

Unique news, now delivered worldwide



EMEA, North American,
South American and
Asia Pacific editions

Thank you!



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

Trust us to deliver

Business Air News delivers our own unique style of news to business aircraft owners and operators in print, online and by email. In over thirty years since our first issue we have continuously researched our subscriber lists, making sure that we reach decision-makers responsible for every business jet, turboprop, cabin-class twin and turbine helicopter. We have developed a unique editorial style, reporting on the operators themselves, which enables our readers to learn more about their own marketplace, peers, rivals and partners.



Traditionally our focus has been on Europe and the Middle East, and we have established our reputation as the market-leading magazine in these important and growing regions. In recent years we expanded our coverage to the fast-evolving continent of Africa. And now we also bring our meticulous attention to detail, incisive reporting and effective advertising platforms to the whole world.

Alongside our eight regular EMEA editions we publish special editions for North America, South and Central America and the Asia Pacific.

Each of these regional editions has its own unique and thoroughly researched database of business aircraft owners and operators, and is filled with local news. Each has bonus distribution at the leading business aviation shows.

The audience for each is different, and so the opportunities for advertisers are more valuable than ever. The large format tabloid pages provide an eye-catching canvas, the web page-turner edition is slick and easy to read, with clickable links from each advertisement. All advertisers also feature on our redesigned web site's news pages with logos and links.

These are exciting times for Business Air News, and we hope to have you on board in 2020.

Mark Ranger
Advertising Manager

Europe, Middle East and Africa

We know exactly how many business aircraft there are in the EMEA region. We track them constantly, 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.

Readers of the September 2019 edition were responsible for 16,237 aircraft - including 4,089 jets, 7,562 turbine helicopters and 3,031 business turboprops.

At each organisation we seek out the key individuals and post holders with budget responsibility for aircraft acquisition, daily flight operations and maintenance support. This includes company directors, chief pilots, operations managers and maintenance managers.

This valuable audience will receive local business aviation news every week by email.



33,270
printed edition

Over 400 subscribers told us how many people read their copy of Business Air News. That's how we can confidently estimate a readership figure of 33,270 for the 5,941 individual printed copies mailed in September 2019.



18,603
digital edition

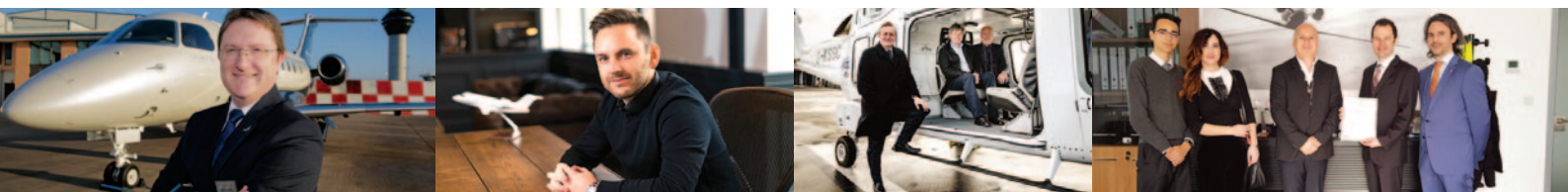
Thousands of our printed issue subscribers also receive our digital edition by email, in addition to the 18,603 who receive only the digital.



13,710
pilot lounges

13,710 is our best estimate of the number of individuals browsing 914 copies of Business Air News strategically located in 93 leading FBO facilities.

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Making the most of major exhibitions

Business Air News will be printing additional copies for distribution to attendees at the leading business aviation events throughout the EMEA region in 2020.

Many of our advertisers are also exhibitors at these shows, and these pre-show editions can be a vitally important way to attract customers to meet there. When surveyed, almost half of Business Air News readers in Europe say they regularly attend EBACE in Geneva.

There is no surcharge for our pre-show editions, they are simply great value for money.



January 2020
Air OPS Europe
4-5 February



May 2020
EBACE, Geneva
26-28 May



June 2020
Farnborough International Airshow
20-24 July



August 2020
ACE, Biggin Hill
15 September



Vertical Flight Expo



November 2020
MEBAA, Dubai
8-10 December

We pioneered the idea of the pan-European business aviation convention when we organised and staged the first European Business Air Show



(EBAS) at London Stansted airport in 1991, with the support and assistance of the EBAA.

In recent years the European business aviation calendar has been dominated by the spectacular EBACE convention, organised by the EBAA with its US counterparts, the NBAA, at Geneva – and our magazine still plays its part in advertising the event and takes its place among the exhibitors.



