



AVMARK INC.®

WORLDWIDE AVIATION MARKETING AND MANAGEMENT SERVICE

OCTOBER 2012

Newsletter

USA

EXECUTIVE OFFICE

PO Box 189
Vienna, VA 22183 – USA
Tel: +1-240-582-0119
Fax : +1-202-618-6267
enquiries@avmarkinc.com

PUBLISHING OFFICE

523 Stephens Avenue
Missoula, MT 59801 – USA
Tel: +1-406-274-3521
mrmotomontana@msn.com

EUROPE

AVMARK ESPAÑA

Gran Via de les Cortos
Catalnes 712, 6, 5
Barcelona 08013
SPAIN
Tel: +34-93-245-0659
enquiries@avmarkinc.com

LATIN AMERICA

AVMARK-SLEM S.A.

Avda. Carlos Julio Arosemena Km 2.5
C.C. La Línea, Oficina 3
Guayaquil
ECUADOR
Tel: + 593 4 222 0640
Fax: + 593 4 220 6726
Cell: +593-9-979-2586
enquiries@avmarkinc.com

ASIA & ASIA-PACIFIC

AVMARK ASIA-AMS

70 A Boat Quay
Singapore 049859
Tel: +65-65-38-38-35
Fax: +65-65-38-38-10
enquiries@avmarkinc.com

Market Comment

Last Days of Kingfisher Airlines? The airlines' license was suspended on October 20 after its management failed to answer the **Directorate General of Civil Aviation's (DGCA)** questions regarding its ability to provide "safe, efficient and reliable service." **Kingfisher's** employees went on strike on October 1, shutting down the airlines domestic operations; it ceased international services in April. The airline was founded in 2004 and has never made a profit. It is currently \$1.4 billion in debt and is seven months behind on salary payments. Management has agreed to pay a month's salary but could not say it could pay the rest of the backlog. Some striking employees feel their fortunes are tied with the airline, while management told the staff and technicians that they could not find jobs elsewhere if the airline shuts down. Others cling to the hope that **Kingfisher** would be re-capitalized by a foreign investor. The **Centre for Asia Pacific Aviation** said **Kingfisher** would need at least \$1 billion to return to its former glory. It seems unlikely that any of the Gulf carriers or the cash-strapped European or American airlines would be willing to risk any amount by investing in the overly competitive and cash-hemorrhaging Indian airline market. Even **Kingfisher's** owner, the billionaire **Vijay Mallya**, is having trouble paying the airline's bills. The operator of Delhi and Hyderabad airports, **GMR Infrastructure**, filed suit against Mr. **Mallya** and four **Kingfisher** executives, for allegedly signing four checks worth a combined 105 million Indian rupees (\$1.99 million) that bounced. An Indian court issued a warrant for their arrest. "Since they failed to appear before the magistrate, the court has ordered issuance of non-bailable warrant against **Kingfisher**, Mr. **Vijay Mallya** and four other officials," **GMR** said. A person served with a non-bailable warrant must appear in court before a specified date to avoid arrest, although the jailing of a billionaire is unlikely. The airline has also defaulted on payments to tax authorities and banks. **Kingfisher** said in a statement that, "We have, in any case, always maintained that once the issues with the employees are resolved, we will first present our resumption plan to **DGCA** for review, before resuming operations." It suspended all bookings for travel before November 6, and refunded the fares. The airline said it will cease taking any reservations until operations resumed. Over the month, it begged for more time to explain its stand on the show cause notice from the **DGCA**. The regulatory agency still has not received any convincing operational plan from **Kingfisher**. The three-page letter it did get did not give concrete details of the airline's business plans and merely outlines the

Table of Contents

Market Comment 1

AIRCRAFT & ENGINE ORDERS

Airbus 2

Boeing 3

Russian Aviation 5

Regional 5

Order Changes 7

Engine News 8

Leasing Companies 8

AVIATION BUSINESS

Airline News 9

Bankruptcy of the Month 12

Cargo Pallet 12

Military Market 13

AIRCRAFT DELIVERIES, SALES & LEASES

Jet Aircraft 14

Turboprop Aircraft 18

Antiques & Junque 18

Accidents & Safety 19

PUBLICATIONS & FORMS

Avmark Capabilities

Avmark Publication Samples

Current Avmark Publications

Publication Form

labor problems and efforts made to resolve it. It also says it is holding talks with foreign airlines for foreign direct investment, the **DGCA** said. Civil Aviation Minister **Ajit Singh** said he made it clear there will be no compromise on safety of aircraft operations, and the airline will lose its license if it does not satisfactorily address **DGCA's** concerns. **Kingfisher** spokesperson **Prakash Mirpuri** said, "We had a meeting with employee representatives and are hopeful of reaching a common ground when we meet again. Currently, we see operations resuming on November 6, subject to our plan being reviewed and approved by **DGCA**." **Kingfisher** and **Kingfisher Red** currently have four A319s, nine A320s, 11 A321s, four A330s and 27 ATR 72s in their fleets. The two airlines have outstanding orders for 67 A320s, 15 A330-200s, five A350-800s and five A380s, as well as numerous ATR 72s. The airline's demise will not have a dramatic effect on **Airbus'** and **ATR's** backlog. The manufacturers have already re-allocated the near-term deliveries to other airlines, because the planes are in demand. If **Kingfisher** does not restart operations, the other Indian carriers will gain market share and may even thrive. It seems that Mr. **Mallya** has proved, yet again, the old adages that, "If you want to make a million dollars in the airline business, start with a billion dollars."

As of October 25, the airline won a reprieve; its employees agreed to come back to work. CEO **Sanjay Aggarwal** told the press, "All employees have agreed to resume duty right now. They are on duty as we speak... We are all in this together and looking forward to getting the airline going in the next few weeks." **Kingfisher** must convince the **DGCA** to reinstate its license. The soap opera continues...

Airbus Orders

Airbus Won 10 A330 and 12 A320 Family Orders in September. The manufacturer delivered 41 aircraft, bringing the January-September delivery total to a new record of 405. **Philippine Airlines-PAL** booked the 10 A330-300s as a follow up to the airline's major order in August for 10 A330s and 44 A321s. This month **PAL** chose the new 240-ton high-gross-weight version of the A330. The extra range capability will allow non-stop operations from Manila to any destination in the Asia-Pacific region, as well as to the Middle East and Honolulu, Hawaii. **PAL** will announce engine selections for its A330s at a later date. The airline currently flies four A319s, 15 A320s, eight A330-300s, and four A340-300s. Its low-cost subsidiary operates

October 2012

Page 3 of 20

a dozen A320s. **Aircraft Purchase Fleet Limited**, an aircraft leasing company in Dublin, Ireland ordered two standard A320s. The lessor's main customer is **Alitalia**. An undisclosed client purchased 10 A320neo aircraft. It became the 30th customer for the neo-new engine option variant. **Airbus** logged 382 net orders this year, while the overall backlog stood at 4,414 aircraft.

Airbus delivered 41 new aircraft last month, including the first A380s for **Thai Airways International**. Another A380 each was handed over to **Singapore** and **China Southern**. Thirty-two A320 Family jetliners and six A330s were delivered. Of the 41 planes, 26 went to Asian carriers, (three A380s, five A330s and 18 A320 Family aircraft), while six planes went to the American continents, including three A321s to **US Airways**.

Turkish Airlines (THY) placed an order for 15 A330-300s in October. This was their seventh order for the A330 family of aircraft and their 20th Airbus order to date. The A330s will fly **THY's** medium and long-haul routes from its hub in Istanbul. The flag airline placed its first order with **Airbus** in 1984, and now operates 101 Airbus aircraft including 17 A330-200s, -200Fs and -300s.

Singapore Airlines (SIA) announced in October that it will order five super jumbo A380s and 20 A350-900s. All the wide bodies will be powered by **Rolls-Royce** Trent engines. The airline placed the launch orders for the A380 and has 19 in service, flying to 10 destinations in Europe, the U.S. and the Asia-Pacific region from its Singapore base. The new A350 XWB order doubles the airline's commitments for the all-new aircraft to 40. The A350-900s will be used by the airline on both medium and long haul routes.

Boeing Orders

Boeing Sold 143 New Airplanes in September. Orders were led by **Air China**, which firmed up its March 2011 Memorandum of Understanding (MoU) for the five 747-8 Intercontinentals. The state-

Airbus Orders, Deliveries and Backlog September 2012

SEP ORD	SEP DEL	SEP CANX	TOTAL ORD	TOTAL DEL	BACK LOG
			A318		
-0-	-0-	-0-	81	78	3
			A319		
-0-	4	-0-	1,519	1,344	175
			A320		
12	19	-14-	5,808	3097	2,711
			A321		
-0-	9	-0-	1,220	745	475
			A330		
10	6	-10	1,225	908	317
			A340		
-0-	-0-	-0-	377	375	2
			A350		
-0-	-0-	-0-	558	-0-	558
			A380		
-0-	3	-0-	257	84	173
This Month			This Year		BL
22	41	-24	382	405	4,414

Airbus sold 11,861 aircraft and delivered 7,447 as of September 30, 2012.

