HEADLINES

Asia to provide latest opportunity for aircraft like the MD-11 MD-11

MDC predicts airliner sales of $943 billion
O

ne trillion dollars-worth of
new airliners in 1990 values
will be delivered over the next
20 years, according to McDon-
nell Douglas in its newly re-
leased outlook for commercial
aircraft for 1991-2010.

Although the projected num-
bers are split fairly evenly be-
tween widebody (48.2%) and
narrowbody (51.8%) aircraft, al-
most 75% of the value lies with
the 6,758 widebody aircraft. The
7,264 narrowbody aircraft are
valued at $242 billion with the
balance ($701 billion) ac-
counted for by sales of the
bigger aircraft types.
Other highlights of the out-
look suggest that North Ameri-
can airlines will absorb 40% of
the world total deliveries, with
Europe and Asia/Pacific around
equal at 25% each. The Asian-
Pacific market, however, is ex-
pected to take the largest
number of widebody aircraft
with 2,395 deliveries. North
America, conversely, is expected
to account for almost half the
global total of narrowbody deliv-
eries with 3,465 aircraft.
McDonnell Douglas' outlook
assumes that real economic
growth in the US is expected to
be at an annual average rate of
2.6% from 1990 to 2000 and
2.1% between 2000 and 2010 to
the end of the next decade.
Western Europe is expected to
see 2.6% average growth until
the end of the decade. Between
2000 and 2010 this will slow to
2%. Eastern Europe will not

show real growth until "after the
end of the century".
The Asian-Pacific area annual
average real growth at 4.8% be-
tween 1990 and 2000 will slow
to 4.4% for the next decade.
Latin America will have 3.7%
annual average growth rates ex-
pected for both decades.
Against this background, pas-
senger traffic will grow fastest
(9.8% for 1990-2000 and 8.8%
for 2000-2010) for the Asian-
Pacific carriers. The regions' air-
lines are predicted to fly just
over two trillion revenue passen-
ger-kilometres (RPKs) or just
over 31% of the world total.

Carriers throughout the rest
of the world can expect annual
average RPK growth of between
5% and 6% for the next 20 years.
The forecast also predicts that
4,736 jet airliners will be perma-
nently retired over the period
with nearly 70% of this total
being short-range aircraft. •

Boeing reviews 7 investigates new

BY GUY NORMS
IN LOS ANGELES

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oeing is to decide on the
future of its 737 series of
aircraft, including the possible
development of a new twinjet
family, later in 1992.
The decision will hinge on the
results of a survey being con-
ducted among selected 737 op-
erators around the world. Data
will be analysed in June and July
and will help Boeing to decide
on whether to pursue one of
three basic alternatives: a grad-
ual improvement of the 737
family, incorporating technologi-
cal changes introduced on the
current production line; a radi-
cally re-worked "block change"
737, incorporating all the
changes in one go (like the shift
in production from earlier
marques of the 747 to the -400);
or development of a new nar-
rowbodied family that can grow
to encompass the 737 and 757
replacement market.

Boeing regional director 737/
757 marketing management
Randolph Baseler says: "We are
in the discovery period trying to
understand what the market
wants for the year 2000 and
beyond. More and more it is
durability and commonality. In
mid-year we'll start looking at
various technical solutions
which could be incorporated in

Lufthansa defers aircraft deliveries

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ufthansa is to postpone de-
livery of 11 regional jet air-
craft — a mix of Boeing 737s
and Airbus A320s — due for
delivery in 1993, as part of a
cost reduction exercise.
The German national carrier
is also grounding 14 aircraft —
Douglas DC-lOs, Boeing 737-
200s and a Boeing 747 Combi.
These aircraft were put on sale
in 1991, along with seven that
Lufthansa did manage to sell.

The failure to sell the aircraft
saw Lufthansa retain the aircraft
in service. It has now decided, as
part of the cost-cutting exercise,
to ground them. Lufthansa says
the moves are aimed at "better
matching supply and demand".
Lufthansa took delivery of 56
aircraft last year and planned to
take 25 more. The German car-
rier confirmed it expected losses
of around Dm400 million ($149
million) for last year. •

the block-change aeroplane, or
we could continually improve
the product over time.
"The study is not hardware-
focused yet; we've not yet got to
the point where we can call it
the 737-X. But like the 767-X,
which became the 777, we're
marching down the same sort of
path. Further down the path we
will get to the point where a new
aircraft might or might not be
the way to go".
The 777 forms a role model
for the future 737 study, with
Boeing asking the operators to
help design the aircraft. Pre-
ferred characteristics emerging
from the study include faster
cruise speeds and single-point
servicing. If Boeing opts for the
block change, it is likely to be
made in the 1996-8 timeframe.

"We are also looking at mak-
ing it quieter for Stage 4 require-
ments with engines like the
International Aero Engines
V2500 and aerodynamic im-
provements," Baseler adds.
The case for an all-new air-
craft is harder to justify, accord-
ing to Baseler, particularly on
cost grounds. "The current 737
is priced so well and little air-
craft are so much more price
sensitive, so we don't want to
lose that," he says.
Boeing has completed a pri-
vate development study on a
new family of aircraft aimed at

NEWS IN BRIEF

SEXTANT VICTORY
The French ministry of defence
has selected a group led by
Sextant Avionique and In-
tertechnique to supply the inte-
grated helmet mounted sight
and display to be used by pilots
in Dassault Aviation's new Rafale
fighter. The first prototype sys-
tem is scheduled to be deliverer
in 1993. GEC Avionics of the
UK were the losing contender.

FLIGHT INTERNATIONAL 12 - 18 February, 1992