however, saying that customers are eager to take delivery positions when they become available. Hawker Beechcraft's Sean McGeough says that the OEM had no cancellations in the last quarter and Embraer's Luis Carlos Affonso agrees that the level of cancellations or deferrals has been "negligible".

Despite the tail off in orders, Both Shirazi and O'Hare believe the market will remain stable for new aircraft, particularly in the Middle East. O'Hare says: "There is a constant demand for high-end aircraft, such as BBJ and Gulfstream products."

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## IN BRIEF

**BAHRAIN SHOWS HOSPITALITY**

Dates for the first Bahrain International Airshow have been set for 21-23 January 2010. The show will not have an exhibition but is geared towards VIP hospitality. "It will be like a RIAT for VIPs," says Shaun Ormrod, ceo of Farnborough International who are organising the event in partnership with the Bahrain government and its CAA. It will take place at the Sakhr Airbase next to the Formula 1 race track in a purpose built facility.

**PIAGGIO ESTABLISHES SERVICE CENTRE**

Abu Dhabi Aircraft Technologies (ADAT) is to become the first Piaggio Aero (Chalet 22) authorised regional service centre. The ADAT centre will be operational by the end of the year at Abu Dhabi International Airport. Piero Ferrari, chairman of Piaggio Aero, says: "Our partnership with ADAT is a major milestone in establishing Piaggio Aero's Middle Eastern presence."

**HAWKER FOR BEIRUT**

Beirut based Executive Aircraft Services has taken a Hawker 800XP scheduled for delivery at the end of November. The company is also opening a new maintenance hangar around the same time.

**IMPERIAL BUSINESS IN MINT CONDITION**

Imperial Jet (stand 522 and static) found demand doesn't stop just because of the show! "Business is booming," says James Barlow, coo of the Lebanese-German venture. "We even had to take two of our Learjet 60s off the static display for charters on Sunday." The company currently operates a fleet of six aircraft – a mix of Learjet 60s, Gulfstream G11s and a single 737. "Over the next eight months we'll be adding seven aircraft to the fleet, including four Challenger 850s," says Barlow.

**MEBAA BOARD MEETS**

MEBAA's board met at the show and approved a budget to recruit support people and appointed three new committees to work with OEMs, MRO providers and charter operators. Membership has grown from 30 in 2006 to more than 100 today.

# Rayajet goes for growth

Jordan's Rayajet signalled its optimism amid the global economic turmoil with a string of announcements at MEBA yesterday.

The executive jet charter firm is renewing and expanding its fleet to open new routes, and expanding into new areas, as it goes for growth.

"We are not talking about a full crisis in this part of the world but there is a slow-

down," said Rayajet chief executive Nader Dajani.

Despite that background, Rayajet's strategy was to help Jordan win a larger share of the executive jet charter market.

Rayajet's announcements yesterday included:

The purchase of a Bombardier Challenger 300 and a Challenger 605 to replace its existing Challenger 601. It also aims to replace its



Nader Dajani (right) and Ahid Quntar, director general of SAMA

Cessna Citation VII with a Cessna Citation X.

Expansion of routes served from the current regional network to embrace the east coast of the United States and south east Asia.

The formation of a strategic alliance with Ayla Aviation Academy to jointly provide the region with maintenance and flight and simulator

training and other services.

The launch of a new company – SAMA – to offer handling services at both Marka and Queen Alia International Airport serving Amman.

Dajani added that Rayajet is also close to signing a joint venture with a paramedical firm, but the deal had not been finalised in time for MEBA.



Paul van der Blom

## Future looks bright for region

The Middle East will be the first region of the world to recover from the current global financial turmoil, Paul van der Blom, Dubai managing director for charter, sales and acquisitions specialist Avolus said yesterday.

Business is brisk for the firm which opened its Dubai office just six months ago and is at the show for the first time.

"Things are going very well despite the economic situation in the world," said van der Blom. "You see the impact in areas like the stock markets but you should remember that in this part of the world a lot of wealth is controlled by families.

