

## CORPORATE AVIATION

against 164 units in 1995. Outgoing GAMA president Edward Stimpson is confident about the rest of the year. He says: "We look forward to a strong fourth quarter for manufacturers in 1996. Although shipments appear slightly lower for the third quarter of this year, fourth quarter shipments and billings will be the strongest delivery period of the year as industry revitalisation grows."

In its recently published report *Outlook for Corporate Aircraft, 1997-99*, the Industrial Financing section of US leasing giant CIT says that the market for corporate aircraft in the USA — turboprops and jets — will show "...modest growth through to 1999, due, in large part, to expanding global commerce and increased recognition of the benefits of owning a corporate aircraft".

The report goes on to say that dollar sales of new and used corporate aircraft should grow at a rate of around 5.3% annually, reaching \$6 billion by 1999. "Dollar growth will appear healthy for two reasons: equipment price appreciation and product mix," says Thomas Hanemann, assistant vice-president of Business Development and Economic Research for the

CIT group. While this may sound as if prices are on the increase, the CIT report says that real prices (adjusted for inflation) hit their peak in 1988 and have been declining ever since.

"We expect to see real prices for corporate jets level out," says Hanemann. "Prices of new turboprops, on the other hand, have been trending upward in both nominal and real terms." He goes on to say, however, that, as jets sell at a substantial premium to turboprops — 2.5 times on average — jet transactions result in a "significant share of the dollar sales".

The picture in Europe reflects a tougher environment for business aircraft, although recently appointed chairman of the European Business Aviation Association, Brian Humphries, is less concerned about the decline in operational aircraft than might be supposed.

"We have seen quite a lot in the press about how numbers of business aircraft in Europe have come down by as much as 25%, and that those figures reflect less use of corporate aircraft," he says, "but the figures hide the greater utilisation of aircraft." He says that many company flight departments, like other sectors of industry, have shared the burden of rationalisa-

tion, and may be doing the same amount of work with fewer resources.

"A company with four aircraft, for example, might cut its fleet by 25%, which suggests that 25% less work is being undertaken. Actually, the work may be reduced by only 10% because the aircraft that remain in the fleet are made to earn their keep."

That may be reassuring to the business community as a whole, but it offers cold comfort to the manufacturers which are trying to crack the European market and sell aircraft.

The *Flight International* corporate aircraft usage survey is prepared by Aviation Data Services (known as AvData): PO Box 2398, Wichita, Kansas 67201-9808, USA; Tel: +1(316) 262 1491; Fax: +1 (316) 262 5333. Email: [avdata@wichita.fn.net](mailto:avdata@wichita.fn.net)

The figures are correct as of 30 September. They include only operational aircraft, and do not include manufacturers' demonstrator models or aircraft waiting for delivery.

