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THE MAGAZINE FOR AEROSPACE PROFESSIONALS IN AFRICA

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FIRING WIDE

«L'INDUSTRIE DE LA DÉFENSE
AFRICAINNE DÉPLOIE SES AILES»

**AAD 2016 – HOW AFRICA'S
DEFENCE INDUSTRY IS
SPREADING ITS WINGS**

PAGE 98

AIR TRANSPORT

**AFRAA boss
answers
the big
questions**

PAGE 27



SPECIAL REPORT

**Africa
and 100
years of
Boeing**

PAGE 83



AIRPORTS

**South Africa
operator
is on a
mission**

PAGE 72





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Increased cooperation will drive up standards across Africa

South Africa's defence minister formally opened AAD – the country's top aerospace and defence expo – at Waterkloof in September, and unusually focused her attentions outside Pretoria's domestic concerns.

For the first time since AAD launched several decades ago, African countries, other than South Africa, were exhibiting their military and defence capabilities.

Defence Minister, Nosiviwe Mapisa Nqakula, recognised South Africa's prominence in the defence industry but said: "It is not just about South Africa any more."

She argued the case that, as the United Nations expected African countries to be involved in peacekeeping on the continent, it ought to start thinking about buying equipment from African defence industries.

"There is collaboration happening between African defence industries, with innovative technologies being constantly developed. This must be tapped into by the world, especially when it comes to global security, which can benefit from the innovations that we have to offer," she said.

And the case was made well. With increased cooperation in industrial projects between African countries and an investment in R&D, in education and, no doubt in conjunction with non-African nations, then African standards



and international reputation will improve and so will the quality of the human capital across the continent.

In the civil sector, this knowledge transfer could pay huge dividends to the African workforce. It was pleasing to hear that Rolls-Royce and Ethiopian are developing such a scheme.

In this issue we also celebrate two centenaries. Boeing has made a huge impact

across the continent with its aircraft for much of that time – and the company's head of sales for Africa explains why that will continue into the future.

At the same time, we acknowledge the brilliance of Marcel Dassault, whose unique propeller design was the start of many exciting innovations over the past century that has culminated in the latest Falcon business jets.

Having had the opportunity to join the Dassault team for the all-too-short 7X flight from Paris to Johannesburg, I can vouch for the high quality that they have maintained through the present day.

With the African Airlines Association (AFRAA) and African Business Aviation Association (AfBAA) holding their annual events in Victoria Falls and Cape Town respectively, we can expect the next quarter to see increased focus on operational improvement.

Safe landings

Alan Peaford, Editor-in-Chief

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COVER: AAD at Waterkloof with a spectacular display . PICTURE: MARK MANSFIELD.

Advertisers

AFBAA- African Business Aviation Association	92
Air Traffic and Navigation Services SOC Limited (ATNS)	77
Airbus	2, 3
Airways Aviation	38
AJW Group	47
ANAP Jets	70
ATR	33
Aviation Africa 2017	97
Awesome Air Evac	69
Bell Helicopter	IFC
Bestfly Flight Support	61
CAA International	75
CFM International	25
Dassault Falcon	65
ECAR	78
Ethiopian Airlines	30
ExecuJet	58
FlightPath International	4
Hahn Air	81
Infliight Dublin	26
Lufthansa Technik AG	15
MEBAA Show 2016	48
MH Aviation Services	12
MTU Maintenance	11
NEXUS Flight Support Services	IBC
Rolls Royce	21

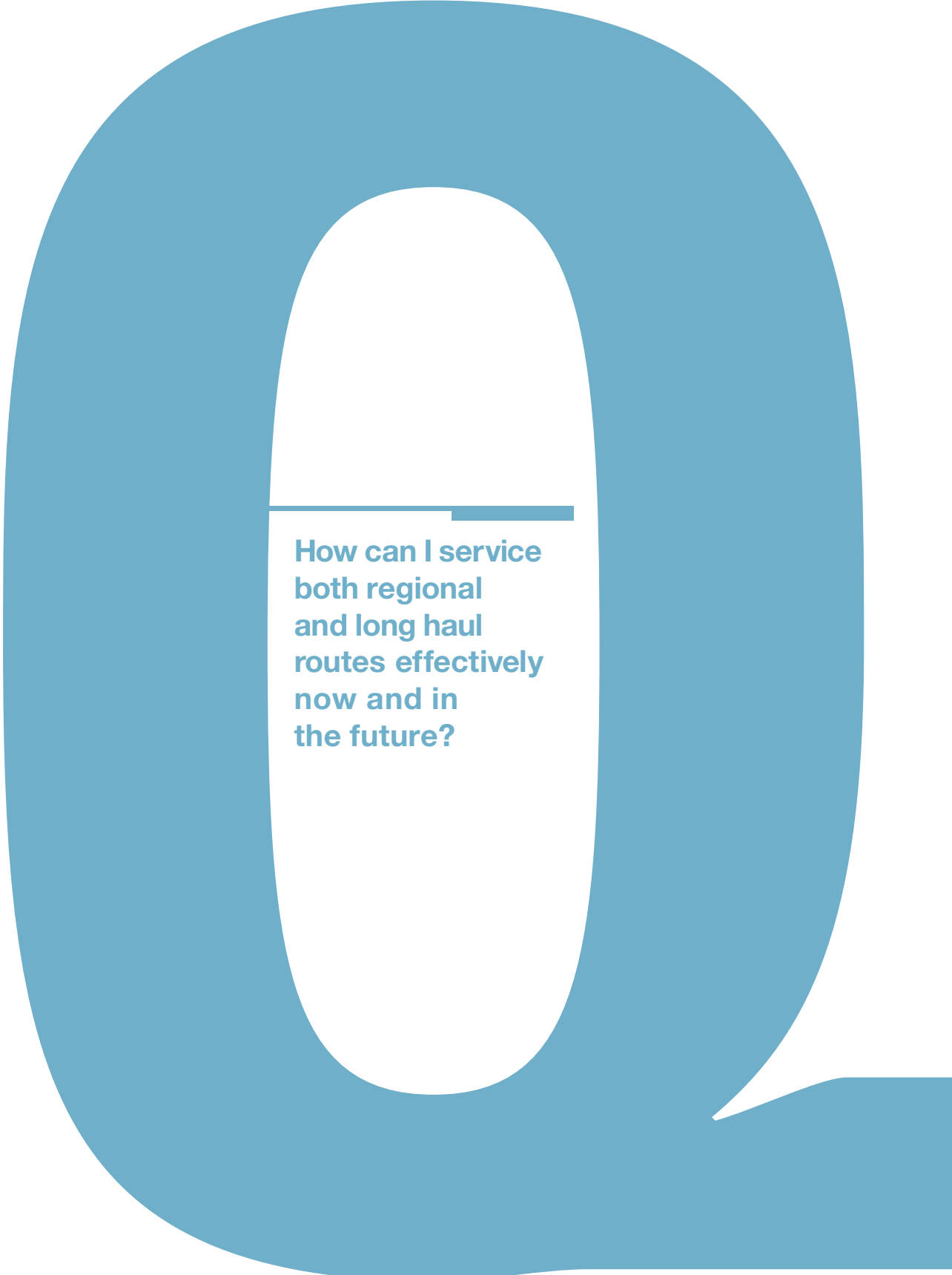
Safety in African Aviation Conference 2016	102
Saudia Aerospace Engineering Industries	OBC
Solenta Aviation	91
South African Airways Technical (SOC) Ltd	82
Spectrum Aeromed	63
Spidertracks	43
SuperJet International	7
TAM- Europe Ltd	85
The Boeing Company	8
TP Aerospace	37
Tunisair Technics MRO Service	88
Turkish Aviation Academy	16, 17
Universal Weather and Aviation, Inc.	66



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09 **business brief**

A round-up of the region's news.

AIR TRANSPORT

18 Ethiopia goes wide

Ethiopian Airlines becomes the first African carrier to introduce Airbus' latest jetliner-A350XWB to the continent. We go on board.

22 Congo maps out safer skies

Congo Airways is mapping out a safer future for the DRC's notoriously deadly skies.

«Congo Airways construit un avenir plus sûr dans le ciel de la RDC.»

27 Facing the Challenges

AFRAA's annual gathering will be in Zimbabwe in November. We talk to the secretary general about the challenges facing the continent's airlines.

«Une rencontre avec le secrétaire général de l'AFRAA avant la conférence annuelle de l'association en novembre prochain au Zimbabwe.»

31 Air Côte d'Ivoire spreads its wings

There's a neo approach for the Ivorian national carrier according to the airline CEO.

«L'A320neo au cœur de la stratégie de la compagnie Air Côte d'Ivoire selon son PDG.»

34 Vanilla topping

Four Indian Ocean airlines came together to create the Vanilla Alliance. We look at how the group is faring.

«Quatre compagnies de l'océan Indien se sont unies pour créer l'Alliance Vanille. Revue des troupes.»

39 Strangling West African freedom

Most agree that liberalising the west African air transport market would be good for the region, but as we discover there are still many obstacles in the way of this happening.

40 The Fast show

Will a new CEO provide the necessary impetus to get stuttering low-cost carrier, Fastjet, out of its financial rut?

42 Madagascar makes the right moves

EASA takes Air Madagascar off its list of EU banned airlines. We find out why.

«Madagascar sur la bonne voie. Sa compagnie nationale sort de la liste de sûreté de l'UE. Des explications.»

44 Uganda flag flier

The Ugandan Government has announced plans to revive Uganda Airlines as the country's national flag-carrier.

«Le gouvernement ougandais a dévoilé ses plans pour relancer Uganda Airlines, son porte-drapeau.»

46 A smile for Nile

Nile Air chief executive Ahmed Aly on another year of impressive growth for the Egyptian carrier.

Continued
on Page 6

BOEING AT 100



83 BOEING'S TON UP

Boeing's top man in Africa, Van Rex Gallard, talks with Victoria Moores about the continent's growth prospects as the US manufacturer celebrates its 100th birthday.

«Van Rex Gallard s'entretient avec Victoria Moores sur les perspectives de croissance de Boeing en Afrique alors que l'avionneur célèbre son centenaire sur le continent.»

85 HISTORIC HIGHLIGHTS

An in-depth look at Boeing's historic contribution to Africa's aviation.

«Une rétrospective de la contribution de Boeing dans l'aviation en Afrique.»

BUSINESS AVIATION



59 IZY BUSY

Entrepreneur Alex Izinyon has a lot on his plate – and his private aviation business is the cream.

60 JOINING THE JETSETA

Jetseta managing director Harold Okwa hopes to change the way Nigerian business aviation operators do business.

62 DOCTOR ON CALL

Meeting the needs of the Zambia Flying Doctor Service, which has been in existence for more than five decades.

64 FRACTION ADDS UP

How Nigeria's first fractional ownership programme is making economic sense.

67 BRIDGING THE GULF

Why one Middle East operator has its eyes firmly on West Africa.

68 IN FOR THE LONG GAME

How ExecuJet Africa is benefiting from global consolidation.

71 DASSAULT'S X-FACTOR

French manufacturer Dassault celebrates its centenary with its latest Falcon positioning for African success.

DEFENCE

49 Paramount picture

Co-operation between Boeing and South Africa's Paramount Group has revitalised the African company's AHRAC programme.

50 Airbus' African stronghold

We discover why Africa is a key market for Airbus Defence and Space and look at what opportunities the manufacturer sees within the continent.

«Pourquoi le continent africain est-il un marché clé pour Airbus Defence and Space ? Quelles en sont les opportunités ? »

53 Missing the eyes

We investigate why three Dornier 228 turbo-prop surveillance aircraft, which could have been deployed for aerial surveillance for Nigeria's counter-terrorism war, have been grounded.

54 Sea change for Egypt

Egypt's naval air power is about to undergo a step-change with the purchase of 46 Kamov attack helicopters to be carried on new, French-built Mistral-class amphibious assault ships.

56 Senegal gunship upgrade

How Senegal turned to Israel to give boost to Hind programme.

57 Lockheed keeps on trucking

Lockheed Martin is aggressively marketing its PZL subsidiary's M28 Skytruck to African customers.

AIR TRAFFIC MANAGEMENT

80 Finding space for safety

A new satellite-based project to help reduce the number of air traffic accidents in Africa.

81 Tanzania infrastructure boost

Tanzania needs at least four modern surveillance radar systems to expand national aerospace coverage to airports outside the capital.

AIR CARGO

89 Making freight progress

The Addis airfreight summit reveals barriers are slowly being broken.

«La conférence sur le fret à Addis-Ababa révèle la levée progressive des obstacles.»

91 Palletable performers

Company spotlight on Chep.

PEOPLE

103 IATA's Targets

Raphael Kuuchi, outlines IATA's key messages for the hurdles facing the industry.

104 All in a day

With aviation lawyer Tim Brymer.

AIRPORTS



72 MAN ON A MISSION

South Africa's largest airport operator is on a mission and its CEO outlines the implications of doing business outside its borders and his response to the growing threat of terrorism.

74 ENLARGING ENTEBBE

With fast-increasing passenger and cargo traffic at Entebbe International Airport, the Uganda Civil Aviation Authority has embarked on a multi-billion dollar plan to expand the country's only international airport.

79 MAURITANIA OPENS UP

Mauritania has opened its new Oum Tounsi Nouakchott International Airport, designed to play a key role in attracting business and overseas investors.

76 KENYAN PARKING SPOT

We look at the rise and rise of Kenya's Orly Airpark.

«La Mauritanie a mis en service son nouvel aéroport international Oum Tounsi pour attirer les entreprises et les investisseurs étrangers.»

EVENTS



93 KIGALI CALLING

Aviation Africa 2017 promises top speakers, global sponsors and industry support for the industry's key event for the whole of aviation across Africa.

94 FESTIVAL OF FUN

Airline partnerships, profitability and developing airport capacity were high on the agenda at the Johannesburg festival.

COVER STORY

98 IT ALL AADS UP AT WATERKLOOF

Africa's largest defence show and civil aviation exhibition reveals what's new for the continent's aerospace manufacturers and operators.

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 **BOEING**

Algeria helicopter manufacturing deal

The Algerian Government and Italian defence and aerospace equipment manufacturer, Leonardo-Finmeccanica, have signed a memorandum of understanding (MoU) which paves the way for the establishment of a joint factory to manufacture helicopters in the north African country, writes *Oscar Nkala*.

The agreement was signed by representatives of the Algerian Ministry of National Defence and Leonardo-Finmeccanica in Algiers on August 11.

The new factory will initially assemble three types of light and medium AgustaWestland models such as the AW 101, AW 109 and AW 139.

Although no time-frame has been given for the start of the project, a statement from the defence ministry said the factory would be situated in the small town of Ain Arnat in the Setif province.

"From the first year and following the construction of [the] plant, the main objective of this company is to manufacture three types of light and medium helicopters for various use, including the transport of personnel and cargo, medical evacuation, surveillance and control," the Ministry of defence said in a statement.

The Algerian Government will own 51% of the manufacturing facility while Leonardo-Finmeccanica would hold the remaining 49%.

Apart from local civil and defence demand, the Algerian plant will manufacture high-end helicopter products for the African and Middle Eastern markets.



Air Djibouti begins passenger operations

Air Djibouti has taken delivery of its first jet and passenger aircraft, B737-400, chartered from Cardiff Aviation affiliate, VVB Aviation Malta. The twinjet will be used to inaugurate the start-up's maiden scheduled passenger flights.

Cardiff Aviation chairman, Bruce Dickinson, said Air Djibouti could soon add a BAe 146 or Avro RJ regional jet on wet-lease. From late this year, the carrier will also

operate a Boeing 767-200ER on services between its home nation and London Gatwick. HE Ismail Omar Guelleh, president of the Republic of Djibouti, and Aboubaker Omar Hadi, chairman of Djibouti Ports & Free Zone Authority, met the aircraft and crew at Djibouti's International Airport.

Dickinson, whose company provides Air Djibouti with operational management, delivered the Boeing 737 personally.

Nigeria FBO achieves a first

Lagos-based EAN Aviation has become the first African location to be listed on the US National Air Transportation Association (NATA) global fixed-based operator (FBO) Safety 1st Qualified map.

The Safety 1st Qualified programme was established to recognise FBOs that consistently maintain their employees' training status.

EAN currently has 17 students registered on NATA training programmes.

Leading by example, CEO, Segun Demuren, has joined four of his colleagues in following a customer service module, while other employees are enrolled in professional line service training (PLST), and health and safety courses.



Satellite boost for Africa

Boeing is to build a 702 satellite, called GiSAT, with a new digital payload offering twice the capacity of previous designs to support sub-Saharan communications.

The customer, Cayman Islands-based Global IP, will use the satellite to deliver streaming media, digital broadcast and other communications services.

With a coverage area encompassing 35 countries and 750 million people, GiSAT will deliver higher data rates at lower costs than previous satellites serving the region.

Scheduled to enter service in 2019, GiSAT is designed to operate with more than 10 gateways in Europe and multiple gateways within Africa.

Colombe Airlines adds ATR72

Burkina Faso's Colombe Airlines has added an ATR72-200 to its fleet.

The turboprop, last in service with Indonesia's Dimonim Air, will be used on domestic Burkinabe and regional west African flights.

SITA connects to Kenya Airways

SITA is to roll out faster, new-generation connectivity across Kenya Airways' global network.

Through SITA Connect, the airline will have access to high-speed, secure connectivity, linking employees and sales offices around the world to Kenya Airways' central systems and applications. This will manage reservations, check-in and boarding.

Mbuvi Ngunze, Group MD and CEO of Kenya

Airways said: "As we seek to position Kenya Airways for the future, we needed a single communications partner that could take care of all our connectivity requirements, no matter where we operate."

Air Zimbabwe appoints CEO

Air Zimbabwe has a new chief executive.

Ripton Muzenda, son of the late vice president Simon Muzenda is taking over from Edmund Makona, who has been acting CEO since September 2013.

The company said: "Captain Muzenda brings a wealth of aviation knowledge, skills, experience and leadership to Air Zimbabwe. He has been an airline pilot for more than 25 years and held the posts of senior training captain and examiner at Air Zimbabwe."

Tunisair job losses to boost growth

State-owned Tunisair is to shed around 1,000 jobs as part of a national austerity plan and a bid to make the airline more competitive.

The job losses will affect around 12% of the full-time workforce of around 8,200.

Prime Minister, Youssef Chahed, has promised his new government will take tough decisions to help the economy grow and create jobs as the country comes under pressure from international lenders to push through reforms and trim public spending.

Namibian double bonus

Namibia Airports Company has extended its aerodrome licences for Hosea Kutako International Airport and Ondangwa Airport.

Investments include N\$84 million (\$5.9m) worth of upgrades to the passenger terminal building at Ondangwa, a runway rehabilitation and expansion scheduled for completion by the end of the month, as well as staff training, security scanners and conveyor belts for luggage handling.

Alsim simulator for Algavia

French company Alsim has sold an AL250 simulator to Algerian flight training organisation, Algavia, which is based in Oran.

The Federal Aviation Administration (FAA) and the European Aviation Safety both certify the AL250 flight and navigation procedures trainer (FNPT II).

It answers first phase training needs, including private pilot licence (PPL), commercial pilot licence (CPL) and instrument rating on multi engine (IR/ME) training.



RwandAir opts for Lufthansa Technik

RwandAir and Lufthansa Technik (LHT) have signed an agreement for the German maintenance, repair and overhaul (MRO) specialist to provide comprehensive technical support on the Kigali-based carrier's new Airbus A330 fleet.

Delivery of the two brand-new A330s, the first wide-body aircraft for RwandAir, was due at the end of September.

In the framework of a total technical support (TTS) contract,

LHT will perform aircraft maintenance services, engineering support and ensure a reliable component supply. LHT already provides the CRJ fleet of RwandAir with components.

RwandAir will begin long-haul operations to Mumbai from December. An Airbus A330-200 will also be joining the fleet before the end of 2016. By May 2017 RwandAir will have a fleet of 12 aircraft.



Yasser El Ramly (left) Air Cairo's CEO, with Khaled Gad El Mawla, managing director Amadeus Egypt.

Cairo in tune with Amadeus

Air Cairo has switched to the Amadeus' Altéa reservation and inventory system and its e-commerce modules, as well as signing for a full content distribution agreement.

The Egyptian airline said it was part of the process of moving from a low-cost carrier (LCC) and charter operation to a full-service carrier.

Yasser El Ramly, Air Cairo's CEO, said: "Migrating to a modern IT system, such as Altéa, means we can effectively codeshare with partner airlines, and issue interline tickets, which brings new growth opportunities."

It is also reconfigurable for single-engine piston and multi-engine piston (SEP/MEP) training and offers glass or classical instrumentation.

Algavia general director, Amry Allel Nassim, said:

"The device offers high quality educational support for our training. Alsim is a well-known company, which already has clients in Algeria. This gave us the confidence required to make the right decision."

Kenya Airways appoints new COO

Jan de Vegt became the new chief operating officer of Kenya Airways on August 1, replacing Yves Guibert. He has previously worked as managing director at Cobalt Ground Solutions, and has held positions at Air France, KLM Cargo and Martinair Cargo.

Air Madagascar ends ATR42 ops

Air Madagascar has withdrawn its only ATR42-500 from service and the aircraft has now been reregistered in Columbia. The carrier operates two ATR72-500s and two ATR72-600s.

Fokkers on the move

South Sudan's Kush Air has received two Fokker 50s from Ethiopian Airlines.

One of the aircraft is operated for Kush Air by National Airways, while the other is receiving maintenance at Addis Ababa.



Jackson takes key Africa role

Aerospace and defence contractor, AAR, has appointed Cheryl Robinson Jackson as its first president of AAR Africa.

Jackson, who has served as AAR's vice president of government affairs and corporate development since she joined the company in 2010, recently added business development to her responsibilities and has been successful in growing AAR's business in Africa.



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Rwanda airport boost

Rwanda's new international airport at Bugesera has taken a major step forward with the contract signing for construction of the first phase.

Phase one includes the first 4,200-metre runway, taxiways, a passenger terminal and a cargo terminal.

The Rwandan Government has signed the contract with the African division of Portuguese construction firm, Mota-Engil.

Phase one is believed to be worth \$418, about half of the total planned project.

Phase two will include a second runway and additional terminals. It will raise the capacity to 4.5million.

Tanzania goes for Q400s

The Tanzanian Government has purchased two Bombardier Q400s, valued at \$62 million, for commercial use.

Bombardier announced the purchase agreement, saying that the aircraft are to be used for commercial airline operations, although



Victoria victorious in global awards

Air Transport editor, Victoria Moores, scooped a major award at the Aerospace Media dinner at the Royal Aeronautical Society headquarters in London during the Farnborough International Airshow. Her story on Brussels Airlines 'Flying in the face of fear' about the European airline continuing to support routes to west Africa through the height of the Ebola crisis, won the

best in-depth feature in the competition against top international publications.

"It was a great surprise and I was very excited," said Moores.

African Aerospace had a second feature among the commended shortlist – an in-depth report on Rwanda's aviation activities by Ella Nethersole and Alan Peaford.

no operator has yet been announced.

"Tanzania is a large country with some challenging airfields and the Q400 turboprop's capability to operate at these airports, plus its jet-like speed, long-range cruise capability and outstanding turboprop economics, were key factors that guided us in

selecting the aircraft," said Leonard Chamuriho, permanent secretary to the Tanzanian Ministry of Transport, Works and Communication.

Ethiopian signs manufacturing MoU

Ethiopian Airlines has signed a memorandum of understanding (MoU) with the Aerosud Group to

create an aerospace manufacturing company based in Ethiopia.

The carrier will start manufacturing parts to supply to Boeing, Airbus and other aerospace companies.

The venture contributes to the Ethiopian Government's growth and transformation plan by creating job opportunities.

The facility is expected to be established at Addis Ababa Bole International Airport, which will simplify imports and exports.

Freight expectations from Afriqiyah

Afriqiyah is planning to enter the dedicated freighter market.

The Libyan passenger carrier announced in August that it is in the process of inducting an unspecified number of A300-600s into its fleet for use on domestic as well as international cargo operations. A special cargo division was created last year ahead of its entry into the market.

Leonardo's special mission

Leonardo-Finmeccanica has been selected to supply two Beechcraft King Air 350ER aircraft, including mission systems and sensor load-outs, for an unnamed African customer.

The aircraft will be equipped with the company's airborne tactical observation and surveillance (ATOS) mission system and a suite of sensors, including the Leonardo Seaspray active electronically scanned array (AESA) surveillance radar, identification friend or foe (IFF) transponder and interrogator, Link 11 datalink and an integrated mission management system.

Vertis adds a Challenger

Vertis Aviation has added a Bombardier Challenger 350 to its South African fleet. The aircraft is the second of its type to be delivered in Africa and will serve the demand for transcontinental African travel, for both leisure and business travellers, from the airline's base in Johannesburg.

"The Challenger can provide excellent point-to-point access between the major African cities and will serve as the ideal link between international and transcontinental flying," said Vertis COO Neil Turnbull.

Skyjet Aviation seized in Nigeria

Nigeria's Federal Inland Revenue Service has seized and sealed off the premises of Skyjet Aviation Services in the northwest city of Kaduna, citing unpaid back taxes.

According to *The Leadership* newspaper, the charter specialist owes naira178.4 million (\$515,754).



ICAO secretary general visits ATNS

The secretary general of the International Civil Aviation Organization (ICAO), Dr Fang Liu, made an official visit to South Africa, the first official visit to the country since 1944.

Dr Liu met Minister of Transport, Dipuo Peters, plus representatives of the South

African Civil Aviation Authority (SACAA), Airports Company South Africa (ACSA) and other civil aviation structures and associations. Dr Liu also visited the Air Traffic and Navigation Services (ATNS) Aviation Training Academy (ATA).

Green light for Mandera

The Kenyan High Court has cleared the construction of a Sh608 million (\$5.9 million) airport in Mandera.

The clearance came after one of the bidders, Alwahab Enterprises Ltd, which was challenging the award of the contract to Seo and Sons, withdrew its appeal, as it was no longer interested in challenging the Kenya Airports Authority's decision.

The contract was subsequently awarded to Seo and Sons, despite KAA originally picking Alwahab as the winning bidder, prompting Alwahab to move to the High Court.

Mozambique links with India

Mozambique and India have signed an air services agreement in order to promote connectivity between the two countries. They had been in discussions since 2011.

The agreement lets multiple carriers operate between the countries and allows the entry into cooperative marketing arrangements with designated carriers.

Expressing route plans

Express Air Cargo has outlined its proposed launch network, due to come online during the last quarter of this year.

Anis Riahi, the Tunisian



Daher goes for 208 Aviation

Daher – manufacturer of the speedy TBM single-engine turboprops – has named independent maintenance, repair and overhaul (MRO) provider, 208 Aviation, as its service centre for the southern Africa region.

Based at Wonderboom Airport, just north of Pretoria, South Africa, 208 Aviation provides

professional maintenance and support for new and used turbine aircraft. It holds approvals for South Africa, Mozambique, Zambia and Zimbabwe.

The company also operates in neighbouring countries like Botswana, Lesotho, Nigeria and Swaziland.

start-up's chief executive officer, said that initial destinations in Europe will include Paris CDG, Cologne/Bonn, Milan Orio al Serio, and Malta, while its northern African network would consist of Algiers and Casablanca International.

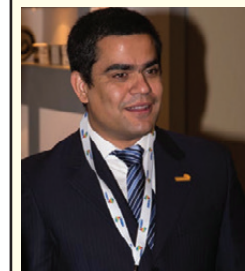
Express Air Cargo is awaiting delivery of a pair of ex-Yangtze River Express B737-300s, both of which are currently undergoing pre-delivery

maintenance checks in Vilnius.

Air Annobón seeks partner

Air Annobon is seeking a suitable partner to help it relaunch its operations as a low cost carrier (LCC). The Equatoguinean authorities are to reinstate Air Annobon's air operator's certificate (AOC) in time for a planned resumption of services this month.

Under the auspices of a joint-venture agreement, it is looking for a suitable partner to supply it with 60-100 seater aircraft capable of operating across Africa. In line with its rebirth as an LCC, the airline said the partner would also need to take care of all administrative, maintenance, repair and overhaul (MRO), commercial agreements, and flight and ground operations.



AfBAA elects Nuno Pereira

Members of the African Business Aviation Association (AfBAA) have voted for Nuno Pereira, managing director of Angola-based BestFly, as the association's vice-chairman.

Pereira has been regularly involved with AfBAA since inception, with BestFly committing to its founding member status.

Pereira is frequently present at the AfBAA symposia, AfBAA pavilions, and also hosted the association's second members-only rendezvous event at BestFly's Luanda home base in February 2015.

Egypt opens inquiry

The Egyptian civil aviation ministry has launched an enquiry into an incident last month when a passenger on an Air Cairo flight from Saudi Arabia to Egypt attempted to storm the cockpit.

Egypt/China MoU

Egypt and China have signed a memorandum of understanding to expand their air services agreement.

Direct and non-limited services will be allowed from Xian, Yinchuan, Urumqi and Shenyang to eight points in Egypt.

MaxAir updates

Nigerian charter airline, MaxAir, is starting to replace its fleet of four B747-300s with B747-400s. MaxAir currently owns one B747-400, with two due to be delivered soon.

FlyAwesome partners to launch Awesome Air Evac

South Africa's FlyAwesome has partnered with the aeromedical team of Air Evacuation Services in order to launch air ambulance service, Awesome Air Evac.

The Awesome Air Evac team has 30,000 combined flight hours and provides specialised doctor-based intensive care unit (ICU) fixed-wing air ambulance services to standards including BARS Gold and ISO 9001: 2008.

The fleet consists of Learjet air

ambulances coordinated from a base in Lanseria.

"This is the start of a very exciting new service that brings together the best of both the medical and aviation aspects into a high quality offering. I see a great future ahead for Awesome Air Evac in improving the standard of aeromedical services across Africa and beyond," said Awesome Air Evac medical director, Dr Glenn Staples, pictured right.



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Ethiopian Airlines has become the first African carrier to introduce Airbus' latest jetliner A350XWB to the continent.

Kaleyesus Bekele reports.

Ethiopian catches the Bus to a new era

Ethiopian, which has an all-Boeing fleet on mid and long-haul routes for the first time in its 70-year history, has placed firm orders for 12 A350-900s in 2009 to be delivered between 2017-2019.

It also leased two A350-900s from the then International Lease Finance Corporation (now renamed AerCap) to be delivered in 2016.

The first of the two leased aircraft was delivered to the airline on June 28 this year in a colourful ceremony at the Airbus Delivery Centre in Toulouse, France.

Airbus' team, led by chief operating officer Tom Williams, handed over the twin-engine wide-body aircraft to the Ethiopian Group CEO, Tewolde Gebremariam. The second leased aircraft was due to be delivered as *African Aerospace* was going to press.

The 12 purchased Ethiopian A350s will start arriving in Addis Ababa in January 2017.

Ethiopian's A350 is powered by two huge Rolls-Royce Trent 1000 engines. The aircraft has 343 seats with 30 in business class. It has a wide cabin and a nine abreast seating configuration.

Airbus claims that the A350-900 burns 25% less fuel than previous generation aircraft, thus emitting less carbon.

Tewolde said that the A350 was a very good



aircraft. "It is fuel-efficient and environmentally friendly," he told a press conference in Toulouse.

The CEO said there was the probability that Ethiopian could order more Airbus aircraft. "We could order more A350-900s. We are also in the process of acquiring the A350XWB flight simulator," he said.

Ethiopian, the most profitable and largest airline in Africa, is also eyeing the A350-1000, an extended version of the aircraft, which Airbus is currently developing. The first flight of A350-

1000 is slated for end of this year.

At the same time, Ethiopian is also evaluating Boeing's B777x, which is also under development. "Let us face the reality – there is competition," Tewolde told reporters.

Captain Yohannes Hailemariam, Ethiopian's vice president flight operation, said the A350 was a very modern aircraft fitted with the latest technology to make the duties of pilots much easier.

According to Hailemariam, the wide cabin and modern air conditioning system make the



A day to celebrate for Ethiopian and Airbus as the first A350 XWB arrived at Addis. And once the cake was cut and the tour completed, it was back to business for the busy airline.



flight enjoyable. “The acquisition of this modern aircraft will help Ethiopian to offer an efficient and comfortable service to customers. It will enable us to be a preferred airline,” Hailemariam said.

Tewelde said that the Ethiopian A350-900 was the first for Africa and the first Airbus aircraft for Ethiopian, adding that it would take the African aviation industry to the next level in terms of actual benefit. “The A350 has a very good performance at high altitude and hot temperature airports. We have a unique airport

in Addis Ababa at 2,400 metres above sea level. It is a challenge for engines, it is a challenge for aircraft and the A350 is ready to take on that challenge.”

Tewelde added: “I think it is a win-win situation for all stakeholders and we are also equally excited to start a long relationship with Airbus,” he said.

Williams said Airbus was delighted to deliver the first Airbus aircraft to the carrier. “Ethiopian is one of the new brand leaders in Africa, not only in terms of a passenger airline

but also in associated fields like maintenance and repair, pilot training in many other aspects of the business. It is really a brand leader.

“Airbus sees a huge market opportunity in Africa. The growth potential in the coming years is enormous and we want to increase our footprint on the continent. I am very excited to see the A350 flying to new and different destinations. We are excited to see the A350 footprint expanding into another new continent,” he said.

Airbus has received 250 orders from Africa since 1974 and has delivered 199 aircraft to African customers. The European consortium says it has been making very significant inroads into the African aviation market with 25 new Airbus operators since 2010. Today, 30 African airlines operate 231 Airbus aircraft.

In 2015, Airbus achieved a 78% market share in terms of new aircraft sales in sub-Saharan Africa. Customers in the region account for 250 orders, while several other carriers operate leased or pre-owned Airbus aircraft.

This year is proving to be exciting for Airbus in Africa, with Cote d’Ivoire being the first airline on the continent to order the A320neo.

Later this year, RwandAir will take delivery of its brand new A330-200 and A330-300, followed

Continued on Page 20

CONTINUED FROM PAGE 19

by South African Airways, which will take delivery of the first of its five A350-300s.

Next year Air Mauritius will start operating the first of its six A350-900s.

Tewelde was asked why his airline, which has been operating a Boeing-only fleet, decided to switch to Airbus.

“When you evaluate a fleet, you first define the mission and then you define the right aircraft for the mission,” he said. “In this category we were looking for a next generation aircraft with 21st century aviation technology that could fly to the furthest possible point from Addis. We considered range and the optimal capacity for our demand. So, in that analysis, the A350 came right for the mission we defined.”

There is also another factor in the equation. Tewelde explained that fleet commonalty is important in the industry. “We had a concern not to diversify beyond the limit. But since we have been growing in the last 10 years and the fleet is about 80, it is right time for us to diversify because each fleet on its own will have enough economies of scale to justify the additional cost of training of pilots and technicians.”

Rolls-Royce executives say the Trent engine’s performance in Addis Ababa should be excellent. Kevin Evans, vice president customers, said the engine was designed for the altitude and temperature of the airport. The aircraft was designed to match the engine.

