Diamond Aircraft CEO Christian Dries, VP sales and marketing at Diamond Liliana Schmidt and FCSL business development director Peter McSweeney.

Celebrating are FCSL director Matt Taiyeb, Diamond sales director Amila Karagic, FCSL director David Bartlett, Diamond CEO Christian Dries, VP sales and marketing at Diamond Liliana Schmidt and FCSL business development director Peter McSweeney.

Christian Dries: “We are very proud of the DA62. We have experienced remarkable growth over the last few years, in excess of 30 per cent a year. This first unit was the first of its type delivered to FCSL in the UK. FCSL has chosen just that.”

Christian Dries, VP sales and marketing at Diamond.

Director Matt Taiyeb says: “We are delighted to place an order for a second DA62. We have experienced remarkable growth over the last few months and believe that the enrolment of the Lineage 1000 under management with charter availability is the best step we can take to expand the EMEA market,” says VP of business development Bjorn Naberhuis. “With these two charter products we strengthen our position as a key player in the industry, and we now have over 30 aircraft available for charter.”

Pan-European charter alliance AirClub has made further progress during the first half of 2016, and is able to procure favourable fuel prices thanks to bulk buying for its fleet of up to 150 aircraft operated by PrivatAir, FlyingGroup, GlobalAir, Air Alsie, Air Hamburg, ACM Air Charter, Jetfilet and Prime Jet.

The group’s strengths include aircraft availability in AOG situations, the ability to bulk buy and having uniform safety and quality standards. AirClub CEO Jurgen van Campenhout explains that the group had considered creating a shared booking platform for clients, but that in reality the development proved too complex. “We abandoned the idea last year because we didn’t want to develop this you don’t need to be an operator, you need to be software or IT expert, which we are not,” he says. “We are seven or eight operators and we are not IT specialists, so we wouldn’t be able to develop a system that worked well enough to compete with all the big online platforms. You also need quite a lot of money to do all the publicity surrounding it. We might work with an existing system and create one for AirClub, where there is a limited number of operators and you need very strict criteria to be able to join in terms of safety, security, quality standards and so on.

“It will take time to find the right partner for the booking platform. We have been talking to Avinode and some others. There are a lot of platforms in existence. We need to find the right partner and if we don’t find them, we probably won’t do it.”

AirClub was formed to offer customers global coverage with aircraft. Each operator in the alliance is a separate entity but sometimes flights are branded as AirClub flights. “We have the charm of different identities and different approaches,” continues van Campenhout. “We do not impose certain things to all the members, but we certainly impose quality and service standards.

“The advantages of the group are the savings we can make, for sure. But the other side of it is having a partner available. If I have a technical problem with an aircraft close by and is willing to help me out. We are simply establishing better relationships. When we became partners, we became friends.”

Global Jet swells charter fleet with Falcon and Lineage

Swiss-based Global Jet has added two factory-new aircraft to its charter portfolio. The operator already has ten Falcons available but has now taken on a further 4,200 nm Falcon 900LX and a Lineage 1000. The 12-seat Falcon has full connectivity including wi-fi and Dassault says that it has lower fuel consumption and carbon emissions than its competitors. The spacious Lineage has a range of 4,400 nm, can accommodate up to 19 passengers, and has five distinct cabin zones.

Adds Diamond Aircraft CEO Christian Dries: “We are very proud of this latest order. The second aircraft will be well-suited to its task of certifying airport navigation systems. It needs a reliable aircraft to perform this essential work, and FCSL has chosen just that.”

Bruce I. Lurie

Global Jet swells charter fleet with Falcon and Lineage

Global Jet has taken delivery of a brand new Falcon 900LX and a brand new Lineage 1000 for its charter fleet.

Director Jurgen van Campenhout is a firm believer in establishing strong connections with colleagues in the industry.

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