



FINAL APPROACH

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Candidates Address Aviation Issues

McGreevey Takes Off, Schundler Strafes Teterboro

Although the Gubernatorial election is months away, both Democratic and Republican candidates have captured the interest of the aviation community — for different reasons.

Woodbridge Mayor James McGreevey, the Democratic standard bearer addressed the Association's Board at its May meeting and expressed strong support for the State's airport system.

He said aviation issues would receive proper attention in a McGreevey Administration. Although he rejected the concept of a separate aviation department, McGreevey indicated he might support an aviation commission to advise the State DOT. He further said that aviation should be a part of the overall state planning process and the state should commit the necessary financial and managerial resources to assure the industry's success.

The Association was pleasantly surprised to hear such positive comments since the industry is often treated as an afterthought within the

state's transportation system. In addition, McGreevey's ideas closely parallel several initiatives under consideration by the Association.

Republican nominee, former Jersey City Mayor Bret Schundler also has been invited to meet with the Association Board in September. However, his initial foray into aviation has raised some eyebrows as well as concerns. Attending a demonstration at Teterboro, Mayor Schundler called for a study on the possible closing of the facility. The demonstration was sponsored by Bogota Mayor Steve Lonegan, who has repeatedly called for the airport's closure. Lonegan also is a strong Schundler backer and the Gubernatorial candidate may have decided on a show of support for the Bogota official. Nevertheless, the thought that a possible New Jersey Governor might consider such a move sent shockwaves through the aviation community.

Association President, Tom Carver said there is no fear of Teterboro closing but did express



James McGreevey



Bret Schundler

concern over Schundler's remarks. "Closing Teterboro Airport would have the same effect on aviation that closing the Turnpike would have on ground transportation," Carver said. "The result would be disastrous and immediate to New Jersey and to the air transportation system throughout the country. We are not concerned that the airport will close, but somewhat worried that a potential Governor would even consider such a move," Carver said. "I expect Mayor Schundler will explain his position when he meets with us before the election," Carver added.

The Association is now preparing a series of position papers to present to both candidates. Teterboro's future will be a major topic.

Untapped Commercial Potential At Trenton-Mercer Runs Into Roadblocks, While GA Grows

Over 11 million people reside within 50 miles of Trenton-Mercer Airport — more than live within the same radius of JFK or Philadelphia International, according to the Mercer County Planning Department. Only Newark has a larger catchment area in the Northeast. However, TTN's commercial service continues to lag, due mainly to the lack of a modern terminal. The situation has been



Pfizer's 90,000 sq. ft. hangar facility will feature a variety of services for staff and pilots.

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PRESIDENT'S UPDATE

The FAA's "search" for new runways brought to mind a proposal made to me years back by an old friend and former Newark International Airport colleague, Don Burr, head of the then fledgling People Express. Burr insisted the Port Authority build an additional north-south runway east of the Turnpike on property dedicated to the marine industries at Port Newark and the Elizabeth Port Authority Piers and depress or bridge the NJ Turnpike so aircraft could taxi to and from the terminal areas. Needless to say the Turnpike remains where it was. However, Burr's idea illustrates the difficulty the FAA faces in seeking to build new runways in densely developed metropolitan areas such as New Jersey.



Tom Carver

Then again, one wonders about our federal overseers of the aviation industry. At least, we at the Association wonder. First, the FAA blithely dismissed our recommendation that a task force be established to discuss the nationwide problem of aircraft noise and the chorus of community complaints about the issue. Former Virginia Governor Gerald L. Baliles, Chairman of the Coalition for a Global Standard on Aviation Noise, has termed noise as the single most critical constraint on the future of the industry. However, according the FAA's response to us, while they are scanning the landscape for new runway sites, they are also "educating" people about the noise problems. That sounds like beltway speak for "let's punt and hope their offense fumbles." Spurred by the FAA's brush-off, the Association is attempting to address both the runway and noise issues within state borders. The FAA might consider joining us in a campaign for additional use of existing but severely underutilized runways at both Trenton-Mercer and Atlantic City International Airports. These are not some strips carved out of remote cornfields, but first class aviation facilities located in the middle of one of the largest passenger markets in the Country. Increased use of either or both facilities would not only produce millions in new revenues for New Jersey, but serve to relieve major problems at the region's other airports.

In addition, the Association is attempting to do something positive about the noise situation. The Jesuits have always maintained that bread is better than metaphysics for the hungry man. We believe that relief is better than "education" for the resident tired of aircraft noise. The Association has begun a series of statewide meetings with anti-airport groups. As expected our first effort, a session with representatives of towns surrounding Teterboro Airport, was somewhat raucous. Creating dialogue between opposing factions is never easy. Nevertheless, dialogue is a necessary first step to progress. So our efforts to seek possible ways to alleviate problems for our airport neighbors will continue.

