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airport business

November 2011

Your Management Source Inside the Fence



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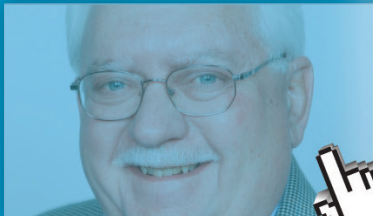
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Randy Walker, director,
Clark County Department of Aviation

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Robert Stowe, Director, Marketing Services, Wendy's
and Chairman of the Digital Signage Federation



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Inside Airport Security

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Key Decisions Pending

An FBO lawsuit and a Part 16 filing are putting a spotlight on airport/tenant relationships

While an FBO coalition and airport groups work through their differences on leases and the role of the private sector, two decisions could have a major impact ...



John F. Infanger
Editorial Director

As has been written here and elsewhere, a coalition of FBOs in concert with NATA is pushing airport groups to adopt policies that encourage long-term leases for tenants. They also oppose airports competing with the private sector.

ACI-NA president **Greg Principato**, at the group's annual meeting in **San Diego**, relates: "We certainly wanted to foster dialog. It's pretty obvious that there's a need for better understanding on both sides of that discussion."

"The place we draw the line is the legislative proposal of legislating for 39 years – we're not going to support that. Legislating that airports can't get into certain activities – we're not going to support that. But all the rest of it is open for discussion; it's open for better understanding. Certainly, you want both parties across the table to understand the other's business as well as possible. Their success depends on each other."

Two items that could have an effect of where this discussion goes are a **Part 16** complaint filed with **FAA** by **TAC Air** and a federal lawsuit initiated by **Private Sky Aviation** at **Southwest Florida International Airport (RSW)**.

TAC Air's filing comes after the **Chattanooga Metropolitan Airport Authority** built a second FBO terminal

and contracted with **Wilson Air Center** to provide FBO services, in competition with **TAC Air**. The latter's main concerns are that the authority used grant monies to build the facility, and may not be adhering to its own set of minimum standards.

Comments TAC Air president **Greg Arnold**, "Pure and simple, it's not fair to force us to compete with a subsidized entity."

As head of an FBO chain, Arnold says his experience has seen a "mixed bag" when it comes to airports and lease lengths. "There have been airports that haven't wanted to work with us, while others have been very helpful."

At an **NBAA** press briefing in **Las Vegas**, **Private Sky Aviation** CEO **Vincent M. Wolanin** outlined the reasons for his company's lawsuit against the **Lee County Port Authority**. Private Sky is the lone FBO at **RSW**; however, the county operates the FBO at nearby **Page Field** and it recently constructed a new \$16 million FBO terminal at the airfield.

Wolanin charges that the county is competing unfairly, may have used grant monies improperly, and isn't subject to the same fees and taxes that a private FBO pays.

"We feel this is going to mushroom to other communities," says Wolanin. "I decided we wanted to make law about this."

He also suggests that **FAA** may need to delve deeper into how grant monies are used: "You would think **FAA** would look at the impact of grant money on the private sector. We can't find any evidence that they do that."

Thanks for reading.

Pure and simple, it's not fair to force us to compete with a subsidized entity.

— Greg Arnold,
TAC Air



According to Mike Boyd, more than 20 percent of arrivals are late, and one in five flights arrive more than 15 minutes off-schedule.

On-Time Performance By Airline Brand: January-August 2011

Airline System	Total Arrivals	On Time	Within 15 min.	Over 15 min.	Cancelled	Diverted
AirTran	144,480	63.7%	83.8%	16.2%	1.6%	0.3%
Delta	672,374	61.6%	81.1%	18.9%	2.4%	0.2%
US Airways	302,074	61.3%	82.0%	18.0%	1.9%	0.2%
United	534,414	60.6%	79.3%	20.7%	3.2%	0.2%
American	579,473	60.4%	79.4%	20.6%	4.3%	0.4%
Southwest	677,299	57.6%	80.3%	19.7%	1.3%	0.2%
JetBlue	125,568	54.2%	73.8%	26.2%	1.9%	0.3%
Continental	306,183	52.2%	77.7%	22.3%	2.5%	0.3%
Frontier	40,648	51.3%	78.1%	21.9%	1.2%	0.2%
TOTALS	3,382,513	59.2%	80.0%	20.0%	2.5%	0.26%

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Cygnus Reprint Services – To purchase article reprints please contact Foster Printing Services at 1-800-875-3251 or email sales@fosterprinting.com

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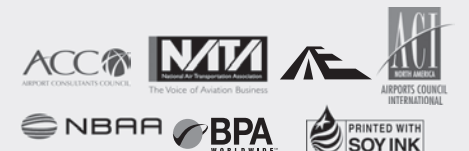
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Airport Business (USPS 001-614; ISSN 1072-1797 print; ISSN 2150-4539 online) is published 8 times per year in Feb/Mar, April, May, Jun/Jul, Aug/Sep, October, November and Dec/Jan. Periodicals postage paid at Fort Atkinson, WI and additional entry offices. Change of address or subscription information: Toll Free: 877-382-9187, Local: 847-559-7598, Email: circ.airportbusiness@omeda.com. POSTMASTER: Please send address changes to Airport Business, Cygnus Business Media, PO Box 3257, Northbrook, IL 60065-3257. Printed in the USA.

Canada Post PM40612608. Return Undeliverable Canadian Addresses to: Airport Business, PO Box 25542, London, ON N6C 6B2.

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industry news

ACI-NA HONORS EDITOR JOHN INFANGER FOR 25 YEARS

SAN DIEGO — At its 20th Annual Conference in October in San Diego, Airports Council International-North America president Greg Principato recognized John Infanger, editorial director for *airport business* magazine, for 25 years of service to the aviation community.



Greg Principato congratulates John Infanger.

Comments Principato, "For 25 years, John Infanger has covered the airport and aviation industry with intelligence, integrity, and energy. He will, as good journalists do, ask tough questions and hold people accountable using the facts and their own words. John is thorough and fair, laying out the facts for his readers, shedding light on complex aviation issues. Whether you are an industry insider or lay person, you will be better informed about airports and aviation after reading John's work."

"ACI-NA is delighted to recognize and celebrate John's quarter century of covering our industry and to wish him many, many more years of service to his many readers and admirers."

The plaque presented to Infanger offers the following inscription: "In recognition of 25 years as an aviation journalist whose articles continue to be required reading for everyone in the airport industry."

Briefings ...

AEROMEXICO — announces new service between Guadalajara, Mexico and Las Vegas.

ALLEGiant — adds non-stop service between Lexington, KY and Ft. Lauderdale.

AMERICAN AIRLINES — reports it will retire up to eleven Boeing 757 aircraft in 2012.

AOPA — Aircraft Owners & Pilots Assn. reports that more than 7,000 visitors attended this year's AOPA Aviation Summit in Hartford in Sept. Some 17,000 viewers in 74 countries watched live streaming coverage of the event on AOPA Live.

BOMBARDIER AEROSPACE — reports it will build the aft fuselage for its new Global 7000 and Global 8000 business jets in Queretaro, Mexico. The Queretaro facility already produces the aft fuselage for the Global 5000 and 6000 jets, and major composite structures for the Learjet 85.

BURBANK-GLENDALE-PASADENA AIRPORT AUTHORITY — is making presentations to its three member cities to outline the principles of a collaborative process aimed at achieving a consensus plan for the future of Bob Hope Airport.

BUSINESS JET ACCESS — at Love Field in Dallas, TX adds a Global Express XRS to its fleet of managed aircraft.

CESSNA AIRCRAFT CO. — launches the Citation M2, a new light business jet that fills the gap between the Citation Mustang and the Citation CJ family.

CHICAGO DEPT. OF AVIATION — closes a transaction to purchase eleven gates from Delta Airlines in Terminal 3, Concourse L at O'Hare Int'l Airport. CDA plans to allow Virgin America, Spirit, Jet Blue, Air Choice One, and American Airlines to operate out of the gates either on a preferential or common use basis.

• The CDA also issues a Request for Proposals to lease, develop, and operate food & beverage concessions at Midway Int'l Airport.

(Continued on page 6)

RENTAL FACILITY OPENS AT NASHVILLE

The Metropolitan Nashville Airport Authority completes one of the largest construction projects in its history, a 1.2-million-square-foot consolidated rental car facility at Nashville Int'l Airport. The new facility is located across from the terminal and increases the airport's rental car capacity by some 1,400 cars. It also features 21,000 sq. ft. of covered walkways.



Nashville's new rental facility sits across from the main terminal.

