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# Aviation Business Daily

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## Securaplane Technologies Introduces HD 1080p, 30 FPS Aviation Cameras

Securaplane Technologies is recognized throughout the aviation industry for its CMX series cameras which are utilized for a myriad of reasons from entertainment to ensuring the operational safety for your aircraft. In addition to its multiple functions, Securaplane's cameras are installable on all types of aircraft ranging from helicopters to large commercial jets.



For the last 20 years, Securaplane Technologies has been the aviation in-

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## ENSCO Avionics Previews Universal Test Environment Tailored and Scalable for Integration and Verification of Avionics Systems

FALLS CHURCH, Va. — ENSCO Avionics announces its Universal Test Environment (UTE) for integration and verification of avionics systems. The UTE is based on a common core tailored to a customer's environment and is scalable to test embedded devices as small as single circuit cards, or as large as full complex engine and flight control systems. With ENSCO's UTE, customers min-



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## Self-Serve Terminals Get a Much-Needed Overhaul

Self-service fueling has been a fixture at general aviation airports for decades. Many operators recognized it was often best for the FBO staff to tend to the bigger customers, and that it wasn't very cost-effective for them to drive a truck out to pump seven or eight gallons into the smaller aircraft.

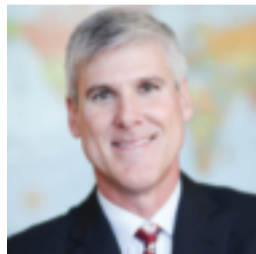


Pilots who are comfortable fueling their aircraft can save money, as self-serve prices are typically lower and will often get underway faster rather than waiting for an FBO truck. The lower self-serve prices also act as an additional lure for FBOs seeking more business from value-minded pilots or those

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## ViaSat — Delivering Effortless Global In-Cabin Internet

ViaSat is a global Internet Service Provider (ISP) that is on a mission to connect the world by making the internet accessible, affordable and secure to everyone, anywhere. The Company offers the highest speed, highest performing business aviation connectivity solution using its own Ka-band satellites and shipset. ViaSat serves business and commercial aviation markets, as well as governments and military aircraft worldwide. ViaSat solutions are well-known for their advanced capabilities, reliability and security.



James Person, director of

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## AAR Composites Enhances Market Offerings for Composite Aerostructures and Flat Panel Product Line

AAR Composites, an aerospace structures and interiors industry leader providing single-source composites solutions for over 30 years, extends its manufacturing capability and technical offerings. Recent capital investments in CNC trim and drill capabilities, ERP processes and lean manufacturing improvements allows AAR Composites to supplement its already comprehensive



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## AirNav Systems Introduces Affordable Space Based ADS-B

AirNav Systems is thrilled to announce that their space-based ADS-B reception network will be available in 2018. The first set of nano-ADS-B satellites are ready to be deployed in Quarter 4, 2017 with further launches until Quarter 2, 2019, guaranteeing an affordable and reliable worldwide ADS-B coverage.

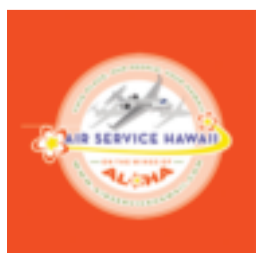


Traditionally, ground-based ADS-B (Automatic Dependent Surveillance-Broadcast) receivers, along with radar, have been used to track aircraft. This method of tracking has had its own set of challenges since ADS-B tracking is based on the line of sight princi-

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## Air Service Hawaii — Your Source for Ground Handling and Fuel in Hawaii

Air Service Hawaii, an independent, locally-owned and managed FBO network in Hawaii, enjoys a growing reputation for delivering excellent, friendly service throughout the Hawaiian Islands. Operating with the philosophy that its employees are its most important customers, Air Service Hawaii emphasizes personal, attentive responses to its clients' needs and desires at all six locations.



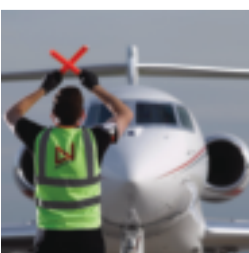
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## Avfuel Corporation: Fuel — and So Much More

Established as a supply and logistics company, Avfuel is a leading supplier of aviation fuel and services with 650-plus branded FBOs and 3,000-plus contract fuel locations around the world.