In the meantime, we shall watch closely as the FAA continues its search and education efforts.

Thomas D. Carver, President

Untapped Commercial Potential at Trenton-Mercer

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compounded by roadblocks of community activists (many of whom, ironically, live in Charles Lindbergh's town of Hopewell) and a laborious FAA environmental assessment project. As a result, the tremendous economic potential to Mercer County and surrounding communities remains untapped.

Southwest Airlines has been the most likely candidate to enter TTN with a new, two-gate terminal. Airport Manager Justin Edwards confirms he has met with Southwest several times, as well as Midway and other airlines. While Midway may enter the existing terminal with limited service, Southwest and other potential carriers need larger space in order to consider TTN.

The new terminal project, which started in 1998 is undergoing its second exhaustive environmental assessment. The original assessment, completed last year, is in the process of revision because the FAA, under pressure from well-heeled anti-airport activists and their lobbyists, changed the study's parameters. Edwards and County Executive Robert Prunetti expect the revised assessment to be completed in six months, and anticipate FAA approval. Once the approval is granted, funding and design work can begin. All told, Edwards expects construction to begin in two years.

Once open with 12-20 commercial flights a day, airport revenue is expected to grow from it's current \$1.8 million annually to approximately \$6 million, with \$1.5-\$2 million in ratables going directly into the local community.

According to NJAA President Tom Carver, the entire State will benefit if the terminal is built and Southwest elects to come to TTN: "The famous 'Southwest effect' of lowering fares in a larger region will mean consumers traveling from Philadelphia and other area airports could see lower fares. Just as travelers in Washington, D.C saw fares drop when Southwest entered Baltimore, and Boston fares declined when it entered Providence, consumers throughout New Jersey will benefit from Southwest's presence at TTN."

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Improvements, Additional Lift At Atlantic City International Airport

Growth and improvements at ACY mirror the boom in casino construction, indicating good times ahead for New Jersey's casino industry and airport traffic. Filling all those new casino hotel rooms (and giving South Jersey residents more flying options) will be easier thanks to new flights from Continental Express and Spirit Airlines, which will extend Atlantic City's market reach to the Midwest and West Coast.

In June, Continental launched three daily flights to Cleveland using 50-seat Embraer regional jets. These flights have easy connections to 31 cities in Cleveland, extending Atlantic City's reach even further. Spirit Airlines, responding to the growing demand for Coast to Coast flights connecting Southern New Jersey to the West Coast through Chicago (O'Hare), launched daily flights in early July. Spirit, which launched its first flight from ACY

ten years ago, now has nine daily flights servicing Chicago/O'Hare, Fort Lauderdale, Fort Meyers, Los Angeles, Myrtle Beach, Orlando and Tampa/St. Pete. Also in July, Continental Express operator CommuteAir began two flights a day to Boston.

Working with the Atlantic City Convention & Visitors Bureau, the South Jersey Transportation Authority has created a joint marketing program to increase Atlantic City's visibility in these new markets.



A new 1,300 space garage will help ease parking as traffic grows at ACY.

In other ACY news:

- ✈ Rehabilitation work on the 10,000-foot runway 13-31 has been completed. Work on taxiway B will be completed in August.
- ✈ Two new jet bridges will be installed by the end of the year to accommodate the increased traffic.
- ✈ Improvements to the surface parking at ACY have started, including a new inbound road and paving of over 1,700 parking spaces. After this phase of construction, a four-story, 1,300 space parking garage which will connect to the terminal is slated for ACY.

Untapped Potential

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"Fares aside, the airport can be a tremendous economic generator for the entire region. We are talking jobs, economic development and progress. It's time we put our State Capital on the map," Carver added.

"We understand general aviation continues to be our bread and butter. TTN is best suited for it," Edwards said. Edwards cites the growth in GA projects as the reason the airport is becoming the region's most important GA facility.

✈ Pfizer is building a new 90,000 sq. ft. facility, 60,000 sq. ft. of which will be hanger space. 30,000 sq. ft. of administrative and maintenance space will include a flight center, offices, overnight rooms, gym and

kitchen. The building is architecturally very distinctive, and will provide an impressive view across the field from the main airport terminal.

- ✈ The old Naval Warfare Center is close to being leased by a fractional ownership company, who will also establish TTN's second FBO. If the deal is completed, the existing building will be torn down and a 120,000 sq. ft., state-of-the-art facility will be constructed, which will provide 50 new jobs immediately and 100 by 2006.
- ✈ Merck is expanding its flight base.
- ✈ Five corporate hangers, 4,000-5,000 sq. ft. each, are being built for single-aircraft owners. These facilities are designed for small businesses with limited aviation needs.