Our May edition will have bonus distribution from our booth and from publication bins.

www.businessairnews.com



USA, Canada and Mexico

Our research team has been working tirelessly to tackle business aviation's biggest market by far, the United States. We now track and analyse 39,750 aircraft in the USA, Canada and Mexico.

Following the best practice of our European data, we seek out the key individuals and post holders with budget responsibility for aircraft acquisition, daily flight operations and maintenance support. This includes company directors, chief pilots, operations managers and maintenance managers. This valuable audience will receive local business aviation news every week by email.

Two printed issues of the North American edition will be published in 2020, with bonus distribution at the following key shows:



February 2020
NBAA Schedulers & Dispatchers,
Charlotte
10-13 March

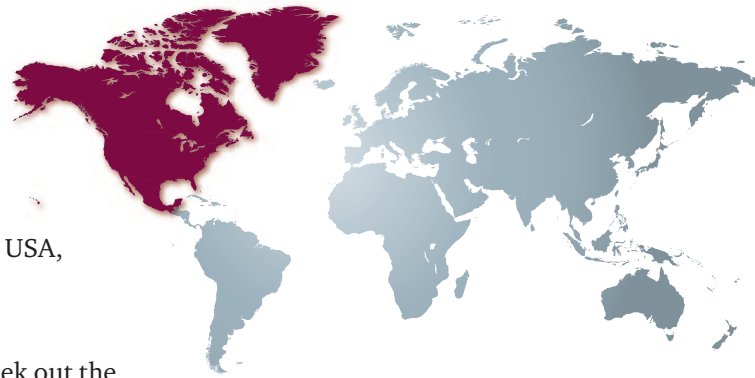


September 2020
NBAA-BACE, Orlando
6-8 October



30,518
digital edition

Thousands of our printed issue subscribers will also receive our digital edition by email, in addition to the 30,518 who receive only the digital.



31,160
printed edition

As a new publication for North America we are making waves. We have a readership figure of 31,160 for 5,565 individual printed copies.



15,000
pilot lounges

15,000 is our best estimate of the number of individuals browsing 1,000 copies of the North American edition of Business Air News strategically located in leading FBO facilities.

www.businessairnews.com



South & Central America and the Caribbean

The Business Air News team has long-standing and extensive experience throughout South America, having produced the definitive online Handbook of Business Aviation for the region for many years.

Now we provide news directly to our researched database of subscribers, key individuals and post holders with budget responsibility for aircraft acquisition, daily flight operations and maintenance support. This includes company directors, chief pilots, operations managers and maintenance managers. Each receives weekly news by email as well as a special printed issue in July 2020.

Please check the web site at www.businessairnews.com for the latest circulation breakdown.



One issue of the South American edition will be published in 2020, with bonus distribution at the all-important LABACE show:



July 2020

LABACE, São Paulo



4,500
pilot lounges

4,500 is our best estimate of the number of individuals browsing 300 copies of the South and Central America edition of Business Air News strategically located in leading FBO facilities.



12,740
digital edition

Thousands of our printed issue subscribers will also receive our digital edition by email, in addition to the 12,740 who receive only the digital.



24,102
printed edition

Based on our meticulously researched subscriber database, we predict a readership figure of 24,102 for 4,304 individual printed copies of our South American edition in July.

www.businessairnews.com



Asia Pacific

The Business Air News team has long-standing and extensive experience throughout the Asia Pacific, having produced regular email news bulletins for the region for many years.

Now we provide news in print to our researched database of subscribers, key individuals and post holders with budget responsibility for aircraft acquisition, daily flight operations and maintenance support. This includes company directors, chief pilots, operations managers and maintenance managers. Each receives weekly news by email as well as a special printed issue in March 2020.

The numbers shown here are best estimates, so do please check the web site at www.businessairnews.com for the latest circulation breakdown.

One issue of the Asia Pacific edition will be published in 2020, with bonus distribution at the fast-growing ABACE show:



March 2020
ABACE, Shanghai
21-23 April



8,659
digital edition

Thousands of our printed issue subscribers will also receive our digital edition by email, in addition to the 8,659 who receive only the digital.



24,438
printed edition

Based on our meticulously researched subscriber database, we predict a readership figure of 24,438 for 4,364 individual printed copies of our Asia Pacific edition in March.



4,500
pilot lounges

4,500 is our best estimate of the number of individuals browsing 300 copies of the Asia Pacific edition of Business Air News strategically located in leading FBO facilities.

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Optimised
for mobile



Harnessing the full power of digital

All of our worldwide editions of Business Air News are 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.

