



## AIRBORNE

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## Jersey government calls time on the aircraft register

In a particularly galling move for the authorities in Jersey, the last aircraft on the Jersey Aircraft Register (JAR) – a CitationJet CJ4 – was de-registered to neighbouring Guernsey on 27 October. The island's government has now taken the decision to wind up the JAR, which had registered just four aircraft since its official launch in 2015. The financial results are striking. In response to a written question in the island's parliament, the overall cost of the JAR was confirmed as £1.168 million against income of just £27,406. Despite several rebrands, the JAR failed to attract clients in direct comparison with 2-REG, the Channel Islands Register, based in Guernsey.

Jersey's Economic Development Minister, Deputy Kirsten Morel, who took the decision to close the registry, said: "My decision has been based on JAR's commercial underperformance, which does not represent value for Jersey taxpayers, and because additional investment would be needed to enhance its regulatory compliance if it were to continue. I am grateful to those clients who have supported the registry during its operation and would underline that this decision will have no impact on Jersey's numerous and diverse flight connections and services."

Deputy Morel went on to add that officials were working on "a new aviation strategy" for the island, which would "identify the reasons for the JAR's underperformance and any decisions on future registry-related activity will be mindful of those reasons to ensure we learn from our experiences of operating the JAR to date."

## A tale of two islands - opinion

The historic rivalry between the Channel Islands of Jersey and Guernsey is entrenched and very real. It was clearly one of the major factors behind the abject failure of the Jersey Aircraft Registry. The decision by Jersey's politicians to scupper negotiations for a joint Channel Islands aircraft register, back in 2013, because it was not sufficiently 'Jersey focussed' did the island a grave dis-service. The subsequent decision to launch its own register without a strong private sector operator – and without an equally strong unique selling point – set it at an immediate disadvantage. Guernsey has succeeded by building a robust corporate register and has also earned considerable revenue by satisfying demand for leasing companies for a safe haven for commercial airliners between operating leases. Jersey was the loser, and the only surprise is that the JAR lasted for as long as it did.

Brian T Richards

## Bombardier enjoys success with 'pre-owned' programme

Bombardier launched, as Airborne reported at the time, a new 'Certified Pre-owned Programme' (CPO) in July 2021. The CPO was set up to tap into the market for used aircraft – many of which had been traded in to the manufacturer. The CPO offers a 'like new' offering, including a one-year manufacturing guarantee and operational support. Just over a year after the CPO's launch, Bombardier has reported "nothing but positive results", with aircraft marketed under the CPO selling more than 50% faster than those marketed outside the CPO. Chris Milligan, VP Pre-owned Aircraft & Flight Operations, said: "Our focus is whenever you buy it, you're flying away and putting it in service. It's a turnkey solution for the owner backed by the OEM and knowing that it's been completely reviewed."

## European bizav traffic falling

The flight data produced by specialist analyst WINGX confirms that European bizav traffic is showing a marked decline over the same period last year. Traffic in November is running 16% lower than the same month in 2021 – although it is still 12% in advance of pre-pandemic levels – and the trajectory has been consistently downward over the last four weeks. The decline seems to be largely due to significant falls in charter fleets and aircraft being operated under management on AOCs. This continues a trend already seen last month and follows a busy summer period and the peaks that were seen during the tail end of the Covid pandemic.

## Vista Global rides 'incredibly dynamic' US market

Dubai-based Vista Global reported record sales for the first nine months of this year driven by an 'incredibly dynamic' US market for its VistaJet and XO brands. Sales in the US increased by 185% over the same period last year. Notably, 70% of US hours sold in Q3 were made to new members, assisted in part by the group's acquisition of US operator Jet Edge in March this year. Half of the group's fleet of more than 350 aircraft are now based in the US.

## AVIATION SERVICES HUB:

### Aviation consultancy

Accurate, up-to-date and comprehensive information is a key requirement for making the right decisions in respect of sourcing, owning, registering and operating an aircraft. RANA's specialist aviation consultancy service can draw upon a considerable breadth of knowledge across both the corporate and commercial aviation markets, which is coupled to our established links with authorities, manufacturers, service providers and operators worldwide.

The spectrum of our expertise encompasses: technical and performance specifications of competing aircraft models – from small pistons and turboprops through the whole range of corporate jets to commercial airliners; research and detailed reporting on the operational history of individual airframes and operators both private and commercial; the registration and ownership requirements of registries worldwide; and the most suitable and efficient corporate structures for holding aviation assets. In a nutshell, we can add real value to the decision-making process and provide peace of mind built on a solid foundation. Contact our team to find out what you need to know.

## Mixed results for Q3 OEM deliveries

With Dassault Aviation only reporting half-yearly results, it is down to the remaining four large bizav OEMs to report delivery numbers for Q3. Continuing issues with post-pandemic supply chains continue to dog at least three of the 'big four', although all predict strong performance for Q4 and full year totals.