“So we are very confident in the product,” he added. “The engine has been in service in the Middle East in a very harsh environment and has been flying to different airports and it has performed very well. It has exceptional reliability so far so we are really pleased with the engine and it will do well with Ethiopian.”



Speaking of the African market, Evans said Rolls-Royce had been selling engines to African airlines and helping them since the 1950s. “We are really excited about the opportunities in the African market. The A350 will open up new routes because of its endurance. So now you can open new routes to North America and Asia. We are hoping to see more expansions and sell more engines,” he said.

Ethiopian’s new A350XWB dubbed ‘Semien Mountains’ (named after an exotic tourist attraction in northern Ethiopia) departed Toulouse on a ferry flight to Addis Ababa carrying an Ethiopian delegation, executives of Airbus, AerCap, Rolls-Royce and journalists to the delivery ceremony from Africa and Europe. After cruising at an altitude of 41,000 feet at average speed of 800km for six hours, Semien Mountains landed in Addis Ababa Bole International Airport on June 29 at 10am.

Tewelde said that the aircraft performed well beyond his expectations. “The cabin is very spacious and comfortable. The aircraft is very



Mesfin Tasew:
“We want Rolls-Royce to partner with us and support our growth.”

Rolling on to greater things...

British engine-maker Rolls-Royce was among those celebrating the arrival of the A350 with Africa’s most advanced airline.

Ethiopian now has one of the most modern fleets in the world and demonstrated this in July when, as well as taking delivery of the first Rolls-Royce Trent XWB-powered Airbus A350-900 to enter service in Africa, it also received its first Boeing 787 Dreamliner, powered by Trent 1000s.

For Rolls-Royce, July was a really significant month too, as it marked the beginning of a long-desired relationship with Ethiopian.

A total of 14 A350-900s are on order and there will soon be six Boeing 787s with Rolls-Royce engines in service. In addition, the Addis-based carrier has two 787-9s due to arrive in 2017 and a further two in 2018, all with Rolls-Royce engines.

The airline already has 787 Dreamliners in service with GE engines and, speaking at a dinner in Addis Ababa to mark the entry into service of the Rolls-Royce-powered aircraft, Peter Dunsford, SVP customers – Middle East & Africa for Rolls-Royce said: “You, (Ethiopian), now have the unique opportunity to compare and contrast the 787 aircraft powered by both engine options and we, Rolls-Royce, are delighted about that and are absolutely up for the challenge.”



Ethiopian’s relationship with Rolls-Royce is at an early stage. Apart from just three Boeing 757s with RB211-535s, which Ethiopian operated for five years and has recently phased out, it has not featured Rolls-Royce powered aircraft.

According to Mesfin Tasew, the airline’s chief operation officer: “The contact with Rolls-Royce really started when we ordered the A350-900s and since then it has grown. It increased substantially from last year when we decided to acquire the Boeing 787s with Trent 1000s. We have been working closely with Rolls-Royce people since then and so far it is going well, it is very smooth and we are very happy with the way we do business together.

“The trust is growing and that is important. That’s why we signed a TotalCare agreement on the Trent 1000 engines and we are in discussion at the moment on TotalCare for the Trent XWBs too.”

The relationship could be heading toward greater partnership and development at the Addis base, with emphasis on maintenance, repair and overhaul (MRO). “From our point of view, we want Rolls-Royce to partner with us and support our growth and do this on a trust and partnership basis. We want to continue to develop in-house capabilities and we believe Rolls-Royce can help with this,” Tasew said.

quiet. Airbus has delivered all what it has promised to us.”

Ethiopian has trained its pilots and technicians for its A350 fleet. So far, for the first two A350s, it has trained 16 captains and first officers for two months in Toulouse.

Captain Dawit Araya, who commanded the ferry flight, made history by becoming the first African pilot to fly the A350 to Africa. Four instructor pilots from Airbus, who will guide the Ethiopian pilots for the coming months, were also on board.

Airbus has opened a field office in Addis Ababa staffed by pilots, technicians and engineers that work on customer service.

Captain Araya, 36, a father of two, said the flight was smooth and exciting. “It is the most advanced aircraft. It excels over all the other aircraft in service,” he said. “The cockpit is very advanced and pilot friendly. It is also very comfortable for passengers. It is the quietest aircraft. It reduces fatigue on long-haul routes because of the sophisticated cabin air conditioning system. It is also very fast. Since it is fuel-efficient, it enables the airline to minimise costs.”

Airbus executives were excited by the ferry flight. “It was a super flight,” said Fouad Attar, managing director Airbus Middle East. “It was quiet. We were flying at 41,000 feet but we felt like we were on 6,000 feet. The aircraft has a very nice configuration. The Ethiopian crew made us feel at home,”



Attar said Airbus would continue working with the management of Ethiopian in the development of the fleet. “We will work with them trying to offer the best product, the most efficient aircraft. Of course, the A350 is the future of Ethiopian.”

The Ethiopian A350-900 made its first commercial flight to Lagos, Nigeria in the first week of July. The aircraft is currently serving the Lagos and Dubai routes.

Tewelde said that when Ethiopian receives its second A350 it would deploy both aircraft on its Addis Ababa London route. “When we receive more of our A350s we will deploy them on our US and China routes,” he added.

Launched in late 2006, the Airbus A350XWB challenges both the Boeing 787 Dreamliner and the Boeing 777. Qatar Airways was the launch customer.

Airbus has delivered 26 A350-900s to Qatar Airways, Vietnam Airlines, Finnair, TAM, Singapore Airlines and Cathay Pacific.

Following Ethiopian, Air Mauritius will be the second African carrier to operate the A350-900 in 2017.

The Airbus global market forecast predicts that passenger traffic from and to Africa will increase by 5.6% yearly over the next 20 years and African carriers will need 1,130 new passenger and freighter aircraft to meet this demand.

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In addition, our Trent 1000 has won 60% of the engine competitions on the Boeing 787 Dreamliner in the past six years - it's already the most reliable engine on the Boeing 787 and was the first to power both the -8 and -9 versions of the aircraft into service. And it doesn't stop there, the latest Trent 1000 TEN will bring even further efficiency benefits for operators.

It's easy to see why more and more fans are choosing more and more Rolls-Royce fans.



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*With a little help from Air France, Congo Airways is mapping out a safer future for the Democratic Republic of the Congo's notoriously deadly skies. **Martin Rivers** spoke to deputy chief executive Jerome Maillet about the one-year-old flag-carrier's progress.*

DRC flag-carrier waves goodbye to the past

«Un adieu au passé pour le porte-drapeau de la RDC » – Page 24

In June, Congo Airways became the first airline registered in the Democratic Republic of the Congo (DRC) to be granted an internationally recognised air operator's certificate (AOC). The flag-carrier now plans to launch regional flights in the fourth quarter, expanding beyond its existing domestic footprint.

The fact that DRC's Civil Aviation Authority (CAA) previously lacked the technical expertise to issue AOCs – one of its core regulatory functions – speaks to the deficiencies and safety lapses that have long dogged the country. There have been at least 24 aircraft crashes in the DRC since the turn of the decade, claiming 167 lives and dragging down Africa's overall air safety record.

Yet, despite being notorious for lax standards, the continent's second-largest country remains a hugely attractive aviation market – boasting territory the size of Western Europe, a population of 85 million, and an average economic growth rate of 8% per year.



Having been set up with help from Air France Consulting, state-owned Congo Airways is now leading the charge to unlock the sector's true potential.

The flag-carrier began operations in October 2015 and has, to date, received \$100 million of start-up capital from the government, most of which went on acquiring two Airbus A320s and two Bombardier Dash 8 Q400s. As well as reforming DRC's tainted reputation overseas, management is confident that it can usher in a new era of prosperity at home.

"We are at the right moment really to grow this airline, and to turn a page from the past," explained Jerome Maillet, Congo Airways deputy chief executive and accountable manager. "We have the strong fundamentals, we know where we want to go, and the idea is just to execute. Our issue, as with any start-up, is having perfect execution."



Congo Airways presently flies between eight domestic points: capital city Kinshasa, Goma, Kananga, Kindu, Kisangani, Lubumbashi, Mbandaka and Mbuji-Mayi. Both A320s and one Q400 are based in Kinshasa in the west, while the second Q400 operates from Goma in the east.

Negotiations over an order for "several brand new" narrow-bodies have reached an "advanced" stage, with the aim being to deploy 10 single-aisle aircraft by the end of the decade. Fleet commonality will be preserved in order to keep cost and complexity low, though management does not rule out acquiring some stretched A321s.



Asked about planned route launches, Maillet said that Johannesburg in South Africa and Luanda in Angola would become the first international destinations in December. Other regional points being considered include Pointe Noire in Congo-Brazzaville, Douala in Cameroon, and Libreville in Gabon. Domestic expansion will, meanwhile, focus on four cities: Bunia, Kalemie, Bukavu and – pending upgrades to fire-fighting equipment at its airport – Gemena.

"Domestic is a big market for us. We have sectors of more than one-and-a-half hours, so when we say domestic it's like regional for other carriers," he affirmed.

"But it helps because that's good for the economics of the airline. Usually domestic routes are really loss-making. This is not the case in this country. The domestic routes are a foundation to build a sustainable operation and that will help us go outside, internationally and regionally."

Despite the attractive yields on offer for many internal DRC routes, Congo Airways is exercising caution before entering new markets. The allure of profits has, at times, prompted questionable decisions by its local rivals, compromising safety standards and ultimately costing lives.

"The mandate we have is really to work on safety, which is the core of any airline," Maillet stressed. "It means a lot in the DRC because, unfortunately, the country has been plagued by poor accident statistics. We have been working very hard to raise the standards."

Mbuji-Mayi in south-central DRC is one macabre case study. Last December, Congo Airways suspended A320 flights to the city after its inspectors determined that the airport runway was poorly maintained.

Other airlines failed to follow suit – lacking any instructions from the CAA – and within days a fatal incident had occurred. An A310 freighter overshot Mbuji-Mayi's runway on Christmas Eve, ploughing into nearby houses and killing eight people. The disaster came just four months after a Boeing 737-300 operated by Korongo Airlines,



“We are at the right moment really to grow this airline, and to turn a page from the past.”

JEROME MAILLET

the now-defunct local partner of KLM, was damaged by loose tarmac slabs at the same airport.

“The CAA said you can go [and operate the route] but we said we are not happy,” Maillet recalled.

“Now we have resumed this destination thanks to the Q400, but we don’t want to place a narrow-body into this city. Our competitor [FlyCAA] continues to fly there [with A320-family jets], and we have nothing to say about it. What we care about is that we did our analysis and we decided it was not as per our standards. We lost money not flying, of course, but we were very happy because we could demonstrate it’s not just words when we say we place safety as our core value.”

A similar story is unfolding in Gemena, where the “totally crazy” yields on offer have failed to overshadow management’s concerns about fire-fighting equipment.

“Others are flying; they are very happy, fully booked,” Maillet shrugged. “Fair enough, good for them. But that is not how we want to play. This [safety-conscious approach] is the vision of the chief of state; it is the vision of the prime minister. It serves Congo Airways, it serves the CAA, it serves the country, and it serves to bring back credibility and respectability.”

□□□□□

Congo Airways can afford to take the high ground over such matters thanks to its financially strong shareholder, but Maillet knows that the government will not be writing large cheques forever.

To the contrary, officials are already talking to prospective investors about a 20-25% part-privatisation of the flag-carrier. Ethiopian Airlines boss, Tewolde Gebremariam, has publicly announced his involvement in the process. The Addis Ababa-based airline previously planned to establish a subsidiary in DRC, building on a regional partnership strategy that

Continued
on Page 24

CONTINUED FROM PAGE 23

has seen it acquire stakes in Togo's Asky Airlines and Malawian Airlines.

Maillet declined to comment on specific negotiations but confirmed that "major players in the industry" are engaged with the government. African and Middle Eastern investors have shown the most interest, he said, while Asian entities are also in the running. Air France has ruled out buying equity in Congo Airways.

With political interference an endemic problem across Africa, the deputy chief executive praised Kinshasa's "hands-off" approach to management. "The Government understands it is not its job to run an airline," he stressed. "It wants private eyes to oversee and conduct the strategy."

One way of underlining this commercial mind-set is demonstrating that the political class receives no special treatment from the flag-carrier.

"Everyone pays. All ministers pay, all government members, senators, parliament members – they all pay for their tickets," Maillet enthused. "And if they are late, they don't board. We've had stories like that – at minister level – where we said 'no' and we closed the door. This is absolutely key to the success of any airline, and it is one of the things usually said about Ethiopian Airlines: [that there is] no interference."

Kinshasa's appetite for an efficient, transparent and open civil aviation market is evident in other ways. Whereas many African flag-carriers lobby for protectionism in the form of restricted traffic rights – a regressive strategy that keeps them in business, but only by preserving high ticket prices – Congo Airways has a clear mandate to boost affordability.



The Government understands that lower fares will "democratise" air travel in the country, in turn catalysing price-sensitive demand and accelerating economic growth.

"Really, to unlock the potential and to tap into the mass market, we need to decrease the yields," Maillet affirmed. "And that's what we are going to do as we grow the fleet size, as we reach critical mass. We want reasonable fares. We are not going to take advantage of monopoly."

In tandem with the domestic and regional expansion, Congo Airways is also working on a "standalone project" to launch wide-body flights by 2018. Talks are under way with Boeing, Airbus and several lessors about the induction of two long-range aircraft for flights to Europe, the Middle East and Asia. Maillet identified Kinshasa-Dubai-Guangzhou as "very probably" one of the inaugural routes, while the wide-bodies would also be deployed to one unspecific African destination.

However, expansion into Europe will not be as straightforward. DRC is currently listed in annex A of the European Union's air safety list, meaning that all operators registered in the country are banned from EU skies.

The hope is that Congo Airways can secure an exemption from the blacklist by being re-designated in annex B – the same mechanism that allows TAAG Angola to fly to Portugal in spite of its home nation's ban.

The first step towards reassuring Brussels will be passing the International Air Transport Association (IATA) operational safety audit (IOSA) – the global benchmark for aviation safety compliance – which Maillet expects to happen in January 2017. Congo Airways will then seek EU recognition as an approved third country operator (TCO) by the second quarter, paving the way for route launches to the continent.

If this is successful, Air France will ultimately deserve much of the credit. Its consultancy division was responsible for drafting the initial business plan – at the time recruiting Maillet as a freelancer – while its maintenance unit, Air France Industries, still supports the flag-carrier on a daily basis.

The International Civil Aviation Organisation (ICAO), the aviation body of the United Nations, is now assisting with broader efforts to reform the DRC's safety culture. ICAO personnel visited Kinshasa in May to finalise preparations for a "safety oversight capacity-building project" funded by the World Bank.

"The project will involve a review of the DRC's aviation legislative framework, its CAA's structure and organisation, and training needs for technical personnel with safety oversight functions," a spokesman for the UN agency said.

If the multi-pronged reforms fail to secure EU access for Congo Airways, Maillet said the company would consider wet-leasing wide-bodies from an approved operator. ECAir, the flag-carrier of Congo-Brazzaville, has adopted that strategy by sub-contracting Switzerland's PrivatAir to serve Paris with a 767-300ER. But the partnership model is costly and lacks prestige when compared with deploying your own metal.

With a growing reputation, a financially stable government shareholder, and an extensive network of foreign support, doors are also opening for Congo Airways to engage global aircraft financiers.

"It is true that, when we started, no lessors wanted to talk to us," Maillet smiled. "This is why we decided to go down the acquisition path. Now, we have many lessors talking to us."

SOMMAIRE

UN ADIEU AU PASSÉ POUR
LE PORTE-DRAPEAU DE LA RDC

Congo Airways trace un avenir plus sûr dans le ciel de la République démocratique du Congo (RDC). Martin Rivers fait le point avec Jérôme Maillet, son directeur général adjoint.

Congo Airways est devenue en juin dernier, la première compagnie aérienne enregistrée en RDC avec l'obtention de son certificat AOC. Il manquait en effet l'expertise technique nécessaire à l'aviation civile du pays pour le délivrer. Ces lacunes en matière de sûreté ont longtemps affecté le pays. Il y a eu au moins 24 accidents (faisant 167 victimes) en RDC depuis le début de la décennie.

Pourtant, la RDC dispose d'un marché aérien très attractif avec une population de 85 millions d'habitants et un taux de croissance de 8% en moyenne par an. Avec le concours d'Air France Consulting, Congo Airways cherche maintenant à exploiter le véritable potentiel du transport aérien.

La compagnie nationale a débuté ses opérations en octobre 2015 avec un capital estimé à 100 millions de \$, principalement destiné à financer l'acquisition de deux Airbus A320 et deux Q400 de Bombardier. Des négociations pour l'achat de nouveaux avions de type monocouloir sont à un stade avancé, l'objectif étant de déployer dix avions de ce modèle d'ici la fin de la décennie.



Congo Airways compte aujourd'hui huit destinations dans son réseau domestique. Selon Jérôme Maillet, Johannesburg et Luanda seront les premières destinations internationales en décembre prochain. D'autres destinations régionales comme Pointe Noire, Douala et Libreville sont envisagées. L'expansion du réseau domestique se fera sur quatre villes : Bunia, Kalemie, Bukavu et Gemena.

En dépit des marchés attrayants, Congo Airways

souhaite faire preuve de prudence avant de pénétrer de nouveaux marchés. L'attrait des profits aurait poussé des compagnies rivales à faire des compromis autour des normes de sûreté. « Le mandat que nous avons est de travailler d'abord sur la sûreté ». Congo Airways peut pleinement s'y consacrer avec l'appui financier de son actionnaire.

Jérôme Maillet est également conscient que son actionnaire ne fera pas de gros chèques ad vitam aeternam. Les autorités parlent déjà d'investisseurs potentiels via une privatisation de la compagnie à hauteur de 20 à 25%. Tewolde Gebremariam, le patron d'Ethiopian Airlines, a annoncé publiquement son implication dans le processus. Selon Jérôme Maillet, « des investisseurs africains et du Moyen-Orient ont montré le plus grand intérêt ».

Congo Airways étudie également un projet de lancement des vols long-courriers en 2018. Les discussions sont en cours avec Boeing, Airbus et plusieurs loueurs pour la mise en service de deux avions.

Cependant, ce développement ne sera pas aussi simple. La RDC est actuellement inscrite à l'annexe A de la liste de sûreté de l'UE. Il s'agira de rassurer Bruxelles pour obtenir une exemption et décrocher la certification IOSA (en principe en janvier 2017). Congo Airways pourra alors demander la reconnaissance de l'UE en tant qu'opérateur agréé « TCO ».

Même si l'Afrique regorge d'exemples de compagnies nationales ayant échoué, Congo Airways a réalisé des progrès impressionnants au cours de sa première année d'exploitation, ouvrant la voie à un avenir durable et rentable.

Il s'agit juste de reconquérir le marché.



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ALLEYES ON SURVIVAL

Victoria Moores caught up with African Airlines Association (AFRAA) secretary general, **Elijah Chingosho**, ahead of this year's annual general assembly (AGA), which will be held on November 20-22 in Victoria Falls, Zimbabwe. Here's how the conversation went:

«Gérer la survie et la relance » – Page 28

■ **What can we expect from this year's AGA?**

The theme is 'managing the survival and market recovery of African airlines' and we are expecting over 400 delegates from more than 50 countries. African airline leaders are expected to highlight the need to work closely to make travel across the continent seamless and affordable and they will be calling for unrestrained intra-Africa market access, regulatory alignment among African states and an even playing field that encourages fair competition.

■ **What else will be discussed?**

African airlines are expected to deplore the blocking of funds in some states, which is negatively affecting cash flow and operations. They will also reaffirm the need to be more aggressive and innovative in service delivery, while managing their costs.

Continued
on Page 28

CONTINUED FROM PAGE 27

The high cost of operations makes African airlines less competitive. We are concerned about high passenger taxes, charges and fees, above average fuel prices and poor infrastructure at several airports, especially for transit passengers.

Although safety is improving significantly, the assembly is expected to reaffirm the need to redouble efforts to bring safety standards to global levels.

We will also elect the AFRAA executive committee, which has oversight responsibility for the association and the president.

The host of the 2017 AFRAA AGA will also be announced.

■ Can you give some more details on the blocked funds issue?

Among the reasons for the blocked funds is the lack of availability of foreign currency, especially in countries that depend on oil revenues that have been negatively affected by the continued low global oil prices.

These states, which include Angola, Egypt, Nigeria and Sudan, have more than \$1.4 billion of blocked airline funds as of June 2016.

In the case of Sudan, the situation is compounded by sanctions. The inaccessibility of these funds is creating cash-flow problems, affecting mainly African carriers. The lack of foreign currency is also causing the local currency to depreciate rapidly, eroding the value of sales in the affected states.

Some service providers, such as fuel suppliers,

ground-handling and catering companies, are demanding that payment be made in hard currency.

■ What has changed since the 2015 AFRAA AGA in Brazzaville?

The west African countries of Guinea, Sierra Leone and Liberia, which had been battling Ebola since its outbreak in Guinea in December 2013, brought the epidemic to an end. Airlines that had stopped operating to the regions were able to resume operations, helping the affected countries start their economic recovery.

Since Brazzaville, we were also able to look at the safety statistics for 2015. There were 19 fatal airline accidents worldwide in 2015 with 580 fatalities. Two of these were in Africa, with 53 fatalities, which is the lowest rate for a long time. This is down from 24 fatal airline accidents in 2014, with 991 fatalities, of which seven were in Africa with 125 fatalities. This shows that the various efforts to enhance the safety culture are yielding positive results.

■ How are things progressing towards liberalisation?

Three more states – Ghana, Namibia and Sierra Leone – have been added to the original 11 that declared their commitment to immediately and unconditionally fully implement the Yamoussoukro Decision. The 14 states are Benin, Cape Verde, Egypt, Ethiopia, Ghana, Ivory Coast, Kenya, Namibia, Nigeria, Republic of Congo, Rwanda, Sierra Leone, South Africa and Zimbabwe.

It is expected that, by the end of 2016, more than 20 states constituting over 90% of all air traffic in the African continent, will have declared their commitment to full liberalisation of African skies.

These developments have been complemented by more states removing non-physical barriers, such as visa requirements.

Currently, 13 states, including Ghana, Mauritania, Seychelles and Rwanda, are allowing citizens from all African countries who need a visa to obtain it at the port of entry. Other countries, like Mauritius and Zimbabwe, with more in the pipeline, have significantly increased the number of countries for which visa requirements are relaxed.

■ How are Africa's airlines doing?

Some African airlines continue to make major strides in modernising their fleets, helping to connect Africa together and with the rest of the world.

Ethiopian Airlines took delivery of the first of 14 Airbus A350XWBs on June 28, making it Africa's first operator of the type.

Another significant development is Royal Air Maroc launching services between Nairobi and Casablanca, which is the first service linking east and southern Africa with the Maghreb region of north and west Africa.

■ And how are things looking financially?

The situation in Africa is in stark contrast to global trends. According to the International

SOMMAIRE

GÉRER LA SURVIE ET LA RELANCE

Le secrétaire général de l'AFRAA, Elijah Chingosho, a présenté, à African Aerospace, les grandes lignes de l'assemblée générale annuelle de l'association. Elle est prévue du 20 au 22 novembre à Victoria Falls, au Zimbabwe.

Les 400 délégués représentant plus de 50 pays vont réfléchir comment « gérer la survie et la relance des compagnies aériennes africaines ».

Leurs dirigeants devraient souligner la nécessité de collaborer étroitement pour rendre les vols à travers le continent « abordables et irréprochables ». Ils vont réclamer un accès illimité au marché intra africain, un ajustement des réglementations entre les États africains et davantage d'équité pour encourager une concurrence saine.

Parmi les autres sujets prioritaires : la nécessité d'être plus agressif et novateur et de baisser les coûts d'opération, les impôts élevés, les charges, le prix du carburant et le manque d'infrastructures dans plusieurs aéroports.

■ UNE CULTURE DE SÛRETÉ

« Bien qu'il y ait une amélioration significative au

niveau de la sûreté, l'assemblée devrait réaffirmer l'importance de redoubler d'efforts pour atteindre les normes de sécurité internationales. »

Il y a eu 19 accidents d'avion mortels dans le monde en 2015, avec 580 décès. Deux eurent lieu en Afrique, avec 53 décès, soit le taux le plus bas depuis longtemps. « Cela montre que les divers efforts visant à renforcer la culture de sûreté donnent des résultats positifs. »

■ LA LIBÉRALISATION

« D'ici fin 2016, plus de 20 États représentant plus de 90% du trafic aérien sur le continent africain, auront déclaré leur engagement pour une libéralisation totale de l'espace aérien africain. » A ce jour, 14 États se sont engagés à mettre en œuvre immédiatement et pleinement sans condition la Décision de Yamoussoukro.

■ ÉTAT DE SANTÉ

« Certaines compagnies aériennes africaines continuent de faire d'énormes progrès pour moderniser leurs flottes, connectant ainsi l'Afrique au reste du monde. » Ethiopian Airlines a ainsi pris livraison du premier des 14 Airbus A350XWB le 28 juin dernier. Un autre développement significatif est la desserte Nairobi-Casablanca par Royal Air Maroc. C'est le premier service reliant l'Afrique orientale et australe avec la région du Maghreb et l'Afrique occidentale.

Sur le plan financier, Elijah Chingosho estime que la situation en Afrique représente un contraste frappant avec les tendances mondiales. Selon l'IATA, les compagnies aériennes africaines ont enregistré une perte record de 700 millions \$ en 2015. Les pertes devraient atteindre 500 millions \$ en 2016.

« Les raisons de cette mauvaise performance incluent une concurrence intense sur les routes long-courriers avec les pays européens, ceux du Moyen-Orient et les transporteurs asiatiques, le fait que le ciel africain ne soit pas complètement libéralisé pour les opérateurs africains, les fonds bloqués, les coûts élevés et des infrastructures inadéquates dans plusieurs états. »

D'autre part, les compagnies aériennes qui avaient

Air Transport Association (IATA), African airlines made a record loss of \$700 million in 2015, which is expected to be followed by another significant loss of \$500 million in 2016.

IATA forecasts capacity growth of 5.3%, which is greater than the demand growth of 4.5%. The reasons for this poor performance include intense competition on long-haul routes with European, Middle East and Asian carriers, the lack of full liberalisation of African skies for African operators, blocked funds, high costs due to some governments viewing air transport as a preserve for the rich, and inadequate infrastructure in several states.

■ What major projects are AFRAA currently working on?

The AFRAA secretariat embarked on a project to attain ISO 9001:2008 certification in late 2014 and it was granted in early 2016. AFRAA has called upon all airlines in the continent to obtain IATA operational safety audit (IOSA) registration,

so it makes sense for the association to have its equivalent of IOSA. AFRAA is the only airline association with this prestigious award. We are now working towards the ISO9001: 2015 certification.

Projects that AFRAA is currently implementing for its members include: a fuel-purchasing project, ground-handling cooperation, network coordination and harmonisation, training initiatives, as well as our cargo task force.

■ Can you give more information on the fuel project?

The AFRAA fuel-purchasing project was launched in 2011. The objective is to reduce fuel purchase costs through joint bidding and joint negotiations with fuel suppliers to get savings through economies of scale. In turn, the fuel suppliers benefit from greater volumes. The group facilitates the fuel purchases by direct negotiations at stations where the market is monopolistic.

Fuel prices in Africa are well above global

procurement of ground-handling services at selected airports through a joint tender process, lobbying efforts to open up markets in monopolistic stations and reduce high charges, training and capacity building, implementation of IATA ground operational manual (IGOM) to achieve standardisation, consistency and best recommended practices, and encouragement of ground-handling companies to implement the IATA safety audit for ground operations (ISAGO).

■ What work are your members doing on network cooperation?

AFRAA launched the network coordination project in 2014 to strengthen the competitive position of member airlines through network coordination, harmonisation and optimisation. The route network coordination committee studies airlines' route networks in Africa to facilitate connectivity and help align schedules. It identifies routes with growth potential that are inadequately served, rationalises airline networks to stimulate additional traffic and improves flight connectivity to minimise or eliminate long transit times. This project facilitates airlines' commercial cooperation.

■ Why is AFRAA involved in training?

AFRAA has a training unit that provides high-quality and cost-effective training to African aviation entities. AFRAA recognises that training and human resource development are critical to ensure that the African airline industry adheres to industry best practices in safety, security, operations, aircraft maintenance activities, as well as effective commercial and managerial/leadership skills.

To this effect, the AFRAA training unit is spearheading this by carrying out critical common and cooperative human development activities.

Training cooperation ensures that there is provision of high-quality and affordable training in all areas of airline operations. AFRAA holds seminars and workshops to update stakeholders on the latest developments in areas ranging from safety management systems, aero-political developments and information communication technology. Highly qualified and experienced instructors conduct the training.

■ Is your activity in cargo a new development?

The airfreight sector of airline business often does not receive the attention it deserves and, thus, most African airlines are missing significant opportunities to enhance their revenues.

To help alleviate this challenge, a cargo taskforce was established this year to identify common projects for the freight business.

AFRAA has one dedicated cargo airline member, namely Astral Aviation, which is based in Nairobi, Kenya. Because of its specialised expertise, Astral Aviation is championing this project and, by next year, we should be able to identify a joint project for airlines to reduce costs and/or to increase revenues.



cessé leurs dessertes dans les pays ouest-africains en raison du virus Ebola ont repris leurs activités, ouvrant la voie à une reprise économique.

■ LES PROJETS AFRAA

L'association a lancé un appel à toutes les compagnies aériennes sur le continent pour qu'elles aient la certification IOSA. Parmi les projets que l'AFRAA met actuellement en œuvre pour ses membres : un projet d'achat de carburant, la coopération de manutention au sol, la coordination du réseau et l'harmonisation, la formation/le développement des ressources humaines ainsi que le groupe de travail sur le fret aérien.

Depuis 2014, l'AFRAA a constitué un réseau afin d'identifier des routes avec un potentiel de croissance en Afrique pour aligner les horaires, réduire la durée de transit, faciliter la connectivité et dynamiser le trafic aérien.

standards due to high taxes, fees and charges that are imposed at several stations in Africa, often in a non-transparent manner and not following International Civil Aviation Organization (ICAO) stipulations.

AFRAA, complementing the work of the fuel project, also campaigns against high fuel taxes and charges at specified stations. We join forces with our colleagues in IATA, as well as airline associations in the area, whose members may or may not be AFRAA members.

■ And ground-handling?

The AFRAA project was launched in 2014 to facilitate ground-handling cooperation among airlines and come up with cost-effective common solutions to address some of the challenges that they face. The project's activities include joint

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THE NEW SPIRIT OF AFRICA

A STAR ALLIANCE MEMBER



Air Côte d'Ivoire a passé une commande de deux A320neo et deux A320 en avril 2016 et d'un Airbus A320neo supplémentaire au dernier salon de Farnborough. La compagnie nationale ivoirienne devient ainsi la première compagnie africaine à commander l'A320neo. René Décurey, le directeur général d'Air Côte d'Ivoire, aborde sa stratégie de développement avec Vincent Chappard.

Air Côte d'Ivoire en quête de croissance

«Côte d'Ivoire looks for a growth» – Page 32

La commande de l'A320neo démontre la volonté d'Air Côte d'Ivoire d'accélérer sa croissance en Afrique occidentale et centrale. Durant ces dernières années, Air Côte d'Ivoire a triplé le nombre de ses passagers grâce à sa nouvelle flotte d'avions. La compagnie a transporté 400 000 passagers en 2014, 600 000 en 2015 et vise 700 000 passagers en 2016.

La flotte de la compagnie comprend aujourd'hui 9 avions dont 4 A319 et 1 A320 en contrat de leasing et 4 Bombardiers Q400. Elle a réceptionné son quatrième Bombardier Q400 en avril dernier.

Selon le général Abdoulaye Coulibaly, président du conseil d'administration de la compagnie, « ces avions neufs vont permettre à Air Côte d'Ivoire de se positionner comme une compagnie phare de la région ».

Air Côte d'Ivoire a été créée en 2012 sur les cendres d'Air Ivoire qui a connu de multiples turbulences et des difficultés financières. A la tête de la nouvelle compagnie depuis sa création, René Décurey. Ce natif de Suisse n'est pas un novice en Afrique puisqu'il a été entre autres le responsable de l'Aviation en Afrique pour le fonds Aga Khan pour le développement économique.

Depuis sa création, la compagnie a fait du chemin. Elle prépare maintenant l'arrivée de l'A320neo au sein de sa flotte. Une première en Afrique. La première livraison est prévue pour juillet 2017.

« Air Côte d'Ivoire veut faire la différence sur le continent africain avec ses avions neufs de dernière génération », affirme René Décurey, directeur général d'Air Côte d'Ivoire.

Pourquoi le l'A320neo ? Parce qu'il est « économique », a « plus d'autonomie » et est approprié pour desservir les routes du réseau d'Air Côte d'Ivoire.

Air Côte d'Ivoire compte ainsi résoudre deux contraintes majeures auxquelles est confrontée l'Afrique : la maintenance et le prix du carburant. Selon René Décurey, la maintenance est un enjeu majeur surtout la disponibilité des pièces de rechange. Il faut au minimum 24 heures pour réceptionner une pièce

Continuer à
la page 32



“Nous sommes pratiquement la seule compagnie en Afrique de l'Ouest à proposer à nos passagers un aller-retour dans la même journée.”
RENÉ DÉCUREY

SUIVE DE LA PAGE 31

commandée et qui doit forcément arriver d'Europe. Chaque problème technique devient donc problématique.

« Nous avons un partenariat avec Air France pour la MRO (nldr : Air France détient également 11% du capital de la compagnie ivoirienne) et bénéficions d'un vol quotidien de la compagnie française sur Abidjan. Concernant le prix du kérosène, nous avons négocié à Abidjan un tarif intéressant pour toutes les compagnies. Air Côte d'Ivoire paye par exemple 2,5 fois plus cher le prix du carburant sur certaines destinations de son réseau. »

C'est pourquoi Air Côte d'Ivoire a opté pour « une flotte fiable et avec une faible consommation, c'est-à-dire des avions neufs de dernière génération » comme le souligne René Décurey.



Ces nouveaux avions viendront renforcer le réseau de la compagnie. Elle dessert à ce jour 19 destinations régionales situées en Afrique de l'Ouest et Centrale (Abuja, Accra, Bamako, Brazzaville, Conakry, Cotonou, Dakar, Douala, Freetown, Kinshasa, Lagos, Libreville, Lomé, Monrovia, N'Djamena, Niamey, Ouagadougou, Pointe Noire et Yaoundé) et 5 routes domestiques (Abidjan, San Pédro, Man, Bouaké, Korhongo, Odienné).

Air Côte d'Ivoire a inauguré en avril 2016, la route Abidjan/Abuja avec trois vols hebdomadaires. René Décurey a également confirmé à African Aerospace l'ouverture de trois nouvelles routes avant fin 2016 à savoir Bangui, Nouakchott et Luanda.