"Of course the region is impacted

by the problems, but we are in the best part of the world. I think it will bounce back first."

The Avolus 'jet ladder' formula – embracing charter (block hours and fractional ownership) and sales and acquisitions – is finding a ready market in the region, and uncertain economic times has meant greater interest, according to Avolus chief executive and founder Justine Angelli.

Her clients may be 'climbing the ladder' from ad hoc charter to fractional ownership or descending it, from 100% ownership to block hours.

"The important thing is that it is completely flexible enabling our clients to adjust easily to changing circumstances," she said yesterday.

## Emirates-CAE training for Elite Jets pilots

Dubai-based corporate/VIP charter operator Elite Jets (chalet 31) yesterday inked a three-year training contract with Emirates-CAE Flight Training. Around 20 pilots will receive full-flight simulator training at a facility located close to Dubai International Airport. The simulator time will be complemented by classroom courses covering topics

such as crew resource management. Elite Jets currently employs 15 pilots, a figure that will rise to 20 by the end of the year after the addition of a Dassault Falcon 900 and another Hawker 850XP to the fleet.

**LEFT: Walter Visser, managing director, Emirates-CAE Flight Training; RIGHT: Ammar Balkar, chief executive, Elite Jets**



## LunaJets and Empire now have empty legs covered

LunaJets, which pioneered selling private jet charter 'empty legs', is expanding into the Middle East after signing a deal with private jet operator Empire Aviation Group (stand 8).

The deal will enable Empire to optimise its empty legs by offering them through LunaJets to first and business class passen-

gers in the region and world-wide, making the experience of private jet charter available to a new group of clients.

LunaJets, which has more than 1,500 members willing to upgrade from commercial aviation to private jets, works with more than 90 operators in the Middle East, Europe, Russia and the

USA, selling empty legs.

Eymericci Segard, chief executive and co-founder of LunaJets says: "The private aviation market in the Middle East is expected to double in value by 2012 to reach more than one billion dollars. Private jet operators are now welcoming innovative ways to fill their empty legs to help optimise

returns for aircraft owners, and to help open up a new market for executive jet charter."

The LunaJets team posts empty legs from different operators around the world on their website free of charge. This service requires very little time involvement from private jet operators.

## Shell unveils additive to beat water issues



Shell Aviation (stand 335) unwrapped its latest answer to fuel icing and biological growth problems. Rob Midgely Shell Aviation's technology manager – Aviation Fuels says, "there are three types of water in fuel. Free water, emulsion and dissolved. We can extract the free and the emulsion but not the dissolved."

He says that you cannot prevent water in fuel once it is in the fuel tanks. The company's latest development is AeroJet and it not only acts as an anti-freezing agent but it is also acts as a microbiological management agent.

"Water that is left in a fuel tank can also have microorganisms growing in it. Even just 1mm of water is enough for microbiological growths. There are additives that can kill the organisms but there can be more problems from the disintegration."

"AeroJet is added inline and because of the high fuel flow rates there is a good mixture. This additive is a preventive measure as it stops biological growth," he explains.

AeroJet is specifically intended for the smaller aircraft that don't have fuel heaters. "Although with the preliminary report from the BA 777 crash they found ice downstream. Airlines could well make use of it," says Midgely.

The more operators that participate in LunaJets' offerings, the easier it is to find members to fill them up. "We have demand for empty legs from members in California all the way to flights to and from Moscow and Mauritius, so an aircraft taking off empty is a missed opportunity," says Segard.



# Lufthansa Technik spares support for NAS



Lufthansa Technik (Stand 410) and National Air Services Group (NAS) yesterday signed a contract under which the German maintenance, repair and overhaul specialist will supply its Total Component Support (TCS) services to the Saudi corporate, VIP and airline operator.

