

Boutsen hunts for 'perfect customer'

According to Thierry Boutsen, selling an aircraft is as thrilling as winning a Formula One race. Boutsen can vouch for that, as he is a former Formula One racing driver.

Today he is the man behind Monaco-based Boutsen Aviation, which is at MEBAA displaying its latest aircraft for sale on the static, the A319CJ operated by UK company, Acropolis.

"The A319 entered service in 2010 and is still in fantastic condition," said Boutsen. "It offers the widest and tallest cabin of the traditional business jet. The cabin is more than three times the size of the Gulfstream G650, offering four sections and 19 seats."

The first area is a lounge; the mid-cabin is a living space that can

be converted into a dining area or conference area; the third area is another comfortable lounge; and the rear of the aircraft features a private master bedroom with a large en-suite.

"This is a super aircraft and we are not in a rush to sell it until we find the perfect customer," said Boutsen.

The Middle East is an important market for the company and it has recently completed two sales in the region. "The first was Gulfstream GIV SP and the second was Falcon 7X – the third in the Saudi SPA Fleet," said Boutsen.

These sales mark the 365th for the company since it was set up in 1997 and Boutsen believes his background helps with his company's success.

"I studied mechanical engineering and later on met a guy working as an engineer on small jets. I got work there as a mechanic and that is when I realised I had an interest

in aviation and I went on to gain my PPL license," said Boutsen.

However, it was racing that was his 'first career' and he was a Formula One driver for ten years.



The drive to sign up the right client – Boutsen

All the world's a Stage for Collins Aerospace

Collins Aerospace (stand 410) has announced that a third customer has signed a contract with ExecuJet in South Africa to equip its Bombardier Global Express with Collins' 'Stage' in-flight entertainment system.

Stage provides private and corporate jet VIPs with access to a wide range of

entertainment, including a massive library of more than 1,100 Hollywood movies and TV shows, many available in high definition.

The system can also supply news, sports, and weather feeds, plus personal content, all delivered to passengers' mobile devices.

Warwick Stone, MRO business development manager, ExecuJet, said the Collins Aerospace Stage solution was very popular. "It can handle the latest Hollywood content with digital rights management (DRM)-protection.

All the user has to do is sync their content every 30 days to maintain access," Stone said.

Content can be selected by flight departments from a frequently updated cloud-based media catalogue, and is available in multiple languages,

including exclusive OSN premium Arabic TV programming.

This third aircraft also has Collins' popular corporate aircraft service programme (CASP) support package.

All three have been fitted with Inmarsat Jet ConneX satellite-based in-flight connectivity, giving passengers fast access to e-mail, internet, social media and much more.

The connectivity also enables real-time updates for Stage, enabling passengers to stay informed through the latest business news, weather and sports feeds.

Stone said this was the third aircraft it has completed with Stage and Jet ConneX, with the connectivity enabled by Collins Aerospace's ARINC Direct arm.

"It has been a successful year and we envisage 2019 being equally productive," said Stone.

Stage and screen – ExecuJet's Warwick Stone (left), with Didier Perrin of Collins Aerospace



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