(Continued from page 5)

CHICAGO EXECUTIVE AIRPORT — reports it is nearing completion on one taxiway

project that adds approximately 800 feet to the southern end of Taxiway Lima,

and will soon begin a 1,000-ft. extension to Taxiway Echo.

CIRRUS AIRCRAFT — of Duluth, MN delivers its 5,000th airplane; company began production in 1999.

CLEVELAND INT'L AIRPORT — breaks ground on a new \$69 million air traffic control tower and Terminal Radar Approach Control facility.

CONDOR AIRLINES — announces it will begin seasonal, twice weekly service between Frankfurt and BWI/Thurgood Marshall Int'l Airport.

DFW INT'L AIRPORT — reports that Emirates will launch nonstop daily service between DFW and Dubai on February 2, 2012, utilizing Boeing 777-200LR aircraft equipped with 266 seats.

• DFW begins construction to add 54,000 sq. ft. of "landside" interior terminal space in Terminal E, creating more room for ticketing, baggage claim, security, and passenger services. The work is part of the DFW Terminal Renewal and Improvement Program (TRIP), a seven-year, \$1.9 billion renovation plan to renew all four of the airport's original terminals, which first opened in 1974.

ERIEZ^(R) — of Erie, PA reports that its E-Z Tec^(R) DSP Metal Detector has been added to the TSA's Air Cargo Screening Technology List, approving the technology for screening non-metallic commodities in the air cargo environment.

EXECUTIVE AIRCRAFT MAINTENANCE — an authorized Twin Commander Service Center at the Scottsdale, AZ airport, receives overhaul authorization for the TPE331 engine by Honeywell.

FAA — proposes a \$241,200 civil penalty against Streamline Aviation, Inc., of Miami for allegedly failing to complete proper repairs and inspections of steel landing gear parts. FAA also is proposing \$1,042,500 in civil penalties against Pinnacle Airlines, Inc. for allegedly operating two aircraft on a combined 63 flights when they were not in compliance with FAA regulations.

• FAA creates a website to educate the public about the increasing number of reports of laser attacks on aircraft: <http://www.faa.gov/aircraft/safety/report/laserinfo>.

FARGO JET CENTER — delivers its 8th special mission King Air in 2011. The eight completions are a combination of cloud seeding, atmospheric research, and air medical transport system special mission aircraft. It is the second aircraft delivered in 2011 to the Armed Forces in the Republic of Senegal.

FRONTIER AIRLINES — will introduce nonstop seasonal service between Kansas City (MCI) and Orlando (MCO) from Jan. 5 through April 15, 2012.

GRESHAM, SMITH & PARTNERS — is selected to provide design services for a signage upgrade project at Philadelphia

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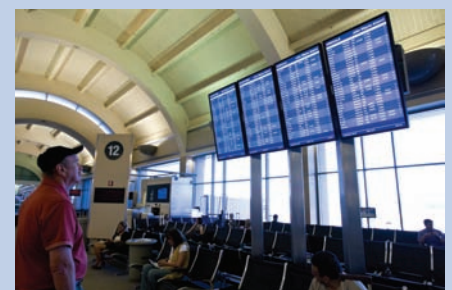


TERMINALS

JWA Celebrates Opening of Terminal C

In November John Wayne Airport in Orange County, CA was preparing to open its new \$195.9 million Terminal C, a multi-level building comprising a total area of approximately 282,000 sq. ft., including six new commercial passenger gates, security screening checkpoints, food/beverage and news/gift concessions, three baggage carousels, and a Common Use Passenger Processing System (CUPPS).

The project also includes construction of new permanent commuter terminals at the south end of Terminal C and the north end of Terminal A, replacement of passenger boarding bridges at all 14 existing gates in Terminals A and B, as well as a new baggage handling system for all three terminals and other upgrades to Terminals A and B.



The terminal is part of a major capital development program at JWA.

Int'l Airport that will encompass all terminals, gates, curbside areas, and parking garages.

HALIFAX STANFIELD INT'L AIRPORT — sees security screening operations assumed by Securitas Transport Aviation Security Ltd., a Canadian affiliate of Securitas AB in Sweden. The change is part of an overhaul by the authority of security screening across Canada, which has reduced the number of different contracts for security screening from 17 to four.

HOUSTON AIRPORT SYSTEM — reports that its airports generate \$27 billion for the regional economy, and are directly responsible for more than 230,000 jobs that generate \$8.7 billion in employment earnings.

HOUSTON EXECUTIVE AIRPORT — in Brookshire, TX plans to open a 12,000 sq. ft. community hangar, bringing the airport's leased space to over 95,000 sq. ft. and including a 26,000-sq. ft. corporate hangar.

KANSAS CITY DOWNTOWN AIRPORT — reports that Ideker, Inc. has begun the first phase of a three-phase Taxiway Pavement Rehabilitation Program. The \$3.5 million project will include rehabilitation of the airfield lighting circuits, airfield lighting fixtures, and airfield signs.

KINGMAN (AZ) AIRPORT — is awarded nearly \$1.6 million from FAA to rehabilitate runways, install signage and lighting, and upgrade runway markings.

L-3 COMMUNICATIONS — of New York reports that TSA has purchased 300 ProVision® ATD personnel screening systems for use at aviation checkpoints, in an order valued at \$44.8 million. TSA is also in the process of upgrading 250 existing ProVision units deployed at 40 U.S. airports with the new image-free ATD software under a separate contract.

LEADING EDGE AVIATION SERVICES INC. — of Santa Ana, CA enters a 20-year lease at Meacham Int'l Airport, bringing 150 jobs. Company will paint the Boeing 787 Dreamliner, among other commercial airframes, at a site that includes a 69,490-square foot hangar.

MASSPORT — approves a series of rates and charges for airlines at Boston Logan Int'l Airport, effective Oct. 1, 2011 to Sept. 30, 2012, setting landing fees at \$4.36 per 1,000 lbs., a 39 cent drop and the lowest rate since FY2008.

Airline fees will be 2-3 percent higher than last year, with the increase coming in terminal rents.

• Massport also gives the go-ahead for a checked baggage screening system that includes a TSA grant of nearly \$68 million to replace the nation's first major in-line baggage screening system with second generation equipment.

MCCARRAN INT'L AIRPORT — in Las Vegas announces that through a ten-year extension to its existing agreement, HMSHost will provide restaurant and beverage options through 2028.

MEMPHIS INT'L AIRPORT — dedicates its new \$72.6 million air traffic control tower and radar approach control. The new 336-foot-tall Memphis air traffic control tower houses training rooms, administrative offices, and an expanded terminal radar approach control.

MIAMI INT'L AIRPORT'S — North Terminal Development Program is awarded the 2011 Project Leadership Award Program Gold Award Winner by the Construction Owners Assn. of America.

MID-CANADA MOD CENTER — relocates to the North End Business Aviation Section of Toronto Lester B. Pearson Int'l Airport.

(Continued on page 8)

TERMINALS

Sacramento Unveils the 'Big Build'

Sacramento Int'l Airport (SMF) on Oct. 6 opened its new Central Terminal B. The \$1.03 billion terminal modernization project, the Big Build, includes the new Central Terminal B and Airside Concourse, designed by Corgan Associates, Inc., in association with Fentress Architects.

Built with an emphasis on sustainability, the terminal is bright and airy, with abundant natural daylight entering through clerestories and expansive glass curtainwalls. Officials are pursuing LEED® Silver certification for the terminal and concourse, which feature 19 gates, over 19,000 sq. ft. of landside concessions and some 23,000 sq. ft. of airside concessions, as well as an \$8 million public art program.



Sacramento's new terminal plays heavily on an airy, artsy design, one that emphasizes sustainability.

Portland's Jetport Expands

Architectural firm Gensler presents what it terms the newest benchmark in sustainable airport design with the recent opening of Portland (ME) Int'l Jetport's terminal expansion. The 160,000 sq. ft., three-gate facility is designed to achieve LEED Gold certification, and features an innovative geothermal heating and cooling system, the largest in Maine, which was funded by a Voluntary Airport Low Emissions (VALE) grant from FAA.

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FBO snapshot

BANYAN REVITALIZES ITS PILOT SHOP

Banyan Air Service based at Ft. Lauderdale Executive Airport is in process of changing Hangar63 (Banyan's Aviation Store) to Banyan Pilot Shop, and TropicAero.com (Banyan's On-line Store) to BanyanPilotShop.com.

BanyanPilotShop.com offers products such as iPad2 aviation bundles, Garmin 796, Lightspeed Zulu.2, and the Bose A20. The on-line store offers international shipping and accepts PayPal and most major credit cards. Also, agents are available by phone to help customers with questions on ordering or product-related questions.



