

FIXING THINGS NICELY

As the sector battles against current economic conditions, European VIP fixed base operators (FBOs) are retaining the highest standards of service. Business aviation travelers expect the best. Both long-established stalwarts and new players have earned pilots' and passengers' votes as great places to stop in our guide this year. Despite today's difficult and harsh financial climate, once again we note that Europe and the Middle East have witnessed a steady rise in the number of strong players offering crucial FBO services as the business aviation sector evolves. Although in many cases we have selected one facility, it is worth noting that some of the companies operate several bases. Here we list some of Europe's top FBOs below in alphabetical order. Where prices were provided for handling we have quoted them. **By Liz Moscrop**



GREG GRAHAM, AVIATION
BEAUPORT'S MANAGING DIRECTOR
SHOWS OFF THE STATE OF
THE ART TERMINAL.



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HANDLING CHARGES

BEECH 200 KINGAIR: £157.50 (\$223.00)

CESSNA CITATION ENCORE: £210.00 (\$297.00)

GLOBAL EXPRESS: £720.00 (\$1,019.00)

AVIATION BEAUPORT JERSEY

Aviation Beauport offers several FBO services, including luxurious meeting rooms with spectacular views. The airport has taken advantage of its beautiful location and provided on site conference facilities. Beauport can cater for meetings for up to twelve people and there is plenty of free parking, with virtually no traffic or taxi problems. The company says that its main aim "is to provide a quality environment that is both relaxing and stress free, in addition to being cost and time-effective to the business user." Its handling department is used to all

types of aircraft from a PA28 to a Boeing Business Jet. Operators can access on site flight planning and dispatch, weather briefing, slot handling and third party handling. There are also fuel uplifts, interior aircraft valeting and hangarage on site. Concierge services available include full hotel and limousine booking, all types of catering and private ambulance flight assistance. The FBO also offers GPU and engineering assistance. Aviation Beauport's VIP FBO is the creation of years of experience of managing and chartering aircraft.





ECCELSA AVIATION

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ECCELSA
OLBIA // // // //

Located on the North East coast of Sardinia, close to Costa Smeralda, Eccelsa Aviation operates a 24/7 private aviation terminal at Olbia airport. The Eccelsa team can handle aircraft from the smallest single piston engine to a B747 or B777. There is no slot restriction and the airport is situated minutes from the world famous Sardinian beaches, marinas, golf courses and convention centers. Aircraft handling services are priced according to Maximum Take Off Weight and published rates are available from the operator on request. Eccelsa has state of the art ramp equipment and can handle quick turns for any aircraft, from piston aircraft to airliners. There is a dedicated team of customer representatives and line technicians on site at all times. Eccelsa also provides concierge and security services, as well as helicopter charter, hangarage and

in-flight catering. The private aviation terminal and ramp are secured by the police and supplemented by private security guards 24 hours, seven days a week. The 1,600 square meter terminal facilities are entirely dedicated to private aviation and all aircraft deplane next to the main terminal entrance. There are lounge and conference facilities on site as well as a dedicated crew lounge. Passengers also benefit from an on site satellite newspaper kiosk with over 125 international newspapers from available daily and printable from the kiosk. The terminal is equipped for wireless Internet access.



EXECUJET BERLIN // // // //

ExecuJet has had a presence in Berlin-Schönefeld since 2005 when it bought into Lufthansa Bombardier Aviation Services – a joint venture between Lufthansa Technik and Bombardier. In mid 2006 ExecuJet established an FBO at the airport and the company was awarded its German air operator's certificate (AOC) in May 2007. ExecuJet then redesigned and enlarged its FBO, which opened for business in October 2008 - one week ahead of the formal closing of the city's Tempelhof Airport. Representing an investment of Euros 400,000, the new two-floor 400 square meter facility includes a crew lounge and operations briefing room, VIP passenger lounges and conference facilities. New furnishings feature throughout, attractively styled in cool, natural colors, complementing the dark oak furniture. Space is optimized for work and relaxation and there is wireless connectivity in every room. "We are delighted with the final completion of this refurbishment," said ExecuJet general manager Germany Andreas Cordes. He continued: "We are confident we are ideally located to provide a top quality service to operators." ExecuJet handles most of the business aviation movements at Schönefeld and the company expects to triple those numbers by the end of 2009. AOC operations and Aircraft Management staff are now housed in permanent, new offices adjacent to the main terminal facility. The airport is being developed into the new capital-airport Berlin Brandenburg International. By 2011 all aviation movements of the region will be concentrated there.

