

Maximizing your investment in private air transport

October/November 2016 | Vol. 14 No. 6

# BUSINESS JET TRAVELER<sup>®</sup>



THE WORLD'S FIRST TRULY  
PERSONALIZED PRIVATE AIRLINE

ZettaJet   
IT'S ABOUT TIME

ADVERTISEMENT

# REDEFINING THE WORLD OF LUXURY PRIVATE FLIGHT

[zettajet.com](http://zettajet.com)



Zetta Jet 

It's about time

*Zetta Jet combines the very best in talent, facilities and technology to deliver a revolutionary flight experience.*

*Contact our 24x7 global concierge desk for a customised flight itinerary to meet your travel desires.*

*We strive to deliver the ultimate in luxury travel.  
Truly personalised, private flight.*

Concierge Desk

T (US) +1 888 995 7908

T (SG) +65 6483 8870

NEW YORK | LONDON | LOS ANGELES | BEIJING | SINGAPORE | SHANGHAI

FAA Certificate Number 110A914J



Maximizing your investment in private air transport

October/November 2016 | Vol. 14 No. 6

# BUSINESS JET TRAVELER<sup>®</sup>

## SURVEY RESULTS

BJT readers rate  
aircraft, service providers,  
and manufacturers

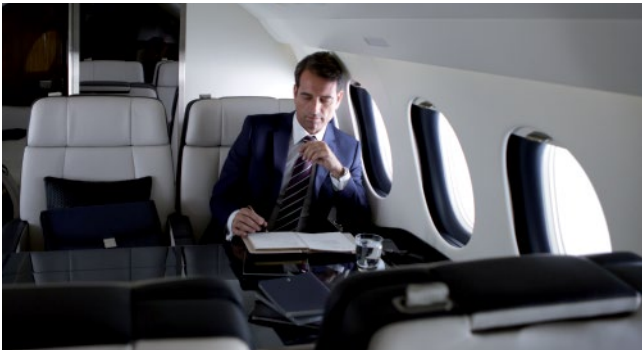
## JAMES CARVILLE & MARY MATALIN

The political pundits discuss business aviation,  
the election, and what Washington insiders  
could learn from their marriage

BJTONLINE.COM



SO QUIET INSIDE YOU CAN ACTUALLY  
HEAR YOURSELF THINK.



The 6,450 nm Falcon 8X has the quietest cabin of any business jet. That means more comfort and greater productivity on long, demanding journeys. Add to that uninterrupted connectivity and access to virtually any two points on the globe, and you have a business jet that exceeds expectations.

**Fly far. Fly in comfort. Achieve more.**

**Falcon 8X**

[WWW.DASSAULTFALCON.COM](http://WWW.DASSAULTFALCON.COM) | FRANCE: +33 1 47 11 88 68 | USA: +1 201 541 5600

**DASSAULT  
FALCON**

ENGINEERED WITH PASSION



### FLYING

#### 12 ON THE ROAD

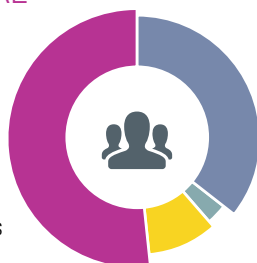
**Hard and easy ways** to get to Harlan, Kentucky.

#### 22 TAXES, LAWS, AND FINANCE

Registering an aircraft can be a headache, especially if you fancy a particular **tail number**.

#### 24 6th ANNUAL READERS' CHOICE SURVEY

**Subscribers rate aircraft, service providers, and manufacturers** in our biggest poll ever.



#### 36 NEW AIRCRAFT PREVIEW

It's been a slow road to faster business travel but the **Aerion AS2** might finally deliver the supersonic speed that many have been waiting for.



JOHN T. LEWIS

#### 40 INSIDE CHARTERS

Should you book your next flight through a **broker or an operator?**

#### 44 USED AIRCRAFT REVIEW

Modifications and upgrades have improved the **Eclipse EA500**, which was already a good little airplane.

#### 60 PREOWNED

Why more charter customers are **opting for ownership**.

#### 64 EXIT

A flying **recovery room**.

### PEOPLE

#### 14 JAMES CARVILLE & MARY MATALIN

The odd couple of American politics talk about business aviation, their marriage, and issues surrounding the **upcoming election**.



ESSDRAS M. SUAREZ









# IMPOSSIBLE IS JUST A DARE.

---

At Embraer, we find inspiration in the greatest of challenges. The creation of entirely new aircraft, and categories. And the inclusion of technology previously unavailable in aircraft this size. The better way. The efficient way. The unconventional way. You see, we've never been ones to settle for the status quo. And we're looking for those who share a similar mindset and are willing to act upon it. Because we believe for those who do — doing the impossible is just the beginning.

Rethink Convention.

 **EMBRAER**  
*Executive Jets*

[EmbraerExecutiveJets.com](http://EmbraerExecutiveJets.com)



## TIME OFF

### 50 GREAT GOLF

At **Arizona's Boulders Resort & Spa**, golf on the rocks proves to be a tasty cocktail.

### 52 LOW-LEVEL FLYING

Our reviewer takes a grand tour in an equally grand motorcar—the **Rolls-Royce Dawn**.

### 58 OUTDOOR ADVENTURES

"If South Dakota isn't **pheasant heaven**," says our columnist, "I don't know what is."

#### On the Cover:

**James Carville** and **Mary Matalin**, photographed for **Business Jet Traveler** by Essdras M. Suarez at Ronald Reagan Washington National Airport. Our thanks to Mary Miller, Pablo Espitia, Robert Wilson, Robert Grant, and the entire DCA Signature Flight Support Team for their help with this shoot.



## DEPARTMENTS

### 6 UP FRONT

Love, **politics**, and polls.

### 8 ON THE FLY

Learn **culinary secrets** while vacationing, or take off like the Wright Brothers.

### 48 MONEY MATTERS

Fourth-quarter **tax strategies**.

### 62 CALENDAR

The most advanced **aerial challenge** the world has ever seen.

#### Coming Soon in BJT

Gulfstream G500 preview

Preowned aircraft market annual report

Why Budapest is a must-see city

## FEATURED CONTRIBUTOR

### ESSDRAS M. SUAREZ

Suarez, whose photos of James Carville and Mary Matalin appear on this issue's cover and with the story beginning on page 14, is the winner of two Pulitzer Prizes. He has worked in more than 50 countries and had his photography published in *National Geographic*, *Time*, the *New York Times*, the *Washington Post*, and many other periodicals. He also serves as chief photographer for million eyez, an internet platform that allows photographers to input images into live articles.

Suarez took home his first Pulitzer for coverage of the Columbine mass shooting, while he was on staff at the *Rocky Mountain News* in 2000. He earned his second Pulitzer, for his images of the Boston Marathon bombing, at the *Boston Globe*, where he worked for more than 12 years.

Suarez, who has been married for 25 years, was born in Panama and lives in Alexandria, Virginia. He graduated from the University of Florida in 1993 with a B.S. in journalism and received an Alumnus of Distinction award in 2010.





# AMAZING SERVICE FACILITY

*Jet Aviation St. Louis, 625,000 square feet  
in ten buildings stretching more than half a mile*

45 years of experience and  
in-house capabilities matched by none

- Interior Refurbishments
- Avionics Modifications
- Cabinetry
- Paint
- Heavy Maintenance
- Factory Trained Technicians
- Accessories & Gear
- Upholstery
- Green Completions
- Pre-Purchase Inspections
- Sheetmetal
- FBO

GLOBAL CHALLENGER GULFSTREAM EMBRAER NARROWBODY FALCON HAWKER GOVERNMENT



Jet Aviation St. Louis  
+1 800 222 0422 – [jstl@jetaviation.com](mailto:jstl@jetaviation.com)

Visit our global MRO locations:  
Basel, Boston/Bedford, Dubai, Geneva, Hong Kong  
Moscow/Vnukovo, Singapore, St. Louis, Vienna

[www.jetaviation.com](http://www.jetaviation.com)

 **JET AVIATION**  
A GENERAL DYNAMICS COMPANY

# Up Front

## Love, Politics, and Polls

**W**ho better than Mary Matalin and James Carville to grace the October/November cover of this magazine? The political power couple—and longtime business jet fans—are the perfect duo to comment on the unprecedented craziness surrounding this year's U.S. presidential election (*see page 14*). As I'm sure you know, their views on government couldn't be more different. So whichever side you're on in this election, we suspect you'll find plenty in our cover story to agree with—and plenty with which you'd take issue.

As for Matalin and Carville, their divergent ideologies have apparently not interfered with a marriage that has now lasted for 23 years; political views aside, in fact, they seem to be more in sync than ever. At our cover-photo shoot at Ronald Reagan Washington National Airport, I was struck by how respectful, generous, and affectionate they were toward one another—often finishing each other's sentences or casually holding hands between shots.

Matalin with English at the **BJT** photo shoot.



ESSORAS M. SUAREZ

During separate interviews a few weeks later, they both made light of editor Jeff Burger's question about whether politicians could learn something from their marriage. Still, Matalin's response was touching. "If you have a different view of the country, which it seems politicians do, then never the twain shall meet. [But] in [James's and my] case, I don't care what our problems are, we're never gonna not love each other, we're never gonna get divorced, and we're never gonna jeopardize the happiness of our children."

Pretty solid rules to live by, if you ask me.

**H**ere at **BJT**, we have recently held our own election of sorts, the results of which you'll find in this issue (*see page 24*). Thank you to everyone who responded to our 6th annual Readers' Choice Survey. We added some new questions this year, including one about how you respond to criticism of business aviation.

We weren't surprised to see that, as in past years, you said the number-one reason you choose to fly privately is to save time. Time, of course, is one of the most precious and elusive commodities, which is why we never take for granted the time you take to read **Business Jet Traveler** and participate in our surveys. Nearly 1,300 of you—a record-breaking number and a 26 percent increase from last year—completed the 2016 poll. By doing so, you have helped not only us, but also your fellow readers. We know from experience that your opinions will be read and taken seriously by the manufacturers and service providers that shape our community.

Jennifer Leach English  
Editorial Director  
jenglish@bjtonline.com

*P.S. The Carville/Matalin interviews address a variety of controversial topics. Please remember that we look forward to your comments, positive and negative, about everything in the magazine. You can contact me directly at the email address above or submit letters for our Mailbox department at [editor@bjtonline.com](mailto:editor@bjtonline.com).*

## EDITORIAL

Editor-in-Chief Charles Alcock

Editorial Director Jennifer Leach English

Editor Jeff Burger

Group Production Manager Tom Hurley

Production Editor Lysbeth McAleer

Art Director John A. Manfredo

Contributors Chris Allsop, Chris Caswell, Mary Ann DeSantis, Bob Ecker, Mark Eveleigh, Marion Flanagan, Margie Goldsmith, Mark Huber, Bradley S. Klein, Debi Lander, Thomas R. Pero, Mark Phelps, Kim Rosenlof, Chana R. Schoenberger, Joe Sharkey, Matt Thurber, Jeff Wieand, James Wynbrandt

Graphic Designers Mona L. Brown, John T. Lewis, Grzegorz Rzekos

Digital Media Designer Colleen Redmond

Lead Web Developer Michael Giaimo

Web Developer Evan Williams

Video Producer Ian Whelan

Editorial Assistant Samantha Cartaino

### EDITORIAL CONTACTS

214 Franklin Ave., Midland Park, NJ 07432  
(201) 444-5075 • [editor@bjtonline.com](mailto:editor@bjtonline.com)

## BUSINESS

Managing Director Wilson S. Leach

Group Publisher David M. Leach

Publisher Anthony T. Romano

Associate Publisher Nancy O'Brien

### Advertising Sales

Melissa Murphy-Midwest, (830) 608-9888

Nancy O'Brien-West, (530) 241-3534

Anthony T. Romano-East/International,  
(203) 798-2400

Joe Rosone-East/International/Middle East,  
(301) 834-5251

Diana Scogna-Italy, (33) 6 62 52 25 47

Daniel Solnica-Paris, (33) 1 42 46 95 71

Victoria Tod-Great Lakes/UK, (203) 798-2400

Marketing Manager Zach O'Brien

Audience Development Manager Jeff Hartford

Onsite Logistics Manager Philip Scarano III

Sales Assistant Nadine Timpanaro

Advertising/Sales Secretarial Staff Cindy Nesline

Director of Finance & Human Resources

Michele Hubert

Accounting Manager Marylou Moravec

Accounting/Administration Staff

Mary Avella, Bobbie Bing

### ADVERTISING CONTACTS

81 Kenosia Ave., Danbury, CT 06810

(203) 798-2400 fax: (203) 790-8044  
[adsales@bjtonline.com](mailto:adsales@bjtonline.com)

### THE CONVENTION NEWS COMPANY, INC. – AIN PUBLICATIONS

Subscription inquiries and address changes:  
[subscriptions@bjtonline.com](mailto:subscriptions@bjtonline.com)

**Business Jet Traveler** (ISSN #1554-1339) is published eight times per year (bimonthly, plus U.S. and China Buyers' Guides) by The Convention News Co., Inc., 214 Franklin Ave., Midland Park, NJ 07432, (201) 444-5075. Copyright © 2016. All rights reserved. Reproduction in whole or in part without permission of The Convention News Co., Inc. is strictly prohibited. The Convention News Co., Inc. also publishes *Aviation International News*, *AINAlerts*, *AIN Defense Perspective*, *AIN Air Transport Perspective*, *AINtv*, *Business Jet Traveler*, *BJTwaypoints*, *ABACE Convention News*, *Dubai Airshow News*, *EBACE Convention News*, *Farnborough Airshow News*, *HAI Convention News*, *LABACE Convention News*, *MEBA Convention News*, *NBAA Convention News*, *Paris Airshow News*, *Singapore Airshow News*; Mobile Apps: *Aviation International News*; *AINonline*. Postmaster: Send address changes to *Business Jet Traveler*, 81 Kenosia Ave., Danbury, CT 06810. Allow at least eight weeks for processing. Include old address as well as new, and an address label from a recent issue if possible. PUBLICATION MAIL AGREEMENT NO. 40649046. RETURN UNDELIVERABLE CANADIAN ADDRESSES TO PITNEY BOWES INTERNATIONAL MAIL, STATION A, P.O. BOX 54, WINDSOR, ON N9A 6J5, or e-mail: [returnsIL@imex.pb.com](mailto:returnsIL@imex.pb.com).



LEARJET CHALLENGER GLOBAL



# OUR SIGHTS ARE SET HIGHER

[BUSINESSAIRCRAFT.BOMBARDIER.COM](http://BUSINESSAIRCRAFT.BOMBARDIER.COM)

## BOMBARDIER

Bombardier, Learjet, Challenger and Global are trademarks of Bombardier Inc. or its subsidiaries.  
© 2016 Bombardier Inc. All rights reserved.

# Learn Culinary Secrets at Luxury Hotels

by Marilyn Jones

If you love to cook, why not combine a vacation with a culinary-arts class at your hotel? Here's a look at some current offerings:

👨🍳 At **Castello del Nero Hotel & Spa** in Florence, Italy, you can learn all about pasta from executive chef Giovanni Luca Di Pirro or his assistant. Classes are for two to six people and include instruction in making ravioli filled with ricotta cheese, spinach, and tomato sauce as well as tagliatelle with chianina beef ragout tiramisu. You can sample these dishes in the lunch that follows the instruction.

👨🍳 Mexican TV personality Yolanda Yanar provides a live cooking show at **Velas Vallarta** in Puerto Vallarta. You can learn to prepare recipes from all regions of the country and join the chef on stage as he creates three dishes.

👨🍳 The **InterContinental Hong Kong** offers Cooking with the Culinary Stars, taught by chefs from the hotel chain's restaurants, including Spoon by Alain Ducasse, Yan Toh Heen, and Nobu. Spoon pastry chefs Olivier

Lannes and Cyril Dupuis conduct the Baking Club.

👨🍳 Biltmore Culinary Academy, at the **Biltmore Miami Coral Gables**, welcomes both adults and children. Classes feature a meal created by participants.

👨🍳 At the **Furama Villas & Spa Ubud, Bali**, you can join executive chef Wayan Sugata at sunrise for a trip to the local market. Then, back at the villas, you'll learn how he creates each dish from fresh food.

👨🍳 An 18th century mansion at **Belmond Casa de Sierra Nevada** in San Miguel de Allende Guanajuato offers an atmospheric setting for the Sazón Culinary Experience. Here the chef and his team will teach you to prepare regional Mexican dishes.

👨🍳 In the San Francisco area, Sausalito's **Cavallo Point** houses a 1,200-square-foot cooking school with an ever-changing schedule of hands-on and demonstration classes that feature food from local organic farms.

BJT

## Staying warm during cold-climate getaways

Planning a trip to Antarctica, northern Scandinavia, or anywhere that promises frigid temperatures? If you dress in layers and pack the right gear, you can remain warm and comfortable throughout your visit.

Start with a jacket or coat that's rated for the weather you anticipate. Those rated "warm" by L.L.Bean, for example, will keep you that way when the temperature is as low as 0 degrees Fahrenheit; a "warmer" rating is suitable for 35 to -15 degrees; and "warmest" will do the trick for 15 to -50 degrees.

Heated gloves are a must, but the ones that use regular batteries lose power quickly. Opt for gloves with rechargeable batteries, which you can find at Amazon.com, Hamacher.com, L.L.Bean, and TheWarmingStore.com. (The batteries usually last a day, so be sure to recharge overnight.)

Other worthwhile accessories include heated lumbar belts (TheBodyFurnace.com, Brookstone, L.L.Bean, TheWarmingStore.com), heated insoles for your feet (Amazon.com, L.L.Bean, Walmart), and face masks (Sears, Amazon).—Marilyn Jones

## QUOTE UNQUOTE

"This is going to be mind blowing. Mind blowing...It's about having an architecture that would enable the creation of a self-sustaining city on Mars with the objective of being a multi-planet species and a true space-faring civilization and one day being out there among the stars..."

I'm so tempted to talk more about the details of it. But I have to restrain myself."

—SpaceX founder Elon Musk, on his plans for manned flights to Mars

Source: Washington Post



PHOTO: HEISENBERG MEDIA



At the Furama Villas & Spa Ubud, Bali, executive chef Wayan Sugata begins his teaching at the local market.

FURAMA VILLAS & SPA UBUD, BALI





See Us At **NBAA 2016** Booth 4855

WORK.

CONNECT.

CONFERENCE.

STREAM.

# Do More On Board

Office in the sky takes on a whole new meaning with ViaSat in-flight internet. Be as productive in the air as you are on the ground.

THE PATH TO GLOBAL HIGH-SPEED BROADBAND

WEB [www.viasat.com/business-aviation](http://www.viasat.com/business-aviation) EMAIL [business-aviation@viasat.com](mailto:business-aviation@viasat.com) PHONE +1 760 476 4755

**ViaSat**



# Take Off Like the Wright Brothers

Want to experience the excitement of the Wright brothers' first experimental flights? Now you can soar over the dunes in Kitty Hawk, North Carolina, just as Orville and Wilbur did more than a century ago, aboard an exact reproduction of their 1902 glider. The museum-quality replica is one of just a few in existence and the only one available for public use.

To prepare for the experience, which includes five flights and costs \$349, you'll need

to learn about glider orientation and controls at a scheduled or custom clinic at Kitty Hawk Kites. You'll also need to allow a three-day window for ideal weather conditions for the flights, which will lift you around five to 15 feet off the ground and carry you about 50 yards.

For more info about the experience, which requires preregistration, visit [kittyhawk.com/adventures/1902-wright-glider-experience](http://kittyhawk.com/adventures/1902-wright-glider-experience).  
—Debi Lander

## Art, Architecture, and Technology Converge in Portugal



The Museum of Art, Architecture, and Technology (MAAT), an ultra-modern structure in Lisbon's Belem district, opens October 5 with an exhibition by contemporary French artist Dominique Gonzalez-Foerster. The 75,500-square-foot museum's fluid, curvy glazed-tile skin, inspired by Portugal's rich tradition of colorful ceramics, shimmers playfully and reflects

the movements of the nearby Rio Tejo (Tagus River). Renowned London architect Amanda Levete designed MAAT, which focuses on the convergence of architecture, technology, and contemporary art. An upper-floor restaurant and a ceramic ramp leading to the roof (open to visitors) offer a panoramic view of the Tagus. For those who want to get closer, steps outside the building lead down to the water's edge. Info: [fundacaoedp.pt/maat](http://fundacaoedp.pt/maat)—Margie Goldsmith



## GIVING BACK

**BJT** readers—who represent one of the highest-net-worth magazine audiences anywhere—clearly have the means to contribute to a better world. To help you do that, we're spotlighting one deserving organization per issue. All of them have received a four-star overall rating from Charity Navigator ([charitynavigator.org](http://charitynavigator.org)), which evaluates philanthropic institutions based on their finances, accountability and transparency.

### Orbis International

([orbis.org](http://orbis.org))

**Orbis International** has fought preventable blindness in 92 countries since 1982. Four out of five blind people are unable to see due to avoidable causes and 90 percent of them live in developing countries. Through medical training, in-country partnerships, a proprietary online medical platform called Cybersight, and—most notably—a new flying ophthalmic teaching hospital, Orbis has helped hundreds of thousands of people, many of whom are children. Last June, the charity unveiled the second-generation Orbis Flying Eye Hospital—a custom designed MD-10. It includes an on-board operating room, laser-treatment room, and 46-seat classroom where broadcast technology allows local doctors to observe surgeries in real time. Last year alone, the organization trained 30,326 medical professionals and performed 2.13 million medical screenings. —Jennifer Leach English





THE VIEW IS MARVELOUS  
FROM OUR NEW GULFSTREAMS. >✈

**Our Gulfstream Fleet Has Arrived.** Be the first to take a new G450 around the world. New fractional shares are only available at Flexjet through an exclusive arrangement with Gulfstream. See what's possible when two iconic brands come together to create something truly exceptional.