Banyan's one-of-a-kind pilot shop, located in its FXE FBO.

(Continued from page 7)

MILLION AIR SLC — acquires the assets and airport leases of the Salt Lake Jet Center; the FBO's footprint will include 400,000 sq. ft. of hangar space at Salt Lake City Int'l Airport.

NASHVILLE INT'L AIRPORT — completes a new in-line system for screening checked baggage.

NATA — National Air Transportation Assn. reports that California Governor Jerry Brown signs Senate Bill 619 into law as Chapter 309-SB 619 provides relief to many of the flight training facilities that were facing what was seen as burdensome regulation from the California Bureau of Private Postsecondary Education.

• NATA reports that all commercial

passengers arriving into the U.S. from another country will be subject to the \$5.50 U.S. Customs user fee beginning Nov. 5. Only U.S. territories are exempt.

NATIONAL AERONAUTIC ASSN. — announces that Lt. Gen. Thomas Patten Stafford (USAF, Ret.) will receive the 2011 Wright Brothers Memorial Trophy for his pioneering achievements that have led the way to the moon, to greater international cooperation in space, and to a safer America. His career includes fighter and test pilot; the Apollo X mission; and advisor to federal agencies and U.S. presidents.

NEW BEDFORD PANORAMEX — of Claremont, CA enters a partnership with FAA to replace legacy Precision Approach Path Indicator (PAPI) systems powered by incandescent lamps with up to 400 systems that are powered by Light Emitting Diode (LED) lamps. A target is to cut energy costs for PAPI systems at U.S. airports by 75 percent; www.nbpccorp.com

NEW ORLEANS INT'L AIRPORT — celebrates the grand opening of the Concourse D expansion, designed by Sizeler Thompson Brown Architects of New Orleans and built by The McDonnell

Group, LLC of Metairie. The expansion adds 6 airline gates and doubles the capacity of the concourse.

OAKLAND INT'L AIRPORT — announces that ArkeFly, headquartered in Schiphol-Rijk, will begin scheduled seasonal service between Oakland and Amsterdam Airport Schiphol beginning June 7, 2012. Carrier recently announced similar service to Los Angeles and Las Vegas.

PARSONS BRINCKERHOFF — hires Thomas Kinton, former CEO of Massport, as a senior aviation advisor in pursuit and delivery of aviation projects nationwide.

PIPER AIRCRAFT — cancels development of its Altaire light business jet as it restructures its business strategy. Rising development costs are a primary reason.

RALEIGH-DURHAM INT'L AIRPORT — selects Michael Landguth, president of the Chattanooga Metropolitan Airport, to succeed retiring director John Brantley.

SABRELINER — opens a \$7 million, 32,000-sq. ft. paint hangar in Perryville, MO to enable the company to handle larger aircraft and utilizing an electrostatic paint process which reduces emissions by 35 percent and uses less paint.

SAFEGATE GROUP — is awarded a contract to install its Safedock automated docking systems on 39 gates serving American Eagle at Terminal B as part of the DFW Terminal Renewal and Improvement Plan.

SAN DIEGO INT'L AIRPORT — is awarded by FAA a \$2 million grant through the Voluntary Airport Low Emission (VALE) program. Grant will enable the airport to install a landside power unit and pre-conditioned air unit at each of ten new aircraft gates, as well as seven air units at existing gates.

SHELTAIR — of Ft. Lauderdale enters into a lease agreement with the Port Authority of NY&NJ to manage and operate an FBO serving general aviation passengers and flight crews at JFK Int'l Airport, becoming the first private FBO ever to service GA at JFK.

TAGSYS — a provider of item-level RFID infrastructure, and ICM Airport Technics, which offers airport material flow and logistics systems, sign a cooperative agreement to produce and supply end-to-end bag drop systems; www.icm-airtec.com.

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Turning Energy Into Dollars

As airports demand more from energy systems while looking to spend less, one answer can be found via energy-monitoring and chiller plant optimization

By Ken Scheepers & Timothy Angerame — Special to airport business

the greatest energy savings available to larger airports can be generated from a facility's existing chiller plant operation, where even small tweaks can result in significant improvements. Today's web-based monitoring systems can be an effective tool for the analysis of large chiller plants and district cooling systems. Built on open standards, they offer networked solutions that collect and format data in real-time and defined timeframe increments, monitor operations and equipment errors, and deliver oversight via web-based alerts and alarms. Based on the information generated, engineers are able to track performance and remedy any malfunction in order to optimize energy efficiencies.

Initial analysis

The monitoring process starts with an initial analysis of chiller plant opera-

tions. In most cases, industrial measurement devices are installed and existing equipment tested for accuracy. The data from the various systems is pulled together in one platform with data routed to an automation system and pushed to the web every five minutes via ftp. Once all of the accurate data collection is complete, an evaluation is done to understand how all chiller plant components are working and to determine the most efficient method of operating the plant.

By analyzing chiller operations, the monitoring engineers are able to establish a matrix that selects the most efficient/cost-effective chiller configuration as an airport's cooling load increases. Optimization steps might include redoing the sequencing of cooling towers, balancing the amount of energy consumed by different pieces of equipment, and allowing chilled water to be generated at the best efficiency and lowest cost. Other cost-saving measures can be implemented by calibrating temperature sensors and the building automation system, eliminating inefficiencies in heat exchanger performance, lowering condenser temperatures when appropriate, and ensuring that flow through the plant and chillers meets the design tonnages recommended by the equipment manufacturers.

Once the initial reconfigurations have been achieved, the web interface enables continuous remote monitoring of a plant to ensure optimum operation is maintained on a continuous basis. Monthly reports are submitted to the airport's operating team suggesting necessary system enhancements or improvements.

Monitoring-based commissioning

With new airport facilities, generating ongoing energy savings can be achieved through a comprehensive monitoring-based commissioning (MBCx) process to ensure that all building systems remain "in tune." It is common knowledge that buildings rarely perform as intended. That's why MBCx is beginning to emerge as an important new approach to keep buildings operating at maximum energy efficiency. Complementing other energy savings strategies, it refers to the "soft" process of verifying performance and design intent and correcting deficiencies through a continuous web-based monitoring program.

MBCx incorporates three components: permanent energy information systems and diagnostic tools at the whole-building and sub-system level; retro-commissioning based on the data this generates; and ongoing commissioning



Above: Part of the 30,000-square foot plant floor.

Right: 3,000-ton electric chillers 5 and 7.





Operators reviewing refrigerant monitors.

that ensures efficient building operations and measurement-based savings accounting. Traditional commissioning is a process designed to ensure that all building systems perform interactively according to the design intent and the owner's operational needs. It involves the participation of an owner's representative, architect, and engineer of record as well as independent third-party commissioning specialist. The commissioning specialist works with the entire project team to verify that the design, construction, and start-up of all equipment results in a facility that is achieving the owner's stated project requirements upon initial occupancy and protecting the owner's assets for the future.

Here's where monitoring-based commissioning takes over. Even the most technologically sophisticated facilities

“Already there is plenty of anecdotal evidence out there showing the value of monitoring-based commissioning.”

will experience equipment variables that result in diminished energy efficiency. The reasons why buildings typically do not perform as planned might include poor control of chilled water distribution to air handlers, badly sequenced chiller operation, or poor VAV zone control. The ability to verify performance and design intent on a regular basis and immediately correct inefficiencies presents an effective way of keeping a building's long-term energy use on track. This is especially significant in an airport setting, where utilities are system-critical and various buildings are likely to run on multiple power sources with chiller plants that need to be integrated effectively.

Already there is plenty of anecdotal evidence out there showing the value of

monitoring-based commissioning in identifying savings opportunities that would not otherwise have been found. A recent study prepared for the California Energy Commission by Lawrence Berkeley National Laboratory stated: “On a portfolio basis we find MBCx to be a highly cost-effective means of obtaining significant portfolio/program-level energy savings across a variety of building types. MBCx helped identify a very wide range of deficiencies. Anecdotal evidence shows the value of monitoring in identifying savings opportunities that would not otherwise have been identified.”

IAH: A case in point

George Bush Intercontinental Airport in Houston services over 40 million passengers annually. Chilled water at the airport is provided to over 50 buildings by a chilled water plant with installed capacity of 23,000 tons. TD Industries, a UtiliVisor licensee that operates the plant, was tasked with reducing energy costs at the airport. To achieve this objective in a verifiable manner, the plant operators needed a way to view performance on a real time basis.

The UtiliVisor/TD Industries project team began the process by verifying the accuracy of the plant's energy measurement devices so that performance, as well as the energy cost to generate chilled water, could be monitored holistically. Technicians found that a number of sensors and energy meters were malfunctioning and needed to be replaced in order to receive accurate data. The measurements from all these devices were then routed through multiple automation systems that push the data to the Web, providing the operating engineers with a complete picture of energy consumption at the plant, with updates every five minutes.