Total orders, deliveries and backlog include cancellations and order changes.

October 2012

Page 4 of 20

owned carrier had to wait for the **Chinese Government** to formally approve it. The order was valued at \$1.8 billion (\$350 million each) at list price. Analysts believe the actual purchase price to be closer to \$840 million (\$168 million each). **Boeing** has sold 32 747-8I passenger jets, 70 freighters, and nine 747-8I VIP private jets to date. It has commitments for 19 more airplanes from **Transaero**, Russia and unidentified customers.

All Nippon Airlines (ANA) ordered another 11 787-9 Dreamliners, valued at \$2.7 billion at current list prices. It has now ordered 36 787-8s and 30 787-9s. **ANA** was the launch customer for the 787 Dreamliner and is now the programs largest airline customer. The 787-9 is a slightly longer version of the 787-8 and will carry 250-290 passengers on routes of 8,000 to 8,500 nautical miles (14,800 to 15,750 kilometers).

GE Capital Aviation Services (GECAS) finalized a commitment made at the **Farnborough Airshow** for 75 737 MAX 8s and 10 Next-Generation 737-800s. The firm order is valued at \$8.4 billion at list prices, and includes an option for up to 15 additional 737-800s. With this order, **GECAS** has ordered 580 airplanes directly from Boeing since 1995, including 737s, 747s, 757s, 767s and 777s. To date, GECAS has taken delivery of 433 of the airplanes, and has a fleet of more than 1,710 owned and managed aircraft, operating with approximately 235 airlines in over 75 countries.

Turkmenistan Airlines purchased its fifth 737-800. The airline has taken delivery of two 737-800s, as well as one 737-300, four 737-700s, three 757s, one 767-300ER and seven 717s. The airline now has three 737-800s and two 777-200LRs on order.

Avolon confirmed its previous commitment to buy 10 Next-Generation 737-800s, 10 737 MAX 8s, and five 737 MAX 9s. The firm order was list-price valued at \$2.4 billion. The deal was first announced at **Farnborough Airshow** in July. **Avolon** ordered a dozen 737-800s in December 2009 and took delivery of the first four this year.

Boeing September 2012 Orders, Deliveries

SEP ORD	SEP DEL	SEP CANX	TOTAL ORD	TOTAL DEL	BACK LOG
			737		
123	37	-0-	10,165	7,320	2,845
			747		
5	3	-0-	1,529	1,448	81
			767		
-0-	2	-0-	1,105	1,034	71
			777		
1	7	-0-	1,380	1,045	335
			787		
14	7	-0-	838	26	812
This Month			This Year		BL
143	56	-0-	879	436	4,144

Boeing sold 22,547 aircraft and delivered 18,403 as of September 30, 2012.

The Current Program includes sales and deliveries of 737s, 747s, 767s, 777s and 787s. Sales totals are net, minus cancellations.

October 2012

Page 5 of 20

The U.S. Navy signed a \$1.9 billion contract for 11 P-8A Poseidon aircraft, which are based on the 737-800. The **Navy** has now purchased 24 of the anti-submarine surveillance and reconnaissance aircraft. It intends to replace the current P-3 Orion fleet with 117 P-8As.

Three Unidentified Customers ordered one 737, one 777-300ER, and three 787-8s late in the month.

Boeing delivered a record 56 commercial jets in September. This number includes 37 737NGs, three 747-8s, two 767s, seven 777s, and a new record of seven 787s. In October, one customer cancelled 12 737NG orders.

GOL Linhas Aereas Inteligentes—GOL Airlines became the South American launch customer for the 737 Max when it purchased 60 737 MAX airplanes, valued at approximately \$6 billion at published list prices. The first aircraft will be delivered in 2018. This is the largest order in **GOL's** 12-year history and the largest airplane order from a single airline in South American aviation history. The new aircraft will be used to replace older 737NGs. **GOL** is an all-737 operator, and had previously ordered three 737-700s and 154 737-800s. It has taken delivery of the -700s and 66 -800s and leased another 31 737NGs. **GOL** is one of the fastest growing low-cost, low-fare airlines in the world, **Boeing** said. **GOL** currently offers 810 daily flights to 63 destinations in Brazil and 12 in South America and the Caribbean. As of early October, **Boeing** had sold 821 737 MAX airplanes to nine customers. The 737 MAX will be equipped with new LEAP-1B engines from **CFM International** and the Advanced Technology winglet. The airline is working with **Boeing** to launch a 737 Max short field performance aircraft. **Boeing** developed a 737-800 that could operate from short runways, and **GOL** received the first one in 2006.

Alaska Airlines announced its firm order for 20 737 MAX 8s, 17 737 MAX 9s, and 13 Next-Generation 737-900ERs, on October 11. The firm order was valued at more than \$5 billion at current list prices, and is the largest in **Alaska Airlines'** history. The airline had outstanding orders for three 737-800s and 22 737-900ERs prior to the new contract for 50 737s. **Alaska** currently operates 120 737s. The new order gives the carrier the flexibility to manage the size of its fleet to meet air travel demand over the next decade, **Boeing** said. The **Alaska** order brings the total number of 737 MAX orders to 858. **Airbus** has sold more than 1,600 of the rival A320neo Family aircraft.

Russian Aviation

Irkut Corporation said the first flight of the MS-21 was delayed until mid-2015 from the previous date of late 2014. The first flight was postponed because **Pratt & Whitney** deferred delivery of the PW1400G geared turbofan engines by six months until June 2015, possibly because the contract between **Irkut** and **Pratt & Whitney** was delayed by half a year. **P&W** is on schedule to hand over the first PW1100G engine to **Airbus** for its A320neo aircraft. **Irkut Corporation** hopes that the power plant delay will not holdup the delivery of the first MS-21s in 2017. **Irkut** will offer three versions of MS-21: the 150-seats MS-21-200, the 180-seat MS-21-300, and the 212-seat MS-21-400. The MS-21 is intended to replace the obsolescent Tu-134 and Tu-154 in the Commonwealth of Independent States.

Regional Report

European Turboprop Aircraft Manufacturer ATR announced that Japan's new regional carrier **LINK** will lease three new ATR 72-600s. The first plane will be delivered in late 2013. Japan is one of the last Asian countries which does not operate ATR aircraft. The deal was unveiled at the **Japan**

October 2012

Page 6 of 20

Aerospace Airshow, held in Nagoya. **ATR** said the introduction of the 70-seat ATR 72-600s into the Japanese market represents a major milestone for **ATR**, which has 250 aircraft operated by some 50 airlines over 25 countries in the Asia/Pacific region. **LINK** was established on April 5, 2012, in order to enter the Japanese regional air transport market. The lessor of the ATR 72s was not mentioned; **Air Lease Corp.** and **Nordic Capital** each have ordered ATR 72-600s.

WestJet, Canada, announced that it named its new regional airline **WestJet Encore**, in October. The subsidiary will commence services to smaller Canadian communities in the second half of 2013. **WestJet Encore** placed firm orders for 20 Q400 NextGens and took options on an additional 25 airplanes in September. **WestJet** signed a letter of intent for the Q400s on May 1, 2012. The first 20 planes are valued at \$34.15 million each at list prices, and the next 25 will cost \$36.28 million per plane, if the options are firmed up.

Qatar Airways is interested in the Bombardier Aerospace CSeries for both its own fleet and for its leasing company. Chief Executive Officer **Akbar Al Baker** hopes to conclude an order in the near future. He said negotiations were delayed in May because he was very busy. Further, the "CSeries is an aircraft of great interest to us. We hope that in the not too distant future we will be sitting down with **Bombardier** and concluding a deal." Talks have been dragging on for two years. **Qatar** was expected to be a CSeries launch customer in 2010, but Mr. **Al Baker** wanted **Pratt & Whitney** to clarify the maintenance costs of the PW1500G engines. The CSeries' first flight is scheduled for the end of this year, but it may be delayed for several months. The first delivery should come at the end of 2013. Although **Qatar** has already ordered the A319neo, Mr. **Al Baker** said a decision on the CSeries will come after November.

