

The monthly newsletter of RegisterAnAircraft.com – the Aviation Division of The Sovereign Group

Isle of Man Hosts Second Aviation Conference

Alan Bell MHK, the Isle of Man's Chief Minister, paid tribute to the success of the Isle of Man Aircraft Registry and reaffirmed the government's commitment to support aviation in opening the second one-day Isle of Man aviation conference held on 21 June at the Villa Marina in Douglas, the island's capital.



The conference, subtitled "A Year of Change" and organised by ICM Aviation with the support of the Registry, attracted over 150 delegates from manufacturers, corporate operators, service providers, financial institutions and governments worldwide. Chaired by Brian Johnson, former head of the Registry, three themes were to dominate the day.

The first was the obvious success of the register, which now accounts for more than 10%

of all European corporate aircraft. Secondly, several speakers highlighted the increased levels of scrutiny being applied by registries into the controversial issue of so-called "grey" or illegal charters. Finally a number of presentations, notably European Business Aviation Association CEO Brian Humphries, criticised the negative impact on the corporate sector from the EU's Emissions Trading Scheme (ETS).

RANA Director Brian T Richards who attended the event said: "The profile of the speakers and the quality of the delegates demonstrated the remarkable success of the Registry and its profile within this industry."

Isle of Man registers 500th aircraft

The Isle of Man Aircraft Registry, announced the achievement of a significant milestone with the registration on 1 July of its 500th aircraft, barely five years since its inception on 1 May 2007.

Minister for Economic Development John Shimmin said: "I would like to congratulate Director of Civil Aviation Hartley Elder and all the team at the Registry on this achievement. The tremen-

dous success of the register is testament to their hard work, high levels of customer service and to the strong relationships they have built with the aviation services industry."

Bombardier's Crystal Ball

Canadian heavyweight manufacturer Bombardier has published its annual 20-year forecast for the corporate aircraft market. Despite the current difficult market conditions, it expresses considerable confidence in the sector. While the survey sees deliveries in 2012 to be on a par with 2011, its long term forecasts, which take the market up to 2031, are much more positive.

In the period from 2012 to 2031, it estimates that there will be 24,000 corporate aircraft deliveries, equating to a value of \$648 billion. Of these, 9,800 are predicted to take place over the next 10 years. Once again the survey points to key emerging markets. China will be the third largest market by 2031, with additional significant growth in Russia and the CIS, Brazil, Mexico, Indonesia, South Korea and Turkey.

RANA SERVICE CENTRE:

Finance Solutions

To be blunt, sourcing finance for aviation transactions in the current climate is difficult. It is not however impossible. The appetite of financial institutions, leasing companies and groups of investors for such deals is very much dependent on the nature of the prospect, the terms of the deal and the operational base of the aircraft. As stories in 'Airborne' have suggested, there are areas of the corporate aircraft market which are showing growth, particularly China, the Middle East and Brazil.

RANA's specialist team has built solid relationships with banks and investors and believes that, with tailored terms and conditions and assurance of asset protection, there is considerable potential for growth in the market.



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NetJets makes largest order in history

Over the last couple of years, Airborne has reported on a succession of aircraft orders from fractional ownership operator NetJets. On 11 June this year, the company outdid itself by placing the largest corporate aviation order in history. NetJets split the order for up to 425 aircraft worth up to \$9.6 billion between Bombardier and Cessna.

Type:	Firm Order:	Options:	First Delivery:
Challenger 300	75	125	2014
Challenger 605	25	50	2015
Challenger Latitude	25	125	2016

All the aircraft will form part of the company's 'Signature Series' – derivatives of types which NetJets has helped to design. The aircraft's interiors will feature standardised cabins and lighting, in-flight entertainment and customised seating. NetJets' Chairman and CEO Jordan Hansell noted: "This purchase demonstrates our long-term planning and represents our ongoing commitment to providing unparalleled safety and service in aircraft uniquely customised for our owners."

This latest announcement follows last year's \$6.7 billion order with Bombardier for up to 120 Global Express aircraft including the new generation

7000 and 8000 designs. It also bought up to 125 Embraer Phenom 300 at the end of 2010



with first deliveries scheduled for 2013. The sum total of these orders represents a huge commitment to update its current fleet of over 700 aircraft. These aircraft are operated in the US and by NetJets Europe, headquartered in Portugal. It was also announced at ABACE in Shanghai that the company is looking to establish NetJets China in Zhuhai as a charter and management operator.

Corporate Aircraft News

On 1 June, **Eclipse Aerospace** announced that it had launched production of the 550 very light jet. The confirmation came during the manufacturer's dealer and sales conference held in Albuquerque, NM. Deliveries of the new aircraft will commence in mid-2013.

During the recent Rio+20 meeting in Brazil, Chinese Premier Wen Jiabao confirmed that an agreement had been signed between **Embraer** and **AVIC** (Aviation Industry Corporation of China) – China's state-owned aerospace and defence firm – to start production of Legacy 600 and 650 aircraft at the latter's plant at Harbin. It is understood that the first Chinese-built aircraft will be delivered late next year.

AIRCRAFT FACT FILE:

Dassault Falcon 900LX



CATEGORY:

Super Mid-Size Jet

MANUFACTURER:

Dassault Aviation, France

ENGINES:

3x Honeywell TFE731-60 turboprops

LENGTH:

20.21 m

WINGSPAN:

21.38 m

RANGE:

8,800 km

MAX. SPEED:

926 kmh

SEATING CAPACITY:

Up to 19, typical 12

NO. OF CREW:

2

MAXIMUM TAKE-OFF WEIGHT (MTOW):

22,225 kg

DESCRIPTION:

The Falcon 900LX is the latest version of the 900, which was originally announced by the manufacturer at the Paris Air Show in 1982. The original 900 was further developed with the launch of the 900EX in late 1994. The 900LX was first revealed to the industry at EBACE 2008 and the new variant received certification two years later.

The 900LX features a number of enhancements over the 900EX. Visually, the aircraft differs by being fitted with blended winglets developed by Aviation Partners. The aircraft also offers extended range, a significantly reduced fuel burn and enhanced performance from "hot and high" airfields. In addition, Dassault highlights the aircraft's advantage over twinjet competitors due to its ability to land slower with a higher fuel load through the use of composite materials.