© 2016 FLEXJET, LLC. FLEXJET, THE FLEXJET LOGO AND THE FLEXJET TAGLINE ARE TRADEMARKS OR REGISTERED TRADEMARKS OF FLEXJET, LLC. REGISTERED IN THE U.S. AND OTHER COUNTRIES. GULFSTREAM IS A TRADEMARK OF GULFSTREAM AEROSPACE CORPORATION.

866.440.4124 | FLEXJET.COM  
YOU WON'T JUST BE FLOWN, YOU'LL BE MOVED.

**Gulfstream**<sup>™</sup>  
A GENERAL DYNAMICS COMPANY

**FLEXJET**

# Stars on a slow road

Actors and their crew reached a remote movie set via airliners and cars. Flying privately would have cost them more money but far fewer hours.

by Joe Sharkey

Emilia Clarke looked at me with those big green eyes, touched my arm, and said, “I would not be here if it weren’t for you.”

I recounted this encounter to my daughter, Caroline, in an email. “The Mother of Dragons said that to you?” she replied. “Dad, that’s the coolest thing I’ve ever heard about you!”

Actually, none of the 150 or so actors and crew assembled in the remote coal-mine town of Harlan, Kentucky (population 1,800) would have had reason to be here if I hadn’t written a true-crime book, *Above Suspicion*, that Simon & Schuster published 23 years ago. The story was finally in production as a major motion picture, which will be released in 2017.

The movie stars Clarke, famous for playing Daenerys Targaryen, aka Mother of Dragons, in the HBO series *Game of Thrones*, and Jack Huston, best known for his lead role in last summer’s remake of the sweeping biblical epic *Ben-Hur*. Also featured in the *Above Suspicion* cast are Austin Hebert, Johnny Knoxville, Thora Birch, and Sophie Lowe, all of them busy young Hollywood actors who—along with Clarke and Huston and the director Phillip Noyce and a big crew—somehow had to find their way to and from Harlan for the two-month location shoot.

As a consultant on the movie, I got to hang on the set over the summer and share my book research while director and actors basically rewrote a weak screenplay to find characters’ voices. On location, I tried to get my head around the idea that all these people had to find a way to travel back and forth from Harlan. Stars, crew, producers, fleets of trucks, and lights and cameras all needed to be gathered in an isolated place before the director could shout, “Action!”

Surely, I thought, if any location argued for using business-jet alternatives, at least for part of the trip, Harlan, Kentucky, would be that place. It is hours of hard driving over twisty mountain roads from the nearest even mid-sized commercial airport.

“Did anyone fly private?” I asked during one location shot at tiny Tucker-Guthrie Memorial Airport, in the hills outside Harlan. (Airnav.com says that airport has a 3,460-foot runway with “basic, in poor condition” markings.)

Private? People looked at me blankly. Everyone seemed to be proud of the hard traveling they had done. If anyone was flying privately, they weren’t talking about it.

“You have to understand,” one of the crew people confided to me about the top stars.



“These people all have contracts, and if one gets private [air travel] the others will also demand it. There’s a limited budget.”

I was told later that Emilia Clarke (who will reportedly make \$500,000 an episode for the next season of *Game of Thrones* and who obviously has her own resources) did fly private on one leg, from L.A. to Lexington, Kentucky, but then was driven the three hours to the set. Otherwise, it was airliners for her, coupled with driving, even though *Above Suspicion* began production in the spring, when she was also going back and forth making network TV and other promotional appearances for *Me Before You*, another movie she starred in.

How arduous was the travel? Well, consider my experience. To get to Harlan in

July, I flew American Airlines from Tucson to Phoenix, with a connection to Charlotte, North Carolina, where I boarded an American Eagle Dash 8 propeller plane (which sat on the apron for over an hour waiting for a fuel truck) to fly to the tiny airport in Huntington, West Virginia. Then I drove a rented car for three hours on winding mountain roads to Harlan, where I arrived after 3 a.m. at the only motel in town.

Incidentally, in mid July, Emilia had to suddenly leave the movie set and fly to London, where her father was gravely ill. In the middle of the night, she was driven to Lexington, where she took an airliner to Atlanta and made a connection to London. The trip took nearly 24 hours, and her father died while she was en route. Unfortunately, a private option was not readily available under those kinds of emergency circumstances.

But were any private alternatives available for the cast and crew under non-emergency circumstances? Well, of course.

Those headed for the New York area could have taken a charter flight from Harlan to Teterboro, New Jersey, which would have consumed a little over two hours and cost \$6,000. Those bound for L.A. could have taken a 30-minute, \$3,000 charter flight from Harlan to Tri-Cities Regional Airport in Blountville, Tennessee, then hopped a mid-sized Hawker 800/800XP for a flight of a little more than four hours that costs about \$30,000. Harlan to London would have required the aforementioned \$6,000 flight to Teterboro followed by a large-cabin-jet transatlantic charter that would have cost nearly \$80,000 but could have accommodated more than a dozen passengers.

So it can be done, at a price. And yes, time is money on a movie set—but I can still see a producer glowering over a growing location budget and yelling, “Cut!”

**BJT**

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



# NEW YORK'S LARGEST S-76<sup>®</sup> HELICOPTER FLEET

**AAG** It's about time. It's about service.

New York's Premier Executive Helicopter Service for more than 25 Years.  
Unparalleled Safety, Service, Reliability.

**Call AAG at 1.877.SIK.7676**



**AAG**  
ASSOCIATED AIRCRAFT GROUP  
A Sikorsky Company

# JAMES CARVILLE AND MARY MATALIN

**The odd couple of American politics talk about business aviation, their marriage, and issues surrounding the upcoming election.**

*by Jeff Burger*

James Carville and Mary Matalin, whose improbable marriage has now lasted 23 years, agree on at least two things: they love each other and they love business jets. But on many other issues, they remain at least as far apart as America's two major political parties.

The couple met in 1992 while Matalin was deputy director for President George H.W. Bush's reelection campaign and Carville was a key strategist for Bush's opponent, Bill Clinton. Carville has remained a friend and supporter of both Bill and Hillary Clinton while teaching political science at New Orleans's Tulane University and consulting on international political campaigns for clients like England's Labour Party and former Israeli Prime Minister Ehud Barak. Matalin, who recently changed her party registration from Republican to Libertarian, spent many years as a strategist with the Republican National Committee, served under President Ronald Reagan, and was an adviser to President George W. Bush and Vice President Dick Cheney.

Together and separately, Carville and Matalin have written many bestselling books and appeared often on TV to talk and debate about healthcare, climate change, the economy, and other current issues. They have also been frequent speakers at the annual conventions of the National Business Aviation Association, where they have spoken as passionately about business aviation as they have about politics.

In separate conversations, which took place shortly after the 2016 Republican and Democratic conventions, we asked Matalin and Carville about their experiences with flying privately. Then we moved on to some of the other topics with which many of us are preoccupied as the November 8 election approaches.



PHOTOS: ESSDRAS M. SUAREZ





# LIBERATE YOUR WI-FI

SMARTSKY 4G, A NETWORK DESIGNED FOR THE FUTURE

SmartSky enables a true, fully connected aircraft. One compatible with both the real-time, right-now demands of business today and the more formidable world of tomorrow. Our 4G network answers the urgent need for Internet, today and beyond, that delivers landlike speed, reliability, security and value. Both for operations and passengers. Get ready for the ultimate airborne Wi-Fi experience.

**ACT FAST** Lock in special, introductory Early Bird pricing. To apply or learn more, go to [SmartSkyNetworks.com/EarlyBirdProgram](http://SmartSkyNetworks.com/EarlyBirdProgram).

800.660.9982 • [info@smartskynetworks.com](mailto:info@smartskynetworks.com) • [smartskynetworks.com](http://smartskynetworks.com)





# MARY MATALIN

**You've flown on what many people would call the ultimate business jets, *Air Force One* and *Two*.**

Well, they are the ultimate in terms of connectivity and comfort. I remember during the post-9/11 era, when the vice president had to be in an undisclosed secure location, I had to be with him at Christmas, and the family and I got to hop on *Air Force Two*, which was totally amazing. But my family likes the total convenience and flexibility of private flying on smaller planes, where you can get into and out of where you want to go.

**Who'd be best for business aviation—Clinton or Trump?**

If you look at their economic philosophies, it's a no-brainer. If Mrs. Clinton follows what Obama has said he wants to do, the idea of changing from fuel fees to user fees is not very efficient and it's a disincentive to what makes private aviation good. Fuel fees incentivize environmentalism, productivity, and efficiency. They're easier to collect; they don't result in additional compliance costs.

That's a micro issue. The larger issue of the cost of doing business is not one that's been promoted by liberal policies. I would guess that Trump would be better on that. I would also say that as an aficionado of private flight, he would understand the necessity of incentivizing that industry in an economy that needs to be more mobile to be competitive.

**You said two years ago that you hoped Clinton would run because "we'll beat her soundly." Do you still think so?**

Absolutely. They both have high unfavorables. There's something Trump can do with his unfavorables. There's nothing that Mrs. Clinton can do. If he hangs onto Romney states and picks up Pennsylvania, Iowa, New Hampshire, Colorado, New Mexico, Nevada, states like that, I think he beats her soundly. I don't see how she expands her electoral map but I see how he can.

**Would you agree that he's survived making many statements that would have sunk a candidate a few years ago?**

Yeah, but that's his charm. What Trump has done has broken through what has really irritated people for many years: political correctness.

**What do you think are the most important issues facing the country now?**

The economy. This is the worst recovery in the history of recoveries. The Democratic convention was all about bitching about how bad the economy is after they've been in control of it for eight years. And still blaming George W. Bush is ludicrous. This is the first president that has had a GDP average [growth] under 3 percent. That is not growth. Your home is worth less but college education for your kids costs more. Your health insurance delivers less and costs exponentially more.

You add on top of that a ludicrous resistance to acknowledge the threat of global Islamic extremism and our ridiculous immigration policies and our intelligence policies and our foreign policy, which have exacerbated the threat to us in the homeland. That is a very real number-two concern.

Three—people do not like to have random disorder in their lives, where cops are being shot and criminals are being heralded.

**What do you mean by criminals "being heralded"?**

Let's just take "Hands Up, Don't Shoot" [slogan used after a fatal shooting by a police officer in Ferguson, Missouri in 2014]. That never happened. Baltimore [police shooting of Freddie Gray]—all those cops were exonerated. In the Missouri situation, that kid had been reported to be in the act of a criminal activity and did try to take the cop's guns. So that was self-defense.

**Can you point to anything President Obama has done that you consider good?**

I think his initial election was a testament to the optimism that infuses the American character. But I cannot think of a single Obama regulatory policy, economic policy, or foreign policy that I agree with.

**What about your husband? Do you agree with him on any national issues?**

The devil's in the detail, of course, but we agree on trade policies and some economic-growth policies. Our core values are in sync; it's just our ways to get there that differ. The thing we're most at loggerheads about is if there's a problem, he sees a government solution. I see sometimes a public-private partnership, but

largely decentralized private solutions. I think he's less opposed to regulatory excess than I am.

**Do you think the Republican and Democratic parties could learn anything from your marriage?**

No, we're not a democracy. [Laughs.] We pick our battles, so I guess there's a lesson in that. You've got to give on things you don't care about but stand pat on the things that you do.

If you have a different view of the country, which it seems politicians do, then never the twain shall meet. In our case, I don't care what our problems are, we're never gonna not love each other, we're never gonna get divorced, and we're never gonna do anything that will jeopardize the happiness of our children. So I don't think it's the same dynamic [as politics].

**Do you share the Libertarians' opposition to all gun control?**

Theoretically. But to me the Libertarian philosophy means responsible liberty. And to the extent that today's Libertarians don't understand that, I disagree with that. On guns, I'm a firm Second Amendment person.

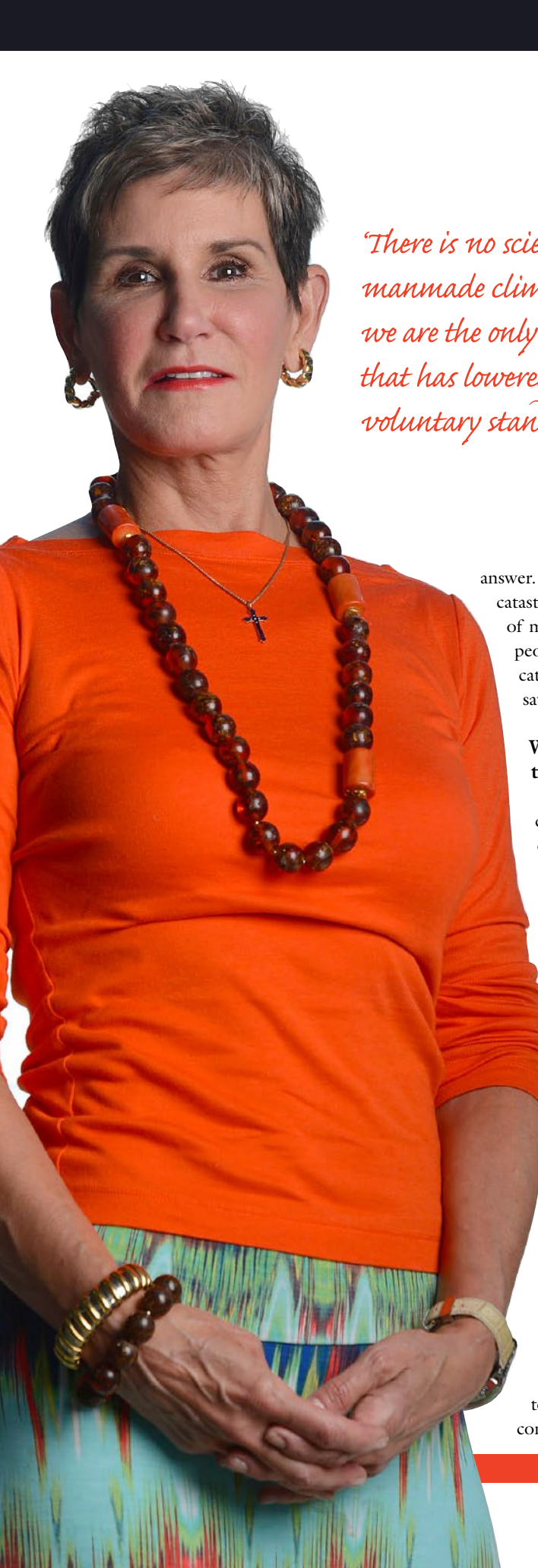
**How would you fix healthcare?**

I would infuse the system with market-based, outcome-based elements. For instance, I like Health Savings Accounts. I like competition across state borders. I like decentralization but being connected through technology. I agree with the catastrophic fund. I do not agree health insurance is a right, and I do not believe demolishing the big insurance industry is an answer. Our cost [for healthcare] is 18 percent of GDP and in Singapore, which delivers more, it's 6 percent. So there is a way to do this. There's too much inefficiency in the system. I also think when we changed the system to be employer mandated instead of patient oriented we distorted the market. So I think those two should be decoupled.

**Do you favor allowing people to opt out of Social Security?**

Well, you could make more money privately and safely investing, and other countries have proved this. I don't think opt out is the





*'There is no scientific consensus on manmade climate change. Furthermore, we are the only industrialized country that has lowered emissions on a voluntary standard.'*

answer. You have a safety net in healthcare for catastrophic; you could have that same kind of mechanism for Social Security. But yes, people should be allowed to pay less to the catastrophic pool and more into their own savings in retirement plans.

**What if, like many young people today, they don't do that?**

Then they will suffer the consequences. There was a time when you didn't grow up thinking, "Oh, somebody's gonna take care of me." But I don't think the millennial generation is as irresponsible as people think; many of them do save, though not for retirement. Also, if somebody is really in trouble, we're a rich country; we'll take care of those people. But we should not be forced to take care of people who are able to but do not take care of themselves. That makes everybody a victim.

**What about the many people, mostly children, who simply can't care for themselves? The Libertarians would eliminate welfare and rely on charity.**

Well, after Katrina, what brought New Orleans back was faith-based and private-based solutions. Welfare systems that have been in place since the Great Society have not only not contributed to a diminution of poverty; they have contributed to cultural corruption.

**Another Libertarian position is that private organizations should be able to set any standards of association they deem appropriate, which seems to mean, for example, that privately owned restaurants should be able to deny service to gay people—**

When the government starts telling you who you can and can't serve, I disagree. Not who you can and can't hire—those are two different issues and they shouldn't be conflated.

**You're saying businesses should be able to serve whomever they want?**

It's a private business and if you don't want people like Mary Matalin there, why would I want to be there?

**So you're saying a restaurant should be able to put up a sign saying "no gays," "no blacks"—**

—or "no Republicans allowed." I'd say that's completely stupid and an economic travesty but it's your private business. I don't see where it's the government's role to tell you, other than in hiring practices, who you should be forced to provide your service to.

My position is, a private enterprise can pick and choose its customers. If they wish to stay in business, they would be smart to have universal services available. They should not be run out of business if they're asked to do something that goes against their beliefs. I don't know anyplace that says "no gays allowed" or "no blacks allowed." Maybe there was in a bygone era.

**Well, there are businesses that have refused to provide services to gay people. But they can't legally do that now.**

I don't know what the law is on that. I don't know that it exists anymore. So why are we even talking about this? Do you know places that say "no gays allowed" or "no straights allowed"?

**Do you believe there's no scientific consensus on climate change?**

There is no scientific consensus on man-made climate change. Do I think this is another irrelevant conversation? Yes. Climate change has existed since the formation of the

# JAMES CARVILLE

**Can you give me an example of when flying privately has been helpful to you in recent years?**

It's helped on any number of occasions. We'd speak in [Florida in], say, Orlando and then have an appearance in Myrtle Beach. You can only do that through business aviation. When my father-in-law passed away, we obviously had to get there fast and we were able to do that by flying privately. My wife and her sister were able to visit with him shortly before he passed away. Time and time again, when something has to be done, business aviation is the go-to place.

**You've flown on *Air Force One*.**

It's quite an experience. It does what it's supposed to do: it projects the power and the prestige of the presidency. It's a kind of moving billboard, if you will.

Look how Trump uses his plane. Always puts it in the backdrop of his events. The crowds love it.

I worked in '87 for the governor of Kentucky, who had a helicopter, and part of our thing was, we would have a rally and we'd circle a couple of times. It adds a lot of drama. Kind of swoop in, you know.

**Who do you think would be best for business aviation—Trump or Clinton?**

The one thing that business aviation wants is the same thing that every other business wants: demand for their product. And I think, as most economists that I see think, that Hillary's economic ideas are more sound. I would bet anybody that business aviation has greater growth revenues under Democratic presidents than under Republican presidents, because the economy is doing better. As to one specific regulation, one tax deduction, I can't address that. But on overall demand, I'm very confident she would be better.

**When Bill Clinton first ran for president, you famously proclaimed, "It's the economy, stupid." Would you still tell a candidate that?**

I would. I think it's something that affects people day in and day out.

**Another of your points to Bill Clinton was that he should communicate change versus more of the same.**

**But isn't Hillary basically a more-of-the-same candidate?**

Well, you couldn't be more change than Bernie Sanders. And you can't look at Trump and say, "That's gonna be more of the same." But when you look at Trump, is this the change you really want?

I do think Hillary has to convince people that she wants to change things. One thing I always tell people is nobody has ever run saying the next four years are gonna look like the last eight. Even when Bush Sr. ran after eight years of Reagan, he was talking about kinder, gentler and how he would change things. That's understandable. But you can't out-change Bernie Sanders and Donald Trump. It just can't be done.

**Given that Hillary Clinton is a world-famous former first lady, senator, and secretary of state, how is it that a little-known democratic socialist from Vermont was able to mount a serious challenge? And how is it that in recent months at least, she's been in a close race with someone who has alienated big portions of the electorate?**

Because in modern American politics, given the degree of partisanship we have, no one's gonna get 60 percent of the vote. She beat Bernie Sanders pretty good—like eight points or something. She won.

**She did solidly win, but at the beginning, he was considered a fringe candidate, if not a joke.**

Yeah, and he tapped into a certain segment of the Democratic Party, but if current polling is to be believed, a lot of people have come back into the fold. And she's running for a third Democratic term, which is not the easiest thing in the world to do. We can always say, well, she didn't do this or that, but right now she seems to be doing pretty good.

**But her unfavorable ratings are still about as high as Trump's.**

For most of the year, the flow of information from the Republicans, from Bernie Sanders, and from the press has been pretty negative. Now if you look at the latest *Washington Post* poll,

her favorability rating is only two points under water where Trump's is 29. The truth of the matter is, here's a woman who's had a brutal one-on-one primary and who's emerged with a significant lead. That's pretty good.

**How do you explain the decline in Democratic turnout in the primaries?**

It indicates nothing. More people will go watch a train wreck than a traffic signal. If you have 16 people running, you're obviously gonna have a higher turnout than if you have two people running. Ask me to explain the overall unity of the Democratic Party right now or why the Democrats put on a much more successful convention than the Republicans.

**OK, why?**

I think that Trump's campaign is nonexistent. People say, "Does he have a bad campaign? A messed-up campaign? A dysfunctional campaign?" No—his campaign doesn't *exist*, as evidenced by the convention. He said he didn't do anything but show up. I can't imagine a candidate that has a chance at four nights of dominance in the media that doesn't prepare and get ready for it. It's vexing to me.