By adding utility rates to the equation, the team was able to determine the real-time cost to operate the chiller plant. An analysis of chiller plant per-

formance under a variety of operating scenarios and load conditions was performed, leading to the implementation of several no-cost energy conservation measures. These included: plant equipment sequencing; providing an ongoing energy balance between the gas consumption, steam production, and chilled water production; recommissioning and reprogramming sequences on the hot gas bypass and inlet guide vanes of the existing chillers; reconfiguring water treatment pumping schedule to reduce pumping kW; and sequencing chilled water pumps based on needed flow thresholds.

Energy conservation measures for the first quarter of 2011 showed verified savings of over \$200,000. Based on the plant load required during the remaining nine months of the year, annual energy savings are expected to eclipse \$1 million with a payback on the project of 1.5 years.

For airports looking to get a better handle on their existing energy costs and new facilities seeking to maximize their investment in sophisticated chiller equipment and building automation system technologies, remote energy monitoring offers a cost effective means of realizing greater energy efficiencies and lowering operating costs over the life cycle of a facility. Monitoring offers an important risk-management strategy leading to verifiable and durable energy demand reductions for any size airport. **ab**

about the authors

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A composite of McCarran's Terminal 3, which will feature the world-recognized Las Vegas welcome sign.

Take a Tour at LAS

McCarran's \$2.4 billion Terminal 3 is a tech-savvy, flexible facility that will handle all international traffic — and a good portion of domestic as well

By John F. Infanger, Editorial Director

LAS VEGAS — “Welcome to the tour,” says Randy Walker, director of the Clark County Department of Aviation, handing me a hardhat and safety vest. We are joined by Samuel G. Ingalls, assistant director of aviation/information systems, among others. The tour: The 90 percent complete Terminal 3 at McCarran International Airport.

Terminal 3 is set to open in mid-2012, with 14 gates, at a cost of some \$2.4 billion — the largest component of the system's capital improvement plan. It includes a double-deck roadway system — avoiding the passenger/vehicle interface that is the norm at the main terminal — and a 6,000-space parking garage.

T3 will handle all of McCarran's international traffic at six segregated gates, and will link across the airfield to the D Gates at the main terminal by way of an underground tram. That capability is expected to greatly ease congestion throughout McCarran, say officials. Some baggage claim and passenger processing for the D Gates will now take place in T3.

The roadway system and adjacent garage are already complete. It includes a tunnel to divert taxi traffic, and over-the-roadway bridges from the garage to the terminal. “Back in the late ‘70s when they designed our main terminal, they were bold but not quite bold enough,” relates

Walker. “They didn't do a stacked roadway system, which is a challenge for us today. This has the stacked roadway system with the departures on the top and arrivals on the bottom.”

Planning

When the economic collapse of 2008 occurred, the county faced a tough choice. Las Vegas was one of the U.S. communities hit the hardest, locally and with a drop in tourism. Officials decided to press on with the T3 project, and it has remained on schedule.

Regarding how the airport approached creation of the new terminal, Walker says, “We tried to think this through very carefully in terms of the flexibility; the whole common use concept; the flow of the building; the access to the D gates; the roadway system. We spent a lot of time thinking it out before going to design.

“The way we usually do things is, we hire a planning company to come in and help us plan it. Then we get a planning document that we all agree with regarding how the facility is going to work functionally. Once we approve that we turn it over to the architect that we hired, and that's the program that they are to design to.

“We don't have the architect do the actual designing work; we have a planner who works with our staff and that's what we assign the architect to design.

“It's worked well for us, separating it into two separate steps — complete planning and then design.”

IT/processing

Step inside T3 and one finds dynamic wayfinding from Daktronics, an air of openness, of modernity. (Slot machines have yet to be installed.) It is a Wi-Fi-enabled facility. Explains Ingalls, “One of the things you don't see is we have Wi-Fi built in everywhere inside the terminal and for operational use out on the ramp; for baggage scanning on the ramp; for maintenance folks with their laptops or wireless PDAs. The other thing we built into the building throughout is a distributed antenna system for all the cellular phone data.”

Adds Walker, “We're going to install six or so circular recharge stations with chairs. And we'll get sponsors for them. In the other terminal Verizon actually sponsors them. It has turned into a money generator for us. We provide it as a customer service and people love it. And we generate revenue from it.”

Dynamic signage at the common use check-in, at the gates, and throughout the terminal allows for constant communication with passengers. Its modular design affords flexibility — airlines can be moved around with no infrastructure disruption. “If we're going to relocate people we have



Randy Walker



to able to move the signage,” says Walker. “So we can line the signage up with wherever the ticket counter is. It looks solid, but you can take any of the panels out and move the screens anywhere along that line. If we want to add another ticket counter we can just put another sign up behind it. Or if we move a counter we can move the sign with it, so the signs always line up with the ticket counters.”

Says Ingalls, “One of the other criticisms of common use is a lack of gate information display systems. We built right into this facility that as long as an air carrier in a common use environment can feed us information, we’ll display it just as they do at their own gates. If they design to the common use standard, then they can display anything here.”

Security

There are some 1,000 cameras throughout the terminal. As with the lobby area, checkpoints are modular and capable of being reconfigured without impacting operations. Says Walker, “All the signage will be dynamic; we can open and close lanes. We’ve got our video monitors so we can put the world famous Las Vegas passenger education at the checkpoint.

“As with check-in, whenever TSA comes up with new equipment we can be very flexible and be able to accommodate it.

“We built two checkpoints; there is one downstairs. When we first open the building we’ll probably just use one. We’re going to occupy all 14 gates here, and then have eight gates worth of traffic coming over from the D gates. But we’ve really sized it so we can bring over 24 gates from D.

“We’ve tried to make it as flexible as possible for the TSA, to have the ability to open and close checkpoints to allocate manpower.”

The airport is also working with TSA to eliminate the need for security personnel monitoring the exit lane. Explains Walker, “We’re working with TSA



Signage allows for dynamic communication with passengers.

to put an automated system in so you don’t have to man the exit lane. They’ll have to test it when we put it in, but conceptually they’ve approved it. On top of that, we’re putting in an anti-back flow system. If someone comes the way they’re not supposed to, alarms go off; and if they continue, glass doors close and seal it off so they can’t go any further.”



A double-stacked roadway system is a welcome newcomer at T3.

International

All international traffic will move to Terminal 3 when it opens. Six gates will accommodate passengers; however, flexibility in design allows for different configurations. Explains Walker, “There will be swing gates where you can use them as domestic or international. If it’s international, the corridor will be sealed off. Every two gates have an escalator or elevator to take you down the sterile corridor to Customs. If it’s a domestic flight, the doors open while others are sealed off and it ushers you to the domestic side.”

T3 will feature 22 counters for passport clearance, and boost international handling capabilities from the current 800 passengers per hour to 2,000 per hour. **ab**

“If we’re going to relocate people we have to be able to move the signage. So we can line the signage up with wherever the ticket counter is.”

— Randy Walker

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Ralph Hood
Certified Speaking Professional

Swapping FBOs is a bit like getting a divorce to get a new spouse. It pays to look before one leaps.

'I Want To Be an FBO'

Be it the airport or a new entrant, consider what is in place

recently talked with an FBO manager about an age-old and nationwide aviation opportunity/problem. The airport authority seems to be interested in taking bids from other FBOs or even taking over FBO services itself.

Lawd, I feel like an old timer. The first time I got involved with a situation like this was back in the early 1970s, when I was working in dealer development for a Piper distributor.

The airport authority certainly has the right to negotiate leases and accept bids from other FBOs. To do so properly, however, the authority must decide how to value the current FBO. The first questions should be, "What does the authority want from an FBO? How well is our current FBO providing what we want, and how likely is it that we will get it from a new FBO or by doing it all ourselves?"

A good FBO is the welcome mat for those who fly into the community. Continuity is important, particularly if your airport attracts, or wants to attract, tourists and businesspeople (what airport doesn't?). In the case discussed here, the FBO has been on the airport continuously

for 25 years, during which the authority has received one — repeat, one complaint from a customer. Even that customer praised the FBO but complained about a service fee. Can another FBO guarantee 25 more years of good service?

Years ago an airport I knew well terminated the lease with its FBO of about 20 years. One authority member later told me (with evident sadness) that, "We thought we were getting a better FBO for the community, but we were wrong. It's worse."