Marci Ammerman, vice president of marketing, provided some insight on this industry leader.



**Q: Tell us about Avfuel's focus.**

**A:** While Avfuel's main business is fuel supply, our sole dedica-

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**Vibration Analysis & Balance Solutions**

**ACES SYSTEMS**  
Booth #2611

**AVFUEL CORPORATION***(continued from page 1)*

tion to aviation has enabled us to spend extensive time listening to the needs of customers to develop strategic solutions.

Over 40-plus years, we became much more than a fuel supplier. Avfuel offers a full suite of services that address customers' challenges to streamline operations and attract aircraft. We are a group of people passionate about supporting customers through the strategic supply of fuel as well as contract fuel, payment processing, credit, tax compliance, loyalty rewards, marketing, insurance, trip planning, fuel handling and customer service training, quality assurance, refueling equipment, parts, network referrals and CSR rewards.

**Q: How important are these other offerings to Avfuel?**

**A:** All business lines are vital in providing the best service possible as a one-stop

shop for the aviation community.

Personalized support and in-house offerings differentiate us from our competition. No other supplier manages such an array of services from one headquarters. This allows each division to communicate face-to-face, share experiences, collaborate and adapt in real time, providing a streamlined customer experience.

**Q: So how do these solutions work together for the customer?**

**A:** In-house solutions mean efficient and simplified logistics that benefit our customers such as FBOs, airports, commercial carriers, regional airlines, freight carriers, corporate flight departments, helicopter operations, state/local governments, military operations, agricultural, medical/rescue organizations, charter companies and more.

To showcase how our divisions work in sync, let's take a look at a real-world example: the recent hurricanes devastating

the U.S. and the Caribbean. In the case of major storms, Avfuel's supply division works with logistics to find available fuel before, during and after the storm, working around any refinery or terminal closures. Logistics communicates frequently with customers in and surrounding the storm's path to help provide both proactive and reactive supply.

Proactive supply is ideal as it helps ensure FBOs receive fuel to evacuate passengers and planes, keep tanks heavy for stability during storms, and sustain operations for medevac and helicopters, relief efforts and their tenants' return. This requires repositioning tanker trucks across the country to haul fuel where it is most needed.

To better know which customers to contact, logistics works with Avplan Trip Support's meteorologists to stay abreast of the storm's path to discern which customers may need support with a shift in trajectory. This is an around-the-clock effort with additional staff on hand for in-

creased support.

These divisions communicate with Avfuel's marketing department to communicate special fuel considerations to the Network in the aftermath of the storm.

In addition, Avfuel's quality assurance team (available 24/7/365) is available to help assess any damage that may have occurred to fueling equipment or fuel integrity after the storm so safe operations can resume; this may require our refueling division to arrange for loaner equipment as necessary.

Working closely together, each division and business line can more efficiently keep customers fuelled up so they can remain focused on the truly heavy job at hand: sustaining relief efforts, and keeping employees, passengers and planes safe.

For more information, readers can call 734-663-6466, visit [avfuel.com](http://avfuel.com) or stop by Booth #N4314.

**VIASAT***(continued from page 1)*

*Global Business Development, answered a few of our questions regarding how they're making global connectivity easier and better on business jets.*

**Q: What makes ViaSat's connectivity solution unique?**

**A:** ViaSat is unlike any other in-flight connectivity provider. The Company is a recognized global ISP, delivering high-quality, satellite-based internet to various markets including: residential, enterprise, aviation, government/military and maritime to name a few. The Company designs its own satellite systems — leveraging its high capacity Ka-band satellites coupled with its ground- and cloud-based infrastructure — to deliver high-speed broadband access to millions of people daily. Today, the Company offers hundreds of Gigabits per seconds (Gbps) of network capacity with thousands of Gbps planned to start rolling out in the 2019/2020 timeframe. Having the most network capacity on orbit will enable ViaSat to offer up to 100 times more capacity than any other Ka-band solutions provider, which translates into ViaSat having the ability to deliver even higher speed internet plans (today ViaSat offers the fastest speed plans at 16 Megabits per second (Mbps) with even better reliability and performance to an aircraft. ViaSat's shipset, which the Company also designs and builds, has been

