



Lent

Christian Culture observes lent from Ash Wednesday till Easter Sunday by refraining from eating some favorite food or abstaining from alcohol, smoking, or cursing. The reasons are varied, when you ask folks why they fast. Some will say they want to prove to themselves that they can be strong, some do it to honor their religious beliefs, some want to be reminded of what it is like to do without some favorite thing. Whatever the reason, Spring seems to call for reflection and renewal in our personal lives, why not in our businesses as well?

Interestingly, during this early spring period, companies go through a slower phase, the executives travel less, and take more time to focus on projects, consider new markets and re-evaluate long-term strategy. Traditionally, February and the first half of March are slower for Business Jet operators and therefore the opportunity arises for this niche to do its own bit of “fasting”.

But is this not a fasting on your time? The “need-to-have, most-painful-to-do-without” commodity of our time! Time has become the luxury commodity of the 21st century. It is the one thing you would, under no circumstances, give up for Lent because you have been giving up enough of it all year! Time is the only true luxury item in my mind; I’m sure most business travelers will agree with me on this. Travel that reduces check-in and transit times and allows flexibility is high on every one’s wish list. Business Aviation is one of the few places where you can actually buy time. In an age of cost-effectiveness studies, why would anyone send their highly paid executives thru time-wasting airport hurdles?

In Business Aviation, our commitment should be to make “time” the essential “must-have” product in our offering. We need to let go of the habits that interfere with this commitment and effectively provide and make use of tools that lend substance to our argument. Let’s make business jet travel the one thing no one gives up for Lent.

Losing Malaysian 370

Oftentimes clients and acquaintances ask what the causal factor was of this or that accident. The Malaysian accident leaves us puzzled. What was going on? Why does it take more than three weeks to find a trace of the aircraft. How can an aircraft get lost in these times of all pervasive technology and manned space stations?

Since the 9/11 attack on the World Trade Center we have a Fort Knox style steel door between the cockpit and cabin. The cabin crew has neither keys nor other means of entering the cockpit. They have to contact the pilots via call buttons, block the front area near the cockpit and wait for the pilots to open the door. Communication and interaction between the cockpit and cabin crew is reduced to a minimum. The two pilots sit together for the length of the flight, often not talking much, staying awake is the goal; an 8 hour flight can become very tedious. The isolation contributes to fatigue and staying awake becomes a veritable problem. In my good old days, we had constant cockpit visitors who kept me talking and explaining, while having all cockpit instruments in my peripheral sight.

It seems that in at least two cases the steel door was used by one pilot to lock himself away from his colleague who uses the washroom and, once alone in the cockpit, do his mischievous things. While his Captain was outside the cockpit, an Ethiopian Co-Pilot landed the 767 in Geneva asking for asylum in February. This Malaysian accident might have had a similar cause: one pilot, alone in the cockpit, can proceed on his well prepared mission, disguising his intentions and crashing the aircraft in a very remote location, where it would never be found. For flight safety, I think the disadvantages of the steel door barricade between cabin and cockpit crew outweigh the advantages. This discussion will have to be started.

Ukraine/Russian Business Jet markets - EASA developments

With the conflict between Russia and the Ukraine, one of the key markets for business jets is in jeopardy. Due to sanctions imposed by the west, aircraft management firms operating a large number of western jets for Russian oligarchs will have to rethink their modes of operation. **tiansalo** is presently assisting a customer in the Ukraine with such operational restructuring.

The new NCC regulations of the European EASA and the VAT rules of the ever so interested European tax authorities present another challenge. These might be the dominating factors for the European private aircraft industry in 2014.

Blacklisted Airlines from non EASA countries

tiansalo has been working on airline projects in countries which have been blacklisted by the EU commission, meaning the airlines registered in those countries cannot fly into the EU or North America. EASA has started a new department, auditing such airlines individually in order to get them off the blacklist.

tiansalo is helping to prepare such airlines for these audits and eventually get them European entry permissions.

Contact us

We have opened our UAE head office a while back, and just set up our representation office in Berlin/Michendorf.

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