

BUSINESS AIR NEWS

76,200 business aircraft 117,200 professionals ONE trusted source

MAGAZINE

ONLINE

BULLETIN

HANDBOOK

Trust Business Air News

More people – the right people

Effective advertising delivers its message to all the right people, and that's why Business Air News has been making a mission of circulation research for over 35 years. We track every business aircraft, and every business serving those aircraft, worldwide – to make sure that the chief pilots, ops managers, post holders and management are all on board and analysed in our subscriber universe. Then we tailor our news and data to precisely meet their needs, every single one of them, individually.

No other business aviation publisher can do this, and so no other magazines, handbooks or news emails can deliver the same targeted and cost-effective advertising options.

79,900 64,200 Individuals Individuals working connected to for business aviation support a business

aircraft

Our universe = 117,200 people

The worldwide fleet

We consider the business aviation fleet to include all turbine-powered or twin-

and corporate transport, passenger or

ambulance or utility all over the world. This now numbers more than 76,000 aircraft. We track the ownership and operation of every last one of them.

is now over 76,000

engined fixed-wing aircraft and helicopters that are used for private

small cargo ad hoc charter, air

companies











€ EMBRAER



EPILATUS

Reechcraft





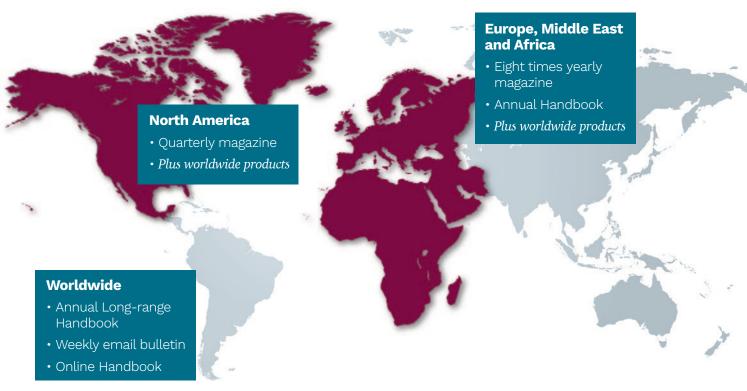
Gulfstream

The ten largest business aircraft manufacturers by number of aircraft in service



Rooted in Europe, effective worldwide

Business Air News is based near London, UK, but our subscribers and advertisers are global. In fact, we have more readers in North America than in the rest of the world combined. All of our products have worldwide coverage.





















































Our recent advertisers have included many of the leading companies in business aviation

































































































Four market-leading advertising vehicles

MAGAZINE

Magazine - high impact

We hand-select the key individuals responsible for every aircraft and

ensure a personally-addressed copy reaches each one.

Our magazine has large, A3 pages – the perfect canvas for stunning advertising. Every year we publish eight issues for our subscribers in Europe, Middle East and Africa, and four for our North American readers. *See page 6*.

ONLINE

Online banners – immediate results

Choose from standard banner or monster billboard, select a frequency and buy the number of impressions you want to deliver.

It could not be simpler, nor more immediately effective. We can have campaigns running within hours and over 140,000 page impressions per

month to offer. Subject to availability. See page 11.

BULLETIN

Email Bulletin - targeted action

So you want to reach only Dassault Falcon owners in the US. No problem, this or any

other combination of audience profile by aircraft, business type and location can be available for your advertising.

Every one of the Bulletin emails we send out is double-customised; once to meet our advertisers' needs, but also to include only the news reports most directly relevant to the recipient. You only pay for delivered emails, through our email-counting system. Just tell us who you need to reach and we will do the rest. *See page 12*.

HANDBOOK

Handbooks – bring customers to your door

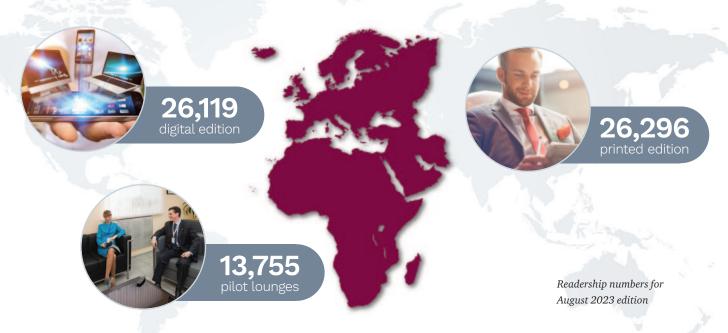
Spanning print and the web, Business Air News Handbooks are the leading source of accurate, cross-referenced data in the industry. Flight ops professionals and aircraft owners worldwide refer to our printed editions or take subscriptions to our online, simply-searchable data. *See page 14*.



