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August/September 2015 | Vol. 13 No. 5

# BUSINESS JET TRAVELER<sup>®</sup>

## PAUL ANKA

On his six-decade music career, how bizjets help him and why he'll never retire

**TRAVEL WRITERS'  
FAVORITE VACATIONS**

**WHY GULFSTREAM'S G550  
DOMINATES ITS CLASS**

**BUYING COLLECTIBLE  
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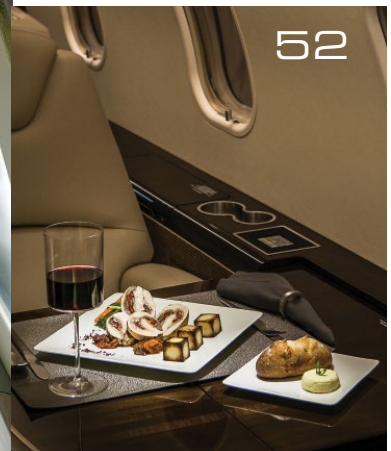
# ELEGANCE



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**On the Cover:**  
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photographed for **Business  
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## FEATURED CONTRIBUTOR

### ROBERT KIENER

Kiener, who has been an editor and staff writer with *Reader's Digest* in Hong Kong, England and Canada for three decades, now lives in Vermont and travels widely, writing for the magazine's international editions. He is also a contributing writer for Washington, D.C.-based CQ Press, and his work has appeared in London's *Sunday Times*, *The Christian Science Monitor* and Time Life books.

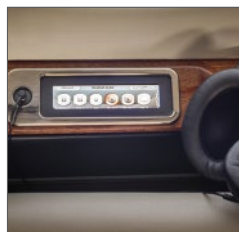
Having interviewed Paul Anka for this issue, Kiener reports that he was most impressed with the singer-songwriter's longevity in show business. "Anka," he says, "has survived and thrived thanks to his talent and his drive, but also because he never takes his audience for granted. He's an excellent role model for today's young pop stars."



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# Up Front

I'm delighted to report that this issue introduces two new columnists to **Business Jet Traveler**.

You're probably already familiar with Joe Sharkey, a **BJT** contributor since 2005, whose *New York Times* business travel column has reached millions of readers every week for the past 16 years. Joe was on assignment for us in 2006 when the Embraer Legacy 600 he was riding on collided with a Brazilian airliner and had to make an emergency landing in the Amazon. (Read his harrowing account of the accident at [BJTonline.com/brazil](http://BJTonline.com/brazil).) Joe's first bimonthly column for **BJT**, about the end of the *Mad Men* era and the beginning of the business jet age, begins on page 36.

Also debuting in this issue is financial journalist Chana R. Schoenberger, who has written for the *Wall Street Journal*, Bloomberg News and *Forbes*. Be sure to read her first **BJT** column, which provides sage advice about a subject that tends to make parents exceedingly uncomfortable: how to talk to your kids about money (page 54).

Another must-read in this issue is editor Jeff Burger's "A Look in the Rearview Mirror" (page 16). Jeff was inspired to write the piece after browsing through some 1970s and early 1980s editions of **BJT**'s oldest sister publication. You're bound to be alternately amazed and amused by how much certain things have and haven't changed. Don't miss the last item in Jeff's piece—it's proof that today's wildest dreams can be tomorrow's pot of gold.



Jennifer Leach English  
jenglish@bjtonline.com

P.S. Thank you to everyone who voted in our fifth annual Readers' Choice survey. Stay tuned for the results, which will be published in our next edition.



PHOTOS: IAN WHELAN



Last February, we invited some of our Florida subscribers to join us at the National Business Aviation Association's regional forum in Palm Beach. It was such an enjoyable experience that we decided to issue a similar invitation to New York City-area subscribers to attend the NBAA's June forum at Teterboro Airport (photos above). The readers who came to each event were able to tour a full range of aircraft and talk with manufacturers, charter operators and other bizav service providers. We, in turn, had the privilege of chatting with some of you about the magazine and your experiences with private lift. —J.L.E.

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FOTOLIA

## HOW TO BUY A YACHT

Your article, “How to Buy a Yacht” [April/May 2015], is one of the most insightful and thoughtful looks at the details of yacht ownership I’ve encountered.

I should know—I’m an aircraft owner as well as a yacht owner, and I wish I’d known some of the tips your writer mentioned before I bought my first (or second or third!!) yachts. Very much enjoy **BJT** for just such articles.

David Greer  
posted on [bjtonline.com](http://bjtonline.com)

## SINKING VALUES

Re “Sinking Values” [Preowned, April/May 2015]: There has always been a “real” depreciation versus an inflation-adjusted depreciation rate. Many people have used the five-year-old aircraft purchase and shown how in 10 years the model has not depreciated much. However, those models should have been adjusted for inflation to provide a [realistic] residual value.

Inflation adjustments paint a much more accurate picture. In non-bubble years with strong demand, most aircraft depreciated in real terms when adjusted for inflation but their residual as a percentage of original list was very high. Late-model aircraft values have been impacted by new-aircraft discounting. The pre-2008 model would have shown a 75 percent or higher residual value on a Hawker 900XP.

However, in late 2009, new models were selling at 68 percent of list! New discounted prices adjust the depreciation models from a list price to a new “real” selling price. If this adjustment is not made, then other adjustments must be made to account for the real sales prices.

“Will resale prices come back to normal rates adjusted by inflation?” and “What is the new normal?” are still valid questions.

Mike McCracken  
posted on [bjtonline.com](http://bjtonline.com)

## SUPERSONIC AIRCRAFT

Regarding “The Future of Supersonic Flight” [April/May 2015]: This is all hype until some of these companies cut metal and begin serious prototype construction.

We need more [aeronautical innovator] Kelly Johnson and less Wall Street P.T. Barnum. All these companies have is a PowerPoint presentation and hopes of getting other people’s money.

posted on [bjtonline.com](http://bjtonline.com)

## INCREDIBLE INDIA

Looks like a great journey [“Incredible India,” December 2014/January 2015]. Thanks for sharing your pictures also. [Debi Lander’s] articles are very well written and describe the scenes with accuracy. Looking forward to your next trip and story.

posted on [bjtonline.com](http://bjtonline.com)

## AIRCRAFT LOAN PAPERWORK

“Prepare for Paperwork” [February/March 2015] was a great article. I have worked with small banks over the years and find that securing a certified aircraft appraisal early in the loan process saves time and money for both the bank and the buyer.

Jim Hausch  
posted on [bjtonline.com](http://bjtonline.com)

## TURBOPROPS ARE BACK

Regarding the box about turboprops with swept-blade propellers [“Turboprops Are Back,” February/March 2015], the last sentence is misleading: the 17 percent increase in range for the Piaggio Aero EVO is mostly due to an optional fuel tank, not the propellers.

posted on [bjtonline.com](http://bjtonline.com)

Mark Huber replies: The article attributed the Piaggio Aero EVO’s greater range to multiple changes, but the propellers do contribute to the increase.

## CHRIS BURCH

It’s nice to read about an entrepreneur with heart who cares about others’ interests while making a fortune [“Christopher Burch,” June/July 2015].

[His story] makes one feel that creativity is alive in America. He can fly with ease and has earned it.

Donna Kordela  
posted on [bjtonline.com](http://bjtonline.com)

**CORRECTIONS:** In our Book of Lists feature in the June/July issue, we misspelled Asheville (in North Carolina) and Jennifer Aniston’s last name. We also incorrectly stated that the smallest island in the Caymans is Cayman Brac; in fact, the smallest is Little Cayman.

In our 2015 **Buyers’ Guide**, we incorrectly labeled a HondaJet photo as a Falcon 5X (page 36) and a Nextant G90XT photo as a 400XT (page 51). Also, we labeled Nicholas Air a “Midwest provider,” but it operates nationally.

**Your comments are welcome.** Please e-mail letters to [editor@bjtonline.com](mailto:editor@bjtonline.com). Include your name, address and a daytime telephone number. Letters are subject to editing and are presumed to be for publication unless the writer specifies otherwise.

LEARJET CHALLENGER GLOBAL



# OUR SIGHTS ARE SET HIGHER

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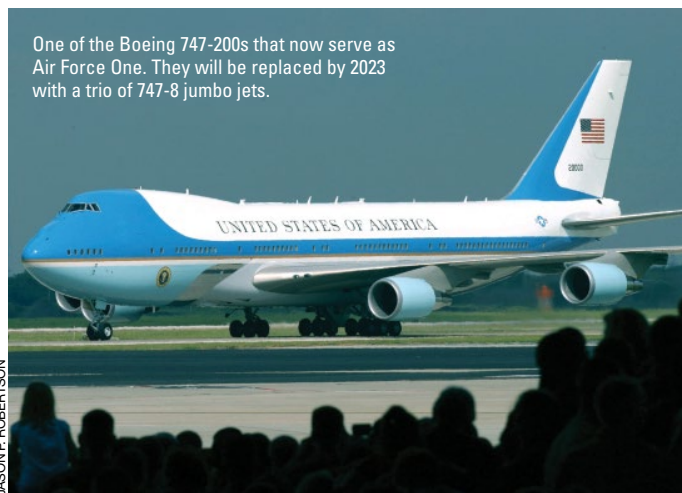
# The Ultimate Bizjets Get an Upgrade

The U.S. Air Force has tapped Boeing to supply a trio of 747-8 quad-engine jumbo jets to serve as the official presidential aircraft, aka Air Force One, at a cost of more than \$1.6 billion. The airplanes are scheduled for delivery beginning in 2017 and will then be outfitted with features like bulletproof glass, anti-missile defense, body armor, a surgical suite, in-flight refueling, auxiliary fuel tanks, tweaked engines, oversized galleys and a secure communications suite. After that, they will undergo years of testing.

If all goes well, whoever is president in 2023 will begin flying on these behemoths, which are even larger than the pair of modified 747-200s the President now uses. Those aircraft entered service in 1989 and, while they have been updated over the years, they show their age. Nancy Reagan allegedly had a hand in picking some of the fabrics for the executive sleeping quarters—earth tones and orange. When George W. Bush took office in 2001, he expressed frustration that he couldn't watch a movie onboard because a DVD player had yet to be installed.

Boeing introduced the latest version of its venerable 747 family in 2011 as part of its response to Airbus's new four-engine widebody aircraft, the A380. The passenger version features General Electric's new, fuel-efficient GEnx-2B engines, a new wing design and an enlarged upper deck.

Sales to passenger airlines have not been strong, with



One of the Boeing 747-200s that now serve as Air Force One. They will be replaced by 2023 with a trio of 747-8 jumbo jets.

JASON P. ROBERTSON

a total of 51 orders logged for the 747-8 as of the end of June 2015 (of which 34 have been delivered). This has raised questions among analysts about the viability of four-engined airliners in commercial service, since twin-engined jets burn

**Chock full of James Bond whiz-bang features and resplendent in its presidential livery, the new Air Force One will be a powerful symbol of American pride.**

less fuel and require less maintenance. However, demand from freight carriers has proved stronger with 72 examples of the -8F model on order (58 of which have been delivered). At June's Paris Air Show, Russian operator Volga-Dnepr signed a \$7.4 billion agreement to buy up to 20 more of the aircraft.

Boeing recently announced plans to reduce production of

the 747-8 family to just one per month starting in March 2016 (half the 2013 production rate). The manufacturer anticipates a longer-term recovery in demand if and when the air freight market rebounds. Since 2011, its engineers have stripped a total of 9,000 pounds from the aircraft's weight in a bid to make it more competitive.

A few 747-8s already have been purchased for use by heads of state and other dignitaries, and completion centers have developed some unique modifications for these aircraft that could be incorporated into the new presidential bird. They include grand entryways, two-story ballrooms, a multi-story elevator that exits the belly of the airplane and extends down to the tarmac, and private sleeping lofts just below the roof of the aft fuselage. Chock full of James Bond whiz-bang features and resplendent in its presidential livery, the new Air Force One will be a powerful symbol of American pride. —*Mark Huber*



## GIVING BACK

**BJT** readers—who represent one of the highest-net-worth magazine audiences anywhere—clearly have the means to contribute to a better world. To help you do that, we're spotlighting one deserving organization per issue. All of them have received a four-star overall rating from Charity Navigator ([charitynavigator.org](http://charitynavigator.org)), which evaluates philanthropic institutions based on their finances, accountability and transparency.

### Baby Buggy

([babybuggy.org](http://babybuggy.org))

Baby Buggy's cute motto—"Love. Recycled."—is actually poignant when you consider the impact that basic baby equipment can have on families that can't afford to buy it. A gently used stroller or baby carrier means a new mother in a major city can safely deliver her child to the doctor or day care. Diapers, wipes and bottles—which tend to pile up in excess in more fortunate homes—can be passed along to families that lack access to these vital basics.



Baby Buggy's goal is to improve the health, safety and well-being of children up to 14 years of age. The organization, which has delivered nearly 16 million essential items to hundreds of thousands of children since 2001, has partnered with 139 program sites across 15 U.S. markets. Its volunteers work with anti-poverty groups such as Early Head Start, the Nurse-Family Partnership and Harlem Children's Zone. Baby Buggy's Fatherhood Initiative, which started in 2010, provides support for dads and clothing and goods for their kids via 17 programs in New York City and Los Angeles. —*Jennifer Leach English*



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# Sweet Stays



At a growing number of big-city hotels, the buzz about locally produced food is now more literal: resident bees circling back to rooftop apiaries. Chefs who don protective suits and gloves tend the hives, whose honey has become a popular menu ingredient in restaurants merely floors below.

At the Fairmont Washington, D.C., Georgetown, pastry chef Elizabeth Teuwen helps manage three rooftop honey-bee hives and reserves some of the sweet, gooey output for a killer honey-wheat-walnut bread. Much of the rest goes into the hotel's signature BeeTini cocktail.

Atop Manhattan's Waldorf Astoria, six hives host some 360,000 bees. Thursdays and Saturdays, guests can tour the apiary; daily, they can experience its output, not only in the hotel's three restaurants but also in several spa treatments.

Blocks away, at the InterContinental Times Square Hotel, executive chef Andrew Rubin manages two rooftop hives. "We're a green restaurant, and I try to take care of the Earth," he says. "The bees are disappearing and we need them." Year-round, Rubin includes his in-house 44th Street Honey with every



JOHN GROSSMANN

cheese platter; and, during National Pollinator's Week (mid-June) and National Honey Month (September), he serves dishes like grilled pork cheeks with an Espelette-pepper-infused honey.

Some of the honey that executive chef Gavin Stephenson collects from the nine hives he tends atop the Fairmont Olympic Hotel in Seattle goes to a local craft brewery to make a private-label Honeymoon Suite Olympic Light Honey Ale that pairs well with such menu offerings as honey-cured house-smoked salmon topped with a tempura-style morel mushroom stuffed with a camembert/honey mixture.

"When I started beekeeping, I knew nothing," says Stephenson. "Every year I learn something. See that bee there? In her whole lifetime, she'll gather only an eighth of a teaspoon of honey. My record hive produced over 100 pounds. Think how many bees it took to get that." —John Grossmann



STÉPHANE COMPOINT

## A TIME MACHINE DEBUTS IN FRANCE

Reproducing the most important third of the Grotte Chauvet archaeological site, the new Cavern of Pont d'Arc museum in the Ardèche region of France employs the latest technologies to offer a window into the distant past. The museum, located on the heights of Vallon Pont-d'Arc at Le Raza, is about 400 miles south of Paris and 50 miles north of Nimes Airport, which can accommodate private jets of all sizes.

The architecturally striking museum houses a condensed replica of the UNESCO World Heritage Site where three amateur cavers discovered more than a thousand remarkably well-preserved cave drawings in 1994. The drawings date back 36,000 years, making them the earliest known examples of their kind.

The \$58 million museum employs

scenographic techniques on an unprecedented scale to convey the experience of visiting the archaeological site, which is not open to the public. Visitors will find a pinpoint simulacrum of the cave's highlights, and will even experience its light levels, humidity and smell.

The museum's designers employed a precision scanner and 6,000 photographs to create a 3D digital model that guided construction of a concrete shell mirroring the cave's morphology. More than 90 miles of hand-shaped metal rods helped builders to accurately reproduce the interior before sculptors added texture, stalactites and copies of the famous paintings. The replica floor features skeletal remains of bears and charcoal traces of fires that mirror what you'd see in the original cave. —Chris Allsop

## QUOTE UNQUOTE

"Corporate executives should be your core business... You need [salespeople who are] comfortable with the kind of boardroom leaders that see Lear Jet as a tool, not a frivolous extravagance for movie stars and their pets."

— advertising executive Pete Campbell to a Lear Jet executive on the penultimate episode of TV's *Mad Men* series, set in 1970 (For more on this, see page 36.)



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FOTOLIA

# A look in the rearview mirror

by Jeff Burger

Sometimes you have to glance at the rearview mirror to get a sense of just how far you've come. So I recently pulled from the shelf some 1970s and early-1980s editions of **BJT's** oldest sister publication, *NBAA Convention News* (or *Aviation Convention News*, as it was then sometimes called).

What struck me first were all the things I didn't find. There was, of course, no talk of bizjet cabins with Wi-Fi or flat-screen video monitors. There were no fractional aircraft shares or jet cards. Terrorism wasn't a big issue. Nobody seemed to be complaining about the price of jet-A fuel, which one ad touted at 49 cents a gallon. And speaking of ads, they of course listed no websites.

On the other hand, some of what I discovered seemed strikingly similar to what the aviation world has been discussing in recent years. There was talk about a recession and its impact on bizav, for example, and I also read a piece about how to explain bizav's value to skeptics.

