



VistaJet hits its hundred  
NEWS P11



# VISION SYSTEMS' WINDOW IS NO DIM IDEA

Picture: BVA

**A**t Vision Systems, product manager Floriane Pellet sees the light – along with the route and destination information – thanks to a new electronically dimmable window system combined with a transparent video display.

Showing the system today at EBACE, Pellet says the retrofittable inside window gives passengers touchscreen control of heat and light, and video services like moving maps and travel information.

And, she says, SPD technology – Suspended Particle Device – means the windows go between clear and 99.9% dark with instant response time.

Vision Systems dimmable windows are already or soon to be installed in Dassault Falcon 5X, Epic E1000, Airbus Helicopters H175 and HondaJet HA-420 aircraft.

► **TOUCHING:** Floriane Pellet demonstrates the system



## ROOM IN HOTELS FOR MOONJET

Sharjah, UAE-based flight support services provider Moonjet is optimistic that the business aviation market is on the up, and is looking forward to growing its business – particularly in the areas of hotel accommodation and catering.

President and chief executive Michel Jako's brightly-coloured stand is sure to

attract attention and draw in potential new customers to this EBACE regular.

"The market is good and we are hopeful that it is getting better. Clients are getting new aircraft," says Jako.

Moonjet has offices in Sharjah, Amman in Jordan and Biggin Hill in the UK. It offers its services globally.

## Power pairing debut at show

Aero Specialties and PowerVamp are exhibiting jointly for the first time to celebrate a new partnership, under which the former has agreed to market the latter's power solution products in the USA, Mexico and Canada.

PowerVamp's vice-president for North American operations, Brian Clear, expects the agreement will result in "a huge, positive difference" in the UK-based company's sales in these markets.

"This gives us much greater exposure and will improve British exports to that part of the world," says Clear.



## Townsend's sunny leather forecast

New York-based Townsend Leather is banking on business jet sales picking up to keep the market strong for its corporate aviation upholstery products, which make up 60-70% of its business.

"We're hoping it's a good market where they sell some planes because things are kind of slow right now," says the company vice president Tim Beckett.

Townsend produces custom-matched leathers in more than 1,000 colours for business aircraft interiors, with an emphasis on durability which Beckett says means that replacements are "usually because of style changes" rather than the result of a weakening of the product.

With each aviation order requiring 10-12 hides, Townsend provides a "really niche" product, says Beckett (pictured right).



## Price is right for Foglizzo

Italian leather and luxury products manufacturer Foglizzo is showcasing its latest flight kit range and hoping to secure the first customer for its leather and silk travel pillow with matching eye mask.

The luxurious in-flight sleep aid has been tested by potential customers but the company has yet to secure an order, says Foglizzo designer Chiara Bertoli (pictured).

In addition to customised aircraft interiors products and flight kits, the Turin-based manufacturer makes leather-bound desk tidies and notebooks for in-flight offices on business jets.

The company's sales division is in an position most other vendors would envy, frequently taking calls from customers who ask, "What is your most expensive product?", says Bertoli.