Summarizes Edwards: "The airport has been here since the 1920's. It's primary and secondary impact to the community results in over 2,000 jobs and more than \$218 million in economic output. The growth of our GA operations, coupled a new terminal, would make the airport one of the most significant economic engines in Mercer County with added benefits extending throughout the State."

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Towns Vie For Control Of Allaire And Solberg

Ownership, Future Operations At Stake

Verbal dogfights have erupted over the future of two of the State's historic and important airports, Allaire, recently renamed Monmouth Executive Airport, in Wall Township and Solberg in Readington Township, Hunterdon County.

Monmouth County and Wall Township are embroiled in a war of words over which government entity should be the next owner of Allaire Airport. Wall Township appears to be losing the battle. Airport owner, 84 year-old Ed Brown, will no doubt decide the victor and he has been quite insistent that he will not sell to the municipality. Still the war wages on.

In 1998, Mr. Brown granted Wall Township a nine-month option to purchase the facility. The municipality eventually secured \$36 million in state and federal funding to make the purchase, but the promise of money came two months after the expiration of the option. Since then, Brown has thwarted any attempts by the town to acquire the airport.

It has been reported in the local press that the County is actively involved in negotiations with Brown. Attempts by NJAA to ascertain status of those negotiations were unsuccessful. Monmouth County Freeholder Tom Powers would only comment that the County has not yet made a bid on the facility.

Powers reluctance to talk is most likely due to a recent resolution passed by the Wall Township

Committee in which the town officially called for the County to terminate its negotiations with Brown.

The situation at Solberg involves only the local municipality whose governing body has created a hornet's nest of opposition by attempting to condemn the facility in order to "preserve it and the surrounding open space." In reality, the Township Committee's plan is a thinly veiled effort to thwart \$22 million expansion plan of the present owners, the Solberg Family. The situation boiled over at a raucous public meeting of the Committee in mid-July following a vote by the Planning Board which amended the Readington Master Plan. The Planning Board said its action to amend would allow the Township to own and operate the airport following the condemnation proceedings. The plan would also preserve open space and farmland, the Planning Board noted.

Many town residents did not see the move in that light. An overflow crowd, some with signs calling the town's efforts "Communitistic" rallied against the township proposal. The town garnered little support during the public comment period. Lorraine Solberg, a co-owner, offered a spirited defense of the airport and the need to upgrade the facility. Ms. Solberg stated that no substantial improvements have been made since 1950's. Other speakers accused the municipality of plotting in secret to seize a private enterprise.

Association Offers Assistance In Allaire, Solberg Debates

The Association has offered its assistance to Monmouth County in its efforts to purchase Allaire Airport, which has recently been renamed Monmouth Executive Airport. "Monmouth Executive Airport is a tremendous economic asset to the entire County," President Tom Carver noted. "We believe there are ways to assure the continued operation of the facility and also to address concerns expressed by Wall authorities," he said. Deputy Freeholder Director Thomas J. Powers spoke with Carver and said the County has not made a formal offer to airport owner Ed Brown at this point.

The Association has met several times with Thor Solberg and other family members to offer assistance in obtaining funds under the Airport Development Rights Act. "We shall continue to work with Ed Nagle and the Solberg family to keep the airport viable and in private hands," Carver said.

"It is somewhat disingenuous of Readington officials to use the specious excuse of preserving the airport and open space as a reason to condemn private property," Carver added. "In fact, the Solbergs have done that very thing with their own funds and efforts for the better part of a half-century," he said.



An overall view of the newly renamed Monmouth Executive Airport. The future of the airport depends on whether Monmouth County or Wall Township purchase the facility.



Corporate Jet Market Continues to Look Up

Aircraft manufacturers will produce a record 775 corporate jets in 2001. From 2001 through 2010, the production of corporate jets will increase 80 percent over the previous 10 years, according to “*The World Market for Business Jet Aircraft: 2001-2010*,” an analysis of the expanding corporate aircraft industry by Forecast International/DMS Inc.

After peaking this year, annual production will decline slightly in 2002 and 2003 before turning around in 2004. The reasons for these expected declines are the drag on new orders caused by the current economic slowdown, and uncertainties about how the domestic and international air-traffic systems will accommodate, regulate and assess user fees on the growing number of business jets of all sizes.

The long-range study underscores “the way the market has exploded” for business jets in recent years, partly as a result of flight delays and increased overall airport waiting times in the commercial airline system, said the study’s author, Raymond Jaworowski. “The big factor, which is starting to come out in polls and various other studies, is that a lot of executives really resent the wasted time they spend at the airport,” Mr. Jaworowski said.

Even when a flight isn’t delayed, requirements like “having to show up for international flights two or three hours in advance” are

sources of mounting frustration, he said. In getting to and from the airport, or waiting for flights, there is growing awareness that “you can spend almost as much time on the ground as you do in the air,” he added.

