

# NBAA

## Convention News®

### Luminaries Open Show

Bizav's biggest show kicks off Washington insiders are among the attendees at this year's show, and they made it clear they know the value of business aviation and will take the message back to Capitol Hill. **Page 24**

### Light Business Aircraft

NBAA welcomes owner-pilots The association is ramping up its efforts to bring owner-pilots into the fold, and this week's convention is chock full of information sessions for those who fly and sign the checks. **Page 74**

### Eclipse Restarts Production

Revitalized VLJ coming in 2013 With financial support from minority stakeholder Sikorsky, Eclipse Aerospace will begin producing the 550, featuring upgraded avionics and autothrottles. **Page 76**

### Gulfstream Program Update

Progress report for G650, G280 Certification of Gulfstream's flagship G650 will take place in two stages, the company announced, and performance specs for the G280 have been improved. **Page 93**

### Today on AINonline

- > Dassault, Embraer score in China
- > Honeywell sees short-term pain, long-term gain
- > Charter gurus remain upbeat



Embraer unveils a model of the new jets it is making for their new Chinese partners, Minsheng Financial.

## Embraer logs sale of 13 Legacy 650s to Minsheng

by Liz Moscrop

They'll be cracking open the caipirinha bottle in São Jose dos Campos, Brazil, this week as Embraer celebrates a sale of 13 Legacy 650 jets to China's Minsheng Financial Leasing. First delivery is slated for the end of this year, with the remainder due into China over the next five years.

The order forms part of the memorandum of understanding signed in July between the two companies, whereby Minsheng will take up to 20 Embraer aircraft. Minsheng chairman Kong Linshan said that the company had sold 13 of the corporate jets already and is analyzing the Phenom. Minsheng has also sold a Lineage 1000, which will be delivered into China next year.

Kong added that Chinese aviation is accelerating at an amazing speed and joked that when he was a child his main transportation had been a horse and cart. He said, "We have taken a huge leap and arrived at business aviation."

Critical to Minsheng's purchasing decision is the support offered by manufacturers. China is desperately short of skilled mechanics able to support the burgeoning corporate aviation market, and Zhang Bo, Minsheng's vice president, pointed out that the product support offered by the manufacturers is as crucial as the product itself. "The buying decision is affected as much by the parts and support availability in the region," he said. Embraer recently appointed Hong Kong's Metrojet as its first authorized service center in the China region.

Ernest Edwards, president, Embraer Executive Jets, said that the airframer foresees a market for 630 bizjets in China over the next ten years worth \$20 billion. Kong put that at the slightly higher figure of 1,000 jets. □

## Cessna bets on Latitude

by Nigel Moll

New Cessna CEO Scott Ernest has taken the helm at a time when all eyes are on how the iconic Wichita airframer confronts the Embraer threat. Last month the company announced a revitalized CJ1+ known as the M2 to compete with, among others, the Phenom 100.