But the old stories differed markedly from today's in several key areas, including technology and the roles of women. Here are some examples of what I found:

- » A feature described "diversions planned for wives who accompany their husbands" to the annual convention of the National Business Aviation Association. "The 'ladies program' has become a regular (and popular) part" of the proceedings, said the article, and "an attractive alternative to... subjects of unusual tedium to those who have no interest in them." The story added that "women who prefer to attend the symposiums and view the exhibits are welcome to do so."
- » Collins Avionics debuted the first color radar system, which it said featured the same Sony Trinitron cathode-ray picture tube that Bendix and RCA used in their TVs.
- » A letter to the editor took issue with an article that claimed to be about the world's only "lady Learjet captain." The writer said his wife

also flew Learjets and added that she "handles her duties as wife, mother and housewife with equal aplomb with her pilot responsibilities."

» James Winant, then president of the NBAA, predicted that it was "remotely possible" that aircraft sales might pick up "if the prime rate, for example, should get down to the 10 to 12 percent area."

» A piece on the forthcoming Falcon 50 promised such features as an "automatic coffeemaker that provides fresh coffee at all times" plus "passenger fresh-air outlets as well as reading table lights."

» A report on newly introduced aviation software described requirements for its use as follows: "Apple II or similar computer with 48K RAM (random-access memory), a dual 5.25-in. disk drive, a modem (stands for modulate/demodulate) unit to obtain weather data over the telephone, a video display and a dot-matrix printer."

» An article featured photos of women from 10 aviation companies and invited readers to vote for one of them to be Miss NBAA 1982.

» A story on an airborne telephone service described how the system worked: "To place a call, you punch up the nearest station and if it is not in use you receive a dial tone, after which you transmit to the operator. It's just like a dial operator call from your office. You give your phone number and that of the party you wish to call. Person-to-person calls are best because you are charged only for time talking to the person named. Ground-to-air calling procedures involve getting the mobile operator in the city having the selected ground station. You then give the operator the QM number of the aircraft being called and your own number."

» An article reported that "Fred Smith, 29-year-old entrepreneur from Memphis...has sunk at least \$10 million of his own and his family's money" into launching a company called Federal Express, which was using Falcon jets to fly "small packages between Memphis and 34 other airports when most of the nation is sleeping." Smith wouldn't say whether the business was making any money but the story noted that he was "talking with several potential investors."

Gee, I wonder how that effort turned out. **BJT**

Jeff Burger (jburger@bjtonline.com) is the editor of **BJT**.



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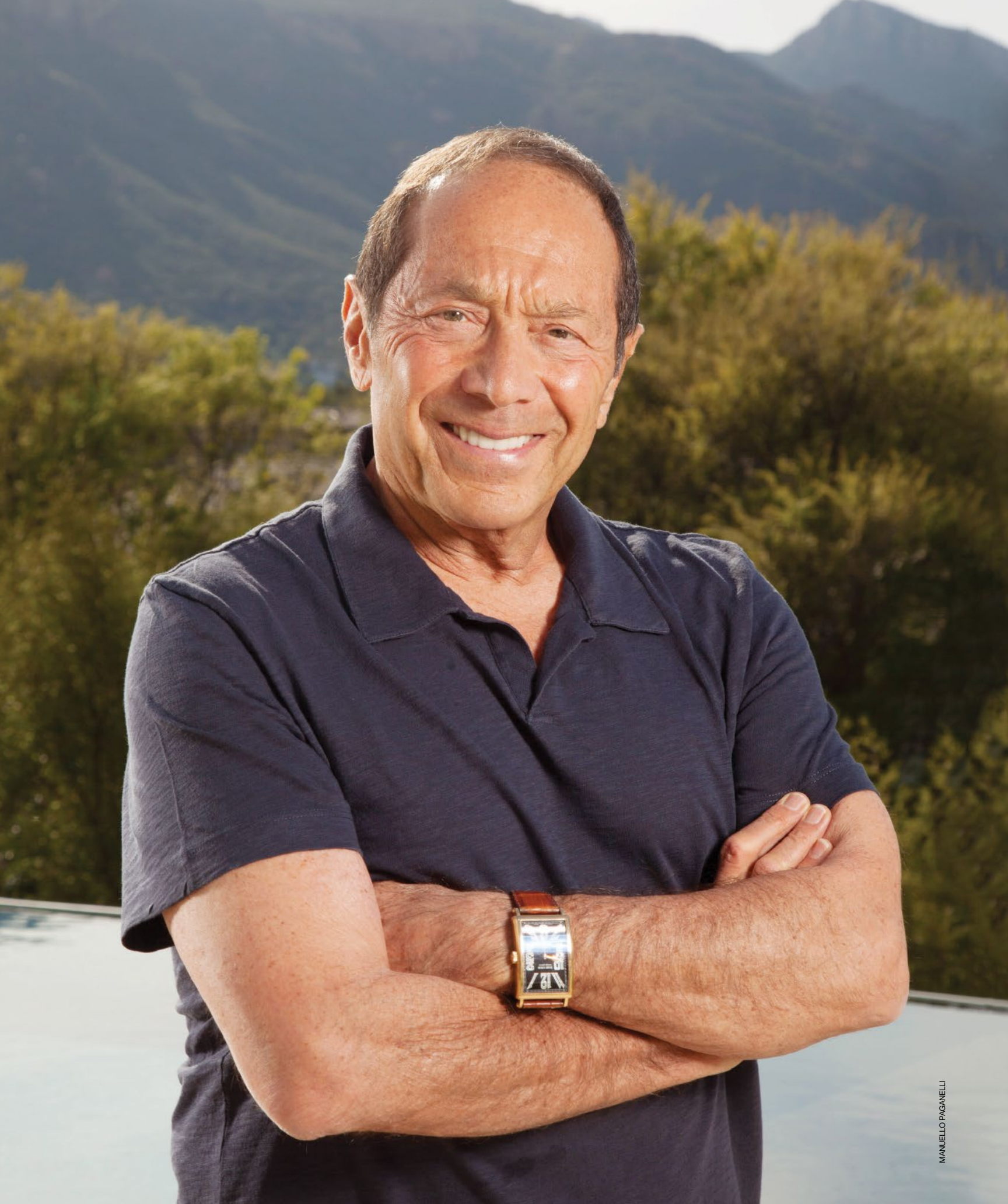
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# PAUL ANKA

**The singer-songwriter—still going strong nearly 60 years after his first hit—discusses his craft, explains why he’ll never retire and recalls how a bizjet helped him fill a concert request from Vladimir Putin.**

by Robert Kiener

**S**inger/songwriter Paul Anka admits that he may have been the unlikeliest of pop stars when he burst onto the musical stage in the 1950s. “I was short, stocky, had a big nose and was far from the mold of the matinee-idol type,” says the artist, who turned 74 in July. But what he may have lacked in looks, he made up in talent.

He was a musical wunderkind, just 15 years old when he proclaimed, “I’m so young and you’re so old,” in his international blockbuster, “Diana,” about his crush on a woman four years his senior. His talent transported him from his native Canada to the U.S. and then the rest of the world as he followed up his first hit with a string of self-penned winners (*see page 24*) such as “Put Your Head on My Shoulder,” “Puppy Love” and “Lonely Boy.”

Unlike many teen idols of the late 1950s and early 1960s, Anka didn’t fade from the scene when pop-music tastes changed after the Beatles ushered in the British Invasion. Besides

continuing to turn out hits for himself, he penned “She’s a Lady,” a big 1971 hit for Tom Jones; the theme for Johnny Carson’s *Tonight Show*; and, most famously, the lyrics for Frank Sinatra’s “My Way.” He also carved out a career as a Las Vegas headliner.

In his six-decade career, he has released more than 120 albums and sold more than 60 million records. His searingly honest recent autobiography, *My Way*, was a bestseller.

A shrewd businessman, Anka has been involved in many ventures throughout his career, including ownership of a private jet leasing company in the 1970s and part ownership of the Ottawa Senators hockey team in the 1990s. But he has never lost his love for performing and, thanks to his legions of fans around the world, plays about 75 public and private concerts each year.

“Not a day goes by that I don’t thank the Lord that I have an audience that still wants to hear me,” he says. “I’m blessed.”



Anka greets fans in Stockholm, Sweden in August 1959, just weeks after his 18th birthday.

WIKIPEDIA

# PAUL ANKA

## You've had a long history with private jets. How did that get started?

I had always wanted my own jet. I was living in Las Vegas in the 1970s when I bought a Lear 24 and it made my life so much easier.

It didn't take me long to realize there was a need among the hotels and artists in Vegas for private jet travel. So in the mid 1970s, I started a jet-leasing company, Jet Associates, and we were soon flying everyone from business executives to high rollers to stars like Helen Reddy, Bill Cosby and Richard Pryor to appointments and concert gigs. We had a fleet of Hawkers and Lear's. Some we bought, others we leased. Business was good.

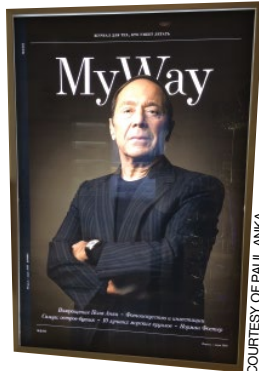
## What happened to Jet Associates?

We were doing well servicing the Las Vegas Strip but after more and more competitors entered the field and the tax laws changed, the business got less attractive financially. We eventually dissolved the company. Today, to travel to my performances, I happily lease from firms like NetJets and Apollo Jets and others all around the world.

## You're on the go a lot.

### How does flying privately help?

Flying privately enables you to accept performing dates that you'd have to turn down if you had to deal with airline routings and connections. I'll give you an example. I got a last-minute request to do a private show for Vladimir Putin and about 20 of his guests on New Year's Eve in Moscow in 2013. I had another show booked in Bucharest the next day. We had the orchestra, our tech staff and my team on four planes. There's no way we would have been able to do those back-to-back gigs, both of which paid well, without flying privately. This way we're able to get in, do our thing, and get out. It's incredibly efficient.



A poster in a private jet terminal at Moscow's Vnukovo International Airport advertises Anka.



"No matter how successful you've been, you're always looking for that next hit. I used to talk to Frank Sinatra about this and he said the same thing."

Three years ago, Goldman Sachs asked if I could do a private concert for some of their clients in Mongolia. Mongolia! That's not exactly on my bucket list. And it was to take place in February when it was 40 degrees below. But I was able to fly into Hong Kong on Cathay Pacific with 19 orchestra and staff, jump on a Global Jet leased plane, do the concert and get out the next morning. In the old days, flying commercially, I'd have never accepted the gig.

## You've lasted much longer than most in the music field. To what do you attribute your endurance?

I think a large part of my longevity is due to the fact that I still put a lot of effort into performing. I don't ever take the money and run. We invest a lot of money, time and effort into rehearsals with highly professional people to get the best show that we can. It's 90 percent work and 10 percent genius, if you will.

## Did you always have this drive and attitude?

Absolutely. When you start as young as I did, you don't know any other way. It is not in my genes to just walk through a show. It is impossible to sing songs like "My Way" or "the Longest Day" and not feel emotional. With the lyrics, the music and the orchestra, it's impossible for me to fake a show.

## FASTFACTS

**NAME:** Paul Albert Anka

**BORN:** July 30, 1941 (age 74) in Ottawa, Canada

**OCCUPATION:** Pop singer who has sold more than 60 million records since 1957. Composer of more than 900 songs.

**WEBSITE:** paulanka.com

**PERSONAL:** Became naturalized U.S. citizen in 1990. Lives in Thousand Oaks, California. Married from 1963 to 2001 to former Ford model Anne de Zogheb; five daughters. Married from 2008 to 2010 to Anna Aberg; one son.

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# PAUL ANKA

## Have you ever seen an entertainer “fake” a show?

Many times. It goes on every day, especially with a lot of these young acts that may be lip-syncing or just going through the motions. They are not that talented. It is often form over content; lots of action and lights, dresses flying off and pizzazz and not enough raw talent. What is often missing is the emotion. And you know what? The audience gets it.

## You once said that you feel you are “in an altered state” when you’re performing. Tell me more about that.

The moment you get onstage you leave the dynamic of your day-to-day life behind. You are there to focus and create a cathartic experience. You have to entertain the thousands of people in front of you. And there’s the orchestra behind you that you have to be in time with.

There is no margin for error, and your focus is so intense. You are so locked into the infrastructure of the words, the mathematics of music, your communication with the audience and their reaction. You have to control all these elements. You are wrapped up in this

“Goldman Sachs asked if I could do a private concert for some of their clients in Mongolia. In the old days, flying commercially, I’d have never accepted the gig.”

cocoon. Nothing can fall through the cracks.

Performing is both physical and mental. The looser you are, the more in control and confident you are, the more you relish it all. The high you get from performing is just amazing!

## You’ve long been as famous for your songwriting as your performing. How important is your writing to you?

I love writing. That’s what got me into this business. My first hit, “Diana,” was a poem I set to music. When my records started selling, I was scared that success might not last and I felt I could always fall back on my writing. So I promised myself that I would write, and if a song



MANUELO PAGANELLI

wasn’t good for me I’d offer it to another performer. Writing’s been very good to me. The royalties on the theme for *The Tonight Show* put my kids through college.

## What makes a hit song?

Simplicity, for one thing. You should be able to play the melody of any song with just one finger. I’ve known great arrangers who could never sit down and write a hit because they were too locked into the mechanics and the technical aspects of arranging. You need to be very simple. “Da da dee, da dee...” Simple. After all, there are only eight notes that you play with.

## You’ve had so many hits. Are you still hoping for another?

Always. It’s funny, isn’t it? I used to talk to Frank Sinatra about this and he said the same thing. No matter how successful you’ve been, you’re always looking for that next hit.

## You must have sung your hits thousands of times. Do you ever get tired of them?

I don’t get rid of songs because I am sick of singing them or I am older. All over the world,



COURTESY OF PAUL ANKA

Anka, shown here at a Montreal gig, continues to perform all over the world.





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# PAUL ANKA

these songs mean something special to my audiences. I have to respect the audience. I don't retire a song but I often change the arrangement to keep it fresh. But when a crowd is applauding, yelling and singing the lyrics, you can't help getting right into it.

## You hit it big while you were a teenager. What's your advice to young entertainers?

Learn to be an accountant! [Laughs] Stay focused. Be careful of who's around you. Be wary of enablers. Know that you have to grow and change. Find out who the hell you are so you can not just be good but be great. You have to be great to make it in today's world.

## You've been a business success as well as a musical success. What's the best business advice you've ever gotten?

Admit your limitations and surround yourself with smart people. You don't want to be the smartest guy in the room all the time.

## As a junior member of the Rat Pack you had an inside seat. Would you offer a few one-line descriptions of some of those icons?

Frank Sinatra: the best all-around entertainer ever, with great charisma. Sammy Davis: the most talented entertainer in the dynamics of what he was able to do. Dean Martin: a loveable guy who was a better singer than anyone ever gave him credit for.

But Sinatra was, without a doubt, *the* guy.

## What about Paul Anka?

Oooooo...let me think. A hard-working guy who believed in everything he did and had a great respect for his audience.

## What are you working on over the next few months?

I'm writing, working on several recording projects here and in Europe and touring throughout Canada and the U.S. I'm also involved in

some business ventures such as ARHT Media, a Canada-based high-tech company that designs human holograms.

## So retirement isn't in the cards?

It scares me to do nothing. Look at the great achievers who work and work. They love what they do and they are continuing to accomplish and to grow. I can't ever retire. When someone says to me, "I am thinking of retiring," I look at them and say, "You know what? You already have."

During the time I wrote "My Way" for Frank Sinatra, I saw him playing with his [model] trains, working on his garden. But he then went back to work, to do what he loved. It made him feel alive. I've seen too many guys retire. Their brains go. Their bodies go. They die. So for me, it is not in the cards.

I want to stay active. I have grandchildren and a great 9-year-old son who keeps me active. He travels a lot with me.

There's so much more I want to do. I've always said, "If you stand still, they will throw dirt on you." **EJT**

**Robert Kiener** (rkiener@bjtonline.com) is a freelance writer who has contributed to such publications as *The Washington Post* and *Reader's Digest*.



MANUELO PAGANELLI

## ANKA'S BIGGEST HITS

*The following songs reached the Top 20 on Billboard's U.S. Hot 100. Numbers in parentheses indicate peak chart position.*

**1957**—"Diana" (2), "You Are My Destiny" (7), "Crazy Love" (15), "Let the Bells Keep Ringing" (16)

**1958**—"(All of a Sudden) My Heart Sings" (15)

**1959**—"Lonely Boy" (1), "Put Your Head on My Shoulder" (2), "It's Time to Cry" (4)


**1960**—"Puppy Love" (2), "My Home Town" (8), "Summer's Gone" (11)

**1961**—"The Story of My Love" (16), "Tonight My Love, Tonight" (13), "Dance On Little Girl" (10)

**1962**—"Love Me Warm and Tender" (12), "A Steel Guitar and a Glass of Wine" (13), "Eso Beso (That Kiss)" (19)

**1974**—" (You're) Having My Baby" (1), "One Man Woman/One Woman Man" (7)

**1975**—"I Don't Like to Sleep Alone" (8), "(I Believe) There's Nothing Stronger Than Our Love" (15), "Times of Your Life" (7)



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## Meet Ted

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Ted says his team removes roadblocks, helping design a better place to work and an easier place to do business.

To do this, Ted works with a group of experts off the hangar floor, asks them how they would eliminate the waste they see every day while challenging the status quo to make their jobs easier—saving the customer time and money while improving quality.

For the rest of the story visit [www.DuncanAviation.aero/experience/ted.php](http://www.DuncanAviation.aero/experience/ted.php).