**Why doesn't Clinton just release her Wall Street speeches?**

She would be delighted to release the Wall Street speeches if Trump releases his tax returns. No candidate has ever been called on to release speeches. He is the only candidate since 1976 to not release his tax returns. It's kind of ironic that when he refuses to do something that everyone's done since 1976, everybody's asking about her Wall Street speeches.

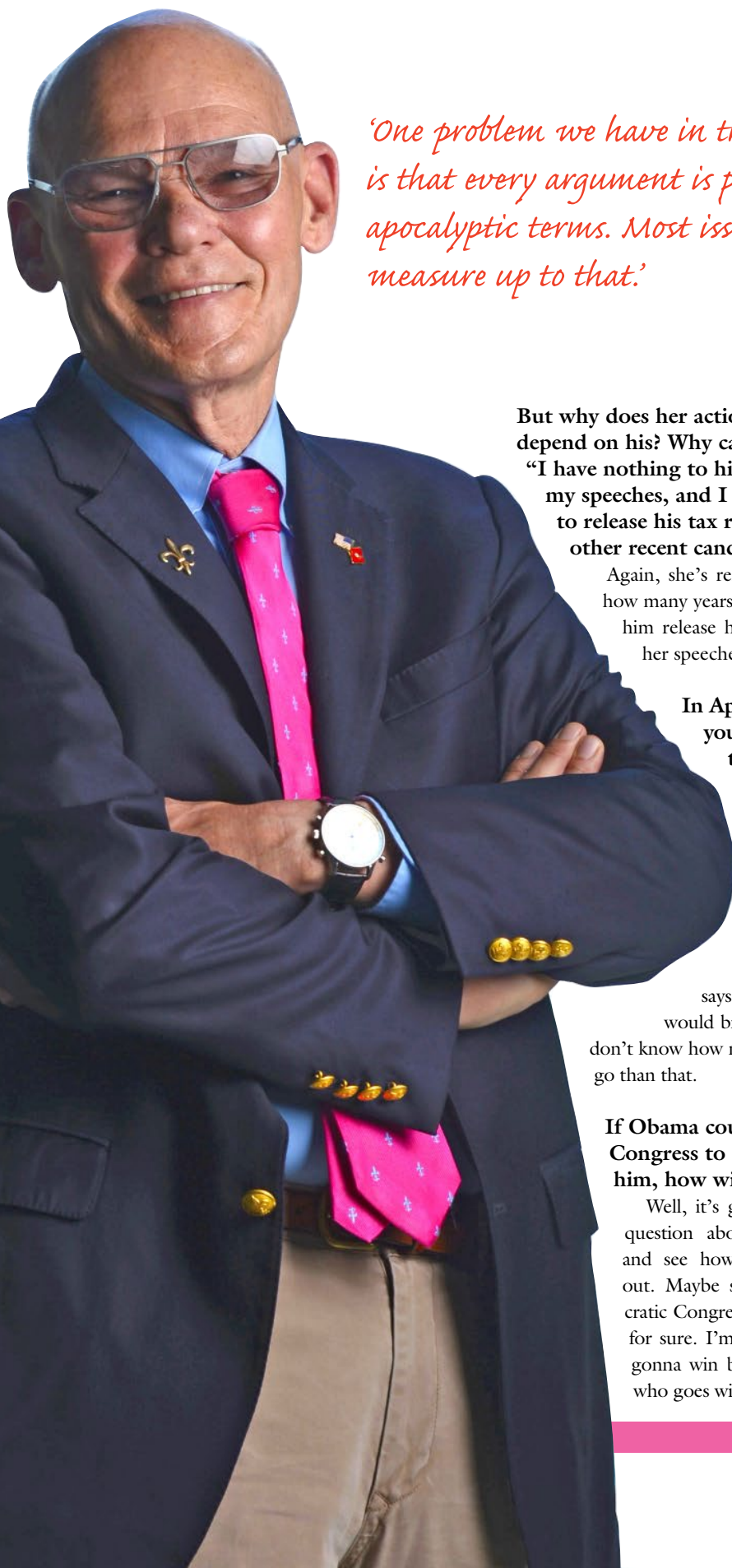
**Well, she said during the primaries that she'd release her speeches when everybody else released speeches. Why doesn't she just say—**

Let me answer you very clearly: he releases his tax returns, she'll release her speeches.

**Yes, but—**

Can I repeat myself? He releases the tax returns, she'll release the speeches.





*'One problem we have in this country is that every argument is pitched in apocalyptic terms. Most issues don't measure up to that.'*

**But why does her action have to depend on his? Why can't she just say, "I have nothing to hide. Here are my speeches, and I think he ought to release his tax returns as every other recent candidate has done."**

Again, she's released I don't know how many years of tax returns. Have him release his, and she'll release her speeches. OK?

**In April of last year, you predicted that the issue of her emails would amount to nothing. Do you still think so?**

I think what she said is it was a mistake. The FBI says no reasonable person would bring charges in this. I don't know how much further you can go than that.

**If Obama couldn't get Congress to cooperate with him, how will Clinton?**

Well, it's gonna be tough. No question about that. Let's wait and see how this election turns out. Maybe she'll have a Democratic Congress. I don't know that for sure. I'm confident that she's gonna win but by how much or who goes with her I don't know.

**If you were advising Trump, what advice would you give him?**

I would probably say that you've got to develop a little bit of a political instinct that POWs, Gold Star mothers, crying babies, are off limits. You know, it's OK to attack but you gotta learn to attack power, not people. You gotta learn the art of taking a pitch. He seems not to swing at every pitch that comes by.

**Could Washington politicians learn anything from your marriage?**

Well, I don't know, because the way we deal with it is we don't talk about it, which is probably not a good model to run a country. [Laughs.]

**What's your position on gun control?**

I will never understand why someone can walk in and buy a 40-clip magazine. I mean, I own guns, I was in the Marine Corps, but I've never received a satisfactory explanation for that.

**And climate change?**

Very little in this world I'm certain of but I'm about as certain as a human being can be that the climate is getting warmer and a leading cause of that increase in temperatures is the release of hydrocarbons into the atmosphere.

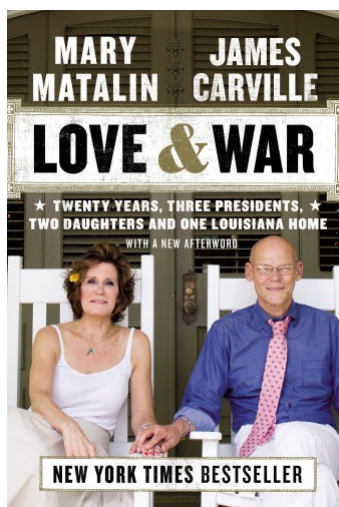
**You and Mary disagree on that.**

Yeah. Yeah, vehemently. [Laughs.]

**How do you feel about Obamacare?**

You know, there is no government policy—none—that is all good or all bad. It's gradations of good or bad. And to me the record is pretty clear that Obamacare has brought about more good than bad. We have more people today that have health insurance and we have a flattening of the cost curve in terms of what we spend on healthcare. That's a lot of good. Are some people forced to buy health insurance that don't want to? Are some businesses having to fill out some extra paperwork? Yeah, and I can understand that people could disagree with that. There's nothing that's all good or all bad.

One problem in this country is that every argument is pitched in apocalyptic terms. Climate is probably close to one that should be pitched in apocalyptic terms. Most issues



FASTFACTS	James Carville	Mary Matalin
<b>BORN:</b>	Oct. 25, 1944	Aug. 19, 1953
<b>POLITICAL AFFILIATION:</b>	Democratic Party	Libertarian Party (Republican until 2016)
<b>EDUCATION:</b>	Law degree from Louisiana State University	Western Illinois University, one year at Hofstra University Law School
<b>TV AND FILM:</b>	In addition to many talk-show appearances, has played himself and fictional characters in films and TV shows.	Served as a host of CNN's <i>Crossfire</i> and CNBC's <i>Equal Time</i> and has had her own talk show on CBS Radio Network.
<b>PERSONAL:</b>	Live in New Orleans. Two daughters.	
<b>BOOKS:</b>	Numerous, including <i>Love &amp; War: Twenty Years, Three Presidents, Two Daughters and One Louisiana Home</i> ; <i>All's Fair: Love, War, and Running for President</i> ; <i>Letters to My Daughters</i> (Matalin); <i>We're Still Right, They're Still Wrong: The Democrats' Case for 2016</i> (Carville)	

## MARY MATALIN

Continued from page 17

Earth. Secondly, the idea that CO<sub>2</sub> is melting the Earth is absurd. That would mean we'd have to kill all of ourselves because we emit CO<sub>2</sub>.

Furthermore, we are the only industrialized country that has lowered emissions on a voluntary standard. So all of those industrialized nations that signed [the] Kyoto [Protocol, an international 1992 agreement to reduce greenhouse gases] did not reduce emissions.

We can put money into less-polluting energy production. I'm talking about real pollution, not carbon dioxide. And those options like nuclear energy and natural gas are also rejected by the climate-change extremists, because it's about power and controlling people's lives. There's no cleaner energy than nuclear and they're against nuclear. There's no cleaner energy than natural gas and they don't want fossil fuel. No scientist that's using real numbers can claim credibly that wind and solar and renewables can ever produce more than 2 percent of our energy needs. If we all stopped using fossil fuels tomorrow, that would not stop climate change. Because there were no cars in the Ice Age and no cars when ice melted.

### Can you think of anything about yourself that would surprise people?

I play a mean accordion and I cut my own hair.

**BJT**

## JAMES CARVILLE

Continued from previous page

don't measure up to that. It's always, "If not us, who? If not now, when? We're on the precipice; it's the abyss or prosperity." Usually, choices aren't that clear-cut. I'm adamant with young people about that. One reason the country is so divided is that all arguments are presented as the abyss versus prosperity.

### What other reasons would you point to?

I think constantly going to places that sustain your own point of view is a very damaging thing. I read a lot of conservative periodicals. Sometimes I'll listen to talk radio. I don't want to get stuck in a validating cycle, which I think is a big problem in America.

Also, Democrats overwhelmingly live in cities and Republicans overwhelmingly live everywhere else. What that's produced is a situation where, particularly in congressional districts, there's not a competitive race between a Democrat and Republican. It's just Republican against Republican or Democrat versus Democrat. So the public is treated to internal debate. Do you have Obamacare or do you have single payer? Or do you repeal Obamacare and go to something more market oriented or do you get the government totally out of health-care? We don't interact with each other because we don't live in the same places. A lot of times I'll give a speech to Democrats and I'll say, "What can you do to help the party?" and my answer is, "Move."

**BJT**



Jeff Burger (jburger@bjtonline.com) is the editor of **BJT**. He previously interviewed James Carville for our February/March 2008 issue and Donald Trump for our June/July 2011 issue. Interviews have been edited and condensed.





Other companies may  
just lease you a jet...

Only Comlux offers you the most comprehensive range of business aviation solutions for the most demanding VIP travel needs.

- ✦ Flying your own routes to your own timetable
- ✦ Buying and managing your aircraft personally and professionally
- ✦ Designing and building your own cabin following your own vision
- ✦ Maintaining your asset and its value

This is exactly what our crew, dispatchers, designers, engineers and mechanics do for you everyday at Comlux.

FLY | OWN | CUSTOMIZE | MAINTAIN

[www.comluxaviation.com](http://www.comluxaviation.com)



# Numbers game

Registering an aircraft can be a headache—especially if you fancy a particular tail number.

by Jeff Wieand

At the height of presidential primary season last spring, the *New York Times* reported that Donald Trump had been flying around “in his sleek Cessna jet” (a Citation X) even though its FAA registration had expired almost three months earlier.

Though it’s illegal to fly an unregistered airplane, the candidate seems to have come through unscathed. No large fines have been reported (each flight being a separate violation) and no one has gone to jail (a possible outcome for a knowing violation). Lapse of an aircraft’s registration would also likely represent a default under a lease, loan agreement, or insurance policy, but I’ve found no evidence that the Citation X was leased or financed or that its insurer did anything but sigh with relief when the issue was resolved. How was it possible for Trump to get into this mess and then get out of it so easily?

Registration numbers assume an unlikely importance for jet owners. Most want to select their own tail number, often with a hidden or not-so-hidden meaning. Aircraft in

the PlaneSense PC-12 fractional program, for example, all end in “AF” for “Alpha Flying,” the company’s original name. On the other hand, the “AF” in the tail number of one aircraft, I was told, stands for “always and forever.” Other owners might select numbers that represent their birth or wedding dates.

Aircraft buyers are frequently disappointed to learn that a desired tail number isn’t available because it’s either already in use or reserved by someone else. The FAA, which recently ventured into the 21st century by allowing digital signatures on aircraft registration applications, thought it could help with this predicament. In 2010, the agency introduced a rule requiring all airplane owners to re-register them then and every three years thereafter. Given the FAA’s estimate at the time that nearly one-third of U.S.-registered civil aircraft were no longer eligible for registration, this was supposed to free up over 100,000 “N” numbers.

The penalties that the FAA imposes for failing to re-register seem bizarre: the cancelled number goes into a kind of purgatory



for five years before becoming available again. The number on Trump’s Citation X (N725DT) was headed for that very purgatory, but his advisors found a way to save it: the owner, DJT Operations CX LLC, quickly filed to transfer and re-register the Citation X to another Trump entity. The new LLC then filed a request for expedited registration (called a Declaration of International Operations) for a flight to Montreal, and the FAA processed the paperwork, resurrecting N725DT for another three years. Since lying on a Declaration can send you to jail, the Citation X had to actually make the trip, spending a reported 20 minutes on the ground in Canada.

If Trump had followed good advice when he acquired the Citation X, he might have avoided the problem. The FAA’s registration

form requires that you list the address of the aircraft’s registered owner. A common but misguided strategy is to use the address of the owner’s corporate service company acting as registered agent. This is the address the FAA will use to provide, among other things, notice of the need to re-register, the significance of which may easily be missed by the service company. Better to use the address of someone who is certain to know about aircraft registrations, like your flight department director.

So why use the address of a corporate service company? Since the FAA registration application is a public document, one reason is to help preserve the anonymity of the aircraft owner. As you might expect, in Trump’s case this was hardly a concern: Trump himself boldly signed the application, listing his title as president (though that was apparently later changed to “sole member”) of the registered owner,



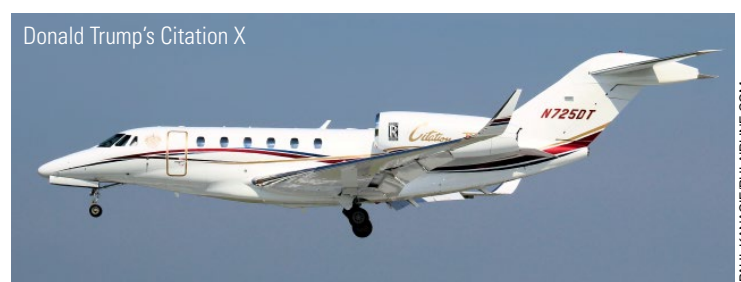
the name of which bears his initials, as does the tail number itself. No anonymity required.

Another common objective of using the address of a corporate service company, however, is to avoid sales and use tax. Many aircraft (like Trump's Citation X) are owned by Delaware companies served by Delaware-registered agents. That's not only because of the state's advanced body of business law but because it assesses no aircraft sales or use tax. Some states that tax aircraft sales and use are rumored to monitor FAA registration application filings for buyers with an address in their states from whom they can try (without further inquiry) to collect the tax. A Delaware-registered agent address gives these states nothing to go on.

For reasons noted earlier, registration numbers on business jets can be the subject of serious negotiations between buyers and sellers, and when owners go to sell an

aircraft, they often don't want their special number to go with it. Buyers are generally happy to be accommodating—as long as the seller pays for replacing the number, which in some cases can cost \$20,000 or more. The buyer, after all, usually wants to paint on his own coveted number. Trump was lucky when he bought his Citation X; he purchased it from Cessna, which delivered it with the "DT" registration number he selected. (FAA regulations permit only two suffix letters, making a "DJT" tail number impossible.)

Changing a registration number is often a major headache, especially if it's on an aircraft you're selling. Let's say you own a Falcon 2000, which you're replacing with a Falcon 900. The registration number on the old aircraft, N51RW, has sentimental value to you because it refers to the May 1 birthday of your son, so you want to keep it. What to do? First, you



need to request permission from the FAA registry to put a new tail number on the F2000. As of this writing, the registry is taking at least four weeks to process such requests, and even Donald Trump couldn't make it happen any faster.

To make the switch as easy as possible, you can try to find an available registration number, such as N51RM, that can be painted on the F2000 with a minimum of changes. When you finally receive the FAA Form 8050-64 authorizing the change, you can make

the necessary modifications to the aircraft, including putting on the new number (paint or decals) and restrapping transponders, reserving N51RW for the F900. You will also need to obtain a new airworthiness certificate for the F2000 that reflects the new number.

Then, once you own the F900, you get to do the whole thing all over again, filing for permission to put N51RW on the new aircraft and waiting four more weeks. It's all part of a slow and expensive numbers game. **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.

## Your air charter experience with Meridian begins as soon as you pick up the phone.

Before you even board the aircraft, Meridian Air Charter is working hard behind the scenes to make your experience an exceptional one. From our Flight Department to our Client Services Team to our Flight Crews, everyone here is dedicated to your complete satisfaction. For more than 70 years, Meridian has been committed to unparalleled standards of service and safety to ensure your travel is seamless, so charter your next trip with us.

And watch how we redefine your expectations of air charter.



800.882.2333 | 201.288.5459  
[www.meridian.aero](http://www.meridian.aero)

Teterboro, NJ (TEB) | Hayward, CA (HWD)





## *Business Jet Traveler's* 6th Annual Readers' Choice Survey

A record-breaking 1,285 **BJT** subscribers responded to our 2016 Readers' Choice survey—a 26 percent increase from last year. As promised, we have made a contribution on behalf of those subscribers to Corporate Angel Network, which arranges free flights on business aircraft to treatment centers for cancer patients and their families.

As in past years, we devoted the bulk of our survey to soliciting your assessments of aircraft models and manufacturers. But our 2016 poll also included some new questions. For the first time, for example, we asked you to tell us how you respond to

criticism of business aviation. We also asked you to rate specific fractional-share and charter providers, and we received enough response to allow us to publish results for some of the larger companies.

As for the questions that we repeated from previous surveys, the results tend to be in line with what we've seen in past years. Once again, for instance, readers ranked "save time" as their number-one reason for flying privately, followed by "ability to use airports that the airlines don't serve," which in fact represents one of the ways that business aviation saves time.

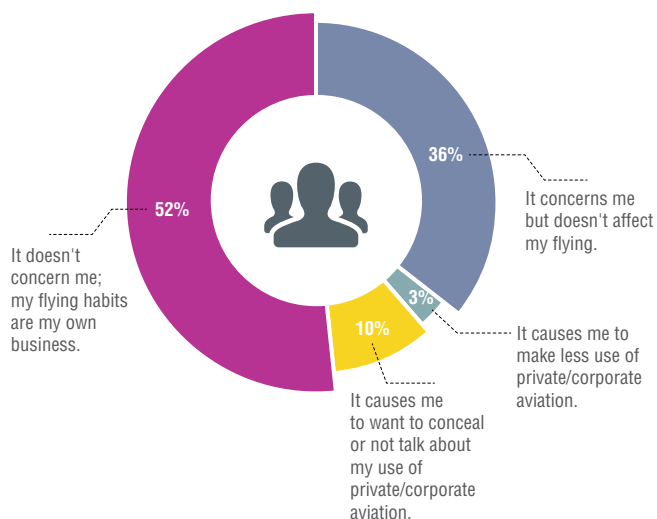
As in recent years, readers reported that their flying frequency remained largely unchanged, with many of you saying you flew about as much as in the previous 12 months and with the percentage who flew more about equal to the percentage who flew less. Also as in recent surveys, though, respondents predicted more time in the air in the year ahead: only 9 percent expect to fly less while 37 percent anticipate flying more.

*For a version of this report that includes demographic data about the respondents, please visit [bjtonline.com/2016survey](http://bjtonline.com/2016survey). —Ed.*



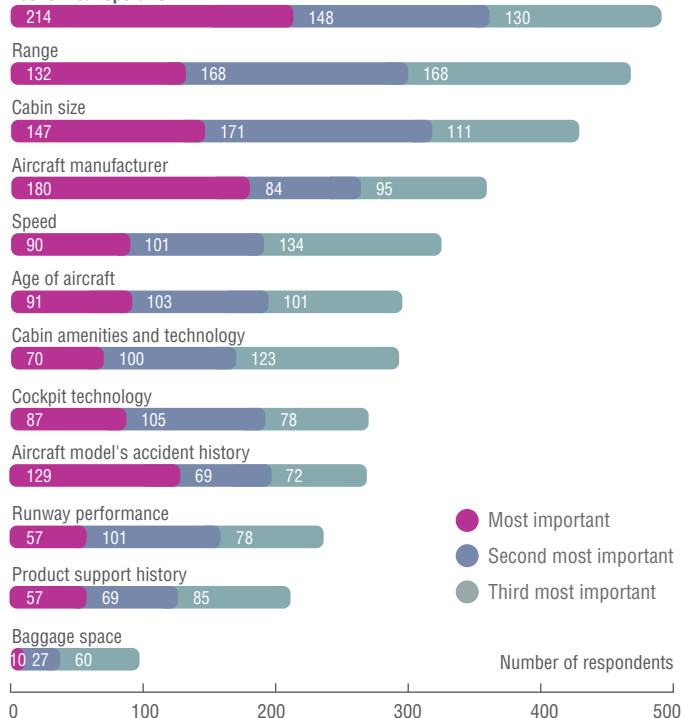
## FLYING PRIVATELY

Which of the following best describes your response to criticism by politicians and the media of private/corporate aircraft use?