Europe, Middle East, Africa

Our flagship product, the magazine for business aviaton throughout the EMEA, is printed eight times a year. Its unique news coverage reports on aircraft owners and operators, providing a vital insight for our readers keen to keep ahead of their peers. We track every business aircraft, combining official register data, commercial sources and our own readers' requests and feedback, in order to ensure that our magazine is mailed directly to decision-makers for every one.





Readership

The total readership for our EMEA issue is 66,170. Our in-house data team seeks out post holders with budget responsibility; company directors, chief pilots, operations and maintenance managers.



Publication schedule

Issue	Booking/materials	Publication	Special issue	
February	31 January	9 February	HeliExpo	HAI HELI-EXPO
March	28 February	8 March		
May	1 May	10 May	EBACE	EBACE
June	29 May	7 June	Farnborough Air Show	FARNBOROUGH INTERNATIONAL AIRSHOW
August	31 July	9 August		
September	28 August	6 September	ACE'24	ACE AIR CHARTER EXPO
November	30 October	8 November		
December	27 November	6 December	MEBAA	MEBA*
Turn to page 10 fc	or rates and data		Don't forget our North	
			America issues	
			See page 8	

Bonus distribution



EBACE, Geneva

Our May issue will preview Europe's largest business aviation exhibition. We will distribute additional copies from publication bins at the entrance.



Air Charter Expo (ACE), Biggin Hill

Business Air News organises and stages the Air Charter Expo every year, in conjunction with The Air Charter Association and London Biggin Hill airport. Distributed onsite, our September issue is not to be missed.

North America

Just like in the EMEA region, we track each of the 42,429 private business aircraft in North America. Our in-house team use a combination of register data, commercial sources and our own requests for feedback and information in order to ensure we can mail a printed copy to every single one.





Readership

Our research team works tirelessly to tackle business aviation's biggest market by far, the United States. We now track and analyse 42,429 aircraft in the USA, Canada and Mexico.

Publication schedule

Don't forget our EMEA issues

Issue	Booking/materials	Publication	Bonus distribution	See page 7
January	3 January	12 January	NBAA Schedulers & Dispatchers	⊜ NBAA
April	22 March	12 April		
July	21 June	12 July		
October	26 September	11 October	NBBA-BACE	⊜ NBAA
Turn to page 10) for rates and data			

Our North American readers fly









Optimised for mobile



Harnessing the full power of digital

Every edition of Business Air News is published in print and also in high resolution page-turner format on the web. As well as providing a great platform for your artwork this also enables direct click-throughs to your site and extends our readership beyond subscribers to all-comers.

All advertisers are also included throughout the news pages of www.businessairnews.com with logo, headline and direct links.

Circulation statements

We publish circulation statements for every edition published, detailing the printed and digital copies distributed and providing breakdowns of the qualifications of our readers and the overall size and composition of the business aircraft fleet in countries covered. No other publisher provides more comprehensive detail.



See our features planner at businessairnews.com/advertise

Rates and data

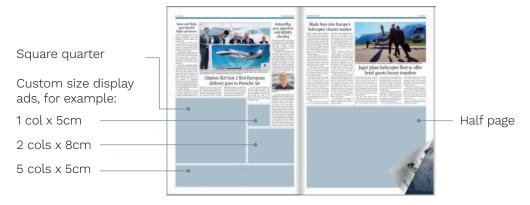
Space booked				Artwork sizes in mm - width x depth			
Full colour (price per issue)				Type area	Trim area	Bleed area	
	1-2	3-6	7-11	Double page	569 x 380	594 x 420	600 x 426
	Insertions	Insertions	Insertions	Double mag page	457 x 270		
Double page	\$19,950	\$17,955	\$15,960	Page	273 x 380	297 x 420	303 x 426
Double magazine page	\$14,950	\$13,455	\$11,960	Magazine page	217 x 270		
Page	\$11,950	\$10,755	\$9,560	Half page	273 x 187		
Magazine page	\$8,700	\$7,830	\$6,960	Junior mag page	161 x 210		
Half page	\$6,700	\$6,030	\$5,360	Quarter page			
Junior magazine page	\$5,200	\$4,680	\$4,160	– portrait	106 x 232		
Quarter page	\$3,750	\$3,375	\$3,000	landscapesquare	273 x 93 161 x 150		
Front cover strips	POA	POA	POA	Front page strip	Various		
Column centimetre	\$100	\$90	\$80	Single column	Minimum 51	x 50	