Embraer's Sales and Deliveries Falter. The manufacturer said that deliveries of commercial and executive jets fell to 40 in the third quarter from 55 in the previous quarter. **Embraer** had forecast it would deliver between 195 and 215 aircraft in 2012, but it has delivered only 129 so far this year. Financial analysts fear that the company could miss its annual targets for revenue and profits due to the shortfall in production. **Embraer** also missed its sales target of booking a new order for every aircraft delivered. It produced 27 regional jets but booked a net of five new orders. The company's backlog of firm orders fell to \$12.4 billion by the end of September. This is the lowest amount in more than six years, and down from the \$12.9 billion backlog in June and \$16 billion a year earlier. The airframer's regional jet backlog shrank to 178 at the end of the quarter, some 60 less than in the same quarter of 2011. European customers deferred deliveries during the ongoing debt crisis and some of them have been cancelled. **Alitalia** cut four of its six outstanding orders for the E175 by September. Last month, the **AVMARK Newsletter** reported **Finnair** dropped its final E190 order, also **Dniproavia** cancelled its five E190s, while **Republic Airlines** terminated its last four E190s in July. **BOC** exchanged one E190 order for one E195, and **Alitalia** transferred three E175 orders to **Jetscape** and one E175 order to **Air Lease Corp.** They were delivered and leased to **Alitalia**. The cancellation of some private jet orders has caused the executive jet division to curtail deliveries. The division has filled less than half its target of 90 to 105 executive jets. **Embraer** said the business jet market will take a few more years to return to its 2007-2008 peak. Global demand for the company's jets is still flat.

Embraer is offering an enhanced version of the 76-seat E175, the E175 Plus, to **Delta Air Lines**. The E175 Plus offers 5 percent more fuel efficiency when compared to the baseline aircraft. **Embraer** said it will offer performance upgrades to keep the E-Jet family until it can re-engine and potentially re-wing the E-Jet by 2018. **Delta** said it needs up to 70 new 76-seater regional jets. The airline will chose

October 2012

Page 7 of 20

between the 76-seat Bombardier CRJ900 and the E175 Plus, or it may buy some of both types. The airline wants to replace many of the 50-seaters which are operated for **Delta** by its regional partners, **Compass Airlines** and **Pinnacle Airlines**. So far, **Delta** is the only American major airline that is ready to buy large regional jets. **American's** potential orders are held up by its bankruptcy. Fortunately for **Embraer**, some airlines in Africa, China, and Indonesia, may place orders. **ConViasa** may also convert its options for 14 aircraft into firm orders.

RUAG Aviation has secured an Asian order for a single 228NG for delivery in the second half of 2013. The customer's identity has not been disclosed. The 228NG is usually configured with 19 seats, and is manufactured at a plant in Oberpfaffenhofen, Germany. It is a significantly upgraded version of the older 228, and features including new avionics and improved propellers. **RUAG** said the 228NG can be used as a commuter airliner, as well as a special-mission platform for maritime patrol and governmental operations roles. **RUAG** delivered a new 228NG to the German naval squadron MFG 3. The plane will replace a Dornier 228, which entered service in 1991. The squadron operates maritime pollution monitoring flights over the Baltic and North Sea.

Embraer September 30, 2012 Orders & Deliveries

Type	Total Orders	Total Options	Total Deliveries	Current Backlog
E170	192	31	182	10
E175	191	271	160	31
E190	543	257	441	102
E195	137	20	102	35
Total	1,063	579	885	178

Type	3rd Quarter Deliveries	2012 Deliveries
Light Exec Jets	11	40
Large Exec Jets	2	6
Embraer 170	-0-	-0-
Embraer 175	7	17
Embraer 190	17	52
Embraer 195	3	14
Total	40	129

Embraer intends to deliver from 105 to 110 commercial jets, 75 to 85 small executive jets, and 15 to 20 large executive jets, in 2012.

Order Changes and Cancellations

Airbus Order Shuffle. In September, **Airbus** reported that it lost 14 A320 orders and 10 A330-300s, bringing the manufacturer's total order losses to 55. **Aircraft Purchase Fleet** dropped 12 A320 orders. The lessor now has orders for 10 A319s, 33 A320s, three A330s, and 12 A350-800s, for a total of 58. It has taken delivery of seven A319s and 14 A320s to date. **Etihad Airways** switched one A320 order to the A321 model. It now has ordered 13 A320s and seven A321s and taken delivery of one A320. The manufacturer added 10 A320 orders to its "Undisclosed" category and deleted one of three A321 orders during the month. It also added minus 10 A330-300 orders to the minus four orders reported in August. This does not make any sense; it must be an accounting trick. The press reports a rumor that **Gulf Air** cancelled four A330-300s in June and another 10 -300s in September. **Airbus' Orders, Deliveries and Operations** report shows that **Gulf Air** still has 20 A330-300s on order. In spite of **Philippines Airlines'** order for 10 A330-300s in September, the type's order total stayed at 598.

October 2012

Page 8 of 20

Boeing Order Cancellations and Changes. **Boeing** announced the cancellation of 12 737 orders in October, but did not identify the customer. All 38 of **Continental's** outstanding 737-700 orders and nine -900ER orders were transferred to **United** as 737-900ER orders. **United** now has a total of 97 737-900ERs in service or on order. **ILFC** switched its last 737-700 order to the -800 type. The leasing company has 32 -800s in backlog. **WestJet** switched one of its 74 737-700 orders to one -800, for a total of 12. **Boeing** identified one of its previously undisclosed 737 orders as a 737-700 BBJ1 for an unidentified VIP customer. **Lion Air** switched eight 737-900ER orders to the 737-800 type. The airline now has 20 737-800 and 187 -900ER orders.

Engine News

IAE International Aero Engines will supply V2533-A5 engines to **Finnair** to power the five new Airbus A321 extended range aircraft that will be delivered starting September 2013. The engines offer a significant advantage in fuel efficiency over the competition, saving about 300 tons of fuel per year per aircraft, **IAE** said. **Finnair** ordered the A321s in June 2010, and will use them to replace the airline's four Boeing 757s. The new A321s will be quieter and more comfortable for passengers, as well as about 5 per cent more fuel efficient.

American Airlines changed one of its six 777-200LR orders to the -300ER type. **Boeing** also announced that **American** was the previously unidentified purchaser of two 777-300ERs. The order was placed in July, 2012. **American** now has 13 777-300ERs on order. In its third quarter report, **American** said the first deliveries of its 787-9 Dreamliners would be delayed due to "production issues." The airline has 42 787s on order and another 58 on option. The first ones were scheduled to arrive in 2014. **American's** parent **AMR** reported a third-quarter net loss of \$238 million due to worker severance pay and Chapter 11 costs of \$348 million. The company's revenue rose 0.8 percent to \$6.43 billion, while operating expenses were up 0.6 percent, and fuel costs fell 3.3 percent. The quarterly losses may have something to do with **American's** 787 delays.

Leasing Companies

Jackson Square Aviation (JSA) will be acquired by **Mitsubishi UFJ Lease & Finance Company (MUL)** by the end of 2012. The deal needs to be approved by regulatory agencies. **Jackson Square** owns 76 next-generation aircraft valued in excess of \$4 billion. **Richard S. Wiley**, **Jackson Square's** President and CEO said, "Having the support of another major international financial services company enables us to continue to provide our airline customers with new capital to finance their next-generation deliveries." **JSA** is a full-service aircraft leasing company based in San Francisco, and has offices in Seattle, London, Miami, Toulouse, Singapore, and Beijing. The company acquired its owned and committed fleet through sale/leaseback transactions with 23 of the world's leading airlines. The majority of **JSA's** shares are currently held by certain funds managed by **Oaktree Capital Management**. **Mitsubishi UFJ Lease & Finance Company Limited (MUL)** is a prominent global leasing company headquartered in Tokyo, that was founded in April 1971. It is capitalized at ¥33.196 billion (\$419 million) and its principal shareholders include **Mitsubishi Corporation** (and associated companies), the **Bank of Tokyo**, and **Meiji Yasuda Life Insurance**. **MUL** is publicly traded on the **Tokyo Stock Exchange**.

Avolon, the international aircraft leasing group, recently acquired its 160th aircraft and raised total capital of \$5 billion. In the last half year, it leased 24 aircraft, valued at more than \$1.1 billion, to 12 customers around the world, including seven new customers (**Azul Linhas Aereas Brasileiras**, **China Eastern**, **Japan Airlines**, **Jet Airways**, **KLM Cityhopper**, **TAM Linhas Aereas** and **US Airways**). **Avolon's** has taken delivery of 87 aircraft, which have an average age of 1.7 years. The lessor ordered 15 Airbus A320 neo and 20 Boeing 737 MAX aircraft, becoming one of the first leasing companies to secure early delivery slots. It delivered three of the 10 737-800 NGs to **JAL Express** and one to **China Eastern**, and ordered another 10 737-800 NGs. **Avolon** sold two aircraft to two new investor clients. The planes remain on long-term leases. **Avolon** leases the 160 owned aircraft, and it manages four airplanes. The lessor won financing commitments from three new lending banks, and now has 22 institutions in its global lending group. **Avolon** now has \$1.4 billion in equity and has borrowed \$3.6 billion.

Macquarie AirFinance, Dublin, Ireland, signed a contract to lease five A320-200s to **Tyrolean Airways**, and to acquire three 737-800s from the airline. **Macquarie** has already placed the 737-800s with new airlines, with re-deliveries scheduled for the spring of 2013.

