

# EUROPEAN BUSINESS AIR NEWS

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**Opinion: AfBA's Rady Fahmy says that Africa offers opportunities aplenty.**

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## Bristow passes 500 missions at Humberside

Bristow Helicopters, operating Humberside Coastguard's helicopter SAR base, has completed its 500th mission. The team is, on average, scrambled to assist a call every 36 hours. Pictured in front are co-pilot Rob Backus, pilot Peter McKenzie-Brown and winchman Kate Willoughby. Behind are engineers Stephen Vardy and Alistair Finlay, pilot Windy Miller, and engineers David Routledge and Al Green. Photograph by Simon Pantling. For the full story see page 8.

## Ultra long range additions are jewels in the crown for IJM

Austria-based International Jet Management (IJM) has added a number of aircraft this year, including a G650, a Global 6000, two Learjet 45s and an Embraer 135. The G650 and Global are new types for the company, and ground operations manager Bill Diakonis says that the aircraft have become the 'jewels' of the IJM fleet, appealing especially to Middle Eastern customers.

"Some of our missions can be very demanding because of the complexity of flying in the Middle East," he explains. "If you have a short notice flight, it takes a lot of effort to obtain the necessary permits. For a flight from Vienna to Zurich we can be ready to fly in less than an hour, but for the Middle East you need to get overflight permits, landing permits and preferential routings. Our dispatch department is kept very busy making that happen."

Besides its fleet of Gulfstream, Bombardier and Embraer aircraft, IJM manages Dassault and Cessna types. "We are very well acquainted with these and our CAMO and flight ops have accumulated a vast amount of expertise on these types over the last few years."

According to Diakonis, the big



**Ground ops manager Bill Diakonis says that reputation counts for everything in business aviation.**

reason for the company's success is its reputation and family feel, instigated by CEO Felix Feller. "He is a well-known and trusted businessman. If clients are trusting us with their private jet, an asset of enormous magnitude, they need to know that Mr. Feller's word counts, and it does."

"Everybody has the utmost respect for Felix and everybody gives their best for him, because he is a down to earth person. When he comes to the office you can speak with him like one of your fellow colleagues. He is not the sort of boss who turns up

and everyone tries to avoid."

Diakonis anticipates further acquisitions before the year is out, and will be tasked with ensuring that the new aircraft transition smoothly into the company. "New clients come with new demands, because everybody has their preferences," he continues. "We have to adapt to the needs of the client and not vice versa. The good thing with IJM is that we have a moderate-sized fleet where our clients still retain their identity. They are not just a number on a statistic sheet. They can have access to any of our personnel at any time, from the top management down."

"When we grow we have to be ready for it and not sacrifice quality of service for the sake of numbers. And that is our trademark."

Back in February, IJM added a factory-new Challenger 650 to its AOC, the first of its type to be commercially available for ad hoc charter in Austria. The Challenger has a Lufthansa Networked Integrated Cabin Equipment CMS, wi-fi and a range of other air to ground technologies. "Everyone that has experienced the aircraft since we acquired it has been amazed," says MD Robert Schmölder.

## Titan manages Global 6000 for Bombardier admirer

Abu Dhabi-based operator Titan Aviation has added a Global 6000 to its managed fleet. The aircraft will be used exclusively by the owner and will be unavailable for charter. Configured to accommodate 15 passengers in three cabin zones, the jet is equipped with Ka Band voice and data communications while the cockpit has a Vision flight deck including head up display, synthetic vision system and a paperless environment.

MD Sakeer C Sheik says: "We are excited to add the Global 6000 to our fleet. We appreciate its performance and we look forward to serving the owner with all of their flight requirements. We will be able to fly the entire family on leisure trips as well as perform frequent business trips."

"The greatest advantage with this new machine is that there is no range restriction anymore for the owner, who has been an active flyer on the same family of aircraft for many years."

Titan's chief pilot is equally delighted with the acquisition: "I have flown Globals for a long time and I am very impressed by the climb performance of the 6000, which enables us to climb up to FL450 right after takeoff," he states.

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