

Prestige unveils new 'flying ambulance' venture

Abu Dhabi-based Prestige Jet announced today that it has launched a new subsidiary, Prestige Flight Ambulance (PFA), to cater for the huge demand for its medical evacuation and repatriation services from the region.

The new venture is an extension of the medevac service the company launched earlier this year. Chairman His Excellency Gaith Ben Hamil Al-Gaith says: "We recently won the UAE Ministry of Health tender because we provide a service of the highest standards. The outstanding services of our highly trained team of medical and aviation professionals, their customer focus and attention to detail, generate a high demand."

PFA will operate two dedicated aircraft permanently positioned in Abu Dhabi, a Challenger 604 and a Lear 55, to carry patients to any destination in the world. Both aircraft are fully equipped with state-of-the-art medical equipment and staffed by experienced practicing paramedics. PFA also provides an all-female crew when required.

Faris Deeb, managing director, says: "Since the beginning of the year we have been tasked with more than 45 medical evacuation missions, including critical cases, from the health ministry, local health authorities and private medical hospitals. Our success rate is 100%. No competitor can come even close to what we offer."



Flying Colours' Eric Gillespie shows off the CRJ conversion here at MEBA

Execuliner makes a MEBA pass with Flying Colours

Flying Colours Corporation (stand 1037 and static display) is displaying the CRJ Execuliner here at MEBA.

The example on display belongs to MAC Aircraft sales (stand 1037).

The aircraft was originally a CRJ200 regional jet – MSN 7481 – but now sports a new 16-passenger executive interior as well as Flying Colours' CRJ auxiliary fuel system, which increases its range to 3,000nm.

The Execuliner removes the standard 50-seat airline interior of the CRJ200 and replaces it with an executive configuration that can be tailored from a variety of options to a customer's personal taste.

"With the hype surrounding CRJ conversions in the industry, we are excited to be the first company in the world delivering this type of

aircraft to our customers," says president John Gillespie.

"This aircraft was on display at the NBAA convention last month and got a lot of attention from many different people in the industry. We are looking to have the same response from potential customers and visitors at MEBA. The CRJ Execuliner conversion has been attractive to individuals or groups looking for an aircraft with a super large cabin and low operating costs."

Eric Gillespie, sales and marketing manager adds: "There are many companies offering CRJ conversions, but we're the only ones delivering. "This aircraft is the second to be delivered. And we currently have six more 'in-house' with two more due to be delivered before the year end," he adds.

Gillespie says that the turnaround time is around seven and a half months "and with OEM backlogs so long it's cost effective. Compared to a Challenger 850 that will cost between \$28-million and \$30m. You can get an Execuliner for between \$18m-\$20m. A Global Express size cabin for the cost of a Challenger 604."

One of the Execuliner's strong points is the soundproofing. Gillespie says that the aim is for 54dB noise levels. "We're using the Global Express sound proofing kit. It's really quiet in the cabin."

But it isn't just the owner appeal that Gillespie sees as being key to marketing the aircraft successfully. He says: "This is a great aircraft for chartering. You can really make money with it."

Medical boost for Bombardier CRJs

Passengers and crew on VIP/corporate-configured Bombardier CRJs supplied by Project Phoenix will soon enjoy the reassurance offered by the emergency in-flight medical service from MedAire of the USA (stand 1008).

The two companies will sign an agreement here today under which Canada's Project Phoenix will offer CRJ owners a free MedAire medical package, including a one-year subscription to the 24/7 MedLink Global Response Centre service. In the event of an in-flight medical emergency, crew members will be able to contact MedLink



doctors via satellite phone or radio. They will also receive first-responder medical training and will have access to a MedAire-developed aircraft first-aid kit and a heart defibrillator. The

equipment will be installed during CRJ interior fit-out by Project Phoenix partner Flying Colours of Peterborough, Ontario.

CRJ owners and crew are also being offered the oppor-

tunity to buy other offerings from MedAire, including its emergency medical kit and pediatric kit.

The first Phoenix CRJ to feature the MedAire package will be delivered in January to Macau-based business charter operator Jet Asia.

Project Phoenix announced its programme at last year's Dubai Show to overcome the long delivery times currently common among business jet manufacturers. Led by several former senior Bombardier executives, Phoenix offers what it calls a viable and cost-effective alternative to new business aircraft in the 2,200-3,000nm-range category.

Joint venture launched

Today will see the launch of AVISA Gulf, a business partnership between AVISA Aviation Safety Systems Ltd and AJA, Al Jaber Aviation's newest venture.

Dr Mark Pierotti and Justin Gotscher have been appointed joint managing directors.

Gotscher says: "The Al Jaber Group (Stand 415) has diversified into aviation after conducting a detailed study into the region's requirements. With the addition of AVISA UK's European aviation safety approval knowledge and professional expertise to form the new business, AVISA Gulf is a continuation of this diversification strategy."

AVISA Gulf's Abu Dhabi base gives airlines, fleet and individual operators and Maintenance Repair Organisations (MRO) the opportunity to source expert services and training locally.

Mohammed Al Jaber, AJA chief executive, says: "AVISA Gulf brings specialised aviation technical services that are not currently available in our region. These services are in accordance with European aviation standards and will assist new start-ups or existing operations to take better control of their activities."

AVISA Gulf's debut contract is a CAMO service agreement for AJA's 21-strong VIP and executive fleet.