Please indicate the three aircraft features that are most important to you.

### Economical operation



Note: Some percentages in this report do not exactly total 100 due to rounding.

In the past three years have you...

Owned a fractional share?

YES 9%

NO 91%

Flown via air charter, a jet card, or a membership club?

YES 36%

NO 64%

In the past three years have you or your company...

Owned a business jet or turboprop?

YES 58%

NO 42%

Owned a helicopter?

YES 10%

NO 90%

What are the three most important reasons you fly privately?

### Save time



Ability to use airports that airlines don't serve



Ability to work and hold business meetings en route



More comfortable flight



Privacy



Security



Most important  
Second most important  
Third most important

Number of respondents

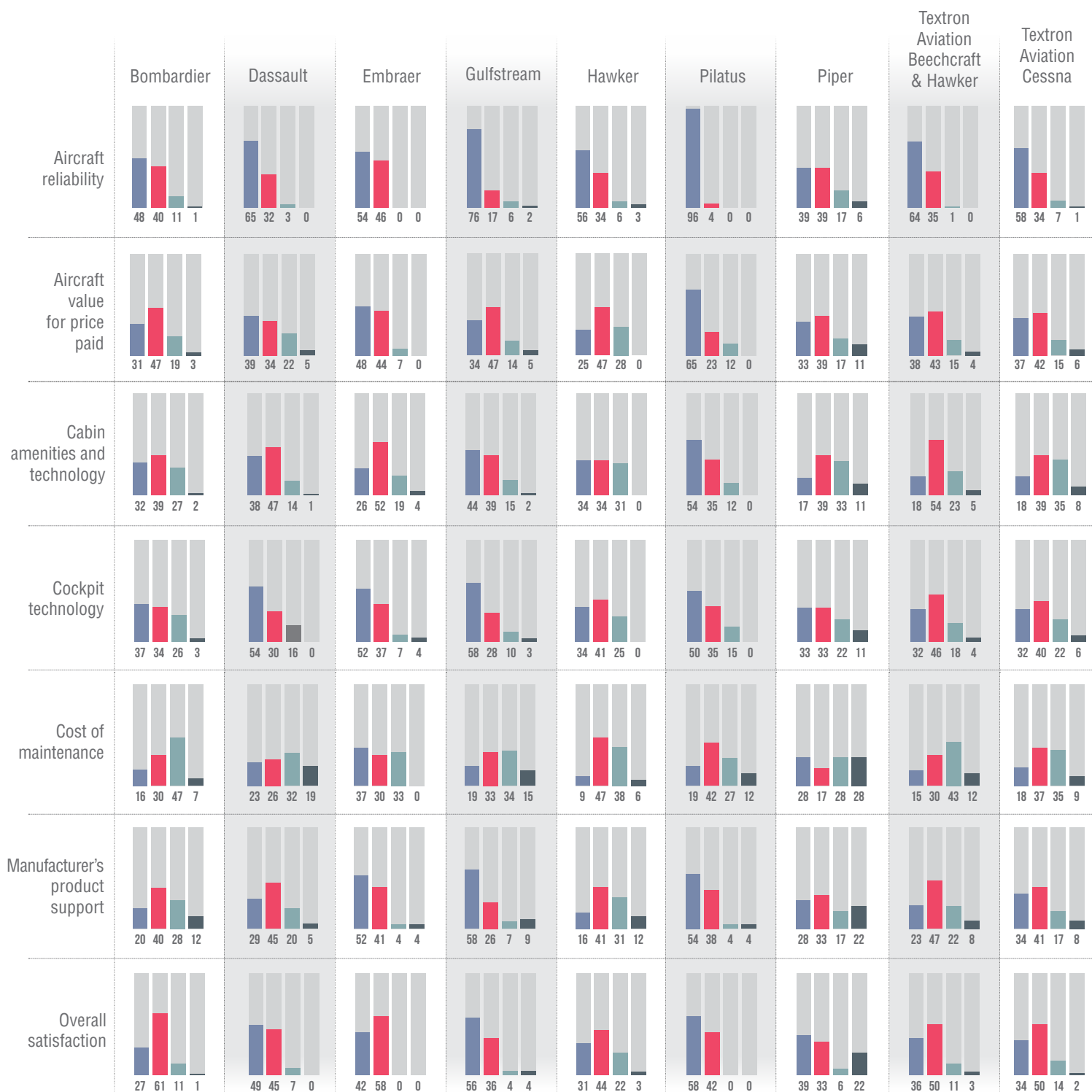


Signature Flight Support at San Diego International Airport

## OWNED AIRPLANES

If you or your company owned a business aircraft in the past three years, please rate the one you used most frequently on each of these factors.

Excellent   Very Good   Average   Fair or Poor





## OWNED HELICOPTERS

If you or your company owned a helicopter in the past three years, please rate the one you used most frequently on each of these factors.

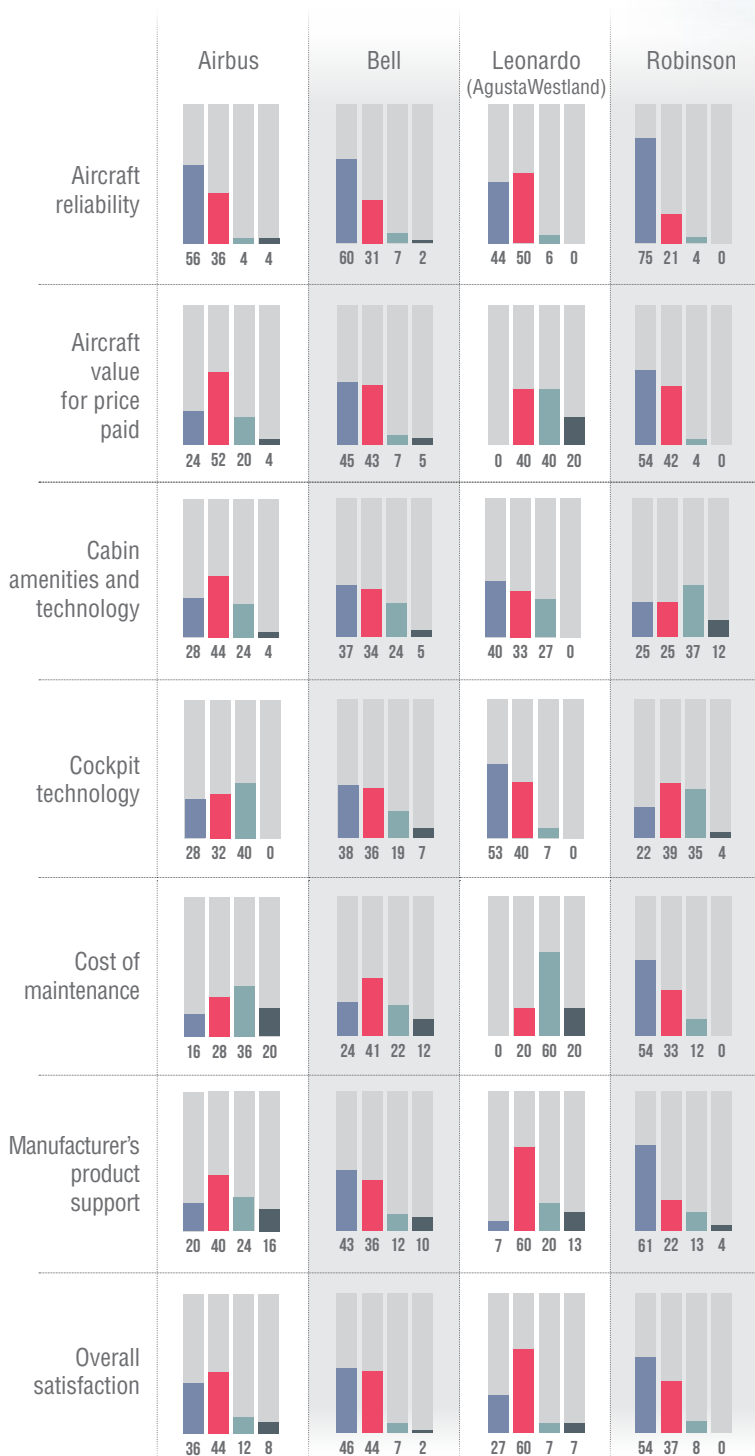
Excellent Very Good Average Fair or Poor

%

%

%

%



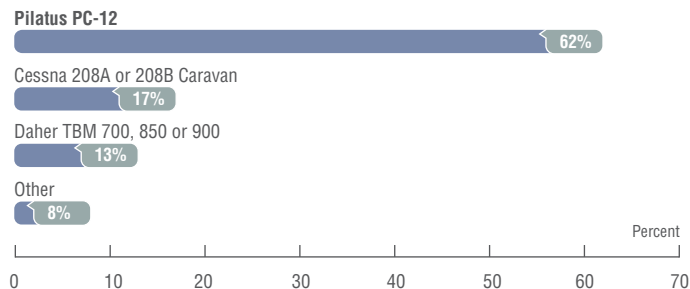
Bell 429



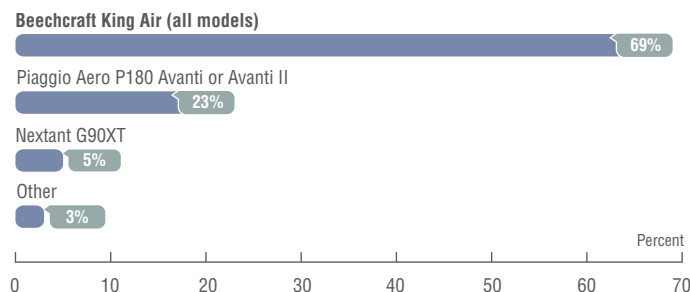
## WISHED-FOR AIRCRAFT

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

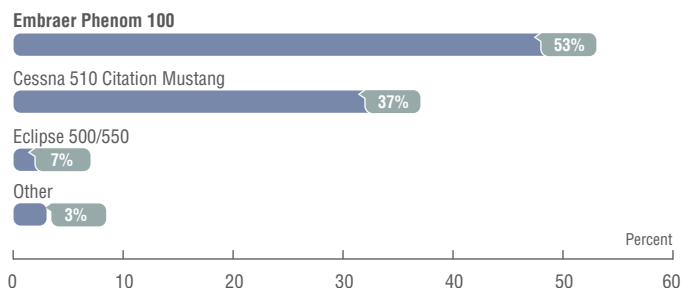
### Single-engine turboprop



### Twin turboprop

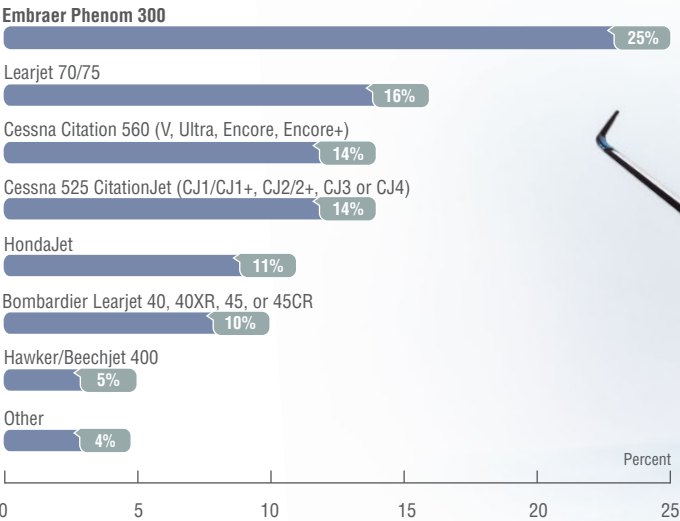


### Very light jet (VLJ)

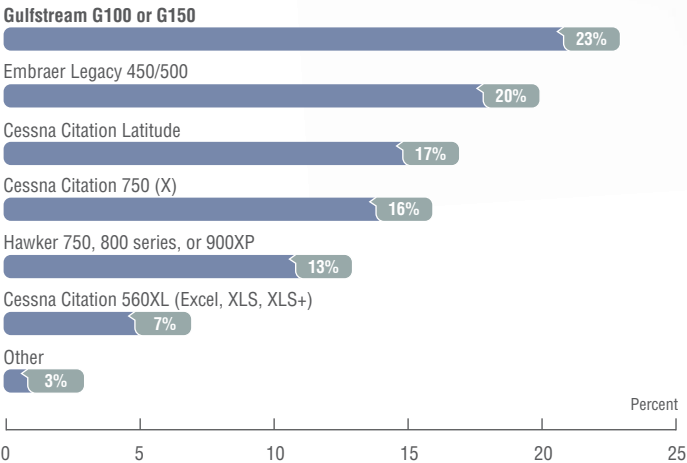


BJT's 6th Annual Readers' Choice Survey

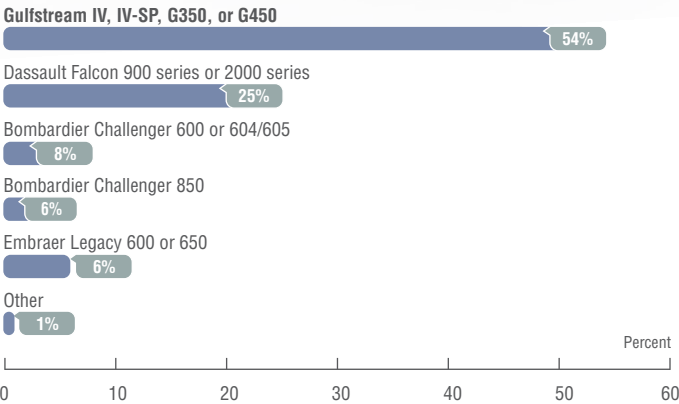
Small-cabin/light jet



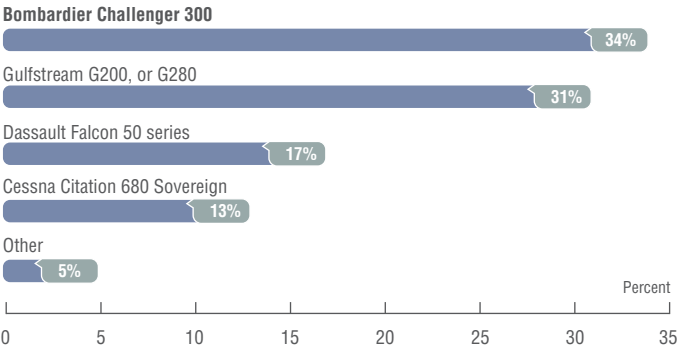
Midsized-cabin jet



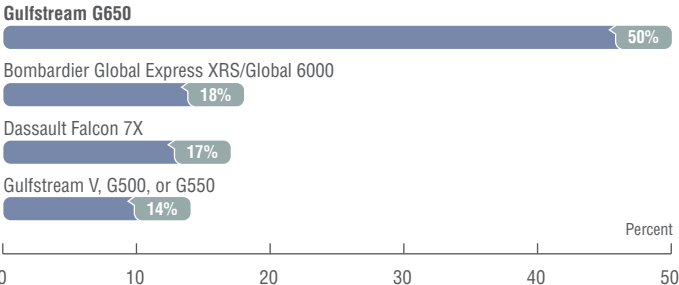
Large-cabin jet



Super-midsized-cabin jet



Ultra-long-range/heavy jet





# VISTA JET

## INTRODUCING THE CHALLENGER 350<sup>\*</sup>

Ultimate cabin experience for over 7 hours non-stop



+1-800-79FLYVJ

[americas@vistajet.com](mailto:americas@vistajet.com)

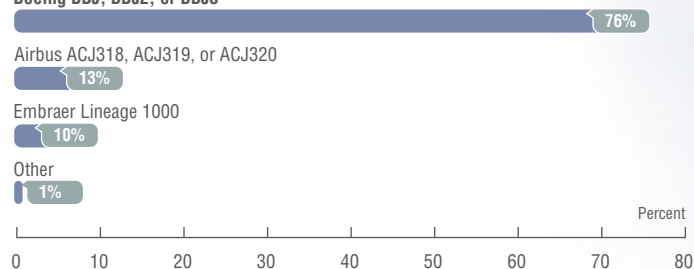
[www.vistajet.com](http://www.vistajet.com)

\*VISTAJET owned and U.S. registered aircraft are operated by to be appointed duly licensed air carriers

## BJT's 6th Annual Readers' Choice Survey

### Bizliner

#### Boeing BBJ, BBJ2, or BBJ3

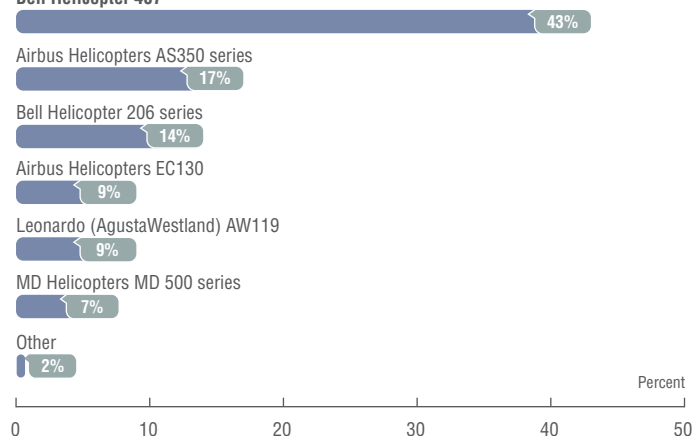


Boeing Business Jet



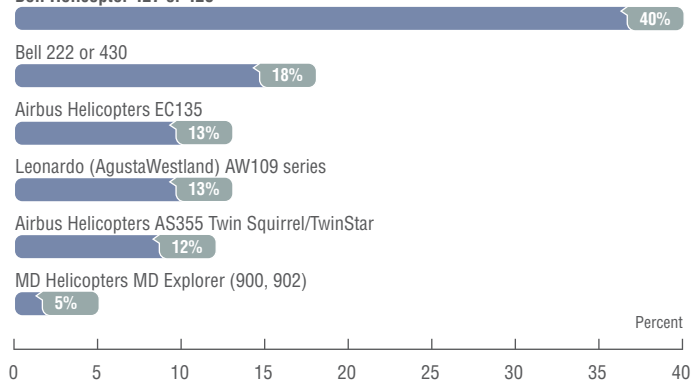
### Light single-turbine helicopter

#### Bell Helicopter 407



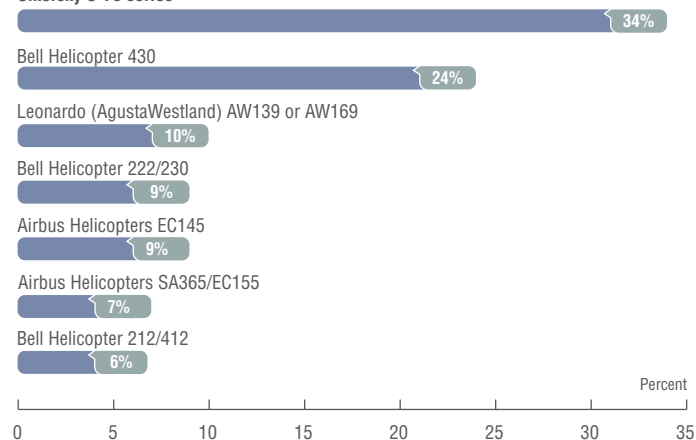
### Light, twin-turbine helicopter

#### Bell Helicopter 427 or 429



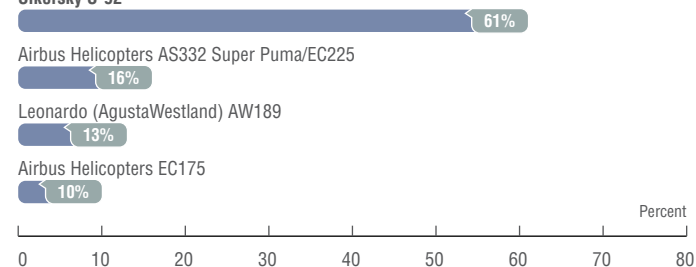
### Medium, twin-turbine helicopter

#### Sikorsky S-76 series



### Large, twin-turbine helicopter

#### Sikorsky S-92





# Falcon 2000LX, s/n 174



- EASy II Avionics: ADS-B Out; WAAS-LPV; CPDLC FANS1A + ATN
- TCAS-2000 with change 7.1
- Aircell Axxess II with ATG-4000 (Gogo Biz)
- Repainted at DAS-LIT December 2014
- Desirable 10-place interior layout
- 1C inspection completed December 2014
- Engines on ESP Gold. APU on MSP Gold
- One owner since new. Professionally managed and maintained by dedicated crew
- Pre-Owned Aircraft Warranty available

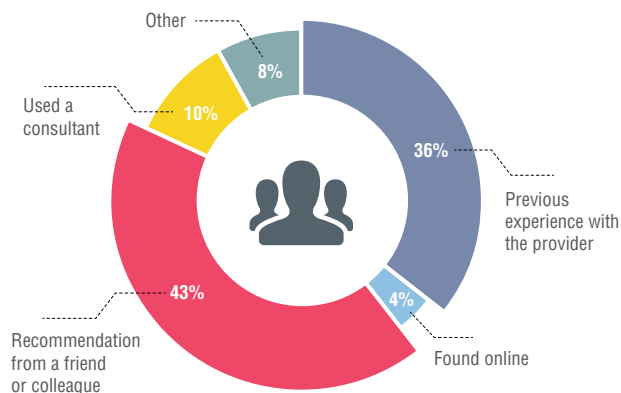


Mark Verdesco, Director of Pre-Owned Aircraft Sales  
preowned@falconjet.com U.S. +1.201.541.4556  
Visit us at: [dassaultfalcon.com/preowned](http://dassaultfalcon.com/preowned)

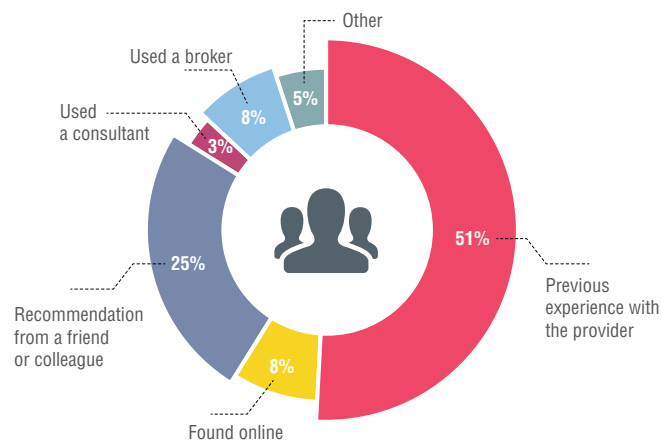


## FRACTIONAL SHARES, CHARTER, CARDS, AND CLUBS\*

How did you select your fractional provider?