EXECUJET EUROPE

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GESTAIR MADRID //

Gestair operates the largest network of executive aviation bases on the Iberian Peninsula. Thanks to the size and capacity of its facilities, the company can offer handling to private aviation operators and owners throughout the region. Gestair has over thirty years experience and offers 24/7, 365 days a year services. Its bases in Madrid and Barcelona provide luxurious facilities to passengers and crew with on site passenger and crew transport, and lounges for VIPs and crews as well as catering services. Aircraft can refuel and crews and passengers can access vehicles for use outside the base. Gestair can offer flight-planning services, and its expert dispatchers can coordinate flight plans and perform all necessary paperwork. Flight planning services include: ATC and computerized flight plans, route and airport analysis, cargo sheets and navigation charts. Gestair also arranges permits, schedules extension petitions and coordination with immigration and customs services. The FBO can also help operators with destination services, including fuel, handling and hotel and vehicle management. The company also has operating bases in all the main Spanish airports.



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ALL-INCLUSIVE HANDLING CHARGES:
BEECHCRAFT B200: SEK 220 (\$26.50)

CESSNA CITATION ENCORE: SEK 300 (\$36.00)

GLOBAL EXPRESS: SEK 900 (\$108.00)

GRAFAIR JET CENTER STOCKHOLM //

Famous for its free ice cream and resident green parrot that loves the ladies, Grafair has a reputation for friendliness. The parrot's name is Papegojan, which means "the parrot". Since his arrival at the facility, he has started to talk English thanks to the large volume of international passengers transiting the terminal. Grafair Jet Center is Sweden's only full service FBO and Stockholm's primary facility for general and corporate business aviation. Located in close proximity to the city, Grafair Jet Center provides an extensive range of services to corporate aviation pilots and passengers. Founder and president Bengt Grafström is a pilot with many years' experience, who established his company 40 years ago. There are special rooms available for flight planning, rest and meetings on-site. Ground services include: aircraft refueling, ground power units, oxygen, nitrogen, de-icing, TKS-fluid, hydraulic and engine oils, and aircraft maintenance services. There are on site vans and electric golf carts to transport luggage, as well as Lectro trucks to move the aircraft. Grafair offers free parking in front of the airport, so getting on board can be as quick as a 30 second walk from the car park, including immigration. There is also a waiting area with complimentary coffee, soft drinks, snacks and newspapers.



JET AVIATION DUBAI

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JET AVIATION
DUBAI //////////////

Jet Aviation realized the importance of the private aviation market in the Middle East early on when it established its first presence in the Kingdom of Saudi Arabia in 1979. Over the years, it became clear that having an additional maintenance and FBO location in the United Arab Emirates and Dubai in particular, would further serve the growing needs of this region. Consequently, the Swiss-based company opened this facility in April 2005. The FBO and maintenance facility at Dubai International Airport provides round-the-clock service including customs clearance; limousine service and aircraft charter services. Jet Aviation also provides aircraft washing, hangarage and scheduled and unscheduled maintenance as well as assistance with aircraft management and flight support services. There is an on site refreshment center, VIP customer and pilot lounge, and prayer room, as well as a conference room. Flight crewmembers also have access to the latest technology in weather and flight planning, and Jet Aviation offers clients and crewmembers its in-house immigration and customs clearance.

HANDLING CHARGES

KINGAIR B200

TECH STOP: \$406
TRANSIT: \$585
STAY OVER: \$636
LANDING FEE: \$21

CESSNA CITATION ENCORE

TECH STOP: \$406
TRANSIT: \$585
STAY OVER: \$636
LANDING FEE: \$34

GLOBAL EXPRESS

TECH STOP: \$699
TRANSIT: \$1,015
STAY OVER: \$1,191
LANDING FEE: \$1,84





OXFORDJET THE TERMINAL

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OXFORDJET UK ////////////////

Oxfordjet opened its VIP terminal in July 2008 as a viable alternative airport for London. Oxford Airport has 1,552 meters (5,092ft) of runway and is open from 06:30 hrs to 22:30 hrs seven days a week. Oxford is an hour's drive from London and 25 minutes by helicopter. The airport is legally permitted to open from 06:00 – midnight. There is border control pre-clearance for instant departure on landing, which benefits non-EU passengers in particular. There are no slots, quotas, curfews, capacity, ramp space, APU-usage or noise-related limits whatsoever and on average there are just four landings an hour. The new VIP terminal has a fresh, modern design providing state-of-the-art facilities for passengers and crews. There are also VIP and VVIP zones, assuring maximum privacy. Hangarage is easy with a new BBJ/A318/Lineage-sized hangar due for completion in May 2009, plus line support for most business aircraft types - including base level support for all Hawker Beechcraft products. There is also on-site, minimal notice helicopter shuttle to London or elsewhere, courtesy of resident helicopter charter operator Capital Air Services. The airport's fire and rescue service has also been upgraded to Cat 4 RFFS, enabling charter operation of aircraft types ranging from the Citation Sovereign or Hawker 4000, through all the Dassault Falcon and Bombardier Challenger Series. Higher RFFS cover will be available on demand during 2009 for Legacys, Gulfstreams and Globals.