BOC Aviation will lease three new A320-200s to **China Southern Airlines**. All three A320s will be fitted with IAE V2527-A5 SelectOne engines, and are scheduled for delivery in the first half of 2014.

GE Capital Aviation Services (GECAS) will buy and lease back four new 737-800s with **GOL Linhas Aéreas Inteligentes S.A.** The first aircraft from the airline's order book is scheduled for delivery in December 2012.

Airline News

International Air Transport Association (IATA) Posts October Jet Fuel Prices. The organization updates its global average jet fuel price each week. On October 5, the average price of fuel was \$3.20 per gallon. **IATA** reported fuel prices were 1.1 percent lower than they were in September 2011, but was 11 percent higher than it was in October 2011. The global airline industry will pay \$129.9 billion for fuel in 2012. **IATA** said that every \$1 increase in the price of a barrel of oil adds \$1.6 billion in costs to

AerCap signed new lease agreements for six aircraft in the third quarter 2012, including three new 737-800s for **American Airlines**. The deal is part of **American's** arrangement to sell and leaseback numerous new 737s as they are delivered. **AerCap** leased one A319 for **TAME**, one A320 for **Ural Airlines**, and one 737-800 for **Sriwijaya Air**. The average lease term for new aircraft was 139 months and the average term for a used aircraft was 65 months. **AerCap** acquired eight new aircraft and leased three new 737s to **American**, two A320s to **Livingston**, one A319 to **TAME**, one A320 to **Yamal Airlines**, and one A321 to **Nordwind**. It also took delivery of one A330-300 and signed letters of intent for the purchase of two 737-800s. During the third quarter **AerCap** closed sales transactions for one A320 and one A330-300 from its owned portfolio. It sold two 737-400s and one A320 from its managed portfolio. **AerCap** also agreed to sell one 737-300 and signed letters of intent to sell three 737-300s, three 737-400s, and one 767-300ER from its managed portfolio. As of September 30, 2012, **AerCap** had 337 aircraft that were either owned, on order, under contract, letter of intent or purchase option, or managed, in its portfolio. In the quarter, it closed financing transactions worth approximately \$210 million, bringing the total financing transactions to \$860 million in 2012.

October 2012

Page 10 of 20

airlines. The fuel price rise will cost airlines an additional \$33 billion this year. On average, fuel now accounts for approximately one-third of the world's airlines total costs.

AirAsia, Malaysia, dropped its \$80 million offer to buy **Batavia Air**, Indonesia, in October. In July, Asia's largest low-cost carrier announced plans to acquire Batavia in order to expand in Southeast Asia's biggest economy. This would have been **AirAsia's** first airline acquisition and would have increased competition among Indonesia's low-cost airlines, such as **Lion Air** and **Citilink** (a subsidiary of **Garuda**). **AirAsia Group** CEO **Tony Fernandes** said "Our aggressive focus in Indonesia remains and we will push our Indonesian IPO plans while still maintaining close co-operation with **Batavia Air**." **AirAsia** will cooperate with **Batavia Air** in a pilot training joint venture. "In our minds, the timing was perhaps not appropriate as it would have induced too many risks," Mr. **Fernandes** said. He has always been cautious about acquisitions, and once described them as "value-destroying." **AirAsia** has set up several subsidiaries in Japan, Philippines, Thailand and Indonesia. **Indonesia Air Asia** operates 20 A320s and three 737-300s. **Batavia** operates six A320 Family aircraft, two A330-200s, and 26 737 Classics. It was founded in 2001 by a travel bureau.

Qatar Airways was the first Gulf carrier to join a global airline alliance when it agreed to join **oneworld**. This was a coup for **British Airways/IAG** chief **Willie Walsh**, who wooed **Qatar's** CEO **Akbar Al Baker**. The airline was the second largest carrier that was not in an alliance. **Qatar Airways** will become a **oneworld** member within 18 months and will be mentored by **British Airways**. It will give the alliance access to destinations in high-growth markets in Asia, Africa, and the Middle East. **Qatar** serves 120 cities and 15 of them will be new to **oneworld**, along with three new countries – Iran, Rwanda, and the Seychelles.

International Air Transport Association August International Traffic Growth.

Aug 2012 vs. Aug 2011	RPK Growth	ASK Growth	Pax Load Factor	FTK Growth	AFTK Growth
Africa	2.9%	1.4%	68.3%	11.8%	7.9%
Asia/Pacific	5.9%	6.2%	79.4%	-6.3%	-3.7%
Europe	5.6%	4.4%	84.9%	-1.1%	1.4%
Latin America	7.3%	5.8%	78.2%	-3.6%	13.1%
Middle East	16.7%	13.3%	78.4%	11.4%	10.5%
North America	0.5%	-0.5%	86.9%	1.8%	-2.1%
Industry	5.3%	4.1%	82.1%	-1.3%	0.7%
Year to Date 2012 vs. 2011	RPK Growth	ASK Growth	Load Factor	FTK Growth	AFTK Growth
Africa	8.3%	8.7%	66.3%	10.5%	12.5%
Asia/Pacific	5.4%	3.4%	78.0%	-7.3%	-5.6%
Europe	6.2%	4.0%	80.5%	-3.8%	1.0%
Latin America	9.1%	7.6%	78.0%	-1.4%	6.2%
Middle East	16.9%	13.0%	78.0%	14.1%	13.1%
North America	1.4%	0.0%	82.0%	-1.3%	-0.4%
Industry	6.6%	4.6%	79.1%	-2.6%	1.5%

RPK: Revenue Passenger Kilometers measures actual passenger traffic

ASK: Available Seat Kilometers measures available passenger capacity

PLF: Passenger Load Factor is the percent of **ASKs** used. In comparison of 2009 to 2008, **PLF** indicates point differential between the periods compared

FTK: Freight Tonne Kilometers measures actual freight traffic

AFTK: Available Freight Tonne Kilometers measures available total freight capacity

With **Qatar**, **oneworld** will fly to 856 cities in 159 nations. For the last ten years, the three Gulf carriers have diverted lucrative long-haul traffic away from the older European and Asian network carriers. Mr. **Walsh** concluded that the best way to beat the Gulf carriers was to get one of them to join **oneworld**. Collaboration might also lead to a Qatari investment in **IAG**. **Qatar** will move into the **New Doha International Airport** in 2013. The airport is designed to be a premium global hub with an eventual capacity for 50 million passengers a year.

The other two large Gulf carriers have made their own deals with other global airlines. Last month, the region's top carrier, **Emirates** signed a deal with **Qantas Airways**. Until then, the world's biggest airline in terms of international traffic was content to code-share with 10 other carriers. **Emirates** President **Tim Clark** previously said the company had no need of conventional global alliances, and that they add little value. Nearly simultaneously with **Qatar Airways**'s decision, Abu Dhabi's **Etihad Airways** started code-sharing with **Air France/KLM**. It could lead to a strategic partnership with Europe's biggest carrier, **Etihad** said. The possibility of joining the **SkyTeam** group may be discussed later. **Etihad** recently bought large portions of **Aer Lingus**, **Air Berlin**, **Air Seychelles**, and **Virgin Australia**, and has code-share deals with 40 airlines.

The Moroccan Government may sell up to 44 percent of **Royal Air Maroc (RAM)** to a major Gulf Arab airline in order to increase tourism to the country. A spokesman said, "The idea is to capitalize on the solid presence of major Gulf airlines, especially in China, India, Latin America ... markets where a huge, growing number can afford to travel every year." Morocco wants to treble income from tourism by 2020. Now it accounts for 10 percent of the country's gross domestic product of \$93 billion. At this time, approximately 70 percent of tourists come from euro zone countries, and the rest come mainly from the Gulf Arab countries. Morocco aims to attract 20 million tourists by 2020, more than double the current figure. The government injected 1.6 billion dirhams (\$187 million) into **RAM** last year to counter the effects of growing competition, lower sales and higher fuel prices. **RAM** operates 49 medium and long-haul aircraft from its hub in Casablanca.

Finnair will transfer one-third of its European routes and 12 EMBRAER 190s to British low-cost airline **Flybe**, on October 28. Last May, the flag carrier announced that **Flybe** would operate the 100-seaters on behalf of **Finnair**. The airline continues to look for opportunities to divest more of its European routes. **Finnair** operates 25 A320 Family aircraft, four 757-300s, eight A330s and seven A340s. The 757s will be replaced by five A321s next year.

Synergy Aerospace was chosen by the **Portuguese Government** as the sole bidder for its struggling national carrier **TAP—Air Portugal**. **Synergy** is owned by Brazilian airline entrepreneur **German Efromovich**, and is the parent of **Avianca Brazil** and **AviancaTaca**. The government must sell state assets as part of Portugal's €78 billion EU/IMF bailout. **TAP** currently owes an estimated €1.2 billion. The government hopes to close the deal by the first quarter of 2013. Ten companies showed some interest in buying **TAP**, including **International Airlines Group (IAG)** and **Lufthansa**. Apparently, Mr. **Efromovich** wants to increase traffic to Europe through a tie-in between his South American airlines and **TAP**. **Avianca Brazil** is mostly domestic while **AviancaTaca** group has more than 100 routes in 14 countries. The three airlines will aggressively compete with Brazil's two biggest carriers, **GOL** and **TAM**. **TAP** operates 55 Airbus aircraft on European and long-haul routes, and carried nine million passengers last year.