### DISTRIBUTION OF BUSINESS AIRCRAFT BY AIRCRAFT TYPE

TURBOFANS								Model	Africa	Asia	C-Amer	Europe	N-Amer	Oceania	S-Amer	Total	
Aerospaciale Corvette 100	5	0	0	21	3	0	0	29	Cessna 560 Excel	0	0	0	0	2	0	0	2
Airbus 300-600	0	2	0	0	0	0	0	2	Cessna Citation III	0	1	7	21	160	1	11	201
Airbus 310-300	0	2	0	0	0	0	0	2	Cessna Citation VI	0	2	2	8	22	0	3	37
Airbus 340-200	1	3	0	0	0	0	0	4	Cessna Citation VII	0	0	6	2	54	0	5	67
Boeing 707-100	1	2	0	0	1	0	0	4	Cessna Citation X	0	0	0	0	6	0	0	6
Boeing 707-300	5	3	0	2	2	0	0	12	Dassault Falcon 10	3	1	4	38	119	1	2	168
Boeing 720B	0	1	0	0	1	0	0	2	Dassault Falcon 100	2	1	2	10	17	0	3	35
Boeing 727-100	2	8	0	7	22	0	0	39	Dassault Falcon 20C	2	1	5	26	58	1	5	98
Boeing 727-200	0	0	0	0	0	1	0	1	Dassault Falcon 20C-5	0	0	1	4	12	0	0	17
Boeing 727-300	5	6	0	4	1	0	0	16	Dassault Falcon 20D	1	1	1	5	16	0	1	25
Boeing 737-100	0	0	0	0	1	0	0	1	Dassault Falcon 20D-5	0	0	0	2	2	0	0	4
Boeing 737-200	1	4	0	2	13	3	0	23	Dassault Falcon 20DC	0	0	0	11	18	0	0	29
Boeing 737-300	0	3	0	0	1	0	0	4	Dassault Falcon 20E	2	10	2	12	8	1	0	35
Boeing 737-500	0	0	0	1	0	0	0	1	Dassault Falcon 20E-5	2	0	0	3	2	0	0	7
Boeing 747-300	0	1	0	0	0	0	0	1	Dassault Falcon 20F	3	7	8	18	40	0	0	76
Boeing 747-400	0	1	0	0	0	0	0	1	Dassault Falcon 20F-5	1	0	0	3	39	0	0	43
Boeing 747SP	0	11	0	1	0	0	0	12	Dassault Falcon 20G	0	0	0	1	0	0	0	1
Boeing 757-200	0	2	0	1	4	0	0	7	Dassault Falcon 200	0	1	2	4	20	1	3	31
Boeing 767-200	0	1	0	0	0	0	0	1	Dassault Falcon 2000	1	1	0	4	30	0	0	36
BAC One Eleven-200	0	0	1	1	2	0	0	4	Dassault Falcon 50	9	1	7	51	155	1	8	232
BAC One Eleven-400	0	9	1	2	16	0	0	28	Dassault Falcon 50EX	0	0	0	1	0	0	0	1
BAe 146-100	0	1	0	0	0	0	0	1	Dassault Falcon 900	6	11	1	18	52	0	1	89
Canadair 600	1	1	1	5	60	1	1	70	Dassault Falcon 900B	3	7	8	15	28	0	0	61
Canadair 601	1	4	2	3	45	0	0	55	Dassault Falcon 900EX	0	0	0	1	5	0	0	6
Canadair 601-3A	1	6	4	11	106	2	3	133	Douglas DC-8-60	0	1	0	0	0	1	0	2
Canadair 601-3R	2	6	3	6	41	0	1	59	Douglas DC-8-70	0	1	0	1	2	0	0	4
Canadair 604	0	1	0	2	18	0	0	21	Douglas DC-9-14	0	0	0	0	1	0	0	1
Canadair RJ	0	0	0	0	4	0	0	4	Douglas DC-9-15	0	0	0	1	7	0	0	8
Global Express	0	0	0	0	1	0	0	1	Douglas DC-9-30	0	0	1	0	2	0	0	3
Cessna Citation 500	7	6	14	47	190	6	52	322	MDC MD-87	0	0	0	2	1	0	0	3
Cessna Citation I	1	1	7	15	7	0	4	35	MDC DC-10-10	0	0	0	0	1	0	0	1
Cessna Citation I/SP	7	1	7	42	231	1	8	297	Fokker F-28	2	1	0	1	1	2	0	7
Cessna CitationJet	2	2	2	30	114	1	5	156	Fokker 70	0	0	0	0	2	0	0	2
Cessna Citation II	13	14	23	71	380	9	63	573	Fokker 100	1	0	0	0	0	0	0	1
Cessna 550 Bravo	0	0	0	0	2	0	0	2	Gulfstream II	7	11	12	3	167	0	0	200
Cessna Citation S/II	2	4	3	10	126	2	9	156	Gulfstream IIB	0	1	1	2	38	0	0	42
Cessna Citation II/SP	0	3	24	51	0	12	92	2	Gulfstream III	11	14	2	10	129	1	3	170
Cessna Citation V	13	2	10	29	184	2	18	258	Gulfstream IV	4	24	6	24	133	3	3	197
Cessna 560 Ultra	2	6	3	10	100	0	5	126	Gulfstream IVSP	0	4	1	3	73	1	1	83
									Gulfstream V	0	0	0	0	3	0	0	3