

Air Charter looks to MEBA to be noticed

Air Charter International (stand C210) is both an ad-hoc charter broker and able to organise aircraft wet leases.

A British registered company but headquartered in Dubai it is exhibiting at MEBA to help drive extra growth for the charter activities.

James Hamilton, senior manager commercial sales says: "In the last 12 months we have seen a 5-10% increase in enquiries month-on-month and feel MEBA is a great opportunity to get ourselves seen and noticed."

The company is now 12 years old and in the last two years has needed to expand to keep up with demand – from a position with around 15-20 staff to now having a team of 35 to offer its 24/7 broker services. "We have access to every reputable and properly accredited charter aircraft in the region," says Hamilton. "This stems from our extensive and sophisticated database that allows us to source and match any aircraft worldwide."

Satcom1 well installed at MEBA

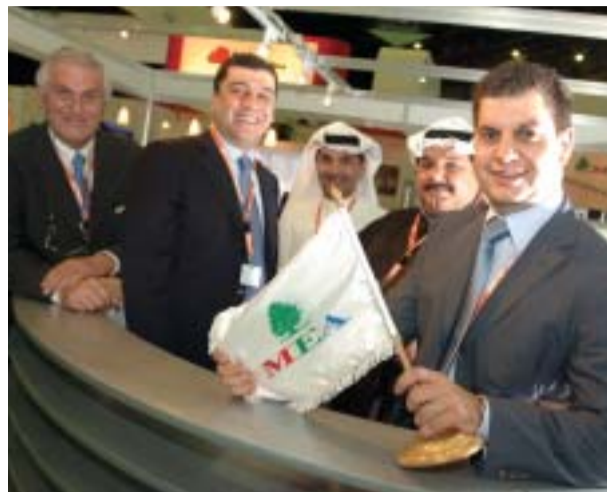
Satcom1 is at MEBA (booth C227) having successfully installed a Local Area Network (LAN) featuring videoconferencing facilities on a Saudi Arabian VIP Airbus A320. The installation uses the Inmarsat Swift 64 service.

The satellite-based videoconferencing system uses the Satcom1 Swift eXpress gateway located at the firm's Le Bourget, Paris offices and can provide up to four times the speed of the current Inmarsat bandwidth by compressing data.

Satcom1 says that the system offers customers high speed at lower cost.

The firm is now working on a new aeronautical sitcom LAN which will be used in conjunction with the coming Swift Broadband technology on the next generation Inmarsat 4 satellites.

Handling deals confirm Cedar growth



Left to right: Richard Mujais, GM Middle East Airlines, Mohammad El-Hout, chairman and director general Middle East Airlines, Capt Saleh Safar, GM United Aviation, El Bahar CEO United Aviation and Wael Tayara, project manager Cedar Jet Centre.

Cedar Jet Center (CJC) (Stand C311) is a VIP FBO at Beirut's Rafic Hariri International Airport. It is exhibiting at MEBA to increase its profile to the vital Gulf market.

After its first year of operation it has already gained a 30% share of the market. Presently CJC has a Dassault Falcon 2000 and an Embraer Legacy 600 based in Beirut, with another Dassault – a Falcon 900 – due to arrive at any time.

CJC occupies the largest lounge at Beirut airport, with four private salons in a total floor area of 250m², and features a full FBO service including access to 'business' systems as well plasma televisions capturing a vast array of satellite programmes to entertain waiting guests or crew.

Agreements

Yesterday at the show, CJC announced handling agreements with several of the show's other exhibitors. Arab Wings will use CJC to handle all of its operations into Beirut. Other agreements signed yesterday are with United Aviation (Stand C305), Bexair (Stand C214) and Gulf Jet (Stand C131).

"Cedar Jet Center is always determined to provide the highest standards in safety and customer service. These agreements will enhance the level of service offered to customers in Lebanon both in the air and on the ground," said Mr. Richard Mujais, general manager, CJC.



Jeff Bosque.

AAC's Bosque delighted with full order book

As a 30-year industry veteran, Jeff Bosque is well placed to comment on industry trends.

Appointed as Associated Air Center's (AAC)'s president in 2005, he is responsible for overseeing all AAC's operations and services, including the completions of Boeing Business Jets (BBJ) and Airbus Corporate Jets (ACJ). He says he is delighted with the company's performance – completions are booked out until the end of 2007, continuing a trend set in 2006.

Says Bosque, "We currently have eight projects on the go and are starting to book in 2008."

Delivered

AAC has recently delivered aircraft to Saudi Arabia and to India. He says long-term relationships are key to success in the industry and he is looking forward to being at MEBA to reconnect with AAC's Middle Eastern customers.

"In the Middle East the trend is typically that you get individual buyers.

"Most look for very specific requirements, and quite clearly many people are spending their money on sophisticated in-flight entertainment and cabin management systems.

"People are also requesting LED mood lighting to change day into night and vice versa to help their internal clocks stay in time."

Asian Aerospace plans a stunning debut in HK

Growing airline interest in corporate jet acquisition and a rapidly expanding pool of high net worth individuals in Asia Pacific spell optimism for the business aviation market in that region, says Clive Richardson, Senior Vice President, Reed Exhibitions Aerospace & Defence Group, Asia.

Back on familiar territory to attend MEBA, Richardson – who for many years was the face of the Dubai Air Show – reports significant progress on developments at Asian Aerospace International Expo & Congress, which is set to make its pioneer appearance at its new home in the AsiaWorld-Expo Hong Kong in seven months time.

He said: "We are developing a cluster of events around the umbrella Asian Aerospace banner, to offer what we believe will effectively be the largest dedicated civil aerospace industry platform on the planet.

"The business aircraft market is starting to show significant progress, and will have its own dedicated



Clive Richardson and the AsiaWorld-Expo, Hong Kong.

aircraft market, in China, alone range from 500 at the lower end to 2,000 at the upper level, but regardless of where it ends up even the most conservative estimates of aircraft sales is way above current levels of operating aircraft."

Reed Exhibitions plans were aided by the recent acquisition of the world leading Aircraft Interiors Expo, which runs in Hamburg, Germany in

April and the Aircraft Interiors event in Hong Kong, which will run alongside Asian Aerospace in September.

A high-level Congress – in partnership with the Flight Group – will form a key component of the event, bringing together major players from across aerospace and aviation to discuss the exciting opportunities the region's fast-growing market will deliver.

showcase, 10 minutes from the exhibition venue, at a static park within Hong Kong International Airport, from where customer demonstration flights will be staged.

"Reported estimates of potential for the business