New African Budget Carrier, Fastjet will acquire three leased A319s in November, and will launch services from Dar es Salaam, the Tanzanian commercial capital. **Fastjet** plans to lease five more A319s and to phase out its 10 ATR turboprop planes. The airline is majority owned by **Lonrho**, and **Stelios Haji-Ioannou**, founder of British low-cost carrier **easyJet**, owns a minority stake. The airline will offer fares that average \$80, with some fares as cheap as \$20. The airline intends to stimulate the market and not take market share from the existing airlines. **Fastjet** intends to carry 5 million passengers per year by 2016. It plans to fly to Angola and Ghana from its base in East Africa.

Spanish Regional Airline Islas Airways filed for bankruptcy and closed its doors while it reorganized its finances on October 16. The airline is based in Tenerife, the Canary Islands, and operated inter-island services with six ATR 72-200s. It had suffered from economic problems for several weeks, forcing it to cancel a number of flights. The union employees claimed they have not been paid for three months. **Islas Líneas Aéreas**, operating as **Islas Airways**, was founded in 2002 and started operations in February 2003.

Bankruptcy of the Month

Southern Air filed for Chapter 11 bankruptcy protection on September 28. The U.S. cargo airline was experiencing cash flow problems due to cutbacks in the U.S. defense budget and the reduction of troop levels in Afghanistan. The **Defense Department** accounted for approximately 44 percent of **Southern Air's** revenue for the past year. The airline forecast its revenues would shrink further when the **Pentagon** announced earlier this year its 2013 budget would reduce spending by \$487 billion over the next decade and that the U.S. would end combat operations in Afghanistan before the end of 2013. **Southern Air** reported a net loss of \$159.8 million from revenue of \$428.2 million in the last fiscal year. It had assets of about \$206.9 million and liabilities of about \$486.5 million. The airline operates a fleet of four 747-200Fs, four 747-400Fs and four 777F-200s. **Southern Air** was founded in 1947, and is majority owned by **Oak Hill Capital Partners**. **Oak Hill** agreed to provide the airline with \$25 million debtor-in-possession financing as the lessor of **Southern's** 777Fs.

Cargo Pallet

Atlas Air Worldwide Holdings took delivery of its sixth Boeing 747-8F freighter and leased it to **DHL Express**. The 747F will be operated by **Atlas Air Worldwide's** subsidiary **Atlas Air**, in the **Polar Air Cargo Worldwide** express network under an ACMI arrangement for the benefit of **DHL Express**. **Atlas Air's** seventh 747-8F will be delivered in the fourth quarter. The -8Fs replace two 747-400Fs that are currently in service for **DHL Express**. **Atlas Air** expects to receive two -8Fs in the first half of 2013 for a total of nine, completing the delivery of its order program.

Aeronautical Engineers, Inc. (AEI) flew its first converted MCD MD-80 passenger-to-freighter on September 28. The conversion specialist expects to win a supplemental type certificate for the airplane in October. **AEI** VP of Sales and Marketing **Robert Convey** said, "We do not have to do any flight performance tests, because we are not altering those aspects of the aircraft." **AEI** needs to do a smoke-test flight because it has already passed its smoke test on the ground. The company has 15 orders for the 21 ton freighter. The plane offers similar payload and range as the Boeing 737-400 P2F, although it has

October 2012

Page 13 of 20

a smaller cross-section. The customers are based in the USA, South America, Africa, the Middle East, and Europe. The company foresees a demand for up to 200 MD-80 P2Fs from carriers in developing countries. **Aeronautical Engineers** started the MD-80 program in February 2010 and installed a main-deck, class-E cargo compartment on an ex-**American Airlines** aircraft.

AERGO Capital and **PEMCO World Air Services** are jointly offering fully converted 737 cargo aircraft to the world market. **AERGO Capital's** wholly owned subsidiary **AERGO Cargo Solutions** will source and finance the aircraft, and **PEMCO** will perform the 737-300/400 conversions. The 20-aircraft 737-400 order program includes aircraft acquisition, passenger-to-freighter conversion, bridging maintenance and package financing through a single entity-**AERGO Cargo Solutions**. The first four aircraft are scheduled for entrance to the modification line within the next three months.

Military Market

The Russian Air Force will buy 39 Il-76MD-90A airlifters from **United Aircraft**. The contract for the extensively improved version of **Ilyushin's** 40-year-old Il-76 design was signed on October 3. The new Il-76 features Perm PS-90A-76 engines, a Kupol-M avionics suite from **Kotlin-Novator**, and a new glass cockpit. The first prototype Il-76MD-90A (SN 001-02) flew on September 22 and flew a brief demonstration flight for Russian President **Vladimir Putin** before the contract signing ceremony. "I am sure this airplane will be in demand and its series production will bring about a considerable portfolio of orders for **Aviastar-SP**," Mr. **Putin** said. The deal is worth 140 billion roubles (\$4.5 billion) and is the largest order of its kind placed by Moscow in the past 20 years, he remarked. Russia hopes to win a large order for the export version from China. Its **Peoples Liberation Army Air Force (PLAAF)** operates 17 standard Il-76s and had previously ordered up to 60. That order faltered because the **TAPO** plant in Uzbekistan could no longer manufacture them on a cost-effective basis. **Aviastar-SP** built a ground-test airframe and started series production of its first three; they will be ready for state acceptance trials in 2014. The **Russian Air Force** plans to retrofit 43 of its current Il-76s with PS-90A-76 engines. That should extend the type's service life by 10-15 years. The 210-ton maximum-take-off-weight Il-76-90A offers 10 percent lower fuel burn than the classic Il-76TD. The new aircraft will be able to carry 53 tons of cargo for 2,700 nm (5,000 km), and can operate from paved and unpaved runways with an elevation of up to 9,840 feet (3,000 m).

Kawasaki Heavy Industries Aerospace Company is canvassing potential customers to see if they are interested in a possible civilian freighter version of its C-2 military transport. The proposed civilian C-2 is called the YCX, and **Kawasaki** sees it filling a niche in the market for oversized cargo transportation. **Kawasaki** has considered the YCX for several years, but only now has the **Japanese Government** let the company share extensive details of the YCX with prospective customers. The twin-jet YCX has maximum takeoff weight of 141 tons, equal to the Airbus A400M, and twice that of Lockheed C-130 tactical transport. The cargo hold is four and a quarter meters high, which is much taller than most commercial cargo aircraft such as the 747-400F and the Il-76. The YCX would be capable of carrying 30 tons of cargo for 3,080 nm (5,700 kilometers). The plane is powered by two ubiquitous and proven General Electric CF6 engines. **Kawasaki** intends to build 40 military C-2s for the **Japan Air Self Defense Air Force** to replace its Kawasaki C-1 and C-130 transports. The manufacturer sees a market for up to 100 civilian freighters between 2020 and 2030. The first C-2 prototype flew in January 2010. The military C-2 will cost approximately ¥10 billion per plane (about \$80 million).

October 2012

Page 14 of 20

The **U.S. Coast Guard** ordered three HC-130Js from **Lockheed Martin** worth \$218 million. This will increase the **Coast Guard's** HC-130J fleet to nine. The contract includes funding for two mission suites, which are used on search and rescue operations. The new aircraft will be delivered in early 2015. **Lockheed Martin** said, "The current fleet of HC-130Js, based at **Air Station Elizabeth City, N.C.**, meets long-range maritime patrol requirements in areas that cannot be patrolled efficiently by medium range surveillance aircraft or cutters. The **Long Range Surveillance (LRS)** aircraft also provide heavy air transport for maritime safety and security teams, port security units, and National Strike Force personnel and equipment. The HC-130J's special mission suite is comprised of a two mission system operator station located behind the pilot and co-pilot, a belly-mounted 360-degree long range search radar, nose-mounted forward looking infrared radars and an advanced mission communications suite."

India and Russia launched their **Medium Transport Aircraft (MTA)** joint venture at a signing ceremony in New Delhi on October 12. **Hindustan Aeronautics** and **United Aircraft Corporation** will design and built the twin-engined transport, which will offer a maximum take-off weight of 65 tons, and carry an 18 to 20 ton payload. The MTA will have a 30 meter (98ft) wingspan, and a top speed of 434 knots (800km/h). The aircraft is designed to replace the **Indian Air Force's** fleet of Antonov An-32 and Hawker Siddeley HS 748s, and the **Russian Air Forces'** An-26 and An-30 fleets. Indian politicians warned that the long-planned and often delayed project would be scrapped if it were not launched immediately. Buying the Embraer KC-390 transport/tanker had become an attractive alternative to the MTA. **United Aircraft** told the press that India could acquire up to 45 MTAs and Russia could order 100 and export customers may buy up to another 60.