The contract is expected to be worth several tens of millions of dollars over five years. It covers Airbus ACJ and Boeing BBJ corporate and VIP aircraft, and also includes MRO work on the Airbus A320-family aircraft and Embraer E190/195 regional jets operated by nasair, NAS Group's low-fare

**Lufthansa Technik senior vp for sales and marketing Walter Heerdt and NAS Group chief executive Sulaiman Al-Hamdan at yesterday's signing.**

airline subsidiary.

Lufthansa Technik will provide NAS with a spares pool and on-site service at its home base, King Khalid Airport in Riyadh. NAS will also benefit from access to the company's spares pools around the world and its repair and overhaul facilities in Frankfurt and Hamburg.

Besides nasair, NAS Group's interests include co-operation with NetJets on the fractional operator's Middle East programme (16 aircraft in operation plus 60 on order), Aircraft Management Services (management of 66 government, corporate and private aircraft) and luxury scheduled and charter carrier Kayala. The group's commercial fleet is due to total 13 aircraft by the end of the year, with a further 37 aircraft to be introduced by 2014.

## IN BRIEF

### ABJ - A SURE BET

Casino Rodos of Greece has ordered an Avro Business Jet (ABJ) for delivery early next year. Based on Rhodes, the company will use the aircraft to transport clients to and from its casino on the island. "We plan to deliver a total of eight ABJs this year," says Andy Whelan, sales director for BAE Systems Regional Aircraft (Stand 772).

### MRO ANNOUNCED FOR RAS AL KHAIMAH

Dana Executive Jets (stand 240) has signed an MoU with Turkish MRO company MNG Jet for the support of its Hawker and Challenger aircraft.

The MoU will see MNG create a line maintenance station at Dana's Ras Al Khaimah facility. Dana will supply the building and MNG the engineering, tooling and any other requirements in line with EASA 145 regulations.

### OCEAN SKY PUSHES UK ALTERNATIVE

British charter company Ocean Sky (Stand 632) is aiming to position its Prestwick Scotland FBO as an alternative tech stop for operators flying from the UK to the US or the Middle East. Eddie Allison managing director of FBOs says: "We have modernised the airport and added a lounge where transiting passengers can wait airside while the aircraft is refuelled." The company would also like eventually to offer immigration preclearance to the US.

### SIKORSKY PUTS ON THE HEAT

Sikorsky (OD4) has cabin mockups of the S-76D and the S-92 on display. Regional manager Jim Beahon says: "Before the S-76D our earlier models didn't have enough power for the high ambient temperatures. But with the new Pratt & Whitney PW210 engines they can operate up to 50 degrees Celsius." The region has already shown an interest in the S-76D with 15 expected to go into Saudi Arabia and up to six in the UAE.



## Seawings buoys local seaplane market

Dubai-based tour operator Seawings is looking to expand its services by acquiring a 19-seat floatplane to add to its fleet of three Cessna 208 Caravan amphibians.

Sharan Khanna, account manager says: "We started operating seaplanes for the tourist market just over a year ago and now have three aircraft."

The company currently offers tourist flights over the city, taking in sights such as the Palm. However, there has been a recent increase in requests for corporate flights to oil rigs or for flights to Abu Dhabi in order to avoid traffic jams.

Khanna says Seawings has also been approached to start operations in both Kuwait and Saudi Arabia, but wishes to consolidate its Dubai operations first.

# ALLIANCE BRINGS DOUBLE BENEFIT

Abu Dhabi's Royal Jet (chalet 37) and Jordanian operator Arab Wings (stand 813) signed an agreement to cooperate on aircraft management for a new Bombardier Challenger 605 yesterday. The aircraft is initially set to join the Royal Jet fleet in February next year.

Royal Jet says this new deal could signal the start of further cooperation in the future between the two companies. Royal Jet's chief executive, Shane O'Hare, says he is delighted that two prominent names in the industry should be working together. His counterpart at Arab Wings, Ahmad Abu Ghazaleh says: "Royal Jet is widely recognised for its expertise and attention to detail. We have great confidence in their abilities and look forward to a profitable and close relationship with them into the future. At the same time, the benefits to the owner of this aircraft are enormous as two companies in different geographical areas will be marketing its chartering. In this case, two managing companies really are better than one."