Gulfstream Aerospace recorded 35 deliveries in Q3 – 28 large cabin aircraft and seven G280 – representing an increase of four over the same period last year. Figures for the YTD also show a steady increase – 82 this year compared to 80 in the first nine months of 2021. The OEM is sticking to its full year prediction of 121 jets, which means deliveries of 29 units for Q4.

Bombardier predicts a bumper Q4 and is anticipating a total of 47 deliveries to achieve a whole year figure of 120 aircraft. This is against a backdrop of 'seasonally lighter' deliveries in Q3 this year compared to last – 25 in 2022, down from 27 in Q3 2021. This year's total was comprised of 13 Globals and 12 Challengers.

Embraer delivered 23 bizjets in Q3 – eight mid-size and 15 light jets – an increase of two on Q3 2021 when it handed over seven mid-size and 14 light jets. For the year, the Brazilian OEM remains on track to deliver just over 100 aircraft. With the current YTD tally standing at 52, this suggests a bumper Q4.

Textron Aviation explicitly pointed to continuing supply chain issues as it recorded a significant fall in Q3 deliveries for both bizjets and turboprops. In Q3 2021, the OEM delivered 49 Citations and 35 turboprops; this year those figures fell to 39 and 33 respectively.

## NetJets continues growth surge

NetJets, the largest fractional aircraft provider in the world, will boast a fleet of close to 1,000 aircraft by the end of 2023, according to Patrick Gallagher, NetJets President of Sales, Marketing and Service. The group currently operates more than 850 aircraft worldwide between its US, European and Executive Jet Management fleets. Setting out the company's ambitious plans for continued growth at the recent Corporate Jet Investor Miami event, he confirmed that the operator will take 75 new build aircraft in 2022, with a further 100 to follow next year. Remarkably, at this rate NetJets accounts for roughly 12% of all bizjet production. In terms of sales, Gallagher also confirmed that capacity is sold out through 2023 and non-refundable deposits were now being taken against 2024 deliveries.

## Corporate aircraft news

Honda Aircraft Company announced that its upgraded HondaJet Elite II had received FAA certification on 8 November and first deliveries were expected imminently. The latest variant, which was revealed at NBAA-BACE 2022 last month in Orlando, offers an expanded range of 1,547 nautical miles, the addition of ground spoilers to optimise take-off and landing field performance and a new interior, along with several new features to the Garmin avionics suite to enable more automation and augmentation.

Savannah-based Gulfstream Aerospace also announced at NBAA-BACE 2022 that its latest G700 flagship would begin a major world tour after the aircraft had displayed in Orlando. Two fully outfitted aircraft will undertake the tour, which will take in more than 20 cities in South America, Europe, Africa, Asia and the Middle East. This will allow for the aircraft to be displayed at the Bahrain Air Show, the Future Investment Initiative in Riyadh, and the Middle East Business Aviation Association show in Dubai. The G700 flew for the first time on 14 February 2020. Certification is expected by the middle of 2023.

Also due to enter service by the end of Q2 2023 is the Dassault Falcon 6X. The French OEM has confirmed that its latest Falcon twin has begun the final phase of the flight test programme prior to EASA and FAA certification. In August, the aircraft's Pratt & Whitney 812D engine was certified by EASA. FAA approval is pending. A full-flight simulator has been commissioned at CAE Burgess Hill in the UK and will be ready to begin training 6X customer crews in April.



## AIRCRAFT FACT FILE \\\

### Piper Aerostar 601P



#### CATEGORY

Light twin piston

#### MANUFACTURER

Piper Aircraft Corp., USA

#### ENGINE

2 x Lycoming IO-540-S1A5 piston

#### LENGTH

10.62 m

#### WINGSPAN

11.18 m

#### RANGE

1,761 km

#### MAX. SPEED

476 kmh

#### SEATING CAPACITY

5

#### NO. OF CREW

1

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

2,722 kg

#### DESCRIPTION

The Piper Aerostar was designed by Ted Smith and first flew in 1967 bearing his name – the Ted Smith Aerostar. The designer had, by this time, established a fearsome reputation with models including the Rockwell Twin and Jet Commander. In 1963, he set up his own company, based in Van Nuys, California, to build a stable of fast, piston-engined aircraft.

After several changes of ownership, Ted Smith bought back all the rights to the aircraft in 1972 and continued to manufacture Aerostars in Santa Maria, California. Following his death in 1976, the Ted Smith Aerostar Corporation was bought by Piper Aircraft in 1978 and production of the Aerostar family was moved to Vero Beach, Florida. The Aerostar was designed as a light transport or executive twin piston. Its principal selling point was its speed. It was very light compared to competing models, and this contributed to its raft of speed records for the fastest twin-engined piston. The 601P was a pressurised version of the baseline 601.