How did you select your air charter or jet card provider or membership club?



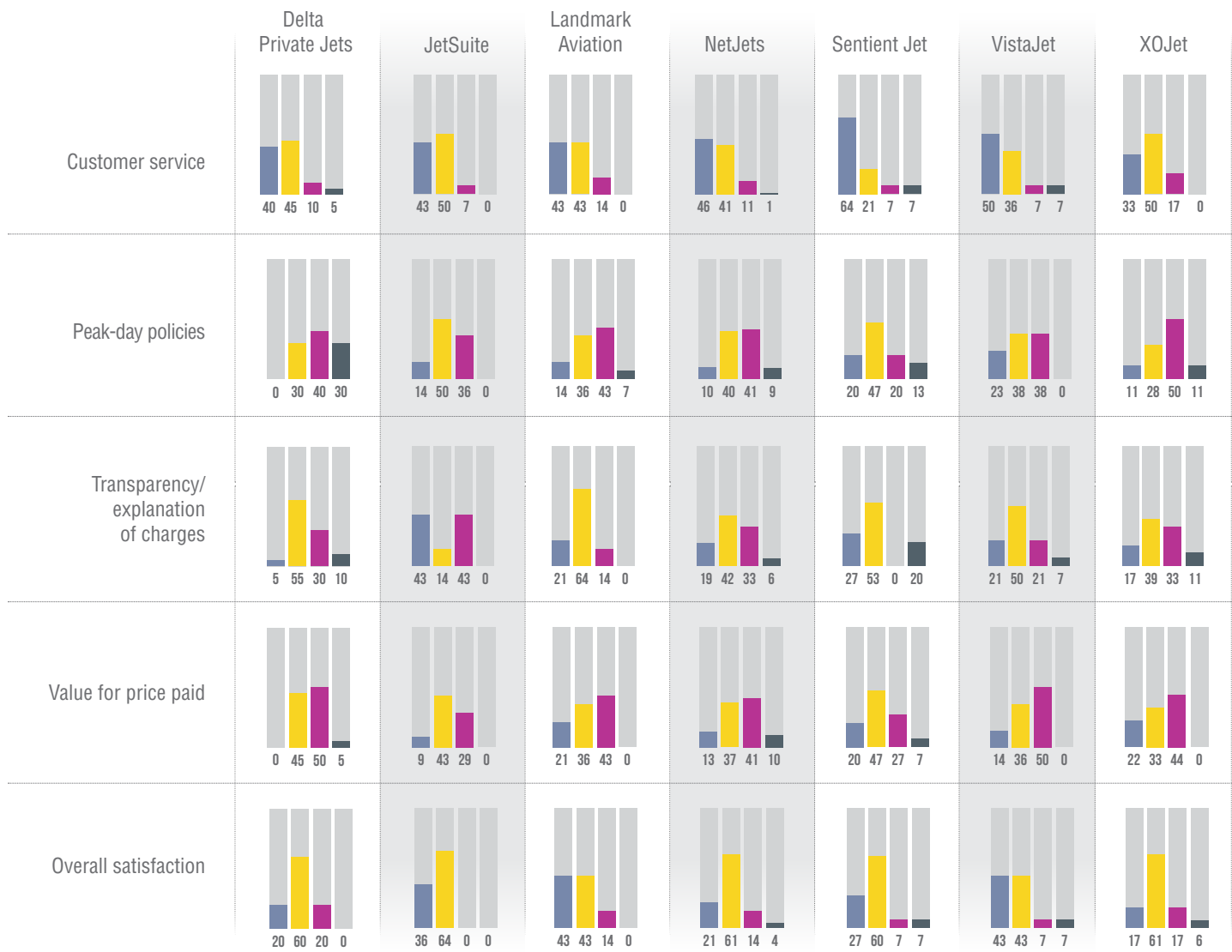
Please rate your charter, or jet-card provider on each of these factors:

Excellent Very Good Average Fair or Poor



Note: Respondents were asked about providers they used within the past three years. If they used more than one, they were asked to comment on the one they used most recently.





Please rate your fractional aircraft provider on each of these factors:

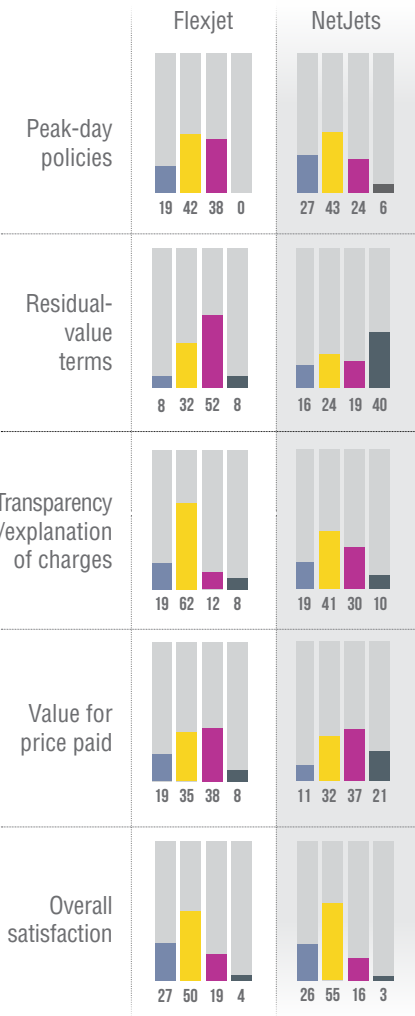
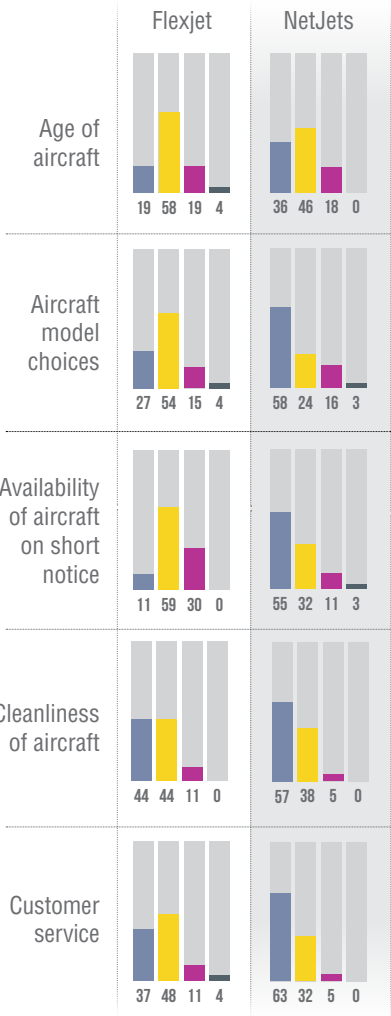
Excellent   Very Good   Average   Fair or Poor

%

%

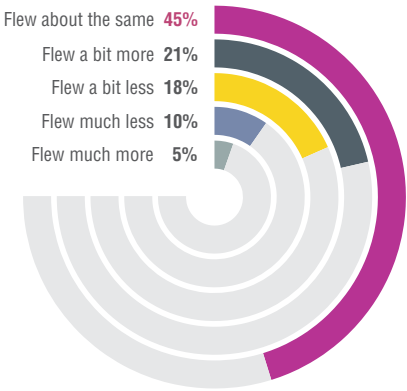
%

%

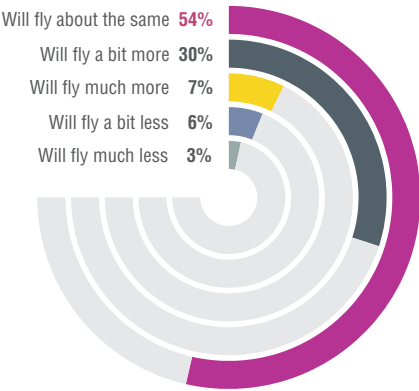


FLYING FREQUENCY

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



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



Hundreds of readers offered comments about flying privately. These are the words they employed the most. Type sizes here reflect the relative frequency with which words were used.







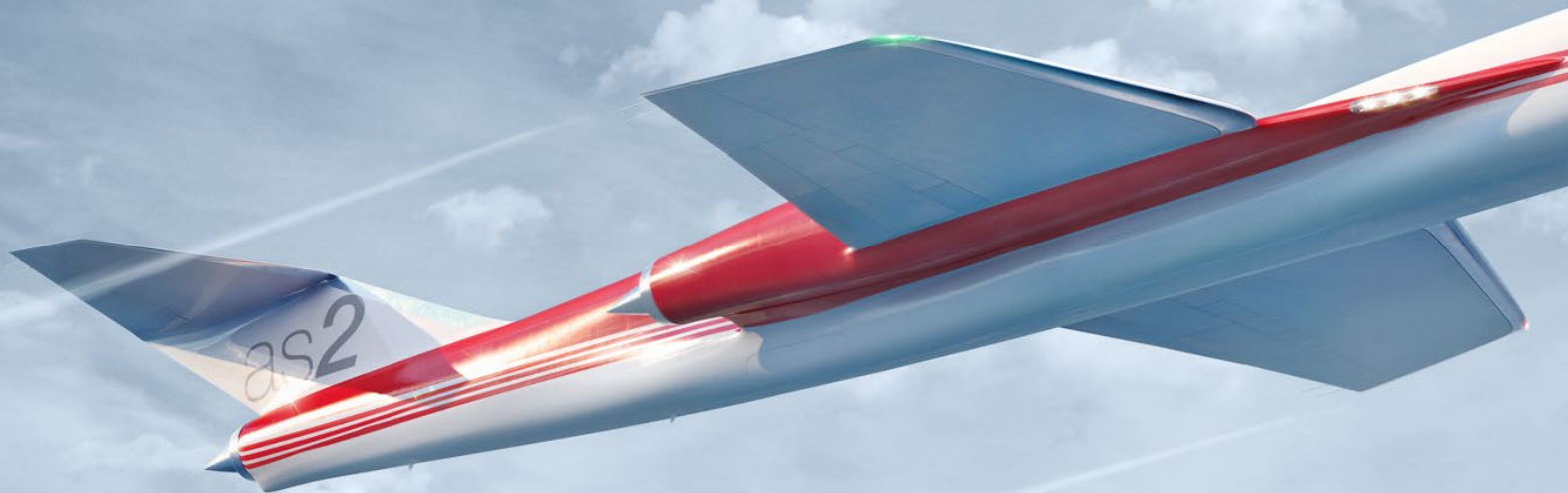
## Nobody does it like CorporateCare®

Bringing you the most comprehensive and sought-after business jet engine maintenance program in the world, with industry leading service and expertise provided by the original manufacturer. Regardless of where you travel, CorporateCare will be there to support you. To help maximize your asset's availability, value and liquidity, Rolls-Royce is proud to offer CorporateCare. To find out more contact Steve Friedrich, Vice President – Sales and Marketing, at +1 (703) 834-1700, or email [corporate.care@rolls-royce.com](mailto:corporate.care@rolls-royce.com).

**Trusted to deliver excellence.**

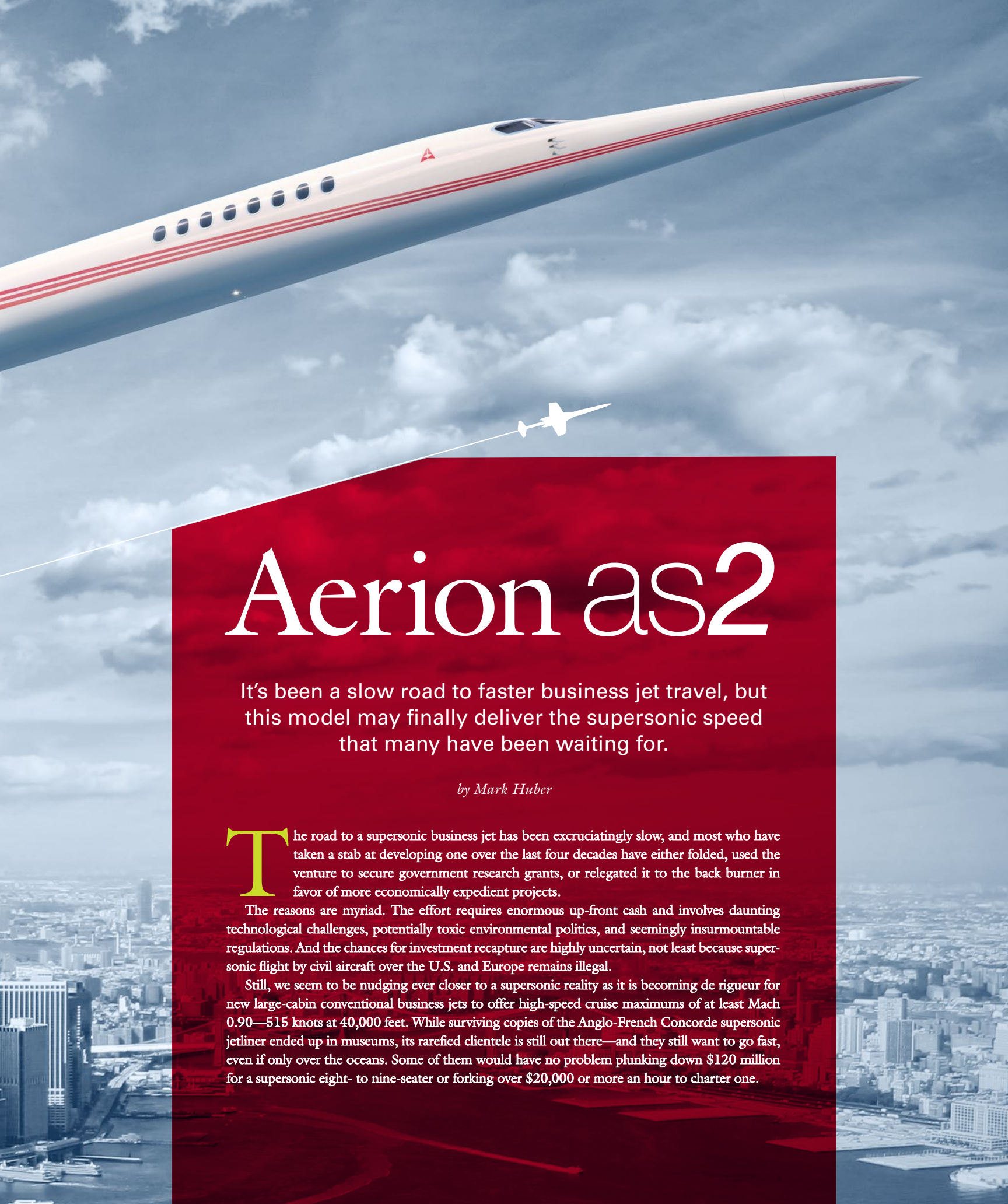






If successful, the AS2 will fly about 67 percent faster than a conventional business jet and will make the trip from New York to London in less than four hours.





# Aerion as2

It's been a slow road to faster business jet travel, but this model may finally deliver the supersonic speed that many have been waiting for.

*by Mark Huber*

**T**he road to a supersonic business jet has been excruciatingly slow, and most who have taken a stab at developing one over the last four decades have either folded, used the venture to secure government research grants, or relegated it to the back burner in favor of more economically expedient projects.

The reasons are myriad. The effort requires enormous up-front cash and involves daunting technological challenges, potentially toxic environmental politics, and seemingly insurmountable regulations. And the chances for investment recapture are highly uncertain, not least because supersonic flight by civil aircraft over the U.S. and Europe remains illegal.

Still, we seem to be nudging ever closer to a supersonic reality as it is becoming de rigueur for new large-cabin conventional business jets to offer high-speed cruise maximums of at least Mach 0.90—515 knots at 40,000 feet. While surviving copies of the Anglo-French Concorde supersonic jetliner ended up in museums, its rarefied clientele is still out there—and they still want to go fast, even if only over the oceans. Some of them would have no problem plunking down \$120 million for a supersonic eight- to nine-seater or forking over \$20,000 or more an hour to charter one.



## NEW AIRCRAFT PREVIEW

Late last year, fractional operator Flexjet signed a letter of intent for 20 supersonic Aerion business jets that it plans to offer to its Global Lease customers who need supplemental and expeditious transoceanic lift. If successful, the Aerion AS2 trijet will fly at Mach 1.5, or about 67 percent faster than a conventional business jet, and will make the trip from New York to London in less than four hours. Right now, that airplane appears to be the supersonic project that's closest to reaching the market, but even it won't appear before 2023.

Backed by an initial \$100 million investment from billionaire Robert Bass, aerodynamicist Dr. Richard Tracy helped to found the company that became Aerion in 2002. Decades earlier, Tracy worked with bizjet legend Bill Lear, developing the aircraft that became the Canadair (later Bombardier) Challenger 600, and worked on classified U.S. defense programs. In 1994, he patented the supersonic natural laminar flow wing concept, the basis of the Aerion's design and an idea that first crossed his mind in 1959.

Laminar flow involves the air next to the wing. At supersonic speeds it can flow smoothly, free of turbulence, with less drag on the wings, resulting in better speed, range, and fuel economy—but only if the airplane's design takes advantage of it by eliminating drag-inducing things such as highly swept wings. If you look at the renderings of the AS2 on these pages, you'll see that



The AS2's cabin is 30 feet long, typical of what you'll find in aircraft with the same range.

the wings are short, thin, and stubby. That's to benefit from supersonic natural laminar flow.

**B**ass built a solid team around the project that includes cochairman Brian Barents, the former Learjet CEO; CEO Doug Nichols, the former Boeing CFO for the commercial 747/767 programs and for Boeing Business Jets; chief commercial officer Ernie Edwards, the former president of Embraer Executive Jets; and senior vice president for aircraft development Mike Hinderberger, who had been the chief engineer on Gulfstream's wildly successful G650.

However, Aerion arguably got its biggest boost in late 2014 when it signed a technology-sharing agreement with Airbus Group, whose predecessor company, Aerospatiale, was the co-developer of the Concorde, along with British Aerospace. Under the deal, Airbus agreed to assist with the design, construction, and certification of the AS2.

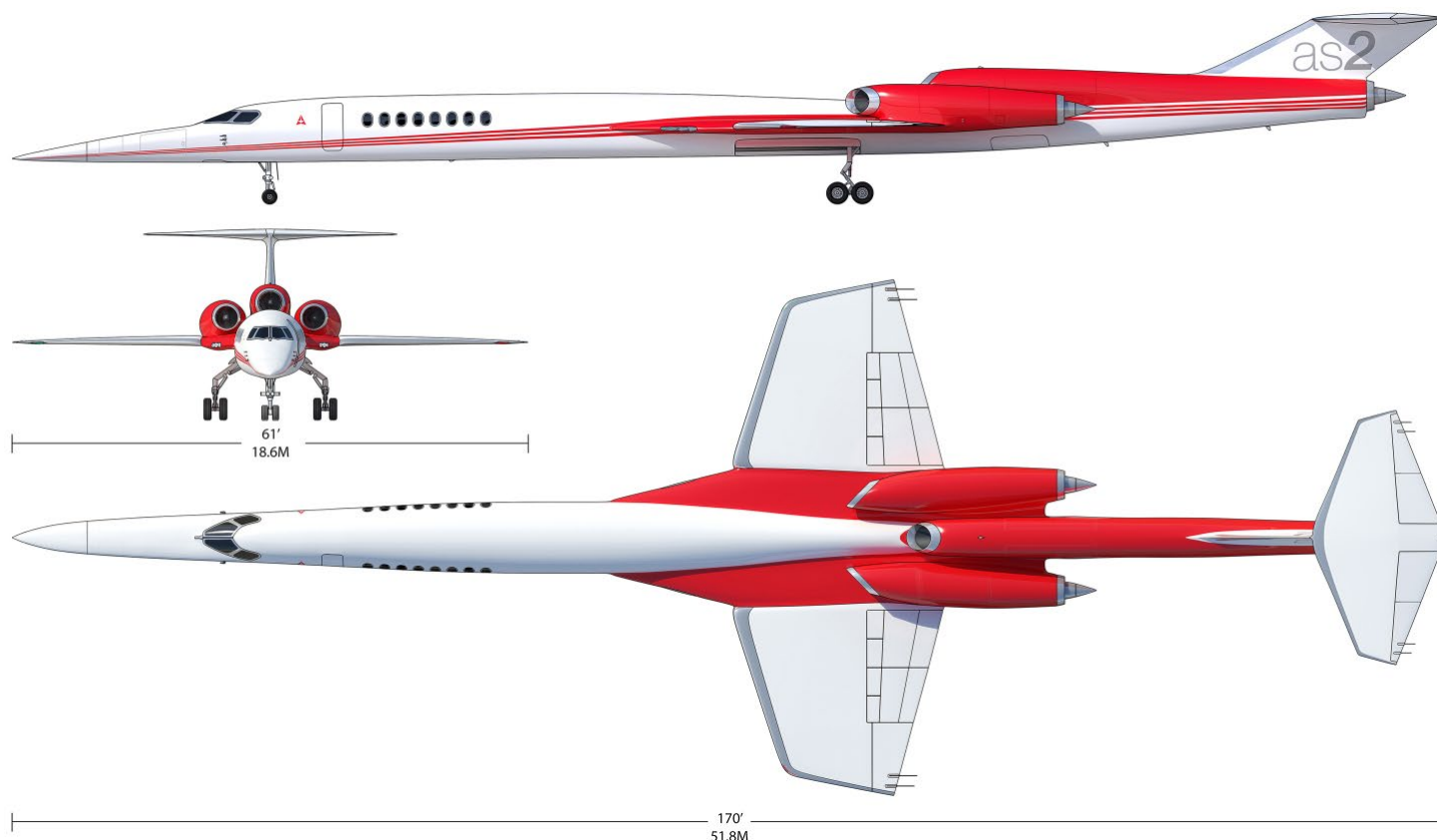
The agreement already has borne tangible results. Earlier this year, Aerion CEO Doug Nichols said that Airbus had been instrumental in helping with the design of an articulating landing-gear system, the fuel system, the computerized fly-by-wire flight-control architecture, and the carbon-fiber wing, fuselage, and empennage structures.