Royal Jet's vice president Finance and Business Development Ramzi Zarobi adds: "Aircraft management is one of the cornerstones of



Shane O'Hare (left) and Ahmad Abu Ghazaleh

our strategic five year plan both in developing our own fleet, and managing other

aircraft. This joint venture provides us with the opportunity to extend our reach

further across the Middle East from our base in Abu Dhabi."

## Dining gets the Royal touch

Luxury flight services company Royal Jet (Chalet 37/38) is setting its catering standards even higher as it recruits top chefs to cater for its guests.

"We have recruited highly qualified chefs from hotel and restaurant backgrounds who are used to serving VIPs," says chief executive Shane O'Hare. "They have introduced new menus after much brainstorming, testing and tasting then trained the catering staff in

to the intricacies involved in each dish."

Dishes on the menu include assorted Iranian kebabs served with zerach and dill rice, and seared sea bass fillets on wild mushrooms.

"The menus are designed to suit all tastes and cultures," adds O'Hare.

Guests can also choose to hire a chef for their travel to guarantee they are served exactly what they wish."



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## IN BRIEF

## GREEN CHALLENGER FOR FLYING COLOURS

Flying Colours announced yesterday that it is to complete a new Challenger 850. The Ontario Canada company will install a new 13 passenger executive interior and outfitting the aircraft with a customer selected paint scheme.

"This is an exciting project for Flying Colours and we are looking forward to working with this client and completing the aircraft to his desired tastes" states John Gillespie, president of Flying Colours. The aircraft is scheduled to be delivered in the spring of 2009.

Flying Colours also says it will break ground on an additional completion facility next year which will be large enough to accommodate eight Challenger 850s or its CRJ ExecLiner sized aircraft.

## ELITE PROVING BEST PRACTICE

Dubai luxury private jet operator Elite Jets (chalet 31) has become the region's first commercial and business aviation company to gain the International Business Aviation Council's IS-BAO certification.

IS-BAO is a code of best practices introduced in 2002 and designed to help flight departments achieve high levels of safety and professionalism.

## OPENING DOORS FOR BUSINESS IN CHINA

Business aviation is to receive special attention in the plans for next year's Asian Aerospace, which takes place in Hong Kong in September 2009.

According to show organisers, Reed Exhibitions the show is more than 60 per cent ahead compared with the same period last show.

The world's largest exhibitions company is visiting MEBA to promote Asian Aerospace 09 to Middle Eastern companies looking to extend their services across Asia.

To date, industry leaders including Boeing, Bombardier, Lufthansa Technik, and CFM.

# Praise indeed for the complete family business

Kathy and Jerry Gore's completions business has received the perfect testimonial from their newest customer – Ajwaa Alalam holding company chairman Mohammed Al-Zeer.

In signing up Gore Design Completions to finish a new Airbus A340-200 VIP interior Al-Zeer, speaking on the eve of MEBA 2008, was effusive in his praise of the family business.

"What is intriguing about Gore is that it is probably the only facility left that is family-owned," he says. "With Gore, each project is a work of art which is completed with lots of love and passion. It helps that the people who own the company are very much a part of the work."

So, Gore Design got its MEBA 2008 campaign off to a flying start, but the family

firm's history has not always been one of smooth progress. On two occasions it nearly went bankrupt, prompted first by the economic outfall of the first Gulf War and later by an energy-induced financial crisis.

Now, though, the firm that specialises in wide-body aircraft completions employs 500 people – it had just one when it first started – and is booked out until 2010. It is offering slots from 2011 and believes that the nature of its specialised business means it should be pretty immune to the current world-wide financial turmoil.

Jerry Gore says: "We believe that the high-end customers will still be buying aircraft. Studies show that there are more aircraft than there is capacity to do the completions."