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# AIRBUS ACJ350

It's fast and efficient and its cabin is larger than most homes.

by Mark Huber

Five and eight may be small numbers, but Airbus is betting they'll represent a big difference for its new A350-900 XWB (extra wide body). The model is five inches wider and, claims the manufacturer, 8 percent more fuel-efficient than Boeing's 787, with which it will compete in the long-haul, twinjet market. In 2018, Airbus expects to introduce a stretched version of the aircraft, the A350-1000, to go head-to-head with Boeing's even larger 777 twinjet.

After nearly five years of program delays that included a major redesign, and a tripling of its original development budget to nearly \$15 billion, the airframer delivered the first A350 to the airlines late last year. Moreover, it claims to hold more than 780 orders from 41 carriers for the \$254 million aircraft. (That price doesn't include cabin completion; the airplane costs \$295 million in airline configuration.) The manufacturer expects production to increase to 10 per month by 2018 and for the 350 program to account for as much as 40 percent of Airbus's revenues over the next 20 to 30 years.

A version is being offered to the VIP market

called the ACJ (Airbus Corporate Jet) 350. Jet Aviation in Switzerland is under contract to complete the cabins for the first two ACJ350s for Asian customers. The company estimates it will take 18 months to do the job, which could easily add \$50 million to \$100 million to the price of each aircraft.

## ACJ350 At a Glance

Completed price (est.)	\$300 million plus
Engines (2)	Rolls-Royce Trent XWB
Passengers	25
Crew	8
Range	10,050 nm
Top speed	Mach 0.89
Max. takeoff weight	590,800 lb
Fuel capacity	36,460 U.S. gal
Takeoff distance at max. weight	8,770 ft
Cabin	Length 168 ft 3 in
	Width 18 ft 5 in
	Height 8 ft
	Floor area 2,905 sq ft

Source: Airbus

The task promises to be formidable, as nothing about this airplane is small. In typical executive configuration with 25 passengers, it will have an unrefueled range of 10,050 nautical miles—about 20 hours in the air—allowing direct connection between most major city pairs on the globe.

Top speed is Mach 0.89. The cabin measures nearly 170 feet long, more than 18 feet wide and eight feet tall, yielding almost 3,000 square feet of floor space. Maximum takeoff weight is close to 600,000 pounds.

Obviously, a bird this big can't land just anywhere: it needs 6,100 feet to stop. Takeoff distance at maximum weight is 8,770 feet.

Airbus hopes to avoid the sort of delays and heartburn Boeing encountered with the 787, including lithium-ion backup-battery fires and a forced grounding. The A350 uses a different backup-battery technology, and Airbus says its flight-test program came as close as possible to emulating operational conditions. Airbus called this program "Airline 1," and it incorporated all documentation and tools used by the airlines, with the goal of minimizing teething problems after initial entry into service using live maintenance datalinks between the test aircraft and Airbus's maintenance control center.



The company is upgrading its product support with customized per-flight-hour service agreements that cover a wide variety of maintenance issues, including component loan and exchanges, repairs and modifications. The Airbus also benefits from being able to integrate more technological advances into the 350's design simply because it is being launched six years after the 787.

However, the A350 suffers from much of the same type of complex supply chain that initially vexed the 787: major components come from no fewer than 10 sites within the European Union as well as China, Japan and the U.S. In-service aircraft already have been subject to a rash of service bulletins, most related to the cabin electronics. This isn't unusual for a new aircraft, however.

While the 350's cabin is wider than the 787's, the windows on the latter are noticeably larger and feature electro-chromatic dimming, while the Airbus relies on old-technology electro-mechanical shades. The larger windows on the 787 create

the illusion of more interior space. However, the smaller windows on the A350 mean the cabin is marginally quieter. The claimed fuel-efficiency advantage over the 787 appears to come from Airbus's increased use of composites—53 percent versus 50 percent on the 787. The Airbus also employs a new winglet design called a "Sharklet," which reduces drag and boosts top speed from



Mach 0.85 to Mach 0.89. The two aircraft feature the same engine technology. Given the thrust these engines generate, they're remarkably quiet.

With so much space to work with, the interior options on the ACJ350 are limited only by what you care to spend. Airbus has floated a few ideas, including a grand entryway; above-deck crew rest areas; forward and mid-cabin gourmet galleys; a forward master stateroom suite with bedroom, bathroom with shower and private office; a mid-cabin lounge; an oversized circular dining table with seating for 10; three junior staterooms with shared bathroom and shower; and an aft cabin media room/theatre with a dozen reclining seats and a large flat-screen monitor mounted to the aft bulkhead.

Only something the size of the ACJ350 could provide this kind of luxury and flexibility. **BJT**

**Mark Huber** (mhuber@bjtonline.com) is a private pilot with experience in more than 50 aircraft types.

**Airbus expects the 350 to account for as much as 40 percent of its revenues over the next 20 to 30 years.**



# Cabin Tech 2015



The latest products for your aircraft can mean faster Internet connections... and clean dinnerware.

by Mark Huber

We'll get to the World Wide Web in a minute, but first a word about a worldwide wash: an onboard dishwasher developed by HS2 Engineering and Lufthansa Technik. The Dishwashair, as the manufacturers call it, can clean a load of dishes in just six minutes using three liters of water. That's right, cabin crews, no more dishpan hands!

The dishwasher fits standard galleys and connects to the aircraft's freshwater, waste-water and vacuum systems. With long-haul business jets now capable of 14-hour flights, the dishwasher may take up less room than you'd need to carry enough clean plates, silverware and glasses for two to three meals for everyone onboard.

Speaking of food, how do you keep it cold before cooking? Zodiac Aerospace's Cool Trolley may be just the ticket. The thermodynamic trolley uses dry ice to keep contents at 0 to 5 degrees Celsius (32 to 41 degrees Fahrenheit) for up to 10 hours.

Once everyone has been fed and quaffed, it's time to surf the Net. Regular readers of these pages know that for the last few years we've been talking about the quantum speed increases coming with Ka-band satellites. Well, those increases are here. Now all you need are the new hardware

and package plans to take advantage of them.

Let's start with the antennas. Honeywell, satellite-provider Inmarsat and flat-panel-antenna specialist Kymeta are collaborating on a high-speed Ka-band wireless antenna suitable for business jets. Flat-panel antennas are relatively light and minimize drag, both good things. Conventional Internet antennas on aircraft resemble main battle-tank turrets. Bad for mileage, worse for aesthetics. It's like bolting a cowcatcher to the front of a Ferrari.

Kymeta will deliver its flat "mTenna" to Honeywell, which will integrate it into its line



The Dishwashair fits standard galleys.

of JetWave hardware used to receive Ka signals from Inmarsat, a service known as GX (Global Xpress) because, theoretically, with Ka you get worldwide coverage. So don't worry: that streaming rerun of *Roseanne* won't drop off as you approach Reykjavík.

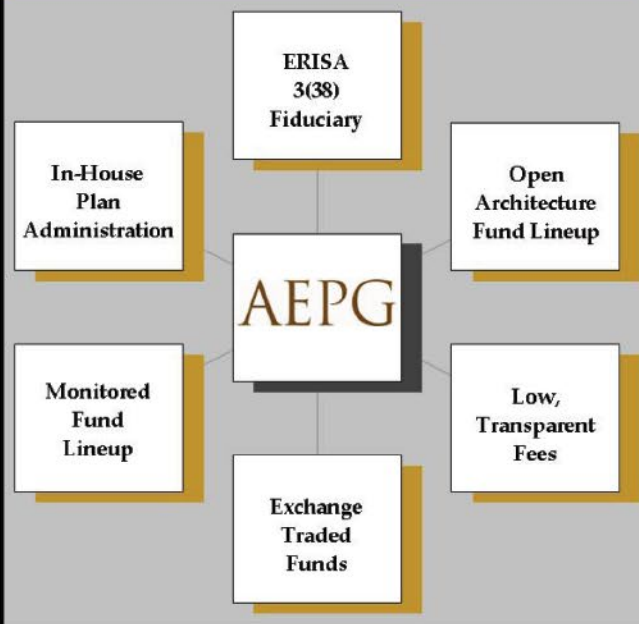
In March, Honeywell tested its JetWave MCS 8200 hardware aboard an aircraft receiving GX, demonstrating how the network can support multiple file transfers and video streaming. The system should be certified any day now and ready for installations in Airbus, Boeing and Bombardier Global business jets. The first GX satellite is already operational in the Indian Ocean region for government, maritime and enterprise customers. A second satellite, launched this past February, provides coverage over the Americas and Atlantic Ocean. A third, scheduled for launch before you read this, will provide coverage over the Pacific.

GX is just the beginning. Honeywell also is preparing for the new OneWeb satellite constellation and is building onboard equipment to support the service. Under its deal with OneWeb, Honeywell will provide airtime services that could include aircraft health monitoring, navigation and weather. OneWeb will feature more

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# Cabin Tech 2015

than 600 satellites capable of providing Internet access worldwide at ultra-fast speeds.

There have been developments on the traditional, albeit slower, Ku-band as well. Gogo Biz is offering new deals for SwiftBroadband, including pay-as-you-go monthly data plans with no overage charges, fixed fees or minimum-usage requirements. The plans include data compression and acceleration services at no extra charge. Customers will receive single monthly invoices for all SwiftBroadband, Iridium and Gogo Biz airtime services and have online access to billing information and usage monitoring. Gogo also provides multi-aircraft discounts and annual plans for heavy data users. The offering includes services such as Gogo Text & Talk, which allows you to call and text with your smartphone and mobile number.

Gogo's ATG-4 air-to-ground connectivity—already available on more than 650 commercial aircraft—is coming to business jets via an equipment package called ATG8000 that began shipping earlier this year. It provides faster connections and more capacity than Gogo's other equipment, and the company believes it especially suits large business aircraft in corporate shuttle configuration.

Wireless inflight-entertainment systems are being developed for turboprops, too. Last year, Emteq's eConnect, featuring an audio/video on-demand media server, became standard equipment on new Pilatus PC-12 NGs, allowing passengers to use their Wi-Fi-enabled devices to stream movies, music, satellite radio and an interactive 2D moving map. Now the system is available for retrofit onto legacy aircraft as well.



The AltAlert cabin-pressure monitor

Hackers beware. Satcom Direct is adding security-threat monitoring to its SkyShield service, providing five levels of data filtering, with around-the-clock notifications of threats to customers' devices aboard the aircraft. The service allows passengers to block unneeded network traffic and stop certain processes and applications using large amounts of data. SkyShield notifies customers of adverse events via an online portal, and sends alerts to the cockpit via datalink regardless of the type of satcom system in use.

Satcom Direct has also enhanced its Direct Router to make data transfer up to four times faster over the SwiftBroadband network. The improved router, developed in partnership with Paris-based Eclipse, will be able to bond and aggregate multiple Inmarsat SwiftBroadband streaming connections, allowing for system throughput of up to 1.6 mbps. The router will also support Inmarsat's new High Data Rate streaming services, which will enable applications such as video conferencing and video streaming.

Late last year, Satcom Direct also launched an airborne global voice and text solution for smartphones called GlobalVT. It's available via monthly

**We've been talking for several years about the quantum Internet-connection speed increases coming with Ka-band satellites. Well, those increases are here.**

subscription and allows you to use your mobile phone as you would on the ground for calls and texts during all phases of flight across multiple satellite networks worldwide. The GlobalVT mobile app manages the messaging and calls, and Earth-bound recipients view incoming calls and texts as originating from your personal number.

Here's another way to get better coverage in the Western Hemisphere: ViaSat and Eutelsat are linking their high-capacity Ka-band satellite networks and have agreed to let their customers use both. The service area will span



Kymeta's "mTenna"

North America, Europe and the Mediterranean. Customers will be able to tap an array of fixed and mobile services, including inflight connectivity. The agreement embraces future technology—including the ViaSat-2 satellite, scheduled for a 2016 launch—that will provide expanded coverage in North America, Central America, the Gulf of Mexico and the Caribbean.

Meanwhile, you can use your Android tablet or smartphone to pinpoint your location in the air. Rockwell Collins is making its Airshow 3D moving map and Venue CabinRemote apps available from the Google Play Store. The apps couple with onboard Airshow and Venue systems to deliver touch-enabled map interaction, including pinch, swipe and zoom; topographical, high-resolution LandSat imagery maps; interactive panoramic and pilot head-up display views; two-way communication with an onboard wireless access point; and seat-specific controls in addition to cabin control. The Airshow 3D moving map and Venue CabinRemote are also available via Apple's App Store.

All this new technology and faster connectivity can be breathtaking but loss of cabin pressure can literally take your breath away, and you really don't want that to happen. So California-based Aviation Technology has designed AltAlert, a \$400 battery-powered cabin-pressure monitor that anyone on board can use to detect pressurization failure before hypoxia sets in. The device, which clips to a shirt pocket or mounts with suction cups onto a window, provides automatic aural and LED warnings when cabin pressure drops below certain values. **BJT**

**Mark Huber** (mhuber@bjtonline.com) is a private pilot who writes **BJT's** aircraft reviews.



# In with the new...

Models set to enter service soon could affect prices of some preowned aircraft.

by James Wynbrandt

The large number of new aircraft entering service in the next few quarters heralds further downward pressure on preowned-airplane prices. The impressive lineup of debuting models includes the Cessna Citation Latitude; Embraer 450 and 500; Dassault Falcon 8X and 5X; Bombardier Challenger 650, Global 7000 and 8000; and Gulfstream G500 and G600. In addition, first-time jet makers will introduce the HondaJet, Pilatus PC-24 and Cirrus Vision SF50.

Though only the Challenger among the group above supplants an existing airframe, these entrants will nonetheless affect values as manufacturers replace flagships, today's models become one generation older, and customers seek to unload current aircraft as they prepare for delivery of new ones.

The Falcon 7X, Gulfstream GIV and GV-SPs, Citation Sovereign, Global 6000 and Challenger 600 series are likely to take a hit, and

that's important to keep in mind whether you're an owner or a buyer considering one of these airplanes. In today's thin market, it's difficult to gauge when and how severely prices of preowned aircraft will be affected, but the introduction of new models is being factored into values already, believes Rolland Vincent, president of business aircraft data-services company Rolland Vincent Associates.

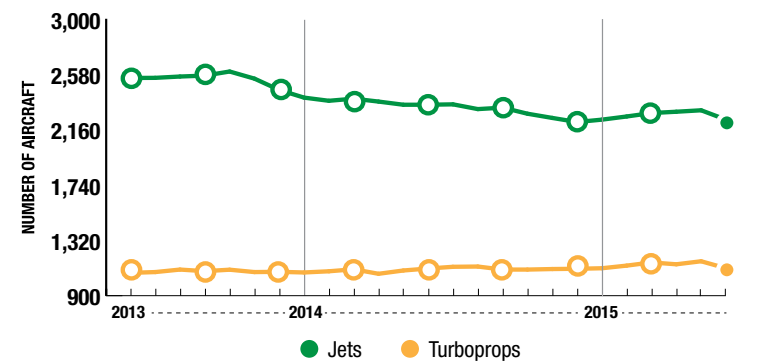
However, "the effect on pricing is fairly gradual," he says, as most buyers, concerned about squawks in early-production aircraft, prefer to wait to order "until after unit 100, for quality control." That keeps new models from wildly proliferating and large numbers of replaced aircraft from being dumped on the market.

Meanwhile, declines in pre-owned values make selling the new jets more difficult for manufacturers because customers may be offered less than they'd anticipated for the airplane they're replacing, says Vincent. That fact—combined



Bombardier Challenger 300

## BUSINESS AIRCRAFT FOR SALE 2013–2015



with the need to keep order books at certain levels to maintain production lines—has led to "uncharacteristic" price discounting from some manufacturers.

"They want to do the deal," notes Vincent. That, he adds, may make operators that have postponed refreshing their fleets "face the music and say, 'We need a new airplane,'" as they conclude that

preowned values won't bounce back to historical levels soon, if ever.

Indeed, the current downward pricing pressure on models impacted by these new-generation jets could simply be part of the wider sales trend that has characterized the market since the 2008 crash: "If you wait, the price drops," Vincent says. **BJT**

**James Wynbrandt** (jwynbrandt@bjtonline.com) is a private pilot and longtime BJT contributor.

### Values of these aircraft could be particularly affected by the arrival of new models:

	DASSAULT FALCON 7X	GULFSTREAM GIV-SP	GULFSTREAM G550	CITATION SOVEREIGN	CHALLENGER 604	CHALLENGER 300	LEARJET 45	EMBRAER PHENOM 100
No. in Operation	236	303	485	349	363	454	241	316
No. for Sale	22	26	33	19	44	30	22	26
Avg. Price 2013 (millions)	\$39.0	\$10.7	\$39.9	\$8.9	\$9.3	\$13.3	\$3.3	\$3.0
Avg. Price 2014 (millions)	\$38.8	\$7.7	\$36.4	\$8.5	\$8.6	\$12.6	\$3.6	\$2.9
Avg. Price 2015 (millions)	\$34.2	\$6.8	\$33.5	\$8.3	\$7.0	\$11.8	\$3.2	\$2.8

Source (table and graph): JetNet LLC (JetNet.com) Note: prices are as of May in each year.





# Gulfstream's G550

Several factors explain why it dominates its category with a 70 percent market share.

*by Mark Huber*

Since Gulfstream introduced the G550 in 2003, it has sold close to 500 of them for two big reasons: range and cabin comfort. Although the larger, faster and slightly longer-legged G650 has replaced the G550 as the manufacturer's flagship in recent years, the earlier aircraft remains in production and popular. You can pick up a 10-year-old copy for about the same price you'd pay for a new super-midsize bizjet—or sometimes even less.