Good FBOs maintain good safety records. When the airport has had safe service for years, it's easy to forget that such a record takes experience, commitment, and hard work. New FBOs may not know the local weather, the local pilots, and the quirks of the airport and area. When I was selling insurance, more than one new FBO moaned to me that "I don't know what I'm doing wrong. We keep having these accidents." Most of the time the accidents diminish as the

FBO gains experience in that locale. I remember one insurance company that wouldn't cover an FBO with less than five years of experience.

Authorities look at fuel sales and think, "If we pumped the fuel ourselves we could keep all of that pie." The truth is, as we rednecks say, "There ain't no pie 'til somebody breaks some eggs." The profit comes not from "pumping" fuel, but from "selling" fuel. Some of those airplanes buy fuel because the FBO has served them well over the years.

Frankly, I avoided airports at which the authority sells the fuel. I flew over Tallahassee, FL for years and never bought gas there but once. At that time the authority pumped the fuel; they gave damned poor service and I chose to buy fuel elsewhere. There are exceptions — Elizabethton, TN, comes to mind — but they are few and far between.

Swapping FBOs is a bit like getting a divorce to get a new spouse. It pays to look before one leaps. **ab**



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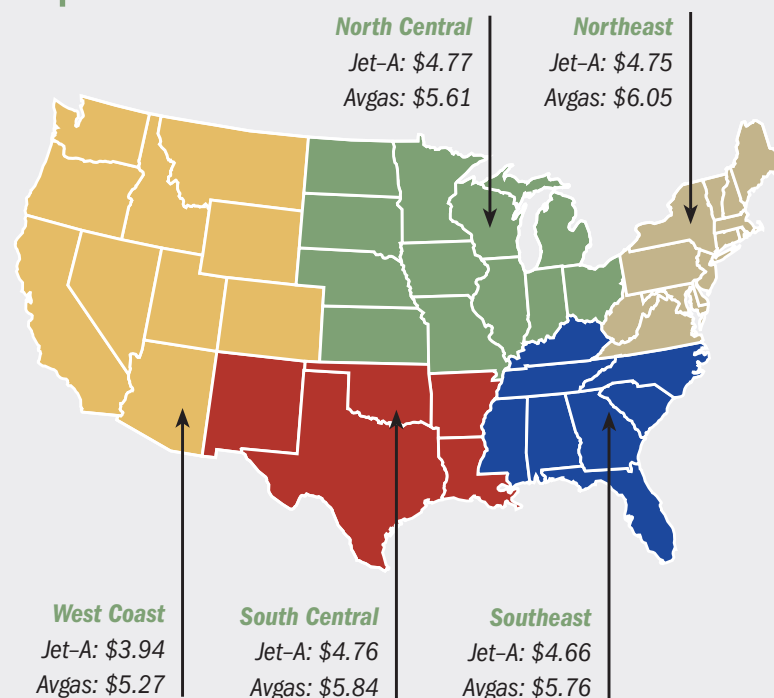
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fuel watch



The following fuel prices were derived from transactions completed with the AVCARD credit card during October. Not all operations sell both jet-A and avgas. The figures for jet fuel prices will be more representative than those for avgas, due to the higher number of transactions recorded. Prices reflect all taxes and discounts. Data is supplied from AVCARD in consolidated format; individual transactions are not disclosed.

B4YOUBOARD App

The B4YOUBOARD mobile app is now available to users of Android phones, including the Samsung Charge, HTC Evo 3D, and the Motorola Droid Bionic. HMSHost Corp. launched its B4YOUBOARD smartphone mobile app in May at JFK International Airport's Delta Terminal 3. More recently, B4YOUBOARD landed at Minneapolis-St. Paul International Airport's Lindbergh Terminal. Now, travelers can use the B4YOUBOARD app on their Android or iPhone to order food and have it delivered directly at the gate while they wait for their flight; www.hmshost.com.

LAX's Facebook Fan Page

Recent improvements to the Los Angeles International Airport (LAX) Facebook page increased the numbers of its fans and followers. The LAX Facebook fan page, which first launched in April 2009, now has more than 28,300 fans. LAX operated two Facebook fan pages under two accounts – one under "Governmental" and the other under "Places". Fans did not have the option to "check in" under the governmental fan page. With one LAX primary page, fans and followers can check in, receive up-to-the-minute information on airport conditions, videos, photos, flight delay, and travel-related news; www.facebook/LAInternationalAirport.com.

iFlex Trial

The International Air Transport Association (IATA) announces the successful completion of the first iFlex trial between Johannesburg and Atlanta. The iFlex concept provides for a greater and more flexible choice of routes on long-haul operations which cross multiple flight information regions to deliver shorter flight times, improved fuel efficiency, and reduced CO2 emissions while maintaining safety. With iFlex airlines will be able to fly more optimum routings that take maximum advantage of wind conditions; www.iata.org.

JetCharters.com App

JetCharters.com offers its web-based private jet services to mobile devices with its new applications for iPhone and Android powered devices. These apps are designed to connect the private flyer with ideal aircraft and operators for any trip. JetCharters.com applications make arranging private aviation easier by allowing travelers one-click access to aircraft near their current location. Using the "View Planes Near Me" feature, charter consumers can view planes in their general area no matter where they are; www.jetcharters.com.

OAG alerts

OAG alerts is a web-based system that eliminates the need to manually log into a database and search for specific changes. It is ideal for airline revenue management and network planners; airport route development and ground handling managers; and administrators in all sectors of the tourism industry, says the company. Now, OAG customers can define their automatic schedule change alerts by carrier, route or code share partnership, and amend their alert parameters as often as they choose; www.oagaviation.com.

OpsAir

Grey Wall Software LLC introduces OpsAir, an operations and incident management software service dedicated to the aviation sector including airlines, airports, and MROs. Using the latest in cloud-based web technology, OpsAir is the new idea in collaboration and management for time-critical aviation operations, according to the company. OpsAir digitizes real time interactive communication, decision-making, and task execution to provide aviation teams with the tool they need for everyday operations and management of unplanned incidents. OpsAir scales to every situation and requires no hardware or installation; www.opsair.com.

SITA: Real-Time Tracking

Amadeus is working with SITA to empower Amadeus Altéa customers with real-time baggage tracking information and worldwide baggage reconciliation to passengers, while reducing the costs associated with mishandled baggage. BagMessage is a unique service used by more than 500 airlines and some 200 major airports. The result of the collaboration is a single, integrated environment which allows airlines to provide passengers with real-time status updates regarding the location of their baggage through multiple channels; www.amadeus.com.

Trend Report

Desso has launched a new website for its aviation division dedicated to Desso's Aviation products and services and includes product-related and

technical information and documentation, as well as design-related content, trend reports, and reference photography; www.desso-aviation.com.

Visual Paging System/Midway

The Chicago Department of Aviation (CDA) launches a new visual paging system at Midway International Airport to enhance communications for deaf and hard of hearing passengers. The system displays text messages on Flight Information Display System (FIDS) monitors throughout the terminal to help connect passengers with family or friends, provide visual customer service messages, and when necessary, emergency notifications; www.flychicago.com. **ab**



Brad McAllister
Associate/ Tech Editor

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SAC Pushes Ahead

As it enters its tenth year, Scottsdale Air Center manages the economic times; builds on its Ross Aviation alliance

By John F. Infanger, Editorial Director

SSCOTTSDALE, AZ — The Scottsdale Air Center here is one of a chain of fixed base operations in the U.S. that is operated under the umbrella of Ross Aviation, based in Denver and headed up by Jeff Ross. According to its website, Ross Aviation seeks to build a group of 20 or more FBOs, with acquisitions led by Jeff Ross [no relation].

The chain takes a different approach to branding its outlets, targeting Ross Aviation nationally while maintaining local identification — with names such as Million Air Palm Springs; Premier Jet; and Bradley Pacific.

Explains Scottsdale Air Center GM Tommy Walker, “After they bought this I had a conversation with Jeff and he brought their philosophy to me, and I thought it was a good idea because we work hard to maintain that identity. Take a Bradley Pacific in Hawaii, for instance; while people may not know who Ross is they know that FBO that’s been there 20 or 30 years. They’ve been successful in maintaining that.

“They’ve got a national marketing program. Fabio Alexander out of Opa Locka [FL] does the Ross aviation marketing. Like at NBAA, where we had all of our FBOs down an aisle that looks like a runway. It shows that we’re independent, but

it shows we’re a group.

“Now, each one of the

FBOs also has its own marketing. Our market may be different versus Miami. The people that fly into here, I know where they’re from. We know where to reach them; and we literally knock on doors.”

Walker joined the Scottsdale Air Center just prior to its opening at the Scottsdale Airport in March, 2002. He had spent much of his 47-year career with the Toyota flight department at Long Beach, CA and with its FBO there, AirFlite. In 2006, Ross Aviation purchased the Sante Fe Jet Center and SAC, and brought on Walker as GM.