Aerion still hasn't selected the engines. The original design featured two Pratt & Whitney engines, but they are being discontinued because they won't meet future anti-noise standards. New-generation bizjet engines should fit the bill in the current three-engine configuration and Aerion is expected to make a decision soon. The company's data shows that the aircraft can operate efficiently at high subsonic speeds of Mach 0.95 and that at low supersonic speeds of Mach 1.1 to Mach 1.2 it can actually fly at cruise altitude without its sonic boom reaching



**With lighter loads, the AS2 should be able to comfortably operate out of popular business airports.**





the ground, a phenomenon it calls “boomless cruise.” Aerion hopes to use its boomless-cruise data to get the U.S. Federal Aviation Administration and regulators in other countries to lift the ban on supersonic flight over land for its aircraft at those speeds.

As you’d expect from a supersonic design, the AS2 will be a big beast and will need lots of pavement when fully loaded. Nose to tail it measures 170 feet—70 feet longer than a Gulfstream G650. Maximum takeoff weight is 121,000 pounds. Balanced field length is 7,500 feet. However, with lighter loads, the AS2 should be able to comfortably operate out of popular business airports such as New Jersey’s Teterboro, outside New York City, and still have a 4,000-nautical-mile range.

The AS2’s two-zone cabin is a lot shorter than what you usually find in a long-haul, large-cabin bizjet. It’s just 30 feet long, compared with the G650’s nearly 47 feet and the Falcon 8X’s 43 feet. However, the AS2’s cabin is typical of what you’ll find in aircraft with the same range. The 4,750-nautical-mile Falcon 900LX, for example, has a 33-foot cabin. And at Mach 1.4 in the AS2 you are spending a lot less time there.

Dimensionally, the AS2’s cabin is a different cat. While its maximum height is just over six feet and its maximum width is seven and a half feet, those dimensions aren’t uniform; supersonic aerodynamics mean that the fuselage has to have a non-constant cross-section. There will be more room in the aft half of the cabin, but as you move forward the fuselage tapers. It isn’t terribly noticeable as most of the tapering occurs in the galley and cockpit areas and you’ll be able to configure the AS2 cabin with traditional layouts, including double club with eight single seats, club four with conference grouping and table opposite a credenza, and club four followed by half club opposite a three-place divan. You’ll be able to access the baggage hold through the aft lav and a forward crew lav will be optional.

For now, Aerion continues development work with Airbus and is searching for a manufacturing and flight-test location—some place with a long runway, near an ocean. The company hopes to be flying the first prototype by 2021. The wait to go fast is going to last a little longer. **BJT**

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

## 2023 AERION AS2 AT A GLANCE

Estimated price	▶ \$120 million (2016 \$)
Engines	▶ 3
Crew	▶ 2
Passengers	▶ 8–9
Maximum speed	▶ Mach 1.5
Long-range cruise	▶ Mach 1.4
Boomless cruise	▶ Mach 1.1–1.2
Subsonic long-range cruise	▶ Mach 0.95
Range	
IFR, Mach 1.4	▶ 4,750 nm
IFR, Mach 0.95	▶ 5,300 nm
Max. Takeoff Weight	▶ 121,000 lb
Cabin	▶ Max. height 6 ft 2 in
	▶ Max. width 7 ft 6 in
	▶ Length 30 ft


Source: Aerion (all data preliminary)

For more on supersonic business jet projects, see “The Future of Supersonic Flight,” which is available at [bjtonline.com/sonicfuture](http://bjtonline.com/sonicfuture). —Ed.

# Operator or Broker?

Which type of charter provider best suits you depends on several factors. Here's how to weigh them.

*by James Wynbrandt*



**S**hould you call a charter operator or a broker to book your next flight? The type of aircraft you need, the pickup point, and the availability of nearby lift play large roles in getting the answers right. So does understanding the difference between the two types of providers, and what sets one broker or operator apart from another.

Operators control the aircraft you charter. They either manage or own those aircraft, and they have approval from a regulatory authority—the U.S. Federal Aviation Administration or the European Aviation Safety Agency, for example—to use them for on-demand revenue flights. The best ones also adhere to safety standards certified by third-party auditors such as Argus International or Wyvern.


In contrast with operators, brokers have no control over aircraft and act only as intermediaries, making the arrangements that connect you with the companies that actually provide your flights. To do so, they need no professional license or other approval. (The U.S. Department of Transportation in 2013 proposed regulations

for brokers—which critics branded inadequate—but has yet to impose any rules.)

The most basic difference among operators is the size of their fleets, a factor that can be more important than you might think. Say you need a midsize jet, decide a Citation Sovereign will suffice, and find a charter operator whose only aircraft is that model. All set? Maybe not. What if the jet lacks the Wi-Fi capability you need or has a mechanical problem or is already booked on the day of your trip? An operator with a larger fleet will likely have a wider selection of aircraft that suit your needs, as well as the backup lift to get you airborne should your intended ride be unavailable. (Websites such as [airchartersguide.com](http://airchartersguide.com) allow you to search operators by aircraft in their fleets, location, and other variables, and broker listings by location; the National Business Aviation Association lists member charter providers under the “Products & Services” tab at [nbaa.org](http://nbaa.org).)

Operators of larger charter fleets also typically provide better service, as they strive to stand out in the highly competitive national charter arena.

Another size issue: small charter fleets are more likely used by the operator for their own business needs—a corporate flight department, for example—so aircraft availability may be limited.



**B**rokers, like operators, vary in scale, from boutique firms to companies with offices worldwide that arrange charters for heads of state. But even small brokerages have few limitations on the size of the fleets they can access. Today, online platforms pool scheduling data fed by operators, giving brokers real-time information on the availability and position of thousands of business aircraft around the globe.

Quality brokers typically work with a network of first-tier operators, providing access to hundreds of high-quality, vetted aircraft. If you can't find an operator with a Wi-Fi-equipped Sovereign, a broker can. A broker can also access unusual or specialty aircraft that few operators have in their fleets—a floatplane for a backcountry vacation or an air ambulance for a medical emergency, for example.





JOIN UP  
JOIN UP  
JOIN UP

## MORE THAN MEETS THE SKY.

With Wheels Up, you aren't purchasing an asset or agreeing to a long-term commitment; you are joining a club. A club with guaranteed access to our private fleet at fixed hourly rates, with just 24 hours' notice. Every time you fly.

**WHEELSUP.COM 1-855-FLY-8760**

Wheels Up acts as agent for the Wheels Up members, and is not the operator of the program aircraft; FAA licensed and DOT registered air carriers participating in the program exercise full operational control of the program aircraft. Any aircraft owned or leased by Wheels Up are dry leased to the operating air carrier to facilitate operations by that carrier. © Wheels Up 2016

UP THE WAY YOU FLY

**WHEELS UP**



DEDICATED TO HELPING BUSINESS ACHIEVE ITS HIGHEST GOALS.



CROSSING THE ATLANTIC WAS EASY  
COMPARED TO NAVIGATING CONGRESS.

When "Lucky" Lindy made his transatlantic crossing, he didn't have to deal with an ocean of congressional wrangling (maybe that's why they called him "Lucky"). The prevailing winds blew in his favor. But today, those winds have changed. Flying for business is more scrutinized than ever. Luckily, there's NBAA. We've made a home on the Hill, so that our members can make a living in the sky. Because business aviation enables economic growth. And at NBAA, we enable business aviation.

Join us at [nbaa.org/join](http://nbaa.org/join).

**If you deal directly with an operator,  
there's no broker's commission,  
but that doesn't necessarily  
translate into a lower price.**

So if fleet size is important, why bother with an operator at all? Your location could provide one reason, and having direct contact with the company conducting the mission can provide benefits of its own.

From a location perspective, the cost of getting your chartered aircraft to you is factored into the price. Major metro regions have the highest concentration of operators and based aircraft. If you live in such an area, a locally based operator can likely provide the lift you need, without repositioning fees added into the final cost. Conversely, if the pickup point is an out-of-the-way location with no charter aircraft based nearby, a brokerage is a better booking choice; it can find the nearest suitable aircraft, which may be scheduled to overfly your airport on an empty-leg flight, helping to minimize repositioning costs.

Another difference between operator and broker: the former can give you an immediate answer regarding aircraft availability, and a price quote; call a brokerage, and it will have to check with operators before getting back to you. Moreover, a local boutique brokerage may not be equipped to handle the international flight you're planning while a more distant operator may have an intercontinental Gulfstream based nearby and the experience to handle all facets of your trip. But if the operator doesn't have the right available aircraft, or the right rate, you'll have to call another; a broker handles all that legwork for you.

Of course, if you deal directly with an operator, there's no broker's commission, but that doesn't necessarily translate into a lower price—particularly if you're booking just one trip rather than offering steady, repeat business. As volume buyers, brokers can get lower rates than you can, and commissions tend to be low. Charter is a thin-margin business, and there's not much room to provide discounts, so a quote you get from an operator probably won't be much different from what a broker would charge. While you may think you can negotiate a better rate through an operator because no broker's commission is involved, a broker can get quotes from three operators—all of whom realize they're in something of a bidding war—ensuring you receive competitive bids.

My recommendation: if it's a one-off trip, contact an operator directly only if you need an immediate response; otherwise, use a quality broker. You'll ultimately be matched with an operator and aircraft that suit your needs, and you'll save yourself a ton of time and second-guessing.

If you're choosing a more long-term provider, that's a different story. In that case, you need to also weigh other factors, such as the value of having a face-to-face relationship with the company that actually operates your flights.

**BJT**

**James Wynbrandt** ([jwynbrandt@bjtonline.com](http://jwynbrandt@bjtonline.com)), a private pilot, is a regular **BJT** contributor who has written for the *New York Times*, *Forbes*, and *Barron's*.

**ATHENS EXECUTIVE  
AVIATION**

GROUND  
SUPPORT



It's time for greater expectations  
from the Business Aviation in Greece...

Just contact ATHENS EXECUTIVE AVIATION  
and live the difference!

Call +30210 3533690 & +306944 353846  
Fax +30210 352586

For additional information  
Please contact us at

Athens International Airport (LGAV)  
Email [ops@athensexecutiveaviation.com](mailto:ops@athensexecutiveaviation.com)  
Or visit [www.athensexecutiveaviation.com](http://www.athensexecutiveaviation.com)

Supported by







**MODERN FLEET**  
THE LATEST IN SAFETY AND  
TECHNOLOGICAL ADVANCEMENTS

---

# SAFETY FIRST. ALWAYS.

---

NICHOLAS AIR goes above and beyond when it comes to safety. Our privately owned fleet of aircraft are 5 years or newer and all of our staff are highly trained aviation experts ensuring members the most advanced, reliable, and efficient service in the industry. Our meticulous crew and support staff carefully tend to every detail, delivering the exceptional level of comfort and safety our private jet club members know and trust. Explore membership options at [NicholasAir.com](http://NicholasAir.com) or call **866.935.7771** to speak with one of our aviation experts.



All aircraft are owned & operated by Nicholas Air Inc. Nicholas Air & Innovative Private Air Travel are registered trademarks ©2016 Nicholas Air. All rights reserved.





# ECLIPSE EA500

Modifications and upgrades have improved what was already a good little airplane.

*by Mark Huber*





With prices that can run from less than \$1 million to slightly more than \$2 million, a used Eclipse EA500 can be the best very light jet value on the market. But to determine whether a particular Eclipse is worth what it costs, you need to know which of the myriad available modifications and upgrades have been made to it over the years.

It's always wise to work with a broker who possesses deep experience in the type of used aircraft you're chasing, but when you're shopping for a used Eclipse, it's essential. Indeed, so many 500s are out there with so many different upgrades that assigning a base resale value to ones from any particular year would be a meaningless exercise. The early models had a variety of problems and deficiencies and you need to see whether they have been addressed through the upgrades that have been offered since Eclipse Aerospace

(now One Aviation) purchased the airplane's original manufacturer out of bankruptcy in 2009.

For those of you not familiar with the story of this airplane, here's the abridged version. Eclipse Aviation, the airframer that introduced the model, envisioned it in 1998 as a mass-production very light twinjet that would sell for \$950,000. But economies of scale never materialized and the company filed for bankruptcy in 2008, after piling up \$702 million in debt while producing 260 aircraft, many of which it delivered without the promised avionics and other capabilities, such as certified flight into known icing. The airplane had other problems—notably involving the windshield, paint, air conditioning, cabin, brakes, and tires.

Despite its troubled start in life, the original Eclipse 500 is a pretty good little airplane. Weighing in at 5,950 pounds at maximum takeoff weight, it can blast off the runway in less than 2,400 feet. It is powered by a pair of Pratt & Whitney Canada PW610F engines (900 pounds of thrust each), holds 251 gallons of fuel, burns just 60 gallons per hour at 41,000 feet, can haul a payload of 700 pounds with full fuel 1,125 nautical miles, and can cruise along at a top speed of 370 knots.

The cabin measures four and a half feet wide and just over four feet tall and 7.6 feet long. (It's 12 feet long if you include the cockpit, which isn't separated.) There's cramped seating for six





and their toothbrushes, comfy seating for four and their bags. At 16 cubic feet, the dedicated baggage hold is little better than a shelf. Cabin pressure altitude is 8,000 feet at 41,000 feet.

The economics are tough to beat—better than those of even a fast single-engine turboprop. For its size, the Eclipse packs a lot of sophistication, including robust construction, the ability to be operated by a single pilot, sidestick flight controls, and advanced glass-panel avionics.

In 2010, Eclipse’s new owner began offering a refurbishment program to address the aircraft’s deficiencies. (The program, called Total Eclipse, or TE, has since been replaced with the Special Edition, or SE.) Almost all of the 260 Eclipses produced between 2006 and 2008 have received substantial upgrades over the years, including the Innovative Solutions & Support-based Integrated Flight Management System (IFMS) avionics suite or the more recent Plus Package, which includes new cockpit hardware and software, anti-skid brakes, and glass-faced windscreens. By last year, two-thirds of the fleet had been upgraded to IFMS or greater, One Aviation president Ken Ross tells me.

“About 40 planes total have the [original] Avidyne avionics,” he says. “Upgrading those to the [Total Eclipse] Plus Package will run \$700,000 and up. A lot of those airplanes are on the secondary market and the new buyers come



**The economics are tough to beat—better than those of even a fast single-engine turboprop.**

in and do the upgrades. When they are done they have an all-in cost that is extremely competitive with a [remanufactured] SE [model] or a [new Eclipse] 550.” Ross estimates that 35 percent of the fleet has changed hands over the years.

The \$2.2 million SE package includes the remanufactured airframe, dual Avio integrated flight-management systems, anti-skid braking system, standby display unit, PPG glass windshields, improved interior, and a new exterior two-tone paint scheme. It comes with a three-year warranty. A new production 550 features enhancements including autothrottles for

smoother engine management, new landing-gear actuators, an electrically powered air-conditioning system that can operate off a ground power cart when the engines aren’t running, and upgraded avionics and standby instruments. It comes with a five-year, 1,000-flight-hour warranty and will set you back \$3 million.

You can get most of the avionics upgrades on the 550 as retrofittable options for a used 500, including enhanced and synthetic vision, autothrottles, traffic alerting, radar altimeter, and stormscope. A full-up package can run nearly \$500,000. Upgraded 550-style interiors

## Specifications & Performance

Passengers (executive)	3
Pilots	1
Range*	574 nm
Max Cruise Speed	371 kt
Cabin Dimensions	Height: 4.16 ft
	Width: 4.66 ft
	Length: 7.6 ft

\*IFR NBAA 200 nm reserves. Seats full.

## Economics

Total variable flight cost/hour	\$1,219
Total fixed cost/year	\$214,779

Source: Conklin & DeDecker, Orleans, Mass.

Please see the online version of this article for detailed specifications and performance data as well as a report on all hourly and annual fixed and variable expenses.





## New Eclipse to Offer Improved Performance, Range

In July, One Aviation announced a variant of the Eclipse 550 with a four-foot-longer wingspan and improved performance and range, as well as a higher gross weight. Dubbed “Project Canada,” the \$3.495 million twinjet will have an integrated Garmin G3000 suite and Pratt & Whitney Canada PW615 turbofans. It will shed the E550’s tip tanks to reduce drag. The aircraft will require 24 percent less runway at sea level to take off; have a range of 1,400 nautical miles (300 more than the 550 offers); and be able to cruise at Mach 0.65 at a higher maximum ceiling of 43,000 feet. One Aviation said first flight is scheduled for later next year, but the company has not announced an estimated certification date. —*Chad Trautvetter*



also are available for retrofit and are worth considering, as Eclipse has made great strides in the quality of fit, finish, and comfort of the seats, siderails, sidewalls, and headliners.

One Aviation is continually improving its product support and now claims that its centers handle 98 percent of aircraft-on-ground maintenance requests within 24 hours domestically and 48 hours worldwide. “We are continually trying to lower prices on a variety of items, including batteries and other high-utilization items,” Ross says. In addition to factory-owned service centers in Chicago and Albuquerque, New Mexico, Eclipse has non-owned centers in the U.S. in Boca Raton, Florida and San Diego and in South Africa, United Arab Emirates, Turkey, Germany, the UK, and Holland. The Eclipse is certified in 46 countries and more than 90 are flying internationally.

The company’s new owners have worked diligently to bring the correct capabilities and support to this airplane, but prices haven’t quite caught up to that reality—at least not yet. **BJT**

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



MARK WAGNER

### ECLIPSE 500 COMPARED WITH OTHER AIRCRAFT

Model	First year produced	Variable cost/hour	Seats exec/max	Range (nm)	Normal cruise (kt)	Max takeoff weight (lb)
Eclipse 500	2006	\$765	3/4	574	330	6,000
Cessna 510	2007	\$1,027	4/5	800	340	8,645
TBM 850	2006	\$737	4/6	1,171	320	7,394

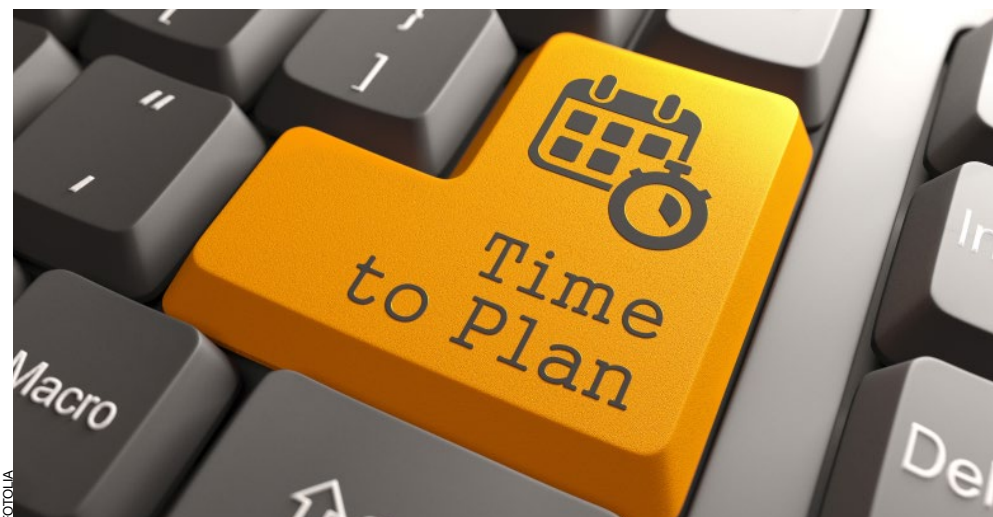
**Assumptions:** Aircraft are 2008 models. Jet fuel \$3.99/gal; variable cost: fuel plus maintenance reserves; four passengers; NBAA IFR 200 nm reserve fuel; max cabin altitude 8,000 ft; passenger weight 200 lb includes baggage; two pilots.

**Sources:** Conklin & de Decker Life Cycle Cost, Conklin & de Decker Aircraft Performance Comparator.

# Fourth-quarter tax strategies

Before you get caught up in holiday planning, take time to consider financial moves that could pay off next April.

by Chana R. Schoenberger



**Y**ou undoubtedly already know that the fourth quarter is a good time to review your tax planning and that a key strategy involves accelerating deductions to the current year and pushing income into the following one. Here are some tips for how to do that, along with some other factors you should consider as 2016 winds down.