HANDLING CHARGES

KING AIR 200: £70 (50% FOR RESIDENTS) (\$99.00)
CESSNA CITATION ENCORE: £70 (50% FOR RESIDENTS) (\$99.00)
GLOBAL EXPRESS: £150 (50% FOR RESIDENTS) (\$212.00)

**HANDLING CHARGES**

BEECHCRAFT KING AIR 200: EURO 258 (\$342.00)
CESSNA CITATION ENCORE: EURO 258 (\$342.00)
BOMBARDIER GLOBAL EXPRESS: EURO 1.067 (\$1,408.00)

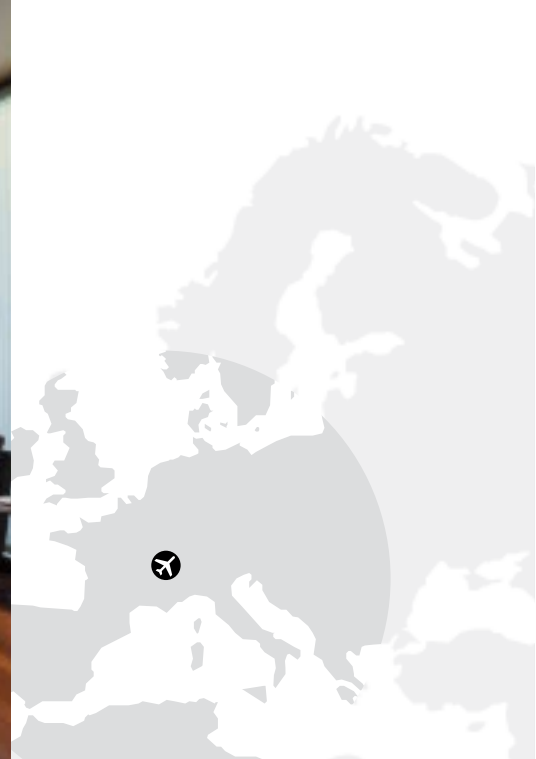
VIENNA AIRCRAFT HANDLING VIENNA // // // //

Vienna Aircraft Handling (VAH)'s facility offers a variety of services: flight check-in, hangar services, passenger and crew handling and, on request, hotel and concierge arrangements for Vienna, the surrounding area or throughout Central Europe. The VAH check-in building, the aircraft hangar and the company's own apron were established in 2005. The modern equipment and professional coordination by the company's duty officers make for a trouble-free and speedy transit through customs. VAH also has a new 4,000 square meter hangar that can accommodate aircraft up to a B737 or A321. There is an on site pilots' briefing room courtesy of Austro Control, which has four workstations equipped with the latest software and maps. Additionally, VAH provides a 24-hour fuelling service with four tanker trucks, two for AVGAS 100 LL and two for JET A1. The FBO can also arrange and coordinate maintenance and repairs by licensed companies with their own facilities at the airport.

VIENNA AIRCRAFT HANDLING

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TAG AVIATION GENEVA // // // // // // // // // // //

TAG Aviation Geneva is located in the private C3 terminal, located on the south apron of Geneva International Airport. The FBO offers spacious lounges and dedicated conference rooms. There are comfortable, fully equipped lounges with business and entertainment amenities (including Bloomberg) and a crew lounge with complimentary Internet access. There are also weather, NOTAMS and flight planning services. Maintenance offerings include complete de-icing equipment, authorized (JAR and FAA 145) Maintenance, A1 jet fuel, cabin cleaning and aircraft washing, ground power, oxygen, push back, air start, catering, toilet and water service and passenger steps and baggage conveyor. There are Swiss and French on-site customs and immigration and connecting passenger and baggage transportation to the airport's main terminal, railway station and helipad. TAG Geneva offers concierge services and can book limousines, taxis, hotels, rental car, aircraft and helicopters. Part of the TAG Aviation Europe group, Geneva has fully integrated flight operations which complement the company's London and Madrid facilities.

HANDLING CHARGES
BEECHCRAFT KINGAIR: CHF 300 (\$261.00)
CESSNA CITATION ENCORE: CHF 400 (\$348.00)
BOMBARDIER GLOBAL EXPRESS: CHF 400 (\$348.00)