Besides marketing, Ross Aviation also brings everyday management, says Walker. “Greg and Jeff have brought efficiency to the operation — the amount of people and what you can do by cross-training. They also believe in keeping up the facilities. Our capital expenditure per year is significant to maintain this gorgeous FBO.

“The other thing is, we have two general manager meetings a year. Everything is allowed to be put on the table and you learn from the different FBOs.”

A \$40 million investment

According to Walker, Ross Aviation has some \$40 million invested on the 18-acre leasehold at Scottsdale. It includes some 175,000 square feet of hangar space and



The Air Center has some 175,000 square feet of hangars on its 18-acre leasehold.

40,000 square feet of office space, and various corporate tenants that utilize Gulfstreams, Learjets, Falcons, Hawkers, and the like. The FBO is nine years into a 20-year lease that has two ten-year options, and fuel storage of 60,000 gallons of jet-A and 20,000 gallons of avgas.

Scottsdale Air Center is primarily a line services/property management FBO, and Walker says his operation has about half the retail fuel sales on the airport, with Landmark Aviation the competition. “In 2007-2008, we were well over 12 million gallons a year,” relates Walker. “It’s down to about seven million for the airport as a whole.”

That does not include another two million gallons per year pumped by corporate tenants in an adjacent airpark. Growth around the airport has been rapid over the past 15 years, says Walker, and a recent study indicates that the airport generates more than \$182 million annually in revenue to the region’s economy and the combined annual impact of the airport/airpark is some \$2.5-3.0 billion.

At times neighbors and the airport have been at odds; however, Walker says it is a new environment today. He attributes that partly to a move to increase the landing weight at Scottsdale to 100,000 pounds to cater to international bizjets.

Says Walker, “The perception was the bigger airplanes will bring greater noise. We were able to prove to them that it wasn’t the case; that the newer airplanes are quieter. So, most of that has gone away.

“We have Customs. People can now overfly into here from Mexico; they used to have to stop at the border.” **ab**



Tommy Walker, GM



Entering landside at Scottsdale Air Center, customers are greeted by a spacious lobby.



A solar alternative for aircraft storage

Bob Moreland and Morton Buildings partner to offer airports a new way to build general aviation hangars

By Brad McAllister, Associate/Technology Editor

ROCKFORD, IL — Bob Moreland retired from American Airlines in 2005 after flying for the carrier for 32 years. He comments, “After retirement, I wanted a place to put my airplane; I wanted a good hangar.”

Located at Chicago Rockford International (RFD), Moreland says there wasn’t any hangarage at the airport apart from ‘steel on steel’ buildings. “I didn’t want one of those because I know how tough they are on an airplane,” he remarks.

“So I talked to Bob O’Brien [then airport manager], and said I’d like to build my own hangar. Bob and I worked out a new type of arrangement between aircraft owners and the airport; an arrangement unique to airports.”

Owners unite

“We created the idea of getting a group of aircraft owners together ... and the owners lease land from the airport,” explains Moreland. “The airport provides us with three things: utilities, a pad of concrete, and a very long-term inexpensive lease.”

“Once we have that, we do the rest.”

The lease length for the first hangar project is sixty years. The idea is to give the owners real estate value, adds Moreland. “Each of the owners is a member of our Airmen Inc. aircraft owners association. When an individual buys one of these hangar units, they get 60 years of lease paid up front.

“So I find these guys, then I build the building custom to each of the owner’s specifications.”

Currently, Moreland has completed the development of 30 individual hangar units in three buildings for a total of 39,500 square feet at RFD.

Building benefits

Each hangar complex is heated using solar collectors located on the roof. “For the energy of a 100-watt light bulb, the buildings are heated and never go below 55 degrees on the coldest day in Rockford,” remarks Moreland.

“We heat the floors, and the floors heat the building ... like a giant radiator.

“We insulate the building very well, and we are crazy about vapor barriers, and the way we seal the structure. We can hold onto the heat we get from the sun and store it in the concrete slab.”

Moreland says the idea is to maintain an ‘envelope’ around everything. The buildings are wood-framed and insulation is added to the sides of the walls and underneath the concrete slab.

“We have a proprietary way of making the solar/radiant heating system work,” explains Moreland.

“We’ve developed this and now we can take all the controls and pumps and go to any airport and replicate the success we’ve had here.”

According to Moreland, building costs are comparable to steel-framed hangars. The entire cost — including insurance, ground rent, maintenance, electricity, heat, and water — is some \$128 per month.

“Our association of owners splits everything; we have one electric meter,” adds Moreland.

Partnering up

Going forward, Morton Buildings will develop the Moreland-concept

The Moreland/Morton hangar solution implements a proprietary system for solar/radiant heating. According to Moreland, the system is operated for the energy cost of burning a 100-watt light bulb.



hangar structures.

“Until now, I was the contractor,” says Moreland. “Morton heard about the buildings and sent a couple engineers here ... they were interested in the feasibility of this new building concept.

“I showed them my gas and electric bills ... they were negligible; we started an arrangement from there.”

According to Moreland, Morton typically develops buildings for the agriculture industry, and shops for industrial applications.

“Morton hired me as a consultant to bring them in and use their building,” he remarks. “The company’s ‘Energy Performer’ building is easily adaptable to this concept.”

The first Moreland/Morton building will be located at RFD. “If another airport wants this, I tell them what’s required and we do the advertising and get the customers,” says Moreland.

“That will be my role going forward — to carry this idea across the country and to find customers who are interested in this type of storage solution.”

For more information about the Moreland/Morton hangar solution, visit www.morelandenterprises.com, or visit Morton Buildings at AviationPros.com: www.aviationpros.com/company/10368040/morton-buildings. 



Bob Moreland,
president, Moreland
Enterprises.



An Industry Moves On

At NBAA, discussions with FBOs portray a segment still in recovery mode; but business activity returns at Las Vegas

By John F. Infanger, Editorial Director

LAS VEGAS — Following a somber event in 2010, the National Business Aviation Association's 64th Annual Meeting & Convention rebounded strongly here this year, attracting more than 26,000 attendees. It saw a return of the major airframe manufacturers to the show floor, and carried a mood of conducting business and moving on from the downturn of the past few years.

The attitude among the major fixed base operator chains is one of cautious optimism in the short term, though they see their fate tightly linked to the economy at large. Yet, several remain bullish about growing their brands through acquisitions, particularly once the dollars in the capital markets begin to loosen up.

Comments Landmark Aviation president Dan Bucaro, "Business is good, though it's not as consistent as we might want it to be."

in Washington, put a damper on business aviation. "This industry has taken an unfair amount of castigation," she comments. "It's an industry that is easy to malign because it is misunderstood."

Relates Roger Woolsey, president of the Million Air group, "I am optimistic, actually. I see the wheels turning." He adds that a particular challenge has been access to capital for infrastructure development, but says he sees signs the market may be easing. "It's a signal to me," he says.

On the topic of future acquisitions, officials see the FBO business as one that continues to be in an era of consolidation, which they in turn see as an opportunity to grow their brands.

Sastre at Signature says that the company seeks to double in size over the next decade. "We're very bullish," she relates.

Landmark's Bucaro says "this industry continues to be in the big stages of consolidation," which he sees as opportunity for his company. "You've got to be a prudent

Some 26,000-plus attendees passed by the first-ever mini-static display outside the Las Vegas Convention Center.

2011 NBAA — BY THE NUMBERS

- Total attendance: 26,077, a 7 percent increase over 2010
- Number of exhibitors: 1,106, a 2 percent increase
- Static Display: 101 aircraft at Henderson Executive Airport; in addition, 11 aircraft were at the first-ever Outdoor Static Display at the Las Vegas Convention Center

airframe and powerplant as the EA-500 model, along with innovations in most aircraft systems designed to improve overall operations, direct operating costs, technology, comfort, and performance. Eclipse expects to produce 50 to 100 of the \$2.7 million aircraft per year with deliveries beginning in 2013.

MedAire debuts hangar safety

MedAire, an International SOS company, offers a new 1-Day Hangar Safety Awareness Course that helps maintenance personnel and crews identify common hangar hazards, increase hangar safety, and respond to an injury or medical event within the hangar.

MedAire also makes available the 3rd edition of its *Manual of In-flight Medical Care*, which highlights advances in medical care and treatment.

Hawker-Beechcraft gets biofuels OK

Hawker Beechcraft announces that all of its turbine-powered aircraft are approved to use biofuels. To be used in HBC aircraft, they must meet American Society for Testing and Materials International (ASTM) turbine fuel standards.