## Check tax withholding rates.

If you receive bonuses or other large sums toward the end of the year, determine whether you need to increase your tax withholding or make estimated tax payments, says Jared Feldman, a partner at the accounting firm of Anchin, Block & Anchin. You don't want to get caught next spring owing the IRS or your state a penalty for underpayment.

## Take advantage of investment losses.

Each year, you can deduct \$3,000 of capital losses from your ordinary income. You'll have to offset any amount over that with capital gains

of the same kind, or carry it forward to future years. So if you have large losses, now's the time to sell stocks that have risen in value. You can reduce long- and short-term gains by losses of the same type, thereby reducing or eliminating tax on your profit.

## Make charitable contributions.

Planning contributions for next year? Why not make them now and get the tax deduction sooner? The most efficient way to make a contribution is by donating appreciated stock, Feldman says. That allows you to avoid paying taxes on the capital gains you would have owed had you sold the shares while giving you a deduction for their value at the time you donate them.

If you've had a considerable increase in income this year, look into establishing a donor-advised fund, which allows you to pre-fund philanthropic contributions for future years. For instance, Feldman says, if you typically give \$100,000 to charity each year, you can make a \$500,000 contribution to a donor-advised fund that you set up. You can transfer

## Savvy Moves for Airplane Owners

Owners of private aircraft, as well as owners of businesses that have aircraft, should look at tax strategies involving their airplanes in the fourth quarter.

If you buy an aircraft and bring it into service in the final months of the year, take care to maximize your business usage and minimize personal trips, says Greg Rosica of Ernst & Young. "The worst thing is to take December delivery and take the family on vacation," he notes.

Even if you bought the airplane in a prior year, you need to monitor business usage carefully toward the end of each year. The reason: if annual business use drops below 50 percent, you may lose some of the tax depreciation you took in the past.

Donating flight time to charity—as an auction or raffle item, or by transporting people for charitable purposes—can also be a smart end-of-year move, says Ruth Wimer, a CPA and a partner at the law firm McDermott Will & Emery. If you own the airplane through a business, you or another employee can fly to the charitable event or on the raffle-prize flight, but the cost of the employee's trip will represent taxable income. The business can deduct the remainder of the cost, Wimer says.

If you're looking to upgrade to another airplane, consider donating your current ride to a charity that will use rather than sell it, she adds. That way, you can deduct its fair market value. [For more on donating an aircraft to charity, see the *Taxes, Laws, and Finance* column in our next issue.—Ed.] —C.R.S.



that money to charities in future years, he says; meanwhile, you get the tax deduction up front for the full amount.

### Use your gift-tax exemption.

Always make sure that you're using up your annual gift-tax exemption, which is \$14,000 per beneficiary. "If you don't use it in a given year, it goes away," says Jamie Hopkins, associate director of the retirement income program at the American College of Financial Services. He recommends checking your list of beneficiaries—children, grandchildren, nieces and nephews, or non-relatives—at the end of the year to be certain you've written all the checks you want to write.

Beware of Alternative Minimum Tax. When considering your tax liability as the end of the year approaches, think about whether you'll have to pay the Alternative Minimum Tax. That changes your tax rate—a flat 28 percent rate applies to ordinary income under the AMT—as well as the way you're able to take deductions, says Feldman. Take this calculation into account as you decide when to make charitable contributions or pay state, local, and real estate taxes.

### Consider a Roth IRA conversion.

If you expect your tax rate to rise, you might want to convert your traditional IRA to a Roth account and pay the taxes on it now, thereby rendering all future withdrawals tax-free. In fact, you'll want to maximize contributions to all your tax-advantaged retirement accounts. Although it's best to do this at the beginning of January, if you haven't yet done so, you can make those contributions as late as April of the following year. The sooner, the better, so do this as quickly as you can. Note that even if you earn too much to contribute to a Roth, you can convert a traditional IRA to one.

### Review other tax-advantaged accounts.

If you haven't maximized your contributions to such accounts as 529s (for higher-education savings) or HSAs (for medical bills), you should do that in the fourth quarter, Hopkins says.

With a 529, each state has its own rules on the deductions you can take and the maximum

size of the account. The money grows tax-free and you don't pay taxes on gains if beneficiaries use the funds for qualified higher-education expenses; otherwise, they'll owe taxes on any gains plus a 10 percent penalty. The timing issue arises because many states enable you to deduct your 529 contributions up to a certain amount—for example, \$10,000 per year in New York.

An HSA is a smart move for individuals with high-deductible insurance policies, Hopkins says. That's because you can make deductible contributions to these accounts regardless of your income. In 2016, you can put \$6,750 into an HSA for a family or \$3,350 for an individual. You can invest the money in mutual funds, and gains are tax-free if you use distributions for healthcare costs or long-term-care insurance. Moreover, an HSA can pass to a beneficiary at your death, although owners often use the accounts for the significant medical costs that typically occur in the last year of life, preserving other assets for heirs, Hopkins says. **BJT**

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

## Essential

- **BJT Waypoints** is a weekly online newsletter filled with breaking news, expert advice, and other crucial information for anyone who flies privately.

**BUSINESS JET  
TRAVELER**



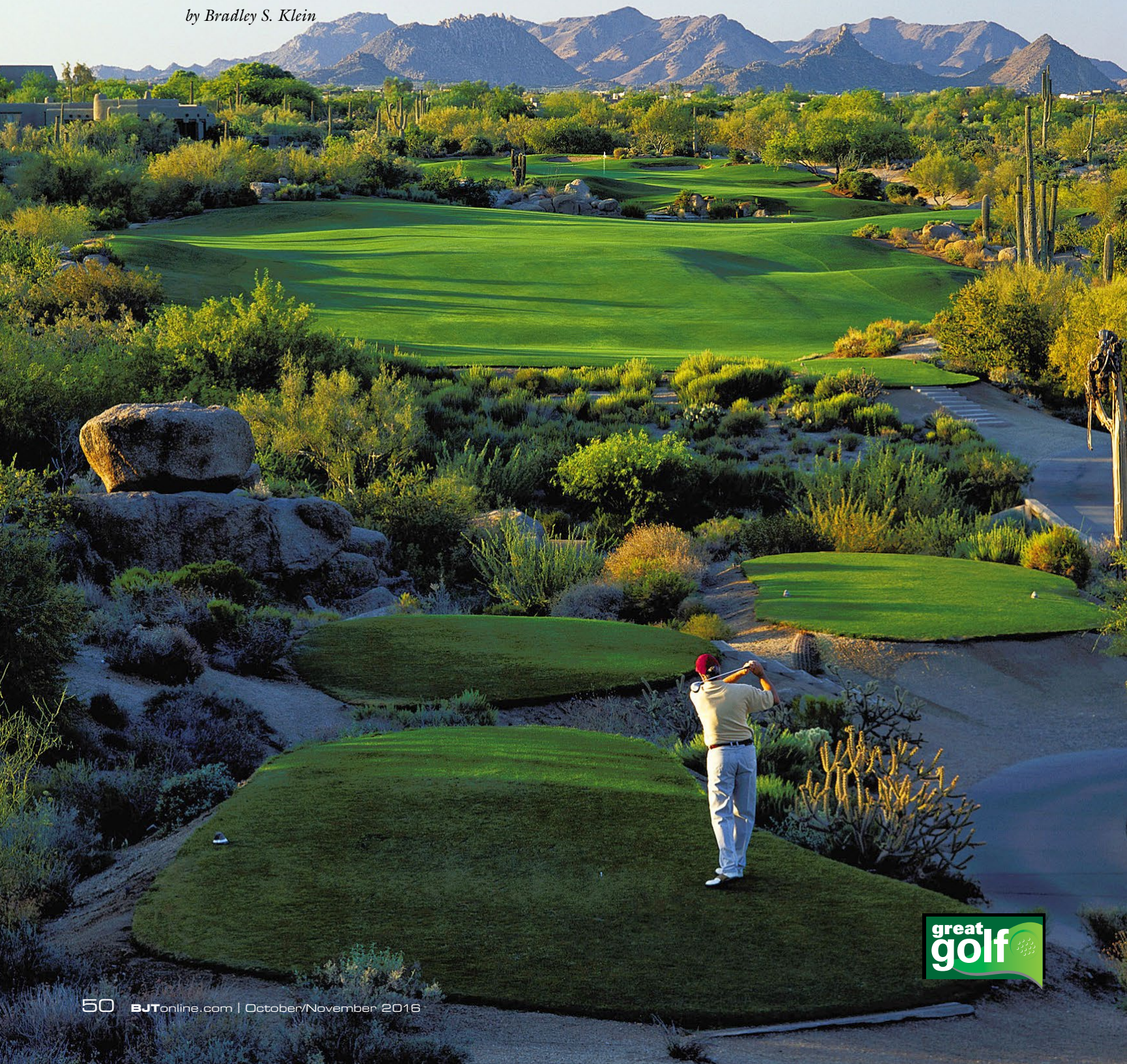
To sign up for your  
**FREE SUBSCRIPTION**, please visit:  
[bjtonline.com/subscribe](http://bjtonline.com/subscribe)



# Boulders Resort & Spa

Arizona's golf on the rocks proves to be a tasty cocktail.

*by Bradley S. Klein*







It seems something of a miracle of architecture and construction that developers could install a 1,300-acre golf resort, luxury hotel, and community amongst the towering 12-million-year-old granite stones in Carefree, Arizona, north of Scottsdale.

They did so with verve and imagination. And a sense of indulgence, as well. The result is a 36-hole golf course, the North and the South, designed by Jay Morrish and laid out to present views, challenges, and stunning vistas of the Sonoran Desert foothills that have no equal anywhere else in golf.

On the back tee of the seventh hole on the South Course, a downhill 187-yard par-3, you're almost afraid to approach the tee lest your steps disturb an ancient balance rock that forms a dramatic backdrop—and echo chamber—for your tee shot. This is no tiptoe through the tulips. More like a walk back into a world the dinosaurs left behind.

There are lovely walking trails through desert scrub, as well as four pools to cool off in, eight racquet courts, a 33,000-square-foot new-age spa and upscale shopping on site. Accommodations are a fascinating blend of rugged desert textures with indulgent furnishings, starting with 550-square-foot casitas and extending up to 5,000-square-foot villas.

Those willing to venture out of these comfortable surroundings can enjoy hot-air-balloon flights, horseback riding, and boulder climbs. You can even schedule business gatherings in 50,000 square feet of indoor and outdoor meeting space—though why anyone would want to work here when you can play in the desert is beyond me. **BJT**

**Bradley S. Klein** (bklein@bjtonline.com) is the architecture editor of *Golfweek*. His latest book is *Wide Open Fairways*.

ALL PHOTOS COURTESY OF BOULDERS RESORTS & SPA



#### COURSE:

For more information about Boulders Resort and Spa, visit [theboulders.com](http://theboulders.com) or call (480) 488-9009.

#### AIRPORTS:

The course is three miles southwest of SkyRanch Airport, which has a 4,037-foot runway. It is 13 miles north of Scottsdale Municipal Airport, which has an 8,249-foot runway, and 32 miles northeast of Phoenix Sky Harbor International Airport, which has an 11,489-foot runway.

## ARIZONA





ROLLS-ROYCE







# WANT

Our reviewer takes a grand tour  
in an equally grand motorcar.

by Nigel Moll



ROLLS-ROYCE

# DAWN

When an automobile executive says, “We’re not a car company. We’re a luxury company. We build a lifestyle,” my skepticism alarm sounds. But when that company is Rolls-Royce, there’s clearly some substance to the notion. At the invitation of this automaker, I found myself in Wyoming a few months ago, along with half a dozen other scribes, for a grand tour of that lifestyle in the new Rolls-Royce Dawn, a four-seat convertible with generous room in the back for two adults.

Our odyssey began in Sheridan, a delightful small town in the central north of the state, and would end in the better-known Jackson Hole, an eight-hour drive (with stops) west-southwest on wide-open empty roads through flat valleys and winding mountain passes flanked by shimmering lakes, jagged young peaks, and buffalo, elk, and antelope—a feast for the senses with the top down.

This car is not about numbers, but rattling off five up front sets the stage for its story: the 563-hp twin-turbo V12 and the 605 lb-ft of torque it produces from as little as 1500 rpm is more than up to the task of enthusiastically propelling three tons. Despite the “supercar” makers’ noble quest for achieving power loading of ever fewer pounds per horsepower, heft can be a wonderful thing in a luxury touring car. Done right, it makes for a motoring experience like



## ROLLS-ROYCE DAWN AT A GLANCE

Type	front-engine, rear-wheel-drive, four-seat, two-door convertible
Engine	twin-turbo 6.6-liter V12 563 hp at 5250 rpm, 605 lb-ft at 1500 rpm
Transmission	eight-speed “satellite-aided” automatic
Curb weight	5,750 lb
Zero to 60 mph	4.9 sec
Top speed	155 mph
Gas mileage (EPA)	12 city/19 highway
Price (MSRP)	\$335,000 (about \$400,000 as driven)
Source: Rolls-Royce	



Your Dawn: book-matched wood, lustrous brightwork and hides in any colors you choose.

no other; done wrong, and you feel as if you’re in a 1970s Detroit prairie schooner with flabby damping, terrifying understeer and wallow, and an all-around bloated lethargy.

For the tour Rolls-Royce had planned—embracing all manner of roads from Sheridan to Cody for lunch, to Yellowstone, and on to Jackson Hole—the Dawn was ideal. It lacks the overbearing bulk of the otherwise desirable Phantom Drophead Coupé. The Dawn’s V12 drives the rear wheels through an eight-speed transmission that is essentially seamless. (I hesitate to use a word so hackneyed but it applies.) Drawing on GPS and a database of roads and the terrain beneath them, the car even knows when it is approaching an incline or down gradient and adjusts the shift map accordingly. Had I not been told about this artfully camouflaged system, I would never have known it was there.

Back to that bloated lethargy thing: there’s not one trace of it in the Dawn. The suspension supporting all this heft flattens out wrinkles and undulations in the blacktop like a steam iron, and when I tackled the twisties with gusto in the mountains, it propped up the stressed corners with a precision, authority, and assertiveness I wasn’t expecting. If you feel compelled to throw the Dawn around, it will play along to an extent



PHOTOS: NIGEL MOLL



## You asked. We acted.

2016 is a special year. It is Duncan Aviation's 60th year of helping business aircraft operators be safe, efficient and productive. For six decades, customers have asked us for solutions and services. We have listened and acted. Together, we have accomplished much, transforming from an aircraft sales business to a world-renowned, full-service company with dozens of locations. We provide every service a business aircraft operator needs. Our 2,200 team members listen to customers and respond by developing and providing experience, unlike any other.

# 60 YEARS

1956



Aircraft Sales

1963



Lincoln, Nebraska

1963



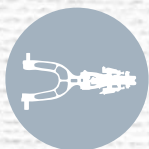
Fuel Services

1966



Avionics &  
Instruments

1978



Accessories

1979



Paint

1981



Engines

1981



Interiors

1984



Parts Consignment

1985



Avionics Satellites

1992



Aircraft Acquisition

1998



Battle Creek, Michigan

2000



Engine RRT

2010



Provo, Utah

2017, 2025, 2040...



Future innovations to be  
determined by your requests.

**Vist us at NBAA Booth #3126!**  
[www.DuncanAviation.aero/60](http://www.DuncanAviation.aero/60)



**DUNCAN**  
AVIATION

Experience. Unlike any other.





ROLLS-ROYCE

# DAWN

that will surprise you. But that's not the point of this car. It's the antithesis of the taut, high-strung fire-breathers that telegraph their stress to the driver and leave this 61-year-old wrung out after a couple of hours.

If you get stuck behind a motorhome, as we did on a few occasions, and espy a passing opportunity, the V12 launches those three tons of aluminum, leather, and wood around the temporary obstruction with the relentless turbine-smooth shove that only a dozen cylinders can generate. One word sums up the Dawn experience: effortless. Step hard on the gas and you're vaguely aware of some muffled commotion beyond your toes and the thick-pile lambswool carpeting, but the overwhelming sensation is one of smooth, silent thrust producing the acceleration of a lightly loaded jet. As on all Rolls-Royces, there is no tachometer, only a "power reserve" indicator, which shows how much gallop from the 563 horses remains on tap; while we were cruising at 80, the needle barely budged off 100 percent.



Virginia may be for lovers, but Wyoming is for drivers. During a burst of serious velocity with the top down on a long stretch of straight, open, flat, unoccupied, and uninhabited road, I had to raise my voice only slightly to converse with my co-driver, the affable auto and travel journalist Harvey Briggs. Had it not been for the occasional glance at the speedometer and the obvious rapidity the passing scenery had



Starry night or high noon, drop the top and invite the great outdoors in.

PHOTOS: ROLLS-ROYCE MOTOR CARS NA

acquired in my peripheral vision, I would have had no indication of the speed territory we'd entered: no wheel shudder, no mechanical distress in the engine room, no float, no change in how well that magnificent suspension ironed the Earth's crust. Among luxury cruisers, the Bentley Mulsanne is the only other car I've driven whose suspension comes close to that of a modern Rolls.

The engineers who made all this unintrusive mechanical stuff work so well are no less artisans than the people who meticulously tanned, cut, stitched, book-matched, sanded, polished, and flawlessly assembled the living quarters. To combine all this opulence and mechanical excellence on one set of wheels is an extraordinary achievement, a credit not only to the workers in Goodwood, England, and Germany but also to BMW management for demonstrating the fortitude to foster such an enterprise. When BMW bought the rights to the Rolls-Royce brand of motorcars from Vickers in 1998, the claim to being "the best car in the world" had gone silent because it had been hollow for many years. BMW has turned that around dramatically, and a Roller these days could legitimately claim once again to be the best—were there still a place for such an unqualified boast, coined a century ago.



When we arrived in Jackson Hole, 330 miles from Sheridan, I could have driven the Dawn another thousand miles. For me, it is the best long-distance touring car in the world. I've driven a Veyron, a 599, a V12 Aston, an Exige, and many other high-end cars, but on a long road through breathtaking scenery, there's no place I'd rather be than at the wheel of the Dawn. **BJT**

**Nigel Moll** (nmoll@bjtonline.com), who founded **Business Jet Traveler's** Low-Level Flying feature, is a longtime auto enthusiast and the editor of **BJT** sister publication *Aviation International News*.





# Perfect Coordinates

COMFORT AND PERFORMANCE CONVERGE



*Citation Latitude*



*Citation Longitude*



*Citation Hemisphere*

## COMFORT AND PRODUCTIVITY WITH EVERY MISSION

The Citation Latitude® is recently certified and already the most accepted in its class. The Citation Longitude® is scheduled for its first flight in 2016, while the Citation Hemisphere® will follow in 2019. This new Citation® family is ready to take your business to the top. **We position your business for success.**



Citation Latitude	Citation Longitude	Citation Hemisphere
2,700 nm*	3,400 nm**	4,500 nm**

\*2,700 nm 4 passengers high-speed cruise, 2,850 nm long-range cruise

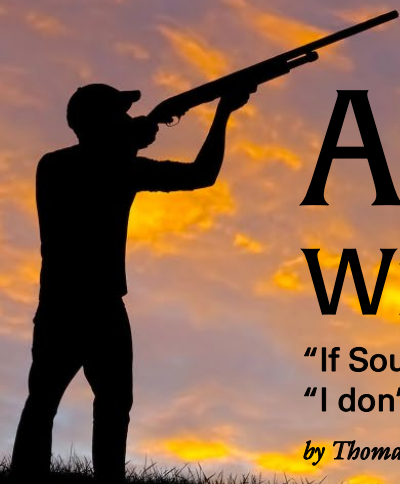
\*\*Preliminary, subject to change



Cessna.com | U.S. +1.844.44.TXTAV | INTERNATIONAL +1.316.517.8270

©2016 Textron Aviation Inc. All rights reserved. Cessna, its logo, Citation, Citation Latitude, Citation Longitude and Citation Hemisphere are registered trademarks of Textron Innovations Inc., used by permission.





# Aiming for a Winter solstice dinner

**"If South Dakota isn't pheasant heaven," says our columnist, "I don't know what is."**

*by Thomas R. Pero*



"Life is short and one bird season lost is one too many," wrote Datus C. Proper in *Pheasants of the Mind: A Hunter's Search for a Mythic Bird*, a lyrical little book on the sport published in 1994.

I was lucky to know Datus, who wrote articles for me when I edited *Trout* magazine. One evening back in the 1980s he and his wife hosted me at their home for dinner. I remember he poured Portuguese red wine to go with the last ring-necked pheasant he had killed in Pennsylvania the season before.

I was musing about that dinner last year when the silence of a snowy December morning in South Dakota erupted in whirring wings. "Rooster!" yelled one of my hunting companions; "hen!" yelled another, an instant admonition not to shoot. But for the ranging dogs and the momentary explosion of color and motion, the whole monotone scene had a still, somber feel.

Pheasants are legendary runners. This is especially true for late-season birds. December pheasants are survivors—the ones who outran the dogs in October or November and didn't get shot. The ethical hunter of game birds shoots only those on the wing. And so the challenge is to convince them to go airborne. That's the job of the dogs.

By winter, cock pheasants are in full glory, their gray sinewy legs long, their plumage neon, their tails flowing. When they burst suddenly out of brush piles, they look outsized. As they cackle and whirl skyward, you would think they would be easy to hit. You would be wrong.

I have hunted pheasant since I was a teenager in small, overgrown New England farm fields of goldenrod bordered by old stone foundations guarded by lilac bushes and gnarled apple trees. But South Dakota is another pheasant world. Back in New England, I was lucky to flush a single bird during a morning's hunt; here on the Great Plains the pheasants appear as thick as starlings. They are everywhere. If this isn't pheasant heaven, I can't imagine what is.