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**



The complete package of advertising options

For aircraft manufacturers, FBOs and handlers, flight service providers, aircraft dealers and the whole myriad of business aviation suppliers, Business Air News offers an unbeatable and direct way to put a strong message in front of the most important customers. Our printed edition carries unique editorial in a large format to provide the perfect canvas for advertising. Meticulous attention to detail and thorough research ensures that Business Air News' regional distribution is unsurpassed by any other business aviation magazine.

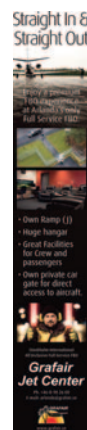
Each issue is also published as a spectacular page-turner edition on the web site, for our extended database of contacts and casual visitors alike.

Display advertising

Leading aircraft manufacturers, flight support specialists, fuel suppliers, airports and FBOs will be seen regularly gracing the pages of Business Air News. You can choose from our dramatic full pages, front cover strips or part pages all the way down to small banner style adverts, that will keep your company in front of our dedicated readership. All display advertising booked into Business Air News appears in our print and digital editions at no additional charge.

Bespoke advertising

We are happy to discuss any exciting and eye-catching advertising options, among them loose inserts, sponsored features, advertorials, cover wraparounds and tip-ins.



Instructors You Can Count On

FLIGHTSAFETY IS HERE FOR **YOU**



Your Progress

Train with the best. Trust our type-rated professional instructors and their deep, real-world experience.

Your Success

Ask questions. Have confidence in our answers. Count on us to help you achieve the highest level of skills and safety.

Your Experience

Learn on us. Our mission of enhancing safety begins with the most outstanding training environment.



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Rates and data

Issue	Distribution	Booking	Materials	Publication	Special issue
January	Europe, ME & Africa	8 January	9 January	17 January	Air OPS Europe
February	North America	5 February	6 February	14 February	NBAA S&D
March	Asia Pacific	4 March	5 March	13 March	ABACE/Shanghai
April	Europe, ME & Africa	8 April	9 April	17 April	
May	Europe, ME & Africa	6 May	7 May	15 May	EBACE/Geneva
June	Europe, ME & Africa	10 June	11 June	19 June	Farnborough
July	South America	8 July	9 July	17 July	LABACE
August	Europe, ME & Africa	5 August	6 August	14 August	ACE/Biggin Hill
September	North America	2 September	3 September	11 September	NBAA/Orlando
October	Europe, ME & Africa	7 October	8 October	16 October	
November	Europe, ME & Africa	4 November	5 November	13 November	MEBAA Dubai
December	Europe, ME & Africa	9 December	10 December	18 December	

Space booked

Full colour (price per issue)

	1-2 Insertions	3-6 Insertions	7-11 Insertions
Double page	\$20,940	\$18,855	\$16,880
Double magazine page	\$15,685	\$14,225	\$12,700
Page	\$11,585	\$10,630	\$9,360
Magazine page	\$8,195	\$7,370	\$6,600
Half page	\$6,300	\$5,655	\$5,070
Junior magazine page	\$4,890	\$4,450	\$3,975
Quarter page	\$3,545	\$3,208	\$2,877
Front cover strips	POA	POA	POA
Column centimetre	\$96.00	\$87.50	\$76.50

Print specification:

Business Air News is printed sheetfed offset onto coated stock, saddle stitched and trimmed to A3 size.

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.

Artwork sizes in mm - width x depth

	Type area	Trim area	Bleed area
Double page	569 x 380	594 x 420	600 x 426
Double mag page	457 x 270		
Page	273 x 380	297 x 420	303 x 426
Magazine page	217 x 270		
Half page	273 x 187		
Junior mag page	161 x 210		
Quarter page			
– portrait	106 x 232		
– landscape	273 x 93		
– square	161 x 150		
Front page strip	Various		
Single column	Minimum 51 x 50		

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.

www.businessairnews.com



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Business Air News Handbooks

The leading resource for business aircraft owners and operators worldwide, with online and printed editions.

Long-range and large jets worldwide edition published each January, and European, Middle East and Africa edition for all aircraft types in May and Charter Worldwide in September.

See our handbook media brochure for full details at www.businessairnews.com/advertise.html.

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 stop-orders, 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.



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Business Air News Bulletin

Every recipient of our weekly Bulletin email receives business aviation news that has been identified as most directly relevant, based on their location, connections to different aircraft types, and their business aviation activities. This makes the Business Air News Bulletin essential reading for over 55,000 professionals worldwide.

Each email is customised twice – with banner advertisers able to select the precise audience they need, by aircraft types, activities and geographic location. The result is the world of business aviation's most cost-effective advertising by far.

See our Bulletin media brochure for full details at www.businessairnews.com/advertise.html.