Considering what the G550 can do, that's a deal. It can carry eight passengers and a crew of four up to 6,750 nautical miles at Mach 0.8. That's Tokyo to Palm Beach, Florida nonstop in 12.5 hours, with reserves. Even though the G550 is a large airplane, moreover, it has excellent flexibility. Fast cruise speed is Mach 0.885. A sea-level takeoff and climb to 37,000 feet requires just 18 minutes and only 5,950 feet of runway with a full load—a fairly impressive performance for a jet with a 91,000-pound maximum takeoff weight. A transcontinental fuel load shortens the required runway to a mere 3,500 feet, and at maximum landing weight, the G550 will stop in only 2,770 feet.

The airplane boasts a comfortable passenger cabin that measures more than six feet tall, seven feet wide and 50 feet long. "Standard" configurations offer up to four separate living areas. On the original G550s, cabins are available with forward or aft gourmet galleys, storage credenzas, walk-in baggage areas, dual forward and aft lavatories with flushing vacuum toilets, crew rest areas, conference groupings, executive "club-four" seating areas and divans with berthing tops that convert to sleeping space. The individual seats have slide and swivel motions and footrests, can recline to the full berthing position and can be modified to offer optional full or partial electric

functionality. For privacy, you can install cabin dividers with pocket doors.

The cabin maintains a sea-level altitude through 29,000 feet and has a maximum altitude of 6,000 feet. A 100 percent fresh-air system frequently replaces cabin air, eliminating the health risks posed by recycled-air systems. Ample ambient light brightens the cabin through the G550's 14 large oval signature windows. LED reading and cabin lights reduce eye fatigue. The relatively low cabin altitude, fresh air and lighting combine to create a comfortable environment and minimize jet lag.

The G550 currently has 70 percent of the market share in its category and—as you can see from the chart that accompanies this story—it holds its value better than a key competitor. That's undoubtedly due largely to the synthesis of technologies in the cabin and cockpit and to Gulfstream's industry-leading product support.

**The cabin and cockpit technologies and Gulfstream's industry-leading product support help explain why the G550 holds its value so well.**

The Rolls-Royce BR710 engines on the G550 are close to bulletproof and better than 70 percent of all G550s are enrolled in the engine manufacturer's hourly maintenance program, CorporateCare. Due to the high degree of customization on individual airplanes and the quantum leap in cockpit and cabin technology over the last 10 years, buyers of used G550s often opt for an avionics update and cabin refresh if not a complete gut job. A good time to do this is when the airplane is already down for a major "C check" inspection. (Such inspections become lengthier and more involved as the aircraft ages, with an extensive inspection required after eight years.)

Many independent completion centers can handle the job, but lots of used G550 buyers bring their airplanes back to Gulfstream for updating, often in conjunction with major maintenance events. The resale value of a G550 is still high enough in most cases to merit a substantial refurbishment investment.

The big advantage in taking your G550 back to Gulfstream for interior mods is that you can get most elements of the company's new Elite interior installed. Elite was the style and technology developed for the G650 that was made available starting in 2011 on new-production G550s and G450s. Last year, Gulfstream began offering it for retrofits on used G550s.

Specifications & Performance

Passengers (executive)	18
Pilots	2
Range*	6,360 nm
Maximum cruise speed	508 kt
Cabin dimensions	Height: 6.2 ft
	Width: 7.3 ft
	Length: 50.1 ft

\*IFR NBAA 200 nm reserves.

Economics

Total variable flight cost/hour	\$5,652.12
Total fixed cost/year	\$967,513

Source: Conklin & DeDecker, Orleans, Mass.

Please see the online version of this article for detailed specifications and performance data as well as a report on all hourly and annual fixed and variable expenses.

For retrofits, Elite includes most elements of the new wireless Gulfstream Cabin Management System (GCMS) with dual media servers. The GCMS provides digital cabin control through onboard touchscreens, touch switches and passenger control units, or via the passenger's own wireless device loaded with the GCMS app. It can control lighting, temperature, speakers, video, window shades, the CabinView passenger information system and attendant calls from anywhere aboard the aircraft.



The Elite retrofit also features many of the aesthetic touches found in the G650, including metallic accents; LED lighting throughout the cabin with automatically activated illumination in useful places such as drawers, cabinets and closets; and high-tech-looking galleys with stainless steel-trimmed appliance stacks, simple touch controls, more work surface area and high-gloss paint.

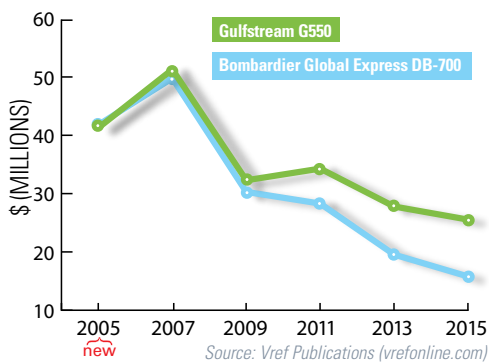
The 27-inch-wide single executive club seats are new and feature telescoping headrests with flexible wings, one-touch full-flat berthing, continuous leg rest and electric lumbar controls with optional heat and massage. Full-powered seats are offered in the forward-facing “command” positions and include single-position memory preset and press-and-hold controls for full upright and full flat recline positions. As in the G650, the Elite divan has been reworked to provide a more comfortable backrest angle pitched at 104 degrees and the seat cushion is closer to the floor. It berths into a 78-by-39-inch sleeping area.

The sidewall tables and the cabin monuments also have the look and functionality of their counterparts aboard the G650. The electrically activated sidewall tables in the club seating grouping are larger and have a stiffer support structure. Spaces on both sides of the credenza opposite the conference group seating area provide a spacious look and, for passengers who choose, a handy place to stash a briefcase or carryon bag.

While the Elite interior is sold as a package, a Gulfstream spokesman stressed that customers would be able to choose from a wide variety of textiles, leathers and finishes to personalize their airplanes. The company declined to provide pricing information, but I suspect retrofitting Elite into a used G550 is about a \$2 million to \$3 million adventure. A used G550 with Elite is



FAIR MARKET VALUE  
price comparison of competitive aircraft



virtually indistinguishable from a new-production aircraft. It combines classic, modern styling with the latest technology and conveniences.

Customers can also opt for à la carte refurb options, including expanded crew rest areas; private aft compartments with facing divans that convert into a single large bed; and additional stowage closets.

Gulfstream can repaint your aircraft in a color scheme of your choice and most used G550 buyers opt for this. The choices may seem daunting, but the manufacturer makes the process relatively painless for customers visiting its design studios in Appleton, Wisconsin; Dallas; London; Long Beach, California; or Savannah, Georgia. I’ve been to one of these and it really is like being a kid in a candy store. I suspect the only thing that tops the experience is seeing your “recompleted” G550 roll out of the hangar.

**BJT**

**Mark Huber** (mhuber@bjtonline.com) is a private pilot with experience in more than 50 aircraft models.

## GULFSTREAM G550 compared with a competing aircraft

Model	First year produced	Variable cost/hour	Seats exec/max	Range (nm)	Normal cruise (kt)	Max takeoff weight (lb)
<b>Gulfstream G550</b>	<b>2003</b>	<b>\$5,652</b>	<b>18/19</b>	<b>6,820</b>	<b>488</b>	<b>91,000</b>
Global Express XRS	1998	\$6,335	18/19	6,390	494	98,000

Assumptions: Aircraft are 2005 models. Jet fuel \$6.58/gal; variable cost: fuel plus maintenance reserves; four passengers; NBAA IFR 200 nm reserve fuel; passenger weight 200 lb includes baggage; two pilots.

Cost source: Conklin & de Decker Life Cycle Cost | Performance source: Conklin & de Decker Aircraft Performance Comparator, Orleans, Mass.

# Exiting the *Mad Men* era

As the show ended, most of its characters remained in a rut, but one was taking off for the future—in a shiny Lear Jet.

by Joe Sharkey

If you saw the final episode of *Mad Men* in May you'll recall where the characters stood as the 1970s began: most were basically in the same rut, in a rapidly changing world. But one of them, at least, wound up with a new job, a leg up on the future and access to a business jet.

Prominently, there was lost soul Don Draper, gazing tragically out to sea from a spiritual retreat on the California coast, sourly intoning “om om” with doe-eyed hippies while, evidently, he dreamt up nothing more groovy than a Coca-Cola commercial. Back on the East Coast, there was Don's whiny ex-wife Betty dying of lung cancer; and that rascal Roger winding up with the ill-tempered Marie, mother of the mercurial Megan, Don's other ex-wife. Stan and Peggy, now a couple, were still creating ads at McCann-Erickson.

Compare their plights with that of Pete Campbell, he of the smarmy face that even a mother might want to punch. A week previously, Pete had stumbled into the Connecticut home of his much-aggravated, estranged wife Trudy (at 4 a.m. no less), begging her to reconcile and



Clay Lacy (left), whose charter firm owns the Lear Jet shown on *Mad Men*, with Bill Lear.



In the final episode of TV's *Mad Men*, advertising executive Pete Campbell and his wife, Trudy, take off for Wichita, Kansas in a perk of his new job, one of his employer's shiny business jets.

come with him to a new job in Wichita, Kansas. Perhaps dazed from being dragged out of bed, Trudy sleepily agreed. In the finale, Pete and Trudy are whisked off to Wichita with their baby daughter in a perk of Pete's new job: one of his employer's shiny business jets. Trudy and the rest of us knew well that Pete was no prize. So as I saw it, that Lear Jet must have sealed the deal for her.

When the final *Mad Men* episode aired, there was a bit of a stir in Wichita, where William Powell Lear invented the Lear Jet, and where the modern business-jet world was arguably born. *Mad Men* was known for exacting detail regarding period furnishings and design, so it's no surprise that the airplane shown in the finale, a Lear Jet Model 23, was exactly right. First flown in 1963, this model was marketed as a jet-age marvel to companies that had begun switching from rail to air and expanding far

wider on corporate business trips during the boom years after World War II.

Manufacturers of some competing aircraft—among them North American Aviation's Sabreliner 40 and the De Havilland DH-125—have claimed that theirs were the first twin-engine business jets. [See “*The Twin-Engine Business Jet Turns 50...but Whose Birthday Should We Celebrate?*,” October/November 2013—Ed.] But Lear won the marketing battle by establishing its name as synonymous with “business jet” in that era. Matthew Weiner, the *Mad Men* creator, knew exactly which brand-name jet Pete and his family should fly to Wichita.

“The first customers were corporations that had propeller-driven airplanes—the Beech Super 18 and King Air were very popular—so we had to get them to trade up to jets, and that meant emphasizing things like speed,” said Al Higdon, an advertising-agency pioneer who was Lear's public

relations director when the Model 23 came on line and helped push business aviation into the jet age.

A day after the *Mad Men* finale aired, I spoke with Higdon, now retired in Wichita. After his years working for Bill Lear, he cofounded what would become Kansas's largest ad agency, Sullivan Higdon & Sink. He said it was no easy task selling buttoned-down 1960s-era companies on corporate jets. In 1965, he noted, the Model 23 cost \$400,000. Adjusted for inflation, that translates to over \$3 million today.

Bill Lear, a famously difficult man to work for, insisted that his Lear Jet "needed to become a household word," partly to overcome cultural hurdles a company might encounter in deciding to acquire something as flashy as a jet. "So we worked hard in Hollywood to get the Lear Jet into movies," Higdon recalled, "and we managed to get it used as a backdrop in ads for everything from cigarettes to luggage."

Celebrities like Frank Sinatra and Danny Kaye were enticed, often with discounts, to become customers and help promote the brand. Higdon recalled frequent trips to Hollywood to give promotional flights to the "highly visible," who would then talk up the Lear.

**O**n the same day I spoke with him, coincidentally, I took a tour of the Pima [Arizona] Air and Space Museum, which is a must-see for anyone interested in the history of military aviation, as well as its close historical links with civilian aviation. Sprawling over 127 acres, in open-air displays and in giant hangars, are more than 300 aircraft—generations of military airplanes, side by side with some of their relatives in private aviation.

At the museum, I stood staring at a monstrous F-14 Tomcat fighter-bomber. But a friend who accompanied me on the tour was looking with great interest at a business jet on display beside the F-14—a Lear Jet 23. "Is this the Lear Jet they showed on *Mad Men*?" he asked.

Nope, but it was close. The Lear 23 used on the series finale, tail number N1965L, belongs to Clay Lacy, formerly of Wichita, who founded Clay Lacy Aviation, the venerable business-aviation charter firm in Van Nuys, California. The one we saw in Pima is tail number N88B, which the museum acquired from the late Henry H. Timken Jr., said to be the first businessman to qualify as a private-jet pilot, and his wife, Louise, the first woman to type-qualify on a Lear, in 1965.

It was only five years later, with the business-jet



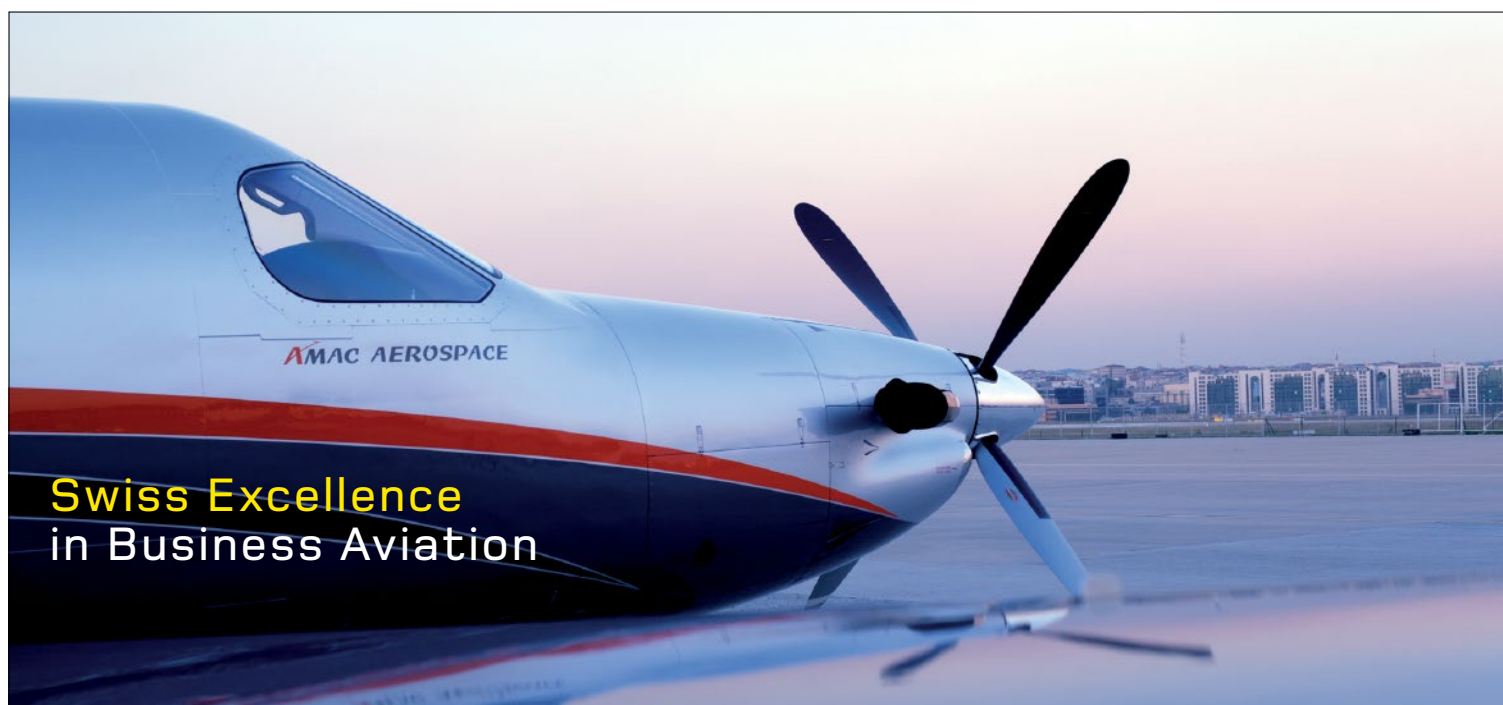
An early photo of the Lear Jet 23 featured in the *Mad Men* finale. In 1965, the model cost \$400,000.

era still in its infancy, when Pete Campbell told his new employer, "Corporate executives should be your core business...You need [salespeople who are] comfortable with the kind of boardroom leaders that see Lear Jet as a tool, not a frivolous extravagance for movie stars and their pets." Then he soared off to Wichita with Trudy and their daughter.

Don Draper and most of his cohorts were planted firmly in 1970, but Pete turned out to be ahead of his time.

**BJT**

**Joe Sharkey** ([jsharkey@bjtonline.com](mailto:jsharkey@bjtonline.com)), the author of six books, wrote a weekly business travel column for *The New York Times* for the past 16 years. With this issue, he becomes a regular columnist for **BJT**.



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# The war over taxable transportation

A flawed court decision has ramifications for fractional shareowners and some other private jet users.

by Jeff Wicand

Business aviation is regulated and watched by an alphabet soup of government agencies—FAA, IRS, DOT, SEC, state authorities and others—that don’t see eye-to-eye on key issues. A January 2015 federal District Court decision illuminates an excellent example: the disagreement between the IRS and FAA over who is providing transportation to whom.

The case, *NetJets Large Aircraft, Inc. v. United States*, concerns whether NetJets’ fractional-share program and its affiliate, Executive Jet Management (EJM) should be collecting federal transportation excise tax. That’s the 7.5 percent levy the IRS charges on amounts paid for “taxable transportation,” which is tacked onto the price of your ticket every time you fly on the airlines.

NetJets, however, isn’t an airline; it offers customers an opportunity to purchase or lease a share of an aircraft that it manages and (in theory) operates. When the IRS scrutinized NetJets in 1992, it decided the program was providing taxable transportation because the shareowners had relinquished to the company “possession, command and control” of their airplanes—the standard used by the IRS for assessing the tax. In other words, NetJets was viewed not as assisting the shareowner to fly on program aircraft, but as actually providing transportation, just like an airline or charter outfit.

