

It's Not Your Grandfather's Airplane – But It Is Your Dad's

The Total Aviation Person (TAP) is not in the business for money or glory – although a little of that stuff always helps. No, the TAP is here because of their ardour, passion and lust for the world of aircraft. There are TAPs everywhere at EBACE, but occasionally you meet someone whose ties go even deeper.

At BAE Systems, Chris Sedgwick is one of those folk – a TAP from a TAF (Total Aviation family). As a technical sales executive at BAE Systems Asset Management, Chris's job is to sell the aircraft that his father flew as a test pilot on its maiden flight on September 3, 1981.

On that day Chris's dad, the urbane Falkland Islander Peter Sedgwick, was at the controls of the prototype British Aerospace 146 alongside BAe's then Chief Test Pilot Mike Goodfellow. Peter is retired now but gainfully employed looking after his Alvis Speed 20 vintage touring car. Son Chris trained as an apprentice at the Hatfield plant where Avro Regional Jets and Avro Business Jets, such as the Hawker Siddeley 146, were born in the early 1970s. A private pilot license holder, Chris's day job includes selling ABJs, of which there are 24 in service today around the world.

BAE has a number of ABJ sales campaigns under way right now and is in discussions to sign a new order soon, perhaps for more than one aircraft. "I have been with this aircraft since I was 12 years old," Chris said. "I am determined to get a couple more orders this year, and to get the message out that this is a fantastic jet." And he should know.

—Robert Hewson

Cessna Citation CJ4 Gains EASA Certification

Cessna Aircraft Co. announced yesterday that the Citation CJ4 business jet has received type certification from EASA. The CJ4 is the newest and largest member of the CJ family, which includes the CJ2+ and CJ3. The CJ4, which gained FAA certification in March 2010, made its EBACE debut in May



Chris Sedgwick

Loneragan and Gaona Take EBAA 2011 Awards

Former London-Biggin Hill Airport director Peter Loneragan and Comlux Aviation Group president Richard Gaona are the recipients of the 2011 European Business Aviation Awards.

- Starting in 1994, Peter Loneragan turned Biggin Hill, once slated for closure, into a thriving general aviation airport. A runway and ramp were added, new hangars constructed, and staff swelled from 36 to more than 100. Loneragan plans to represent EBAA members on the EASA Rulemaking Group on Requirements for Aerodrome Operations. EBAA chairman Rodolfo Baviera commended Loneragan as "a true asset and champion for the industry, an integral part of the business aviation community for many years."
- Richard Gaona spent more than 25 years with Airbus, during which time the company launched the Airbus Corporate Jetliner. As president of the Comlux Aviation Group he has opened new facilities across the globe and more than tripled the number of aircraft the company owns and operates. NBAA president and CEO Ed Bolen said: "I had the pleasure of meeting Richard recently, and I can attest to his charisma, his business smarts and his heartfelt enthusiasm for the advancement of business aviation all around the world."



Loneragan and Gaona.

LBAS Risks Discounted Inspection Pricing

In a "market sounding" move to test a new pricing structure, Bombardier Business Aircraft and Lufthansa Bombardier Aviation Services are offering "Summer Special" fixed pricing for scheduled inspections on Learjet, Challenger and Global aircraft until the end of August. Customers will have the choice of a standard proposal for defect rectification, being charged for the actual time consumed or a guaranteed firm fixed price, with downtime guaranteed for the latter option. "We're taking a risk," LBAS CEO and managing director Andreas Kaden told *ShowNews*, noting that if the offer proves popular, it may be repeated. Lufthansa Technik is at [Booth 443](#).

Altenrhein and ACA for Ukraine MRO



Switzerland's Altenrhein Aviation has teamed with Aero-Charter Airlines for Kiev-based ACA to support Altenrhein's new Part 145 Gulfstream line maintenance station at Kiev's Boryspil International. ACA will provide infrastructure, personnel and logistics services as Altenrhein handles EASA- as well as Ukrainian-registered Gulfstream aircraft, performing all maintenance up to A Checks. The facility opened on May 1. Altenrhein is at [Booth 1457](#).

Koot Named Fokker Services President

The Fokker Technologies board this month named Jeroen Koot as president of Fokker Aircraft Services, replacing Edwin Schilling. Koot brings extensive experience in system engineering from the railway and luxury yachting industries. He has also been managing director of Stork RMO. Fokker Aircraft Services is at [Booth 1338](#).



Al Bateen and Air Works Sign MoU for MRO

Abu Dhabi Airports has an MoU with India- and UK-based Air Works for a new MRO facility to be established at the fast-developing Al Bateen Executive Airport. "Air Works and Al Bateen are a natural fit," said Al Bateen GM Steve Jones.

Challenger 605 to Kuwait's Al Jarallah

Range and a spacious cabin were among the key selling points as Bombardier ([Booth 7011](#) and static) has delivered a Challenger 605 aircraft to Ahmed Al Jarallah, of Kuwait, editor-in-chief of Al-Seyassah, a Kuwaiti news and entertainment industry company. Al-Seyassah's daily newspaper has a circulation of some 70,000 and its website is one of the most visited in the country. Al Jarallah

