

JETFLY TAKES TWO MORE



JETFLY AVIATION MUST BE HAPPY with its PC-12s. Though the Luxembourg-registered fractional ownership operator already successfully operates five PC-12s, that hasn't stopped it from recently ordering two more from Switzerland's TSA Transairco. The two new turboprops will be delivered respectively in May and November 2007.

Asked why he had initially chosen the PC-12, Jetfly President Jacques Lemaigre du Breuil explained that his company, which started operations with a TBM 700 in 1999, decided to buy a first Pilatus in 2002 after a request from several co-owners who were looking for a larger aircraft than the Socata. They still wanted to enjoy the benefits of a single-engine turboprop - the reduced operating costs and the excellent field performance - but needed one with more cabin space, a toilet (very important) and short field capabilities allowing the use of small runways. The selection ended with the PC-12.

With two additional seats added as an option, Jetfly's aircraft in VIP cabin configuration can seat up to nine passengers, retaining a large luggage compartment (a must when you have to carry a group of golfers around Europe). All Jetfly PC-12s bear the stamp of renowned French designer Philippe Starck, a Jetfly pioneer having bought a share in the company's first Pilatus aircraft.



Getting Your Share. Jetfly customers buy aircraft shares according to their personal and business air transportation needs: for example, a quarter share entitles them to 125 occupied flight hours per year and a half share entitles them to 250 occupied flight hours per year. Whether they fly or not, fractional owners pay a fixed monthly management fee which covers items such as insurance, maintenance, hangar accommodation, as well as pilot salaries and training. On top of this, the owners pay direct operating costs such as fuel, hourly maintenance, engine reserve, landing, handling and air traffic control fees. Only the occupied flight hours are invoiced to the customer, without any other charges as positioning or empty return flights. Jetfly aircraft do not have a permanent base and simply move on

to the next mission from wherever the previous client has disembarked. Owners need to give 12 hours notice to use an aircraft. Operations and the logistics of the entire fleet are coordinated from Jetfly's dispatch center in Luxembourg. The company employs more than 20 pilots, all are ATPL rated and must have a minimum of 5,000 flight hours. PC-12s fly to most locations in Europe and North Africa.

Asked about its future development, the Jetfly founder is convinced that there is a great potential for fractional ownership in Europe, and so far, the PC-12 has strongly contributed to the

success of the company, helping to attract customers who were not totally convinced by single-engine operations, but the "airliner" look of the Pilatus aircraft and its exceptional reliability and safety statistics have persuaded them. Jacques Lemaigre du Breuil believes his PC-12 fleet will quickly expand, potentially doubling during the next four years.

Currently, Jetfly share owners are divided equally between corporations and private individuals, based mostly in France, Switzerland, Belgium and Luxembourg. The operator also has clients from the London and Amsterdam areas and is now targeting prospective customers in northern Italy and Germany.

DEAL

Jacques Lemaigre du Breuil and Jason Mulcock (TSA Transairco CEO) after the signing of the new two PC-12 order at the end of June. All Jetfly PC-12s are maintained by TSA Transairco.