Jerry, chief executive, and Kathy, president, both



Family service provided by Kathy and Jerry Gore

worked for the Dee Howard Company before being laid off, which was the catalyst to form their own company in 1989.

Both Jerry and Kathy get directly involved in most projects; he concentrating on architectural elements of the interior and she focusing on

materials and colours.

Kathy says: "We are closely involved in the design. We have design teams and they present their ideas to us for approval."

The family-owned nature of the business enables swift decision-making. "We don't have to form a committee," says Gerry. "We can move very quickly and say we are going to do something and that's that."

## New look for Dubai Airport's EFC

"We're committed to growing this operation and spending to increase its capacity and quality," Dubai Airports chief Paul Griffiths said at MEBA as he launched the Executive Flights Centre (EFC) operation at Dubai International and unveiled its new logo and identity.

Private movements have been accommodated at the show's host airport since 1988 under the Executive Flight Services banner. Yesterday's move rebrands the operation, which was expanded earlier this year with the addition of the new VIP facility next to Terminal 2.

There were 9,400 business aviation movements last year – "That's quite a significant figure for this part of the world," said Griffiths – and there have been 7,000 to the end of the third quarter of this year.

"Private aviation has accounted for 5-7% of our movements on average over the last few years," says Griffiths. "We want total movements to keep on growing, and private movements to maintain their present percentage share."

The new VIP facility for EFC includes a 5,500 sq m two-storey main building, a 3,700 sq m hangar, a 3,700 sq m ramp for aircraft parking, and a special long-term car park. It makes EFC the largest dedicated business aviation terminal in the Middle East.

The facility also features its own dedicated customs and immigration area – it is the only terminal in the Middle East to boast "e-gates" for quick immigration clearance – plus its own duty-free outlet, a fully equipped business/conference centre, eight luxury private lounges, and a limousine service between aircraft and the terminal.



Dubai Airports CEO Paul Griffiths – wants business aviation to increase

The ramp can accommodate up to 22 Learjet/Hawker-category aircraft, eight to 12 in the Challenger/Falcon bracket, and up to three BBJ/ACJs.

### Avjet alliance

Executive Aircraft Sales (static display) has entered a strategic partnership with the US's Avjet Corporation (static display). The alliance focuses on collaboration to further both companies markets.

Emad Sharghi, Executive Aircraft Sales' chief executive, says: "Previously we were dealing with aircraft in the \$20million to \$30m range. But with Avjet's knowledge in wide-body aircraft we can move up to the bigger aircraft."

Sharghi continues: "We have the client base here in the Middle East and Avjet is a respected name the world over."

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A moment in time from Houssam Safa

## Pilots should watch this space

Pilots and business jet customers thinking of buying a new watch should visit luxury goods company Yeslam (1039) and take a look at its Aviator range.

"We're showcasing our range specifically designed for pilots and aviation customers and enthusiasts," says boutiques operations manager Houssam Safa.

The Swiss company deals in luxury accessories such as sunglasses, cufflinks, leather goods, silk foulards, perfumes and a range of watches.

"The Aviator sets itself apart from other watches as it measures the true air speed, making it ideal for pilots," says Safa.

The company's flagship store is in Geneva but has boutiques in Riyadh, Jeddah, Dammam and Mecca.

"The Aviator range is available in gold, rose-gold, platinum or steel. We're happy to show the watches to delegates here at MEBA and make any orders," says Safa.

## When life-saving help is at hand

'Expert Care, Everywhere' is the slogan of MedAire (stand 1008), which provides a 24-hour healthcare service for aircraft crew.

"Medical incidents can be frightening wherever you are, but in a remote in-flight environment they can be even more daunting to crew members serving as first responders," says MedAire's Christina Ang. "Medlink provides customers with immediate access to medical experts, which makes treatment by crew or flight diversion a lot easier, allowing people to focus on what is important – flying the aircraft and ensuring the safety of passengers."

