

BIZJET

Pre-owned Falcons

**Aircraft Acquisitions and Sales**

JULY 2008

Great Expectations in Great Britain

by Dan Smith

Farnborough has had a long association with flight since the site was established in 1908. The first powered, sustained flight in Great Britain was made by Samuel Cody at Farnborough in the same year. Cody flew 424 m (1,390 feet). Farnborough was also the place where the sound barrier was broken for the first time in the UK.

2008 marks the sixtieth anniversary of the Farnborough International Airshow. The Airshow has witnessed the UK preview of many famous aircraft in the past including the Concorde and Airbus A380. The 2008 edition of the show promises to be bigger than ever with more than 1,500 exhibitors. In 2007 the event was attended by more than 140,000 trade visitors and over 130,000 members of the public. Organisers expect these numbers to be exceeded in 2008.

Farnborough has a wider focus than events such as EBAA and NBAA which are targeted directly at the business aviation market. Farnborough Airshow features commercial, transport and regional aeroplanes as well as military

aircraft. However, there are big changes at Farnborough this year for the business aircraft industry.

The Business Aircraft Park, established at the 2006 edition of the show, is back with improved facilities. The number of permanent hard standing pads for the aircraft has also been increased.

The opportunity to create a dedicated, specialist area for business aircraft has been taken up enthusiastically by exhibitors. Dassault has moved its stand from K Row to J Row to take advantage of the row's proximity to the Business Aircraft Park. Hawker Beechcraft will have a presence there for the whole trade week, and all chalet units are being used.



Gulfstream will be taking a meeting room in the Business Aircraft Park reception area, and Bombardier, which has never taken a pavilion before, will be building a structure in this area to concentrate their activity.

Boeing will use the Airshow to spotlight a range of pioneering technologies that will help develop a sustainable future for the global aerospace industry. The Boeing exhibit on the show grounds highlights technologies the company is implementing now and researching for the future to improve the environmental performance of its products. Air India, India's national flag carrier, will display a new, fuel-efficient Boeing 777-300ER.

Developments in the UK Business Aviation Market

The UK business aviation sector continues to expand and introduce new services. In this issue of On the Fly we take a look at some of the more recent events.

Blink launches European air taxi service

Blink' air taxi service is now in operation across Europe. Operating out of London Farnborough under the TAG Aviation Air Operator's Certificate and Operating Licence, Blink plans to offer air taxi services to over 600 airports in Europe.

The company offers two fare types: Focus and Foresight. Focus is a simple pay-per-service fare with 21, 14, 7 and 3 day walk-up fares. The further you book ahead the cheaper the ticket. Foresight is a pre-pay scheme that protects you against fare increases. The service is ideal for frequent travellers with repeating travel patterns.

Oxford Airport expansion

Oxford's Kidlington Airport provides a gateway for those business travellers that need to access to the north and west of London and particularly Birmingham, the UK's second largest city. In July 2007 the airport was acquired by the Reuben Brothers from BBA Aviation. A number of developments have been announced since the takeover.

Work on a new aviation terminal for private aircraft is due to be completed this month. The new facility triples the floor space of the original general aviation terminal. The facility features a crisp, modern design and VIP and WVIP zones for passengers. The new passenger facilities assure maximum anonymity and privacy. Separate lounges will be provided for crews with additional rest areas.

VLJ Consultancy Ltd has confirmed that Oxford Airport will be the headquarters for a new private air charter and bespoke air taxi company. The name of the company will be announced at this year's Farnborough Air Show. The company will operate a fleet of new Embraer Phenom 100 Very Light Jets. The first Phenom 100 will be available from May 2009.

PremiAir announced in May that Oxford Airport will be the new home of its fixed wing maintenance operations. Work on Hawker Beechcraft business aircraft will move from Blackbushe to Oxford from September 2008. Blackbushe will become a dedicated base for rotary wing maintenance.»



Farnborough Airshow 2007

Harrods expands at Luton

The new Harrods Aviation Luton FBO opened in February this year. A conversion of the building known as Hangar 129, the new facility features an arrivals hall, separate VIP and WIP departure lounges and conference facilities. The new FBO is adjacent to the existing Harrods Aviation Hangars 201 and 202. The total Harrods Aviation ramp area at Luton airport is now 20,000 m².

ExecuJet gains UK AOC

ExecuJet plans to rapidly expand its management fleet and enhance their London base after gaining a UK AOC. "The AOC and the opening of an exclusive passenger lounge at London City at

the end of July represent our first two major steps into the UK which is a strategically important market for our European operations," said Gerrit Basson, Group MD.

ExecuJet quickly established a managed fleet of two aircraft, including a Falcon 900, immediately after gaining its UK AOC in February. "We are ratifying management contracts for further aircraft that will be available for third party charter," says Basson.

ExecuJet's new lounge, although accessed from the centre, will have its own airside access. In addition to the lounge, ExecuJet is opening a UK sales office in nearby Canary Wharf.

BlueStream reports soaring demand for new Challengers

London-based private jet operator BlueStream Aviation reports an "overwhelming" client response to its recent fleet expansion. "We have acquired three Challenger 604s and all are in service on our AOC flying revenue charter work," says John Matthews, BlueStream MD.

The 604s join a Citation II, Citation Bravo, Citation Ultra and a Citation Excel and XLS. Matthews says: "The Challenger 604 was chosen because of its unrivalled reputation, reliability and maintenance support. It was selected after much due diligence and over a year of looking at market intelligence, and also listening to our long-term clients who have been instrumental in our decision process." ■



**Landings:
London**

Business aviation facilities and services in and around London.