



## Out of Africa

# The newsletter of AfBAA

April 2015

Dear reader,

Welcome to the AfBAA newsletter, bringing you news about AfBAA and its members. We hope you find it informative and encourage you to participate by sending us your news stories for inclusion in the next issue. We of course welcome any and all feedback.

### **AfBAA's Rendez-Vous in Angola**

Angola was the venue for this year's AfBAA Rendez-Vous, which combined the opportunity for members to hold general meetings and to find out more about Angolan Business Aviation. Admirably hosted by Luanda-based Founding Member BestFly members discussed a wide range of topics and tabled some interesting new projects for AfBAA to review. Notable developments include the launch of a new "Professional Membership"; the identification of a number of Civil Aviation Authorities, Egypt, Kenya, Nigeria and South Africa, to act as case studies for other African countries looking to adapt and adopt changes to improve business aviation; and the options for creating new revenue streams for the Association. Potential sources could include growing events revenue, developing paid for training programmes, hosting exhibitions and creating joint ventures, amongst other initiatives. Following on from the success of AfBAA Expo in Marrakech in 2014, the executive committee is now considering the benefits of hosting, or co-organising a dedicated AfBAA expo in 2017.

### **Angolan authorities show support for AfBAA**

The Angolan Rendez-Vous was also attended by Mr Da Rosa, Air Transport Director at the Angolan Civil Aviation Authority (INAVIC) and Ms Dina, Training Director at the Angolan Airport Authority (ENANA). Mr Da Rosa spoke about the need for creating dedicated Business Aviation regulations independent from the commercial aviation sector so that they will better serve the Business Aviation market. Mr Da Rosa mentioned that INAVIC is open to AfBAA's support and looks forward to a proposal for INAVIC/AfBAA cooperation.

As training is a key part of AfBAA's focus for 2015 INAVIC expressed interest in learning more about AfBAA's proposed training initiatives. Ms. Dina said she would welcome the support of AfBAA for training, with topics concerning safety and security of key importance.

Ms. Dina received all attendees at ENANA's training facilities and has offered the venue as a base for AfBAA generated training courses. The location also gave attendees an opportunity to tour Bestfly's impressive FBO facility, which incorporates a VIP lounge and maintenance facilities.



Chairman Ragheb meets Mr. Da Rosa Air Transport Director at the Angolan Civil Aviation Authority

### **AfBAA Educates with Embry Riddle**

Members of the AfBAA executive team have been holding discussions with the Embry Riddle Aeronautical University since NBAA 2014. The goal of which is to develop bespoke educational opportunities for AfBAA members and to explore which existing training packages could be particularly useful for the Association's aims and goals.



## **AfBAA's State of Business Aviation in Africa is Published**

When AfBAA launched we promised members that we would act on their behalf to create solid statistics and research. We are delighted to have published Africa's first Business Aviation study, which was commissioned by AfBAA to founding member JETNET LLC. The research gives a much more reliable picture of the landscape of African Business Aviation as it stands today. The results are available to all members of the Association and we encourage you to take time to read and digest the information.



## **AfBAA - Out and About**

### **AfBAA African Pavilion at EBACE 2015**

AfBAA will be exhibiting at EBACE 2015 held in Geneva from 19 - 21 May. Six members, Astra Aviation Services, Bestfly, EAN Aviation, Great Circle Services, Paisajes Gallegos, and Primus, will join AfBAA at the African Pavilion. EBACE presents a prime opportunity for Africa to demonstrate its dynamism, constant improvement and commitment to the industry both in the European and international markets. The African Pavilion can be found at booth number A065.

