



In the lap of luxury
FEATURE P14

IN BRIEF

SIX OF THE BEST JOIN LJ FLEET

LJ Aviation, part of the Avfuel fixed base operation network (stand 4634), has added six aircraft to its managed charter fleet. Among the additions are two new 2014 Challenger 300s, a new 2014 Cessna Citation Sovereign, a Bombardier Global Express 5000, a Gulfstream GIV SP and a Boeing Business Jet. The Challengers, Sovereign and Global will be available for charter.

LYON-BRON DEAL FUELS GROWTH

Lyon-Bron airport (stand 4242) says it is "cementing its place as a leading business airport in France" with a 1.2% year-on-year rise in movements to more than 6,430 in 2013. The airport is announcing a deal with refuelling company Total and fixed-base operator Executive Handling, which Lyon-Bron says will offer Jet A1 fuel at a "significantly lower cost for most active clients".

OXFORD OFFERS TO HALVE COSTS

London Oxford airport (stand 1018) is co-exhibiting with one of its biggest tenants – charter and management company Hangar8 – and offering a 50% discount on landing fees and parking for the rest of the year. The deal, open to any aircraft of 4t and above is available through EBACE and lasts until the end of the year. "We especially hope the offer will appeal to Middle Eastern operators who tend to base themselves out of Europe for the summer," says managing director Andi Pargeter.

BRIGHT OUTLOOK FOR COLOURS

Knightsbridge store does the Business

It's third time lucky for The Jet Business (static display). The London brokerage originally booked a place in the park to display a Global Express XRS. Founder Steve Varsano says: "We sold that, then booked the spot for a Gulfstream G450 – then sold that."

The firm is now displaying a Falcon 2000EX, a Phenom 300 and a Bombardier Challenger 605. Marketing manager Abigail Player

(pictured) says: "The 605 almost wasn't here as we had to take it to a potential customer en route."

The Jet Business uses a storefront concept, and an iPad app to help clients evaluate aircraft options. Its Knightsbridge showroom also contains a full-size mock-up of an Airbus ACJ319 cabin that fills the window, plus life-size holograms of a range of corporate jets.



◀ COLOURFUL: Troy Funk, Sean and Eric Gillespie

Canadian completions specialist Flying Colours (stand 1646) has completed the first part of a three-phase expansion plan at its Peterborough, Ontario headquarters, which will eventually provide it with the capacity to work on narrowbody airliner conversions, including the Airbus ACJ fleet, Boeing Business Jet family and the Bombardier CSeries models.

Work finished on phase one of the new \$3.5 million 2,000m² extension to an existing hangar in April 2014. Phases two and three should be finished in 2015, resulting in an extra 4,500m² of space that will include an additional large cabin hangar, increased shop

space for maintenance and interior workshops, and a new paint facility.

There are already a number of projects underway at the expanded hangar, and the company has a multiple aircraft contract for its CRJ ExecLiner conversion in the pipeline. Sean Gillespie, vice president of sales and marketing, says: "We have noted that we are receiving an increasingly higher percentage of requests from European and Middle Eastern owner/operators. Africa has also come online for us and we were literally running out of space."

The company is also now developing expertise in special mission conversions.



▶ SELL SELL SELL: Abigail Player finally gets aircraft to the static

▶ CHAIRMEN: JCB's Pierre Mandelli and Jean-Claude Beaudet

JCB SITTING PRETTY

JCB Aero (stand 6350) is promoting the company's latest seat design at the show. Chairman Jean-Claude Beaudet explains: "This is a seat for the moment, half way between an aircraft and a car.

It's a very contemporary look and we are particularly proud of the real carbon we used. It looks very special." Sales director Pierre Mandelli says: "We do interiors for the Falcon 7X, as well as many other VIP

aircraft." The Auch, France – based company is about to open another centre in Arkansas in October 2014. Beaudet adds: "We have so many customers in the US we wanted to be nearer to them."



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