

Published in Flight Global · July 09 · 2009
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Assistair seeks to widen FBO portfolio in Mediterranean

Spanish business aviation services provider Assistair is seeking to widen its portfolio of fixed-base operations within the Mediterranean region, with particular focus on Italy and southern France.

Late last month the Palma de Mallorca-based company added two new FBOs to its offerings in Palma, Barcelona and Valencia. The new bases have been opened at Gerona and Ibiza airports in response to demand from existing customers who fly in and out of the destinations regularly, says Assistair. **“We see lots of opportunity for expansion in the current economic climate and we are looking to expand our network within the Mediterranean through outright ownership or joint venture partnerships with existing players,”** says company founder and chief executive Catherine Gaisenband.

The existing FBOs handle some 10,000 passengers each year consisting of business users and high net-worth individuals, she says. **“Generally most of our clients are European, but we have seen a shift in our customer base this year with an increase in the number of Russian, American and Middle Eastern passengers handled. They now account for about 25% of the company’s FBO business,”** she adds.

Assistair anticipates 2,000 passenger will travel through the Gerona and Ibiza FBOs over the next six months. **“The beginning of the year was quiet. However, May saw private aviation activity increase,”** says Gaisenband.