right-sized to make it smaller than any other business aviation internet system available. The shipset does not require space in the luggage compartment, as the system is designed to be installed in the non-pressurized areas of the aircraft. Competing systems occupy room in the tail, the luggage compartment as well as in other pressurized areas. With a smaller system, there is less overall system weight, which can offer business aviation buyers significant fuel savings. It also allows for dual antennas to be installed, which enables business aviation buyers to have a strong back-up communications network on their aircraft, so passengers are virtually connected anywhere they travel. Everything ViaSat does, from its integrated hardware and satellite network solution to its best-in-class speed and service pricing, is designed to make connecting to the internet at 50,000 feet effortless.

**Q: What questions should flight departments ask before choosing a connectivity solution?**

**A:** The first point to know when buying an aircraft connectivity system is that not all Ka-band satellite systems are the same. Just asking if the solution is Ka-band won't guarantee that you'll get the best solution. That's why it's important for flight departments to ask the following questions:

- Current network demand: Flight departments should inquire whether the in-cabin connectivity solution can handle

typical network demand scenarios, as well as understand its scaling capabilities.

- Future network demand: Is the in-flight internet solution future-proofed to handle global next-gen broadband demands? Will the hardware work on current and future satellites, and will it be able to handle higher speeds in the future?
- Shipset: Does the shipset take up space in the baggage compartment? Does it offer a TV solution with no additional antenna? Does that TV solution count against the monthly data allowance?
- Pricing: What is the monthly service price for the highest speed plan? How much does installation cost?

**Q: What experience does ViaSat have in the global in-flight connectivity market?**

**A:** As a global ISP, ViaSat has a worldwide footprint comprised of Ku- and Ka-band satellites. The Company has been serving business jets, commercial airlines and government/military aircraft with global coverage for decades; currently the Company operates more than 60,000 flights per month on its high-speed Ka-band satellite network. ViaSat recently launched ViaSat-2, the highest capacity satellite in the world. The Company has also announced a three satellite global constellation known as ViaSat-3, which when combined will offer more than 3,000 Gbps of network capacity; a single ViaSat-3 satellite will have more capacity than all other communications satellites in the world today.

**Q: How can my aircraft get ViaSat's solution?**

**A:** ViaSat's business jet connectivity solutions are available for all the leading OEM mid- and large-cabin aircraft, including Gulfstream, Bombardier Global and Challenger, Dassault Falcon and Embraer Legacy. ViaSat also has a dealer network including many qualified MROs who have installed ViaSat's solution in the aftermarket. Service is offered through all the leading airtime service providers.

**Q: Where can someone experience the ViaSat connectivity solution at NBAA BACE?**

**A:** ViaSat is located at Booth #C7818 at this year's NBAA event. The ViaSat team encourages show attendees to stop by the booth to get a real-world, in-flight connectivity experience, as ViaSat has positioned one of its Ka-band mobile airborne antennas on the roof of the Las Vegas Convention Center. Offering live demos of their connectivity solution, booth visitors can connect to one of ViaSat's high-capacity Ka-band satellites currently serving aircraft over the U.S. and trial a high-definition (HD) video call, watch streaming videos or live TV and generally do anything they want to do online as if they were flying at FL 450. The ViaSat team will be on-hand to answer global business jet internet questions, helping show attendees make connecting in-flight effortless.

**CLAY LACY AVIATION, LLC***(continued from page 67)*

Business Aircraft Operations (IS-BAO) Program and incorporates the NATA Safety 1st Ground Audit Program. IS-BAH is the global industry standard that

meets or exceeds SMS requirements from the International Civil Aviation Organization (ICAO). The Stage II registration requires the FBO to not only demonstrate that they maintain a Safety Management System but that they incorporate their SMS in every facet of

their day-to-day operations.

**About Gateway USA**

Gateway USA, LLC dba Clay Lacy Aviation, LLC (CLA-Seattle), located at King County International Airport/Boeing Field (KBFI), is an independent FBO

that is a major global provider of support services for privately-owned, corporate, commercial, and military aircraft. It's NATA Safety First-trained and IS-BAH registered line service technicians are available 24/7 serving all aspects of aviation.