Air Côte d'Ivoire mise également sur la souplesse de son réseau. Selon René Décurey, la compagnie a mis en place deux vagues de transit par jour sur son hub d'Abidjan, une première vers l'Afrique de l'Ouest et une seconde vers l'Afrique centrale. Le réseau fonctionne de manière à effectuer des allers - retours dans un délai assez court. « Nous sommes pratiquement la seule compagnie en Afrique de l'Ouest à proposer à nos passagers un aller-retour dans la même journée. [...] Nous comptons augmenter les fréquences sur nos destinations. »

Pour soutenir cette croissance, Air Côte d'Ivoire projette de financer l'acquisition de ses nouveaux avions grâce à ses fonds propres. Elle compte également sur ses actionnaires pour assurer et pérenniser ses projets futurs.

La compagnie va être progressivement recapitalisée d'ici 2018 pour atteindre un capital de 250 millions de dollars (110 millions à ce jour).

Air Côte d'Ivoire n'est pas encore en partage de codes avec d'autres compagnies, n'ayant pas encore de certification IOSA. Cependant, René

Décurey nous a confirmé que la compagnie a eu récemment un audit final et devrait obtenir la certification IOSA vers fin octobre 2016.

Elle pourra ensuite entamer des discussions avec d'autres compagnies aériennes en particulier avec des compagnies de l'alliance Skyteam. « Il faut d'abord consolider le réseau actuel avant de penser à de nouvelles routes ».

L'heure est maintenant à la consolidation de ses assises. Air Côte d'Ivoire choisit ainsi une approche pragmatique pour réaliser son ambition de consolider sa position dans la région.

« Nous évoluons dans un environnement très libéralisé, voire trop libéralisé. Nos marchés sont compacts et modestes en Afrique de l'Ouest », soutient René Décurey. « Cela crée des problèmes de viabilité pour certaines compagnies qui n'ont pas la taille critique. »

Mais la confiance est de mise. La compagnie veut prendre une part du marché en croissance dans la région en capitalisant sur sa gestion, ses investissements et le développement de son réseau.

SUMMARY

CÔTE D'IVOIRE LOOKS FOR A GROWTH SPURT

Earlier this year, Air Côte d'Ivoire placed an order with Airbus for three A320neos and two A320s, the Ivorian national airline becoming the first African airline to order the A320neo.

CEO, René Décurey, explained that this demonstrated the airline's commitment to accelerate its growth in western and central Africa, which has already resulted in it tripling passenger numbers over the past three years.

The airline's fleet now comprises four A319s, one A320 and four leased Bombardier Q400s. The first A320neo is scheduled for delivery in July 2017.

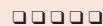
Air Côte d'Ivoire was established in 2012 and Swiss-born Décurey has headed the company ever since. He has considerable experience of working in Africa as he was involved with the 'Aviation in Africa' project, part of Aga Khan's Fund for Economic Development.

According to Décurey, the A320neo is economic and ideal for operating airline's routes. Air Côte d'Ivoire has, thus, attempted to solve two major constraints of flying around Africa – maintenance and fuel prices.

According to Décurey, maintenance is a major issue as spare parts can take at least 24 hours to arrive, meaning that even a relatively simple technical problem can result in an aircraft-on-ground (AOG) situation.

The carrier has a partnership with Air France for maintenance, repair and overhaul (MRO). The French company also holds a 11% stake in the airline.

Air France flies daily to the capital, Abidjan, where aviation fuel costs are, on average, two-and-a-half times less than at some other network locations.



These new aircraft will strengthen the company's network that comprises 19 regional destinations located in west and central Africa – Abuja, Accra, Bamako, Brazzaville, Conakry, Cotonou, Dakar, Douala, Freetown, Kinshasa, Lagos, Libreville, Lomé, Monrovia, N'Djamena Niamey, Ouagadougou, Pointe Noire and Yaoundé – and

domestic routes including Abidjan, San Pedro, Man, Bouake, Korongo, and Odienné.

The Abidjan/Abuja route opened earlier this year with three weekly flights.

Decurey confirmed that the airline would open three new routes, to Bangui, Nouakchott and Luanda, before the end of 2016.

Air Côte d'Ivoire also considers network flexibility to be vital, setting-up two daily transit waves at its Abidjan hub – the first to west Africa and a second to central Africa – making it practically the only airline in west Africa to offer passengers a return trip in the same day.

To support this growth, Air Côte d'Ivoire plans to finance the acquisition of the new aircraft through its own, and its shareholders', funds.

Once the airline receives its International Air Transport Association operational safety audit (IOSA) certification, hopefully this autumn, it is intended to pursue codeshare arrangements both in the region and elsewhere in the continent through its links with the SkyTeam Alliance through its partner and shareholder, Air France.

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PROPELLING THE NEXT CONNECTION

Alliance Vanille: un parfum d'avenir

Le Comité de Décision de l'Alliance Vanille a annoncé en juin dernier des avancées dans la coopération entre les compagnies de l'océan Indien.

Vincent Chappard s'est entretenu avec Marie-Joseph Malé, Président de l'Alliance Vanille et d'Air Austral, sur les progrès effectués et en particulier sur la mise en place du Pass Vanille qui sera officiellement lancé en octobre prochain à l'île Maurice.

Un an après sa création, les responsables de l'Alliance Vanille qui regroupent les dirigeants de la Commission de l'Océan Indien (COI), d'Air Austral, d'Air Madagascar, d'Air Mauritius et Air Seychelles ont pris des mesures importantes pour « créer de véritables synergies » et apporter « des améliorations concrètes pour le client ».

Cette dynamique a été consolidée par deux événements importants. Le premier, la sortie effective d'Air Madagascar de l'annexe B de l'Union européenne et le second, l'entrée de la compagnie Inter Iles Air (Union des Comores) en tant qu'observateur. Son directeur général, Seffoudine Inzoudine souhaite développer les activités de la compagnie au niveau régional.

La priorité des quatre compagnies aériennes a été, dans un premier temps, la mise en place d'un socle multilatéral pour assurer un fonctionnement efficace et durable. Des groupes de travail ont été créés sur plusieurs thématiques suivantes : la recherche de formules tarifaires attractives pour les passagers, la connectivité des programmes, l'optimisation des partenariats pour multiplier les destinations offertes aux passagers et la mise en commun de moyens (flotte et équipements aéroportuaires).

« La Vanilla Alliance aide au développement du trafic aérien dans l'océan Indien », affirme Marie-Joseph Malé. « Le trafic aérien se porte bien globalement tout comme les économies même si celles-ci ne sont pas florissantes. »

La situation des compagnies s'est améliorée grâce à une meilleure conjoncture internationale, une meilleure attractivité des îles Vanilles et des plans de restructuration qui portent leurs fruits.

Et, cet environnement plus serein est propice à la concrétisation des projets de coopération.

Renforcer l'attractivité

La première avancée sera la mise en place du « Pass Vanille ». Il vise à « renforcer l'attractivité de la zone océan Indien et le trafic inter-îles ». Il



Marie-Joseph Malé: « La Vanilla Alliance aide au développement du trafic aérien dans l'océan Indien. »

permettra l'organisation de voyages combinés à des prix très attractifs. Contrairement aux autres produits existants, ce Pass sera non seulement destiné aux passagers en possession d'un billet long-courrier (exemple : au départ de Paris) mais également aux résidents des îles Vanilles.

« Cela devrait faciliter le transport aérien pour les résidents et réduire le coût des voyages circulaires. Ce Pass sera valable sur les vols des compagnies de l'océan Indien avec un minimum de trois parcours achetés simultanément. » A noter que la coopération sur les programmes de fidélité des compagnies n'est pas encore à l'ordre du jour. « C'est un chantier plus important. »

Marie-Joseph Malé demeure pragmatique et optimiste. « Le Pass Vanille donnera un véritable coup d'accélérateur à la coopération aérienne régionale ». D'autant plus, qu'il existe « une volonté politique de la COI de voir les autorités travailler ensemble de même qu'une volonté des compagnies aériennes ».

Les quatre compagnies ont également réaménagé leurs horaires de vol sur l'ensemble

des routes régionales depuis avril 2016. Les objectifs étant : une augmentation des correspondances des vols directs entre les quatre îles de la zone, une amélioration considérable du nombre de vols en correspondance avec une connexion de moins de deux heures, une augmentation de capacité offerte et la mise en place de facilités d'affrètements.

« Les compagnies de l'Alliance Vanille ont amélioré de façon importante leurs correspondances. »

Projets 2017

Les membres de l'Alliance Vanille veulent poursuivre leurs actions en 2017. Deux groupes de travail ont ainsi mis sur pied avec des objectifs « ambitieux ». Ils analyseront deux sujets importants : la réduction des coûts et la capacité des compagnies de faire des achats groupés de fuel.

« Il y a une volonté commune des compagnies à mener une synergie pour réduire les coûts », souligne Marie-Joseph Malé.

Approche intégrée

La région océan Indien a énormément d'atouts. Pour en profiter, il faut, selon le Président de l'Alliance Vanille, travailler de manière plus intégrée et aborder des sujets pragmatiques. « On a perdu du temps dans le passé car chacun a essayé de se développer tout seul, on y gagne aujourd'hui à le faire ensemble ».

Il est convaincu que le moment est bien choisi pour cette alliance. Il faut « accélérer » sans toutefois brûler les étapes. « Il faut aussi rassembler les forces » pour trouver les opportunités de développement du transport aérien régional.

Au final, c'est le passager qui sortira gagnant. Et les îles Vanilles pourront mieux valoriser et faire découvrir leurs spécificités et leur complémentarité qui constituent une force au service de leurs croissances.

Pour cela, il est nécessaire de mutualiser les actions et les investissements.



VANILLA – THE TASTE OF THINGS TO COME

*Air Austral, Air Madagascar, Air Mauritius and Air Seychelles joined forces in 2015 to create the Vanilla Alliance, which is currently headed by Air Austral CEO Marie-Joseph Malé. A year on, as **Victoria Moores** reports, the alliance is finding its feet.*

When you decide to form an alliance of four Indian Ocean airlines, it helps when one of your CEOs used to head up SkyTeam.

“I have a little bit of experience of multi-lateral cooperation,” explained Air Austral CEO Marie-Joseph Malé. “At the end of the day, all of the CEOs are qualified.”

Former Air France executive Malé became the first managing director of SkyTeam in 2009 and his first task was to finalise its organisational structure. “Perhaps this is what my experience brought to the Vanilla Alliance,” he said. “Everyone wants to go immediately to joint fuel purchasing, but first you need to establish how you will make decisions, otherwise you will be lost in the middle of nowhere.”

Another thing Malé learned from his SkyTeam days was the need for simplicity, although he

jokes that keeping things simple is not simple. “You can’t expect too much time and investment from small airlines, so we decided to have a very light structure and to work on small projects that will bring quick wins for the airlines. The first topics that spring to mind [to work on] aren’t as easy as you’d think.”

This push for simplicity is also woven into the alliance’s internal structure. It has just two staff – a secretary general and a director to coordinate the working groups – who work about five days per month on a consultancy basis. These are former Air Mauritius chairman and board member, Nirina Andriamanerasoa, and former Air France alliances director and SkyTeam member, integration project leader, Pascale Delforn.

Soon after the alliance was formed, three of the airlines – Air

**Continued
on Page 36**

CONTINUED FROM PAGE 35

Madagascar, Air Mauritius and Air Seychelles – went through leadership transitions, so the first challenge Malé had to tackle was actually having four CEOs to assemble around a table.

“In June 2016, we had our first Vanilla Alliance board meeting [held in Réunion]. The heads of Air Madagascar, Air Mauritius and myself were there, and Air Seychelles sent a representative. First we had to make everyone aware of our objectives, our mission and what’s been done, but we also had to get to know one another, to get a really good level of understanding between the CEOs.”

Vanilla Alliance’s initial activities are limited to four areas: optimising flight schedules, creating a flight pass that covers all four airlines, leasing aircraft from one another in the event of disruption and – most recently – a joint fuel purchasing project.

On the network side, the alliance is aiming to establish daily frequencies between the capitals of the Indian Ocean Commission (IOC) Vanilla Islands of Comoros, Réunion, Madagascar, Mauritius and Seychelles. “We are a long way off that,” Malé said. “We made some improvements between summer 2015 and summer 2016, but we will not stop at that.”



This schedule work is the underlying reason why the Vanilla Alliance was created. The IOC started pushing connectivity in 2012 and held a conference on regional air services in May 2013. This gave birth to the ‘wings of the Indian Ocean’ strategy, which was published in January 2014, calling for stronger inter-island links. In July 2014, two committees were created to pursue the project, one for the airlines and one for their civil aviation authorities (CAAs). The airline group, chaired by Malé, formally established the Vanilla Alliance on September 21 2015 in Antananarivo, Madagascar.

“The primary motivation was to promote connectivity inside the Indian Ocean and allow people to travel more easily between the islands,” Malé said. This has led to the planned creation of the vanilla pass, which will give passengers access to cheaper flights between the islands. A few years back, three of the airlines had a similar cooperation, although the pass could only be used in conjunction with long-haul flights from Europe. The alliance is now working to revive that pass across its four member airlines and extend it to local residents as well.

The CEOs will also try to reach a simple agreement on short-term aircraft leases and they will hear from the newly created fuel purchasing group, which will have met for the first time by then.

The African Airlines Association (AFRAA)



“We have to get ourselves organised before we can work with anyone else.”
MARIE-JOSEPH MALÉ

already has a fuel-purchasing group in place. Even though Air Madagascar, Air Mauritius and Air Seychelles are all AFRAA members, Malé said he would like to get the Vanilla Alliance initiative under way before reaching out to other potential partners.

One obvious airline addition to the Vanilla Alliance would be Comoros carrier Int’Air Iles, which currently has observer status. “When the alliance was created, Comoros didn’t have an airline, but since then they have designated Int’Air Iles,” Malé said. Once it has secured its International Air Transport Association (IATA) safety certification and completed a year’s operations, it should become a full Vanilla Alliance member. In the meantime, the CEO of Int’Air Iles has been invited to attend the board meetings as a guest.

When asked whether more airlines could join, Malé reiterated the need for simplicity. “We have to get ourselves organised before we can work with anyone else. It is a ‘wrong good idea’ to think that larger volumes lead to gains beyond a certain level.”



So, if more members – aside from Int’Air Iles – are unlikely in the short term, is there scope for closer cooperation through equity stakes, or expansion into more complex areas such as common aircraft purchasing?

For the time being, Malé thinks both are unlikely, especially as most of the airlines are state-owned. “Perhaps it is wishful thinking on my side to think that we could do a small equity exchange to symbolise [our partnership]. Why not? We can talk it over, but in the short

foreseeable future I don’t see potential for larger equity stakes.”

And, while the idea of joint aircraft purchasing has been explored by the global alliances, it has proven tricky to implement. “Everyone had this idea initially because it seems to be pretty obvious, but each airline has their own practical requirements, which make it very, very difficult. What’s true of global alliances isn’t necessarily true for smaller groups, which can be easier. First we need to get to know one another better. Maybe we will think about it in one to two years, when things are a bit more comfortable. It’s very interesting.”

In future, the Vanilla Alliance is also likely to benefit from the second group created by the IOC, the civil aviation group. This is a “regulatory mirror” to the Vanilla Alliance, bringing together the CAAs of the Vanilla Islands, chaired by the head of Madagascar CAA.

“For the pass, we will have to do some lobbying with the local authorities. We have some tax issues that we will have to tackle if we want to make our tariffs attractive for residents.”

This is simplified by having a single point of contact, in addition to strong relations between the local airlines and their own CAAs.

When the June 2017 board meeting comes around, Malé will hand over his Vanilla Alliance chairmanship to one of the other CEOs. When asked about what the Vanilla Alliance will look like in five years, Malé replied: “In the airline business, three to four years is a long foreseeable future. Today, we are a long way off meeting all the challenges we want to meet in the alliance, such as cultural fit and operational efficiencies. Three years is the minimum we need to get synergies. It would be easy for me to say that we will expand in a second stage, but that would mean nothing. For now, we want the four or five airlines to work together to improve connectivity and their results. Today, that is my only priority.”

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*Most people agree that liberalising the west African air transport market would be good for the region. The problem is, as **Chukwu Emeke** reports, there are still many obstacles in the way of this happening.*

West Africa still strangled by division

One of the major objectives of the Economic Community of West African States (ECOWAS) has been, essentially, to make the sub-region a single destination, with easy movement and transactions.

Huge cross-border trade and business-to-business relationship possibilities, resulting in mass movement within the sub-region, would certainly justify this objective.

However, following the demise of Ghana Airways in 2005, Air Afrique in 2002 and Nigeria Airways in 2003, travellers have often had to go to Europe first before they could connect with their African neighbours.

It now seems imperative that the relevant authorities and stakeholders address this trend.

The problem is that actuating the liberalisation of west African skies, the obvious strategic solution, has remained a challenge.

“While other regional blocks within the African continent are having a much-desired impact, west Africa still remains largely divided with less connectivity, networking business and long-haul travel,” lamented African Travels coordinator Ikechi Uko.

His theme was taken up by Askya Airlines commercial director, Nowel Ngala, who said: “We, as Africans, should better understand. The irony is that, when intercontinental airlines and other bigger carriers want to come in, we are ready to give them fifth freedom traffic within Africa. We are ready not to follow and not to respect the Yamoussoukro Declaration (YD), which is a huge irony.”

He pointed out that the US was the first country in the world to have open skies but the Gulf carriers are not allowed to operate on the fifth freedom market there. Gulf carriers cannot leave Dubai, for instance, and land in San Francisco, pick up passengers there to go to Washington DC or between Washington and New York. In Africa, Gulf carriers have traffic rights, picking up passengers between Conakry and Dakar or Cotonou and Abidjan, which are fifth freedom markets.

This, Ngala believes, is an obstacle to the YD. “Apart from open skies, we need to discuss the details in terms of the freedoms; which freedoms are to be given to which carrier and what is the position of the carrier in terms of its origin. There is a lot that still has to be done and it has to be done fast. While we spend time on discussions, meetings, seminars and postponements, the market doesn’t wait for us and there is a lot going on which we are missing,” he said.

□ □ □ □ □

There are other constraints to air transport liberalisation in the sub-region. In west and central Africa, the traffic flows are still quite small. For instance, the biggest route in the sub-region is between Accra and Lagos. On this route, there are around 250,000 passengers a year. If for instance, you look at Nairobi to Mombasa in east African, you have 800,000 to 900,000 passengers a year. All the other routes in west and central Africa are even smaller.

Air Cote D’Ivoire managing director, Rene Decurey, believes that “if you have east African carriers coming to west Africa and just adding a leg to the route, for instance, from Accra to Abidjan, and dumping prices, this does not allow the local carriers to operate. I think that is not the meaning of what Yamoussoukro wanted to do.”

Nigeria’s Minister of State for Aviation, Hadi Sirika, believes connectivity is critical for regional integration and African growth and development. “In order to do this, we need to have the political will, improve our infrastructure, upgrade our facilities and train our personnel to the highest levels of proficiency and professionalism,” he said.

However Decurey remains cautious: “Liberalisation is great when you have all the ingredients. The potential in west and central Africa is still quite limited. If you want to liberalise thin routes by putting two or three players on the route, none of these players will survive. I think liberalisation needs to be done in phases, according to the potential of development,” he said.

All in all, air transport stakeholders in Africa agree that liberalisation is key as it will help competition, thereby reducing airfares and generally improving air services. What they don’t all agree on is exactly how to do it.

“West Africa still remains largely divided with less connectivity, networking business and long-haul travel.”
IKECHI UKO



Will a new CEO provide the necessary impetus to get stuttering low-cost carrier, Fastjet, out of its financial rut and please its largest shareholder? Alan Dron looks at the issues.

FAST AND FURIOUS...



It's hard enough trying to establish an airline in Africa. Dealing with local officials and politicians, handling the seemingly interminable regulatory processes that are an inevitable part of creating a carrier in one of the world's most highly regulated industries, and trying to develop an immature market take up all management's time.

But for the past year, Tanzania-based low-cost carrier (LCC) Fastjet has been fighting on another front: dealing with a stream of complaints from its largest shareholder and brand owner, Sir Stelios Haji-Ioannou.

The founder of giant European low-cost carrier EasyJet, and now chairman of parent organisation easyGroup, he holds 12.6% of Fastjet's shares and has been a persistent critic of the airline's policies and progress.

Neither the airline nor its largest shareholder responded to repeated requests for interviews, but the situation facing Fastjet can be pieced together from publicly available documents.

The airline has fought to maintain its progress in developing sister companies in several countries across east and southern Africa. Having begun operations from its initial base in Tanzania, its Zimbabwean operation made its inaugural domestic flight in October 2015 with international services to

Johannesburg beginning in March this year.

The airline also received Kenyan Government permission to start operating flights between Dar es-Salaam and Nairobi, which it did in January, and it has plans to set up operations in Kenya, South Africa, Uganda and Zambia.

However, announcing its 2015 annual results in June this year, Fastjet said that a combination of external factors, including a 24% depreciation of the Tanzanian shilling against the US dollar and macroeconomic pressures, had led to continuing losses in 2015 and that the situation for the coming year remained "uncertain".

Fastjet Tanzania saw its passenger numbers jump by 32% to 787,000. However, it reported that passenger numbers for several months of the latter half of 2015 were below expectations. A reduction in Tanzanian Government and civil service spending and what the airline described as a "dramatic downturn in consumer confidence" were among the reasons for this situation, which continued into 2016.

The Fastjet Group recorded a net loss for 2015 of \$16.9 million – considerably better than 2014's loss of \$58.5 million, but with it still facing a challenging situation in the current financial year.

In an update released at the end of June, Fastjet said that the trading environment remained challenging and that while yields had started to improve, passenger numbers were lower than expected. Contrary to previous predictions, 2016 was no longer expected to be cashflow positive for the group and results were expected to be "materially below market expectations".

An indication of the extent of Fastjet's problems came with the announcement in April that it had agreed the early termination of the lease on one of its Airbus A319s, taking the fleet back down to five aircraft, just eight months after the sixth aircraft had joined the company.

In its operational review accompanying its annual results for 2015, it added: "The fleet will be reduced as aircraft reach the end of their leases and we match capacity with demand."

A further two aircraft are expected to come to the end of their leases in the final quarter of this year and that "additional aircraft will be added to the fleet as appropriate".

Having raised around \$75 million through a share placement in April 2015, Fastjet raised a further \$20 million through another shares offering in July this year.

These requirements to raise cash, according to



Sir Stelios Haji-Ioannou and new Fastjet CEO Nico Bezuidenhout: Sir Stelios approved of the appointment, although he grumbled at the length of time it had taken.

Sir Stelios, demonstrate the fact that Fastjet is continuing to burn its way through its financial reserves and he has expressed concern that the company will run out of money.

He has been sharply critical over the costs of the airline maintaining a headquarters at London Gatwick airport, arguing that it should have its base in Tanzania. He has also complained of salary levels at the company and early this year sought the removal of CEO Ed Winter and general counsel Krista Bates.

He requisitioned an extraordinary general meeting (EGM) with the aim of removing Winter, who had already announced in January that he planned to depart after four years of toil setting up the airline and once a replacement was found. This was not good enough for Sir Stelios, who demanded Winter's immediate departure.

In the event, the CEO brought forward his departure to March in the light of the planned EGM. Bates also left the company.

Sir Stelios called for a further EGM in June to remove executive chairman Colin Child, but shareholders defeated this.

However, over the summer, Fastjet announced something of a coup with the appointment from August 1 of Nico Bezuidenhout, who for the past 10 years has been CEO of the successful South African LCC, Mango.

Right-sizing opens the door for Embraer

Rumours are running thick and fast regarding the fleet review being undertaken by new CEO Nico Bezuidenhout.

The airline is reportedly looking at a resizing to make use of the Embraer E190 aircraft which although it carries fewer passengers than the existing A319 aircraft it also has fewer mandatory crew and will allow the LCC to be more nimble in opening and proving more thin routes.

Several sources close to the airline have suggested to news agencies that several of the presently leased Airbus A319 will be phased out and replaced by leased Embraer E190's, possibly as soon as next month.

The airline's winter schedule now shows seat charts for aircraft on domestic routes in Tanzania showing an all-economy configuration for the E190.

Right-sizing of the fleet was believed to be one of Bezuidenhout's conditions for accepting the CEO role. The second was to move the headquarters from the UK to Africa.

As well as steering Mango to a fleet of 10 aircraft and achieving a profit in eight of the 10 years he was in charge, Bezuidenhout has twice stepped in as interim CEO of problem-plagued South African Airlines (SAA), where he created both a 90-day crisis plan and a long-term strategy aimed at steering the struggling flag-carrier out of its economic woes.

Even Sir Stelios approved of the appointment, although he grumbled at the length of time it had taken to appoint Bezuidenhout.

With his track record in a group whose internal politics are even more complex than those at Fastjet, Bezuidenhout would seem well qualified to stem the flow of red ink in the company's accounts.

Even before he formally joined Fastjet, the company said that the board and he had "already identified a number of opportunities to stabilise the business and address many of the challenges" it faces.

"These include a fundamental review of our fleet, both the size and type of aircraft operated, the routes flown, the relocation of our head office to Africa and revenue generation initiatives."

As the old saying goes, 'a new broom sweeps clean'. Bezuidenhout's arrival gives Fastjet perhaps its best chance to turn the corner financially... and maybe even keep its largest shareholder happy.



De l'oxygène pour Air Madagascar

La Commission Safety (ACS) de l'EASA a notifié officiellement à Air Madagascar sa sortie de l'annexe B de la liste de sûreté européenne.

Vincent Chappard a interrogé Gilles Filiatreault, directeur général d'Air Madagascar, sur cette décision et sur les nouvelles perspectives qui s'ouvrent pour la compagnie nationale malgache.

C'est une bouffée d'oxygène pour Air Madagascar, Gilles Filiatreault et sa nouvelle équipe en place depuis octobre 2015. La compagnie a su répondre aux exigences réglementaires pour l'obtention de la certification TCO (Third Country Operator). « Je ne peux que les féliciter ainsi que l'ensemble du personnel pour leur excellent travail. »

La décision de l'Union européenne (UE) fait suite aux résultats de l'évaluation sur site effectuée en mars 2016. Selon l'UE, l'audit d'Air Madagascar a démontré l'efficacité des mesures correctives et préventives élaborées et mises en œuvre et en particulier les éléments attestant que la gestion de sa flotte d'Airbus A340 est également pleinement intégrée dans ses systèmes de gestion de la sécurité et de la qualité. La commission considère que l'ACM a la capacité de s'acquitter de ses responsabilités concernant la surveillance des transporteurs aériens certifiés à Madagascar.

« L'obtention de la certification EASA est une preuve suffisante que tout est bien en place », estime Gilles Filiatreault.

Cette issue positive marque un tournant décisif dans le déploiement du plan de redressement de la compagnie. La réduction des pertes opérationnelles engendrées par la surcharge de coût depuis son inscription en 2011 sera donc la première incidence positive. La compagnie n'a plus besoin d'affréter des avions, d'autres transporteurs avec équipage. Air Madagascar peut désormais faire voler ses propres avions dans l'espace européen.

D'autres mesures font partie de ce plan dont la réduction des coûts et l'amélioration des recettes, l'optimisation de la flotte et l'amélioration des performances horaires des vols.

Air Madagascar va se consacrer désormais à son développement « pour devenir une compagnie profitable ».

« Nous prévoyons un retour anticipé sur la Chine et la Thaïlande. De même pour l'Afrique de l'Est », souligne Gilles Filiatreault.

Air Madagascar poursuit activement le processus de mise en place d'alliances et de coopérations commerciales. Pour Gilles Filiatreault, ce scénario devient possible justement grâce à la certification EASA.

Les initiatives ne tardent pas à se manifester. La compagnie malgache et Air Seychelles viennent de consolider leur coopération bilatérale en partage de code. Elle concerne à ce jour quatre liaisons hebdomadaires entre Mahé et Antananarivo ainsi que quatre vols réguliers par semaine entre les Seychelles et Abu Dhabi.

Air Madagascar est aussi impliquée dans l'Alliance Vanille. Elle pilote actuellement des projets de synergie en matière de carburant, de l'entretien et des assurances.



Air Madagascar est actuellement à la recherche d'un partenaire stratégique.

« Nous recherchons un partenaire stratégique doté d'une transparence exemplaire et le processus est encore en cours », soutient Gilles Filiatreault. « Notre conseil d'administration procède actuellement à une première révision des candidatures avec le support de la Banque mondiale. »

Enfin, la compagnie travaille étroitement avec le gouvernement malgache pour donner plus d'essor au marché touristique. Air Madagascar et la Délégation Régionale de l'organisation du XVI^e Sommet de la Francophonie ont signé le vendredi 17 juin 2016 une convention de partenariat faisant de la compagnie aérienne nationale le transporteur officiel exclusif pour le Sommet prévu du 22 au 27 novembre 2016 à Antananarivo.

Selon l'Union européenne, « d'autres pays africains actuellement sur la liste de sûreté de l'UE comme l'Angola et le Mozambique montrent des signes d'amélioration au niveau de la sûreté aérienne. Il est toutefois prématuré à ce stade de se prononcer sur leur sortie de cette liste ».

L'UE précise que le programme de coopération technique permet aux pays de se défaire des « préoccupations de sûreté » et de ne plus, comme le Botswana, être « sous contrôle ».

Comme Madagascar, d'autres pays africains ont le potentiel de rebondir en répondant aux normes internationales de sûreté et de sécurité. Les retombées ne peuvent être que positives surtout sur un continent en pleine croissance économique.

SUMMARY

EASA LIFTS BAN ON AIR MADAGASCAR

The European Aviation Safety Agency (EASA) safety commission has announced that Air Madagascar is off its list of airlines banned from operating within the European Union.

Gilles Filiatreault, CEO of Air Madagascar since autumn 2015, said the decision opens up a range of new prospects for the Malagasy-owned airline.

EASA required reassurance that the management of the airline's fleet of leased Airbus A340s was fully integrated into its safety and quality management systems and also that the local regulator had the capacity to oversee air carriers certified in Madagascar.

"Obtaining EASA certification is proof that everything is in place," said Filiatreault. "It marks a turning point in the company's plans."

The airline intends to fly to China and Thailand as well as elsewhere in east Africa. It also aims to develop its codeshare with Air Seychelles, offering four flights weekly between Mahé and Antananarivo and a similar number between Abu Dhabi and the Seychelles.

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After nearly two decades in limbo, the Ugandan Government has announced plans to revive Uganda Airlines as the country's national flag-carrier.

Muheebwa Hilary reports.

Uganda set to revive the national airline

President Yoweri Museveni, in his first strategic guidelines and directives address to the new cabinet, termed the lack of a national airline “a big shame.”

According to excerpts from the president's speech, in the next five years (his presidential term runs up to 2021) Uganda will encourage the setting up of a national airline.

“Ugandan travellers are suffering because of not having a national airline,” said the president.

The reviving of Uganda Airlines is part of the president's efforts to achieve the much-anticipated agenda of turning the country into one of ‘middle income status’ by 2020.

The president directed the newly-appointed minister for works and transport to conclude discussions with potential investors to help Uganda start a national airline as a matter of urgency.

Prime Minister Ruhakana Rugunda echoed his remarks.

“In order to meet the economic and other strategic demands, responsible agencies have been tasked to come up with complete guidelines on establishing a national airline,” Rugunda, told the parliament.

Ugandan Airlines was established in May 1976 and started its operations in 1977, with its hub at Entebbe International Airport, about 40 kilometres south of the capital, Kampala. By 1978, the national carrier had at least 15 aircraft fully owned by the government.

In 1999, the airline was stripped of its luggage-handling services, which were handed over to a private company.

The airliner was left to limp on, with its only revenue coming from the transportation of passengers and light cargo. This made it operate on a cash-stripped budget, eventually becoming an unprofitable venture.

It was liquidated in 2001 after prospective buyers,

including British Airways, Sabena, Kenya Airways, South African Airlines and Alliance Air, all quit the race citing political pressure and the bad state of the carrier's books. At the time, the airline's heavy debts that stood at more than \$6 million. The debt had been reduced from \$12 million.

The Uganda Government hired global audit firm, Ernst & Young, to evaluate the viability of reviving the national airline. With increasing passenger and cargo traffic, it was deemed business-worthy.

Traffic at Entebbe Airport has more than quadrupled in the past three years. By 2015, Entebbe Airport was handling 1.4 million passengers and 55,000 tonnes of cargo. With increased agricultural productivity, a growing tourism industry and oil exploration prospects, air traffic is projected to increase.

Some reports say the Government is looking at around \$300 million as the initial injection into the national carrier revival. The airline will initially be a sole Government business venture overseen by the Uganda Development Cooperation. The Government will sell off shares progressively to the private sector until it is out of Government control.

According to the president, the national airline will reduce travel costs. “A ticket to Nairobi costs between \$1,100-1,200 for business class and \$500-700 for economy class, depending on the time of booking, while a ticket to London costs between \$2,700-3,000 for business class and \$1,000-1,300 for economy class. This is a big shame,” he added in his speech.

The airline will face stiff competition from other carriers operating in the region. These include Kenya Airways, RwandAir and Ethiopia Airlines, all which the president said, have not helped a lot.

“I did not care much about

a national airline. I thought that our brothers in Ethiopia, Kenya, and South Africa, having airlines, would serve all of us,” he said. “That, however, is apparently not the case. Hence, the ministry of works and transport is directed to conclude discussions with the investors that can help us to start a national airline.”

A national airline would, according to the president, help Ugandans to save \$420 million per year spent on travel.

In a country where unemployment is high, the airline will offer job opportunities as well.

“The national airline will also create jobs and career opportunities for our children, who can train as pilots at Soroti Flying School,” the president told his cabinet. “These children apparently suffer when they try to get jobs. Apart from joining the Uganda Air Force, opportunities for them are very limited. The airlines of our brothers and sisters that benefit from the Ugandan market should have remembered to treat our children as their own because our purchasing power is supporting those airlines.”

Speaking from Entebbe, the Civil Aviation Authority's public affairs manager, Ignie Igunduura, reiterated that the matter of a national carrier is still with Government for a final decision on its implementation framework.

“The national carrier will help in building Entebbe into a travel hub and build the image of the country's international airport. It will also assist in mobilising various resources for economic growth like tourism and trade facilitation,” said Igunduura.

Being a land-locked country, the national airliner will increase Uganda's connection routes to the world.

The revival also follows the October 2015 British Airways suspension of its flights between Entebbe International Airport and Heathrow, London, on the grounds that the flights were not “commercially viable”.

British Airways had operated in Uganda for 24 years after re-launching its flights to the country in 1991.

“I thought that our brothers in Ethiopia, Kenya, and South Africa, having airlines, would serve all of us. That, however, is apparently not the case.”