Front cover positions

Premium positions. Bespoke options are available. Call for details.







Loose and stitched inserts

Business Air News offers loose inserts, stitched inserts, wraparounds, gatefolds and other special formats. Rates on request from Brad Wright, **brad@businessairnews.com**

Local news and data, worldwide

The Business Air News website is a hive of activity. Publishing up to the minute news and home to our online Handbook containing data from across the industry, it offers market intelligence like no other source. It has handy exhibitor guides and free job postings, offering a wealth of information at your fingertips.



70,000 pages of data and news

485,000 unique visitors a year



Web banners

Flexibility is king at Business Air News. We have two choices of web banner size, plus an MPU-sized version for mobile devices. You can choose the frequency the banner appears and set your impression quantity. It really is as easy as one, two, three.



Mobile: 300x250 pixels



Billboard: 970x250 pixels

Leaderboard: 728x90 pixels



Rates and data

Frequency	Coverage	25k	50k	100k	200k	
Standard	15%	5 weeks	10 weeks	19 weeks	38 weeks	
Premium	30%	3 weeks	6 weeks	10 weeks	19 weeks	
High	45%	2 weeks	4 weeks	8 weeks	12 weeks	
Prices						Dimensions (pixels, width x depth)
Leaderboard		£695	£1,385	£2,300	£4,390	728 x 90 (+ mobile 300 x 250)
Billboard		£1,040	£2,075	£3,460	£6,575	970 x 250 (+ mobile 300 x 250)

Customised twice, every email is different

We know our audience well; where they are and what they do. This enables us to provide a tailored news bulletin to every reader with local news relevant to their area of business. We even time each email to arrive at the start of the working day no matter where they are in the world.

The Business Air News Bulletin is published every Tuesday/Wednesday, and covers a whole range of news about business aircraft operators and their entire supply chain of services and products.

Customised news: Every one of over 50,000 professional subscribers worldwide receives news that has been identified as most directly relevant, based on their own country or US State, relationships to different aircraft types and their business aviation activities.

Selective advertising: Every email also features targeted advertising, with just six high profile rectangular banners.

As an advertiser you can select recipients in specific regions, individual countries or even US States. You can narrow down your focus onto broad aircraft categories or specified types, or select only recipients involved with particular supplies and activities.

Our years of intensive research for Business Air News magazine and our Handbooks ensure the accuracy of your targeting.

> New for 2024

Select recipients by responsibility: aircraft owner/maintenance/operations

CUSTOMISE YOUR CAMPAIGN

Select geography



Select aircraft type, business activity



Select the recipient responsibilities



Select frequency and budget



Your message is delivered, timed to arrive at the perfect moment





Challenge Brad!

Drop Brad Wright a line, giving an idea of the audience you need to reach. He'll do the research and fire back the numbers and costs. No obligation. It couldn't be simpler. brad@businessairnews.com

Totally Flexible

Every audience is different, and for that reason we sell banners by the thousand. This gives you total flexibility on campaign length. The more specific you can be the better. You can deliver different messages to separate audiences, safe in the knowledge that each recipient receives only the message you want them to. A zero waste approach, every recipient will be your prospect!

No artwork? No problem!

Our in-house designers can produce a banner for you at a flat rate of £120.

New for 2024

We now offer the option of a simple and impactful logo plus 150 characters of text instead – simple and fast to set up.