The **Indonesian Air Force** recently ordered nine Airbus Military C295 tactical transports and took delivery of the first two (SN 088 & 090). The ninth aircraft is scheduled for delivery in the summer of 2014. The airplanes will perform military transport, medical evacuation and humanitarian relief missions. At the **Singapore Airshow** in February, **Airbus Military** announced that it would supply the C295s to **PT Dirgantara Indonesia (PTDI)**. The type was given the local designation CN295. **PTDI** will manufacture the tail empennage as well as the rear fuselage and fuselage panels. A final assembly line will be set up in Indonesia, and **PTDI** will be a service center for C295s. The next five Indonesian CN295s will be delivered from **PTDI**, and the final two will be assembled entirely by the company in Indonesia.

AIRCRAFT DELIVERIES & SALES

Jet Aircraft

Airbus A318 & A319. **Airbus** delivered four A319s in September, including two -112s (SN 5264 & 5293) to **Lufthansa**. **Sichuan Airlines** accepted -133 (SN 5286), and **TACA International Airlines** received -132 (SN 5280). **Macquarie AirFinance** leased -115LR (SN 2213) to the newly established national airline of the Ivory Coast, **Air Côte d'Ivoire**. The aircraft is configured in 12 Business and 96 Economy seats, and will be based in Abidjan. The airline will operate routes to West African cities in partnership with **Air Burkina** and **Air Mali**. **Air Côte d'Ivoire** will acquire a second -115LR (SN 2228) shortly.

October 2012

Page 15 of 20

Airbus A320. Airbus delivered 19 A320s in September, including three -214s (SN 5260, 5264 & 5266) to **Hong Kong Airlines**. In Asia, **Air Asia** took delivery of two -216s (SN 5272 & 5283), and leased the latter to **Thai AirAsia**. **Airbus FALC** delivered one -214 (SN 5071) to **Juneyao Airlines**, one -214 (SN 5082) to **Shenzhen Airlines**, and the 100th Tianjin-built -200 (-214 SN 5091) to **Air China**. **China Southern Airlines** accepted -232 (SN 5268), and **Silkair** received -233 (SN 5296). **SMBC Aviation Capital** leased a third -232 (SN 5301) to **Thai Smile**, and **IndiGo** bought one -232 (SN 5298). **BOC Aviation** leased -232 (SN 5270) to **Qantas** for sublease to **Jetstar Airways**, and **Qantas** leased -232 (SN 5281) to **Jetstar Japan**. **GE Capital Aviation Services (GECAS)** leased the third new -214 (SN 5253) to **Middle East Airlines (MEA)**, and **Air Arabia** took delivery of -214 (SN 5276). **LAN Airlines** received -214 (SN 5234), and **Aviation Capital Leasing** leased -214 (SN 5278) to **Avianca Brazil**. Also, **EasyJet** accepted its 54th of 70 -214s (SN 5289).

Doric acquired its 16th A380 under management, a -861 (SN 107) from **Emirates**. The A380 was purchased by **Doric Nimrod Air Finance Alpha Limited (Doric Alpha)**, a wholly owned subsidiary of **Doric Nimrod Air Two Limited**. The A380 is leased to Emirates for 12 years, and is the second of the four aircraft financed through the **Doric Alpha**. The first A380 (SN 106) was delivered on October 1, 2012. The remaining two are scheduled for delivery in 2012.

AWAS has delivered the first of two new A320-232s (SN 5315) to **Philippine Airlines (PAL)**. The new A320s will support the airline's ongoing fleet modernization program in response to regional demand and expansion opportunities.

Airbus A321. Airbus delivered nine A321s in September, including three -231s (SN 5282, 5292 & 5300) to **US Airways**. **Vietnam Airlines** leased one -231 (SN 5275) from **Vietnam Aircraft Leasing**, and **CIT Leasing** leased -231 (SN 5287) to **Asiana**. **Gulf Air** accepted one -231 (SN 5257), and **Saudi Arabian Airlines** bought one -211 (SN 5285). Lastly, **Airbus** delivered one -231 (SN 5303) to **Sichuan Airlines**, and one -211 (SN 5271) to **Aeroflot**.

Airbus A330 & A340. Airbus delivered only one A330-200 and five -300s in September. **Avianca** took delivery of its ninth -243 (SN 1342) on September 17. The aircraft is the 100th Airbus aircraft to join the **Avianca** and **TACA** fleets. **Asiana** leased one -323E (SN 1340) from **Air Lease Corp**. **Aeroflot** received its ninth -343E (SN 1354), **Malaysian Airlines** obtained its 20th -323E (SN 1347), **Thai Airways International** received one -343E (SN 1338), and **Cathay Pacific** accepted one -343E (SN 1343). **AWAS** acquired a late model -202 from another lessor. It continues to be long-term leased to **Qantas**.

Airbus A380. Airbus delivered the 19th and final A380-841 (SN 092) to **Singapore Airlines** in September. **China Southern Airways** accepted its fourth of five -841s (SN 088), and **Thai Airways International** received its first of six -841s (087).

Boeing 737NG. Boeing delivered 37 737s in September, including four -8AS/Ws (SN 40295, 40313, 40314 & 40315) to **Ryanair**. Boeing delivered three 737s each to three U.S. airlines – three -8H4/Ws (SN 36686, 36687 & 36994) to **Southwest Airlines**, three -823/Ws (SN 31153, 31154 & 33226) to **American Airlines**, and the first three of 97 -924ER/Ws (SN 37199, 37205 & 41744) to **United**. Elsewhere in the Americas, **Aeromexico** received one -852/W (SN 36701), and **COPA Airlines**

October 2012

Page 16 of 20

acquired one -8V3/W (SN 40780). Also, **COPA** leased one -86N/W (SN 38031) from **GECAS**. The **United States Navy** accepted its sixth P-8A Poseidon -8FV (SN 40814). The plane is at **Boeing** being modified into a submarine hunter. **Boeing Business Jet** took delivery of BBJ1 -7LT/W (SN 39095). Lessors took delivery of seven -800s, including the **COPA** plane. **AWAS** leased two -81D/Ws (SN 39425 & 39426) to **Aerolineas Argentinas**. **China Eastern Airlines** leased two -86N/Ws (SN 39402 & 41784) from **GECAS**, and -89P/W (SN 38828) from **ILFC**. The latter two planes are operated for **China United Airlines**.

Ethiopian Airlines took delivery of the airline's first 787-8 (SN 34745) on August 14. The airline has nine more 787s on order. This was the first **Export-Import Bank of the United States**-supported 787 delivery. In May, the **Bank** approved a loan guarantee of more than \$1 billion to **Ethiopian**. The transaction, which was co-financed by **Nippon Export and Investment Insurance (NEXI)**, also supported the export of **General Electric** spare engines.

Virgin Australia Airlines leased one -8FE/W (SN 39926) from **RBS Aviation Capital**. In Europe, **Air Berlin** received one -86J/W (SN 37770), and **Norwegian Air Shuttle** obtained one -8JP/W (SN 39016). **Boeing** delivered three 737s to Middle Eastern airlines—two -9F2/Ws (SN 40982 & 40983) to **Turkish Airlines**, and one -866/W (SN 40803) to **Egyptair**. Asian airlines also accepted eight 737s. **China Southern Airlines** acquired two -81B/Ws (SN 38929 & 38929), **Hainan Airlines** bought one -84P/W (SN 38157), **Shenzhen Airlines** purchased one -87L/W (SN 39130), and **Xiamen Airlines** received two -85C/W (SN 38395 & 38396). **Lion Air** took delivery of two more -8GP/Ws (SN 37297 & 38681), for a total of nine.

Boeing 747. **Korean Air** took delivery of its second of seven 747-8THF freighters (SN 37133); **Cargolux Airlines** acquired -8R7F (SN 35811), and **Boeing** delivered -87UF (SN 37571) to **Atlas Air Worldwide Holdings**. The plane is operated for **DHL Airways** by **Atlas Air**.

Boeing 767. **LAN Airlines** received its 29th -316ER (SN 41748). The airline has six more on order. **DHL International** accepted its fourth of six -3JHERF (SN 37808) in late September.

Boeing 777. **Boeing** delivered seven 777s in September. **Emirates** took delivery of two -31HERs (SN 41080 & 41081). **Dubai Aerospace Enterprise** leased -F1H (SN 35608) to **Emirates**; **GECAS** leased -F6N (SN 41846) to **Ethiopian Airlines** (a second 777-200LRF is scheduled for delivery in October). **LAN Airlines** took delivery of its first -F16 (SN 38091). **Air China** acquired one -39LER (SN 38673), and **TAM** also received one -32WER (SN 38887).