PRESIDENT YOWERI MUSEVENI



SOMMAIRE

UGANDA : RENAISSANCE DE LA COMPAGNIE NATIONALE

Après environ deux décennies dans les limbes, le gouvernement ougandais a annoncé des plans pour relancer la compagnie nationale, Uganda Airlines.

Lors de la présentation de ses premières orientations stratégiques en juin dernier, le président Yoweri Museveni a qualifié l'absence d'une compagnie aérienne nationale de « grande honte ».

Durant son quinquennat, l'Ouganda encouragera la mise en place d'une compagnie aérienne nationale pour connecter ce pays enclavé au reste du monde et permettre à l'Ouganda de se transformer économiquement d'ici 2020.

Selon le premier ministre, Ruhakana Rugunda, les organismes responsables vont proposer des lignes directrices complètes pour exécuter ce projet visant à « répondre aux exigences stratégiques et économiques » du pays.

Uganda Airlines fut créée en mai 1976 et commença ses opérations en 1977 avec son hub à l'aéroport international d'Entebbe. En 1978, le transporteur national avait une flotte de 15 avions.

□ □ □ □ □

En 1999, les services de manutention des bagages furent privatisés. La compagnie devint graduellement non rentable et fut liquidée en 2001. Les dettes s'élevaient à plus de 6 millions de dollars US.

Avec l'augmentation du trafic passagers et du fret, les autorités ont décidé de relancer la compagnie qui nécessitera un financement initial de 300 millions de dollars US. Le trafic à l'aéroport d'Entebbe a plus que quadruplé au cours des trois dernières années. En 2015, l'aéroport d'Entebbe a enregistré environ 1,4 millions de passagers et 55 000 tonnes de fret. Le trafic aérien va croître en raison l'essor de la productivité agricole, de l'industrie touristique et des perspectives d'exploration pétrolière.

La compagnie aérienne qui aura à faire face à une concurrence féroce, d'autres transporteurs nationaux opérant dans la région vont baisser le prix des billets. « Une compagnie aérienne nationale nous aiderait à récupérer 420 millions de dollars US annuellement, somme que les Ougandais investissent pour voyager », a souligné le président Museveni. Elle va également créer des emplois et offrir des possibilités de carrière aux jeunes.

Selon Ignie Igunduura de l'aviation civile, le transporteur national contribuera à transformer l'aéroport d'Entebbe en une plaque tournante.

Ce projet fait également suite à la suspension des vols de British Airways entre Entebbe et Londres.

ALY KEEPS NILE ON ITS

Nile Air chief executive Ahmed Aly talks to Martin Rivers about another year of impressive growth for the Egyptian carrier.

Egypt's Nile Air is shrugging off difficulties in its home market and pressing on with a rapid expansion programme that has already seen its fleet triple in size over the past two years.

The privately-owned carrier has added five international destinations from its Cairo base so far in 2016: Istanbul Sabiha Gokcen in Turkey, Al Ain in the United Arab Emirates (UAE), Basra in Iraq, and Jizan and Abha in Saudi Arabia.

It has also entered the domestic Egyptian market by launching flights from Cairo to Hurghada and Sharm-el Sheikh, as well as connecting the latter resort with Riyadh and Tabuk in Saudi Arabia. Together with frequency hikes across the existing network, the airline's capacity is up by 72% over the past six months alone.

"Our plan is stable year-on-year growth," chief executive Ahmed Aly said.

"We see that the Egyptian market requires more capacity. We've seen significant demand growth in certain regions – the Middle East and Africa in particular – while the European market has remained fairly stable. It's not as strong as the Middle East region, but we are positive about seeing a pickup from 2017."

Nile Air's decision to launch services to Sharm el-Sheikh is particularly striking given the Red Sea resort's tainted reputation following the bombing of Metrojet Flight 9268 by Daesh last October.

The Russian charter flight was destroyed shortly after take-off from Sharm el-Sheikh in the worst aviation-related terror attack since 9/11, casting a cloud over Egyptian airport security and prompting an immediate exodus of European holidaymakers.

"The Red Sea resorts, irrespective of the soft demand of the last few months, are still strategically important markets," Aly stressed.

"Historically, the majority of tourism to Egypt has been to the Red Sea resorts – the likes of Sharm el-Sheikh, Hurghada, Dahab, Marsa Alam – and we certainly see that the demand is still there. The Egyptian market is a very resilient one. We believe that, once the restrictions from



"Once the restrictions from various European countries are removed, the rebound will be very strong and quick."
AHMED ALY

various European countries are removed, the rebound will be very strong and quick. And we expect that to happen by the end of this year."

Russia closed all air corridors to Egypt in the aftermath of Flight 9268, but now says that measures taken by the security services may justify a resumption of flights this year. Germany lifted its own ban on Sharm el-Sheikh flights in May, albeit while retaining a host of related travel advisories. The UK still advises against "all but essential travel by air to or from Sharm el-Sheikh".

While Egypt's tourism sector is reeling from the European pull-out – nationwide visitor numbers fell by 51.7% year-on-year in May – Aly sees ample opportunities to develop new inbound markets for the Red Sea resorts.

"The underlying foundations of these markets are strong," he reiterated. "We'll be looking at attracting the local [Egyptian] market, and international tourism from the Gulf ... and expatriates."

Cairo provides a further bulwark against the tourism downturn, with overall seating capacity to and from Egypt's capital remaining largely unchanged over the past 12 months. Its resilience is partly down to the high proportion of business travellers that pass through the airport, while traffic is also propped up by

Visiting Friends and Relatives (VFR) and outbound religious travel.

"It's about targeting the right segments – not being dependent on one particular traffic type or one particular destination," Aly said.

"In Saudi Arabia, we've got the religious Hajj and Umrah traffic; we've got the VFR traffic, in terms of the large Egyptian community living out there; we've got the strong inbound tourism from the Gulf region; we've got the corporate agreements with the oil companies and with universities in Saudi Arabia and Egypt; and we've also got the government traffic."

The airline's international network focuses heavily on Saudi Arabia, with 14 routes currently operated to ten points in the kingdom: Abha, Jeddah, Jizan, Al Jawf, Hofuf, Gassim, Riyadh, Tabuk, Ta'if and Yanbu. Outbound services depart from Cairo, Alexandria and Sharm el-Sheikh.

Although bilateral restrictions have clipped its wings at times – Riyadh is only connected with Sharm el-Sheikh, for example – Nile Air has proven adept at catalysing growth in secondary and tertiary markets.

Aly cited two examples: Gassim, about 400km north of Riyadh; and Yanbu, about 200km west of Medina. "We initially launched [these destinations] as three-per-week services. Today they're operated as triple daily," he beamed. "Yanbu and Gassim have actually become markets in their own rights."

NATURAL COURSE...



Nile Air: reaching critical mass with A320s.

They're not reliant on ... Riyadh or Medina. They are actually strong population and business centres in their own right."

The remainder of Nile Air's overseas network comprises Baghdad and Basra in Iraq; Al Ain in the UAE emirate of Abu Dhabi; Istanbul in Turkey; Port Sudan in Sudan; and Kuwait.

Some of the more niche services that lack direct competition have taken time to mature. Cairo-Port Sudan, launched in June 2015, is one route still in the development stage. Its load factors were initially disappointing, but have since crept above 70% thanks to a succession of interline agreements with European operators.

Another route launched last summer, Cairo-Baghdad, has gone from strength to strength – in part due to a tightening of Turkish visa restrictions that is pushing Iraqi holidaymakers to Egypt. With inbound tourism now dominating the twice weekly connection, Nile Air has begun deploying its larger 204-seat Airbus A321 to the Iraqi capital.

That stretched unit is also being used for flights from Cairo to Jeddah, Kuwait and "anywhere we've got significant spill with the A320s".

"Our A321 is configured with 25% more seats than our current A320s, with a cost that isn't too significant an increase," Aly noted. "It's a great aircraft that gives us a competitive advantage on high-demand trunk routes."

The airline's fleet – currently five A320s and one A321 – should grow to ten aircraft over the next two years. Airbus is due to deliver a pair of ordered A321s in 2018, by which time Aly "conservatively" expects to have leased two additional A320-family units. A planned flotation in mid-2017 will help fund the expansion, with listings on both the Cairo and London markets being targeted.

The smallest members of the A320 family – the A318 and A319 – are not considered suitable for

Nile Air's expanding operation. But still-smaller regional aircraft may have a role to play in its long-term future.

"As we reach critical mass on the A320s we could start to explore different options," Aly affirmed. "There are unique opportunities with regional aircraft, be it jets or turboprops. If you look at Sudan, Saudi Arabia, Jordan, there are plenty of

tertiary airports which may not sustain a larger-capacity aircraft, but could potentially work with a smaller capacity aircraft between 50-90 seats.

"However, we are wary of adding too much complexity from a financial, technical, operational perspective at this stage."

Preferring, for now, to scale up the Airbus fleet, Nile Air is casting its gaze far and wide for mid-size route opportunities. Studies are under way for destinations in "Europe, North Africa, East Africa and the Middle East," Aly affirmed.

While branching out to Europe would pose challenges in the current climate, Nile Air is determined to serve the mainland "in the foreseeable future". This could include either primary markets like London and Paris or lesser-known cities that lack existing connections with Egypt.

"How fast we expand is very much dependent on changes in the market and market growth," Aly said, acknowledging continued uncertainty in Egypt. "We're not an airline which is going to put pre-determined figures to our expansion. But we've got a very clear strategic plan covering the next five to ten years; a very clear commercial focus on how we expand. And we'll take it as comes."

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Boeing zooms in to boost the Paramount picture

Co-operation between Boeing and South Africa's Paramount Group seems to have revitalised the African company's advanced high-performance reconnaissance light aircraft (AHRLAC) programme.

Jon Lake reports.



Ivor Ichikowitz, Paramount Group founder and executive chairman.

Boeing and the Paramount Group began looking to work together on specific projects in areas such as unmanned aerial vehicles (UAVs), robots and helicopters following the signature of a broad cooperation agreement in September 2014.

Then, in March this year, Boeing announced that it would supply mission systems for the military version of the AHRLAC, which is now known as the Mwari (a name previously applied to a Paramount UAV, which will now be renamed as the Mwewe). The unarmed version of the aircraft is still known as the AHRLAC.

The AHRLAC was designed to be able to conduct a wide range of missions, from environmental protection to border patrol, internal security and other military roles. The aircraft is optimised for African requirements and enjoys a formidable short take-off and landing (STOL) capability, including an ability to operate from austere, semi-prepared strips.

The high-winged pusher configuration was selected to provide excellent visibility for the crew, while provision was made for interchangeable belly pods carrying a variety of weapons and/or sensors.

The aircraft has been optimised to meet local requirements in sub-Saharan Africa, but Paramount hopes to win orders in the MENA region, south east Asia and even eastern Europe, though the lack of a local 'home market' customer may be problematic.

In early 2015, the company claimed growing global interest in the aircraft and said that a number of air forces in the Middle East and elsewhere were "evaluating the aircraft". The partnership with Boeing may really help with marketing and sales.

The AHRLAC prototype made its maiden flight in July 2014 and this aircraft, now designated as the AHRLAC XDM, is now fitted with a Paramount-integrated sensor system, including a PAT 420 sensor ball (incorporating a day camera, an infrared camera, an auto tracker and a laser rangefinder), a Thales Avni thermal reconnaissance system, a Sustel MiniRaven radar warning receiver and a Reutech ACR510 radio, which offers both secure voice and data communications capability.

A planned second AHRLAC, known as the advanced demonstrator model (ADM) was to have been built to full production standard, with an oxygen system, retractable landing gear and Martin Baker MB16/17 ejection seats. This aircraft was to have been used as a development platform for AHRLAC's mission and weapons systems. Originally expected to fly in late 2014, the ADM has yet to be completed.

South African media sources suggest that this aircraft, and the third AHRLAC, known as the production demonstrator model (PDM), will join the original XDM to fly at the Africa Aerospace and Defence (AAD) exhibition in September.



It is not clear which aircraft will act as the test-bed for the integrated mission system that Boeing will develop for the Mwari to allow it to conduct intelligence, surveillance and reconnaissance (ISR) and light attack missions.

Paramount first announced that it was preparing for the industrialisation of the AHRLAC in February 2015, including the construction of a factory and a new runway. More recently, in an interview with *CNN Marketplace Africa*, Ivor Ichikowitz, Paramount Group founder and executive chairman, claimed that the company had "broken ground on what will be the most modern and most advanced aircraft manufacturing facility in South Africa" at Wonderboom Airport outside Pretoria.

It was separately reported that Paramount had taken delivery of machine tools for manufacturing the AHRLAC in August 2015.

The new 15,000sqm production facility is to be capable of building up to 24 AHRLAC aircraft per year from late 2017.

It seems clear that Paramount would need a significant order to launch production but, if successful, the Mwari does promise to be the first new South African manned military aircraft for 25 years.



A CHANCE FOR ADS TO

Africa is a key market for Airbus Defence and Space.

Jon Lake explores the company's current situation and looks at opportunities within the continent.

«L'Afrique : une terre d'opportunités pour ADS » – Page 52

Traditional markets for Airbus Defence and Space (ADS) – typically in Europe – are growing slowly.

Jean Pierre Talamoni, the company's head of sales and marketing, estimates that two thirds of new military market opportunities over the next 10 years will be in Asia and the Middle East/North Africa region.

However, Talamoni does not expect to sell combat aircraft or tankers to Africa (as opposed to the Middle East).

This leaves the company's tactical transport aircraft – principally the C295 and CN235, and also the heavy-lift A400M – as the main target for Africa.

Fernando Ciria, the company's head of

marketing, tactical airlifters and ISR, outlined ADS' current penetration of the African marketplace, and expressed his view that Africa was a "very promising region" with a real prospect of achieving many further orders in the next few years.

In early July 2016, Airbus provided a market snapshot that showed that the company had 57 aircraft in service in Africa, comprising 29 C295s, 10 CN235s and 18 C212s, serving primarily with the air forces of 13 African nations.

ADS says that there are 148 C295s and 236 CN235s flying today, and these have accumulated 250,000 and 1.35 million flying hours respectively. Africa, thus, accounts for about 20% of the global C295 fleet, and 4% of the CN235 fleet.

Egypt is the most important customer on the African continent, operating 21 C295s (of a total order for 24, with the final three to be handed over by the end of 2016), with five more C295s in service in Algeria (one was lost in 2012), and three in Ghana.

Egypt is the world's largest C295 operator and is a repeat customer for the type, having ordered its 24-aircraft fleet in five separate batches.

The aircraft can be configured with a removable VIP transport interior and a side air stair can be installed in place of the port para door.

Egypt currently operates eight or nine DHC-5 Buffalos and about 21 Lockheed C-130 Hercules. The C295s are taking over missions previously undertaken by both types, being significantly cheaper (about one third of the cost) than a C-130, and more capable than a DHC-5.

Egypt may acquire additional C295s and has been identified as a potential customer for the bigger A400M Atlas airlifter. It has been reported that the Egyptian Air Force is actively seeking up to 12 A400Ms at a cost of €150 million (\$168m) each for a total of €1.8 billion (\$2bn).

These may not necessarily be new, additional



SPREAD ITS WINGS....

production aircraft. The Spanish Air Force reached an agreement with Airbus to buy 14 A400Ms out of its original commitment for 27, and the remaining 13 could be sold to other customers – subject to an agreement by the manufacturer and by the Spanish Government. Other A400M customers may also reduce the number of aircraft being taken.

Algeria's C295s serve with 590 Escadron de Transport Tactique at Boufarik, near Blida, augmenting three squadrons of C-130H Hercules, and an Il-76 unit.

Ghana has acquired three C295s, which it operates on behalf of the United Nations, mainly supporting the Multidimensional Integrated UN Stabilisation Mission in Mali (MINUSMA), flying cargo and passengers between two main hubs in the face of a terrorist threat to main supply routes.

Under present arrangements, the Ghana Air Force supplies an aircraft, which flies 80-100 hours each month, including 10 days of high-intensity operations (eight hours a day) and 15 days of low-intensity operations (five hours a day), as well as three days of maintenance and a basic A-check inspection every 300 hours.

Five of the African CN235s serve in Morocco, according to ADS (though other sources suggest that six or even seven are in service), with two in Botswana, and single examples in Cameroon and Gabon.

The African CASA C212 fleet is divided between Zimbabwe (seven in service), South Africa (three), and in Angola, Botswana, and Lesotho (two each).



There are also two commercial operators of ADS aircraft types – Aero Service, in the Republic of Congo, operates a pair of C212s and Fortune Air, in South Africa, flies a single CN235.

A single C212 in Senegal and a CN235 in Burkina Faso were manufactured by Indonesia's PTDI, and are not included in the ADS figures.

The C295 and CN235 are also in use on the continent with a number of non-local, non-African air forces.

The Portuguese Air Force, for example, has used the C295 to support the MINUSMA mission in Mali because it is cheaper to operate than the C-130, while Spanish Air Force C295s

have been used to support humanitarian missions in Africa, operating from Gabon and Senegal.

Spain has also used CN235 Persuader MPAs for anti-piracy patrols around Somalia and the Gulf of Aden, and off the Kenyan and Seychelles coasts, as part of its contribution to the European Union's Operation Atalanta.

Though Fernando Alonso, head of military aircraft at ADS, admitted that C295 sales have been "very thin on the ground" this year, he said that he was hopeful of repeat orders in Africa, proudly pointing to the fact that half of the customers for ADS tactical transport aircraft had placed repeat orders – something that he described as "unique in this market segment".

Moreover, in the past, annual C295 sales have fluctuated between five and 30 aircraft, and in 2016 ADS will deliver a single winglet-equipped C-295W to Mali, as well as three aircraft to Egypt, while Indonesia has ordered two aircraft.

Ciria confirmed that there were 'many' on-going campaigns and that the company had received some requests for information (RFIs) and requests for proposal (RFPs), making 2016

CONTINUED FROM PAGE 51

something of a blip in the C295s fortunes.

ADS expects some new orders to come from existing customers for fleet expansion, and some to come from new customers, perhaps replacing fleets of very old transport aircraft in Africa, which still include examples of the G222, An-24/26, DHC-5 Buffalo, and even the DC-3/C-47 Dakota.

Africa represents a very hard environment for transport aircraft, with climate ranging from desert to tropical, and an average elevation of 2,000ft. ADS believe that the C295 is the perfect tactical airlifter to replace all of these older types in Africa, being rugged, reliable, well priced and very well suited to African conditions, and with formidable intelligence, surveillance, and reconnaissance (ISR) potential to meet new and emerging requirements.

ADS has identified a particular requirement

for maritime patrol and border surveillance aircraft, and is actively marketing the MPA derivatives of its CN235 and C295. It is also promoting a specific C295 special mission version for ground surveillance, especially to monitor the illegal trafficking of people, drugs and weapons, and to monitor and prevent the flow of new terrorist groups across national borders.

The new Border Surveillance C295 would be fitted with a high-resolution synthetic aperture radar, with ground moving target indicator (GMTI), as well as an electro-optical/infrared (EO/IR) and laser designator turret.

The aircraft would have the fully integrated tactical system (FITS) and a wide band video link. The type would also offer electronic surveillance measures (ESM), electronic intelligence (ELINT)

systems and communications intelligence (COMINT) capabilities.

Though coy about the details, Airbus confirmed that it was also working on weaponisation of the C295, working on a case-by-case basis "according to customer wishes".

Piracy is now being contained off the Horn of Africa due to greater stability on land and multinational sea and air patrols, but ADS noted a shortfall of maritime patrol capability in the Gulf of Guinea where piracy, kidnapping and the destruction of offshore oil and gas facilities, is a growing problem. In the region, only Nigeria has any maritime patrol capability (in the shape of a pair of maritime patrol-configured ATR42 aircraft, though these are heavily tasked with overland ISR).

The company believes that there is a pressing need for the C295 MPA in the region for anti-piracy missions but also for fisheries protection, environmental protection, and search-and-rescue missions.

ADS also believes that there is an obvious requirement for border surveillance and maritime surveillance capabilities in the Mediterranean, where illegal migration and drug trafficking are a growing problem. It is understood to have been talking to Morocco about the C295 MPA.

SOMMAIRE

L'AFRIQUE : UNE TERRE D'OPPORTUNITÉS POUR ADS

L'Afrique est un marché clé pour Airbus Defence and Space (ADS).

Jon Lake nous fait un tour d'horizon des opportunités du géant européen sur le continent africain.

Les marchés traditionnels d'ADS poursuivent lentement leur progression. Selon Jean-Pierre Talamoni, le responsable des ventes et du marketing d'ADS, deux tiers des nouvelles opportunités dans le secteur militaire émaneront d'Asie et de la zone Moyen-Orient/Afrique du Nord au cours des 10 prochaines années.

Le marché africain se positionne principalement autour des avions de transport militaire à savoir les C295, les CN235 et l'A400M, ADS ne prévoyant pas de ventes d'avions de combat en Afrique. « C'est un continent très prometteur avec de bonnes opportunités et de réelles perspectives de ventes. »

57 avions sont aujourd'hui en service en Afrique incluant 29 C295, 10 CN235 et 18 C212 auprès des forces aériennes de 13 pays du continent. Cela représente environ 20% de la flotte mondiale des C295 et 4% des CN235.



L'Égypte est le plus gros client d'ADS avec 21 C295 en service. Trois autres C295 doivent intégrer la flotte fin 2016. L'Égypte exploite également huit ou neuf DHC-5 Buffalo et environ 21 C-130 Hercules.

Le pays a également été identifié comme un client potentiel de l'A400M. Selon des sources proches du dossier, les forces aériennes égyptiennes cherchent à acquérir jusqu'à 12 A400M. Ces avions pourraient provenir de commandes non tenues de plusieurs pays, notamment d'Espagne qui s'était engagée pour 27 avions, mais qui n'en achètera finalement que 14 après un accord conclu avec ADS. D'autres clients de l'A400M pourraient aussi réduire leurs commandes. A noter que l'Afrique du Sud a

également annulé sa commande de l'A400M en 2009.

L'Algérie opère également le C295. Le Ghana utilise ses trois C295 dans le cadre de la mission MINUSMA des Nations Unies au Mali. Selon ADS, cinq CN235 opèrent au Maroc, deux au Botswana et un avion au Cameroun et au Gabon.

Selon ADS, d'importantes campagnes de vente sont en cours. Les conditions climatiques en Afrique sont rudes pour les avions de transport militaire. ADS est convaincue que le C295 est un avion idéal pour opérer sur le continent étant fiable, robuste et économique.

ADS cherche également à commercialiser les dérivés MPA de ses CN235 et C295. Ces avions peuvent répondre aux exigences liées aux patrouilles maritimes et aux surveillances des frontières. ADS a également confirmé qu'elle travaillait également à « armer » son C295 et ceci sur une base individuelle et selon la demande du client.

L'Afrique du Sud a perdu sa capacité de ravitaillement en vol avec l'arrêt de ses Boeing 707 en 2007. Ses avions Gripen furent également forcés d'atterrir pour pouvoir ravitailler lors des missions de la SAAF en République centrafricaine en 2013. ADS espère également obtenir une commande d'Airbus A330 MRTT des forces aériennes sud-africaines afin de restaurer ce besoin vital pour le pays. Le groupe européen estime également que plusieurs agences humanitaires (à savoir l'ONU, la Croix-Rouge, le Programme alimentaire mondial et Médecins Sans Frontières) pourraient faire appel aux avions C295 et CN235 basés en Afrique pour leurs missions. Celles-ci opèrent encore de vieux avions comme l'Antonov-24, le HS-748 et le DHC-5.



Cash-strapped South Africa ought to be a great market for ADS with outstanding light transport, airlift, maritime surveillance and tanker requirements, though there are no current, ongoing, active, and funded requirements.

The company demonstrated the C295 to the South African Air Force in 2012 to meet its requirement for a light transport and maritime surveillance aircraft. The existing motley fleet, including about six C-130B Hercules and three Dakotas, is in urgent need of replacement.

Denel Aerostructures continues to work on the A400M, even though South Africa cancelled its order for eight A400Ms in 2009. A smaller A400M order is still believed to be possible and Germany has reportedly offered South Africa some of its A400M production slots.

The South African Air Force lost its aerial refuelling capability in 2007 with the retirement of its Boeing 707s, and SAAF Gripen were forced to land to refuel when they were deployed to the Central African Republic in 2013. ADS hopes for an eventual A330MRTT order to restore this vital capability.

While Ghana acquired and operated C295s on behalf of the United Nations, ADS believes that there are other humanitarian agencies that could make use of the C295 and CN235 in Africa, including the Red Cross, the World Food Programme, and Médecins Sans Frontières (Doctors Without Borders), which currently rely on elderly aircraft like the An-24, HS-748 and DHC-5.

Dornier DO228 aircraft have been grounded by the NIS but the type remains in use with the Nigerian Air Force which the government says will not be taking up the aerial surveillance responsibility.



Inquiry into grounded surveillance aircraft

The Nigerian Immigration Services (NIS) has allegedly failed to explain why it grounded three Dornier 228 turbo-prop surveillance aircraft, which could have been deployed effectively to provide aerial surveillance services to the army's counter-terrorism war against the Islamist Boko Haram militant group in the north-east.

Oscar Nkala reports.

According to a report submitted recently to the Nigerian House of Representatives, the three Dornier 228 turbo-prop surveillance aircraft were acquired from India in 2005 at a cost of \$10 million each.

The report said the Government had opened investigations into the removal of most of the surveillance equipment from the aircraft, including one that passed a C-check for mission fitness as recently as June 2013.

The three aircraft include a Dornier -228, which bears registration number 5N-AUZ. It was fully configured for surveillance patrols with equipment including an on-board stabilised long-range observation system (SLOS) and a stabilised thermal imaging system (STIS), as well as specialised aerial cameras.

The grounded and largely cannibalised fleet also includes a Dornier 228 surveillance aircraft, registration number 5N-AUW, which passed a C-check and mandatory flight fitness tests in June 2013.

The final Dornier, with registration No 5N-AUY, had been reportedly abandoned at an airport in Abuja with most of its aerial surveillance equipment removed.

According to the report, the aircraft could have been effectively used to combat terrorism, as well as spotting oil thieves, tracking human traffickers along the land and maritime borders, protecting against oil infrastructure

vandalism and banditry on the rivers and off the coast of Nigeria.

Commenting on the House of Representatives report, Nigerian security expert, Uche Ndaguba, who is CEO of the Iron Fist Security Consortium, said the country had lost the best surveillance aircraft when it needed them most:

“What baffles us as security consultants is that too much money was spent on the training and re-training the flight crews in some of the best institutions in the world.

Immediately after procurement, the aircraft were successfully used in a relatively peaceful time, only to be abandoned at a time when their uses are needed most, like the war we have now,” Ndaguba said.

He added the pilots and crews, who were abandoned by the NIS with the aircraft, have been grounded for more than 10 years. They were owed salaries and allowance dating back many years and they are the only crews trained and mandated to conduct national aerial security surveillance operations.

“If you go to NIS, you will see that the pilots, controllers, avionics systems engineers, surveillance system operators and all kinds of specially skilled aircraft technicians looking dejected. It is not the business of the air force to carry out surveillance of our borders. They (the air force) lack the training, the equipment and the ground logistics base to carry out national airspace surveillance duties effectively.”

NAF STEPS UP HELICOPTER MAINTENANCE LOCALISATION

Meanwhile, the Nigerian Air Force (NAF) has stepped up the localisation of aircraft maintenance, repair and overhaul (MRO) works with the setting up of the first in-country periodic depot maintenance (PDM) centre for some of its helicopters in Abuja.

NAF chief of the logistics command, Air-Vice Marshall Sani Ahmed, said the PDM would save money by external contracting of aircraft maintenance projects, while reducing by nearly half the cost of servicing a single aircraft.

By servicing all its helicopters locally – instead of flying them abroad or bringing expatriates to fix them locally – the NAF was also creating employment and enhancing local aircraft MRO capacity, he added.

All faulty NAF helicopters will be serviced by the strictly indigenous Aeronautical Engineering and

Technical Services Limited (AETSL) unit of the NAF Holdings Company (NAFHC).

In August, the NAF announced that its research and development wing had started local production of a universal hydraulic diaphragm that can be used in the braking systems of two types of helicopters in its inventory. NAF Air Marshall, Sadique Abubakar, said the localisation programme had helped the force tackle some of the problems associated with spare parts acquisition and aircraft maintenance.

The programme, which is operated in conjunction with 16 universities engaged in the field of aeronautic research and development, has also led to successful local production of aircraft battery electrolyte systems and a helicopter computer modelling programme to aid further research.

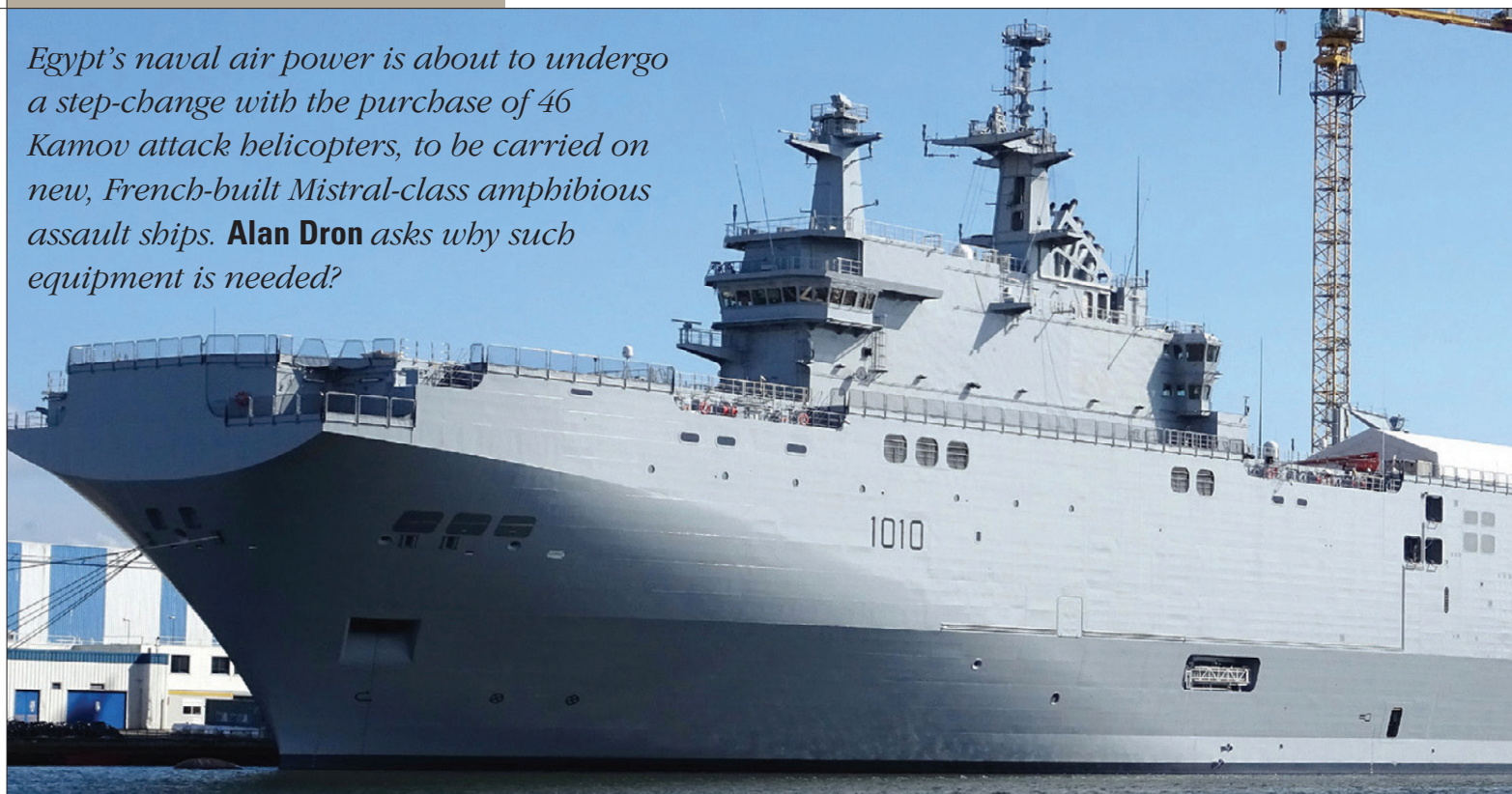
Abubakar said more than 45 officers have been sent

abroad for training on aircraft systems research and development.

“Research and development is important. We have been able to address a number of aircraft maintenance issues,” he added. “In the past, we used to order the hydraulic diaphragms used in the braking systems of two helicopter models we operate. Sometimes, it would take up to six months before delivery. The two types of helicopter gunships used different types of hydraulic diaphragms and getting spares for each type was a big problem.

“That problem has been resolved. We now produce hydraulic diaphragms locally and ours are even better than the import equivalent because they can be used interchangeably on both types of helicopter gunships. It’s a slightly better product but produced at more reasonable costs when compared to the single-model, import versions.”

Egypt's naval air power is about to undergo a step-change with the purchase of 46 Kamov attack helicopters, to be carried on new, French-built Mistral-class amphibious assault ships. Alan Dron asks why such equipment is needed?



SEA CHANGE IN EGYPT'S NAVAL

The Egyptian Navy will enjoy a potent increase in capability when it embarks its new Kamov Ka-52K Katran – a species of shark – on board the two new vessels over the next couple of years. At 21,300 tonnes full load, the two vessels, to be named Gamal Abdel Nasser and Anwar El Sadat after two of Egypt's most respected former presidents, are a huge jump for the navy, whose largest vessels to date have been a small number of guided-missile frigates.

However, the purchase of the assault ships should be seen in the context of an on-going major build-up of the Egyptian Navy, including French-built guided-missile frigates and corvettes, plus German submarines.

The Nasser and Sadat were originally built by France for Russia but that deal fell through following the imposition of sanctions by the west on Moscow following the seizure of Crimea and the rumbling quasi-war with Ukraine.

Ironically, according to Kamov's general designer, Sergei Mikheyev, it was the now-dead deal for the Mistrals that prompted Russia to develop the Ka-52K navalised version of the Ka-52 attack helicopter.

The Ka-52 is unusual in that the two crew members sit side-by-side, rather than in the tandem arrangement usually found in attack helicopters.

Nasser was handed over to Egypt in June, with Sadat expected to follow as *African Aerospace* was going to press. But what plans do Egypt have



The navalised Ka-52K, seen here in Russian Navy colours, has folding rotor blades and stub wings to save space on board.

for its new helicopter-vessel combination, especially as the country could theoretically operate its existing fleet of US-built AH-64 Apache attack helicopters from them?

Even the experts are puzzled. "We're all scratching our heads a bit, thinking 'What is this all for?'" admitted Douglas Barrie, senior fellow for military aerospace at London's International Institute for Strategic Studies.

There are two obvious areas where the helicopters could be of use: the Arabian Gulf and along the Maghreb coast. The Suez Canal would allow the vessels to move rapidly between the Mediterranean and the Red Sea.