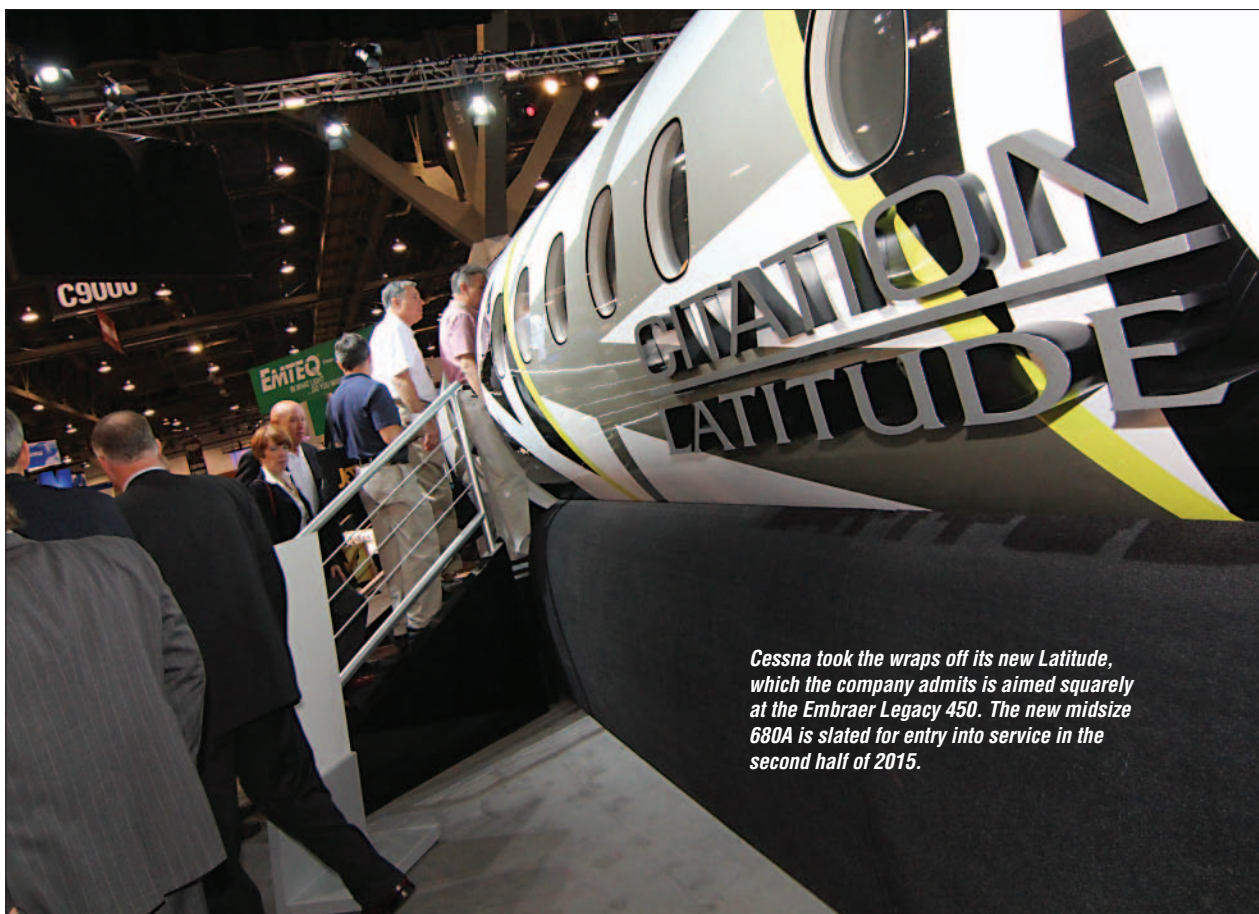
More significantly, here in Las Vegas yesterday the company took the wraps off a long-overdue enlargement of its midsize cabin in an addition to the Citation line

called the 680A Latitude. Cessna is betting that the currently depressed market for most business jets other than the large-cabin, ultra-long-range segment will turn around in sync with its development and certification schedule, which envisions first flight in mid-2014, FAA approval in mid-2015 and entry into service in the second half of 2015, followed by EASA certification in the first half of 2016. Cessna says the Embraer Legacy 450 is squarely

in the Latitude's sights.

At first blush the new airplane looks like a Sovereign, but the interior reveals a Garmin cockpit, 72-inch stand-up headroom in a flat-floor cabin and bigger windows higher up the fuselage for a less hunched view of the world. When viewed from the outside, sleeker nose lofting, curved windshield panels and subtle 787-style wingtip treatment distinguish the new airplane. With a list price of

*Continued on page 93 ►*



Cessna took the wraps off its new Latitude, which the company admits is aimed squarely at the Embraer Legacy 450. The new midsize 680A is slated for entry into service in the second half of 2015.



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# Living wall 'greens' BBJ cabin

by Kirby J. Harrison

The idea of a "living wall" in a business jet cabin was something designer Edese Doret says he had been thinking about for about a year. After running the idea by a designated engineering representative (DER) and several engineers, he suggested it to a client, and he said, "and he loved it."

So New York-based Edese Doret Industrial Design was off and running. The end result is four Living Walls to be built into a privately owned Boeing 787-9—one wall each in the stateroom, the passageway, the lavatory and

the lounge. Each wall is completely covered, end-to-end and top-to-bottom, with ferns; all evergreen variants that do not shed their leaves, do not attract insects and are known for their non-allergenic properties.

Water and plant food are provided through an irrigation system, for which Doret may apply for a patent. Sunlight is provided through a series of mirrors that channel light from the cabin windows and supplemented by artificial light, both of which can be blocked temporarily. Another special requirement is for a gardener

who can come in periodically and give the walls a nice trim.

According to Doret, the cost is "only slightly more" than for a typical fabric- or leather-covered wall. Here at the NBAA show, a video animation of the Living Wall is being shown at several exhibits; Boeing Business Jets (Booth No. C9210), Emteq (Booth No. C9039) and L-3 Platform Integration (Booth No. 8132). L-3 in Waco, Texas, has been selected to do the completion work on the aircraft. The 787-9 is scheduled for delivery in 2015 to an unidentified owner. □



Edese Doret's Boeing 787-9 interior design features living walls made of ferns. The walls include an irrigation system to carry both water and food to the plants.