NetJets and the IRS agreed that the 7.5 percent tax would be assessed on the occupied hourly fees that shareowners pay every time they fly on the company’s aircraft, but not on the management fee or other charges paid by owners, and certainly not on the purchase price of the shares. But even though NetJets started



to collect excise tax on this basis, the company never conceded that any tax was ever owed, and accordingly brought a refund suit against the IRS. A federal Circuit Court decided that case in 1997, concluding that NetJets was “in a business of transporting persons or property by air” and declining to refund the tax.

The 1997 decision, while affirming the tax on the hourly rate, didn’t address the question of whether the tax should also be paid on the management fee and other NetJets charges. For its part, the IRS claimed never to have conceded that the tax should be limited to the hourly fee. As a result, the saga continued in the courts—even after Congress in 2012 made frac-

tional programs (at least temporarily) no longer subject to transportation tax—with the IRS and NetJets arguing about whether the scope of payments subject to tax could be expanded.

The January 2015 court decision attempted to put both these issues to bed. The court granted summary judgment to the IRS on whether NetJets provides taxable transportation (it does, said the court), but also granted summary judgment to NetJets on whether the IRS can tax more than the hourly rate (it can’t, according to the court).

It would be a mistake, however, to think that the court gave the IRS only half a loaf.



True, the court declined to expand the scope of payments that could be taxed, but only because it decided that NetJets had justifiably relied on an agreement with the agency that only the fractional provider's hourly fee was taxable. (Share programs lacking similar agreements with the IRS may be in trouble, as evidenced by a March 2015 U.S. District Court decision that awarded summary judgment to the IRS regarding imposition of excise tax on Flexjet management fees.) Further, the court not only rejected NetJets' argument that it wasn't providing taxable transportation; it also declined to grant summary judgment to either the IRS or EJM on whether EJM provides taxable transportation. The court's remarks on the latter issue reflect a misunderstanding of how aircraft management companies operate.

Back in 2006–08, the FAA investigated aircraft management company arrangements to see whether such companies, not their clients (the aircraft owners), had “operational control” of aircraft operated under the FAA's non-commercial Part 91 regulations. Ultimately, the

FAA decided that, as long as the agreements between the parties were properly structured, the owners indeed had operational control. In separate modifications to Part 91 in 2003, the agency codified rules for how fractional owners in programs like NetJets could also retain operational control of their aircraft.

In the NetJets case, the program cited these FAA regulatory moves in an attempt to show that both fractional owners and owners of managed aircraft under Part 91 retain “possession, command and control” of their airplanes for tax purposes. The court, however, dismissed NetJets' argument, describing FAA rules as “safety” regulations that are neither controlling nor even applicable to a tax dispute. “The IRS,” noted the court, “has long considered its application of the tax code independent from the FAA's safety rules.” In the Flexjet case referred to above, the court cited the NetJets court on this issue with approval.

While technically correct, the court is headed down the wrong road. The FAA's determination that the owner, not the management

company, is the operator of a Part 91 flight isn't just a legal conclusion; it reflects a host of factual assumptions. That's because the FAA is really trying to determine who ultimately calls the shots and who should be held responsible for operating a flight, an issue the FAA understands better than the IRS. In taking a contrary position for tax purposes, is the IRS trying to understand what's really going on, or is it just trying to apply a standard that maximizes tax revenue?

Both agencies recognize that few business jet owners pilot their own aircraft, so they have to employ flight crew. The FAA has concluded that owners don't abandon operational control when they hire a management company rather than directly employing flight department personnel. Rather than pounding on the table about how it runs its own government department, the IRS should learn from this. Maybe the courts need to as well.

**BJT**

**Jeff Wieand** ([jwieand@bjtonline.com](mailto:jwieand@bjtonline.com)) is a senior vice president at Boston JetSearch and a member of the National Business Aviation Association's Tax Committee.

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# Travel Writers' FAVORITE VACATIONS

BJT's travel writers seem to barely unpack before they're off again to another far-flung destination; and over the years, they've been just about everywhere. We wondered which places rank as the all-time favorites for such seasoned travelers—so we asked. Here's what they told us.



FOTOLIA

## Ireland on Horseback

by Joe Sharkey

Fifteen of us were on horseback, riding in the bleak and rain-driven wilds of Connemara, on the untamed Irish coast northwest of Galway.

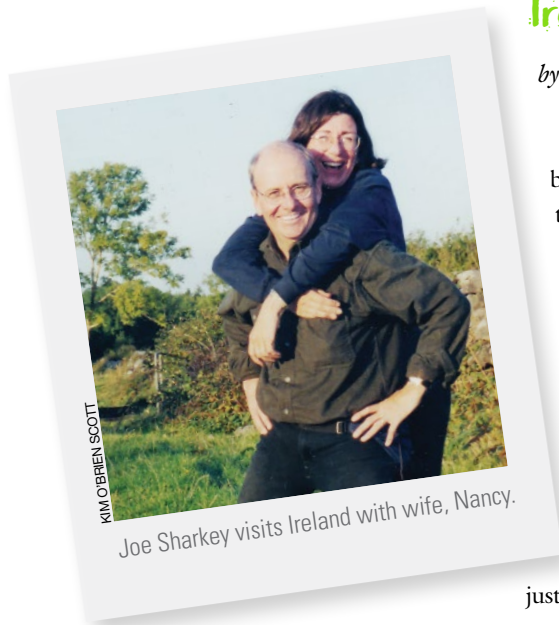
Renowned Irish horseman and raconteur Willie Leahy, his weathered face barely visible under a battered wide-brim felt hat dripping with rain, raised a hand and we brought our horses 'round. These horses—sturdy, swift Connemara ponies and big, fine Irish hunter-jumpers—snorted, shook their manes and found footing on the soggy hillside. Below us was a ruin, once a famine village; now all that stood intact were just a few dozen pitiful tumbledown stone huts surrounded by a rock wall.

“For these people during the famine, this was the end of the line,” Leahy hollered over the wind. The slate-grey sea crashed just past the

ruins where desperation and hunger drove the wretched to the edge of Europe during Ireland's Great Famine in the late 1840s. The rain picked up. The horses' nostrils flared. With Leahy in front, we turned and threaded our way down a rocky path to the sea, where we crashed through the surf and galloped on the desolate beach into the grey mists, horses and riders as one.

This was in 2000, and my wife and I were on the Connemara Trails ride, a six-day, five-night trek that Leahy and his family lead from April through October in the wilds of Connemara. We'd been a few times before, and kept coming back for the riding, the staggeringly beautiful scenery, and the camaraderie that quickly develops among former strangers tossed together in the rain. (It's always drizzling or raining, even when the sun is out and you think you've never seen such splendid shades of green.)

You ride hard all day and stop at small inns along the trail for dinner, lodging and, of course, drinks. Then, the next morning, groaning from



KIM O'BRIEN SCOTT

Joe Sharkey visits Ireland with wife, Nancy.

the previous day's riding, you tromp with Willie Leahy into the pastures to round up the horses for another grand day of it.

## A Romantic European Cruise

by Margie Goldsmith

I never thought I'd love cruising, but my "Romantic Rhine & Moselle River Cruise" through Germany, Belgium and the Netherlands was like staying in a luxury resort. There was no need to follow roadmaps or book restaurants and never any packing or unpacking even though we visited a variety of cities, including Strasbourg, Cochem, Bruges and Amsterdam. The Scenic Tours ship, *Scenic Diamond*, offered a choice of excellent restaurants with five-course dinners with wine pairings. One price covered everything—all meals, snacks, open bar, electric bicycles, personal butler, Wi-Fi and even gratuities (rare for any trip). Our posh cabin had a spacious glassed-in balcony that converted with the push of a button into an al fresco sun lounge.

Each day we sailed to villages with centuries-old half-timbered houses and medieval hilltop castles that were surrounded by steep-sloped vineyards. On docking, we could choose one of three guided tours or explore independently. Every cabin was outfitted with a GPS device loaded with photos and audio tours. There were also cycling tours, and with the bike's variable electric assist, we never had to pedal uphill.

Everywhere we went, we sampled the local fare. In Germany, it was sausages; in Belgium, chocolate and mussels; at a dairy farm in Veere, the Netherlands, we tried fresh unpasteurized milk and cow's cheese. And while I loved cycling or walking on the cobblestoned streets of medieval towns, my favorite activity was sitting on our private sundeck and watching the world go by.

## Cheeseburgers in Paradise

by Debi Lander

Every year for a decade, my extended family and friends would cast off our worries and shoes and vacation on St. John, smallest of the U.S. Virgin

Islands. Two-thirds of the island is a protected National Park, which limits hotels and shopping malls and offers more mountainous landscape, wildlife and beaches than other Caribbean islands.

We'd rent a luxury villa for maximum privacy and an ideal vantage point for sunrises and alluring nighttime skies. The best views overlook the Drake Passage atop Peter Peak in Catherineberg. Villas offer more space than hotels, provide kitchens for relaxed meals, coffee on the patio, private plunge pools, happy-hour gatherings and shared dinner duties. For fancier cuisine, we loved elegant Asolare and laid-back Morgan's Mango in Cruz Bay. Lunch faves were cheeseburgers in paradise from the grill on Bordeaux Mountain or Skinny Legs in Coral Bay. And nothing beat afternoon creamy coconut Pina colodas at Caneel Bay's beach bar.

Why return? We were never disappointed: uncrowded Cinnamon and Trunk Bay beaches, crystal-clear water, nearby British Virgin Islands and the steel pan-Caribbean vibe. We'd charter a boat and explore the Baths at Virgin Gorda or the caves at Norman Island; swim ashore to down a "painkiller" at the famous Soggy Dollar Bar on Jost Van Dyke, or snorkel around delicately patterned brain and fan coral and schools of colorful tropical fish at Waterlemon Cay off St. John's shores. Scuba enthusiasts can book a dive at Caneel Bay Resort or with local outfitters.

First-time visitors should follow a National Park Ranger-led hike down the Reef Bay trail that includes a boat ride back to National Park Headquarters in Cruz Bay.

## Croatia's Unexpected Delights

by Kimberly Button

It's the destinations that are unknown—free from preconceived notions and overly ambitious checklists—that often make the most memorable vacations. I knew next to nothing about Croatia before flying into the capital city of Zagreb and spending a week traveling from the heartland to the coast. Family feared for my



Debi Lander relaxes on St. John.



Margie Goldsmith tours Europe.



Kimberly Button explores Croatia.

## Travel Writers' FAVORITE VACATIONS

safety, having heard about the country only in connection with war two decades before. What I found, though, were stunning landscapes, surprising gastronomical delights, and a pervasive relaxed attitude towards life. Combined, they made the perfect balance of rest and rejuvenation that I always look for on a vacation.

The sprawling farmers market of Zagreb was my first introduction to the bounty of local foods that would soon become fine dining at every meal, from the farmlands and vineyards of the interior to salt mines and seafood along the Dalmatian coast. A hike through Plitvice Lakes National Park revealed a hidden storybook landscape of walls of waterfalls rushing into turquoise lakes. In Split, I strolled through the beautifully preserved Roman ruins of Diocletian's Palace, the retirement home of the former Emperor. Dubrovnik, with its 16th century walled city of distinctive red clay roofs jutting out into the Adriatic Sea, was picture worthy at every turn. On the last night of my journey, standing on top of Dubrovnik's historic walls, I watched a blazing sun set beyond the craggy coastline and marveled at how this country had quickly—and unexpectedly—stolen my heart. Then I started planning my next visit.

### Vietnam Road Trip

by Mark Eveligh

The Reunification Express clatters along 1,726 unforgettable kilometers of railway line between Hanoi and Saigon. This is one of Vietnam's most iconic experiences but to do the country justice you should employ as many exciting forms of transport as possible. First, a Hai Au Airlines Cessna Amphibian swooped me down to a watery landing in Halong Bay, with silver fish still flapping on the floats. I cruised the islands in the luxurious Jasmine Junk (kayaking and cycling when the opportunity arose) before heading back to the capital in a military Jeep to explore the backstreets of Hanoi on a classic Russian Ural sidecar-motorcycle.



Mark Eveligh travels in Vietnam.

While the Reunification Express's superior "Soft Sleeper" class could hardly be described as luxurious, it was a pleasure to check into my compartment and feel the train rocking me to sleep. At Hue I abandoned the train again and caught a cycle-rickshaw to my suite at La Residence, one of the colonial-style gems of Southeast Asia. I spent a day cycling around Hue citadel and the city's lush paddyfield hinterland. If you'd like to get around town slightly faster you might need a "hug." Motorbike taxis are known here by the charming name of "Honda om." "Om" means hug in Vietnamese and the name derives from the posture of the passenger as he clings fearfully to the rider.

The train rolled onward through some of the most startlingly beautiful coastal scenery in Asia to arrive in Saigon at dawn. My three-week whirlwind journey through Vietnam was almost over and the last leg was a trip through the Mekong Delta by bicycle and boat. But there would still be time for more Vietnamese "hugs" on the back of a classic Vespa scooter before I left old Saigon.

### Exploring Ancient Myanmar

by Gemma Z. Price

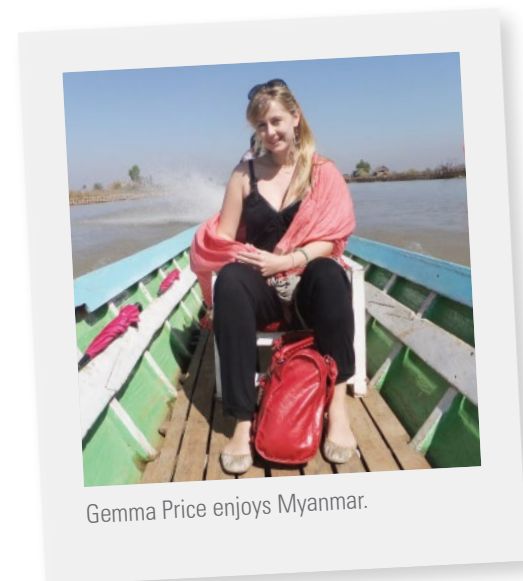
When Myanmar released opposition political leader Aung San Suu Kyi from house arrest in 2010 and the world's superpowers began strengthening relations with the country, I knew I had to visit.

In the capital of Yangon—formerly known as Rangoon and still a beguiling mix of British colonialism and Myanmar tradition—I discovered

a raft of great places to explore, dine and stay. My room at the two-story 1920s Belmond Governor's Residence Yangon featured canopy beds bordered by silk-paneled walls and doors overlooking leafy treetops, gardens and a blue-and-green-tiled pool. Also memorable was the Strand Hotel, one of the region's most luxurious lodgings during Burma's colonial heyday, which still boasts many of the Victorian features that made it famous: a vast, marble-inlaid lobby, butlers in dress jackets and traditional longyi (sarongs) and killer whiskey sours.

But it was the sights "upcountry" that captivated me the most.

Aboard Belmond's colonial-inspired river cruise Road to Mandalay, I gained a new perspective on Myanmar's life-giving Ayeyarwady waterways. I met people who live on Inle lake, growing tomatoes, beans and fruits in floating gardens of knotted vegetation. Then I reflected on my experiences over a glass of excellent local



Gemma Price enjoys Myanmar.

Red Mountain wine from my cozy private terrace at Inle Princess Resort, where chalets crafted by local carpenters from bamboo and reclaimed native teak and pyingado include clay-oven-inspired fireplaces for warmth on chilly evenings.

Bagan's plain of temples, nearly 400 miles north of the capitol and one of Myanmar's biggest draws, testifies to the area's vast wealth in the 11th and 13th centuries. Around 2,200 of the 10,000 Buddhist temples, pagodas and monasteries remain. The new safari-camp-inspired Bagan Lodge offered me a luxurious base from which to explore.

BJT



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# Drive a bargain

## What you need to know to buy classic cars at auctions

by Chris Caswell

**L**ast August at Bonhams's classic-car auction during the Pebble Beach Concours d'Elegance in Monterey, California, the first two autos sold uneventfully. But Lot No. 3—a 1962 Ferrari 250 GTO, one of only 39 made—was another story.

The gavel of Bonhams chairman Robert Brooks started the bidding at \$10 million, a huge jump from the \$1.5 million that the last 250 GTO sold for 27 years ago. And higher bids kept coming, just as fast as Brooks could point at the would-be buyers. In just 11 minutes, the sale ended with an unnamed Ferrari aficionado winning the car for \$38.1 million. It became the most expensive auto ever sold at auction and it ripped my heart out because, in 1970, I had turned down an identical 250 GTO for \$6,000. That very car just sold privately for \$52 million.

With price increases like that, it's easy to see why classic and vintage cars have become popular investments. Another reason is that they can be more fun to own than stocks and bonds.

But before you start bidding, remember that classic-car prices can be at least as volatile as stocks. When Wall Street nosedived in 2008, Ferraris

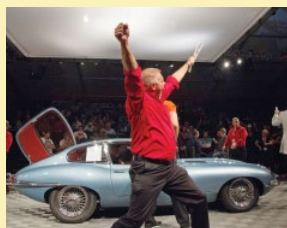
that had sold for a million dollars a few years before were suddenly on eBay for a few hundred thousand.

“If you think you can make a killing in antique cars, you probably think you can time the stock market,” says Keith Martin, whose *Sports Car Market* magazine is the bible for collectors. His point is valid. You should buy vintage cars not because you think you can flip them in six months but because you enjoy them.

Barrett-Jackson Auctions—which stages auctions in Scottsdale, Arizona; Palm Beach, Florida; and Reno and Las Vegas, Nevada—has been instrumental in popularizing such events with its extensive television coverage, first on Speed Channel and, more

recently, on Discovery Channel. But Barrett-Jackson is far from the only auction house; its U.S. competitors include RM Sotheby's, Bonhams, Gooding, Russo & Steele and Rick Cole, and there are others in Europe.