MedAire has managed thousands of remote medical situations through the service which uses emergency response physicians based within the emergency department of a regional medical centre in Phoenix, Arizona.

"If you're on a flight over Africa, for example, and there is a medical emergency on board, all the crew need to do is call the centre and tell the specialist the medical problem and the location and we will have a doctor on the line to you almost straight away," says Ang.

"If the aircraft needs to be diverted we will ask the pilot which airport is closest and we will find out the safety and medical requirements within that city and organise a medical team on the ground for aircraft arrival. If the airport is in a danger zone area, we will find the next closest and safest city."

MedAire also provides hangar safety training and advanced medical training for crews, which includes using the medical equipment provided by the company.



What a life saver with Christina Ang

"We are at MEBA to highlight to the business jet market the importance of our service," says Ang. "MedAire is really great peace of mind for regular business jet travellers and has been proven to save lives."

## Tanks for the coffee!

Manufacturer and supplier of electrical galley inserts, Iacobucci HF Electronics (stand 445), is showing off its new two-litre external water tank at MEBA for the first time.

The Italian company specializes in galley inserts such as coffee and espresso machines for commercial and business aviation. This new product is primarily



Alessandra Testa makes a splash

aimed at the business jet market.

"We have found that many of our customers

prefer to use bottled water now and are installing our system," says Nicola Venchierutti, head of sales for the business aviation sector.

"They bring their own bottled water on board and fill up the tank, ensuring that their water is clean and their coffee tastes good."

According to sales manager Alessandra Testa even Boeing Business Jet customers are requesting the tank. She says: "Executive jet operators who travel globally might need bottled water for their coffee machines at any time."

## Delta's designs on Middle East

Delta Interior Design (stand: 1022) is highlighting its new aircraft interior designs for the Middle East market here at MEBA.

The Italian company, located near Milan's Linate airport, specialises in interior design, refurbishment and modifications for business aircraft.

Director Matteo Bulletti describes the patterns as: "A blend of traditional Arab flavour, with modern Italian style, consisting of white-and-black and white-and-gold colours, giving a feel of lightness and cleanliness on aircraft walls."

He adds: "They are suited to this market as customers in the region like rich colours."

The company is also displaying newly-designed cabinets and seats made with new materials, as well as silk carpets, popular with customers to the region.

"We receive many requests for specific and, at times, unusual designs, and we are delighted to oblige. We are specialists within aviation interior design and know what is expected," says Bulletti.

The company has three hand-paint artists working in aircraft galleys on intricate designs, which make them unique to the usual veneer used within aircraft. "We include 3D, where the artists work with shadows and light," says Bulletti.

The company's advanced 3D theatre allows its VIP customers to navigate throughout a new cabin design, offering them a preview of what it will look like before changes are implemented.



Kris Tufenkjian cleans up!

## Taking a shine to Granitize

One company that has a polished presentation for visitors is Granitize Aviation International (stand 341), which is displaying a range of its aircraft cleaning and protector products

"One of our most popular product ranges is Xzilon," says Kris Tufenkjian, the official distributor of the product for the Middle East. "It was developed for that part of the aviation industry that uses molecular adhesion to prevent parasitic drag, to extend paint life and to

prevent corrosion on polished and unpolished metal surfaces.

"Keeping the exterior, as well as the interior, appearance of your aircraft in top shape is a necessity," says Tufenkjian.

Other Xzilon products to help maintain aircraft include the XRE-1 Racer's Edge Aviation Polish, which polishes, cleans and maintains the operator's airframe for 'the wet look'; XE-3 Zero VOC Degreaser Concentrate, which is a strong wipe-down solution for those hard-

to-clean fuselage areas; and the XC-11 Aviation Spray and Shine Cleaner-Color Brightener, which is a high-lubricity formula removing and lifting dirt and leaving a high gloss look.

The Californian based company has developed a complete line of cleaners, coatings and protectants that have been tested and certified to the standards of the aviation industry. "We're here at MEBA to extend our customer database within this region," says Tufenkjian.



