

JETFANS
尊 翔 人 士

MAKING TRAILS ACROSS ASIA

乐享亚洲天空

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Jets





Luzi Matzig is the CEO and founder of Asian Trails – one of Asia’s leading inbound tour operators – which has more than 500 staff in 26 offices all over Asia. He is one of few enviable entrepreneurs who manage to succeed in blending a life-long passion – traversing Asia in private airplanes – into his thriving business.

Having been in the Thai travel and hospitality industry since 1971, Luzi leveraged on his wealth of experience and knowledge and started Asian Trails in 1999. Today, Asian Trails, headquartered in Thailand, serves over 440,000 customers in Asia catering to travellers of all nature, from individual tourists to groups and incentive tour clients from all over the world.

Luzi started his flight training in the 1970s with the Royal Thai Air Force Wing 604 using a British Chipmunk tail wheel aircraft. Since then, he has flown to countless places within Asia, and upgraded his planes. Initially Luzi used single-engine light aircrafts. Today he also flies a sleek Cessna Citation Mustang light jet, which he recently acquired.

“The stocks are going down the drain and whatever savings you have in the banks are worth less with each passing month. So it makes sense to invest in a plane which will keep its value or may even appreciate in value over time,” Luzi says.

A hands-on man, Luzi has been personally taking delivery of each of the three planes he has bought, even if it means journeying halfway across the globe. So far, he has flown both the transatlantic and transpacific routes.

For this avid pilot, the upgrade from a fast piston aircraft to a jet was a natural progression. The Mustang, equipped with two jet engines and the advanced Garmin G1000 fully integrated flight deck, offers more power for an interesting flight. Prior to his Mustang jet, Luzi had owned a Cessna P210, which was followed by a Piper Malibu.

The purchase of the jet also makes economic sense for the professional adventurer who is required to make regular business trips

Luzi Matzig是Asian Trails的CEO和创始人，该公司属于亚洲领先的入境游运营者之一，拥有500多名员工，在全亚洲共有26个营业处。他是屈指可数让人艳羡的企业家，能够成功地将自己的终身爱好——搭乘私人飞机游历亚洲——融入欣欣向荣的事业中。

1971年Luzi初涉泰国旅游酒店业，1999年他利用自己宝贵的经历和知识创建了Asian Trails。时至今日，总部位于泰国的Asian Trails为亚洲440,000多名游客服务，从散客到团队，另外还包括世界各地的奖励旅游客户。

Luzi于1970年代在泰国皇家空军第604基地开始飞行训练，飞的是英国花栗鼠后三点飞机。从那以后，他飞往亚洲无数地点，也不断更新自己的飞机。开始，Luzi使用单发轻型飞机。如今，他驾驶新近购买的赛斯纳奖状野马，这种轻型喷气机有着流畅的线条。

“股票价格一直缩水，不论你在银行存多少钱，随着时间流逝，都会变得一文不值。所以投资飞机才有意义，因为可以保值，甚至升值，”Luzi说。

Luzi喜欢自己动手，购买的三架飞机都由他亲自接回，尽管这意味着飞越半个地球。迄今为止，他已经飞过跨大西洋航线和跨太平洋航线。

对于这位狂热的飞行员，从活塞飞机更新换代到喷气机乃是自然而然的进程。野马安装有两台喷气发动机以及先进的G1000整体驾驶舱，为有趣的飞行提供更多动力。在野马喷气机之前，Luzi拥有一家赛斯纳P210，随后是Piper Malibu。

从经济意义上，购买私人飞机对于这位定期飞往亚洲各地如马来西亚、老挝、柬埔寨、越南、缅甸、印尼和菲律宾的职业探险家而言，也合情合理。

to various parts of Asia, including Malaysia, Laos, Cambodia, Vietnam, Myanmar, Indonesia and the Philippines.

“The nature of my business requires that I travel a lot. Having a private jet saves me many waiting and queuing hours at airports, plus scheduled flights are often irregular and are less than ideal for obscure destinations in Indochina. With the new jet, I get to places fast and without much fuss,” explains Luzi. “I believe there is great potential for private jet ownership in Asia: the infrastructure is already in place, and slowly but surely, regulations in many Asian countries are easing up, which is catalytic to the growth of General Aviation in the region.”

Luzi has taken his Mustang to numerous places, including PARO in the Kingdom of Bhutan. Luzi counts Phuket in Thailand and Luang Prabang in Laos among his favourite getaways; so much so that he bought a villa in Luang Prabang, on the anodyne Mekong River, and another on an outlying island – Ko Yao Noi – east of Phuket, an hour by speed boat. The houses are also available for rent to vacationers looking for a respite from the hustle and bustle of big cities. Trips to his villas are also available via private charters on his Mustang jet for those who prefer some exclusivity.

And soon, as part of his private travel, he will fly to Macau, Hangzhou, Guilin and Sanya in China. For Luzi, “someday in the future, when I am less busy, I want to do a leisurely around-the-world flight with my Mustang.”

For those who are considering buying a jet as well, Luzi advises that they should first ensure that good service centres are available in their country for the aircraft type they have in mind, even if they are buying the jet from an experienced manufacturer. Otherwise, they would find themselves having to make frequent trips to another country to have the plane serviced. A particularly sound piece of advice for this part of the world. ✈️

“我的业务性质要求我不断旅行。拥有私人飞机为我节省了在机场等待排队的大量时间，何况正常航班通常都不正常，也不适于印度支那各个名不见经传的目的地。有了新飞机，我可以迅速到达，也没有太多干扰。”Luzi解释道。“我相信亚洲私人飞机的拥有数量潜力巨大：基础设施已经到位，而亚洲很多国家的管制也逐渐放松，虽然进度很慢，但确实在进行，这是该区域通用航空增长的触媒。”

Luzi驾驶着他的野马去了若干地方，包括不丹的PARO。他把泰国的普吉和老挝的琅勃拉邦当作他最爱的去处；因为太倾心于这些地方，他甚至在琅勃拉邦买了别墅，就在让人忘记尘世烦恼的湄公河畔，另一处则位于普吉东部的小岛——Ko Yao Noi，从普吉一小时快艇的距离。这些房子也可供来自繁忙喧闹都市的度假者休憩。喜欢隐秘的游客可以通过私人包机搭乘他的野马飞抵这些地方。

很快，作为他的私人旅行，他将飞往中国的澳门、杭州、桂林和三亚。Luzi说，“将来的某一天，等我不那么忙的时候，我想悠悠闲闲地驾驶着野马周游世界。”

至于考虑购买飞机的人，Luzi建议他们首先确保国内有该机型的优质维修中心，即使他们购买经验丰富的厂商所制造的飞机。否则，他们要不断地飞往国外维修飞机。对于这些人而言，这可是格外合理的建议。✈️