In other news, the company breaks ground on a 48,000-sq. ft., company-owned factory service center at Monterrey, Mexico. The facility will include a 13,400-sq. ft. paint hangar and a 24,000-sq. ft. maintenance hangar.

Says Greg Arnold, head of the TAC Air chain, "Business activity is stable." He adds that a positive sign for the FBO segment is the fact that "the industry as a whole is not burdened with a lot of debt."

Maria Sastre, COO of Signature Flight Support/BBA Aviation, says that the company has "outperformed the market over the past few years," and she anticipates significant increases over the next two years. However, she remains concerned that uncertainty on Wall Street and in the general economy, and negative publicity

buyer," he says, adding that Landmark's strategy is focused on adding locations that "fill" the chain's network, not just adding dots on a map.

BRIEFS FROM THE SHOW ...

New Eclipse 550s are now available

Eclipse Aerospace, Inc. reports it is now taking orders for the Eclipse 550, the new twin-engine jet model in the Eclipse family. The 550 utilizes the same



Empty legs available at Magellan Jets

Boston-based Magellan Jets begins offering empty leg charters at reduced rates via its One-Way Leg Search Feature, and launches the first-ever app of its kind for iPhones and iPads; www.magellanjets.com.

Gulfstream expands at Westfield, MA

Gulfstream Aerospace Corp. is expanding its service center at the Barnes Regional Airport in Westfield, MA, investing some \$20 million to build a 100,000-sq. ft. maintenance facility adjacent to the existing 85,000-sq. ft. one. The growth is expected to result in 100 additional Gulfstream jobs.

Gulfstream also introduces its PlaneBookTM app, an electronic document management system for iPad, available now in the Apple App Store.

ATP, Piper enter agreement

Piper Aircraft Inc. and Airline Transport Professionals (ATP) reach agreement for the sale of as many as 30 Piper Seminoles with a total retail value of \$18 million. ATP specializes in airline pilot training and pilot career development nationally, and flies over 10,000 hours each month to provide more than 4,000 FAA pilot certifications each year at 25 locations nationwide.

StarPort forms an alliance

Sanford, FL-based StarPort, a full-service fixed base operator, forms a strategic

alliance with Rotortech Services, Inc. to establish an avionics repair and installation shop at Rotortech Services' helicopter service center at Palm Beach International Airport.

StarPort also announces the hiring of Bruce Van Allen as director of marketing. Previously, Van Allen held a number of senior operating executive and group level positions for BBA Aviation, plc.

StandardAero offers GA parts

StandardAero Business Aviation expands its business to include the buying and selling of parts for general aviation aircraft, including APUs, whole engines, avionics, and airframe components.

StandardAero is also expanding its network of Mobile Service Teams throughout North America, with a total of 12 planned by year-end.

Cessna introduces the Latitude

Cessna Aircraft introduces the bizjet, the Citation Latitude, which is expected to enter the market in late 2015. The aircraft is priced at \$14.9 million and is positioned between the Citation XLS+ and the Citation Sovereign in Cessna's business jet offerings.

XOJet eyes Sacramento expansion

XOJet plans to open a 22,000-sq.-ft. operations center in Sacramento on the former McClellan Air Force Base that will house flight planners and schedulers, management, and customer service.

At the same time, XOJet places an order for up to 12 Hawker 800XPR aircraft. The agreement includes firm orders for seven aircraft to be delivered next year and options for five more, for an estimated value of \$50 million.

Honeywell sees uptick in 2012

According to Honeywell's most recent forecast delivered at NBAA, deliveries of business jets should begin to rise again in 2012, though the gains will be modest. The forecast sees manufacturers delivering some 600-650 aircraft in 2011, and next year's total is projected to remain below 700.

Honeywell forecasts deliveries of 10,000 new business jets from 2011 through 2021, generating more than \$230 billion in sales.

Nextant gets FAA certification

Nextant Aerospace of Cleveland receives FAA certification of its Nextant 400XT, a complete makeover of the Beechjet 400A/XP, and begins initial deliveries of the remanufactured light jets, with the first aircraft going to fractional jet provider Flight Options, which has ordered 40. **ab**

EXPANDING THE BRAND WITH SIGNATURE SELECT

Signature Flight Support seeks to expand its brand with a new marketing program, Signature Select, targeting independent FBOs. Under the program, Signature will provide marketing and sales support, along with its customer rewards program. Independent FBOs will retain their own brand, but display the Signature Select brand as well.

Signature Select builds on the company's licensing agreement made last year with Starlink Aviation's FBO at Montreal Pierre Elliott Trudeau International Airport.

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Airports Seek Economic Freedom

At its annual meeting in San Diego, ACI-NA ramps up the dialog on its initiative to reduce regulatory oversight and to devise a new funding system for infrastructure investments

By John F. Infanger & Brad McAllister, airport business

SAN DIEGO — During a press conference at the annual Conference & Exhibition here put on by Airports Council International-North America, chair Frank Miller, director of the San Antonio International Airport, spoke of “Operation Moses” — ACI-NA’s initiative to “set airports free” of regulatory overburden and historic ways of conducting business at U.S. airports.

Incoming chair Thella Bowens, CEO of the San Diego airport system, echoes the sentiment, saying that it is time to move away from the “stereotypical” governing structure of airports by cities or counties and allow them to operate more as business enterprises. “The focus needs to be on the business that we’re running everyday,” she comments.

During the conference, ACI-NA officials outlined a new four-part campaign to heighten the visibility of the role airports play in the U.S. economy. The four parts include ...

- a new policy initiative, in coordination with the American Association of Airport Executives, to bring one voice for airports to Capitol Hill;

- investment in research to support policy proposals;

- a public relations strategy to get the word out; and

- the creation of a network of civic and business leaders with whom to partner to make the role airports play higher profile locally and nationally.

ACI-NA president Greg Principato says the airport sector is once again in a defining moment, one which the airport community needs to seize.

“This defining moment is different though,” says Principato. “Let me speak plainly: The airports of this country are held back because the U.S. government regulates the financial lives of U.S. airports through a Nixon-era regulatory framework that pre-dates airline deregulation and has long since lost its relevance. And we are going to lose the international race until that changes.

“The airlines have long fought any meaningful change to this out of date regime because they want air-

ports regulated like utilities to help keep out competition and retain control.

“And general aviation is satisfied to benefit from facilities built with PFCs [passenger facility charges] and to benefit from facilities built with money sent back to the trust fund by larger airports through the PFC turnback; but they are unwilling to join the chorus of voices calling for us to bring our airport financial framework into the 21st century.”

Further, Principato expresses skepticism about Washington’s ability to keep airport infrastructure in step with the industry’s needs. In fact, ACI-NA and its larger airport contingent have proposed pulling out of the Airport Improvement Program; instead, they seek to remove the cap on PFCs — much like the Canadian model, in which airports set the level of their Airport

“Let’s just tell them to get out of the way and free airports to generate their own resources, in their own communities, to build and modernize their own facilities with money that stays at the airport and is not sent to Washington.”

— Greg Principato, ACI-NA president

Improvement Fee locally, depending on local needs.

Says Principato, “So, let’s stop going, hat in hand, begging their indulgence. Let’s just tell them to get out of the way and free airports to generate their own resources, in their own communities, to build and modernize their own facilities with money that stays at the airport and is not sent to Washington. This is the way to build infrastructure; this is the way to create jobs; these are the tools those places around the world are using to beat our brains in. Want to create jobs? Want to build 21st century infrastructure?

“Set airports free, give us the tools in use all over the world; remove the Nixon-era, job-killing shackles and watch what we can do.”

FAA/system reauthorization

The airport sector continues to call for a long-term reauthorization bill to fund the Federal Aviation Administration and system infrastructure. The system is operating under its 22nd continuing resolution to keep it funded, which was brought to national attention when it was essentially shut down this past summer.

Christa Fornoratto, FAA’s recently appointed associate administrator for airports, relates that the funding uncertain-

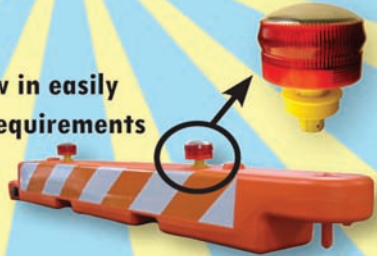
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ty has caused the agency to “dial back” numerous programs, including its development of guidelines for safety management systems (SMS) for airports. “It was not a graceful end of the fiscal year” for FAA, she says.