Air India offered to sell five Boeing 777s. The Debt-laden state-run carrier is accepting bids until November 19. The flag carrier had previously planned to lease the planes, but it is under pressure to trim costs.

Boeing 787. All **Nippon Airways** took delivery of two more -8s (SN 34493 & 40899) in September, bringing their fleet total to 15 aircraft. **Japan Airlines** accepted two more -8s (SN 34834 & 34838) for a total of six. It has 19 more on order. **Air India** became the fifth airline to operate the 787 when it took delivery of its first -8 (SN 36276) on September 6, and its second -8 (SN 36278) on September 18. The airplanes are equipped with 18 business class seats and 238 economy class seats, and have the range and capability to fly from India to the Middle East, Europe, Asia and Australia. **Air India** has 25 more 787s on order. **United Airlines** received its first 787-8 (SN 34821) from **Boeing** on September 24. **United** is

the first airline in North America to take delivery of the 787. It is currently flying between Houston and Chicago, and **United** will use it on international services to Africa, Asia and Europe by the end of 2012. The first 787 was delivered to **All Nippon Airways (ANA)** one year ago, in late September, 2011. Since then, **Boeing** has delivered 25 787 Dreamliners to six different customers.

Qatar Airways accepted its first Boeing 787-8 (SN 38320) on October 5, around six weeks later than the scheduled August delivery date. It was the first of 30 General Electric GEnx-powered 787s it has on firm order. **Qatar** has an additional 30 options and intends to operate a mix of 787-8s and -9s. The plane is having interior work performed at Victorville, California, and it may be November before the 787 arrives in Doha. **Qatar's** CEO **Akbar Al Baker** recently expressed frustration at the "creeping delivery date" of 787 deliveries that were slowing the airline's growth plans.

Bombardier delivered the first of six CRJ1000 NextGen regional jets ordered by **Garuda Indonesia** in October. The flag carrier is the CRJ1000's launch customer in the Asia-Pacific region. **Garuda** intends to lease another 12 CRJ1000s from leasing companies. It also holds options for 18 more aircraft. **RwandAir** of Kigali, Rwanda, took delivery of the first of two CRJ900 NextGen regional jets, in late October. **RwandAir** placed its order for two CRJ900s and optioned two more in March. **China Express Airlines** accepted CRJ900NG (SN 15285) in September. The airline has another four CRJ900s on order and options for five. **Bombardier** recorded total firm orders for 1,735 CRJ Series aircraft, with 1,666 delivered as of June 30, 2012. CRJ Series aircraft are in service with more than 60 airlines worldwide.

Boeing delivered the first North Charleston, S.C.-built 787-8s to Air India on October 5. **Jack Jones**, vice president and general manager, **Boeing South Carolina** said, "Within just three years of breaking ground, we have flown and delivered our first airplane built at Boeing South Carolina. This is a tribute to the remarkable **Boeing South Carolina** team and the support we have received from our airline customers, our supplier partners and the **Boeing** enterprise, as well as the relationship we have with the State of South Carolina." **Boeing** broke ground on the **Boeing South Carolina Final Assembly and Delivery Center** in November 2009, and launched production of the first South Carolina-built 787 in mid-2011. The first completed airplane rolled out of the factory in April. **Boeing South Carolina** fabricates, integrates and assembles the mid-body and aft-body fuselage sections for all 787s. Completed sections are joined in the **South Carolina Final Assembly**, or are transported via the 747 Dreamlifter to the 787 assembly line in Everett, Washington, the manufacturer said. The S.C. plant will build three 787s per month by the end of 2013.

Embraer's September Deliveries. The manufacturer delivered EMBRAER 170-200 LR (SN 17000350) to **Air Lease Corporation**. It was leased to **Belavia**, Belarus. The second E175 (SN 17000352) is scheduled for delivery later this year. **FlyBe** accepted E175 (SN 17000351). Also in September, **BOC Aviation** took delivery of its first EMBRAER 190-100LR (SN 19000547). The E190 is the first of three aircraft to be leased to **Air Astana**, the flag carrier of Kazakhstan. The second E190 (SN 19000543) will be delivered to **BOC/Air Astana** in the spring of 2013. **ConViasa**, Venezuela, accepted its first two E190s (SN 19000509 & 19000515). The airplanes were previously allocated to **Dniprovia/Aerosvit Airlines**. **ConViasa** will also take delivery of another two E190s (SN 19000485 & 19000505) shortly. **CBD Leasing Corp.** leased one E190 (SN 19000570) to **China Southern Airlines**, and **Tainjin Airlines** bought two E190s (SN 19000573 & 19000574). **Kenya Airways** acquired E190 (SN 19000572) in September, and received the 900th E-Jet delivered by **Embraer**, on October 10.

October 2012

Page 18 of 20

Kenya Airways' E190s are configured in a dual-class layout with 96 seats: 12 in business class and 84 in economy. The airline has seven more E190s on order with a delivery each month between now and February 2013. The manufacturer said that E-Jets are in service with more than 60 airlines from 40 countries with four different configurations.

Turboprops

ATR delivered ATR 72-600 (SN 993) to **Caribbean Airlines** in September. ATR 72-600 (SN 997) will be delivered shortly. Both airplanes have been stored at Toulouse for several months. **Aviation Plc** took delivery of its second -600 (SN 1039) and leased it to **Skywest Airlines**, for operation for **Virgin Australia**. **Aviation** ordered nine ATR 72-600s and optioned another eight. **Nordic Aviation Capital** leased one -600 (SN 1041) to **Air Nostrum**, and **GECAS** bought and leased back the first of five ATR 72-600s (SN 1043) with **Azul Linhas Aéreas Brasileiras**. The second -600 (SN 1046) was leased in October; both ATRs came from **Azul's** existing order book with **ATR**. The other three ATRs will be delivered by April 2013. **ATR** delivered the very first ATR 72-600 (SN 1044) to an Asian carrier, **UNI Air**, on September 27. The Taiwan-based carrier is a regional subsidiary of **EVA Air**. The airline ordered 10 ATR 72-600s. **Airstream International Group** has arranged the sale of ATR42-320 (SN 86) from **Antrak Ghana**, to the **Magellan Group**.

Sukhoi Civil Aircraft delivered the first Superjet 100 (SN 95023) to the **SuperJet International (SJI)** facility in Venice, Italy, on October 5. The "green" aircraft will be finished by **SuperJet International**, which is a joint venture between **Alenia Aermacchi** (51 percent) and **Sukhoi Holding** (49 percent). It is responsible for the SSJ100 interiors installation, customization, painting and delivery to the Western customers. This aircraft will be delivered to **Interjet**, Italy, in March 2013. **Sukhoi** leased a new SSJ 100 (SN 95007) to **Armavia** for six months, starting in October. The two parties will try to work out their financial disagreements during that period and the discussions will hopefully lead to a longer term lease. **Aeroflot** received its 10th SSJ 100 (SN 95018) in September.

Bombardier delivered two Dash 8Q-402 NextGens (SN 4420) to **Luxair** in September. **Eurolot** took delivery of its fifth and sixth of eight Q400NGs (SN 4423 & 44024). **Ethiopian Airlines** received Q400NG (SN 4419) in October. **Eznis Airways**, the largest private airline in Mongolia, acquired a previously-owned Q400 through **Nordic Aviation Capital**, the Denmark-based leasing company.

Viking Air delivered DHC-6-400 (SN 852) to the **U.S. Army Golden Knights** in September. The unit will take delivery of two more (SN 863 & 865) by the end of the year.

Antiques and Other Junque

Deucalion Capital II Limited / A330 Parts Ltd acquired the first of three A330-322s from **Penerbangan Malaysian Berhad**. The -322 (SN 073) was equipped with two PW4168 engines and delivered in 1995. It has been ferried to Tupelo, Mississippi. The aircraft and engines are being consigned to **Universal Asset Management (UAM)** and **Total Engine Support (TES)** for disassembly. This is one of the first **PW**-powered A330-300s to be broken up for spare parts. **Deucalion** has contracted to acquire two more 1995-vintage -322s (SN 069 & 100) over the next several months. All three A330 aircraft had been on long term lease to **Malaysia Airlines**. **Malaysian** grounded six of its eight oldest A330-322s (SN 069, 073, 100, 107, 110 & 116) between January and September 2012.

October 2012

Page 19 of 20

AvCraft Technical Services, Myrtle Beach, South Carolina, is an aviation maintenance, repair and overhaul provider. It launched its aircraft disassembly business in October. The company now provides complete teardown services, including component certification, removal, inventory and tagging, packing and shipping, and fuselage recycling. They have contracts and commitments to disassemble a total of eight ATR, Dash 8 and Dornier 328 airframes for three customers.