The ability to project power ashore in those areas would be quite useful, said Barrie. The two

assault ships can put ashore several hundred troops and the organic firepower of the Ka-52s could be used to support ground forces or escort transport helicopters up to 200km inland.

The Ka-52Ks are potentially formidable assets. They carry a 30mm cannon plus 80mm rocket pods and anti-tank weapons. Additionally, according to Russia's *Tass* news agency, the navalised Ka-52K can carry Kh-31 supersonic anti-ship missiles with a range slightly over 100km or the Kh-35 subsonic anti-ship missile. The latter, depending on variant, has a range of 130km or 260km. The first Ka-52Ks are expected to arrive in 2017.

"If you look at the Russians, they have traditionally built fairly rugged helicopters," said

The Gamal Abdel Nasser, seen here, and her sister ship Anwar El Sadat will represent a step-change in Egyptian naval capabilities, especially when carrying their complement of new helicopters.



AIR POWER

Barrie. Where they've fallen down in the past is on avionics. But is there any reason to doubt the Ka-52K's combat capability? No. Well-operated, it will be a fairly formidable platform, but it's got to be well operated and maintained."

One important point to note, he added, was that the Egyptians faced a steep learning curve, both in operating the assault ships and in developing operating procedures for the Ka-52Ks on board them. "From a standing start, you're looking at 24 to 36 months work-up, at least."

But why did Egypt decide not to simply operate some of its existing AH-64s off the flat-top? The Egyptian Air Force operates more than 40 of the US-built attack helicopters.

"The Apache, per se, is not marinised," explained Barrie. "Some countries have operated it at sea, but it was not fully navalised, unlike the US Marine Corps' Bell AH-1W Whiskey Cobras, so you've got to take much greater care of them when it comes to salt exposure. "The Ka-52k – at least theoretically – has been marinised."

According to Russian sources, changes to the naval machine include folding rotor blades and folding stub wings, so the aircraft takes up less space on board ship.

According to Tass, the Ka-52K can take off and land even in storm conditions at sea, although no indication was given as to the maximum sea state that could be handled. The aircraft has reinforced landing gear to cope with pitching decks.



This Gabon Air Force L-100-20 Hercules was transported by ship to Portugal for a possible major rebuild by OGMA. PICTURE: TORSTEN MAIWALD.

In safe hands with the Portuguese men of yore...

An African C-130 Hercules could be completely rebuilt in Portugal. David Oliver looks at the company behind the project.

There are few extant aerospace companies that can trace their history back to World War I. However, one that has survived and flourished in the 21st century is the Portuguese company OGMA, which was originally founded as part of the reorganisation of the Portuguese Army's Aeronautic Service in June 29, 1918.

The company is based at Alverca, on the outskirts of Lisbon, on the shore of the Tagus River. A military air base had been built there in 1918 that later served as the first international airport in Portugal until Lisbon Portela Airport opened in 1942.

OGMA has 140,000sqm of covered facilities, including 10 maintenance hangars, aerostructure manufacturing facilities, a large engine overhaul shop and a new paint hangar that was opened in July 2016.

It has the use of a 3,000-metre runway and control tower that are operated by the Portuguese Air Force for around-the-clock operations.

A new era started in 2003 when the Portuguese Government took a decision to privatise the company while retaining 35% of the shares. Privatisation saw the Brazilian company, Embraer, owning the remaining 65% of the company share capital.



OGMA is an established authorised maintenance centre for several original equipment manufacturers (OEMs), including Lockheed Martin, Airbus, and Rolls-Royce.

As a service provider in the aircraft maintenance, repair and overhaul (MRO) field, OGMA holds extensive experience in defence aviation. This includes intermediate and heavy maintenance, engine and component maintenance, avionics upgrades, major structural repairs, fieldwork teams, aircraft recovery, and airworthiness management (CAMO)

OGMA has more than 35 years of continuous experience with the C-130/L-100 Hercules aircraft and has been a fully authorised Lockheed Martin Service Centre for the type since 1982.

The Alverca facility has up to 12 maintenance bays available and has carried out more than 600 C-130A/B/H Hercules aircraft inspections to date. Programmed depot maintenance (PDM) and isochronal (ISO) checks, which involve the

examination and maintenance of the entire airframe to increase the overall performance and safety, are carried out in accordance with the United States Air Force technical order (TO) system.

Major structural repairs include wing refurbishment/replacement and OGMA has an in-house capability for overhauling the T56/501D turboprop engine and the C-130J's Rolls-Royce AE 2100D3. It also carries out the repair, overhaul, modification, upgrade and testing of the Hercules Hamilton Sundstrand 54H60 series propellers and Goodrich landing gear.

The company's aerostructure division also manufactures C-130J engine nacelle doors and wing trailing edge panels

OGMA's defence customer portfolio comprises 24 air forces worldwide, many of them C-130 operators. One of its largest customers is the French Force, whose C-130H fleet is heavily engaged in operations in Mali.

OGMA also has a fieldwork team deployed to France's Base Aérienne 188 in Djibouti, which carries out deep maintenance, including the dynamic and mechanical testing of the main rotor head of the French Air Force and Army SA330 Puma helicopters.

The company has C-130 MRO contracts with seven African air forces – Angola, Cameroon, the Central African Republic, Chad, Gabon, Niger and Nigeria.

The Cameroon Air Force's three C-130H aircraft, which play a pivotal role in the country's military operations against Boko Haram under Operation Emergence 4, are all maintained by OGMA. The air force also contracts former Portuguese Air Force Hercules pilot instructors.

A Gabon Air Force C-130H (TC-KKC) has recently returned to the country after completing a C-check in Portugal. It is one of two Hercules belonging to the Gabon Air Force and the second aircraft has presented OGMA with one of its most demanding challenges to date.

The 1976-built L100-20 aircraft (TR-KKB) is currently at Alverca following its recovery from the African state. It had not flown for about eight years before it was towed by road from Libreville Airport to the Port of Owendo to be transported by ship, arriving in Portugal on December 24 2015. It has since been subjected to an in-depth inspection and disassembled, including the removal of its wings and tail.



Senegal upgrades gunships

Senegal has upgraded its pair of Russian-supplied Mil Mi-24P 'Hind-F' helicopter gunships with a new Israeli high-definition electro-optical (EO) system.

The low-weight, fully gyro-stabilised, nose-mounted 29-kg DSP-HD system was developed by Israel's Controp Precision Technologies Ltd, and includes a thermal imaging device, a high-definition (HD) daylight camera, a daylight spotter channel, an automatic target tracker and an eye-safe laser rangefinder and laser pointer.

Controp specialises in helicopter electro-optical/infrared (EO/IR) camera payloads for defence and homeland security use. The system has been installed on United Nations-operated Mi-17 helicopters, the Bell 407, the Eurocopter EC-145 helicopter, and now on the Mi-24 helicopter.

The new Controp quad-HD multi-sensor payload has also been supplied recently to an undisclosed Asian customer.

Johnny Carni, Controp's VP marketing, explained that the recent orders had been placed after a thorough evaluation process, and said that the company's systems had been selected "due to

their outstanding gyro-stabilisation, image quality and very attractive and competitive price".

Carni added that the use of a continuous zoom lens with the system's thermal imager and newly added HD camera made it "ideal for day and night surveillance applications" at what he called "an unmatched price/performance ratio".

The Senegalese 'Hinds', with their twin-barrelled 30mm cannon, were delivered in 2007 and are the most potent armed combat aircraft in the Senegalese inventory. They will remain so pending the delivery of three Embraer Super Tucanos, though two Mi-171 'Hip-H' helicopters can also carry unguided rocket pods.

The new Controp sensor package will expand the Mi-24P's combat and intelligence, surveillance, target acquisition, and reconnaissance (ISTAR) capabilities, and may also be fitted to the Senegalese 'Hips'.

The Armée de l'Air Sénégalaise helicopters are based at Ouakam, near the capital of Dakar, in a military enclave on the far side of the Léopold Sédar Senghor International Airport, though they are regularly deployed to other bases all over the country.

SOMMAIRE

LES HÉLIPTÈRES SÉNÉGALAIS MODERNISÉS

Le Sénégal a procédé à la modernisation de ses hélicoptères de combat russes Mil Mi-24P (Hind-F) en intégrant le nouveau système électro-optique stabilisé.

Ce système a été développé par la société israélienne Controp Precision Technologies Ltd. Il intègre un dispositif d'imagerie thermique, une caméra à lumière naturelle haute définition, un canal infrarouge à ondes courtes, un dispositif de suivi automatique de la cible et un télémètre laser avec une capacité de pointage. Il a été notamment installé sur des hélicoptères Mi-17 opérés par les Nations Unies, sur le Bell 407, l'Eurocopter EC-145, et le sera désormais sur le Mi-24. Ce nouveau système a été récemment livré à un client en Asie qui a souhaité garder l'anonymat.

Selon Johnny Carni, directeur marketing de

Controp, « ces systèmes ont été choisis en raison de la stabilisation gyroscopique exceptionnelle, la qualité d'image et le prix très attractif et compétitif ».

Les hélicoptères Mil Mi-24P sénégalais dotés de leurs doubles canons (de 30mm) ont été livrés en 2007. Ce sont les aéronefs les plus puissants de la force armée du Sénégal. Ils le resteront jusqu'à la livraison des trois Super Tucanos d'Embraer même si les deux hélicoptères mi-171 (Hip-H) peuvent aussi transporter des paniers lance-roquettes non guidés.

Les hélicoptères de l'armée de l'air sénégalaise sont basés à Ouakam, près de la capitale Dakar, dans une enclave militaire située près de l'aéroport international Léopold Sédar Senghor. Ils sont régulièrement déployés sur d'autres bases sur l'ensemble du pays.

Lockheed Martin is aggressively marketing its PZL subsidiary's M28 Skytruck to African customers looking to replace existing An-28s, Airbus C212s, and even Mi-17 helicopters.

Jon Lake reports.

The acquisition of US rotary-wing giant Sikorsky by Lockheed Martin last year meant another new owner for the Polish PZL Mielec factory.

PZL had been wholly owned by Sikorsky parent, the United Technologies Corporation (UTC), since March 2007.

Under Sikorsky's leadership, the emphasis at PZL was on aerostructures work for its rotorcraft line, though work on PZL's own designs, including the twin turbo-prop, M28 STOL (short take-off & landing) light transport aircraft, did continue.

The M28 is an all-metal, twin-engined, braced high-wing cantilever monoplane with twin vertical tails, a fixed tricycle undercarriage and a clamshell rear loading ramp.

The powerful engines and high lift devices permit STOL operations at high weights and from hot and high airstrips, while the titanium reinforced, heavy-duty, non-retractable tricycle landing gear, with its steerable nose wheel, low-pressure tyres and anti-skid brakes, allow operation from short, unpaved and austere landing strips.

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The aircraft can operate from rough strips less than 1,000ft (345 metres) long and is designed to be easily reconfigured for different roles, including passenger and/or cargo transportation, medical evacuation and paratropping, while specialised sub variants have been produced for maritime reconnaissance and patrol, and for search and rescue missions. These are equipped with 360-degree inverse synthetic aperture radar, high-definition infrared/electro-optical sensors, other sensors, secure data links, antisubmarine warfare (ASW) sonobuoy launchers and a magnetic anomaly detector.

The US Air Force (USAF) procured 16 M28 Skytrucks, under the designation C-145A, to replace the MC-130E Combat Talon I and fly special operations forces (SOF) to and from small, semi-prepared landing zones in Afghanistan and eastern Africa.

The aircraft also undertook Air Force Special Operations Command (AFSOC) aviation foreign internal defence mission assessing, training, advising and assisting foreign aviation forces.

The airdrop capability of the C-145A proved essential for combined operations in eastern



The PZL M28 has given Lockheed a product that can compete in Africa

WHY LOCKHEED MARTIN WILL KEEP ON TRUCKIN...

Africa, allowing SOF teams to operate in isolated, forward-deployed locations.

The C-145A was ordered in 2009 and entered service in March 2011. One was lost in a landing accident at Walan Rabat landing zone, Afghanistan in December 2011.

The USAF is now retiring 10 of the aircraft to the 'boneyard' at Davis-Monthan Air Force Base in Arizona. The first arrived in May 2015.

Five of the aircraft will remain in service with the 919th Special Operations Maintenance Group to support continued training.

The M28 is not, strictly speaking, an entirely indigenous Polish design. Instead, it is a Polish-built version of the Soviet (now Ukrainian) Antonov An-28, which was itself derived from the smaller six-seat An-14.

The prototype made its maiden flight on January 29 1973 from Svyatoshin airfield, and a small pre-production batch of about 21 aircraft, including prototypes, was built before production transferred to PZL-Mielec in 1978.

The first Polish-built aircraft flew in 1984,

and 170 were built – 157 of them for Aeroflot – as PZL An-28s.

The aircraft was subsequently westernised by PZL Mielec, with some western (BendixKing) avionics, 1,100shp Pratt & Whitney PT6A-65B turboprops, and five-blade Hartzell propellers.



The new PZL M28 Skytruck made its first flight on July 24 1993 and received Polish certification in March 1996, and its US Federal Aviation Records (FAR) Part 23 certificate on March 19 2004. The aircraft now has Federal Aviation Administration (FAA) and European Aviation Safety Agency (EASA) certification and is in limited production.

Transport aircraft represent a key part of Lockheed Martin's DNA, and the company already offers the four-engined C-130J Hercules, and the twin-turboprop Lockheed Martin Alenia Tactical Transport Systems (LMATTS) C-27J Spartan.

The C-130J carries a 20tonne payload, or up

to 92 troops, over a 1,800nm range, while the C-27J can carry 60 troops or a 10tonne payload over a 1,000nm range.

But these aircraft are too big and too expensive for many African requirements, lacking sufficient STOL and rough field capabilities. For this reason, many African operators use rotary-wing aircraft like the Mil Mi-17, which can carry 24 troops or up to 5,000kg, while the Airbus Military C212, with its 2,700kg payload and ability to lift 24 troops, has also proved particularly successful in Africa.

The PZL M28 has given Lockheed a product that can compete at this end of the market, taking off more quickly and in a shorter overall distance, than an Mi-17 helicopter carrying an equivalent load, according to Lockheed Martin sources.

There has already been interest in the type from commercial mining and cargo companies, relief and humanitarian operators, and air forces in Botswana, Chad, Ghana, Kenya, Nigeria, South Africa, Tanzania, and Zambia.



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Izy, whizzy, getting busy

Liz Moscrop
looks at the ambitious new addition to Lagos' charter market.

Entrepreneur Alex Izinyon has a lot on his plate – willingly so. “I want to leave a strong legacy for my children,” he explained.

Part of that desire led him to receiving the Nigerian Civil Aviation Authority air operator's certificate (AOC) for his private charter firm, Izy Air, in January this year.

In addition to executive charter, the company also offers aircraft sales, purchases and management services from its two bases in Lagos and Abuja.

Izy Air manages a fleet of aircraft, including a Hawker 800/900XP, a Cessna Citation XLS, a Bombardier Learjet 60 and a Bombardier Challenger 601.

Izinyon has strong ambitions for the company, believing private aviation is growing in Nigeria. This requires government input, he said. “We need a five-year business plan for parallel markets. Buyers see the potential there. We can secure the commitment and build on it once the project is there and the government buys in.”

He cited the example of Africa's richest man, Aliko Dangote, who owns a Bombardier Learjet 35. Dangote has openly said he intends to lead a \$7 billion investment in Nigeria's infrastructure development over the next four years.

He has made his fortune in cement, via his company Dangote Cement, which listed on the Nigerian stock exchange in 2010. Izinyon explained: “Dangote Cement went into Obajana. There was no airport for flying in there. He didn't wait for the government. It now has an airstrip. People have to open their minds to see the business prospects in this land of abundance and go in aggressively.”

Despite his optimism for the industry, there are many hurdles to overcome. It is frustrating, for example, to have to fly out of the country for base inspections. There are no maintenance facilities in Nigeria that can carry out heavy maintenance checks. There are also high taxes on importing parts and equipment.

He said: “How can you carry maintenance that huge if bringing in kit is expensive? I can be in Cyprus in four hours and get work done there.”

To that end, he said that Izy Air is likely to open its own

MRO facility in the country at some point in the future, when he is able to secure the investment and partners. “Line maintenance doesn't cut it. What we're looking for we need to build. We can team up with others, but with what is required to get to where we need to be it's not happening.”

He is already employing Nigerian engineers and sending them to work with expatriates.

Another challenge is the lack of hangarage in the country. Some Nigerian operators have been known to fly 300 hours without shelter against the harsh climate, which causes outside entities to add extra money to their proposals for work.

One US maintenance organisation suggested that it automatically added 35% to any proposals it offers to Nigerian companies, because of their aircraft age and the likelihood of corrosion.

However, an in house MRO facility is some way off.

It has been a tough time for Nigeria. Many budding corporate jet owners had to cancel their orders because of the slump in oil prices. Several lost their aircraft as they could not keep up with payments.

That is not all bad news, said Izinyon, since it has weeded out some undesirables as the newish parliament is determined to stamp out corruption. “People are now selling jets that were favourably disposed to the previous government. They had access to lots of money to fund their aircraft, and can no longer maintain running these assets, so they put them on the market – it has made a difference.”

New owners have nothing to hide, he added. “It's different from before. People know what the law is.”

Another plus, is that US banks are now more willing to deal with Nigerians, so ultimately this will prove beneficial, he believes.

For the time being, however, demand has dropped from 50 hours a month to 25 hours a month. Since margins are so tight, Izinyon is not taking on any new investment projects.

He said: “Now is the time to get creative and get positioned for when things pick up again.”



Alex Izinyon: “Now is the time to get positioned for when things pick up again.”

When Harold Okwa decided to try and solve the problem of excessively expensive charter rates for business aircraft in his native Nigeria, he realised that a new approach would be required.

Alan Dron reports.

Charting the way to lower prices

When Nigerian Harold Okwa was studying for his MBA qualification, he had to travel to London each month as part of his degree course. He normally travelled by airline premium economy or economy class and he admits that he dreaded the thought of the next intercontinental flight.

That started him thinking about other ways of flying.

Business aircraft are one option for the busy and well-heeled. However, these are never cheap and Nigerian rates for executive aircraft are substantially higher than those in other countries.

The middle and affluent classes in Nigeria are still relatively small and “primarily it is politicians driving the market”, said Okwa, managing director of aircraft brokerage V-2 Aviation Solutions, which uses the trademark Jetseta.

“A lot of charters in 2014-15 were politicians or political parties. The other side of the market was the oil and gas industry, especially for helicopters – there’s a huge demand for that.

However, towards the end of 2015, that demand had cooled significantly and some operators had 12 or more helicopters lying idle. I thought there was a lot of scope there.”

After kicking around a series of ideas, his company came up with an app that aims to solve the problem. Or, rather, two apps.

One is used by business aviation operators to post details on the Jetseta platform of their aircraft and their availability. The second is available to the

public and allows them to type in their requirements for a flight on an executive aircraft, such as point of origin and destination, date and number of passengers.

The app allows potential passengers to specify a ‘full charter’, where the aircraft is booked for outbound and return journeys; ‘empty legs’, which takes advantage of one-way flights that the aircraft have to make anyway; or single seats/group shares if several people independently want to travel to the same destination on the same day and can effectively join together to share the costs of an aircraft.

Other options are for passengers simply to input details of when and where they would like to travel and the operators will reply with details of what aircraft they have available around that time.

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At the moment, price is a deterrent to the development of the Nigerian business aviation market, said Okwa. “In Nigeria, prices are 200-300% more than in Europe. Taking a [Bombardier] Challenger from Lagos to Abuja, for example, at best you’ll get \$6,000 for an hour-long journey, whereas in European countries you can get it significantly cheaper.

“I thought that if we could get these operators on this platform you would get competition between them and drive down the price.”

By the time the public app was at the ‘soft launch’ stage in late August, Jetseta had 15 aircraft on the platform “and we believe more will come on”, said Okwa. The portfolio ranges from Dornier 328s to examples of the Bombardier Global Express.

“Primarily I’d say we’re still a brokerage company, although we’re not operating in the traditional manner,” said Okwa.

“Within Jetseta we like to see ourselves as an information company: we’re selling information for business aviation.

“There are a lot of private jets down in Lagos and Abuja doing nothing; the economy at the end of 2014 and the start of 2015 was affected by the price of oil dropping sharp and I thought ‘Those guys probably need to do something with their jets’. I thought I would try to expand the market and started coming up with different ideas to do so.

“I spoke to some of the operators to see what they thought of the idea and they said ‘Yes, this could work.’”

Jetseta managing director Harold Okwa hopes to change the way Nigerian business aviation operators do business.



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Doctors in need of a new prescription

Humphrey Nkonde looks at the needs of the Zambia Flying Doctor Service, which has been in existence for more than five decades.

The Zambia Flying Doctor Service (ZFDS) has been in existence for slightly over 50 years and currently needs helicopters to effectively cover new trends in medical services.

It is based at Ndola's Simon Mwansa Kapwepwe International Airport, which started as a military base for the British colonial government in 1938.

It was 1965 when Dr James Lawless thought of the concept of aviation-based medical services, particularly to transfer medical personnel from advanced health facilities in urban areas to hard-to-reach rural areas.

ZFDS has also been evacuating patients from rural areas to advanced hospitals in bigger towns and cities.

President Kenneth Kaunda's government turned ZFDS into a state-run institution by an Act of Parliament in 1967.

Using two Cessna Grand Caravans, one of ZFDS' new mandates is to deliver medical and pharmaceutical supplies to health centres throughout the country.

ZFDS executive director, Dr Fabian Kabulubulu, said the institution had signed a memorandum of understanding (MoU) with Lusaka-based Medical Stores to deliver medical and pharmaceutical supplies.

In its initial stages, the government-controlled medical aviation institution mainly handled cases of maternity and general trauma.

However, more recently, ZFDS used a Cessna Grand Caravan to respond to a road accident involving 98 people, who were being carried in an overloaded truck in Mbala, near the border with Tanzania.

The accident, in December 2014, claimed 27 lives while 71 others were admitted to Mbala General Hospital.

"We responded to the accident by transporting medical supplies, four general and orthopaedic surgeons, four theatre nurses and two anaesthetists," said Kabulubulu.

Another notable accident happened 11 years ago, when a truck carrying

100 pupils at Kawambwa Boys' Secondary in Luapula Province overturned. The accident claimed 42 lives, while 22 others sustained serious head or spinal injuries. Because the accident happened in a rural setting, where standards of health care are low, the injured pupils were flown to Lusaka's University Teaching Hospital (UTH).

Three of the pupils were further evacuated to South Africa for advanced health services.

Outside of its core medical aviation activities, ZFDS has been licenced to ply the sky as a charter operator as operations in the rainy season are halted because soil on airstrips gets wet.

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The institution's chief pilot, Major Charles Mutantabowa (retired), said it was not safe to land on wet ground using the Cessna Grand Caravans because of their weight.

To make full use of the aircraft, the aviation medical institution uses its charter licence to offer services to tourists and others in need of air transport.

Mutantabowa has completed commercial flights to destinations such as Lake Tanganyika, on the border with Tanzania, and South Luangwa Game Park, one of the well-known wildlife sanctuaries in the world, near the border with Malawi.

He has flown other tourists to Livingstone, Zambia's tourist capital and the seat of the Victoria Falls, one the seven natural wonders of the world.

In fact, Proflight Zambia, the country's major local airline, used to hire aircraft from ZFDS in the years that followed its establishment in 1991.

Commercial aviation is part of ZFDS' five-year strategic plan and 10-year



Five decades of experience (from left): ZDFS executive director Dr Fabian Kabulubulu (jacket) and chief pilot Major Charles Mutantabowa; ZFDS1-ZFDS has a hangar from which minor works are done on its Cessna Grand Caravans; Mauta-Zambia's youngest commercial pilot Evans Mauta, 20, works for ZFDS.

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business plan, crafted to raise funds for its core activities and to sustain its operations.

Since the 1990s, population growth, increased usage of motor vehicles and underutilisation of railway transport, have contributed to the ever-increasing number of road traffic accidents.

They went up by 85% between 2012 and 2014, according to the Zambian Road Traffic Trust.

In 2014 alone, the country recorded 32,392 accidents with 1,858 deaths. "Accident death rates per 100,000 people increased by 31% from 156 in 2008 to 205 in 2013," said the safety trust, whose chairman, Daniel Mwamba, added that most involved pedestrians, cyclists and motorcyclists.

Meanwhile, ZFDS medical services are discontinued when the Cessna Grand Caravans are not capable of landing on wet strips in rural areas.

According to Mutantabowa, using smaller aircraft, such as the PAC-750XSTOL, could solve the problems of short airstrips and wet ground at rural-based health centres.

He said that a smaller make, with the capacity of 10 passengers, was suitable for ZFDS' activities in the rainy season.

Another alternative is for the aero-medical institution to acquire helicopters that can respond to the ever-increasing road traffic accidents and to continue with operations during the rainy season.

Dr Kaunda's loss of political power in 1991 to former ruling party, the Movement for Multi-party Democracy (MMD), dovetailed with the collapse of the aviation industry in Zambia.

Second President Frederick Chiluba's MMD government liquidated the national airline, Zambia Airways, in 1994 and the Zambia Air Services Training Institute (ZASTI) reduced the number of trainee pilots.

Problems relating to ZASTI have created age gaps among pilots working for ZFDS, which has been solved by recruiting old pilots who previously worked for the Zambia Air Force and young ones trained in South Africa.

ZFDS has recently employed Brigadier General Goodwell Chilekwa, a former Zambia Air Force officer, and Evans Mauta, 20, the country's youngest commercial pilot, who received training in South Africa.





Peterside's missing link...

ANAP Business Jets Limited (ANAP Jets) was founded on practicality and a desire to offer a missing service to Nigeria's developing economy. Liz Moscrop examines its business model.

Fractional ownership is always an interesting business model. It has worked successfully in some regions, and fallen flat on its face in others. Nigerian businessman Atedo Peterside believes it could be a winner in his home country.

Peterside who has an impressive track record as a financial investor moved into the world of fractional ownership last year with Embraer Phenom 300s, the world's best selling business jet. ANAP Jets was the first buyer of this aircraft type in West Africa. When he did the maths he realised that a typical light business jet can fly for 600 to 1,000 hours a year, yet most owners only fly for 150 to 250 of them, so he saw a market opportunity. He refuses to take on an aircraft until it is fully funded – neither will he sell an aircraft fraction until he knows there is a jet available.

A condition of his first purchase was for Embraer to open a service centre in Lagos, which the Brazilian airframer duly did. ANAP Jets maintenance platform is operated in conjunction with Embraer, engine maker Pratt & Whitney and Eurofly Service, the technical partner and minority shareholder. More props come from the fact that Eurofly's chairman is Rodolpho Baviera, who is also the Chairman of the European Business Aviation Association. Eurofly is ANAP Jet's Continuing Airworthiness Management Organisation and is paid separately for that service. The Embraer Service Centre in Lagos is fully equipped with engineers and spares, which allows for easy maintenance of the company's Phenom 300 aircrafts.



The aircraft are on a dry lease, since Nigeria has surplus pilots and flight attendants, although the firm employs some experienced expatriate captains, who have experience on the aircraft type. All its Nigerian pilots go to CAE Dallas in the USA for both initial and recurrent training, as do the engineers.

The range of the seven seater Phenom 300 is 1,971 nautical miles, which Peterside told Nigeria's *This Day* newspaper, is "more than sufficient for movement within our primary operating area," i.e. Nigeria, West and Central Africa. ANAP Jets recently decided to also add the larger Embraer Legacy 600 to its fleet. This gives the company the operational capability to handle longer-range travel all over Africa and to Europe, South America and the Middle East (up to 3,400 nautical miles or 6,297 kilometres). The firm has applied for an Air Operators Certificate licence, which will allow ANAP Jets to offer additional products i.e. jet cards and ad-hoc charter.

Peterside famously calls his company "the last mile," and says he personally does not want to be in a private jet when he flies long haul from Lagos to London. He prefers large commercial jets such as operated by British Airways, Air France or Virgin Atlantic for that. He said to *This Day*: "I can get up halfway through the journey, and go on a stroll around the aircraft and stretch my legs. Conversely, I want to use an ANAP Jets seven-seater light business jet to take me efficiently from Lagos or Abuja to Bauchi, Port Harcourt, Makurdi, Jos, Owerri, Uyo, Asaba, Warri, Accra, Kumasi, Freetown, Douala, Yaounde etc."



The firm's vice president, sales & marketing, Gbemi Abudu pointed out: "We are not in the luxury business. Our typical client is a very highly disciplined individual or corporate. They may be very rich, but they still cannot justify owning a private jet all by themselves. They won't commit investible dollars in an asset that doesn't fly."

ANAP Jets' customers only pay for occupied hours in flight and the company does not charge for empty legs.

The company's business model starts with a share acquisition cost, which is a one-time investment and then a quarterly charge for the allotted flight hours. After five years, the aircraft is sold and the residual value of the aircraft is distributed pro-rata amongst all fractional owners.

"We drive home the point that ANAP Jets offers a business tool that allows our owners to be more productive and efficient. A private jet allows businessmen to explore hinterlands that commercial airlines might not be able to easily access," Abudu said.



Atedo Peterside: He does not want to be in a private jet when he flies long haul.

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How the West can be won

West Africa, and particularly Nigeria, is emerging as a business aviation growth market as the region continues to develop industries based on its natural resources, according to the Middle East's only African-owned aviation company. Barbara Saunders reports.

Promise Uzoamaka, chairman of Sharjah-headquartered Amaka, which focuses on sales, acquisitions and business aviation consulting, says he envisions higher demand for private aviation from west Africa and that his company will soon expand into the continent.

Despite a widespread view in Africa that private jets are “symbols of excess”, Uzoamaka says their vital business role on the continent will spur demand.

“For instance, in the oil and gas industry, flying commercially to the production areas calls for three to four connections over multiple days and costs thousands of dollars,” he said. “For years, energy executives in Africa and the Middle East have saved time and money by sourcing private jets to reach remote areas. Private jets are a necessity in the oil and gas industry’s transportation.”

Uzoamaka says business aviation has to stand ready to seize opportunities emerging through changes in the African industry landscape.



“At the moment, aviation in Africa is going through a transition and development process. There are changes to regulations and airlines are forging relationships with international alliances. Low-cost airlines are testing the waters... or the sky, to be more specific. I see a lot of potential that will require the business aviation sector to compete with the speed of economic development.

“Embraer recently released its market outlook for Africa, which forecasts that the region will take delivery of 240 new jets in the 70 to 130-seat segment over the next 20 years. The 70 to 130-seat jet fleet in service is estimated to grow from the current 120 units to 260 by 2034. Africans are turning progressively to air travel. As in Asia, economic expansion, a growing urban middle class, continued market liberalisation and regional integration, will be the main drivers of air transport demand.”

Uzoamaka, nevertheless, admits Africa remains a

challenging market for a plethora of reasons, including lack of investment.

“The infrastructure currently in place, in comparison with more established markets, certainly requires more investment – to develop facilities such as maintenance, repair and overhaul (MRO), training and education. We are also trying to familiarise ourselves with changes to regulations and this is slowing progress down a little at the moment.”

Though Uzoamaka is planning to physically move Amaka into the African market, he says the Nigerian aviation authorities need to act quickly to upgrade standards and boost confidence in the local industry.

“The lack of health and safety standards and international aviation standards has led, or contributed to, avoidable tragedies and this has naturally diminished public confidence,” he said.

“The Nigerian aviation authorities must first of all understand and accept the need for health and safety standards. High-quality standards benefit everyone and reduce the risk to those providing the service and the users of the service. There is a need for education in this sector. Aircraft and aviation require high-quality standards. Training of personnel and the physically established MROs are imperative for this.



“In the past there have been a lot of African airlines banned from entering airports outside Africa. I believe that this was due to poor standards and lack of long-term planning – for example, the wrong aircraft for the wrong routes, lack of maintenance and qualified personnel and lack of essential follow-up that is obligatory in the aviation industry.

“Aviation demands high regulatory standards of operation and maintenance. I would advise that African airlines form alliances and endeavour to comply with official aviation authority standards.”

Swift and focused action on aviation standards in Africa will, according to the Amaka president, spur huge growth.

“If there are effective and expedited decisions made on aviation standards, I believe the aviation industry will grow exponentially. African aviation in 10 years’ time will develop a link with the new economies of Latin America and Asia. Cargo flights will increase to the landlocked countries. Increasing integration of the continent means that more people will be flying from one part of Africa to the other on business or leisure.”

“Currently global pilot training programmes can train about 15,000 per year, which would leave a shortfall of more than 3,000 new pilots annually. I personally think that is a conservative estimate and the actual numbers of new pilots required could be significantly higher.”

Amaka has set up its own foundation, which Uzoamaka says will assist students who are pursuing careers in aviation as pilots, mechanics, and aviation administrators and attending aviation programmes worldwide.

Promise Uzoamak: “I see a lot of potential that will require the business aviation sector to compete with the speed of economic development.”





MRO work at ExecuJet's Lagos base is growing.

Lux good, feels good... and does ExecuJet good

It was back in 1991 that ExecuJet opened up for business in Lanseria, near Johannesburg, to set a new standard in African business aviation. Today it is part of a much bigger global business.

Alan Peaford finds out why.

Mergers and acquisitions always have a certain amount of pain and a fair amount of baggage associated with one side or the other, but one of Africa's proudest names in the business aviation sector, ExecuJet, has no complaints.

Last year, the ExecuJet group was acquired by Luxaviation, the Luxembourg-based company which was formed in June 2008 as a small business offering aircraft management and charter sales with only one aircraft, a Cessna Citation XLS, and six team members.

With a belief that the business aviation market could benefit from consolidation, the company began to grow, expanding the quality and breadth of the services provided to clients.

First German operator Fairjets came into the fold in 2011; in 2013 leading Benelux firm Abelay joined the group. With offices set up in Asia, acquisitions continued in Europe with London Executive Aviation being bought in 2015, followed by Masterjet.

Then came the big one with the ExecuJet group and its 165 managed aircraft fleet and 24 FBOs, making the expanded group the second largest corporate operator in the world with 250 aircraft.

For Ettore Poggi, vice president Africa, combining forces with the European company was a no-brainer. "There have been only good things to come out of this," he said.

"There are a lot more opportunities for being part of the group," Poggi said. "We have seen major inspections including a C-check for a Falcon. We have access to a bigger fleet and there are more prospects, for sure. It brings economies of scale."

Poggi said the next stage now was to make sure everyone works the same way. "That is a culture change right the way through the organisation," he said "We have to work closer together – and that will happen."

Since its inception ExecuJet has been a major African player. It currently has 32 aircraft in its African fleet, of which 27 are available for charter. But the company goes much further than that with expertise covering maintenance, charter, FBOs and support operations.

One major operation this year involved the company proving the capability of St Helena to open to private aviation.