Most such companies have a specialty, so you'd be wise to visit their websites before deciding which auctions to attend. Barrett-Jackson, for example, has tapped into the growing enthusiasm for classic American muscle cars, while some of its competitors focus on vintage European sports cars or even “old brass,” meaning very early automobiles. The eye-popping prices quoted above notwithstanding, many of these classics are surprisingly inexpensive. (See box on page 46.)



RUSSO AND STEELE



BARRETT JACKSON

This year, Barrett-Jackson auctioned this 1966 Shelby Cobra 427 Super Snake for more than \$5.1 million.



RM/SOTHEBY'S



Preview of autos to be offered at 2015 RM Sotheby's auction on Amelia Island, Florida

## You Won! Now What?

Within seconds of your winning bid, a member of the auction team will appear at your side with a clipboard full of paperwork to sign. You're expected to present yourself at the accounting office that day to pay for your car in whatever way you selected—cashier's check, cash or wire transfer.

At that point, you get the keys. You usually have three days to remove your prize from the premises. Unless you live a few blocks away, don't try to drive an unknown and expensive car home. Shipping companies will have booths at the auction: ask there for bids on getting the car into your garage. —C.C.

## Confirming Your Finances

Every auction company requires you to prove your financial condition beforehand, and there are several ways to handle this.

A "bid limit deposit" is usually 10 percent of the amount you plan to bid, such as \$10,000 if you expect to spend \$100,000. Don't forget to include the buyer's commission (usually 10 percent) because this can't be paid by credit card or check. Your \$10,000 bid limit deposit would allow you to bid about \$90,000 plus the commission.

You can provide a bank letter of guarantee, saying that the institution will wire transfer or guarantee your personal check up to a set amount, and it must state that there can be no stop payments. Most auction companies also work with a finance company, but you must get your loan approval before the auction. —C.C.

Here are four tips to help you acquire the car of your dreams:

### 1. Decide what you want.

Perhaps you're seeking a model that you've lusted after since high school. Or maybe you're just looking for something sporty to enjoy with the top down on Sunday afternoons. Either way, don't start shopping until you know what you're after. As Martin has said: "Resist bidding on a car that's sort of what you want. Find a car you *really* want before you bid."

And don't get confused in the excitement of the auction. Barrett-Jackson CEO Craig Jackson tells the story of someone who made the winning bid for a red '57 Chevy, then complained that someone had stolen the Continental kit off its back. Security arrived and found that it was another red '57 Chevy

that had the spare tire on the back. The man had bought the wrong car!

### 2. Define your budget and consider after-purchase costs.

"Buy the best you can afford, because a restoration will always be more expensive" than purchasing a car that's already in good shape, advises auctioneer Rick Cole. Getting a seemingly good deal on a scruffy Rolls-Royce can lead to thousands spent on repainting, reupholstering and having the engine or transmission overhauled. A Rolls-Royce radio antenna alone can cost \$600 to \$1,000.

I once acquired a VanDenPlas Princess limousine, in which the Queen Mother of England had been chauffeured around. Bad transmission: \$8,000. Odd-sized tires: \$6,000. New leather upholstery: \$18,000. That added up to more than I had paid for the car,

so heed Cole's advice: buy fully restored cars.

Buyers often overlook insurance and don't realize that if you buy an unusual or expensive car, your local insurance agent most likely can't handle it. There are insurers (such as Haggerty, Chubb, Grundy and Heacock) that specialize in classic cars, but find out what you'll pay for agreed-value insurance before you bid.

Tony Hogg, a former editor of *Road & Track*, was told by his insurance company that the rate for his rare 427 Cobra would be several thousand dollars a month unless he agreed to insure it as a "work of art" that could be driven only a few miles a year. He sold the car.

Getting your vehicle home from the auction is another expense. (*See box at right.*) And then there's the cost of licensing in your home state, which may require emissions



## Drive a bargain

modifications to meet existing standards. Know before you bid.

### 3. Perform due diligence.

Before you go to an auction, learn everything you can about your chosen cars. There are collector guides for nearly every make and model, and these detail not only the history, but also what to know and what to avoid.

As Ronald Reagan said, “Trust, but verify.” If a car owner claims the serial numbers match, meaning engine and chassis are as they came from the factory, you can call on experts and other resources to check that detail, which can add (or subtract) considerable value.

If you don’t know the car well, find a similar one and have the owner show it to you. Buying a car at auction that you’ve never driven can be disappointing. Notes Martin: “Italian sports cars were designed for men who are five-foot-eight and weigh 140.” Is that you?

One source of information is the online and printed catalog that every auction company puts out months before an event. Use it to narrow your focus, and try to check all the claims it contains. Remember that sellers provide the information in the catalog, that everything is auctioned as is and that sales are final.

As you do your research, you may discover that a car is more valuable than the owner realizes. The catalog for a recent RM auction listed a Ferrari 275 GTB/4. What the seller apparently didn’t know and the catalog didn’t mention is that the original owner was Steve McQueen. The buyer paid considerably less than he would have if the



RM/SOtheby's

catalog had noted this provenance.

Unless you’re an expert auction-goer, don’t bid by phone. You need to check out the car in person. Is the paint really “concourse quality” or are there a few cracks? Is there an oil leak? Does everything work? Is there paperwork to document maintenance?

One good way to answer such questions is to meet the owner, which you can do if you bid onsite. The owner knows about the maintenance and can tell you more than the catalog reveals. He can also start the car for you, give you a list of things that aren’t working and explain why. As talk-show host and avid car collector Jay Leno says, “Buy the owner, not the car.”

### 4. Bid wisely.

Get to the auction early. More than a few buyers have missed the car they wanted by being on the wrong side of the auction site. Identify yourself to one of the ringmen (or women) who assist bidders. Tell him or her which car interests you, and stay nearby.

Above, attendees view classic cars at the RM Sotheby 2015 auction preview on Florida’s Amelia Island. At right, a 1969 Chevrolet Chevelle Yenko offered for auction by Barrett-Jackson.



## Recent Sales at Auction

- 1931 Chevy 5-Window Coupe, \$30,800
- 1948 Lincoln Continental, \$19,800
- 1956 MGA, \$27,500
- 1956 Thunderbird, \$29,700
- 1957 Chevy Bel Air, \$27,500
- 1961 Chevy Impala, \$28,600
- 1965 Corvette Convertible, \$38,500
- 1965 Mustang Convertible, \$18,700
- 1969 Pontiac GTO, \$42,900
- 1975 Rolls Royce Corniche Convertible, \$33,000
- 1983 Porsche Carrera, \$37,950
- 1991 Bentley Turbo R, \$19,800

Note: Prices include commissions and are from Barrett-Jackson’s 2014 auction in Scottsdale, Arizona.



BARRETT-JACKSON

Want your bid to be secret? Agree with the ringman on a signal, such as putting a cigar in your mouth or folding your arms. In most cases, however, a slight nod will place your bid with the eagle-eyed ringman.

At most auctions, such as Barrett-Jackson’s, attendees vie for “featured” cars on Friday and Saturday nights, when television provides coverage, but hundreds of others are sold earlier in the week. This is when you can find some amazing bargains.

Whatever you do, don’t get into a bidding war. It’s easy to do, with an arena full of tense bidders, the auctioneer shouting, the crowd roaring and a TV cameraman zooming your face to millions of viewers.

It takes powerful self-control to reach your limit and then shrug negatively to the ringman.

At his first auction, my next-door neighbor got excited about a 1968 Camaro that rang some personal bell, and he kept bidding until the car was his for nearly \$125,000. Later that day, Camaros in similar condition went for half that price. I hope he’s happy.

Instead of jumping into an auction right away, let the early bidders beat themselves up. If they drop out below your limit, terrific; you can make your move and buy the auto at a price you can afford. If not, keep in mind that losing out on a collector car is like losing a watch in Switzerland: there are always more.



**Chris Caswell** (ccaswell@bjtonline.com), who has cohosted TV coverage of the Pebble Beach Concours d’Elegance collector-car show, is a former editor of *Yachting* magazine. He has owned many classic cars, ranging from a 1965 Shelby GT-350 to a Jensen Interceptor.



Heritage Aviation's Burlington, Vermont FBO incorporates solar panels, a wind turbine and other environment-friendly features.



HERITAGE AVIATION

# “Greening” your hangar

Simple steps can help improve the environment—and your bottom line.

by Mark Huber

**N**ew business jets have become more efficient and environment-friendly in recent years, weighing less, burning less fuel and doing so more cleanly. But what about your airplane’s nest? What can you do to make your hangar “go green”?

Many of today’s corporate aircraft hangars seem like throwbacks to World War II. They’re metal sheets riveted onto steel frames spanning a concrete slab, with precious little insulation. Illumination comes from harsh, electricity-sucking metal halide, mercury or sodium vapor, or fluorescent lights, and giant gas space heaters hang from the rafters. Want cooling? Buy a couple of big ceiling fans or open the door. These structures often are leaky energy drains and can be unpleasant places to work.

But you can take steps to improve the situation, says Doug McFee of the Energy House, a Wisconsin firm that specializes in making commercial structures energy efficient. And thanks to the dramatic savings those changes provide, combined with tax incentives and rebates and credits from utility companies, “going green” can be relatively inexpensive. Moreover, costs can be rapidly recouped, even if your hangar is fairly old.

McFee recommends concentrating on three areas: lighting, insulation and the HVAC (heating, ventilation and cooling) system.

Lighting is the largest consumer of electricity in commercial buildings, according to the U.S.

Department of Energy. Remember those LEDs in the new aircraft cabin that you like so much because they provide richer and fuller light? Well, they also provide more lumens—the amount of visible light—per watt of electric power. “You can replace a 458-watt metal halide light with a 100-watt LED and get more and better light in the process,” says McFee, who notes that switching to LEDs reduces lighting energy use on average 60 to 85 percent.

**I**nterior LEDs hold the added advantages of lasting longer, burning cooler and producing little or no UV, and they don’t flicker, buzz or hum. Your flight crew and mechanics will appreciate that. For exterior applications, LEDs produce a smoother light, enabling security cameras to capture sharper images.

McFee estimates that it would cost \$35,000 to retrofit a 120-by-120-foot hangar with commercial-grade LED lights and that the cost could be recouped in close to one year. He says that LEDs should last 10 to 20 years with normal use and that over a decade they would reduce energy and replacement costs in that hangar by \$300,000.

As for insulation, McFee recommends sprayed-on closed foam to reduce heating and cooling costs, guard against moisture and increase structural strength. “The foam is non-toxic and it acts as a structural bonding agent,” he says. “A few years ago, a building that was in the process of being foamed

was hit by a hurricane. Only the foamed walls survived. Look at local building codes in hurricane zones—foam is an approved method of stabilization.”

However, it isn’t cheap. Costs run about \$1.50 per board foot, depending on application. Hangars in moderate climates can be foamed to an R30 insulation standard, while those in extremely hot or cold locales could need up to R50 values. Foaming that 120-by-120-foot hangar—walls and ceiling—to R30 might cost you \$186,000. But it could cut your heating and cooling bill by up to 50 percent. Foam also uses less space than comparable fiberglass insulation, giving you more room for storage, shops and offices in your hangar.

Because a foamed building is more efficient, it allows you to use a smaller, less expensive HVAC system. You can also save by choosing a system that handles the mean temperature spread of your local climate, adding capacity on extremely hot or cold days with heat-pump technology, McFee notes. “Don’t install a main system designed for extremes. You can do fine with a system one-quarter of that size and your costs will drop dramatically.” McFee says hydronic in-slab and geothermal systems are good choices for hangars when combined with overhead cooling ducts. **BJT**

**Mark Huber** (mhuber@bjtonline.com), a private pilot, writes **BJT**’s aircraft reviews.



# From Bremen to the Baltic Sea

Germany's UNESCO-designated World Heritage Sites offer historic treasures and gorgeous landscapes.

by Marilyn Jones

**B**arefoot, my pants legs rolled up to my knees, I survey the horizon of mud, sea, birds and crystal-blue skies before focusing on biologist Heike Niemann as she scoops tiny snails into a screened colander. “Living in these sand grains are more than 800 species,” she says.

This is the German Wadden Sea, a UNESCO World Heritage Site and the largest unbroken system of intertidal sand and mud flats in the world.

Germany boasts 39 UNESCO sites—places deemed to have special cultural or physical significance—situated along eight routes. The country’s excellent rail service makes it easy to find your way to these fascinating destinations. Here’s a look at a few I visited:

The Wadden Sea is one of the stops on the “Wonders of Nature and Wonderful Cities” trail, which curves around Germany’s northern coast. The trail begins in Bremen, a city founded more than a thousand years ago.

Walking into the heart of town, I find Bremen to be energized with heavy pedestrian traffic and street musicians. Centuries-old buildings that house shops, restaurants and offices line its roads. My destination is the market square, home to the UNESCO-designated




*Left:* A popular photo spot is the bronze sculpture of *Town Musicians of Bremen* made famous by the Brothers Grimm. *Right:* The statue of Roland is a symbol of liberty in Bremen.

town hall and a 16-foot-tall stone statue of Roland, a popular figure in medieval Europe who is said to have been Charlemagne’s nephew. The statue, erected in 1404, and the town hall serve as symbols of liberty.

The town hall dates back 600 years. Curving arches front the building below a gloriously carved facade of figurines and flowers. Inside the oldest part of the structure are paintings depicting the history of Bremen alongside richly carved wood and decorative reliefs. Below town hall is the Ratskeller, Germany’s oldest wine cellar, which was built in 1409. It is the largest repository of the country’s wines, with 650 varieties.

Bremen is also famous for *Town Musicians of Bremen*, a fairytale that the Brothers Grimm published. A bronze statue of the unlikely quartet is at the side of town hall, a popular photo spot.

 The Wadden Sea has two distinct personalities, depending on the tide—mud flats or bathing beach.



*Facing page:* scenic summer view of the Old Town architecture in Wismar, Mecklenburg region, Germany. *Above:* carvings of historic figures and floral designs decorate the town hall facade. *Below:* Bremen Marktplatz.



ALL PHOTOS FOTOLIA EXCEPT WHERE INDICATED.

Bremen was founded more than a thousand years ago.

## Traveler Fast Facts

### WHAT IT IS:

A string of German cities and natural attractions curving along the Baltic Sea.

### LANGUAGE:

Many people speak English as well as German.

### CURRENCY:

Euro.

### CLIMATE:

Hot summers, generally mild winters.

### GETTING THERE:

Bremen City Airport accommodates international commercial flights as well as private aircraft and is 10 minutes from the city center. Lubeck Blankensee Airport also accommodates private aircraft and is 10 minutes from the city center. After flying in, you can rent a car or follow the UNESCO trail by using Germany’s excellent rail service. Hotels are easy to reach on foot or by taxi from train stations (acprail.com).



Lubeck old town with Marienkirche (St. Mary's Church) and Petrikirche (St. Peter's Church) reflected in Trave river, Germany.

I first witness people walking on the hard-packed mud sea bottom, then several galloping horses. This is when I take off my shoes and socks and join the biologist.

“It’s a dynamic landscape, changing all the time,” says Niemann as she picks up a crab, then sets it down and watches it skitter away. She explains how people can walk along the mud flats to the island of Neuwerk; they walk back when the tide goes out again or take a boat to shore. As if on cue, water appears on the horizon. Quickly it begins to rise over my feet.

Within minutes the beach starts to transform as sailboats appear, families with kites and beach balls arrive, and children begin building sandcastles. The mud flats are now a bathing beach and everyone is taking advantage of the sea’s new persona.

From the Wadden Sea, I head for Lubeck, which was the Queen of the Hanseatic League, a commercial and defensive confederation of merchant guilds and market towns along the coast of Northern Europe. It was created to protect economic interests and diplomatic privileges in member cities and countries, and along trade routes. The league’s business and political influences stretched from the Baltic to the North Sea and inland between the 13th and 17th centuries. It had its own legal system and furnished



MARILYN JONES



MARILYN JONES

Above: Biologist Heike Niemann helps visitors understand Wadden Sea’s ecology; riders gallop their horses across Wadden Sea mud flats during low tide.

its own armies for mutual protection and aid.

What visitors find in Lubeck today is a direct result of the league—economically with its major port and, more literally, the brick and mortar of its historic structures, including the famous Holsten Gate, which dates back to 1478. Marking off the western boundary of the city, the gate, with two round towers and arched entrance, was named a UNESCO site in 1987 (along with Lubeck’s city center).

There are many other standout attractions here. Three I visit are city hall with its ornate 12th century interior; the Church of St. Mary, considered the mother of all brick Gothic architecture; and Niederegger Marzipan.





Lion statue beside Holstein Gate (Holstentor) in Lubeck, Schleswig-Holstein, Germany

Whether you're a fan of the almond-and-sugar confection or not, the marzipan shop, which opened in 1806, is a must see. A museum here features marzipan-made life-size figures as well as replicas of such landmarks as the Statue of Liberty, Eiffel Tower and Big Ben. Make sure to take a break for a delicious piece of cake featuring marzipan or a marzipan cappuccino.

Wismar and Stralsund, designated as one UNESCO site in 2002, were major Hanseatic League trading centers during the 14th and 15th centuries. Each of these cities has its own personality and appeal.

As soon as I leave the train station and start to walk to my hotel, I know I will love Wismar. Dating back to the 13th century, its cobblestone streets and alleys lead me to one of the largest open-air markets in northern Germany. This was a rich merchant town in its heyday and there's plenty of evidence of this in the pristinely preserved homes and storehouses. There are also signs of the city's communist era in the treatment of its historic churches.

