


# AIRBORNE

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## European bizav traffic rebounds in August

European bizav traffic levels in August were some 3% higher than in the same month last year, according to the latest data produced by specialist analyst WingX Advance, although this increase was accompanied by a reduction in flight hours, which would suggest that flights are being made over shorter average distances. The numbers have also been swelled by peaks of short notice demand as countries such as the UK have reintroduced some restrictions on arriving travellers.

WingX Managing Director Richard Koe said: "August saw the overall market edge further towards recovery, with marked variation between Europe and the US. Further ahead in the pandemic curve, European countries have substantially opened their economies, and belatedly, tourism has been rebooted."

The overall figures for the five months from April to August remain stark with flight numbers down by some 34% over the same period in 2019. At the end of August the average seven-day daily traffic numbers stood at 2,344 flights – almost six times the figure at the lowest point in April.

## Bizjet sales grow

Sales of pre-owned aircraft rebounded sharply in June and July from the low point of April and May, according to figures collated by the International Aircraft Dealers Association (IADA). A total of 74 sales were reported in June, climbing to 103 in July. This compares to a combined total of 100 sales over the previous two months.

## Short notice quarantine spiking demand

The UK government's often short notice imposition of quarantine requirements from countries removed from the so-called list of 'travel corridors' has caused a clear spike in demand for both commercial airline seats and for bizav flights. Operators have reported a 300 to 400% increase in enquiries for flights from countries where travellers will be required to self-isolate for 14 days upon return. These restrictions have been introduced with only 24 to 36 hours' notice and it is this time period which has seen the greatest increase as passengers scramble to return to avoid the requirement to quarantine. As an added complication, these peaks have coincided with the busy holiday months where capacity is limited.

## 2-REG - the Guernsey register in numbers

The Guernsey Aircraft Register, branded as '2-REG', was established in 2013 following the failure of negotiations with the neighbouring Channel Island of Jersey to set up a joint aircraft registry. In the years that followed 2-REG has exploited a niche market – the temporary registration of commercial airliners between leases – and has also grown a sizeable traditional register. An analysis of the latest official register, published on 1 September, has produced some enlightening statistics. There are 251 aircraft current on the Guernsey register. Nearly 43% of the register (or 107 aircraft) is made up of dormant commercial airliners, which range in size from the Airbus A340-600 to the ATR72 twin turboprop. The register also hosts 39 corporate jets (or 15.5%), along with 20 single and twin corporate turboprops. Setting aside the remaining general aviation singles and twin pistons, 2-REG has also registered some 22 helicopters that remain current.

## NetJets Europe bounces back

Fractional specialist NetJets has reacted to a clear increase in demand in Europe by offering to reinstate all flight and cabin crew who were furloughed in April in the early stages of the Covid-19 pandemic. Pointing to days where demand has rebounded to more than 80% of pre-Covid levels, the European division has confirmed that it is restoring the fleet of 15 Dassault Falcon 2000EX aircraft, which had been placed into temporary storage. The European fleet numbers some 97 aircraft ranging in size from the Hawker 750, Phenom 300 and Citation Excel to the Global 6000 and Falcon 8X. Worldwide, the NetJets group has confirmed that it will add more than 60 aircraft to the fleet between now and year-end 2021.

## Avionics sales plunge

The sales of avionics for business and general aviation fell by 37.3% worldwide in Q2 2020 compared to the same period last year, according to figures published by the Aircraft Electronics Association's (AEA) Avionics Market Report. Overall, sales fell by 23.6% in for H1, a total value of \$1.15 billion. The AEA had anticipated this seismic fall in sales for Q2 but expressed confidence that this period would represent the low point for worldwide sales as demand, within the bizav sector in particular, begins to grow and traffic levels return to pre-pandemic levels.

## AVIATION SERVICES HUB:

### Aircraft registration

There is no 'one-size-fits-all' aircraft registry. A number of new registries have been launched over the last few years, while a number of other jurisdictions have widened their acceptance criteria to attract high value business and improve the services they offer to international clients. More will surely follow. Every registry seeks to attract owners and operators of corporate aircraft with what they consider to be a unique selling point. In such a niche market what may be an appropriate registration jurisdiction for one client may not work for another.

The reasons for registering an aircraft away from the owner's home base jurisdiction can be many and various. To attract this comparatively small but lucrative market, registries must be able to offer outstanding service, ease of process, cost-efficiency, flexibility in terms of aircraft acceptance and crew standards, as well as providing confidentiality and political neutrality. In addition, corporate ownership can come offer potential tax advantages, increased asset protection and limited liability.