### **Addis Ababa to welcome AfBAA's third Regional Symposium**



The third annual AfBAA Regional Symposium has been announced and will take place from 24 to 25 September in Addis Ababa, Ethiopia at the Sheraton Hotel. AfBAA selected the location as it recognises the significant political role the city plays as the base for the African Union. The event is already receiving interest from a number of corporate sponsors that recognise the momentum and influence that has been gained

from the AfBAA meetings. Industry experts have been invited to speak and further details about the line up will be given at EBACE. As with previous symposia themes covering the full landscape of Business Aviation in Africa will be debated. In addition, there will be a special focus on the development of Business Aviation in the Central and Eastern African regions, which will identify and highlight the specific opportunities this area presents. For more information about sponsorship opportunities please contact Ms Shahd Osama.



### Aviation Africa invites Tarek Ragheb to speak.

May 10th sees the launch of a new aviation event for the continent. Aviation Africa, a two-day conference and exhibition, will take place in Dubai and is hosted by the publishers of African Aerospace and Arabian Aerospace. The conference programme covers the full spectrum of commercial and business aviation. AfBAA Founding Chairman Tarek Ragheb will participate making a presentation entitled “Africa’s Business Aviation is on the Fast Track”, whilst a subsequent panel debate will see four AfBAA members, Achuzie Ezenagu Chairman of Toucan Aviation, Nuno Pereira MD of Bestfly, Mohammed Husary CEO of UAS International Trip Planning join Mr Ragheb to discuss “The Challenges Facing African Operators.”



## Members News

### FAI rent-a-jet AG reports record year.

Germany-based general aviation operator and air ambulance specialist FAI rent-a-jet AG is pleased to announce it closed accounts for 2014 with record revenue numbers of € 73,5m, and a profit before taxes (EBT) of € 8,1m. Revenues have been raised by 10 %. The current fleet, consists of 21 aircraft, three Global Express, four Challenger 604, seven Learjet 60/60XR, four Learjet 55, a Learjet 40XR and one Learjet 35A model. The increased utilisation was generated by a 13% rise in demand for the company’s specialized air ambulance fleet, driven to some extent by



the health crisis in West Africa, and a 40% rise in its service provision to the world’s largest Non-Governmental Organisation (NGO), which it has been working with for over 11 years. “We are pleased to look back on another record year for FAI. The overall increase of 10% utilisation of an unchanged fleet was powered by increased availability and constant reliability, which we have achieved by replacing older aircraft with younger models,” said FAI’s Chairman and Founder Siegfried Axtmann.



### Primus Parts and Spare Care programme

Recognising that “cost efficiency” and “transparency” are more important than ever, Primus Aviation has launched a program that helps reduce clients maintenance costs. The management solution aims to positively influence



maintenance costs for good, by providing customers with streamlined maintenance planning and reduced downtime, in addition to reducing parts costs. The new PARTS & SPARE CARE program monitors availability and cost of parts worldwide which reduces replacement costs by up to 50% in some instances. Stephan Krainer Primus General Manager said “Through our well established network we can be sure to get the best deals on parts and our team of experts can handle every warranty claim of a support programme on our clients behalf.”

### Vertis Opens in South Africa

Vertis Aviation has opened its first aviation charter branch in South Africa at O.R. Tambo International Airport (ORT), Johannesburg, to support growing demand in the region. Located in a prime office location at the new state-of-the-art Fireblade Aviation FBO, the premises fittingly reflect the luxury brand and bespoke service Vertis delivers to its clients.



Vertis becomes the first executive aviation charter business to take up residence at the FBO, which is owned by the Oppenheimer family. The opening coincides with the addition of three new aircraft joining the Vertis portfolio, a brand new Global 6000 (ZS-TDF), a 2002 Bombardier Learjet 45 (ZS-OPR) and a 2013 Agusta Westland AW139 helicopter (ZS-EOS) which are also based at ORT and operated by Fireblade Aviation (PTY) Ltd. The Johannesburg office will be run by charter sales professional Steve Bennetts who will be responsible for marketing the exclusive portfolio on its behalf of its operating. Steve has worked in country for local operators for over three years so is well positioned to lead the business.



