CORPORATE AIRCRAFT DIRECTORY

Top: Beech Starship I
Middle: British Aerospace BAe 125-800 Bottom: Dassault Falcon 2000

CORPORATE AIRCRAFT BUYER'S GUIDE

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he past year has been witness to
turbulent times for the business
market, hit by the effects of the
Gulf War and recession in many
parts of the world.
Paradoxically, the Gulf War gave a substantial boost to some business-jet operations, as a substitute for suspended scheduled airline services. When econo-mies recover, it will be clear that strong, progressive, innovative companies will have survived, probably wiser as a result, and the weak will have suffered.

Such is the nature of the corporate-aircraft market that it has moved with the times, adopted the latest technologies and responded to the needs of its customers. For example, according to the General Aviation Manufacturers Association in the USA, 40 new business jets were delivered during the first three months of 1991, an increase of 14.3% on the 35 delivered in the first quarter of last year.

COMPILED BY KATE SARSFIELD

The corporate-jet manufacturers market efficiency and luxury combined. Over the course of 12 months, the average corporate aircraft will log between 300 and 400 flying hours. Makers are placing increasing emphasis on the combination of speed, range and passenger comfort. For example, in June Dassault Aviation's Falcon 900B flew non-stop from Le Bourget, Paris, to-Houston International, Texas, in lOh 40min 29s at an average speed of 470kt.

Agusta Siai-Marchetti offers a seven-seat model SF.600TP (Kangaroo), driven by two 315kW Allison 250-B17C engines. It is adaptable for roles including passenger, air ambulance, maritime and surveillance. In February 1991 Avions de Transport Regional (ATR) announced that it was to push production rates of its ATR42/72 from six to eight aircraft a month by 1994,

following an extensive order from Ameri-can Eagle, the US regional network opera-tor. The total order is worth $1 billion and represents three years' work. Although ATR offers corporate versions of both aircraft, none has yet been ordered.

Avtek is considering launching a corporate version of its new, but as yet uncertifi-cated, 19-seat 400A regional airliner, the 419 Express, which is in early develop-ment. Avtek has spent $32 million devel-oping the 400A and estimates that a further $65 million to $70 million will be spent to complete certification, planned for 1993.

Beech is boasting continued demand for its
aircraft, despite the current climate. Of the
16 Beechjets delivered since the introduc-
tion of the 400A variant late last year, eight
were for European destinations. By the
second quarter of 1991 a total of 19 Super

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