Contact Brad Wright to find out more brad@businessairnews.com

Fine tune the perfect advertising campaign

Using combinations of the geographical, aircraft and activity criteria, it is simple to create a highly accurate, targeted campaign. Here are just a few examples:

- >> Aircraft management company in southern Germany seeks new clients
 We suggest a German language banner, limited to fixed wing aircraft owners in Germany, Austria and
 Switzerland. Weekly audience: 2,037. Weekly cost: £37 to £48.
- >> STC holder seeks Gulfstream jet decision makers

 We suggest a worldwide banner, limited to owner/operators of Gulfstream jets, and maintenance providers to those types. Weekly audience: 8,699. Weekly cost: £69 to £155.
- >> Helicopter manufacturer seeks sales leads for twin helicopters

 We suggest a worldwide banner, limited to current owners of all turbine helicopters.

 Weekly audience: 12,739. Weekly cost: £102 to £227.
- >> European charter operator seeks more business from European brokers
 We suggest a banner, limited to charter brokers in Europe and Middle East.
 Weekly audience: 2,460. Weekly cost: £51 to £60.
- >> FBO seeks more long-range business jet visitors

 We suggest a worldwide banner, limited to owner/operators of super-midsize and long-range aircraft types.

Weekly audience: 16,180. Weekly cost: £132 to £291.

100kb maximum size

Animation 10 seconds or less, looping with five second delay

300 pixels -

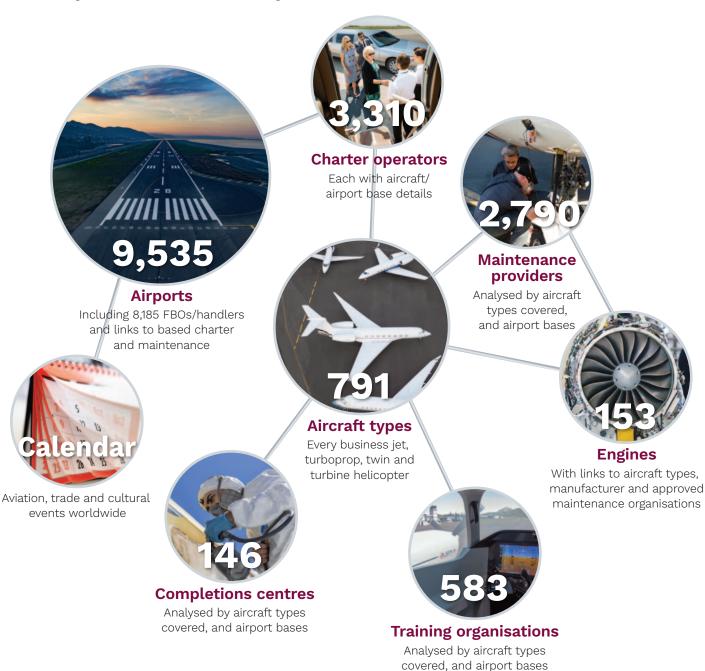
250 pixels **gif**

Rates and data

Quantity	Cost
10,000 banners	£245 (£24.50 per thousand)
100,000 banners	£1,850 (£18.50 per thousand)
1 million banners	£8,250 (£8.25 per thousand)

Essential data for business aircraft operators

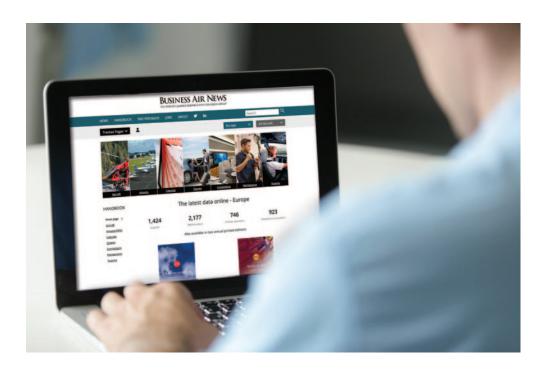
The Business Air News Handbook is the most comprehensive, fully cross-referenced source of information for business aircraft owners and operators worldwide – available in print and online.



Online

The www.businessairnews.com web site welcomes over 485,000 unique visitors per year, and many of the 70,000 unique pages feature regularly in the top ten of internet searches. Aircraft operators, trip planning organisations and many other business aviation professionals buy annual subscriptions for unfettered access every year.

Online advertising can be booked for a whole year at any time and will begin working for you straight away.



There are three options to choose from:

Regular

Your directory entry highlighted and brought to the top of search results

20 word sales message added to your own page and search result listings

Free bonus!