## UK regional airports under pressure

A number of bizav groups have expressed grave concern at the pressures on UK regional airports and related infrastructure as a result of economic pressures magnified by the Covid-19 pandemic. The failure of airlines, in particular that of FlyBe, has seen some airports lose more than 80% of their scheduled flights at a stroke. This in turn has put huge pressures on airport operators to cut costs, jobs and investment. The concern is that this will inhibit business aviation as it struggles to survive the coming winter, which could be made even more challenging if there is no Brexit deal by the end of the year.

Air Charter Association CEO Dave Edwards said: "What we've been saying all the time to the government is, 'You need to look after the sector'. And I think when we started these discussions there was a lack of understanding of what an airport was. To some extent the thought was, 'Well, as long as the airport's got some money then it's fine.' But it's not. It's the ancillary services, the outsource services. It's the MROs. It's everybody who gets their money from the aircraft landing. Once that's gone, it won't come back."

## Wheels Up launches sales unit

Membership charter operator Wheels Up has now established a new business unit to offer aircraft brokerage, acquisition and advisory services. Founded in 2013 by Kenny Dichter, Wheels Up markets itself as an alternative to fractional ownership or Jet Cards. Based in New York, Wheels Up Aircraft Sales will be led by Chris Brenner, former VP sales for Jetcraft, together with the co-founders of NetJets aircraft sales division John Odegard and Seth Zlotkin. "With this new platform, we will have the capability to support the entire lifecycle of the private flyer," said Dichter.

## Corporate aircraft news

The first example of Textron Aviation's Citation Latitude was delivered on 27 August 2015, following FAA certification two months earlier. Five years later, a total of 240 examples of the midsize twinjet have entered service. Roughly half of the aircraft in service are operated in both the US and Europe by fractional specialist NetJets. The Latitude is powered by two Pratt & Whitney PW306D1 turbofans and can seat up to nine passengers.

On 29 July, California-based rotorcraft manufacturer Robinson Helicopter Company delivered the one thousandth example of its five-seat R66 turbine helicopter to a US customer. The R66 was announced in 2007 and received FAA type and production certificates in October 2010. The first example was handed over the following month.

Airbus Corporate Jets (ACJ) has announced an order for the first examples of its A321neo. The two aircraft have been ordered by Lufthansa Technik on behalf of the German government and will be operated as troop/medevac transports. The aircraft are expected to be outfitted at Lufthansa Technik's Hamburg facility and will be able to fly up to 163 passengers, up to six intensive care patients and up to 12 medium care patients. In May, Lufthansa Technik took delivery of the first of three Airbus A350-900s for conversion to a VIP interior for the German government's Special Air Mission Wing.

Savannah-based Gulfstream Aerospace is offering a new plasma ionization system as standard on new US-registered G650 and G650ERs. The system, which will also be available as a retrofit on G650, G650ER, G550, G450 and GVs, works to inactivate potentially harmful particles in the air and on surfaces by emitting positive and negative oxygen ions. Gulfstream President Mark Burns said: "The plasma ionization system further enhances the cabin health benefits customers can expect from the signature Gulfstream cabin experience. By adding such a system in tandem with already 100% fresh air and the proven Gulfstream airflow design, customers can fly their families with even more peace of mind."

Brazilian manufacturer Embraer has announced the delivery of the first enhanced Phenom 300E with the new Bossa Nova edition interior, which was originally designed for the larger Praetor 600. The company has also announced the launch of the Phenom 300MED – an aeromedical version of the light twin that has been created in partnership with aeromedical specialist Aerolite and manufacturer umlaut.



## AIRCRAFT FACT FILE \\\

### Boeing 767-300ER



#### CATEGORY

Heavy jet

#### MANUFACTURER

Boeing, USA

#### ENGINE

2 x PW4000/CF6/RB211 turbofans

#### LENGTH

54.94 m

#### WINGSPAN

47.57 m

#### RANGE

11,070 km

#### MAX. SPEED

900 kmh

#### SEATING CAPACITY

351 in airline service

#### NO. OF CREW

2

#### MAXIMUM TAKE-OFF WEIGHT (MTOW)

186,900 kg

#### DESCRIPTION

The Boeing 767-300ER was designed to serve the same purpose as the current 787-8 Dreamliner – to fly a limited number of airline passengers over long and thin routes that could not sustain larger cabin aircraft such as the 777 or A380. The higher weight extended range version of the 767-300 first flew on 19 December 1986 and entered service with American Airlines in 1988. The 767-300ER differed from the baseline 767-300 by offering larger fuel tanks and design improvements that allowed for a considerably higher MTOW.

The 767-300ER is the bestselling version of the 767 and a total of just under 600 airframes have been produced. In addition to commercial airlines, the 767-300ER has also found favour with a number of air arms and governments worldwide for operation as 'head of state' transports. Current operators include Belarus, China, Chile and Azerbaijan. Further examples are also in use in the VVIP role – this includes Aruba-registered P4-MES, which is owned by Russian tycoon Roman Abramovich.