### Gulfstream named winner of Robert J. Collier Trophy

The National Aeronautic Association (NAA) has named Gulfstream as the recipient of the 2014 Robert J. Collier Trophy “for the development of the Gulfstream G650 business jet, which strengthened business aviation through significant technological advancements in aircraft performance, cabin comfort, and safety.” The Collier Trophy is awarded annually “...for the greatest achievement in aeronautics or astronautics in



America, with respect to improving the performance, efficiency, and safety of air or space vehicles, the value of which has been thoroughly demonstrated by actual use during the preceding year.” The list of Collier recipients represents a timeline of air and space achievements, marking major events in the history of flight. “It was a very strong list of nominations which reflect the advancement of the world’s aviation industry,” said Jim Albaugh, Chairman of NAA. “It was a difficult list from which to select a recipient, and I congratulate Gulfstream on this great honour.”



## UAS International Trip Support and EPIC Aviation Announce Strategic Alliance

UAS International Trip Support, a leading global aviation services provider, and EPIC Aviation, a leading aviation fuel supplier have formed a strategic alliance that creates opportunities for growth for both companies and delivers added value to customers. EPIC Card-



International Trip Support



L-R Kevin Cox, President of EPIC Aviation, and Jay Husary, Executive Vice President of UAS at signing ceremony

holders will benefit from the UAS network of 3,000 locations and regional operations teams. They will also be able to purchase discounted fuel on credit using their existing EPIC Card account. UAS customers will now have priority access at all EPIC locations in North America. “UAS has a distinct advantage as one of the only service providers in the world who can aggregate the fuel volumes of our general, commercial, and military aviation customers,” says Jay Husary,

Executive Vice President of UAS. He added, “Due to UAS’ economies of scale, EPIC customers will now have access to significantly reduced fuel costs at even the most remote locations around the globe.”

## Satcom Direct offers complimentary training in Africa.

In its ongoing commitment to Business Aviation training Satcom Direct is launching a number of free workshops for business aviation companies based in Africa. The first will take place on 23 October in Cape Town. The workshops will provide attendees with information about the latest trends and technology in satellite communications. Together with leading industry experts, including guest speakers from leading aviation companies, Satcom Direct will provide product updates, live demonstrations and encourage forum discussions with subject matter experts. Topics to be covered will include; The latest trends and mandates in business aviation for Africa; Safety Services in communications - discussing ACARS and latest FAA/EASA Mandates and Cost-effective systems for internet connectivity in the cabin.



## Welcome aboard...

AfBAA is pleased to announce a number of new members. Doha-based **Qatar Executive** and Egypt-based **Cleopatra Aviation** have joined as Operator Members. The Supplier Membership has also grown **Krimson A.C.M.C.** Plc the Addis Ababa based aviation consulting company offers strategic, business development, and communications advice has joined along with French ground services support coordinator **G-Ops**.

AfBAA is also pleased to welcome **Mr. Julius Okara** as an Honorary Member. Mr Okara brings a wealth of knowledge about aviation across Africa, and an in-depth knowledge about Kenyan aviation in particular. His leading roles as MD/CEO Kenya Airways Ltd, Secretary/CEO Civil Aviation Board of Kenya, and Director of the Directorate of Civil Aviation (DCA) Kenya, before the two were merged to become the current Kenya Civil Aviation Authority (KCAA), position him well to bring valuable regulatory, legislative, and operational experience to the Association.

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## And Finally....

Vertis Aviation has created a sophisticated marketing piece to demonstrate its services to the Business Aviation market. Take a look here to experience innovation in motion:

<http://www.vertisaviation.tv>

Thank you for taking the time to read the latest newsletter and we hope it inspires you to send us news in the future. If you have any topics you'd like to discuss please feel free to use our linked-in pages to launch a new discussion or engage with us on our twitter site #africanbaa.

We look forward to seeing you soon.

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VISIT US  
BOOTH  
A065  
15TH ANNUAL  
**EBACE**  
19-21 MAY 2015 | GENEVA  
**AfBAA**  
AFRICAN  
PAVILION

