

SHOWNEWS

AVIATION WEEK

President
Greg Hamilton

Publisher
Mark Flinn

Editor-in-Chief

John Morris
morrisoff@aol.com
860-365-0445

Senior Editor

Rich Piellisch, rich@piellisch.com

News Editors

Mike Jerram, Scot Greenan

Writers

Brendan Gallagher, Fred George, Robert Hewson,
Paul Jackson, Mike Vines

Copy Editor

Rhea Yablon Kennedy

Senior Art Director & IT Manager

Kirk Fetzer

Art Directors

Maureen Spuhler, Anel Fristoe

Photographer

Mike Vines

Digital Photo

Fran Vines

Photo Editor

Jim Swickard

Digital Data Manager

Theresa Petruso

Show News Sales Director

& EMEA Managing Director

Iain Blackhall
iain_blackhall@aviationweek.com

BCA Sales Director

Mike Triunfo
mike_triunfo@aviationweek.com

Sales Team

Richard Brown, richard_brown@mcgraw-hill.com

Tom Davis, tom_davis@aviationweek.com

Mike Elmes, mike.elmes@aerospacemedia.co.uk

Romaine Meyer, romaine_meyer@aviationweek.com

Vittorio Prudente, prudente@aviationweek.com

Robert Rottmeier, robert_rottmeier@aviationweek.com

Tim Reed, tim_r_reed@aviationweek.com

John Specht, john_specht@aviationweek.com

Beth Wagner, beth_wagner@aviationweek.com

Gary Worden, gary.worden@spc-mag.com

Operations Manager

Erving Dockery

Marketing Manager

Meridith Weiss

AVIATION WEEK BCA Show News

is published at EBACE by
The McGraw-Hill Companies, Inc.,
2 Penn Plaza, New York, NY 10121

AVIATION WEEK also publishes
Aviation Week & Space Technology,
Aviation Daily, *Aerospace Daily & Defense Report*,
Business and Commercial Aviation, *Overhaul & Maintenance*,
The Weekly of Business Aviation, *Defense Technology*
International, and *World Aerospace Database*
including *World Aviation Directory*.

Material in this publication may not be
reproduced in any form without permission.

Printing & Distribution Managed by:

MM Print Services Limited
www.mmprintservices.com

© Copyright 2011 by The McGraw-Hill Companies, Inc.
All rights reserved. Library of Congress ISSN 1092-6151

Show News at EBACE

On-site Newsroom: Hall 6, Near Gate 622

Tel: 41 (0) 22 761-2283

The McGraw-Hill Companies

Fighting Talk from Bizav Bigwigs

"Gloves off" was the order of the day at yesterday morning's EBACE opening general session. Brian Humphries, president of the Brussels-based European Business Aviation Association, said that while the continent's politicians were beginning to get the message about the industry, there was still plenty of work to be done. "Misconceptions continue to abound," Humphries stated.

Ed Bolen, his counterpart at the U.S. National Business Aviation Association (NBAA), took up the same set of cudgels. "Too often we're seen in caricature," he said. "There are three notions to be countered: that business aviation is just the same as the airlines, that it's in competition with the airlines, and that it's only for VIPs and the big corporations."

In fact, the NBAA chief asserted, business aviation is populated largely by small and medium-sized enterprises, and is complementary to air transport, with recent research showing that the industry spends most of its time linking city pairs that have little or no scheduled airline service.

Humphries spoke of some recent wins among

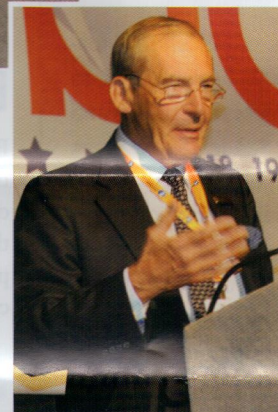
the continent's policymakers, including a 2008 EC report describing business aviation as being of central importance to Europe, and a subsequent European Parliament requirement that its needs should be taken into account in airport planning.

But Bolen reminded the audience that the regulatory environment was still far from completely benign. "The European emissions trading scheme (ETS) betrays a complete misunderstanding of how business aviation operates," he said. "So we must be very aggressive in asserting our decades-long record of continuous improvements in efficiency, and in showing who we are and how we work."

Humphries promised a similarly vigorous response to UK proposals for a GBP186 per person flat-rate tax on movements by business aircraft above 5,700 kg. "This could damage both our industry and the economic recovery that we are helping to promote," he declared. "We will fight this and insist on the need to treat business aviation fairly." —Brendan Gallagher



NBAA's Ed Bolen.



EBAA's Brian Humphries.

Airbus Makes Comlux America Official

Airbus has appointed Comlux America LLC of Indianapolis as a new cabin outfitter in the U.S., expanding the range of completion centers available to its corporate jet customers. The first aircraft outfitted by Comlux America, an Airbus ACJ320, is on display here at EBACE.

"With our origins in VVIP charter and aircraft management, we are uniquely well-placed to understand and satisfy the cabin outfitting needs of private jet customers," said Comlux America President Ettore Rodaro. "We can also take care of their cabin refurbishment and maintenance needs via Comlux Aviation Services, which was previously known as Indyjet and which has around 30 years of experience."

Comlux America expects to outfit three to four ACJs per year.

"We now offer our corporate jet customers a choice of nine Airbus-approved cabin outfitters, giving

them a wide choice of cabin completion options that will help them to get a great cabin to go with an outstanding aircraft," said Tom Williams, Airbus executive vice president for programs. Comlux is at Booth142.



Left to right: Christopher Pelet, head of Comlux Transactions; Scott Meyer, Comlux America vice president, operations; Ettore Rodaro, Comlux America president; Arnaud Martin, Airbus vice president, Corporate Jet and VIP Program; Gregory Coston, Airbus senior procurement manager; Fabienne Fioroni, Airbus cabin procurement manager.