More than ever, companies are calculating the costs of that downtime in any decision to turn to business jets, either through outright purchase or by use of popular fractional-share programs.

In “*Free Flight: From Airline Hell to a New Age of Travel*,” a new book arguing for a vast expansion of private aircraft tied to production of small private jets that would cost far less than existing corporate jets, author James Fallows refers to recent studies by NASA showing that travel by most commercial aircraft, on flights of less than 500 miles, is no faster than going by car.

Meanwhile, though, as more corporations send teams of managers, sales representatives and technicians on road trips, the market for big business jets is currently outpacing that for smaller aircraft. 2001 has already shaped up to be a remarkable year for Dassault Falcon Jet. World-wide deliveries of Falcon Jets for the first six months of the year jumped to 48 aircraft versus 30 for the same period last year. More important, sizeable orders have been received from both NetJets and United BizJet Holdings totaling 156 Falcons (includes firm orders and

The Bulletin Board

The Association is extremely grateful to SOAR for its donation of \$11,700. SOAR was an organization formed to rescue Linden Airport from being closed for development. The group succeeded in its efforts and Linden continues its important role in New Jersey aviation. Jack Elliott, a NJAA founder, was a SOAR Trustee and helped arrange the donation. Congratulations and thanks to our fellow aviators at SOAR.



The Association is strongly backing an effort by Karl Kleinberg, owner of Camden County Airport to have the County Board of Freeholders purchase the facility. It is the only GA Airport in the county.



Is there a relevant story your company or group would like to see in Final Approach? Please e-mail new releases or story ideas to info@njaviation.org. Final Approach is distributed to 5,000 airport owners and operators, aircraft owners, airport vendors, aircraft manufacturers, pilots, elected officials in New Jersey, and aviation leaders throughout the nation.

options and an LOI). Dassault is readying the most popular aircraft in these orders, the new Falcon 2000EX for first flight this fall. Topping their list of exciting announcements was the launching of a totally new aircraft at the Paris Air Show temporarily dubbed the Falcon “FNX.” This ultra long-range, high-speed Falcon has created a lot of buzz — and already resulted in more than 20 \$350,000 deposits. “The market is responding to our company and product line in a way that is very gratifying,” said Dassault Falcon Jet president, Jean Rosanvallon. “It’s an exciting time for everyone at Falcon. We’re entering a new age of air travel, and Dassault is at the forefront of the change.”

Mark Your Calendars: December 17, 2003 Celebrates 100th Anniversary Of Powered Flight

Celebrations commemorating the 100th anniversary of the Wright Brothers first flight will be held throughout the world on December 17, 2003. In New Jersey, Assemblymen Alex DeCroce and Nicholas R. Felice have introduced legislation (A3187) to create a 17-member New Jersey Centennial of Powered Flight Commission. The purpose of the Commission is to plan, promote, coordinate, and conduct observances and activities in the State of New Jersey in coordination with other observances and activities held on the state, regional and national levels.

A3187 has cleared the Assembly Transportation Committee and has been referred to the Appropriations Committee for further consideration.

While the New Jersey aviation community awaits Legislative action, perhaps the most ambitious effort to commemorate the centennial of flight comes from McGraw-Hill's *Aviation Week*.

Its Next Century of Flight™ is a multi-year, multimedia education program commemorating the technologies, the aircraft and the heroes whose extraordinary accomplishments have

changed our lives, and those whose pioneering spirit will lead us into the future. The program is produced in partnership with Bombardier Aerospace, Inventing Flight: Dayton 2003, GIFAS the French Aeronautical and Space Industry Association, American Institute of Aeronautics and Astronautics, Computer Science Corporation, FAA, Society of British Aerospace Companies, the U.S. Centennial of Flight Commission in collaboration with NASA



and the Smithsonian Air & Space Museum Steven F. Udvar-Hazy Center.

The mission of The Next Century of Flight is to be a global focal point for the worldwide celebration of the upcoming flight centennial in 2003. Its goals are to:

- ✈ reignite the spirit of the global aerospace industry
- ✈ raise awareness around the world of the industry's bold vision of the future

- ✈ inspire young people to pursue careers in aerospace

The centerpiece of the program is a web-based education initiative that leverages a unique combination of resources from *Aviation Week* and the McGraw-Hill Companies to reach young people and motivate them to become aviation professionals. The multimedia NCF education program excites young audiences and connects them using multimedia content as well as direct financial support to the best career opportunities in the world of aerospace.

NCF also reaches out to the public through its Next Century Of Flight Showcase, a dynamic interactive exhibit commemorating the first century of aviation and introducing people around the world to the future of aerospace. It debuted at the Paris Air Show, but you can visit it if you are attending the NBAA conference in New Orleans.

To find out more about the Next Century Of Flight program and its educational initiatives, go to www.AviationNow.com/NextCentury. The future of aviation rests on our involvement now.



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