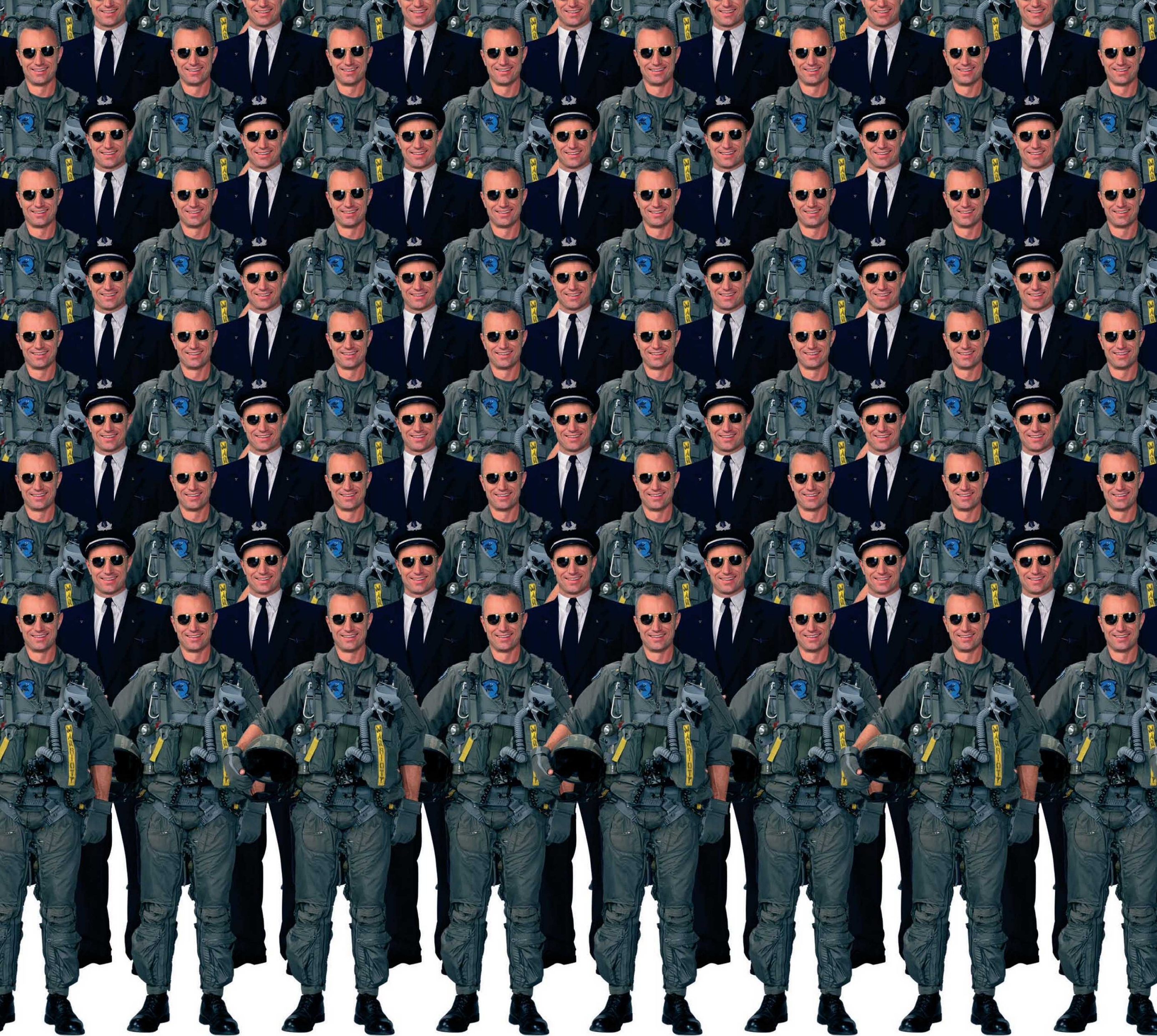
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