On the winter solstice last year, I found myself, shotgun in hand, wandering the famous Paul Nelson Farm, a 5,000-acre, third-generation family prairie farm. The Nelsons once raised corn, wheat, cattle, and sheep here; now ring-necked pheasants have the run of the place.

I had never before hunted them in the snow. I quickly learned that when the snow flies they head for cover, flocking to rows of purposefully planted Russian olive trees and juniper and hackberry thickets.

The fields seemed empty. The upright rows of corn and millet and sorghum rustling in the bright October sunshine when I hunted here some years back appeared muted and beaten. The dogs dutifully worked the hedgerows. I heard their bells plowing through powder and branches. Our hunting party followed their lead, walking along the perimeter, over-under shotguns loaded with No. 6 shot eager to find the form of an escaping bird rocketing overhead—at what inevitably seemed an impossible angle for a killing shot. "Rooster!" *Bam!* Miss. Wait, wait—another.... swing. *Bam!* A snow-covered Labrador retriever suddenly



TRAVIS GILLET COURTESY OF COVEY RISE

appeared with a limp, warm, brightly colored bird in its soft mouth.

Overnight the big snows came. Great sheets of white swept across fields of stubble, washing over the country roads and obliterating our escape route. To our disappointment, my friend Kate and I were advised to leave a day early. We followed Paul Nelson's wise advice. As we drove away and left the hunting lodge behind, out beyond the barns and the grain silos, groves of juniper and pines stood against the wintry plains winds. In our minds we could see flocks of mixed dun and brightly colored birds festooning the snowy branches like living Christmas-tree ornaments.

**BJT**

**Thomas R. Pero** (tpero@bjtonline.com) is publisher of *Wild River Press* and the editor of the award-winning book, *A Passion for Grouse*.





THOMAS R. PERO

## Fantastic Pheasant

**How to cook your pheasant? Wisconsin's MacFarlane Pheasants ([pheasant.com](http://pheasant.com))—which bills itself as North America's largest pheasant producer and sells the birds via mail order—offers this recipe:**

In large saucepan, heat water until starting to steam and add salt, brown sugar, and honey. Remove from heat, stir until dissolved, and allow to cool to room temperature. Then add the onion, garlic, celery, lemon and cayenne; mix and add pheasant. Cover and refrigerate at least 12 hours. Preheat oven to 325°F. Remove pheasant from brine and pat dry with paper towel; place breast side up in roasting pan. Put one tablespoon butter under skin on each side of breast. Then brush the softened butter over the skin on top. Add salt, pepper, and paprika to taste. Roast for 90 minutes, basting frequently, then take temperature in thigh and breast. Once temperature reaches 165°, remove from oven and cover in a warm place to rest for 10 minutes. Then carve and serve with cranberry sauce, wild rice, and seasonal vegetables.



FOTOLIA

- 1–2 plucked ringneck pheasants
- 2 quarts water
- 1/2 cup salt (pickling, sea, or kosher are best)
- 1/2 cup brown sugar
- 1/2 cup honey or maple syrup
- 1 small onion chopped finely
- 3–4 cloves garlic chopped finely
- 1 stalk celery chopped finely
- 1/4 cup lemon juice (or juice from 1 lemon)
- 1/8 tsp cayenne pepper (optional)
- 2 tbsp butter, cold
- 2 tbsp butter, softened
- Salt, pepper, and paprika to taste

## If You Want To Hunt

Pheasant hunting is so popular in South Dakota that each fall the governor hosts a hunt to kick off the season. And good luck campaigning for the office if you aren't comfortable around dogs and shotguns. Public hunting dates this season are Oct. 15, 2016 to Jan. 1, 2017. Bag limit is three birds per day and 15 in possession. For licensing requirements and a pheasant distribution map, visit [gfp.sd.gov/hunting/small-game/pheasants.aspx](http://gfp.sd.gov/hunting/small-game/pheasants.aspx) or call (605) 223-7660. Private lodges throughout prime pheasant country offer longer seasons, luxury accommodations, and corporate retreat packages. For details and videos of the hunting experience, go to [paulnelsonfarm.com](http://paulnelsonfarm.com).

About 95 percent of the farm's guests arrive by private jet. Pierre Regional Airport, an hour from the farm by car, has a 6,900-foot runway. Gettysburg Municipal Airport is just 20 minutes away but has limited service and only a 4,400-foot runway. —T.R.P.



THOMAS R. PERO



FOTOLIA

# Preowned sales enter chartered territory

Revenue guarantees power purchases in the Part 135 world.

by James Wynbrandt

A growing number of long-time charter customers are becoming aircraft owners. The continuing slide in preowned prices is one reason, but equally important is heavy demand for charter lift. That has led more charter management companies to offer generous revenue deals, to entice clients to buy an airplane and put it on the operator's charter certificate. The agreements typically promise a minimum number of charter hours for the aircraft per month or year, providing income to offset operating costs. That can make ownership a viable proposition even for some customers with only limited need for lift.

"We have a good demand for airplanes [for charter], and with aircraft values continuing to go down, it creates a perfect storm for people who have been on the sidelines," says Priester Aviation president and CEO Andy Priester.

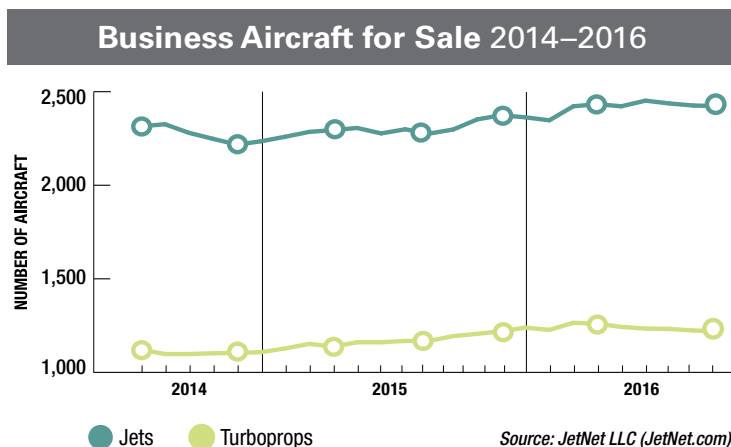
Some Part 135 operators have even established financing and other programs to assist customers in buying aircraft compatible with the provider's fleet needs. With demand for lift at current levels, such programs can make sense for operators, who are less concerned

with losing one charter client than with gaining an aircraft that can serve multiple customers.

Even charter brokers are helping clients enter the preowned market. Houston-based Horizon Air Group, for example, has formed a sales-and-acquisition arm and recently helped a customer buy a jet and choose a management company to operate it. Horizon founder and CEO Luis Barros says its sales commission takes the economic sting out of losing a charter client, and he hopes that such deals may result in Horizon being given preferential pricing or access to the aircraft from the operator.

Meanwhile, some charter customers see a business opportunity in this ownership model beyond helping to subsidize their own travel. Priester reports that one client has purchased several aircraft and put them on the company's certificate. The goal is to resell them, with their charter agreements, to buyers who like the idea of having a charter income arrangement adaptable to their needs from Day One of ownership.

But operator demand has limits. Delta Private Jets, which in 2014



In the graph of aircraft for sale in our last issue, labels for the lines indicating jets and turboprops were inadvertently transposed. Also, the title of the preowned-models chart should have stated that it covered 2014–2016. —Ed.

inaugurated a program to help customers buy aircraft for placement on its charter certificate, now has a sufficient fleet and is not actively seeking more financing customers, according to David Sneed, the company's executive vice president and COO. Developments like that suggest why it's important to remember that revenue agreements typically aren't ironclad; the margins on charter are thin; and if that market suddenly goes flat, owners will have to find a way to pay the bills without charter income.

Skeptics note that aircraft sellers could likely negotiate such charter agreements, but are opting to sell instead. "I see more people getting out of owning their planes than the other way around," says aviation attorney James Butler. One reason he cites: "They've run the numbers on what it's costing to own and operate the airplane, and they feel it's less of a headache to let somebody else take that over." **BJT**

**James Wynbrandt** (jwynbrandt@bjtonline.com) is a private pilot and longtime **BJT** contributor.

## SOME POPULAR PREOWNED MODELS 2014-2016

	BOMBARDIER GLOBAL 5000	BOMBARDIER CHALLENGER 300	CITATION CJ2	CITATION SOVEREIGN+	EMBRAER LEGACY 600	FALCON 900LX	GULFSTREAM G280	GULFSTREAM GIV-SP	HAWKER 4000	LEARJET 70
No. in Operation	212	454	237	348	174	49	94	303	69	13
No. for Sale	22	42	21	24	31	10	5	36	9	1
Avg. Price 2014 (millions)	\$21.074	\$12.987	\$3.050	\$7.652	\$10.198	\$32.625	N/A	\$7.635	\$9.423	N/A
Avg. Price 2015 (millions)	\$20.666	\$11.545	\$2.756	\$7.881	\$8.822	\$33.725	\$22.248	\$6.716	\$5.423	\$8.425
Avg. Price 2016 (millions)	\$18.024	\$9.916	\$2.641	\$8.062	\$8.146	\$27.317	\$17.425	\$5.880	\$5.224	\$6.895

Note: Prices are as of August in each year. Source: JetNet LLC (JetNet.com)





# LIMOUSINESWORLDWIDE.COM

## GLOBAL LUXURY TRANSPORTATION



*"Excellence is to do a common thing in an uncommon way."*

—Booker T. Washington

CALL OR E-MAIL 24/7 FOR RESERVATIONS

DISPATCH@LIMOUSINESWORLDWIDE.COM

UK PHONE: +44.20.3286.3212

US PHONE: +1.914.738.1200



# TRAVELER CALENDAR

For a long-range events calendar, please visit [bjtonline.com/calendar](http://bjtonline.com/calendar).



ABT/ROSALIE O'CONNOR

September 30–October 16

## 54TH NEW YORK FILM FESTIVAL

Lincoln Center, New York City. This year's lineup will include top prizewinners from the Cannes and Berlin film festivals. **Info:** [filmlinc.com](http://filmlinc.com)

October 6–9

## FRIEZE ART FAIR (LONDON AND MASTERS)

London. Frieze London features recent art from around the world, while Frieze Masters showcases works from the ancient era and Old Masters to the late 20th century. **Info:** [frieze.com](http://frieze.com)

October 6–10

## HAMPTONS INTERNATIONAL FILM FESTIVAL

East Hampton, New York. Considered a premiere film event, this intimate venue presents the best in contemporary cinema from around the world and will play an important role during awards season. **Info:** [hamptonsfilmfest.org](http://hamptonsfilmfest.org)

October 11–20

## THE MOORINGS 35TH ANNUAL INTERLINE REGATTA

British Virgin Islands. This event promises "exciting races, thrilling parties, and endless fun on the water." **Info:** [moorings.com](http://moorings.com)

October 13–15

## BARRETT-JACKSON CAR EVENT

Las Vegas. World-class collector cars for a global audience. **Info:** [barrett-jackson.com](http://barrett-jackson.com)

October 15

## FAR HILLS RACE MEETING

Far Hills, New Jersey. The country's premier steeplechase, this race has been run annually—with the exception of a short hiatus during World War II—for 96 years. **Info:** [farhillrace.org](http://farhillrace.org)

October 15–16

## WELLFLEET OYSTERFEST

Wellfleet, Cape Cod, Massachusetts. Family fun abounds as this festival celebrates Wellfleet's 200-year-old tradition of great oysters, clams, and shellfish. **Info:** [wellfleetoysterfest.org](http://wellfleetoysterfest.org)

October 20

## AMERICAN BALLET THEATER FALL GALA

Lincoln Center, New York City. A spectacular gathering of socialites and glitterati support the electrifying ABT dancers. **Info:** [abt.org](http://abt.org)

October 28–November 6

## HILTON HEAD ISLAND MOTORING FESTIVAL

Savannah, Georgia and Hilton Head Island, South Carolina. One of the nation's largest and fastest-growing automotive and motorsports enthusiast events will celebrate its 15th year this fall. **Info:** [hhiconcours.com](http://hhiconcours.com)

November 3–7

## FORT LAUDERDALE INTERNATIONAL BOAT SHOW

Fort Lauderdale, Florida. Exhibitors in the "yachting capital of the world" will include yacht builders, designers, brokers, and retailers. **Info:** [showmanagement.com](http://showmanagement.com)

November 4–5

## BREEDERS' CUP

Santa Anita Park, California. This definitive end to the thoroughbred racing season features horses from some of the world's top racing stables. **Info:** [breederscup.com](http://breederscup.com)

November 6

## NEW YORK CITY MARATHON

New York City. The world's largest marathon features 50,000 participants—from top professional athletes to a vast range of competitive, recreational, and charity runners. **Info:** [tcsnycmarathon.org](http://tcsnycmarathon.org)

November 16–17

## GUGGENHEIM INTERNATIONAL GALA

New York. The museum's signature fundraising event celebrates yearly accomplishments and raises significant funds to continue the museum's world-renowned exhibition program. **Info:** [guggenheim.org](http://guggenheim.org)

November 17–20

## DP WORLD TOUR GOLF CHAMPIONSHIP

Jumeirah Golf Estates, Dubai, United Arab Emirates. The culmination of the European Tour's Race to Dubai. **Info:** [dpwtc.com](http://dpwtc.com)

November 25–27

## DAVIS CUP FINALS

TBD. This year's competing nations will make for good entertainment over the Thanksgiving weekend in an event first played in 1900. **Info:** [daviscup.com](http://daviscup.com)

## FAST AND LOW

If world-class horse and car racing don't quite satisfy your need for speed, then the Red Bull Air Race World Championship is bound to deliver. Fourteen of the world's most exceptional pilots will compete in a series of high-speed, low-altitude events where their aeronautical dexterity will be tested as they navigate routes featuring air-filled pylons.

In the 11 years since it was officially launched, say the organizers, Red Bull has become the most advanced aerial challenge the world has ever seen. This year's race, which began in March in the United Arab Emirates, includes competitions in seven countries—from the Mideast to Asia to Europe—and culminates with an event in Las Vegas, Nevada on October 15–16. **Info:** [redbullairrace.com](http://redbullairrace.com)

—Lysbeth McAleer



Legendary British aerobatic pilot Nigel Lamb

JOERG MITTER / RED BULL CONTENT POOL





**BOB PITTMAN**  
CEO, iHeartMedia

*“Business aviation optimizes  
iHeartMedia employees’  
ability to meet in person.”*





# A flying recovery room

Sukhoi's SportJet boasts impressive new features, but your aircraft undoubtedly already employs its most important cabin technologies.

by Mark Phelps

Russia's Sukhoi Civil Aircraft Company hopes it has a sporting chance of attracting customers to a forthcoming variant of its Superjet SSJ100 airliner. Called the SportJet and scheduled for certification in 2018, the aircraft will target professional and amateur athletic teams' charter flights. That's a \$600 million-per-year global market, according to the manufacturer.

Why would a soccer, rugby, hockey, or other team need a specially designed jet? Sukhoi's answer might interest you, even if your competition isn't the kind played out on turf.

The SportJet's goal is to minimize the downside of a long flight and enable exhausted athletes to rest and recuperate on their way to the next match. According to Sukhoi, "innovative medical and IT solutions" are the key to the aircraft, which has four zones: the main cabin plus areas for recovery, coaching, and administrative functions.

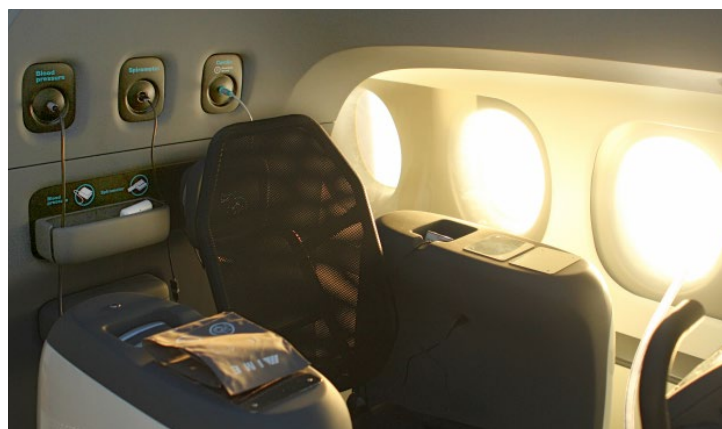
The natural enemies of a restful long flight include jet lag, dehydration, physical stress, and hypoxia. To combat jet lag, the single-aisle aircraft incorporates computerized adaptive lighting that can help get passengers' circadian rhythm back in sync with the destination's time zone. This is a feature that's starting to find its way onto business jets, too.

The SportJet also offers "Smart Chairs" that lie flat for sleeping. The seats have fingertip-mounted bio-impedance sensors to monitor heart rate, blood-oxygen concentration,

and hydration levels. The "Recovery/Medical-Biological Zone" incorporates a massage table and other recuperative equipment found in sports teams' training rooms. After a tough business negotiation, a challenging weekend on the slopes, or even a long night in the casinos of Monte Carlo, you might feel the need for a recovery zone yourself.

The zone also has a diagnostic capsule that displays each athlete's physiological data, an electrocardiogram recorder, spirometer, hypoxic generator, blood-pressure monitor, pulse oximeter, and a dynamometer. There's even a "smart" toilet that can flag dehydration. (I don't think I want to know how.)

While all of these features seem impressive, it's worth noting that virtually all current business jets already offer the technology that's most responsible for making the SportJet superior to airliners. When it comes to dehydration, for example, an airliner's cabin can be among the worst environments, because the humidity level is deliberately kept low. That's to protect internal electronics and structural components from corrosion. Designers could instead add more insulation and corrosion protection, but they don't because that would cost weight—as would the water associated with higher humidity—and in airline operations, passenger comfort often takes a back seat to profit.



Sukhoi Civil Aircraft's SportJet is specially designed for sports-team transport. The cabin includes medical and IT solutions to reduce jet lag, hypoxia, dehydration, stress on the body, and aerophobia.

That's not the case with privately operated jets, including the SportJet, where comfort is front and center, often at the cost of added weight. The structure of a business jet is well protected from corrosion; and some such jets, including the SportJet, incorporate active humidifiers that help prevent raw noses, dry mouths, and scratchy throats.

As for the hazards of hypoxia, the catastrophic failures seen in disaster films—the ones that lead to incapacitation—are only part of the story. Even when all systems are working fine, the pressure in the cabin of many airliners—and the resulting paucity of oxygen—could still replicate the atmosphere at 10,000 feet, or higher. Low-grade hypoxia from

hours spent under those conditions might not cause you to pass out, but it could give you a whale of a headache. And it certainly makes flying long distances more exhausting, even for those able to stay hydrated and lie flat to sleep.

Unlike airliners, most business jets are designed to maintain a "sea-level cabin" at lofty altitudes, making high flight just as comfortable and restful as a day at the beach. That level of comfort—and healthfulness—is one of the tangible advantages of private air travel that many passengers aren't even aware of.

The SportJet's innovative technologies could certainly give business jet outfitters some ideas to emulate. But in any modern business aircraft, you've already got quite a ride. **BJT**

**Mark Phelps** (mphelps@bjtonline.com) is a managing editor at BJT sister publication *Aviation International News*.





**BOB PITTMAN**  
CEO, iHeartMedia

*“Business aviation optimizes  
iHeartMedia employees’  
ability to meet in person.”*



# G500

MAX SPEED: MACH 0.925 · MAX RANGE: 5,000 NM · MAX ALTITUDE: 51,000 FT



## PARADIGM SHIFT

The expectations for business travel have been redefined. The all-new Gulfstream G500™ is designed to cruise at Mach 0.90 for thousands of miles—because when you fly farther faster, you return home sooner to what matters most to you. Wide-cabin comfort complements near-supersonic performance, making the G500 an aircraft truly optimized for uncompromised travel.

SCOTT NEAL | +1 912 965 6023 | [scott.neal@gulfstream.com](mailto:scott.neal@gulfstream.com) | [GULFSTREAMG500.COM](http://GULFSTREAMG500.COM)

Theoretical max range is based on cruise at Mach 0.85 with eight passengers, three crew and NBAA IFR fuel reserves. Actual range will be affected by ATC routing, operating speed, weather, outfitting options and other factors. All performance is based on preliminary data and subject to change.

**Gulfstream™**  
A GENERAL DYNAMICS COMPANY



# Well Heeled

Nearly a third (28%) of our readers have a net worth of more than US \$10 million—and one in five has a net worth that exceeds \$25 million.\*



90,000+ Readers  
in 152 countries\*

To obtain your free subscription, visit: [bjtonline.com/newsb](http://bjtonline.com/newsb)

\*2015 Readex Research independent study

BUSINESS JET  
**TRAVELER**



# Gulfstream

G650ER G650 G600 G500 G550 G450 G280 G150



## #1 IN BUSINESS AVIATION

Customer trust is earned one extraordinary experience at a time. Business aircraft owners and operators consistently rank Gulfstream the number one brand in business aviation\*, a testament to our dedication to creating and delivering the world's finest aviation experience.

SCOTT NEAL | +1 912 965 6023 | [scott.neal@gulfstream.com](mailto:scott.neal@gulfstream.com) | [GULFSTREAM.COM](http://GULFSTREAM.COM)

G650ER, G650, G600, G500, G550, G450, G280 and G150 are trademarks or registered trademarks of Gulfstream Aerospace Corporation in the U.S. and other countries.

\*According to JETNET IQ Brand Reputation of Aircraft Manufacturers surveys since 2011.

**Gulfstream**<sup>™</sup>  
A GENERAL DYNAMICS COMPANY