"Our team played a key part in introducing private aviation to the South-Atlantic island," Poggi said. "ExecuJet staff flew

from Johannesburg to St Helena as part of the airport's certification process and Lanseria Airport will continue its partnership with St Helena Airport over the coming years, managing its airport operations and air space, and providing reliable air services to the island."

During the last 12 months, the ExecuJet Africa team has worked on a series of successful maintenance ventures. In March, ExecuJet, in partnership with Maintenance Centre Malta (MCM), announced an extended Line Maintenance capability for EASA registered aircraft at its base in Murtala Muhammed International Airport, Lagos, Nigeria, to provide support to a larger fleet of different aircraft types. "We now look after Embraer Phenom 300 and Legacy 600 at Lagos,"

Poggi said, "as well as Bombardier, Dassault and Textron Hawker-Beechcraft products.

"Lagos is growing for us. We are delivering good service."

In June, ExecuJet Maintenance concluded another successful Blackhawk installation on a King Air 200 aircraft. This installation, combined with a Garmin 1000, is a perfect mid-life upgrade to the King Air 200 series aircraft and provides the crew with exceptional situational awareness and improved safety combined with improved climb performance, and improved cruise performance at altitude to allow cruise in the RVSM range and therefore resulting in an improved operational range.

A further two King Air 200 craft have undergone major interior refurbishments and been installed with Garmin 1000 technology,

while C-Checks on two Falcon 900Bs, incorporating major structural repairs, have been completed and delivered since January 2016.

Poggi said that ExecuJet Africa consistently demonstrates the highest level of commitment to aviation safety and quality at its facilities worldwide. "ExecuJet's Africa facilities have maintained International Standard for Business Aircraft Operations (IS-BAO) certification for many years and the company is the first in Africa to achieve International Standard for Business Aircraft Handling (IS-BAH) accreditation and is also a Wyvern Wingman member."

ExecuJet will be stretching its reach further. Later this year the company will be adding Antarctica to its operating licence and has flights in a company Falcon planned for December.



Ettore Poggi: "There have been only good things to come out of this."

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100 years on, Dassault still has the X factor...

Dassault celebrates its centenary this year and, as

Alan Peaford finds during a flight to Johannesburg from Paris, the company is entering its second century with innovation and optimism in equal measure.

Grey clouds hung over the early morning scene at Le Bourget Airport just north of Paris. The doors of the hangar opened and the scene was brightened by the pure white outline of the tri-engine form of the Falcon 7X.

As it was pulled to its spot on the apron, it parked next to another classic Dassault aircraft, a Falcon 900, emblazoned with the words 'Falcon Response'.

This is one of the most recent initiatives from the French business aircraft manufacturer to support its growing global customer base.

The aircraft is on standby to support aircraft on ground (AOG) crises and take specialist engineers, their equipment and spare parts to wherever they are needed.

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"The unique thing about this is that it also has a VIP cabin installed, as well as the mobile workshop. This means we can take the owner to wherever they were supposed to be going so they are not inconvenienced while the repair is carried out," explained Alain Lemee, director, international sales, civil aircraft.

The aircraft is rarely called on as Dassault's technical service support around the world offers 24/7 guidance and a high level of telematics allows the company to resolve most issues quickly.

There is no need for support for our 7X. The aircraft had flown back to Paris from Moscow the previous evening. It had been refuelled and replenished with sufficient provisions to keep the six passengers happy for the 5,430 mile journey to South Africa.

Successful journeys are nothing new to Dassault. The company is commemorating its 100th anniversary since the founder, Marcel Bloch (later to become Dassault), designed the Éclair (Lightning) propeller in 1916. He recognised that First World War aviators could have their aircraft performance improved by reshaping the wooden blades so they would have constant thrust along the propeller's length – a design that continues to be seen to this day.

Taking the jump seat for the departure from Le Bourget, another of the great innovations was apparent. The Falcon 7X's digital flight control system (DFCS), a more recent development, has lightened the load for pilots.

As we roared into the skies, a momentary break in the clouds allowed a ray of sunshine to illuminate the iconic Eiffel Tower off the port wing. Soon there were blue skies ahead.

While it has generally been a gloomy time for business aviation over the past few years, those dark clouds could be soon left behind.

A new flagship – the Falcon 8X – will be delivered imminently, following its certification by the European Aviation Safety Agency (EASA) and the Federal Aviation Administration (FAA) earlier this year. It is based on the successful airframe of the 7X; it is more than a metre longer and also has strengthened wings that allow it to carry more fuel, increasing the range to 6,450nm.

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According to director of sales, Gilles Gautier, that extra length means the 8X can accommodate more than 30 different configurations for the cabin layout, offering a choice among three different galley sizes, a crew rest area, lounges of varying lengths, and a lavatory with shower.

"One particular design, where the crew rest area can be converted to larger galley and lounge bar, is looking popular," Gautier said. "It provides a great place for people to meet informally during the flight."

As our 7X raced across the African plains at around 950km/h at 45,000 feet, Dassault executives used the time to discuss targets and strategy ahead of the number of demonstration flights planned around the Africa Aerospace & Defence (AAD) show near Pretoria.

"We are taking this market very seriously," said Gautier. "There is significant growth potential and it is developing quickly. The new economies are changing things. Our customers used to be governments, but now we see a real mix of governments, corporates and private individuals."

"The Falcon 7X, and soon the 8X, give owners an aircraft that can fly across oceans yet take off and land from short airfields – including London City. It is a smart aircraft, it has good connectivity to be an office in the sky, it is more affordable and it has good reliability," he said.

A little over 10 hours after leaving Paris, the 7X touched down at Johannesburg's international airport, ready to make the short hop to Waterkloof.

Its passengers were refreshed and ready to do business to ensure the successful continuity of Marcel Dassault's ingenuity for another 100 years.

Gilles Gautier: Dassault still has a nose for innovation.



South Africa's largest airport operator is on a mission and its CEO explains to Keith Mwanalushi the implications of doing business outside its borders and his response to how airports should deal with the growing threat of terrorism.

Maseko knocks down the barriers to progress

Airports Company South Africa (ACSA) is, arguably, the most lavish exhibitor at the annual Aviation Festival Africa event held in Johannesburg.

Not surprisingly, the pavilion is a hive of activity with ACSA executives engaging with airlines and international journalists.

On this occasion, ACSA chief executive, Bongani Maseko, was happy to discuss the company's latest position on a numbers of issues, starting with international expansion.

"Let me start with Ghana," he began. "By last year we had signed a cooperation agreement but now we have actually signed a technical agreement," [with the Ghana Airports Company Limited GACL].



The Ghanaians are in the process of erecting a new international terminal at the main gateway in Accra. The new terminal, to be known as terminal three, is expected to take pressure off the existing two terminals, improve the existing on-ground infrastructure in line with growing international travel demand, and position the country as an attractive aviation hub in the sub-region.

"They asked us to play a critical role in the project management, so we are obviously advising based on our experience in areas like information technology (IT), terminal operations, security and commercial management. So we physically have boots on the ground in Ghana," Maseko explained.

The design and build concept is expected to handle up to five million passengers per year, according to GACL.

Maseko acknowledged that doing business in Africa is not always easy.

For instance, ACSA has been in discussion with the Government of Benin but, as a Francophone country, he pointed out that the language barrier was a very serious challenge. "We were meant to be helping them with the



ACSA is involved with a terminal project in Ghana.

construction of an airport and, of course, they prefer to dialogue in French."

Maseko explained that it was a daunting task having to prepare the documents in English, then having to get them translated into French and then, after working on them, having to translate them back into English.

"Communication can be a challenge but Ghana, on the other hand, is English speaking. It has a stable economy so it is very easy to do business. We have found this to be the case in English speaking countries," Maseko observed.

Several countries in Africa are already in the process or looking closely at modernising their airports. Maseko commended these efforts and advised them to pay particular attention to service standards. "You will often find that the airport manager is some bureaucrat from the department of transport who has never really run an airport before and then he or she will then have to try and improve the way in which we

understand the frustrations of the passenger."

Importantly, Maseko has advised airport operators to avoid building facilities that they do not need. "There is a country that we visited and they wanted some assistance with the development of an airport. They pulled out some drawings and we said hold on, you have two A380 stands. Why?" Based on the figures provided, the planned airport had a throughput equal to East London Airport, one of the ACSA network of domestic airports that doesn't even have a wide-body.

He added: "What a lot of people equally don't realise is that the cost of maintaining your airport to acceptable International Civil Aviation Organization (ICAO) standards is extremely high."

Unlike more developed regions of the world, air transport is not uppermost in the minds of many African countries. Even in South Africa, Maseko admitted some challenges still exist, especially in other sectors of transport. "For us,



“The police, security and intelligence services should be upping their game and know who is doing what and why. Everyone has a role to play.”

BONGANI MASEKO

[aviation] the Government pretty much leaves us alone; we are not in trouble and we don't need assistance.”

Maseko is a strong advocate for public private partnerships (PPP) as a funding model for a public infrastructure such as airports. As African airports are upgraded, significant financing challenges are envisaged requiring what many believe is private sector participation.

Resources from public sector and other developing agencies are limited and can only cover part of these financing needs.

“I think PPPs are a very good option for African airports,” Maseko stated. “You build airports that are fit for purpose but are aligned to a country strategy – that is equally important.”

It is also important to recognise the various forms of PPPs and it was widely acknowledged at the event in Johannesburg that some PPP projects also have inherent challenges and risks associated with them.

ACSA has doubled its stake in its Brazilian concession, Guarulhos International Airport in Sao Paulo, from 10 to 20% as it seeks to increase revenues from non-aeronautical services. ACSA won a bid to develop and operate the Brazilian airport back in 2012.

However, Brazil's economic growth is predicted to shrink to 2% this year, according to economic analysts. Maseko is fully aware of the problems facing the South American giant. “Everyone knows that Brazil is going through a very difficult time right now but we believe that it will pick up. The airport at Sao Paulo, despite the challenges, continues to be resilient, which is something very strange.

“Even in South Africa the economy is not doing that well but we have registered growth in both domestic and international traffic, which defies all logic,” Maseko continued.

Turning to other issues, a wave of terror has hit the aviation industry and airports around the

world are a key target. Even as airports in Europe and North America have tightened their screening and security, some analysts have said that gaps in screening of employees and travellers in the Middle East and Africa are being exploited in a way that should cause airlines to have extra concerns about flying to those regions.

ACSA has officially stated that security measures at its airports are constantly monitored and reviewed to ensure that they meet both local and international legislative requirements and standards.

Maseko has discussed the topic at length with various stakeholders, including the Airports Council International (ACI), of which he is vice chair. “They have questioned the effectiveness of screening people before they get into the terminal,” he said.

This procedure is now present at a number of airports, including Brussels, following the attack on the Belgian airport earlier this year.

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Maseko explained that having a crowd at the entrance of the terminal was more than enough to allow a terrorist to achieve their goal, without having to go through screening. He is unconvinced of its effectiveness.

“We would like to see more visible police that are able to react. The police, together with the security services, have information. Airports don't monitor terrorists,” he said.

He further explained that the likes of Interpol, security and intelligence services and their sharing of information will better help identify possible threats. “My job is to make sure that when you travel, you travel safely but airports are very public places and I've got no way of knowing that a person has harmful intentions.

“The police, security and intelligence services should be upping their game and know who is doing what and why. Everyone has a role to play,” Maseko declared.

With fast-increasing passenger and cargo traffic at Entebbe International Airport, the Uganda Civil Aviation Authority (CAA) has embarked on a multi-billion dollar plan to expand the country's only international airport.

Muheebwa Hillary reports.

Expansion work has started at Entebbe International Airport with the construction of an expanded passenger terminal. The work is part of a four-phased airport scheme, which is also part of the 2014-2033 national civil aviation masterplan, which is reviewed and adjusted every five years.

The phases of the airport scheme include the land site expansion, air navigation equipment upgrade, and construction of a modern cargo area.

According to Ignie Igunduura, the CAA public affairs manager: "The plan is guided by statistical studies of cargo and passenger traffic."

Statistics show that in 1991 Entebbe was handling 118,000 international passengers and 5,200 metric tonnes of cargo per year. By 2015, the airport was handling 1.4 million passengers and 55,000 tonnes of cargo annually. "This has put pressure on existing infrastructure," said Igunduura.

"The traffic and cargo we are handling right now is the one we had predicted to handle by 2019. Businesswise, this has constrained the airport capabilities," he added.



CAA annual growth figures project that the passenger traffic is expected to reach 6.1 million in 2033, while cargo traffic is expected to rise to 172,000 tonnes in the same period.

The remodelling and expansion of the departure and arrival terminal is meant to accommodate this growing traffic. This is part of the airport's land site expansion project.

"The project will cost 42.6 billion Uganda Shillings (\$1.5 million). All this money has been internally generated by the aviation authority," explained Igunduura.

The project, which is expected to be completed by December 2017, will be undertaken by Seyani Brothers (U) Limited, with Sentoogo and Partners as the construction supervising consultants. ArchDesign Ltd is the project designer.

Once completed, the airport's departures and arrivals terminals will be able to handle 1,750



MODERNISATION IN THE AIR AT ENTEBBE...

passengers simultaneously during peak hours.

Igunduura said the overall Entebbe International Airport scheme included the construction of a computerised cargo-handling system, paving of the aircraft parking space and aprons, resurfacing the tarmac and taxiways, and addressing the car parking constraints.

"The taxiways are given a shelf life of 20 years. We have been doing retouches on them, but this time we will totally resurface the paved surface," he disclosed.

With modern aircraft becoming bigger, the parking space – especially the aprons – becomes constrained during the peak hours, he added, while the cargo is still handled manually.

Construction on some of these renovation and reconstruction projects will be carried out concurrently. The construction of a new and modern cargo-handling facility will be undertaken in two phases.

"The first is the construction of a cargo centre handling 100,000 tonnes up to the year 2023. This will double the current capacity," said Igunduura.

The second phase will be the expansion of the

cargo-handling capacity to 172,000 metric tonnes by the year 2034, he added. This project part of the overall scheme will be financed by a \$200 million loan from China's Export – Import Bank. The China Communication Construction Company will handle the site.

"Beginning in May, the CAA is also starting the installation of a new double-form baggage conveyer belt. Among the capabilities of this modern and high capacity belt is the ability to track each particular bag, issue bag tags and increase the luggage loading speed," revealed Igunduura.

The system will be manufactured and installed by Vanderlande Industries BV of the Netherlands. According to the company's profile, Vanderlande is the global market leader in baggage-handling systems for airports, and sorting systems for parcel and postal services.

Vanderlande's conveyer belt systems are active in 600 airports, including 17 of the world's top 25 airports.

This project will cost \$4.8 million and money to finance it has also been internally generated by the CAA.



The new airport design at Entebbe.

The other aspect of the Entebbe International Airport overall plan is the upgrade of the air navigation equipment. This will be executed by the Korea International Cooperation Agency, under a grant to the Government of Uganda by the Republic of South Korea Government. The grant is worth \$9.5 million.

All these construction projects are meant to transform and maintain Entebbe International Airport as an aviation point adhering to international standards.

“Air transport is highly regulated and regularly audited by the International Civil Aviation Organization (ICAO),” said Igunduura, “so we have to maintain international standards.”

The ICAO can close an airport or ground aircraft if they fail to meet the set minimum international standards, as agreed upon by member states. Uganda is one of the ICAO signatory states.

“For the development of air transport, it is necessary to enlist the commitment of government and other sectors like tourism and industry, to create an international brand for Uganda. This is done by means of diplomatic relations, marketing campaigns and promotion

of the country,” according to the Uganda Civil Aviation Master Plan.

“Entebbe is the main point of entry into Uganda by air, and main exit point. It is, therefore, a place where first and last impressions about Uganda are formed,” explained Igunduura.



Uganda was recently named as one of the top ten international tourist destinations at the inaugural Global Tourist Destination Carnival. This means the country has the potential to attract more tourists in the coming years.

Entebbe airport is also the United Nations support base for its operations in the region.

There are four things that influence airlines choice of destination; stability of the nation, economic performance, air traffic available and state of the facilities at the airport.

For Uganda to be marketable globally as a destination choice for investors and tourists, Igunduura said, the country has to set up a standard international airport, with facilities to attract and ease the transit of passengers and cargo.

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The airpark that's such a good sport



Githae Mwaniki
looks at the rise and rise of Kenya's Orly Airpark.

Kenya acts as the centre for aviation in east and central Africa, with general aviation based at Nairobi's Wilson Airport serving more than 65 operators and supporting operations for more than 300 aircraft.

As such, Wilson is the second busiest airfield in Africa in terms of aircraft movement.

The growth of commercial operations with relatively larger aircraft has restricted space for light, sport and training aircraft.

The Kenya Airports Authority (KAA) mandate has compounded matters as the state agency focuses on serving commercial aircraft operations as opposed to general/private aviators.

This led to some members of the Aero Club of East Africa hitting on the idea of setting up an airfield within Nairobi where there will be less hustle, lower fees and no commercial operations – perfect conditions for the growth and development of sport and recreational aviation.

Orly Airfield was created after the former chairman of the aero club, the late Harrow Trempenau, and Martin Ririani, director of Kenya School of Flying, began searching for a feasible private airfield to support recreational flying in a country club-type setting.

The site chosen was in Kajiado, 24km south of Wilson Airport, and outside the Nairobi control zone airspace, but accessible by tarmac road.

The 230 acres was acquired by Orly Airpark Ltd, the private company formed initially with 40 shareholders with the objective to own, develop and manage the private airfield.

The airfield's approval process from various government agencies was long and challenging as it involved seeking green lights from the KCAA and the ministries of transport and interior due to the security consideration of a private airfield located near Wilson Airport.

The runway was built in 2003 as the airport was christened Orly Airpark by the shareholders, most of whom are active aviators flying light aircraft.

Orly Airpark currently has two usable runways – 10/28 measuring 1,100 metres and the grass runway 07/25 that

runs for 750 metres but is only usable in dry weather.

The airfield has a fuel bowser for avgas for sale to members and non-members.

The management is now constructing phase III of the airpark, with 28 hangars measuring 360sqm to be sold to the aviation public.

Additional access roads and taxiways are being completed, with an additional five commercial hangars for lease to approved maintenance organisations.

The airfield is fully certified by KCAA's aerodromes department with approved operation manuals. The approach and departing procedures use a mandatory transponder with the Nairobi radar contacted at 122.3MHz, with traffic advice on 118MHz, and no climb above Fl65 is allowed without the consent of Nairobi radar at Jomo Kenyatta International Airport.

Orly is approved for only private aviation operations, witnessed by increased light and kit-built aircraft operations.

Orly Airpark management offers complementary landing fees for one aircraft per shareholder, \$1,000 annual fee and \$5 for a single landing per aircraft for non-members.

The airfield is secured by an all-round electric fence and currently has nine houses, 21 hangars, an airport lounge and clubhouse with cottage room accommodation offered to members and non-members.

The board of Orly Airpark Ltd, which is elected by the shareholders, manages Orly Airpark. The board is currently led by Rob Linck with Jamie Walker as airport manager and Duncan Ochieng serving as operations manager.

Several airfield operational challenges have been overcome by zealous airfield users, including construction of a 2km access road, an internal road, a borehole with water distribution network and staff housing.

The airfield is also used by flight training aircraft, with Kenya School of Flying having heavily invested with a fully equipped hangar and staff housing.

The soon to be launched Recreational Airports Association of Kenya will be based at Orly as the airfield aims to be the home for sport aviation in Kenya.

Several airfield operational challenges have been overcome by zealous airfield users

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Thabani Mthiyane
ATNS CEO and CANSO Africa Chairperson



DID YOU KNOW:
The first form of Air Traffic Control were bonfires guiding pilots from grass runways as they delivered mail.

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Air Traffic and Navigation Services SOC Limited (ATNS) provides **air traffic, navigation, training and associated services** within South Africa. ATNS is also responsible for Air Traffic Control throughout the **African Indian Ocean (AFI) region**, comprising approximately **10% of the world's airspace**. ATNS operates from nine ACSA and 12 other aerodromes. As a **globally-competitive employer of choice**, ATNS is committed to diversity and has achieved ranking within the **top 10 companies** in South Africa with regards to female representation at executive levels.





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Une infrastructure aéroportuaire stratégique pour la Mauritanie

Le nouvel aéroport international Oum Tounsi de Nouakchott a été inauguré par le chef de l'État mauritanien Mohamed Ould Abdel Aziz le 27 juin dernier. Ce projet est la preuve que l'Afrique est capable « d'innovation dans le milieu aéroportuaire ».
Un reportage de **Vincent Chappard**.

Ce nouvel aéroport international présenté comme une infrastructure « stratégique » est l'un des plus importants projets réalisés par la Mauritanie depuis 1960. Elle devrait permettre au pays de tirer un maximum d'opportunités économiques en attirant les investisseurs étrangers.

Les autorités veulent valoriser cette infrastructure à travers l'aménagement d'une « zone d'activités économiques autour de la nouvelle plateforme aéroportuaire ». Ce projet comprendrait la mise en place d'une zone de fret et de logistique, d'infrastructures hôtelières et d'un centre de conférences pour accueillir de grands événements internationaux. Selon les déclarations du porte-parole du gouvernement (Mohamed Lemine Ould) à la presse mauritanienne, c'est « une source de fierté pour l'ensemble des Mauritaniens ».

Les études et la construction du nouvel aéroport international ont été confiées au constructeur Najah for Major Works. Les travaux ont débuté en novembre 2011. Le groupe Egis a apporté son expertise au projet en menant l'analyse et la validation des études d'exécution de l'aéroport et en assurant la surveillance des travaux de construction, d'aménagement et d'équipement de la plateforme.

Nouvelle porte d'entrée de la Mauritanie, l'aéroport international offre une capacité annuelle de 2 millions de passagers. Il est capable d'accueillir tout type d'aéronefs incluant les avions long-courriers (A380 et B777). Il a été réalisé en conformité avec les meilleurs standards de

l'OACI et de l'IATA. L'aéroport assurera un niveau de service élevé (IATA «B») avec des conditions stables de circulation, peu de temps d'attente et un niveau élevé de confort et de facilité pour les passagers.

Il comprend deux pistes d'atterrissage (de 4,3km et de 2,6km), d'une tour de contrôle, d'une aérogare de fret, d'une autre pour passager de 18 000 m², d'un bloc technique, de bâtiments annexes permettant le fonctionnement optimal de l'aéroport et de logements pour le personnel d'astreinte et d'un pavillon présidentiel et ministériel.

Le premier vol commercial assuré par Turkish Airlines s'est posé avec succès sur le tarmac de l'aéroport le 23 juin dernier.

L'un des enjeux clés du projet reposait sur le transfert des activités de l'ancien vers le nouvel aéroport pour assurer une mise en service réussie. C'est Egis qui a fourni cette assistance en phase de transition y compris l'élaboration des procédures opérationnelles, de la planification et la réalisation des essais, de la certification de l'aéroport, ou encore de l'accompagnement du personnel pour se familiariser à l'exploitation de la nouvelle plateforme.



La plateforme dessert pour le moment une quinzaine de destinations en Afrique du Nord et en Europe. Une nouvelle liaison vers Abidjan devrait ouvrir d'ici fin 2016.

Comme le souligne Olivier Baric, directeur du développement Aviation en Afrique du groupe Egis, l'aéroport de Nouakchott élargit le champ de faisabilité des projets aéroportuaires en Afrique. Le continent a « des besoins forts en infrastructures et parallèlement les États ont des ambitions de développement ».

L'optimisme semble être de mise avec l'émergence d'une « aviation structurée, durable et coordonnée » sur le continent. D'où, la nécessité d'investir davantage dans la formation aux métiers de l'aérien. Un projet signé Egis, qui souhaite aussi, à travers ses projets menés en Afrique, contribuer « à l'assainissement et à la sécurisation du climat du transport aérien ».

Il importe maintenant aux décideurs politiques, au secteur public et privé des pays africains d'élaborer et d'appliquer des plans de développement des infrastructures pour dynamiser leurs économies.

SUMMARY

MAURITANIA IN THE ZONE FOR EXPANSION

Mauritania's head of state, Mohamad Ould Abdel Aziz, has opened the new Oum Tounsi Nouakchott International Airport, which is designed to play a key role in opening up a range of economic opportunities by attracting business and overseas investors.

Surrounding the airport will be a zone of economic activity, including a freight zone, hotels, a conference centre, and logistics infrastructure.

Work on the project began towards the end of 2011, and the airport is designed to handle

around two million passengers a year and to accommodate all aircraft types, including long-haul wide-body airliners like the Airbus A380 and Boeing's 777s and 787s.

The airport has two runways (4,300 metres and 2,600 metres), along with a control tower, an 18,000sqm passenger terminal, a technical zone, and other permanent buildings for general operations, staff housing and VIP suites. The first commercial flight at the new airport, operated by Turkish Airlines, landed on June 23.

Avanti improves African aviation safety with GNSS

Avanti Communications has led a new satellite-based project to help reduce the number of air traffic accidents on the African continent.
Steve Nichols reports.

A team from PildoLabs led the first SBAS flight tests with ARTEMIS signals in South Africa.

Africa has just 3% of global air traffic, but air accidents on the continent account for roughly 20% of the worldwide total. The accident data is dominated by controlled flight into terrain (CFIT) events.

Avanti has developed a satellite-based augmentation system (SBAS) to improve global navigation satellite system (GNSS) accuracy. The SBAS-Africa project is a test-bed to demonstrate its potential benefits in southern and eastern Africa.

SBAS works by helping or augmenting GNSS satellite signals, making them more accurate and reliable.

These types of systems were pioneered by the US wide area augmentation system (WAAS) and European Geostationary Navigation Overlay Service (EGNOS).

SBAS systems augment the positioning signals obtained from GNSS, providing integrity and enhanced accuracy to the signals via broadcast navigation data messages.



A typical SBAS system deploys a network of ground monitoring stations (GMS) at accurately surveyed locations that track signals from GNSS satellites. The GMS then compares its known position with the GNSS satellite-calculated position to produce an error correction signal that can then be transmitted locally.

The data correction messages can be uploaded via a ground uplink station to geostationary (GEO) satellites equipped with specialised SBAS payloads and also broadcast to end users.

The SBAS-Africa project deployed a test bed using two Avanti satellites, ARTEMIS and HYLAS 2. A navigation

transponder on-board the ARTEMIS spacecraft provides navigation data broadcast services to aircraft operating over Africa, while the HYLAS 2 satellite ensures reliable data communications for the SBAS infrastructure. This links GNSS monitoring stations in Africa with navigation data processing platforms in Europe.

David Williams, CEO of Avanti Communications, said: "The project currently serves South Africa and west Africa and will be extended to serve significant additional regions of the African continent.

"The programme is funded under the UK Space Agency's international partnership space programme (IPSP) and establishes a unique collaboration between the UK and South Africa via the South African National Space Agency (SANSA)."

The SBAS-Africa project demonstrates other benefits of SBAS services in the aviation sector.

These include instrument approaches, where none existed before due to infrastructure limitations; the extension of airport operating capacity and safety enhancement; plus more direct routing, enabling operational flexibility, lower fuel consumption, less noise and fewer delays.

The system enabled a series of tests and demonstrations to be carried out with the results being presented in a series of workshops in Cape Town, Pretoria and Johannesburg in April.



In March, PildoLabs, in cooperation with Lanseria International Airport and local aeroplane and helicopter operators (MCC Aviation and Halo aviation), led the first SBAS flight-tests with ARTEMIS signals in South Africa.

Several instrument flight procedures based on SBAS were successfully flown in the Johannesburg area, including SBAS approaches for Lanseria International Airport runway 07 and helicopter-specific SBAS approach and departures to Johannesburg Hospital. A low-level-route (RNP 0.3) connecting the airport with the hospital was also successfully flown.

Feedback was extremely positive. A pilot from Sky Service operating in Madagascar commented: "I think SBAS presents a great advantage for airports where weather conditions can be variable and violent, since it allows secured precision approaches without any specific ground installations."

The trial revealed a number of benefits for the aviation sector and regional African economies at large, particularly in the areas of infrastructure development, safety protocols and operational flexibility.

A preliminary business case for the future adoption and delivery of an SBAS open service (OS) approach is looking at the "economic benefits, timing, cost net present value, return on investment, risk and feasibility".

This could deliver more than ZAR15.6 billion (\$1.1bn) to the South African economy over 25 years, with a return on investment greater than 10:1. It could also be extended to deliver major economic benefits to other Southern African Development Community countries.



TANZANIA HOMES IN ON NEW RADAR

The Tanzanian Civil Aviation Authority (TCAA) has announced plans for the acquisition of at least four modern aerospace surveillance radar systems to replace the obsolete technology at the Julius Nyerere International Airport (JNIA) and expand national aerospace coverage to airports outside the capital, Dar es Salaam, writes Oscar Nkala.

In a statement posted on the Government website early in August, TCAA director-general, Hamza Johari, said the agency had budgeted \$24 million for the acquisition of two sets of surveillance radars for the JNIA and Mwanza International Airport, a busy, though largely domestic-oriented terminal.

“After fitting the new radar systems in Dar es Salaam and Mwanza, we are going to purchase two more radars that will be installed at Kilimanjaro International Airport and Mbeya Airport. With those four radar sites operational, we will be able to monitor the entire Tanzanian airspace and even beyond,” said Johari.

“Currently, there is only one operational airport radar surveillance instrument covering the whole country and it has been in operation for 14 years, since it was purchased in 2002.”

Johari added that the system, which had a 10-year lifespan, had outlived its usefulness by four years.

According to the civil aviation authority, Tanzania needs to have at least one advanced surveillance radar system stationed at each of the four international airports to ensure full coverage of the national airspace, including the land and maritime borders.



Recently, Tanzanian deputy minister for works, transport and communications, engineer Edwin Ngonyani, told a stakeholders meeting of the International Air Transport Association (IATA) that the country lost Sh.18 billion (\$8.25 million) annually in potential revenue from radar coverage taxes because of lack of equipment.

He said neighbouring Uganda and Kenya were already earning billions annually from radar coverage charges because they had the necessary capabilities.

The country’s failure to adhere to international air safety standards has cost it membership to the IATA, which has only one member airline in Tanzania following the suspension of the national flag carrier amid safety concerns about its fleet of aircraft.



Hamza Johari: “We will be able to monitor the entire Tanzanian airspace and even beyond.”

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**SOUTH AFRICAN AIRWAYS
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Boeing's top man in Africa, Van Rex Gallard, talked with Victoria Moores about the continent's growth prospects as the US manufacturer celebrates its 100th birthday.

THE CENTURY TO MAKE HISTORY IN AFRICA

There is a lot of meaningful history between Africa and Boeing. "We have more aircraft in Africa than anybody else. Why? Because of our history," said Boeing VP for Africa, Latin America and the Caribbean, Van Rex Gallard.

Boeing claims more than a 70% market share of the 150-seat plus segment in Africa. Gallard said this is because of relationships. "They go deep into the organisation, so the longer you have been working together, the deeper the relationship. Relationships mature and grow. People who were engineers 20 years ago are now running the airline, VP operations, or VP technical. They have learned to trust us. They know we deliver. That's key to being successful, the continuity of strong relationships at all levels of the airline. We don't really care if you buy an aircraft from us, if you lease it, find it, or win it in a raffle, we're going to be there to support you."

These relationships are essential to Boeing as Africa looks to invest \$170 billion in 1,150 new aircraft between 2016 and 2035. "If you were to do the numbers, you'd be impressed by how many new aircraft are coming into Africa. It may not be 100 aircraft at a time, like some other regions, but there's much more activity than people are aware of. People think Africa is a destination for old, unsafe aircraft. It's not. I don't see that all. That perception of Africa should be erased because it doesn't exist."



Things may be tough right now, with economic growth slowing from 3.4% in 2014 to 3% in 2015, but Boeing believes the gross domestic product (GDP) decline will ease in 2016, followed by a rebound in 2017.

"The only way is up," Gallard said, pointing to 6.1% projected annual growth over the next 20 years. "Once you liberalise, Africa is going to be a different continent. It won't be recognisable. Once Africa becomes a free market, the airlines will be able to fly freely and grow. It's not only going to increase number of aircraft needed, it's also going to open a lot of possibilities for African travellers and affect trade within Africa. Liberalisation is going to help us bring a new market to the world."

However, even though intra-Africa is expected to open up in 2017, this major development is not included in Boeing's forecasts, meaning that the anticipated demand for 1,150 new aircraft could be very conservative. "It has to be in effect for us to be able to account for it," Gallard said. "It's like me counting a million dollars in my bank account, based on the hope that I will win the lottery."

Traffic flows are also likely to change. Today, Africa-Europe is the continent's largest market, but this will decline over the next 20 years, as Africa-Middle East and intra-Africa – which are tied for second place – grow in importance. Together, these three markets will make up 86% of total capacity.

This is reflected in the aircraft numbers. Over the next 20 years, the African fleet will more than double from 690 to 1,460 aircraft. The majority of these – 810 aircraft in total – will be single aisles, as intra-Africa becomes the fastest growing market in terms of capacity. "Based on the analysis we've done with the airlines, the 737 MAX 8 or -800-sized aircraft is the right size for the near future," said Gallard.

Continued
on Page 84



"The only way is up. Once you liberalise, Africa is going to be a different continent."
VAN REX GALLARD



100 YEARS OF BOEING

CONTINUED FROM PAGE 83

The newly launched MAX 7 is also likely to see some popularity in Africa. "The MAX 7 is a little bigger than the -700 and it's going to provide more range, especially for hot and high airports. It has the large wing and efficiency of the MAX 8 and it's going to have the ability to go across Africa, even from the most difficult airports. It'll also have more seats than the traditional -700. I think that one is going to be extremely important to a number of African operators."

Meanwhile, 787 operations are likely to "grow at a much faster pace", especially for Asian, European and US routes. In 2025, Boeing's new middle-of-the-market aircraft will enter service and this could also be a strong performer on longer intra-Africa routes. "If you ask me what it will look like, we don't know, but it's going to replace the 757. It is going to have less capacity than the 787 when it comes to range, but it will have the economics to make those routes extremely efficient."

Yet this market overview masks a lot of important detail. "We talk about Africa as a single land mass, but it's very diverse," said Gallard. "There are many Africas within Africa, many regions: north, east, west, south, central. I see every one of those areas differently with different potential, with different requirements and different complications. Right now, even within east Africa, you have two very experienced airlines – Ethiopian Airlines and Kenya Airways – behaving differently because of the unique circumstances of those two countries."



The success factor, according to Gallard, is passion and a supportive political backdrop. "There's no need to say anything about Ethiopian, because right now it is the darling of Africa. Their Government has identified aviation as a key industry for Ethiopia. That, by itself, is significant. If any country in Africa wants to have a successful airline industry, they need to make sure they support the growth of their airline. One of the reasons for Ethiopian's success is the passion of the Ethiopians. It came about because these people work seven days a week, 24 hours a day towards the success of that airline. You need that commitment, that passion. Then you will find the routes, you will create the hubs, you will promote your brand and you will buy the equipment to support that."