## Pilatus displays cloak and dagger Spectre platform

by James Wynbrandt

Swiss aircraft manufacturer Pilatus Aircraft is displaying the Spectre, a variant of its popular PC-12 NG single-engine turboprop reconfigured for intelligence, surveillance and reconnaissance (ISR) missions, at the convention hall's outdoor static display area.

"We want to get the word out about its ISR capabilities to potential customers," said Bryan Anderson, Pilatus's senior manager of government programs. "We've talked to some people who said, 'The PC-12 is too nice' to serve as an ISR platform. But it's also a workhorse."

Anderson noted that in an era of declining budgets, the PC-12 NG Spectre is the best choice for agencies looking for cost-effective ISR solutions, particularly when measured against the cost of a twin-engine solution or the more limited capabilities of a non-pressurized single-engine turboprop.

The Spectre has two primary features that distinguish it from a standard PC-12 NG: an electro-optical sensor concealed in the tailcone that is lowered during ISR operations and an onboard operator's station where the images can

be monitored. The data can also be archived, and sent via datalink to ground stations in real time.

Pilatus began selling the Spectre in the 1990s, but sales have increased in recent years as the need for ISR platforms, and the Spectre's suitability for the role, have been recognized.

Tom Aniello, the company's vice president of marketing, said Pilatus has a goal of selling five to 10 Spectres per year and is on a mission of its own to boost those sales. "We're shifting a lot more focus to the military and law enforcement markets," he said.

Clients have included law enforcement agencies, customs and border patrol services, the Drug Enforcement Administration, Canada's RCMP and other government entities, "some that we can't name," Aniello said.

Conklin & de Decker calculates the Spectre's operating costs are less than \$600 per hour. The aircraft's high-speed cruise of 280 knots, loiter time in excess of eight hours and ability to operate on unimproved airstrips provides operators with great mission flexibility, said Anderson, who, as a former U2 pilot, knows something about ISR platforms. An additional operator's station can be installed on the Spectre, and many customers install customized ISR equipment and communication gear after delivery. For the first nine months of this year, the mission-capable rate for the global Spectre fleet was more than 99 percent, Anderson said. Sold as an option on the stock PC-12 NG, the Spectre is priced at a little less than \$500,000 more than the standard version. □



The Pilatus PC-12 NG is on static display in its Spectre ISR (intelligence, surveillance and reconnaissance) mission configuration.

## Ruag shows multimission Dornier 228 'new gen'

by Harry Weisberger

Ruag Aerospace Services is here at NBAA '11, exhibiting on the Henderson Executive Airport static display line with an example of something sort of old and something quite new, the "New Generation" Dornier Do228NG multimission turboprop twin.

Last year the aviation division of Swiss holding company Ruag began delivering new examples of the model first manufactured in 1981. Originally built as a regional airliner, its latest iteration is being marketed for several special missions with an all-glass cockpit, 715-shp flat-rated Honeywell TPE331-10 engines and five-blade propellers. First delivery of the newly built 228NG was in September 2010 to a Japanese operator.

Current production rate at the Ruag final assembly facility in Oberpfaffenhofen, Germany, is four airframes per year. As with previously built Do 228s, fuselage, wing and tail sections are being built by Hindustan Aeronautics Ltd. (HAL) in India and shipped to Bavaria. Ruag's Alexander Müller said Sunday that 28 percent of Do 228NG content is currently American—primarily engines and avionics—but that number may soon rise to as high as 50 percent.

The aircraft can be configured in a variety of ways, as a 19-seat passenger transport or corporate shuttle, a medium-range cargo transport, high-endurance sensor platform, medevac, maritime surveillance or border patrol aircraft. A 78-knot stall speed gives the Do 228NG excellent short- and unprepared-field performance, with a balanced field length of just under 2,000 feet at max gross weight. Ruag is willing

to renovate and modify existing Do 228 airframes to NG configuration, but representatives said there are no such aircraft currently available. Approximately 250 Do 228s are flying worldwide today.

The Do 228NG's primary rivals in the special mission arena are the Czech-built LET 410 and deHavill-



Klaus-Peter Leinauer, left, vice president of sales and business development of Ruag, and Alexander Müller, right.

land-Canada DHC-6 Twin Otter (now manufactured by Viking Aircraft). Ruag produced figures showing the -228 having better speed, range, payload and hourly operating cost numbers than those of competitors. Price of the new production Do 228NG varies widely depending upon the mission equipment specified, from a low end of \$8.7 million to as high as \$40.2 million.

The aircraft's utility and ease of mission equipment installation is enhanced by its slab-sided, unpressurized fuselage and large roller door that can be opened in flight. It will accommodate a wide variety of sensors including Flir, laser illuminator, 360-degree surveillance and side-looking radars. □