The 265-foot-high tower of St. Mary's Church is the only reminder of the original brick Gothic edifice built in the first half of the 13th century. It suffered heavy damage in World War II, and the communists destroyed it in 1960. St. George's Church, also heavily damaged during the war, was left to decay until after the fall of the communist government in 1990. Residents and other

preservationists stepped in to save the church, which now serves as a community center. A highlight is the view from the top of its tower, which you can reach by elevator.

After touring the city, I settle in for an interesting and relaxing harbor cruise that provides a clear vision of what was and what is in this lovely little community.

Stralsund, my next stop, also offers many charms as well as communist-era haunts.

Here, I meet a young woman who tells me that when she was a girl the heart of the city was rundown. "Everything was painted gray," she says. "Now it is vibrant, colorful and restored."

Stralsund lives up to her description. I particularly appreciate the harbor side, where sailing boats glide by and guests enjoy many attractions, including Ozeaneum, an aquarium that provides a captivating look at life in the North Sea and Baltic Sea.

The last stop on my trip is at northernmost Germany's Ancient Beech Forests, which offer a great place to reflect and unwind. The landscape is representative of the woodlands that once covered most of Europe and supplied its residents with the timber they needed to build their homes, cities and businesses. A bonus to hiking through the forest and enjoying its serenity are the island's famous chalk cliffs jutting out over the Baltic Sea. They're yet another example of the exceptional natural beauty you'll find at many of Germany's UNESCO sites. **BJT**

**Marilyn Jones** (mjones@bjtonline.com) is a Texas-based writer specializing in travel features.

Lubeck contains historic structures and many standout attractions.

## Traveler Report Card

### ACCOMMODATIONS (A):

In Bremen consider **Hotel Residence (A)**. Once a Patrician mansion, it's a five-minute walk from the train station and a 20-minute walk from the heart of the city and the UNESCO sites... **Hotel Wernerwald (B-)** in Cuxhaven, although basic, offers the advantage of being within a five-minute walk of several restaurants, shops and the Wadden Sea... The beautiful **Treff Hotel (A)** in Lubeck City Center boasts an excellent restaurant and is next to the train station and within walking distance of UNESCO sites... The attractively restored **Steigenberger Hotel Stadt Hamburg (A)** faces the city market in the heart of this medieval community... **Scheelehof (A)** in Stralsund is four historic buildings connected by an underground passageway. It features four restaurants, including the Michelin-starred Zum Scheel... **Jasmar Resort Neddesitz (B+)** is in the country. Reached by car, taxi or bus from Sassnitz, it is family oriented and offers shuttle service to the nearby Baltic Sea.

### CUISINE (A):

Many of the restaurants hugging the Baltic Sea feature fresh seafood. Sidewalk cafes are common and service is excellent. Many offer hearty meat-and-potato entrees, expertly prepared, as well as vegetarian dishes.

### ACTIVITIES (A):

Tour guides, available for hire in Bremen, Lubeck, Wismar and Stralsund, provide information on UNESCO sites as well as other historic attractions. When in Bremen make sure to visit the Schoor, a small, well-preserved area of narrow lanes lined with fishermen's and shippers' houses from the 17th and 18th centuries now occupied by cafés, art galleries and shops.

#### Editor's note:

The German National Tourism Board provided the author with transportation and accommodations.

# Five-star cuisine at 41,000 feet



You can take steps to make sure onboard catering is not only excellent but also tailored to your tastes and needs.



CUNNINGHAM PHOTO ARTISTS

by James Wynbrandt

Charter operators, in concert with catering companies and select restaurants, are enhancing their food service to distinguish themselves in a competitive marketplace and meet customers' growing expectations.

"We see catering not as an additional cost someone will have to pay, but as another way we can encapsulate our brand and positively affect the customer experience," says Ian Moore, chief commercial officer at VistaJet, an international charter service that operates Bombardier Challenger and Global jets. VistaJet recently announced that customers who sign up for at least 100 flight hours annually for three years will receive gourmet meals from leading restaurants at no extra charge.

Roger Leemann of Air Culinaire Worldwide echoes Moore's comments. "The cost of catering is so much less than fuel, and that little bit of additional expense adds so much more to the experience," says Leemann, who is senior vice

president of culinary operations at the Tampa, Florida-based caterer. But today's customers aren't interested in upgrading "from a ham sandwich to lobster thermidor," he adds. Rather, they want more fresh, regional fare, "to give a sense of where they're coming from or where they're going."

**Today's customers want fresh, regional fare, "to give a sense of where they're coming from or where they're going," says one caterer.**

Mike Moore of charter operator Meridian agrees. "People want tea with local honey, a specific bottle of wine or type of caviar, little things like that," says Moore (no relation to Ian), who is vice president of aviation sales at his Teterboro, New Jersey company.

But that doesn't mean you'll automatically enjoy the full fruits of this onboard dining trend, no

matter what outfit you charter with. "The inherent problem with charter is the rotating passengers coming in," says Joe Celentano, cofounder and co-owner with his brother John of Teterboro-based Rudy's Inflight Catering. "[The charter company] doesn't know Mr. Smith's profile. [If it doesn't

ask up front or the customer doesn't volunteer the information], it's a learning process. The first time, they learn he's allergic to bananas."

Indeed, good charter providers develop detailed customer profiles that track not only food preferences but reading material, floral arrangements and knickknacks

clients like onboard (items the catering companies usually provide). However, you can take steps to gauge the quality of the catering your charter company provides and ensure you get the dining experience you want and expect on every flight.

VistaJet's Moore advises passengers to "put pressure on the operator and broker; find out how much they know about the catering company they use." Ask the name and how long the flight provider has been working with the caterer, and whether and when the charter operator or broker has visited the company's kitchens. Ideally, the charter company representatives will have a longstanding relationship built on knowledge of the caterer's qualities and capabilities, and they'll be happy to talk about it.

Also, many of today's cabin attendants have extensive training in menu planning and food handling, preparation and presentation, and

charter companies are placing more emphasis on providing high levels of cabin service. Inquire beforehand about your attendant's training, and determine whether it's adequate for your needs. Additionally, make sure you know and receive what you're paying for. If the charter flight includes catering, find out exactly what's covered and what options are available at what price.

When it comes to ordering the food, "The more information you can give the charter operator, the better," Celentano says. "If your wife loves white roses and a particular kind of bread, no charter operator is going to want to tell you 'No.' I can't imagine any [provider] who wouldn't say to the caterer, 'She likes this brand, and you need to make it happen.'"

Tell the charter company "what the flight is for," advises Leemann. "That will really nail it for us as a catering company. We know the order, but we don't know the theme or the [passengers'] lifestyle. Are they going on vacation or is it a business trip? Is it all males or predominantly females?"

He cites menus for flights to Las Vegas as an example. "That's an easy one, because people are going to have fun. Vegas is all about big steaks and shrimp cocktails, and we can put non-food items on the flight that automatically change

the atmosphere in the cabin," such as poker chips and cards, and "gold dust" sprinkled on the desserts.

Make your catering requests in a timely manner. "The more time you give the charter operator or management company, the happier you'll be," says Meridian's Moore. "If the assistant calls us at



CUNNINGHAM PHOTO ARTISTS

5 p.m. about a catering request for an 8 a.m. flight, now I'm not sure the organic place [they want food from] is open."

Finally, realize that airplane food involves some constraints—particularly when the aircraft lacks a galley. "There's an expectation it will be five-star restaurant quality," says Meridian's Moore, who admits he has received occasional complaints about food from customers. "People say, 'The catering wasn't good.' Well, before you were on a GIV-SP, then you got on a Hawker that didn't have a flight attendant or standup kitchen." **BJT**



CUNNINGHAM PHOTO ARTISTS

**James Wynbrandt** (jwynbrandt@bjtonline.com), a private pilot, is a regular **BJT** contributor who has also written for *The New York Times*, *Forbes* and *Barron's*.

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# Teaching Your **KIDS** about Money

A high-net-worth household faces special challenges. Here's how to set your children on the right course.

by Chana R. Schoenberger

**H**ow should you talk to your kids about money? All parents face the question of how to raise financially literate and responsible children, but affluent families encounter special challenges.

The key is starting early—perhaps even as soon as when your child receives his first tooth-fairy dollars. One couple with a large auto-sector business decided to begin involving their elementary-school-aged children in financial decisions. They invited the kids to family meetings, which opened with Lego-car racing, then launched into philanthropy with a discussion of how the company contributed to society and how the children could participate. The kids decided to raise money for their favorite charity by hosting a barbecue and car wash and selling duct-tape purses and bookmarks that they made themselves.

“Hearing how the company contributed to the world...started their thinking around philanthropy,” says Wendy Sage-Hayward, a consultant at the Family Business Consulting Group in Chicago and an adjunct professor at the Business Families



FOTOLIA

Centre of the University of British Columbia's Sauder School of Business in Vancouver.

Begin with what you know, advises Erika Vujnovich, the founder of Bodeo.com, a financial-education site for parents and children. First, she says, parents should explain the basics: what a job is, and what it means to earn and spend money.

When her own young son asked her whether she made a lot of money, Vujnovich told him, “We make enough to be sure you and your brother have enough food and clothes, and you’ll be taken

care of, because Mommy and Daddy work hard.”

Particularly when children stand to inherit trust funds, Vujnovich says, it’s crucial for parents to teach financial discipline from an early age. That’s important because kids who grow up thinking that money will come to them without any action on their part can run into trouble.

**W**hat’s driving parents to have these discussions with their children? The specter of raising spoiled brats, and the fear that the

kids will grow up to squander the family’s wealth.

That outcome is avoidable, says Ron Lieber, a *New York Times* columnist whose book, *The Opposite of Spoiled*, advises parents on how to head off difficulties. Spoiling a child has surprisingly little to do with material possessions, he notes, and much more to do with how the parents expect the child to behave and how they enforce consequences for breaking the rules.

Not letting kids fail—such as by intervening with teachers and friends—is another way to end up with a spoiled child, Lieber says. “They come quickly to the conclusion that they do not have to do anything themselves, that they will be taken care of.”

In addition to setting firm limits, he says, parents can take several other steps to ensure that their children have a good perspective on money. One is modeling generosity, such as by inviting your child’s entire class to his or her birthday party. (“Bogus community service trips,” such as expensive forays overseas that don’t involve much interaction with locals, have little value, Lieber says.)



Another key strategy: go out of your way to ensure your kids have friends from a range of backgrounds. Depending on where you live, this might mean signing them up for Little League one town over, or choosing a chorus with a wide catchment area. The family can also join a house of worship with a diverse congregation, Lieber says.

Travel offers many possibilities to introduce kids to new situations. “I know families who—upon realizing that the only things their kids knew from vacation was the

## The biggest question for children with well-to-do parents, says one expert, is often: If you have the resources to buy me anything I want, why won't you?

different ways poolside amenities were presented—decided that they wanted their kids to experience different ways of life and would send their kids away with relatives to stay in national parks,” Lieber says. And even when staying at a luxury resort, families can ride public transportation or eat in a restaurant where people don't speak English.

**W**hen it's time for kids to go to overnight summer camp, choose the most low-key one possible, Lieber advises. That will help reset the children's relationship to their possessions: “When kids are away with no power and no electronics, they learn important lessons about relying on each other for companionship.”

The biggest question for children with well-to-do parents, Lieber says, is often: If you have the resources to buy me anything I want, why won't you? He suggests using the language of tradeoffs. Expect your children to be confused and to seek to understand how you make financial decisions: “If they want to show horses in Florida or go to the Super Bowl, it's your job to explain to them why you are not going to do that even if you could afford to.”

Linda Davis Taylor, CEO of the wealth-management firm Clifford Swan Investment Counsel in Pasadena, California, recommends attacking the problem as you would a business project by defining a family mission and values, holding family meetings and training family members. This takes time, she says: “It's not that one make-or-break conversation.”

Be sure to account for your kids' values as well as your own, says Taylor, whose book, *The Business of Family*, was published this summer. One client family had trouble getting the younger relatives engaged with charitable giving, she says, noting that the kids “did care about philanthropy but not about the symphony that their parents were [aiding]—they cared about the environment.”

One reason parents shy away from bringing up money with their children, Taylor says, is that talking about money means discussing mortality. One day, the older generation won't be around to run the business or administer the family assets, and the younger generation will have to know how to handle things.

“Ultimately, it's succession planning,” she says. **BJT**

**Chana Schoenberger** (cschoenberger@bjtonline.com) is a business journalist who has worked for *The Wall Street Journal*, Bloomberg News and *Forbes*.



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A wide-angle photograph of a golf course at sunset. The sky is a vibrant orange and yellow, with a prominent mountain peak in the distance. The foreground shows a green fairway, a sand trap, and a small pond reflecting the sunset. The title 'Wickenburg Ranch' is overlaid in large white serif font, with 'Golf & Social Club' in a smaller, italicized serif font below it.

# Wickenburg Ranch

*Golf & Social Club*

**A strangely alluring Arizona course offers a taste of the old West.**

*by Bradley S. Klein*

**W**ickenburg, Arizona, population 6,500, still looks much like the gold-mining town it was in the 1800s. It sits somewhere between faux and retro, 70 miles northwest of downtown Phoenix in the foothills of the Sonoran Desert.

Prospecting for precious metals takes a curious combination of nerve and deep pockets. The same could be said these days for golf course development, especially when it entails an extensive real estate component. The impetus to build Wickenburg Ranch came from two veterans of the Arizona golf development scene, though this is the first time that William Brownlee and Wendell Pickett have dared to co-design a golf course and undertake an entire project on their own.

The 2,000-acre property they've created is platted for 3,100 homesites. Creating the proper ground for such an expansive development required a monumental amount of earthmoving—8.5 million cubic yards of dirt were moved, with as many 70 pans and scrapers a day working away on the 10 ridges that knifed in on the site. Despite the scale of the cuts (up to 72 feet) and fills (as much as 46 feet), or maybe precisely

because of it, the result is a strangely alluring golf course through and over dry washes and across some rugged ground alongside preferred landing areas.

The unusual routing of the par-71 course—six par-3s and five par-5s—tells you the designers had to work to find playable ground. But with tees ranging from 6,935 yards down to 4,977 yards, the course is nonetheless playable and fun, and along the way you get a sense of how rugged and forbidding the American West can be.

Brownlee and Pickett had been sitting on their finished project since 2008, waiting for the golf real estate market to recover before unveiling their little secret. With the support of two major real estate entities, Shea Homes and Trilogy, they just opened its door. Time will tell whether Wickenburg Ranch produces a golf rush. It just might, as Brownlee and Pickett have created a course that's well worth the journey. **BJT**

**Brad Klein** ([bklein@bjtonline.com](mailto:bklein@bjtonline.com)) is the architecture editor of *Golfweek*. His latest book is *Wide Open Fairways*.



### COURSE:

For more information about Wickenburg Ranch, visit [wickenburgranch.com](http://wickenburgranch.com) or call (480) 367-3610

### AIRPORTS:

Wickenburg Municipal Airport/Wellick Field (FVG) has a 6,100-foot runway and is nine miles south of the course. Prescott Municipal Airport/Ernest A. Love Field (PRC) has a 7,616-foot runway and is 63 miles north-east of the course. Phoenix Sky Harbor International Airport (PHX) has an 11,490-foot runway and is 75 miles southeast of the course.





# The Facts about Bizav Safety

by Gordon Gilbert

It's no wonder you don't hear much negative talk about business aviation safety: there's not much bad news to discuss. The safety record for private, charter and fractional business jets has long been by far the best of all of general aviation, which includes personal, training, sight-seeing, utility and owner-flown turbine and non-turbine aircraft.

Only the major airlines have a better long-term record. One reason is that they fly on regular schedules to the same destinations, so their pilots follow the same or similar routing, use the same airports and know what instructions to expect from air traffic controllers. Also, U.S. carriers operate under the most stringent federal aviation regulations. They must adhere to pilot duty-time limits and employ drug and alcohol testing, cockpit resource management, safety management systems and standard operations procedures.

Different, less stringent rules apply to business aircraft operations. These rules are designed to allow private, fractional and air-taxi pilots

more flexibility than airlines in flight planning, selecting destinations, scheduling and the conduct of flights. However, business aviation's less stringent rules raise the risk bar slightly, especially on flights involving unfamiliar routing, isolated destinations and long segments over remote areas. These places often involve challenging air traffic control procedures, heavily accented controllers, unique operating requirements and demanding airport environments.

Let's address a few questions that might be on your mind:

## Which aircraft types and models have the fewest accidents?

Jets have fewer accidents than turboprops, which have fewer mishaps than piston-engine aircraft. This is primarily due to the higher reliability of turbine engines and the level of turbine airplane system redundancy. Also, required training and flight checks for jet pilots are more arduous than for other aircraft types. Comparing the

safety experience of various aircraft models isn't easy because you have to consider how long each has been in production, how many were manufactured, how many have had mishaps and how many flight hours each has logged. When you crunch these numbers, no business jet model stands out as fundamentally safer than others.

## What's the most common kind of business aircraft accident?

By far, it's runway excursions—when an aircraft goes off the end or sides of a runway during landing or an aborted takeoff. These occurrences account for more than a third of business jet and turboprop accidents and incidents. Generally these mishaps result in minor aircraft damage and no injuries, though a few excursions each year typically cause serious or fatal injuries.

## Does having only one pilot compromise safety?

This isn't an issue for most business jet travelers, as they typically fly with two pilots, even if the aircraft is eligible for single-pilot approval. [See *Exit* column on eliminating copilots in April/May 2015 *BJT*.—Ed.] Under private operations, several light-jet models may be flown by one pilot, but that airman undergoes the same training and annual checks as two-pilot crews. A recent study of accidents by *BJT* sister publication *Aviation International News* showed a

slight advantage with having two pilots compared with one. Although no investigators could say with certainty that the presence of a copilot would have prevented a mishap, that appeared likely in some cases, according to the *AIN* study.