So what is Gallard passionate about right now? "What makes me drool? South Africa Airways (SAA). There is so much to be done there. I would cut my little finger off to be given the opportunity to be able to

work with SAA, to help them reach the level of success that I think they have the capability to have. They have the traffic, they have the country, they have the GDP, and they have the know-how, the pilots, engineers and technicians. The only thing that they lack is the willingness to make it happen.



"Every time I think about SAA, it gets me teary-eyed because there's so much that can be done there. I don't think they're getting it wrong; I just don't think they're trying very hard. Everything is at a standstill. They're only making mistakes because they're not doing anything. They're just letting time go by. They should be replacing those inefficient wide-bodies. The potential is almost limitless. You don't even know how badly I want this."

Boeing often helps airlines with their

"That is the most fascinating part of Africa – its people."
VAN REX GALLARD

business planning, verifying conclusions and making sure that they are on the right path. "Something that we don't do any more is oversell. We try to sell, place or recommend the right number of aircraft and the right product to make sure that you're successful. If the airline says I'd like to have 50 aircraft and we believe that the right number is actually five, we will tell you five because it's not to our advantage to have an airline over-order and fail. What Africa really needs from a manufacturer is a straight answer."

When quizzed on his favourite memory of working with Africa, Gallard replied: "Meeting Africans. If you haven't experienced Africa, you think it is homogenous, that there is one Africa. When you go to Africa, you discover the people of the different countries, different cultures, different tribes, and different traditions. To me, that is the most fascinating part of Africa – its people. That's the truth. It's just fascinating."

SOMMAIRE

BOEING ECRIT UN SIECLE D'HISTOIRE EN AFRIQUE

Le directeur de Boeing pour l'Afrique, l'Amérique latine et les Caraïbes, Van Rex Gallard, aborde les perspectives de croissance du continent avec Victoria Moores alors que le constructeur américain célèbre son 100e anniversaire.

« Il y a une histoire profonde entre l'Afrique et Boeing. Nous avons plus d'avions en Afrique que quiconque », avoue Van Rex Gallard.

Boeing revendique plus de 70% de parts de marché des avions de plus de 150 passagers en Afrique. Selon Van Rex Gallard, les relations ont mûri et se sont développées. La confiance s'est installée au fil des décennies. « Ils savent que nous livrons. C'est la clé de la réussite, la continuité des relations solides à tous les niveaux » avec une compagnie aérienne.

Des relations essentielles pour Boeing car l'Afrique souhaite investir 170 milliards de dollars US pour acquérir 1150 nouveaux avions entre 2016 et 2035. Il rejette la perception selon laquelle l'Afrique serait « une destination pour les vieux avions démunis de sécurité ».



Même si la croissance économique ralentit, Boeing estime que le recul du PIB freinera en 2016 pour accueillir un rebond en 2017. Il souligne les projections de 6,1% de croissance annuelle durant les 20 prochaines années.

« Une fois que vous libérez, l'Afrique va être un continent différent ». Quand les compagnies aériennes pourront voler librement et grandir, les commandes d'avions vont augmenter et cela permettra aux Africains de voyager. Et, par ricochet, cela impactera le commerce intra-africain. « La libéralisation entraînera l'avènement d'un nouveau marché au monde. »

Les flux de trafic sont également susceptibles de changer. Aujourd'hui, l'Afrique-Europe est le plus grand

marché du continent mais cela va diminuer au cours des 20 prochaines années. Le marché Afrique Moyen-Orient et intra-africain - qui occupent la deuxième place - va croître. Ensemble, ces trois marchés représenteront 86% de la capacité.

Selon lui, la flotte africaine va plus que doubler durant les 20 prochaines années, passant de 690 à 1460 avions. La majorité d'entre eux seront de type monocouloir pour répondre au dynamisme du marché intra-africain. « Sur la base de l'analyse que nous avons fait avec les compagnies aériennes, le B737 MAX 8 ou B737-800 est la taille convenable pour un avenir proche. »



Le nouveau B737 MAX 7 est également susceptible de gagner en popularité en Afrique étant « efficace » et pouvant « voler à travers le continent ».

Van Rex Gallard avance que le B787 « va connaître une croissance beaucoup plus rapide » en particulier sur les routes asiatiques, européennes et américaines. « Le nouvel aéronef de moyenne gamme qui sera sur le marché en 2025, pourrait aussi être un acteur important sur les routes intra-africaines plus longues. Il devrait remplacer le B757.

Par ailleurs, il souligne la diversité du continent africain qui « n'est guère une masse terrestre unique ». Chaque région a « son potentiel, ses besoins et ses contraintes ».

La clé de la réussite repose selon Van Rex Gallard sur la « passion et le soutien politique ». Il cite l'exemple de la compagnie aérienne Ethiopian, soutenue par le gouvernement éthiopien qui a fait de l'aviation une industrie phare.

De son expérience africaine, il retient « sa fascination pour le peuple africain » dans toute sa diversité et sa richesse » culturelle et ancestrale.

Seven up: Boeing's African adventure

Tony Dixon takes a look at how US manufacturer Boeing has fared in Africa over the last seven decades.



Boeing 707 was to transform passenger operation.

The operation of Boeing-built commercial airliners in Africa only really 'took off' with the dawn of the jet age and the 707 and 720 series of aircraft as, prior to that, there were relatively few African-based carriers flying long-distance commercial services.

One of the first instances of a Boeing aircraft operating on the continent was during World War II, when the US military used Model 314 Clipper flying boats – bought from Pan American World Airways and leased back to the carrier for a \$1 fee.

They were used to carry cargo and personnel from the mainland US – via Natal in Brazil – to Liberia for onward transportation to British forces at Cairo in Egypt and even to Russian troops (via Teheran in Persia). The type was then the only one capable of the 2,150-mile

Continued on Page 86

 An advertisement for TAM VIVAIR 2 Airport buses. The background is a blurred image of an airport tarmac with a large airplane in the distance. In the foreground, a white VIVAIR 2 airport bus is shown from a side-front perspective. The bus has 'VIVAIR' written on its side. Overlaid on the image is a blue banner with the text 'At your service on airports around the world' and 'VIVAIR² Airport buses'. To the right of the banner is the TAM logo, which consists of three interlocking rings and the word 'TAM' in blue capital letters. At the bottom left of the advertisement, the text 'TAM-EUROPE Ltd. Maribor, Slovenia (EU)' is displayed.



100 YEARS OF BOEING



From Boeing's historic photo albums: (Clockwise) An Ethiopian DC-3; a Mango 737, South African Airways' 727 and an EgyptAir 707.

CONTINUED FROM PAGE 85

(3,460km) crossing over the Atlantic.

In 1943, President Franklin D Roosevelt travelled to the Casablanca conference in one.

British Overseas Airways Corporation (BOAC) used other Clippers on its west African route from the UK. Their longer range over British-built aircraft negated the need for a refuelling stop at Las Palmas in the Canary Islands and enabled the flights to route from Lisbon (in neutral Portugal) directly to Bathurst, Gambia and onward to South Africa. The airline had a large base in Durban (South Africa) and a flying school in Soroti (Uganda). Services were curtailed once it was safer to fly along the coast of northern Africa and then overland.

The next Boeing commercial operation on the continent was by BOAC 377 Stratocruisers in the mid-1950s. Their use on primary routes from the UK across the north Atlantic had been taken over by more modern types and, pending the arrival of Bristol Britannias, they were used on flights to the Middle East and Africa. These included Heathrow-Rome-Kano-Lagos-Accra-Rome-Heathrow. However, their use could sometimes be limited as weight and power restrictions meant take-offs from some shorter African runways were not possible in higher temperatures.

Aircraft such as the de Havilland Comet had flown into Africa in the late 1950s but none were operated directly by African carriers – although South African Airways (SAA) had chartered them on occasions. However, the 'new' 707, with

its longer range, meant that African carriers could connect to the rest of the world more easily. Both Ethiopian Airlines and SAA ordered the type and the first – a 707-320 Intercontinental – was delivered to SAA on July 1, 1960. Three months later, the type was deployed on the airline's flagship Springbok Service, linking Johannesburg to London and trimming the flying time to 13 hours.

During the 1960s, the type replaced aircraft such as the Douglas DC-7B on links to Australia (1967) and New York via Rio de Janeiro (1969).



Ethiopians' first order for 720Bs was initially delayed as the new Bole International Airport at Addis Ababa had not been completed and, therefore, the country had no runways capable of handling the jet. However, in December 1962, two of the shorter-range variant were delivered and operated services to Nairobi and Asmara (and onwards to Athens and Madrid) in early 1963.

In February 1967, the carrier ordered two new 707-360Cs, which could be converted to a cargo configuration (or a mix of passengers and cargo). These were delivered and brought into service the following year. Paris and London were added to the route network in the early 1970s and growth continued throughout the decade.

Although EgyptAir had initially entered into a deal for the 707-320 in 1961,

By far the most used Boeing type has been the 737, with new examples still being delivered to African carriers

difficulties over finance meant the carrier did not receive its aircraft until late 1968, with services starting the following year on the Cairo to London route.

As the choices from the US manufacturer expanded, SAA bought the 727 trijet – the first being delivered in 1967. Its three engines and hi-lift wing shape meant it was ideal for 'hot and high' operations from airports like Johannesburg. The type has been successful in South Africa with British Airways franchise carrier Comair and Nationwide only retiring their fleets in the mid-2000s. Algeria, Egypt, Libya, Morocco and Tunisia also used the type on services to Europe before moving on to the 737.

By far the most used Boeing type has been the 737, with new examples still being delivered to African carriers. The fact that aircraft can have their own integral airstairs has meant operations at many airports with limited ground-handling facilities have been possible.

The advent of the low-cost carrier in southern Africa has resulted in airlines such as Kulula and Mango using the type, while in the north, all of the countries bordering the Mediterranean have operated the type – many on tourist-style flights.

Although a number of countries have operated the 747 'Jumbo' from new, many of these were either in small numbers or for royalty or presidential use. For example, Morocco had four, Angola three and Egypt four.

SAA had by far the largest fleet with 28 examples, of which six were the long-range 'SP' version – with some subsequently going to Air Namibia and Air Madagascar.

SOMMAIRE

L'AVENTURE AFRICAINE DE BOEING ATOUR DU 7

Les avions commerciaux Boeing ont vraiment «décollé» en Afrique avec l'ère du jet et de la série d'avions B707 et B720. C'est durant la Seconde Guerre mondiale qu'un premier avion Boeing vola sur le continent. Les hydravions Model 314 Clippers étaient les seuls à pouvoir traverser l'Atlantique. D'autres Clippers furent opérés par BOAC en Afrique de l'Ouest.

■ L'ÈRE DU JET

Même si des avions de type Havilland Comet avaient opéré en Afrique à la fin des années 50, aucun n'avait été exploité directement par des transporteurs africains. Cependant, le B707 permit aux transporteurs africains de se connecter au reste du monde plus facilement. Ethiopian Airlines et SAA en commandèrent. Pendant les années 60, ce modèle remplaça des avions tels que le Douglas DC-7B.

■ LE TRIRÉACTEUR

SAA acheta le triréacteur B727. Le premier fut livré en 1967. Ce modèle eut beaucoup de succès en Afrique du Sud. Il fut exploité en Afrique du Nord avant le passage au B737.

■ LE PLUS POPULAIRE

Le modèle le plus répandu du constructeur a été le B737 avec de nouvelles versions encore livrées aujourd'hui aux transporteurs africains. Robuste et facile à manœuvrer, il fut exploité par les compagnies low-cost en Afrique australe alors qu'il fut utilisé comme avion de tourisme dans le nord.

■ LES JUMBO

De nombreux pays ont exploité le B747 «Jumbo» en nombre limité. SAA comptait cependant la plus grosse flotte avec 28 avions. Certains rejoignirent par la suite Air Namibia et Air Madagascar.

■ LES BIRÉACTEURS

Les B757 et B767 ont connu un succès limité en Afrique avec seulement sept B757 et 19 B767 neufs commandés. Ethiopian fut l'opérateur tandis que les compagnies aériennes telles que EgyptAir, Kenya Airways, Angolan et Ethiopian exploitèrent davantage le B777 pour le transport des passagers et du fret. La vente du B787 Dreamliner est légèrement plus élevée avec 23 avions livrés (sur les 40 commandés).

■ UNE FORME D'OLYMPHE

Un certain nombre de modèles plus âgés ont été convertis en avion VIP gouvernemental. Certains sont encore en exploitation.

■ L'AVIATION DURABLE

Lors des dernières années, Boeing a développé un partenariat avec des compagnies aériennes et pétrolières dans le domaine de la recherche sur le biocarburant. En juillet dernier, SAA et Mango transportèrent les premiers passagers d'Afrique à bord des B737-800 utilisant du biocarburant.

■ UN AVENIR SOLIDE

Selon les prévisions de Boeing, il y aura une demande de 39 620 nouveaux avions au cours des vingt prochaines années. « Malgré les récents événements ayant impacté les marchés financiers, le secteur de l'aviation connaîtra une croissance à long terme avec la flotte commerciale qui va doubler. Le trafic des passagers va croître de 4,8% annuellement au cours des deux prochaines décennies. »

Les estimations montrent que le marché des avions de type monocouloir sera solide, avec l'émergence de nouveaux transporteurs low-cost, entraînant une demande de 28 140 nouveaux avions.

Malgré les prévisions d'une croissance relativement faible de 4,6%, plus de 1100 nouveaux avions seront livrés en Afrique, dont environ 40% seront produits par Boeing.



PICTURE: JOHN WHEATLEY

The 747SP was acquired to overcome the refusal of many countries prohibiting SAA from using their airspace (because of apartheid) by making use of its long-range capabilities.

Latterly, second-hand examples have been used by numerous carriers for freight and Haj charter flights – particularly in Nigeria.

Both the 757 and 767 have seen limited success in Africa with only seven of the 757 and 19 of the 767 being ordered from new. Ethiopian has been the operator, while airlines such as EgyptAir, Kenyan Airways, Angolan and Ethiopian have been the main users of the larger 777 – both for passenger and cargo usage – but only 29 have been delivered.



Sales of the 787 Dreamliner are a little higher with 23 delivered out of the 40 ordered (all Boeing figures as of July 2016).

A number of the older Boeing types have been converted into governmental VIP aircraft with some still in use. The Government of the Democratic Republic of the Congo, for example, was operating 707-138B, 9Q-CLK (c/n17702) as recently as September 2015, when it visited Beijing, China. The aircraft first flew with Australian carrier Qantas in 1959 and was converted to VIP use in the 1990s.

A relatively new acquisition for the Gambian Government, 727-1H2(RE), C5-GOG (c/n 20533) was acquired in 2014 and was undergoing maintenance at Perpignan in the spring of 2016. It was the

last -100 version to be produced and first flew in 1971. It has been configured as a VIP version for all of its career.

The Niger Government has operated 737-2N9C, 5U-BAG (c/n 21499) since its delivery in April 1978. It flew to Lasham in the UK in late 2014 for overhaul/parting out and has now been replaced by a more modern 737-700.

In the last few years, the US manufacturer has been partnering with airlines and fuel-producing companies in the field of bio-fuel research. In July 2016, in collaboration with both SAA and Mango, Africa's first passenger flights with sustainable aviation biofuel took to the skies. The 737-800s carried 300 passengers from Johannesburg to Cape Town using a blend of 30% aviation biofuel produced from the nicotine-free tobacco plant Solaris.

In its latest market outlook, the manufacturer predicts a need for 39,620 new aircraft over the next 20 years. At the recent Farnborough Airshow in the UK, Randy Tinseth, vice president of marketing, Boeing Commercial Airplanes, said: "Despite recent events that have affected the financial markets, the aviation sector will continue to see long-term growth with the commercial fleet doubling in size. We expect to see passenger traffic grow 4.8% annually over the next two decades."

For the African region alone, although figures predict a relatively low growth of 4.6%, the company predicts more than 1,100 new aircraft will be delivered, with Boeing producing around 40% of these.

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*The African airfreight industry has registered a remarkable growth in the past few years but there's still much work to do. **Kaleyesus Bekele** reports from the Africa air cargo summit in Addis Ababa.*



The land of opportunity – but still barriers to overcome

According to the International Air Transport Association (IATA), African air cargo is projected to grow at a rate of 4.4% in the next five years – the second fastest increase next to the Middle East.

The fast economic growth most African countries are registering, a burgeoning middle class, plus increasing trade ties between Africa and Europe, the Middle East and Asia, are all contributing factors.

Europe and the Middle East and South Asia (MESA) account for 90% of air cargo volumes into and out of Africa. The thriving trade and investment relationships with China is also stimulating strong demand.

Global air cargo industry leaders recently gathered in Addis Ababa, Ethiopia, to participate at the Africa air cargo summit organised by EuroAvia International at the Sheraton Addis. Stakeholders from all over the world deliberated on the opportunities and challenges in the African air cargo industry.

At one panel discussion, Berhanu Kassa, Ethiopian Cargo International sales director, pointed out that directional imbalance was one of the major challenges in cargo flight operations. Kassa said poor infrastructure, prohibitive service charges and destination taxes were impediments in the growth of airfreight.



Berhanu Kassa: Poor infrastructure, prohibitive service charges and destination taxes are impediments in the growth of airfreight.

Kassa said the declining price of oil could bring some benefits to airlines in reducing operational costs. However, he added, the soaring oil price also has a negative repercussion. "Oil exporting countries' economies have been adversely affected. Major African economies, such as Nigeria and Angola, have low demand for air transport because of the lost revenue."

According to Kassa, because of currency devaluations, carriers have faced challenges in collecting their sales revenue from some African countries.

Sanjeev Gadhia, CEO of Astral Aviation, listed lack of return cargo, limited connectivity, lack of market liberalisation and lack of cooperation as the impediments in the development of air cargo in Africa.

He also cited the high cost of jet fuel, cargo-handling royalties and taxes as major challenges.

Kenya Airways commercial director, Peter Musola, said that safety and security, a lack of market access, poor air cargo infrastructure, high production costs – notably the cost of fuel, which he said is 21% higher in Africa than the world average, were hiccups in the African cargo industry.

Musola told delegates that complex customs regimes, corruption and poor governance and volatility of currencies were affecting African

Continued
on Page 90



Peter Musola: complex customs regimes, corruption and poor governance and volatility of currencies are affecting African operators.

CONTINUED FROM PAGE 89

operators. Nigeria, which has suffered from plunging oil prices, owes foreign carriers some \$500 million. He also pointed out that the African market was dealing with low load factors and high capacity, like much of the industry.

IATA regional director for Africa, Sidy Gueye, explained to delegates there has been pressure on yields and revenues due to rising capacity in the marketplace.

In April, available freight tonne kilometres surged by 25.6% year-on-year, but the load factor dropped to 25.7%. Gueye said the African cargo market was affected by trade protectionism and lack of safety and security.

Elijah Chingosho, the African Airlines Association (AFRAA) secretary general, advised carriers to work more on e-freight to grow business performance: "African air cargo carriers need to minimise costs by introducing more paperless processes," he said.

Africa has a relatively high electronic air waybill (eAWB) penetration at 53.4%, with Ethiopian Airlines leading the way with 92.9%.

Despite all the challenges, there seems to be a promising future for the African air cargo industry. With large arable land, vast natural resources and fast-growing economies, the continent appears to have a bright future.

Gadhia said the intra-Africa market was currently growing by 10-15% per annum and added that Astral anticipated having a good chunk of the growing market.

He said his company would add new Boeing 747 freighters and a B737-400F to its fleet in the near future.

The cargo operator is planning to add new west and southern African hubs to complement its current centre in Nairobi. It hopes to lease two B747s for international operations and to lease six B737s for intra-African use. It currently operates a B747-400F, B727-200F, DC9-34F and Fokker27 m500F.

Gadhia said the South Africa hub would be in Johannesburg, while the west Africa operation would be in either Accra or Lagos. "We believe in a multi-hub strategy."

There are also plans to increase its network in east Africa from eight to 14 routes, become a full IATA member next year and invest in cargo infrastructure.

Plus it plans to become the first airline in

SOMMAIRE

LE FRET AÉRIEN : UNE INDUSTRIE FLORISSANTE EN AFRIQUE

L'industrie du fret aérien africain enregistre une croissance remarquable depuis quelques années. Selon l'IATA, le fret aérien africain devrait croître de 4,4 % au cours des cinq prochaines années.

Les principaux facteurs qui contribuent à l'essor des activités du fret aérien sont la croissance économique rapide dans la plupart des pays africains et le développement des liens commerciaux entre l'Afrique et l'Europe, le Moyen-Orient et l'Asie.

L'Europe et le MESA représentent 90 % du volume de fret aérien vers et hors Afrique. La relation commerciale et l'investissement en plein essor avec la Chine stimulent la demande de transport aérien entre l'Asie et l'Afrique.

Les leaders mondiaux de cette industrie ont participé à un sommet en juin dernier à Addis-Abeba. A l'agenda : les opportunités et les défis du fret aérien en Afrique.

Plusieurs intervenants ont évoqué les obstacles freinant la croissance du fret aérien sur le continent. Berhanu Kassa, le directeur des ventes d'Ethiopian Cargo International, a parlé des infrastructures médiocres, des frais et des taxes prohibitives. La baisse du prix du pétrole, au lieu d'être avantageuse, a eu des répercussions négatives dans les pays exportateurs.

□ □ □ □ □

Sanjeev Gadhia, le directeur général d'Astral Aviation, a de son côté souligné une connectivité limitée, un marché non libéralisé et un manque de coopération.

Le directeur commercial de Kenya Airways, Peter Musola, s'est appesanti sur la sécurité et la sûreté, le manque d'accès aux marchés, l'insuffisance des infrastructures de fret aérien et les coûts de production élevés. Les opérateurs africains sont pénalisés par les procédures douanières complexes, la corruption, une mauvaise gouvernance et la volatilité des devises.

Le marché est également affecté par le protectionnisme commercial selon le directeur régional de l'IATA pour l'Afrique, Sidy Gueye.

Elijah Chingosho, le secrétaire général de l'AFRAA, a encouragé les compagnies aériennes à recourir à l'e-fret pour réduire leurs coûts.

Malgré tous les défis, cette industrie semble avoir un avenir prometteur. Comme l'a souligné Sanjeev Gadhia, le marché intra-africain connaît une croissance de 10 à 15 % annuellement. Astral Aviation envisage de créer un nouveau hub en Afrique australe et de l'Ouest ainsi que d'augmenter son réseau en Afrique de l'Est.

Ethiopian Airlines, le plus grand opérateur de fret en Afrique, a également révélé son ambitieux plan de croissance. Le DG du groupe, Tewolde Gebremariam, a annoncé la construction d'un nouveau terminal de fret avec une capacité de maintenance de 1,2 million de tonnes par an. « Une fois terminé, il sera le plus grand terminal de fret d'Afrique. »



Sanjeev Gadhia: Astral plans to become the first airline in Africa to operate cargo drones in order to provide access to remote parts of the continent.

Africa to operate cargo drones in order to provide access to remote parts of the continent. "Do not ask me the details now but we are working on a plan to launch drone cargo flight operations in remote parts," Gadhia told the delegates.

Ethiopian Airlines also revealed its ambitious growth plan during the course of the meeting. With six dedicated B777Fs and 350,000 tonnes of annual uplift capacity, Ethiopian is the largest African cargo operator.

Group CEO, Tewolde Gebremariam, said Ethiopian is building a new \$119 million cargo terminal with the capacity of handling 1.2 million tonnes of freight per annum. About 60% of the construction work on the first phase of the new terminal is completed and work on the phase is expected to be completed next year.

"When completed it will be Africa's largest cargo terminal and will be comparable with the world's biggest cargo terminals in Amsterdam Schiphol Airport and Changi Airport in Singapore," Gebremariam said.

He believes that the new state-of-the-art terminal, coupled with the modern Boeing B777 cargo fleet, will enable Ethiopian to make Addis Ababa Africa's cargo hub.

Gebremariam said Ethiopian Cargo was the second biggest business unit in the Ethiopian Aviation Group. It has eight dedicated freighter aircraft (six B777s and two B757s) and 24 route networks.

The existing cargo terminal at its main hub in Addis Ababa Bole International Airport has the capacity to handle 250,000 tonnes of cargo. It has a modern perishable cargo (cold room facility), which can accommodate 65,000 tonnes. Ethiopian Cargo has its European hub at Liege Airport in Brussels and its second cargo hub in Africa in Togo Lome.

Ethiopian transports various cargoes from different parts of the world with its B777 fleet and distributes it to sub-Saharan African countries with its B757 freighters. It generates 425 million dollars revenue every year, about 15% of the total income of the aviation group.

The CEO said that by 2025 Ethiopian Cargo would generate two billion dollars and boost its cargo fleet to 18 from the existing eight, its annual hauling capacity to 820,000 tonnes and its cargo route network to 37 from 24.

A MOST PALLET-ABLE CONTRACT FOR CHEP

Chep Aerospace Solutions has been awarded a five-year unit load device (ULD) management contract by Air Austral.

The company, which provides asset management and repair of aviation containers, pallets and in-flight food service equipment, was chosen by the carrier to improve efficiency, reduce its costs, and benefit from the increased fuel and CO2 savings from Chep's lightweight containers.

Its containers and pallets now fly on Air Austral's new Boeing Dreamliner and 777 aircraft.

"We own the world's largest independent ULD fleet and galley cart repair network, as well as providing maintenance, repair and overhaul (MRO) services," said Chep president, Dr Ludwig Bertsch. "We provide all our passenger airline customers exclusively with lightweight containers weighing 65kg or less, which saves fuel and reduces CO2 emission."

"Given that we buy and replace the units, it also reduces the capital expenditure of our customer airlines. This was one of the main factors for Air Austral to outsource its ULD management to us, in addition to the flexibility of adapting their ULD inventory to the seasonality and peak periods of their flights."

As several of Chep's cargo, network and leisure carriers fly to regular or charter destinations in Africa, the company has field-based staff in Nairobi, Kenya.

Bertsch said: "Along with our 24/7 global



Dr Ludwig Bertsch: "We look at annual savings of around \$1 million for an airline operating with 20 wide-body aircraft."

operations centre, the staff there ensure that our airline customers have the right containers and pallets when and where the equipment is needed for their cargo or passenger flights."

He added that the company has discussed ULD management with a few other airlines based in Africa and believes that some of them will make the move and outsource the management of their containers and pallets in the near future.

"If we take only the fuel savings of our lightweight containers into account, we look at annual savings of around \$1 million for an airline operating with 20 wide-body aircraft," he said. "As our customers only pay for the containers and pallets they actually use and don't need to buy and maintain extra stock to manage peak periods and imbalances, it is possible to operate their network with around 30% less units than in a standalone operation."



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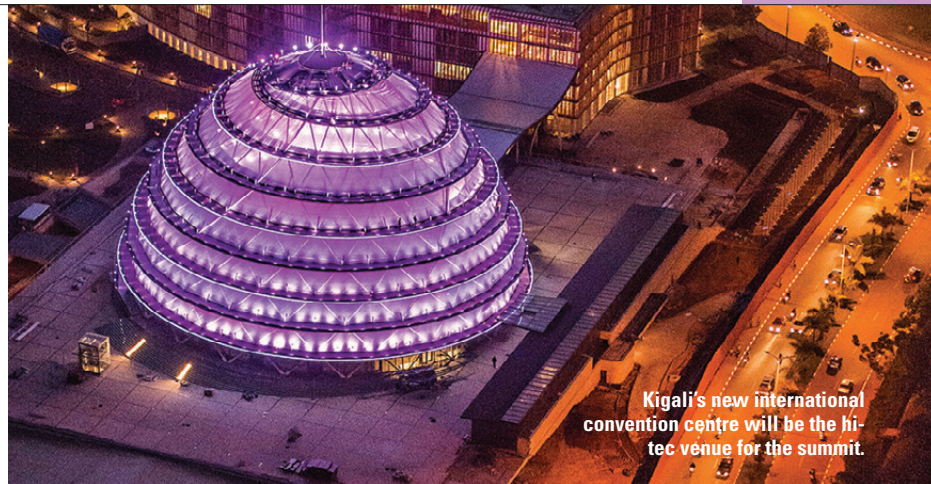
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Rwanda's African summit sets the agenda for the future



Kigali's new international convention centre will be the hi-tech venue for the summit.



Brussels Airlines CEO Bernard Gustin will be one of the key speakers from Europe to grace the stage at Aviation Africa 17.

How African airlines will manage international demand for reduced air transport emissions and how they can adapt practices to gain greater access to international finance are among the key topics for debate at the Aviation Africa 2017 summit in Kigali, Rwanda on February 22-23.

Leaders from top African airlines and from the major government departments and service suppliers will be at the event.

Also major European airlines, including Turkish Airlines and Brussels Airlines, will be represented by their chief executives to talk about cooperation, competition and aspiration.

The event is supported by the Rwandan Government, including the Ministry of Infrastructure, Rwanda Civil Aviation Authority and RwandAir.

Rwanda is fully committed to supporting Aviation Africa 2017 and ensuring that aviation-related events grow in Rwanda. Speaking on behalf of Rwanda CAA, director general Colonel Silas Udahemuka, said: "Aerospace and aviation are extremely important sectors for our country and we are investing heavily in this sector through our airline, airport infrastructure and our people. We are confident that Aviation Africa will attract large numbers of participants and visitors through our invitation programme and look forward to welcoming the global aviation industry to Rwanda."



The event will host more than 50 global exhibitors and up to 500 delegates from across the African continent. Many global aerospace industry visitors will be looking to grow their business in Africa. The event takes place at the Radisson Blu Hotel and new international Convention Centre in Kigali.

The event is organised by Times Aerospace Events. "We are seeing some of the world's top aerospace companies involved in sponsoring and exhibiting at the show," said managing director Mark Brown. "The response has been superb and I am excited by the number of sub-Saharan airlines and business aviation operators that are coming.

"Africa's business aviation association, AfBAA, has taken a pavilion and it looks as if some manufacturers will be bringing aircraft to enable customer demonstration flights as well. We are confident that our partnership with Rwanda will grow and that the country is the right place for this event."

Rwanda has a uniquely open visa policy for all African and international visitors, operating a visa-on-arrival service. It has a strategic geographical location, a large investment in tourism and hospitality and high levels of security, plus an aviation-friendly environment.

According to IATA's latest forecast, Rwanda is one of the 10 African countries whose aviation market is expected to grow by 7-8% each year on average over the next 20 years, doubling in size each decade.

IATA's vice president for Africa, Raphael Kucchi, along with AfRAA's secretary general, Dr Elijah Chingosho, are among the keynote speakers. Others invited to take to the stage include Ethiopian Airlines CEO Teowalde Gebremariam; former Ethiopian CEO and current chairman of RwandAir Girma Wake; and TAAG Angola CEO Peter Hill.

With regional and low-cost aviation high on the agenda, Jerome Maillet, deputy CEO at Congo Airways; Ahmed Ahly, CEO Nile Air; Ian Patrick, CCO Air Djibouti, and Henok Tefera (Asky Airlines) are among the invited speakers.



The need for change in MRO and support is on the agenda, with key management from South Africa, Egypt and Ethiopia preparing for the debate. Flight safety and pilot evaluation are key topics for African aviation at this time of rapid growth and pilot shortages. Addressing the issues will be former Tunisian Air Force fighter pilot Samir Maktouf, now a professor of aviation studies in Florida and part of the Embry Riddle University aviation research team. He will be looking at how African airlines and aircraft operators can reduce aviation incidents/accidents through better flight training.

How Africa can tap into its human capital will also be aired and Captain Martin Chalk, the president of the International Federation of Airline Pilot Associations (IFALPA), will lead a discussion on understanding fatigue management and working together to enhance safety and risk management.

With breakout events for aviation safety, training and business aviation, the summit is action-packed. There is also a full social and networking programme allowing unprecedented access to key government, industry and military delegations and representatives.

Full details of the event, sponsorship opportunities and conference programme updates are available on the event website: www.aviationafrica.aero



Let's work together

Airline partnerships, profitability and developing airport capacity were high on the agenda at the Aviation Festival Africa in Johannesburg, South Africa.

Keith Mwanalushi gives a round-up of the issues discussed.

Earlier this year, the International Air Transport Association (IATA) revealed that, despite the 2016 financial outlook for global airlines looking upwards, African airlines were expected to post a \$500 million loss this year.

It was a slight improvement on the \$700 million that the region's carriers lost in 2015.

The IATA report indicated that capacity growth (5.3%) is anticipated to outpace demand growth of 4.5%.

African carriers continue to confront a plethora of challenges, including intense competition on long-haul routes, political barriers to growing intra-Africa traffic, high costs and infrastructure deficiencies. In addition, many major economies in the continent have been hit hard by the collapse of commodity prices and the impact that has had on revenues and the inflow of hard currencies.

Unresolved foreign exchange crises are adding to the economic difficulties facing some airlines in the region.

Speaking at the Aviation Festival Africa, Abel Alemu, Ethiopian Airlines (ET) regional

manager for South Africa, confirmed that the outlook was negative. "The major challenge for business in Africa is increased competition from non-African airlines," he said.

Alemu's presentation revealed that non-African airlines carry 82% of African traffic. Four of the global carriers – Emirates, Etihad, Qatar and Turkish – collectively operate 745 flights a week and the combined destinations into Africa now stands at 105.

This total is rising. Qatar Airways, for instance, is preparing to launch new services to Lusaka in Zambia next year and will compete with Emirates on the route.

Turkish has 43 destinations in Africa behind ET. "It's a pity that the second airline following us is not an African airline. This has been a major challenge and the profitability has declined for major African airlines. This is mainly because of the heavy competition," Alemu noted.

Currently, only 18% of the African market share is covered by carriers on the continent and, once again, the importance of a liberalised African market sprang up. "One of the big problems is the regulatory frameworks for



Industry delegates at Aviation Festival Africa.

...unity is strength



Abel Alemu: "The major challenge for business in Africa is increased competition from non-African airlines."

different countries. There are various political reasons that have really impeded the air transport industry," said Alemu.

He continued by stressing the necessity of a single African air service system to promote interaction between African countries, aviation authorities and airlines. "A single market will definitely develop the inter-Africa relationships and growth in order to develop infrastructure, trade and other activities between these countries."

Better cooperation between African airlines, developing joint ventures and other partnerships were highlighted as critically necessary for the region. Start-up airlines face considerable capital investment, let alone competing with the big players such as Ethiopian.

Alemu said having the proper manpower, equipment, infrastructure and competition were major issues for smaller carriers, and forming joint ventures would help them develop some foundation.

"Unity is strength. Especially for these African carriers having a joint venture arrangement with others in the continent will help them to develop

their own capabilities and share knowledge and expertise."

With this strategy in mind, ET has been engaging with various countries in Africa mainly to form new start-ups following similar arrangements with Asky and Malawian Airlines.

ET partnered with Asky in 2011 and now has a 40% stake in the Togolese carrier. "This partnership is now one of the strongest in western Africa. Both management and financial assistance were there right from the beginning," said Alemu.