All options include repeats of your entry at your linked airport, aircraft, engine and activity pages.

Enhanced

Your directory entry highlighted and brought to the top of search results

Photograph and logo added to your own page

20 word sales message added to your own page

Logo and 20 word sales message in search result listings

Premium

Your directory entry highlighted, brought to the top of search results and featured on section home pages

Gallery of photographs and logo added to your own page

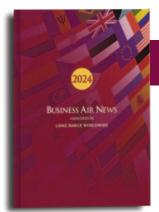
75 word sales message added to your own page

Logo and 75 word sales message in search result listings

Optional positions available with Enhanced and Premium main listings

Logo and 20 word sales message added to as many specific aircraft, airport and engine pages as you choose

Printed



Long Range Worldwide

Sent to owners of longrange and large business jets (the high value, biggest spenders) worldwide.

Published January 2024



Europe, Middle East and Africa

Sent to owners of business aircraft (jets, turboprops/ twins and turbine helicopters) for the whole EMEA region.

Published May 2024

Categorised into seven sections, our Handbooks cover every service and product those responsible for aircraft ownership and operation could ever need. All our data is available on the Handbook website, and we target specific audiences with our annual printed editions.

Basic entries are free of charge, but aren't guaranteed to make the print editions. Highlighting your services and guaranteeing your inclusion has never been easier. Choose your enhancement online, and this then qualifies you to choose an enhancement in the annual printed Handbook.

Front cover sponsorship

The most prominent position in the Handbook is available at a competitive rate for year-round exposure.

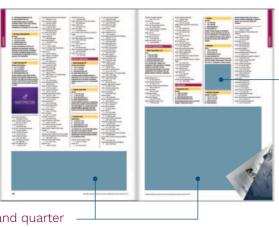
Bonus: Free bold listing



Half and quarter page adverts

Full colour half and quarter pages can be located with your entry, or at any strategic location.

Bonus: Free bold listing



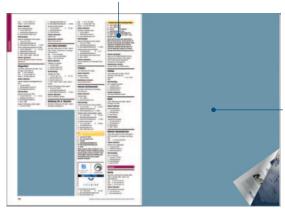
Full page adverts

Available throughout the Handbooks.

Bonus: Free bold listing

Bold listings

Stand out with your company name highlighted, and your own 20 word sales message.



Box adverts

High impact, full colour box adverts above your listing or at any other location.

Bonus: Free bold listing

Double page features

Available at the front of each section as advertorials or adverts.

Bonus: Free bold listing

Rates and data

Online entry prices Rates are in UK Pounds Sterling (GBP), per year					
Regular	Bold entry, 20 words	£245			
Enhanced	Bold, logo, photo, 20 words	£380			
Premium	Bold, logo, gallery, 75 words	£435			
Optional positions: Positions at specific Airport/Aircraft/Engine pages £29 each					

Multiple insertions Substantial discounts on request!





Printed entry prices

All print advertising bookings include one copy of the Handbook (cover price UK £35.00). See previous pages for what's included in each advertising package. Note that printed advertising is only available in conjunction with online advertising.

	Long Range Worldwide	Europe, Middle East and Africa
Booking deadline	November 13, 2023	April 7, 2024
Materials date	November 20, 2023	April 14, 2024
Publication date	January 5, 2024	May 11, 2024

Prices are per Handboo	ok	Advertising sizes			
Rates are in UK Pounds Sterli	ng (GBP)	Size	Type area	Trim	Bleed
Front cover	UK £3,995	A4 (210mm x 297mm)	Width x	Width x	Width x
Back cover	UK £1,995		depth (mm)	depth (mm)	depth (mm)
Double page spread	UK £795	Double page spread	386 x 270	420 x 297	426 x 303
Inside cover	UK £645	Full page	180 x 270	210 x 297	216 x 303
Section front full page	UK £645	Front cover sponsorship)	210 x 83	216 x 89
Page	UK £575	Half page	180 x 132	E	Printed
Half page	UK £450	Quarter page (portrait)	87.5 x 132	ra	Printed ad tes frozen
Quarter page	UK £335	Quarter page (landscape	e) 180 x 64		00/
Box advert	UK £200	Box advert	40 x 40	in	//0
Bold listing	UK £90			inc	crease on 2023

Print specification:

Advertising materials should be supplied as high resolution, CMYK, font embedded pdf files with no transparency. Other digital formats can be accepted, please call before sending materials.