### What do investigators blame for business aircraft accidents?

The National Transportation Safety Board, the independent government agency that investigates U.S. aviation accidents, has named the flight crew as the “probable cause” or a “contributing factor” in the majority of mishaps. The NTSB has attributed other accidents and incidents to mechanic errors, collision with animals or birds, air traffic control errors, lack of certain ATC or onboard equipment, misfueling, wet or icy runways, inflight icing, severe turbulence and catastrophic failure of a critical onboard system.

### Do business aircraft carry “black boxes?”

The so-called “black boxes” are a flight data recorder and a cockpit voice recorder. Most business jets carry the latter and others carry both types, depending on the size of the aircraft and the rules under which they operate. The NTSB, which can recommend but not enact regulations, would like all turbine business aircraft to be equipped with both voice and video recorders.



A December 28, 2011 accident at Fort Lauderdale Executive Airport resulted in no injuries to the pilots or passengers of a Cessna Citation VII.

DAVE MILLS - VISAPPNET

### What safety regulations apply to bizav?

There are three primary regulations, each with a different level of stringency. Part 91, the least restrictive, applies to all non-commercial business aircraft operations. Part 91K, containing more severe limitations, applies when a business aircraft is being flown for a fractional owner onboard. And Part 135 is the commercial certification applicable to air taxis and on-demand charters.

### Don’t some flight departments voluntarily operate under the stricter rules covering airlines?

Yes. The safety-oriented culture of flight departments prompts many to operate under the Part 121 regulations that airlines follow. In addition to establishing a safety-management system, keeping an updated SOP manual and

practicing cockpit resource management, Part 121 sets strict guidelines for pilot flight time and rest periods, as well as more frequent pilot flight checks and physicals. These regulations also mandate use of a dispatcher—a person who must clear flights before they commence. Furthermore, airline regulations contain the most demanding requirements for fuel reserves, flight training, the selection of primary and alternate airports and the conduct of approaches, landings and takeoffs during inclement weather.

### What safety measures or regulations have been introduced in the past few years or are planned for the next few?

The FAA is always working on new and revised rules to improve safety, and the aviation industry is continuously monitoring itself to incorporate safety improvements. In the last few years, certain types of accidents have decreased because of two measures: the ground proximity warning system and cockpit resource management. The former helps immensely to curtail controlled flight into terrain accidents, while the latter greatly enhances interaction and collaboration between pilots and their recognition of safety cues in and out of the cockpit. Now underway is a multibillion-dollar FAA/industry program that in the next five years will result in a sea change in the equipment and methodology used for aircraft navigation and pilot-air traffic controller communication. **BJT**

**Gordon Gilbert** (ggilbert@bjtonline.com) is a former news editor of **BJT** sister publication *Aviation International News* and a recipient of the National Business Aviation Association’s Platinum Wing journalism award.

## Accidents rates per 100,000 flight hours – 2014

(Statistics shown in order of lowest fatal rate)

	Fatal	Total
Major airlines (FAR Part 121)	0.00	0.16
Commuter carriers (scheduled Part 135)	0.00	1.19
Corporate/executive (Part 91) <sup>1</sup>	0.01	0.03
Business (Part 91) <sup>2</sup>	0.06	0.05
Air taxi/charter (on-demand Part 135)	0.26	1.13
General aviation <sup>3</sup>	1.22	6.11

The major airlines typically have the best fatal accident rate, followed by corporate and executive aircraft. However, last year the commuter-carrier rate matched the airlines’ with the corporate/executive segment scoring a close third. Because it encompasses all the many and varied Part 91 and non-scheduled Part 135 operations, general aviation typically has the highest fatal rate.

<sup>1</sup>Business aircraft flown for companies by salaried/career crews. <sup>2</sup>Aircraft flown on business by either their owners or other non-salaried pilots.

<sup>3</sup>All aircraft operations under Part 91 and on-demand Part 135.

Sources: National Transportation Safety Board, Robert E. Breiling Associates, International Business Aviation Council

Note: data is preliminary and applies to U.S. operations only.



# Yosemite's ancient treasures

Autumn may be the best time to experience the sights at this spectacular, 125-year-old national park.

by *Thomas R. Pero*

**T**his October, 1,169 square miles of some of the world's most spectacular rock formations, waterfalls and ancient trees will be celebrated as California's Yosemite National Park turns 125.

Geologically, Yosemite is much older than that—by about 10 million years. Vertical uplift along the Sierra-Nevada created the mountains. Beginning a couple of million years ago, glaciers as deep as 4,000 feet began sculpting the canyons, and grinding and polishing the granite. Over these rocks spill thundering curtains of tall, narrow waterfalls, including 2,425-foot Yosemite Falls, the highest in North America.

In April, I toured Yosemite for the first time in several years. Among the dark fragrant groves

of cedar, fir and sequoia, the white pedals of flowering dogwood filtered the morning spring-time light. It was splendid. But autumn may be Yosemite's finest season. The great American photographer Ansel Adams indelibly captured the splendor. "Yosemite Valley, to me," he said, "is always a sunrise, a glitter of green and golden wonder in a vast edifice of stone and space."

When you visit, be sure to stop at the charming little Ansel Adams Gallery, adjacent to the Yosemite Valley Visitors Center. The family of the revered artist has operated it since 1902. **BJT**

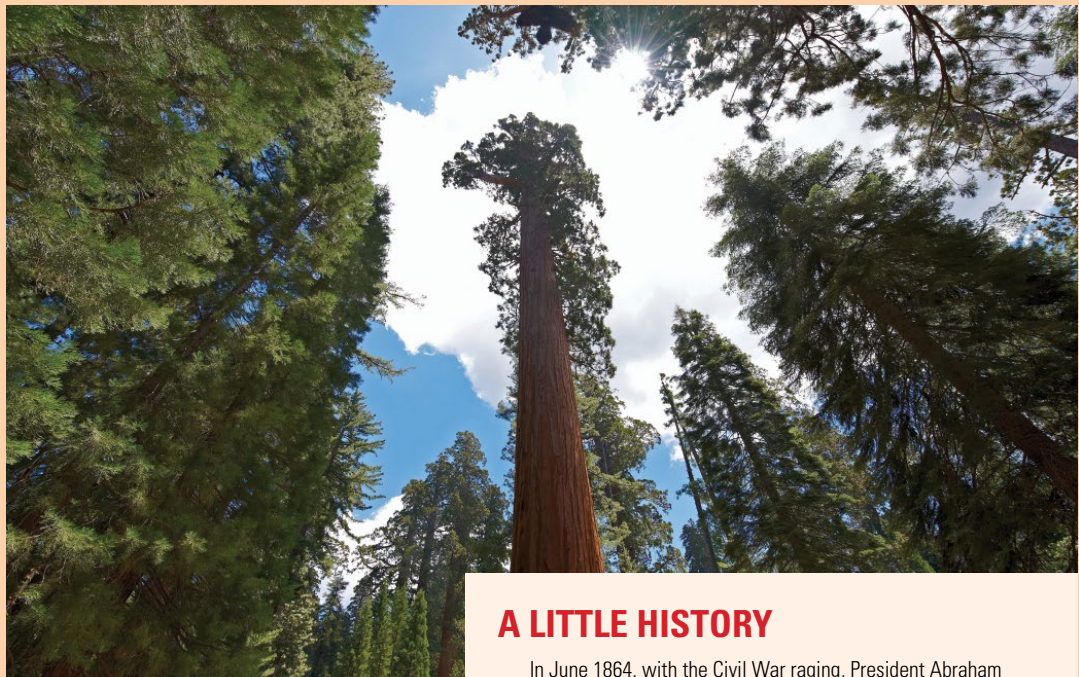
**Thomas R. Pero** (tpero@bjtonline.com) is publisher of Wild River Press and the author of two books about fly fishing.



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## A LITTLE HISTORY

In June 1864, with the Civil War raging, President Abraham Lincoln found time to sign legislation that gave Yosemite Valley and the Mariposa grove of ancient sequoia trees to the State of California "upon the express conditions that the premises shall be held for public use, resort and recreation." Then, in 1890, President Benjamin Harrison signed the law making Yosemite the nation's third national park.

A third president played a role in protecting this extraordinary stretch of the central Sierra-Nevada mountain range in 1903, when naturalist John Muir invited Theodore Roosevelt to join him on a camping trip there. With environmental ethos and the meaning of national park status still being worked out, Yosemite was being degraded by the cutting of priceless old trees for profit and the overgrazing of meadows by domestic sheep. Roosevelt grasped the threat and ordered Yosemite returned to Federal protection. The abused land began to heal.

"We are now in the mountains and they are in us," Muir said, "making every nerve quiver, filling every pore and cell of us." —*T.P.*

## VISITOR INFORMATION

Yosemite National Park (209-372-0200, [nps.gov/yose](http://nps.gov/yose)) is about a three-hour drive east of San Francisco. You can also fly into Fresno Yosemite International Airport (longest runway, 9,539 feet), which is an hour from the park's south entrance.

Two hotels offer spectacular views of the mountains and waterfalls. Ahwahnee, a National Historic Landmark built in 1927, has first-class accommodations and dining. Yosemite Lodge—near the park's eastern entrance—is larger, less expensive and more family-oriented, with easy day hikes to waterfalls. For the adventurous, there are 69 tent cabins with beds, fresh linens and showers at gorgeous Tuolumne Meadows—8,720 feet in elevation and the largest sub-alpine meadow in the Sierra range.

A private company operates Ahwahnee, Yosemite Lodge and Tuolumne in cooperation with the National Park Service. For reservations go to [yosemitepark.com](http://yosemitepark.com) or call (801) 559-5000.

Other lodging options include Little Ahwahnee Inn, an elegant chateau in Fish Camp, California, near the park's south entrance; Tenaya Lodge, a larger hotel constructed in the classic rustic Sierra style, also in Fish Camp; and the recently updated Evergreen Lodge, just outside the park's west entrance. —*T.P.*

# TRAVELER CALENDAR

August 16

## PEBBLE BEACH CONCOURS

Pebble Beach, California. Judges rate automobiles and motorcycles for historical accuracy, technical merit and style.

Info: pebblebeachconcours.net

August 23–30

## THE HAMPTON CLASSIC

Bridgehampton, New York. This prestigious horse show offers onsite luxury shopping, activities for kids and more.

Info: hamptonclassic.com

August 23–September 6

## EAST COAST OPEN

Greenwich Polo Club, Greenwich, Connecticut. Enjoy gourmet food and a beverage (or two) while watching some of the best polo players in the world compete.

Info: greenwichpoloclub.com



COURTESY OF LAND ROVER

August 30–September 7

## BURNING MAN

Black Rock Desert, Nevada. *See box.*

August 31–September 13

## U.S. OPEN TENNIS TOURNAMENT

Flushing Meadows, Queens, New York. Corporate hospitality options are still available to see the best in tennis compete on hard courts.

Info: usopen.org

September 2–12

## VENICE INTERNATIONAL FILM FESTIVAL

Venice, Italy. The oldest film festival in the world.

Info: labiennale.org

September 4–7

## TELLURIDE FILM FESTIVAL

Telluride, Colorado. Check out new films that may go on to win Oscars.

Info: telluridefilmfestival.org

September 10–12

## JET EXPO

Moscow. The biggest airshow in the region.

Info: jetexpo.ru

September 10–17

## NEW YORK FASHION SHOWS

New York City. Independent and branded fashion

shows and champagne-soaked events celebrate the international clothing collections for spring.

The biggest, most prestigious of them all remains Mercedes-Benz Fashion Week at Lincoln Center.

Info: mbfashionweek.com

September 17

## BUSINESS AVIATION REGIONAL FORUM

St. Louis Downtown Airport (CPS), St. Louis, Missouri.

Networking opportunities for the bizav community.

Info: nbaa.org

September 22–29

## SWAN LAKE AT NEW YORK CITY BALLET

Lincoln Center, New York City. Directed by Peter Martins.

Info: nycballet.com

September 23–26

## MONACO YACHT SHOW

Port Hercules, Monaco. Arguably the most prestigious boating show in the world.

Info: monacoyachtshow.com

September 24–26

## BARRETT-JACKSON CAR EVENT

Las Vegas. Some of the world's rarest classic cars will go to the highest bidders. (*See story on page 44.*)

Info: barrett-jackson.com

October 6–8

## BOMBARDIER SAFETY STANDDOWN

Wichita, Kansas. This three-day safety seminar will build upon the 2014 theme of Attention Control Techniques, with a special focus on disconnecting from distractions. Send your pilot.

Info: safteystanddown.com

October 30–31

## BREEDERS' CUP

Lexington, Kentucky. This event traditionally ends the world's thoroughbred racing season and is surrounded by blowout parties and celebrations.

Info: breederscup.com

November 1

## NEW YORK CITY MARATHON

New York City. Runners are gearing up for one of the Big Apple's most popular annual events.

Info: tcsonycmarathon.org

November 5–9

## FORT LAUDERDALE INTERNATIONAL BOAT SHOW

Fort Lauderdale, Florida. Exhibitors will include yacht builders, designers, brokers and retailers.

Info: showmanagement.com

November 17–19

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## BURN, BABY, BURN

Burning Man started in 1986 in San Francisco with a few friends and an effigy/bonfire of "self-expression" and has evolved into a large week-long annual event in northern Nevada. Last year it drew over 60,000 people to participate in the assembling of a barter-only temporary city filled with breathtaking works of art. This year's festival, whose theme is "Carnival of Mirrors," is set for August 30 through September 7.

Burning Man is based on 10 principles: "radical inclusion, gifting, decommodification, radical self-reliance, radical self-expression, communal effort, civic responsibility, leaving no trace, participation and immediacy." It's probably a safe bet that not all attendees buy into all of these doctrines, but just about everyone who attends seems to enjoy the elaborate art installations.

There have been complaints in recent years that Burning Man has been compromised by the influx of wealthy individuals jetting in with their temporary luxury accommodations. (Google's founders have gotten especially bad press.) That said, you may be glad to know you can book a charter flight from Reno International to Black Rock City Municipal Airport, which is adjacent to the event. You can also fly your own aircraft into that airport, which will have a pair of mile-long runways available for the event.

Info: burningman.org —Jennifer Leach English

For a long-range events calendar, please visit [bjtonline.com/calendar](http://bjtonline.com/calendar).



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# Give a cancer patient a lift on your next flight.



Photography by Gabe Palacio

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# How *fast* is it?

If you're talking about an airplane, this short, simple question can produce a long, complicated answer.

by Mark Phelps

My friend Hugh has a highly developed scientific mind, and when he sees something about aviation that piques his interest, he often calls me for details. One question—"How fast is it?"—seems as if it ought to be pretty simple, but my answers often leave him frustrated. How can speed be so complicated?

With a car, it's not. If the speedometer in Hugh's Camry reads 60 mph, it takes one minute to go one mile.

But with airplanes, the air they move through is much more of a factor. And air is not only an amorphous gas, it's almost always moving, itself—sometimes pretty fast. In the Boeing 767 I was riding in recently, the headwind measured 117 mph at one point.

So that's why "how fast you're going" must be calculated in groundspeed—the measure of how fast the airplane is moving over the Earth—and it depends on wind direction and speed.

"OK," Hugh says, "then forget about the wind and just tell me how fast the [expletive deleted] airplane is moving through the air." Good question. And airspeed is an excellent way of measuring one airplane against its competitors. With prop-driven models that tend to fly at relatively low altitudes, "high-speed cruise" is one of the specs you'll find in the brochures. But the "how fast is it?" waters muddy pretty quickly unless you understand what the numbers mean.

For example, the "never exceed" airspeed (also in the brochure) is the limit for safe operation—to keep the wings and other parts attached—and

it has little to do with how quickly you'll get from A to B. "Never exceed" speed usually assumes the airplane is in a dive. Any airplane will go much faster in that situation, but does that count when Hugh's asking, "How fast can it go?"

It's probably more reasonable to use the "high-speed cruise" number to describe an airplane's ability to perform its stated mission. But most flights aren't made at high-speed cruise. "Long-range cruise" is slower but is the speed at which the airplane flies most efficiently. The

## A few miles per hour faster doesn't help if it means you've got to make another fuel stop to get to Grandma's house.

faster you go, the greater the drag (and fuel burn), so the sweet spot on the airspeed indicator for long-distance travel is always slower than the high-speed-cruise mark. A few miles per hour faster doesn't help if it means you've got to make another fuel stop to get to Grandma's house.

And speaking of the airspeed indicator, there's another wrinkle. "Indicated airspeed" is what shows up on the dial in the cockpit, but it seldom equals the actual speed the airplane is moving through the air. That's "true airspeed," and the only time it's the same as what you see on the dial is at sea level and

standard atmospheric conditions of temperature, pressure and humidity. Climb a few thousand feet on a hot, humid day with unusually high or low pressure and you'll have to whip out a calculator to know your "true" airspeed. Generally, the higher you fly, the greater your true airspeed, because the air is thinner and causes less resistance.

When Hugh asks how fast a jet is, my answer is usually its maximum Mach number—the percentage of the speed of sound. That's because at the altitudes where jets fly, indicated and true-airspeed numbers are so skewed by the extreme conditions that it's more useful to measure the airplane's speed in comparison with the speed of sound. Both are affected equally by the ambient conditions, so it's a way to standardize performance from one aircraft model to another. The fastest business jet, the Cessna Citation X+, can fly at Mach 0.935, while military jets can often exceed Mach 2.5—two-and-a-half times the speed of sound.

Hugh complains that my answers are the equivalent of telling him the history of Rolex when all he asked was, "What time is it?" And I get that. In fact, I see that I'm already close to exceeding my allotted word count for this column, and I haven't even gotten to the difference between miles per hour and knots.

But maybe, like Hugh, you've already had enough of this conversation. **BJT**

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