"We also established contact with Malawian Airlines in 2014 and they [Malawian] are flying to eight destinations in the region. We are doing this in order to stay competitive because it would be very difficult for us to cover the entire skies of Africa."

Ethiopian is now in discussions with RwandAir. "They have been doing very well in the past few years and discussions are going on in order to have a similar arrangement," he continued.

Alemu also confirmed that ET is in talks with the authorities in Kinshasa, Congo in order to have a

Continued
on Page 96

CONTINUED FROM PAGE 95

better relationship and possibly establish a start-up airline there too.

However, not all countries have embraced Ethiopia's ambitious plans, Zambia being one of them. "The Zambian Government was involved in discussions," said Alemu. "But, as we speak currently, we are not any closer to any deal. Instead, we are closer to having something in Congo."

It seems that Zambia's lukewarm reception has protectionism splashed all around it and Alemu acknowledged that even the larger carriers still face regulatory obstacles. "Yes, we do face this in Africa. Getting a permit to operate in different parts of the continent is a challenge, even for us after flying for 70 years. It is always difficult."

Several African countries are currently undertaking major airport development work. In east and central Africa, Ethiopia, Kenya and Zambia are all involved in new airport projects. "In Ethiopia the government is spending a huge amount of money to expand the current airport but also to build a new airport," Alemu said

Details of the new Ethiopian airport project were made available at the festival for the first time, indicating the need to build a facility that will cater for 120 million passengers to come online in about a decade's time.



Alemu added: "By then it will be the largest airport in the region but we will not be waiting for 10 years. The current airport we have in Addis Ababa is going through an expansion programme to handle 22 million passengers per year in line with our vision 2025.

"So, by 2018, the expansion project will be completed and we will be able to support our operations with an expanded airport."

Speaking on fleet deployment, Joao Miguel Santos, VP at Boeing International – Africa, identified that some 1,170 new aircraft will be required by African operators in the next several years.

"Some people don't believe that but it can be done," Santos said.

Further, he dismissed the argument that Africa was a dumping ground for old inefficient planes. "Yes, it used to be, but not any more."

Santos drew special attention to the several airlines that are currently in the process of fleet modernisation programmes. Boeing recently delivered 787s to Royal Air Maroc, Comair/Kulula have taken eight 737-800s with another expected in October. ET continues to take delivery of 787s and TAAG Angola will now have eight new 777s in the fleet, which Santos referred to as "quite amazing" – especially coming from an airline that, until recently, was on the European Union (EU) banned list.

Santos commented: "There is an enormous amount of in-production aircraft coming into Africa. An airline like Comair, for example, has found out that there is a fine line between a used

"Getting a permit to operate in different parts of the continent is a challenge, even for us after flying for 70 years. It is always difficult."

ABEL ALEMU

aircraft that is cheap and a new aircraft that is expensive but benefits from low fuel burn and efficiency."

Sub-Saharan Africa remains the last region to see the low-cost airline sector flourish outside of South Africa.

Operating conditions for budget carriers have proved extremely onerous. However, the general consensus at Aviation Festival Africa was that the low-cost model remains the most ideal for African start-up and regional carriers.

Following a presentation, Richard Kyereh, head of commercial at Africa World Airlines (AWA) discussed the airline's low-cost operation from Ghana.

"Since 2012 we are now flying on four domestic routes and to Lagos in Nigeria," said Kyereh.

AWA currently has the largest market share on its routes. "Lagos was struggling but now Aero Contractors has moved off the Accra-Lagos route, Medview Airlines is also reducing its schedules and we have a carrier like Dana Air also exiting. So we are only flying the route with Arik Air," explained Kyereh.

In the near term, according to Kyereh, AWA hopes to expand to other west coast destinations. "Domestic is where we are making money now but we are looking at untapped regional and west coast markets, which have higher yields."

The Accra-based airline has no plans at present to enter the long-haul market and Kyereh frowned at the thought. "Domestically, we are only competing with Starbow. We used to be four players but two have since folded. Even then, Starbow is using just one aircraft now and we are using three."

A question often raised at conferences is how budget carriers operate in Africa compared to other world regions, where the business model is more mature. Kyereh stated that AWA was operating as a low-cost carrier in its purest form.

"We are low-cost. We are operating point-to-point using the same equipment. We have very short turnarounds and we don't have complexities and don't offer transfer or connection systems. That is what AWA is about," he explained.

The fleet is made up of three Embraer ERJ-

145s, which are owned by the HNA Group. It, in turn, has a 70% stake in AWA.

"Because our sister company owns them, ultimately, they are our own aircraft but then again you need to treat them in your books as a lease," explained Kyereh, who shrugged off speculation that A319s are tipped to replace the ERJs in future. "We want to keep a similar kind of equipment so, instead of the A319s, we are trying to go with the Embraer 190s."

AWA is already in high-level negotiations with Embraer, according to Kyereh. "I don't see the A319s happening but I do see the Embraers," he confirmed.

IATA has asked African airports to review their charges and other taxes that constrain the growth of airlines and west Africa is high on the list of areas with high operating costs.

AWA has engaged with the Ghanaian authorities and Kyereh is hopeful that this year, being an election year, the spotlight will shine on these issues. "We are hoping the Government responds to our plight," he said.

"One problem is domestic carriers paying VAT on every ticket. It is very abnormal so the ticket price has gone up. This has actually reduced our passenger throughput in the past year by close to 20%," he said.



No other airline in Africa has been tested more than EgyptAir following a string of incidents and threats in recent times.

Despite these problems, Ashraf Hakim Alsayad, regional general manager for EgyptAir in South Africa, said the airline is resilient and will soldier on. "We have about 5% annual growth for the whole company."

In South Africa, specifically, the airline has increased capacity on the Cairo-South Africa sector by swapping A330-200s with the larger A330-300s.

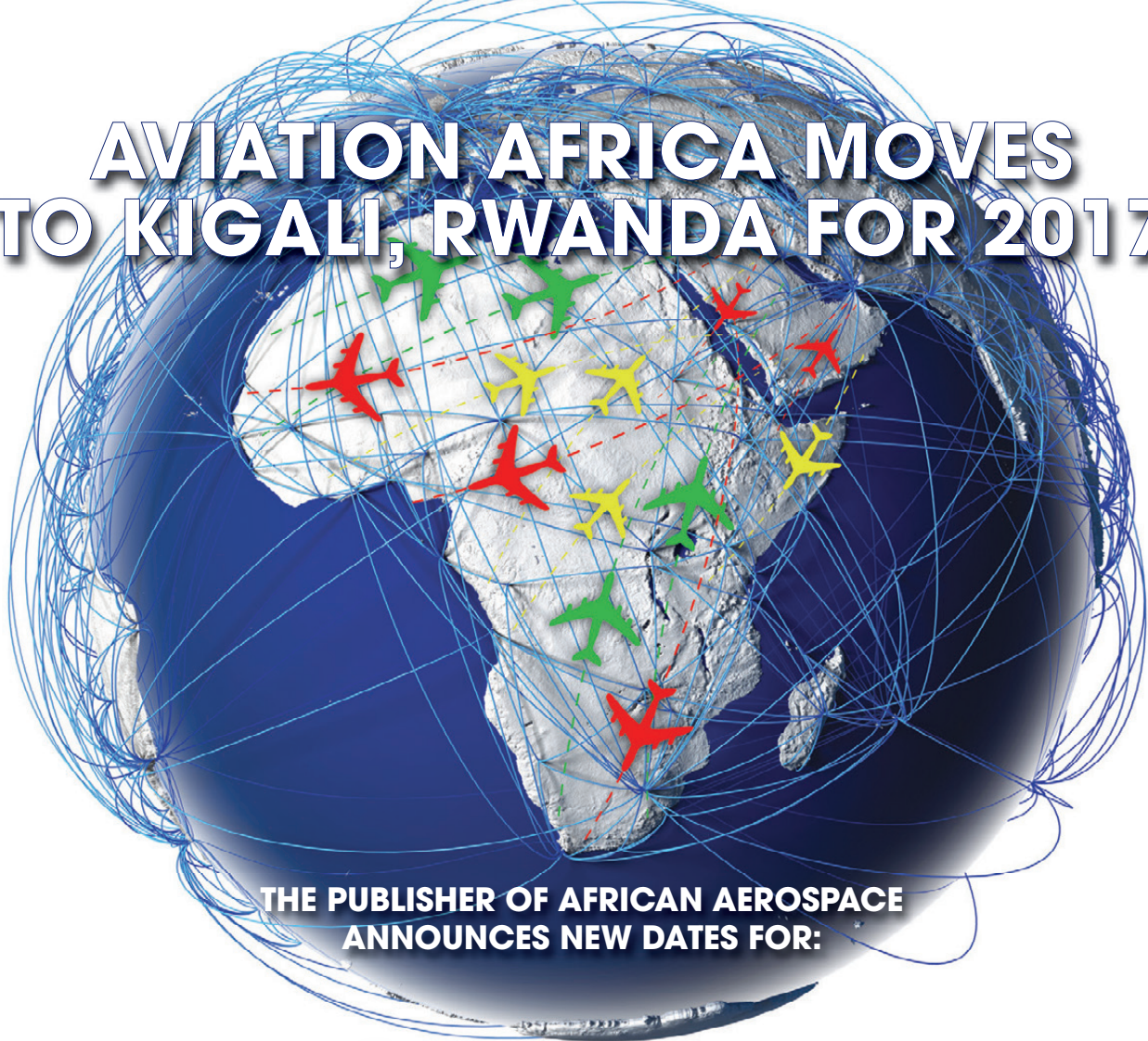
"In terms of fleet growth, we expect to receive eight new aircraft – 737-800s. We will take delivery of the first one by the end of this year," said Alsayad.

All eight 737s are coming on lease and they will be used as replacement aircraft, Alsayad specified. "As soon as we receive the eight aircraft, we have to release the old planes."

Sticking within the region, EgyptAir discontinued its operations from Cairo to Lusaka. Alsayad explained that the reason simply boiled down to low revenues. "When the load factor is low so is the revenue. We have to look for places where we can generate more revenue."

In the midst of all the external pressures facing the carrier, EgyptAir hired Sabre to undertake a full restructuring of the whole company. The process ran for almost two years looking at how to enhance the fleet, utilisation and productivity. "We will start implementing some of the recommendations that came from that. We are in the process of following up," Alsayad concluded.

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The Africa Aerospace and Defence (AAD) show took place in the city of Tshwane, near Pretoria, South Africa, in September. Marcelle Nethersole, Alan Peaford and Sam Basch were there with Mark Mansfield taking the pictures.



OPPORTUNITY KNOCKS FOR AFRICA'S DEFENCE INDUSTRY

The African defence industry has spread from South Africa and is now breaking new ground across the continent, according to the country's defence minister as she opened Africa's major defence and aerospace show.

African countries, other than South Africa, were exhibiting their military and defence capabilities for the first time in the show's history.

Speaking at the opening of the event, held at Waterkloof Air Base, defence minister Nosiviwe Mapisa-Nqakula, said: "This exhibition shows that, while South Africa is a prominent player in the defence industry, so, too, is the rest of Africa. It is not just about South Africa any more.

"With the United Nations expecting African countries to be involved in peacekeeping on the continent – which is happening – the UN needs to start buying equipment from African defence industries.

"Africa has the capabilities, which have been tried and tested over the decades, specifically in peacekeeping roles. There is collaboration happening between African defence industries, with innovative technologies being constantly developed. This must be tapped into by the world, especially when it comes to global security, which can benefit from the innovations that we have to offer."

Chief of joint staff for the Republic of Sudan's military, General Imad Aldin Mustafa Adawi, said there was growing development of manufacturing and support across the continent, particularly within countries that had been unable to buy western equipment.

"In Sudan, we have had to work for ourselves. We now have a solid maintenance and support industry that is servicing other nations' military as well as our own."

Rodney Mutakama, of the Ugandan military refurbishment firm, Twiga Uganda, agreed saying: "The world needs to take notice of what the continent's capabilities are and take note that Africa and its defence industries are global players."

Ivor Ichikowitz, chairman of South African defence manufacturer, Paramount, said: "South Africa's defence industry, instead of dying off 22 years ago, has grown into a first-world defence industry."



■ Why South Africans might fancy a TAI

Turkish Aerospace Industries (TAI) currently does not have customers in sub-Saharan Africa but that looks set to change as the company arrived at AAD for the first time to introduce its Hurkus training aircraft for the region.

"We came here to verify our analysis of the region," said Bulent Batmaca, chief marketing strategist. "We know northern Africa well but we have never been to sub-Saharan region. "At the end of the show, we shall define our strategy for the African market but we think we can make South Africa a base for our future activities, especially for the Hurkus trainer aircraft and its variants."

The Hurkus, designed and developed indigenously for global civil and military trainer requirements, is a basic primary trainer aircraft with European Aviation Safety Agency (EASA) CS23 certification. It features a next-generation glass cockpit, a high tandem seating configuration, and a high-powered engine to meet the requirements of demanding missions.

The company received certification for the Hurkus-A variant in July and is now working on the military variant, which will be ready in 2018.

"We are also looking at an armed variant of fighter aircraft and we are open to any type of collaboration with companies here in Africa," said Batmaca.



■ Emergency: Bell 407s to the rescue of Rhino911

While setting up his stand at AAD, Frederick Hees, president and CEO of BBM, took an upsetting phone call... Another rhino had been shot by poachers.

"I couldn't believe it," said Hees. "I was setting up to launch Rhino911 with Bell Helicopters and this call came in."

Hees swung into action and got a Bell 407 deployed with a vet on board to treat the rhino.

Thankfully, on this occasion, it made a full recovery and was soon back in its natural habitat.

"Approximately three rhinos are killed by poachers every day in South Africa," said ex-pat Hees. "It is a possibility that Africa's wild rhino population will be poached to an outright extinction within the next 10 years."

"According to the Endangered Wildlife Trust, unlawful trafficking of rhino horn is the third largest illegal industry in the world after drugs and human traffic. To date, there is no single solution in addressing the poaching of our precious rhinos and the situation is becoming critical."

□ □ □ □ □

To curb the rising number of animal kills and the surging demand for illegal rhino horn in southeast Asia, Rhino911, a non-profit organisation, was established by Hees in cooperation Heli Africa Wildlife.

"What distinguishes Rhino911 from other active anti-poaching efforts is our direct application of a tactical air asset and support group, flying a specially equipped Bell 407 Helicopter," said Hees. "Rhino911 operators will seek out and tackle poachers of rhinos and other endangered species from extended ranges with advanced night vision and FLIR/WESCAM thermal imaging and other advanced sensors."

"By properly applying the new advances in technology, beyond the visual range, they can take back the night from poachers, leaving them no place to hide. The new sensors are capable of discerning and tracking personnel from extreme distance as well as analysing and pinpointing possible hides and entrance/exit routes poachers use, allowing timely and effective law-enforcement action. Our goal is to stop the poachers long before they reach their targets."

Patrick Moulay, executive vice president global sales and marketing at Bell said: "We, at Bell, find what is happening to rhinos to be abhorrent. We are delighted to work with Fred and Heli Africa Wildlife to supply the Bell 407."



■ Wolf proves that it packs a punch

German-born Wolfgang Vormbaum was able to realise a boyhood dream of building an amphibious aircraft when his C-Wolf aerial utility vehicle (AUV) was displayed.

The rugged bush plane, being developed by South African company Vliegmasjien (Afrikaans for flying machine), bears testimony to Vormbaum's dream of a 'people carrier' equally at home in the bush or on water.

Built for African conditions, the C-Wolf boasts high levels of safety, including an anti-stall wing design, wide retractable undercarriage with large tyres, a safety cell, and an optional triple parachute ballistic aircraft rescue system.

"It was designed for low stall speed, with the canard-stall first arrangement, an integrated split rudder, low-speed stabiliser and double Fowler flaps," explained managing director Jolien Labuschagne.

She emphasised the aircraft's exceptional range of more than 3,500km, with endurance of 16 hours. This

makes it ideal for leisure journeys or as an air ambulance, or even anti-poaching operations.

Vliegmasjien envisages a military variant, M-Wolf 'Induna' for maritime surveillance or intelligence, surveillance, and reconnaissance (ISR) missions. Its high-wing allows for hard-points to carry rockets and missiles, while cannon or machine guns fit in the pontoons.

The spacious interior can accommodate up to seven people and equipment, including an optional weather radar.

A composite high-thrust, slow-rotating five-bladed pusher propeller, specially developed by MT Propeller, enables short take-off and landing.

Vliegmasjien opted for a South African-developed Adept 320T 3.2 litre V-6 turbocharged engine. The Wolf is compliant with the most stringent European noise control regulations.

■ A full report on the aircraft will appear in the next issue of the magazine.

■ Flight school that's in a class of its own

Lanseria Flight Centre (LFC) is a recognised flight training school within Africa.

While the name may suggest the school is located at Lanseria, it is actually at Grand Central Airport in Midrand, after moving from Lanseria when the airport became too commercial.

The school offers training from private pilot licence (PPL), commercial pilots licence (CPL) up to air transport pilot licence (ATPL), all type ratings and conversions, as well as offering training to become instructors.

One person looking forward to starting training to become an instructor is Mezi Mekane.

"I have been working here for two months now after training at a school in the Eastern Cape on various Piper aircraft," said Mekane. "The company sponsor me, so I am currently working as desk staff to pay my way before I take the three-month training course next month that will qualify me as a trainer."

The school has seven instructors, all of whom are South African, and its fleet is made up of Cessna 172 and a Beechcraft Duchess. It is also looking at adding a Piper Seneca II.

Its simulator is from SimCentral, which offers single-engine and multi-engine training.

The school has full and part-time students, making up 150 altogether.

"Students come to train at LFC from all over South Africa and the African continent, as well as Europe, Australia and the USA. Airlines, such as Qatar Airways, also use LFC as a training facility," said Mekane. "It's a privilege to be at LFC and get to know people from around the world."

■ Sukhoi's super new innovations

A fully fitted corporate version of the Sukhoi Superjet 100 – known as the Sukhoi Business Jet (SBJ) – made a global public debut when it appeared as the largest civil aircraft at the AAD show.

In its usual business role, the SBJ has an eight-passenger range of 4,350nm once the extra fuel tanks are installed. Usual passenger load will be 13, but it can accommodate as many as 38 in its VIP format.

It will be competing against aircraft like the Embraer Lineage and the top-of-the-range Gulfstreams. It offers passengers some 4,192 cubic feet of cabin space, significantly more than the G450 and even the Lineage, while its range with eight passengers in VIP format is similar to the G450.

The aircraft on display had three sections – for negotiations, business class and a VIP area.

A number of the SBJ's new functional capabilities are planned to be certified by the beginning of 2017. These include additional fuel tanks, making it possible to increase the flight range up to 6000km.

Sukhoi has also identified another variant for the Superjet with the launch of SportJet.

The sports air transportation market now exceeds \$600 million per year, according to Sukhoi communications director, Alexander Yarovoy. The company is targeting national sports federations, professional sports clubs, individuals and businesses for this variant of the aircraft, which features four functional zones: the flight zone of the first team, the recovery zone, the coaching zone and the administrative area.

The Russian company hopes for certification in 2017.



Inside the Sukhoi VIP Superjet.



Cirrus Aircraft is confident that the \$1.96 million Vision will prove equally attractive to African markets.

■ First view of the Vision

African visitors to AAD got their first chance to look at the business jet that has the world talking.

The jet in question is the Cirrus Vision SF50.

Cirrus makes have been the world's best-selling single-engine piston aircraft for a number of years and, with South Africa's CDC Aviation as the local agents for the US manufacturer, the SR22 and the SR20 are familiar aircraft in southern Africa.

Cirrus Aircraft director for Europe, Africa, Middle East and India, Adam Hahn, is confident that the next step up – the \$1.96 million Vision – will prove equally attractive to African markets.

It has huge potential as a jet trainer for airlines and will be a fast but safe personal aircraft for individuals

as it features a ballistic recovery system – a parachute – which can be activated during a catastrophic emergency.

Currently undergoing the last phase of an extended flight-test campaign to achieve airworthiness certification, the seven-seat jet should begin deliveries next year.

There are already 600 anxious customers awaiting delivery.

Cirrus is continuing to refine features on the aircraft, including 'Cirrus-ising' the Garmin G3000 avionics panel to make the Cirrus Perspective Touch.

The aircraft flies at up to 300knots and cruises at 28,000 feet.

■ Safat enjoys debut success

Sudan's Safat Aviation Group made its debut at AAD, bringing two aircraft to the show as well as outlining the company's other successful divisions. These include maintenance, repair and overhaul (MRO), training, logistics support, and a joint-venture research and development business in association with Aeroflot.

Safat's head of engineering, Ahmed Mousa, said the Khartoum-based company's MRO business has been growing in strength with both civil and military support. It works on a wide range of aircraft, primarily of Russian or Chinese origin.

The company maintains the Sudanese Air Force's fleet, including the MiG-29, MiG-23, Su-24 and Su-25 from Russia, and the A-51I, F-6 and K-8 from China, as well as Antonov and Mil helicopters.

"We have been seeing more African nations coming to us for maintenance support," said Mousa. Safat provides engineering support to Angola, Burkina Faso, Chad, Libya, Niger and South Sudan, as well as supporting United Nations agencies.

Having been on the American sanctions list, it has had to develop its own engineering specialities. Now, with highly-tuned skills, the company is in the process of gaining European Aviation Safety Agency (EASA) Part 145 approvals, as well as Part 147 approval for the aviation academy.



The Chinese-built L-15 advanced jet trainer in the colours of the Zambian Air Force.

Chinese trainer is runaway debut highlight

The highlight debutant at this year's AAD was undoubtedly the Chinese-built L-15 advanced jet trainer (AJT) in the colours of the Zambian Air Force (ZAF). The aircraft was making its first appearance in the west.

ZAF has only recently taken delivery of the trainer from the CATIC Hongdu manufacturer and the aircraft was flown in the display by Chinese test pilots.

Zambia is the first export customer and has planned a fleet of six L-15 aircraft for ZAF's 15 Squadron.

The first two were at the show, with one participating in the flying display and the other in the static. They featured an array of Chinese weaponry, including a PL-5E II air-to-air missile and LS-6 guided glide bomb.

Major Paul Besa, of 15 Squadron, said he had been flying the aircraft in China ahead of its arrival in Lusaka at the start of the year and had experienced no problems.

The Motor Sich AI-222-25-powered aircraft was developed with support from the Yakovlev Design Bureau (Yak) in 2004.

It has been developed in two versions: the AJT with non-afterburning engines; and the type adopted by Zambia – an advanced fighter trainer (AFT), with a range of weapon options and afterburning supersonic capability.

This is major step-up in capability for the Zambians. The aircraft will multi-task as a trainer or a fighter.

The Zambian aircraft have wingtip launch rails for PL-5E air-to-air missiles and can carry a PC-2AI 23mm cannon pod on the centreline. Four hardpoints allow the carriage of various weapons, including 250kg and 500kg bombs, HF-18D 57mm rocket pods, LS-6 GPS-guided bombs and the TL-10/J-9E air-to-surface missile. All of these weapons have been ordered by the southern African nation.

MoU boost for Rooivalk

The long-debated plan to modernise the South African Rooivalk helicopter was given a boost at AAD when Denel Aviation signed a memorandum of understanding (MoU) with Airbus Helicopters to work together on the programme.

The plans had previously been hampered by a lack of investment but the deal with Airbus could see the potential to reach other markets become possible.

African Aerospace had previously reported that three Rooivalks were deployed to the Democratic Republic of Congo (DRC) in 2013, since when they have performed well in a range of missions, demonstrating particularly good reliability and availability.

There are currently 11 operational aircraft in the South African fleet.

The programme aims to improve the supportability of the current fleet of combat-proven Rooivalk Mk1 helicopters, focusing on reliability and updating obsolete items. Work done during this phase of the upgrade will be utilised for future developments of the Rooivalk. The helicopter already features a number of Airbus technologies.



The SARA model at AAD.

SARA growing into an African programme

Two years ago at AAD, South African manufacturer, Denel, unveiled a small model of what it called the South Africa Regional Aircraft, or SARA for short.

At this year's event, it showed that progress had been made, with the unveiling of a fuselage and a cabin mock-up of its 24-seat regional aircraft.

Denel is calling on the South African Government to look at the design and the prospect of developing an aircraft built by Africans for Africans.

According to Lestja Mogoba, a senior marketer from the company's aerospace division, back-up

Bell takes the Suttles approach

Bell Helicopter is embracing Africa and embarking on a clear mission to "own the space", according to the American company's vice-president Middle East and Africa, Steve Suttles.

Speaking at AAD, Suttles said the company was investing in expanding its customer support facilities across the continent and pointed out that the market was maturing into an important one that could accommodate many of the new models and technologies being introduced by Bell.

"Africa is not just about oil and gas," Suttles said. "We are witnessing more demand from areas such as emergency medical services (EMS), tourism and individual owners."

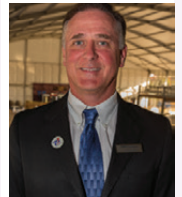
Bell has been represented in southern Africa by NAC for the past 26 years, with a relationship that saw the Lanseria-based agency develop into the continent's first authorised customer service facility (CSF).

NAC's executive director of rotor-wing sales, Gary Phillips, agreed with Suttles' optimism about the burgeoning African helicopter market. "Bell has a good reputation; we represent them across 12 countries from South Africa right up to Uganda and Angola. There are great opportunities."

Bell announced earlier in the year that PAS in Egypt is to become a CSF for the north of Africa. At AAD, Suttles confirmed that the company was currently assessing two more potential CSFs. "These are most likely to be in Kenya and Nigeria," he said.

"The important thing is that we will cover the four corners of Africa and will be looking at increasing what we do. Our owner, Textron, is backing the plans and sees the importance of the region.

"I believe Africa will overtake the Middle East within a few years and we are placing people directly in the region to make sure this happens and helping us make sure we own the space."



Steve Suttles: "Africa is not just about oil and gas."

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IATA's four big hurdles to overcome in Africa

Kaleyesus Bekele

gets the IATA perspective on the state of the African airline industry.

"We are urging African governments to open up their markets so as to allow free movement of people and goods and enable enhanced competition among operators in the region."

RAPHAEL KUUCHI



The African aviation industry currently supports some 6.8 million jobs and contributes \$76 billion to the continent's gross domestic product (GDP).

However, a number of outstanding issues are stifling the growth. These include safety, poor connectivity, market restrictions and exorbitant taxes.

The International Air Transport Association (IATA) has been assisting African countries to resolve some of these issues.

Briefing journalists at the conclusion of the 72nd IATA annual general meeting and air transport summit in Dublin, Ireland, Raphael Kuuchi, vice president for Africa, said that safety was one of the priority areas.

"Safety has been improving steadily in recent years but the level in Africa is not yet up to the global average, where we want it to be," he said.

"We are providing training support for many of the carriers in line with the Abuja Declaration to ensure airlines qualify for the IATA operational safety audit (IOSA) registry. We have been successful in providing training and capacity building for 20 airlines in the past and now we have increased the number on the IOSA registry from 18 in 2013 to 32 today.

"We still have a number of airlines who have finished the audit and are closing their gaps and we hope this year to have a number of them joining.

"We already have Allied Air from Nigeria, Air Burkina and Camair-Co in Cameroon, who are the newest members of IOSA registry. We believe that using IOSA, coupled with the implementation of the International Civil Aviation Organization use of audit findings, we will be able to significantly improve African aviation safety. So we are focusing on that."



The second area of concern is connectivity. People face challenges in moving around the continent by air. "We are urging African governments to open up their markets so as to allow free movement of people and goods and enable enhanced competition among operators in the region," said Kuuchi.

"Fortunately, we had the African Union Commission heads-of-state meeting last year in which they agreed among themselves to have a sort of understanding among states ready and willing to open up their markets. To date, we have 21 countries in Africa who signed up the declaration to open up their markets."

The declaration will enable African airlines to fly to African countries without restrictions and avoid bilateral air services agreements (BASAs). However, the implementation steps have to be clarified. IATA is working with the African Civil Aviation Commission (AFCAC), the executive agency of the Yamoussoukro Declaration, on the implementation of the declaration.

"We are working with AFCAC to see how best we can come up with the steps through which an airline can exercise the rights to fly to another country. Those steps and clarity are yet to be agreed.

"We are pushing on that and we hope that, some time this year, we will have clarity, which will be communicated to states. It would mean that any African airline that wants to fly within the continent would be free to do so any number of times without restrictions. That will do away with bilateral agreements completely, at least for African airlines within Africa."

According to Kuuchi: "We are helping AFCAC to come up with an implementation agreement that does not contradict with a globally liberalised market. We are bringing global expertise to have complete alignment with global liberalisation programmes."

Finance is another headache. Most African airlines do not have adequate resources to invest in their fleets and infrastructure.



Kuuchi said IATA was trying to forge a new partnership with the African Development Bank (AfDB) that would enable the bank to finance African airlines. "Over the years, AfDB has devoted much of its resources in developing airport infrastructure and not in supporting African airlines. IATA is preparing to sign a memorandum of understanding (MoU) to be able to have a framework where we can advise the bank why it is important, not just to support infrastructure, but also to some extent to support airlines themselves through funding."

African governments are also often criticised for levying hefty taxes on the airline industry. "Governments should realise that aviation is not reserved for the rich. It is mode of transport for the masses and it can spur economic development if properly supported with enabling policies," Kuuchi said.

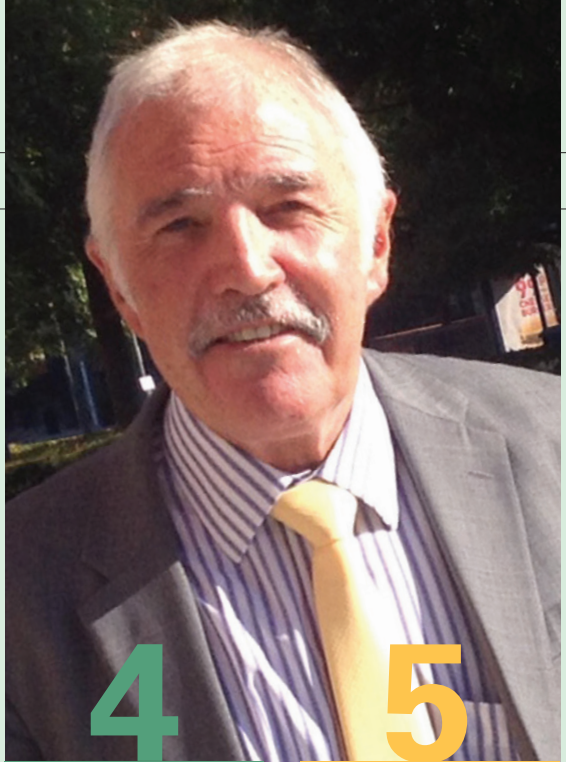
A study commissioned by IATA in 2014 indicated that 155,000 new jobs would be created and \$1.3 billion would be added to the GDP of the 12 countries reviewed if their markets were liberalised. In addition, five million extra people would be able to travel by air and that would bring down fares by 35%.

"Governments should look at aviation in terms of job creation and its contribution to GDP rather than seeing it as a source of revenue. Governments should not see it as a cash cow and try to milk it by taxing it heavily. They need to see the bigger picture, the greater benefit it can bring to a nation by creating a conducive environment which it can grow," Kuuchi said.

IATA uses the outcome of the study to engage with governments and advocate the benefits of aviation. "We ask African governments why they are over-taxing aviation. Why are you constraining it instead of making it more competitive? We have been holding talks with governments on tax issues."

Tim Brymer

Marcelle Nethersole speaks to the freelance specialist aviation lawyer and pilot.



1

■ Can you tell me about your role?

I am an aviation lawyer and a pilot with more than 40 years' experience specialising in aviation and aerospace law and claims.

I have represented aviation insurers, airlines and manufacturers in dealing with the liabilities arising from aviation disasters and accidents.

I was originally trained as a commercial airline pilot for BOAC before qualifying as a lawyer. I initially formed my own law firm, known as Brymer Marland & Company, before this merged with CMS Cameron McKenna, where I headed up the aviation department for 14 years. Thereafter I became a partner at Clyde & Company and, more recently, a Consultant at ASB Law, where I support the aviation team.

2

■ Can you tell me about some of your cases?

I have been involved in handling a number of major losses worldwide, from microflights and helicopters to wide-bodied aircraft, as well as airports, maintenance organisations and regulatory authorities.

I represented the insurers of Dana Airlines in relation to the total loss of an MD-83 aircraft, which crashed into a densely populated area on the approach to Lagos, Nigeria.

I have been involved in handling the liability aspects of multiple general aviation accidents throughout Africa. At present, I am handling claims arising from helicopter, commuter and bush-game park-related operations in South Africa, Botswana, the DRC, Kenya, Sierra Leone and Libya.

I also represented Goodyear and its insurers in relation to the Concorde accident, near Paris, as well as the Government of Malta and their insurers in litigation following the Lockerbie disaster.

3

■ How difficult is it dealing with governments and airlines?

The political damage in dealing with any aircraft accident or incident can be difficult to assess and deal with. Furthermore, the concern to blame somebody or someone for an accident is a major difficulty in dealing with justified aviation claims. The 'blame game' constitutes a major obstacle to getting at the truth and dealing with aviation claims on a just and expeditious basis.

In the case of Concorde, the accident site was declared a murder/crime scene with a consequence that none of the investigators or legal representatives of any of the parties involved were allowed access to vital evidence which related to the cause. Consequently, this resulted in multiple spurious legal proceedings being issued against the airline, manufacturers and authorities involved in the certification and manufacturing criteria associated with the Concorde as a type.

4

■ What other challenges do you face?

The main challenges involve bridging the gap between the accident investigation authorities and insurers in order to avoid unnecessary litigation and disputes.

The Chicago Convention of 1944 gave birth to the evolution of civil aviation as we now know it following the Second World War. In doing so, it set out a number of annexes, which included standards and recommended practices for the conduct of aviation generally and investigation of accidents and incidents in particular. The latter are contained in annex 13 to the Chicago Convention and were intended to impose a level playing field so that accidents would be investigated on a common basis on the strict understanding that the reports and conclusions contained therein could not in themselves be used as evidence to demonstrate liability.

It is the main challenge of an aviation lawyer to deal with this and to ensure that accident investigation reports are interpreted correctly and substantiated by means of independent expert evidence in order to meet evidentiary requirements.

In Africa, sometimes this can be compounded by virtue of the fact that there is no independence between the accident investigation authorities and the government.

5

■ How did you become interested in this particular field?

I have a love of flying and my original training as a pilot drew my interest. I have a current pilot's licence and regularly use my TB20 aircraft to fly to business meetings, and sometimes even accident sites, as it saves time and is a much more enjoyable means of transport.

I have been privileged to undertake a great deal of bush flying to remote strips where the ability to get in and out quickly and safely is a necessity.

It is a truism that aviation is an infection for which there is no known cure!

“The main challenges involve bridging the gap between the accident investigation authorities and insurers in order to avoid unnecessary litigation and disputes.”



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