Agency discount:

Recognised agencies providing finished digital materials may deduct a commission of 15 per cent from the standard rates

Bleed positions:

Bleed advertising is available for half page insertions or larger at a five per cent supplement to the standard rates.

Aircraft specific data

For specific aircraft types our data team have compiled our new PDF reports. The Business Air News Handbook Index series covers essential products and services for owners and operators. These reports are a quick and easy way to lay out all the suppliers from maintenance and training through to charter and sales.

Downloadable from the Business Air News website and updated daily the reports provide an excellent way for operators to equip themselves with the latest market place intelligence.

Sponsoring a report brings it out from behind the login and makes it available to all visitors without delay.

Companies included in the report who have have taken out paid advertising on the Business Air News Handbook web site are automatically highlighted in the report.



Sponsorship, what's included:

- · Name on front cover
- Full page advertisement on page two
- Sponsored report made available to all-comers without login
- Prominent name and web links alongside the download on the aircraft's main page on the Handbook web site
- Advertising message included in an email to all owners of and suppliers to this aircraft
- Exclusivity: Each report has just one sponsor

Prices frozen

Ooo

increase on
2023

Each at £1,950 per year

Contact Brad Wright at brad@businessairnews.com

Your contacts

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BUSINESS AIR NEWS













Business Air News

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Business Air News and the Handbooks are published by Stansted News Limited www.stanstednews.com

Booking conditions:

- 1. The Publisher reserves the right to refuse, amend, withdraw or otherwise deal with all advertisements submitted to him at his absolute discretion and without explanation. All advertisements must comply with the The UK Code of Non-broadcast Advertising, Sales Promotion and Direct Marketing.
- 2. The Publisher will not be liable for any loss or damage consequential or otherwise occasioned by error, late publication or the failure of an advertisement to appear from any cause whatsoever.
- 3. The Advertiser will indemnify the Publisher against any damage and/or loss and/or expense which the Publisher may incur as a direct or indirect consequence of the Advertiser's announcement.
- 4. The Publisher reserves the right to increase advertisement rates at any time or to amend the terms of contract as regards space or frequency insertion. In such event the Advertiser has the option of cancelling the balance of the contract without surcharge.
- 5. The Publisher reserves the right to refuse stoporders, cancellations or transfers unless they are

- received not less than ten weeks before the copy date. The cancellation by the customer of any advertising after the booking deadline will incur a cancellation fee of 100% of the charges that would be payable if the advertising had been published.
- 6. If the Advertiser cancels the balance of a contract, except in the circumstances stated in paragraph 4, all unearned series discount will be surcharged. The Publisher reserves the right to surcharge in the event of insertions not being completed within the contractual period.
- 7. Where credit facilities are granted, failure to pay accounts within 30 days nett from the invoice date will make advertising agencies liable to the following reductions in any commission otherwise allowed to agencies:-
- (a). 5 per cent on the gross rate where the sum owing has not been paid one month after the due date.
- (b). The full 15 per cent where the sum owing remains unpaid two months after due date.
- 8. Copy must be supplied without application from the Publisher. In the event of copy instructions not being received by the copy date the Publisher

- reserves the right to repeat the copy last used.
- All advertisement orders, amendment and cancellations are acknowledged. Proof of posting advertisement instructions will not be accepted as evidence of receipt.
- 10. Provided copy is received by the stipulated copy date, except in the case of repeat advertisements, the Publisher will provide proofs if requested and it is practicable to do so.
- 11. The Advertiser shall be responsible for the insurance of all advertisement material delivered by him to the Publisher and the Publisher cannot accept any responsibility for loss or damage.
- 12. The Publisher reserves the right to destroy all materials which have been in his custody for 12 months, provided that the Advertiser or his agent has not given instructions to the contrary. The Publisher may exercise this right without notice.
- 13. All advertisements due to appear in Business Air News will only be accepted on condition that the Advertiser warrants that the advertisement does not in any way contravene the provisions of The Business Protection from Misleading Marketing Regulations, 2008, and its subsequent amendments.

And finally, something for nothing!



BANJOBS

Free entries in the jobs section of the printed magazine and online

www.businessairnews.com/jobs