Thella Bowns, incoming ACI-NA chair

When asked if he was optimistic that a long-term reauthorization bill is on the horizon, Principato comments, “No. I’m more optimistic we’re not going to have a shutdown. That didn’t cover anybody in glory. But I’m not optimistic about a long-term extension — a brand new reauthorization bill.

“We’ve been pushing for just a straight two-year extension. Then after the next election we’ll come back and start again. If you do a straight two-year extension there’s nothing to stop the powers that be on the Hill sometime next year to come to an agreement and passing it.

“It’s kind of sad to think that we were celebrating a four-month extension — the longest extension in over a year and a half. In the system that is set up, so many have to depend on Washington. Airports like Kalispell, MT losing a whole construction season just because of a few-week extension. The northern half of the country has really taken a beating there.”

Safety Management Systems

Meanwhile, among the conference sessions, FAA’s pending guidelines on SMS continues to be a hot topic.

David Bannard, a partner at Foley & Lardner LLP, says safety management systems will be one of the most significant regulatory changes for airports in the last 20 years. The ‘substantial’ new regulatory requirements mean a potentially heightened liability for airport sponsors, he relates.

According to Bannard, SMS will require a cultural change as well as a significant commitment of resources by airport sponsors, including: develop-

ment and implementation of a complex new program; use of additional resources and staff; an exercise in identifying and mitigating potential safety hazards; and coordination with disparate SMS programs on the airport setting.

Despite industry concerns, says Bannard, SMS is still coming. What can airports do to prepare? Bannard offers the following advice:

- Perform due diligence: Review and revise as necessary with regard to rules and regulations, leases and other agreements, and organizational structure (How will SMS fit into the existing organization?)

- Incorporate safety risk analysis into project planning and design at early stages.

- Consult with counsel regarding ways to protect SMS data from inappropriate disclosure.

Cyber Security

On the topic of cyber security, Los Angeles World Airports’ chief information officer Dominic Nessi provides information regarding how vulnerable airport IT systems can be.

Cyber security is “the protection of personal or sensitive information, or any form of digital asset stored in a computer or a digital memory device,” comments

ENVIRONMENTAL ACHIEVEMENTS RECOGNIZED

ACI-NA recently announced the following winners of its 2011 Environmental Achievement Awards:

Environmental Management Award. Albuquerque International Sunport’s Sustainability Management System, in place at both the Sunport and Double Eagle II general aviation reliever. A major component has been the application, and eventual acceptance of FAA’s Voluntary Airport Low Emission (VALE) Program grants.

Outreach, Education and Community Involvement Award. Vancouver International Airport won for its Quest Food Exchange Partnership to reduce the amount of food waste generated at the airport. Quest is a non-profit organization that takes surplus foods and various consumer goods from donors and redistributes to those in need.

Mitigation Award Category. Aéroports de Montréal is recognized for its Tree Policy, which seeks to protect areas of high ecological value on airport property and to offset the environmental impacts of projects.

Special/Innovative Projects Award. The Sustainable Aviation Fuels Northwest Program, comprised of the Port of Seattle, Port of Portland, and Spokane International Airport, is an initiative that brings together more than 40 stakeholders and observers to assess the feasibility, challenges, and opportunities of scaling up a commercially viable and sustainable renewable aviation fuels industry in the Northwest U.S.

Nessi. “It is also the protection of physical IT assets from random attacks targeted to destroy or disable computing power.”

According to Nessi, airports need to protect against simple malicious codes called malware and spyware, and serious viruses that can wipe out a system. Because aviation continues to be the target of terrorists, and it is highly dependent on and driven by computer systems, e-enabled aircraft will present a new challenge. **ab**

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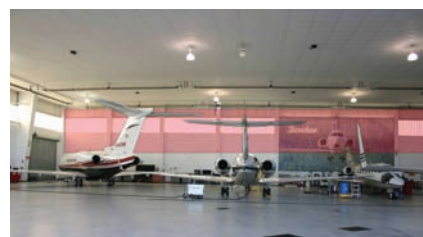
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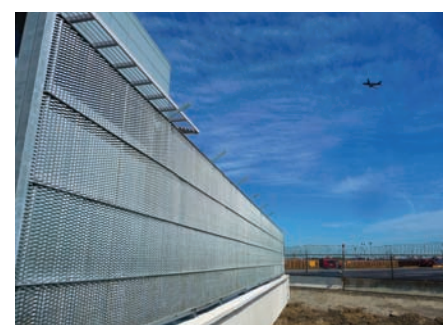
The Optex Redscan RLS-3060 laser detector helps prevent "Hangar Rash." It is a laser scanner that detects a moving object's size, speed, and distance from the detector. It creates a 200-foot wide detection area which functions like an invisible laser wall. The Redscan RLS-3060 reduces aircraft ground damage risk by providing the latest technology in perimeter protection. It can alert of possible damage to high-priced aircraft and equipment. The Redscan laser detector provides benefits to operations and carriers such as reduced insurance claims/premiums, according to the company. In addition, customized laser paths can be created so it doesn't disrupt ongoing operations.

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Jim Hinde, ABQ director

ABQ's Sunport Gets an Upgrade

New shops part of the airport's Terminal Optimization program; expected to have a positive impact on rates and charges to airlines

By John F. Infanger, Editorial Director

aLBQUERQUE, NM – The Albuquerque International Sunport, which handles some six million passengers each year, recently began unveiling the new shops and food outlets that are part of the facility's Terminal Optimization capital development program.

On November 1, Albuquerque Mayor Richard J. Berry, along with officials from the Sunport and Fresquez Concessions, cut the ribbon

Fresquez Concessions, which partnered with Los Cuates, won the contract to operate the location as well as a post-security restaurant that will open early next year, through an open and competitive bid process. Contracts with food and retail concessions operators run for ten years, with all capital costs coming from the concessionaire. The Sunport receives a percentage of gross sales on top of a minimum annual guarantee.

The Sunport's director Jim Hinde explains that the new contract replaces a similar length agreement which was expiring. "We reconfigured based on recommendations of one of our consultants," he says.

The next milestone at ABQ will be the opening of the Rio Grande Brew Pub & Grill in January.

Hinde relates the airport continues to entertain responses to an RFP issued for new retail concessions. "There are four packages that are involved," he explains. "One is news; Hudson News has the current contract on that. Then

there are two specialty retail packages. The fourth package is for the kiosks that you see throughout the terminal."

He adds that the new contract and array of concessions will be fairly similar to what had been in place, with some heightened consideration given to pre/

post-security. Says Hinde, "The food & beverage one we changed up quite a bit. The original one was done prior to 9/11; because of the security checkpoint issues the market changed, if you will.

"We had the Rio Grande Brew Pub out there, which was somewhat of a sit-down restaurant. But we really needed more sit-down restaurant capabilities. We had the food court and restaurant out there and they are actually swapping places with a new brew pub, and the new Rio Grande Brew Pub will be where the old food court was. Quiznos got moved across the hall; a new bar was constructed next to it.

"The retail package has been fairly successful and any changes made to it have been modest at best. We anticipate significant increases in both the food and beverage and the retail operations. We can't really gauge it yet because all facilities aren't opened yet. We do know the new areas have had very good revenues."

Hinde says that the new agreements should help reduce rates and charges to the air carriers. "We've been working for more non-airline revenue generation, trying to impact the lease rates in the terminal and also the landing fees," he says. "We were able to drop those. It made it very easy to negotiate the new airline leases.

"We've also been very conservative here borrowing money for capital projects. The agreement we just negotiated with the airlines is a five-year agreement; before the end of the five-year time period we're going to pay off a lot of our airport revenue bonds. That's going to drop the rates dramatically." **ab**



The new food court at ABQ offers expanded seating and is expected to help boost non-airline revenues.

and officially opened the Los Cuates Restaurant pre-security, following the opening of a food court earlier this year post-security. The new restaurant will employ 65, seat over 300, offer a full bar and lounge area, and feature a full menu of New Mexican favorites.

ad index

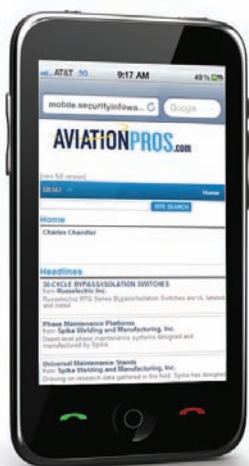
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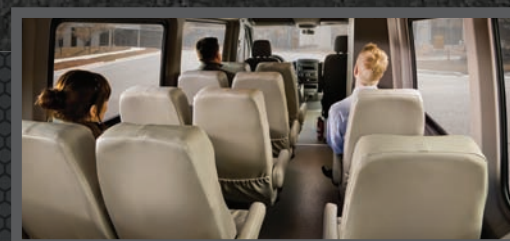


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