Accidents and Safety

From Aviation Safety Foundation

AZZA Transport lost Antonov 12BP (ST-ASA) near Omdurman, Khartoum, Sudan, on October 7. The plane was operating for the **Al Quwwat al-Jawwiya As-Sudaniya (Sudanese Air Force)** and crashed as the crew attempted an emergency landing some 25 miles from Khartoum. All six crew and 16 military personnel were killed.

Southwest Airlines/AirTran Boeing 717-200 (N894AT, SN 55046) was rammed by a catering truck at the Milwaukee airport and substantially damaged. The 717 was hit at the production splice joint, where the forward fuselage section is connected to the midsection. The truck driver blamed a beverage can that was stuck behind the brake pedal and prevented the driver from stopping in time to avoid the parked plane.

Corendon Airlines Boeing 737-8KN/W (TC-TJK, SN 35794) was substantially damaged by a fire in the cockpit on October 14. The aircraft was being pushed back from the gate at **Antalya Airport**, Turkey, when the captain ordered the emergency evacuation of the 189 passengers and 7 crew. Twenty-seven passengers were hospitalized.

Network Aviation Australia Fokker 100 (VH-NQE, SN 11457) was substantially damaged by a hard landing at **Nifty Airport**, Western Australia, on October 19. During the final approach, the aircraft encountered windshear and subsequently made the hard landing. None of the 26 occupants were seriously injured.

AVMARK CAPABILITIES

Since its establishment in 1962, AVMARK has been providing consulting management services to all sectors of the aviation community. From offices in Washington DC and Singapore, together with associates based in United States (North America), Ecuador (South America), Spain (Europe), Congo (Africa), New Delhi (India and Asian Market), we serve a worldwide clientele. Our staff is comprised of professionals with extensive, successful careers in technical, commercial and managerial areas of aviation enterprises; combining real world operational experience with sophisticated analytical tools to provide our clients with the most effective solutions to their problems.

ASSET MANAGEMENT PROGRAMS

Aircraft appraisal, inspection and technical monitoring; analysis of market conditions and forecast of values; assistance with aircraft acquisitions and placement; valuation of facilities, equipment and other assets.

AIRLINE IMPROVEMENT PROGRAMS

Our staff undertakes corporate reviews of entire airlines or specific aspects of airline operations, advising airline executive management, government and international organizations (i.e. World Bank), on various aspects of airline restructuring and/or privatization. Specific issues addressed include airline valuation, strategic planning, scheduling and fleet planning, market development, revenue management, operations and maintenance efficiency. We also provide a full range of services for start-up carriers.

ECONOMIC & TECHNICAL ANALYSES PROGRAMS

We prepare traffic/operation forecasts and financial analysis for airport and other facilities planning; competitive evaluation of performance/design characteristics and market potential for new aircraft; critical assessment of capability, marketing strategy and opportunities for suppliers of products and services; and air service needs related to tourism development.

PUBLICATIONS

We publish the **AVMARK Newsletter** monthly; containing market information, various analyses and commentary; also reports all orders, purchase sales and leases of new and used transport aircraft. We also publish several other statistical compilations from our extensive database on aircraft, carriers, traffic, costs and operations.

AVMARK's Transport Aircraft Values (TAV); reports current fair market values by year of build and projects the future value of all transport category aircraft.

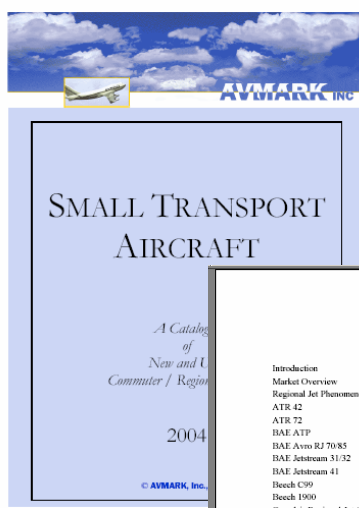
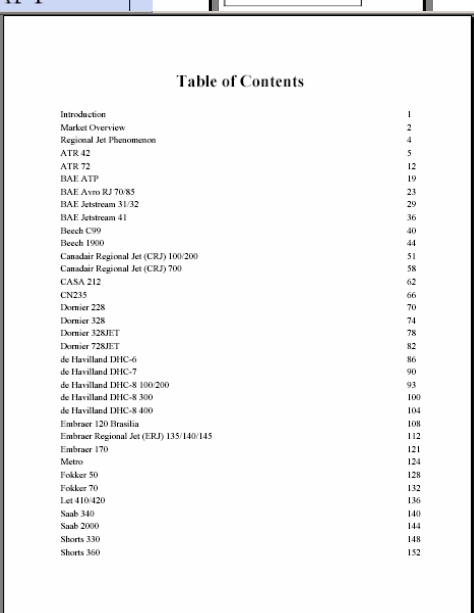
AVMARK's Historic Jet and Turboprop Values; summary of the then current fair market values as published in the AVMARK Newsletter for all jets and turboprops in service.

AVMARK's Small Transport Aircraft Catalogue (STA); designed as an easy to use reference guide to compare the operating and cost parameters of 35 regional jet and turboprop aircraft.

Sample of Avmark Publication

SMALL TRANSPORT AIRCRAFT CATALOG

STA is designed as an easy to use reference guide to compare the operating and cost parameters of 35 regional jet and turboprop aircraft. Information includes development history, current production status, configuration and operating performance and costs as reported to the DOT. Pictures of each aircraft are also included.



ATR 42-300

THE AVIONS DE TRANSPORT REGIONAL (ATR) first flew in August 1984, and entered service in December 1985 with the French regional Air. The aircraft is a joint venture between Aerospatiale of France and Aeritalia of Italy. The ATR 42's name originally designated it as a 42 passenger aircraft, but subsequent reduction of the forward baggage compartment now allows for a seating configuration of up to 50 passengers.

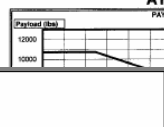
The baseline aircraft is the ATR 42-300/320 powered respectively by PW120/121 engines. The latest version is the ATR 42-500 powered by PW127 engines and Hamilton six bladed propellers. Thus increasing the payload to 12,015 lb and the cruise speed to 300 kts.

The standard front cargo door allows the aircraft to be quickly converted from a passenger layout to freighter. Unique among turboprops, is the integration of a Propeller Brake on the right engine, which allows running of the engine in 'Idle' mode to provide aircraft electrical power and air conditioning without the inconvenience and safety hazards of a rotating propeller.

The ATR 42 and ATR 72 have a very high degree of commonality, allowing for cross-crew qualification, and a common spare parts holding.

TYPICAL CABIN CONFIGURATION

48 seats in a four abreast layout with a center aisle. Access to the cabin is by an air stair at the rear passenger door, and a modular galley in the rear of the aircraft is serviced through the same door. A standard toilet is located in the rear of the aircraft behind the passenger door. Baggage is accommodated in overhead bins on both sides of the cabin, under seat storage, in an externally accessed forward and aft baggage compartment, and in a closet.



ATR 42-300

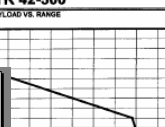
PRICE LIST

Years Built	Base (\$ mil)
85-96	3.0

Direct Operating Costs (\$ per block hour)

Utilization (Block Hours / Year)	100	300
Average Stage Length (nm)		
Flying Operations	\$180	\$180
Flight Crew, Salaries / Expenses	\$173	\$162
Fuel, Oil, Taxes	\$3	\$3
Other		
Aircraft Costs		
Insurance	\$3	\$3
Maintenance	\$476	\$415
Depreciation	\$62	\$62
Rentals	\$318	\$318
Total Direct Operating Costs	\$905	\$933
Cost per Available Seat Mile - \$	12.33	9.85
Cost per Airplane Mile	\$5.67	\$4.44
Cost per Seat Block Hour	\$19.67	\$15.1

Note: Data from DOT 419419-1995



ATR 42-300

PERFORMANCE

CRUISE VS. RANGE

CLIMB VS. ALTITUDE

CLIMB VS. WEIGHT

CLIMB VS. ALTITUDE

CLIMB VS. WEIGHT

US \$ 350.00

To Order, please visit us at www.avmarkinc.com

or

fill out the form attached to this publication

Order your personal
copy of the 2012
**TRANSPORT
AIRCRAFT VALUES
(TAV) today.**

Sample of Avmark Publication

TRANSPORT AIRCRAFT VALUES (TAV)

TAV reports current fair-market values by year of build and projects the future value of 116 transport category aircraft. The future values are based on an economic model that projects the values based on the earning stream of approximately 130 different types of aircraft for their useful lives. The model takes into account the operating cost and characteristics of each aircraft, worldwide and future traffic volumes, fare levels and current and future fleet compositions. The values are presented in both constant and then-current dollars.

Select Aircraft Type

Available Aircraft

- Airbus A300B4-600R
- Airbus A300B4-600RF
- Airbus A310-200
- Airbus A310-200F
- Airbus A310-300
- Airbus A310-300F
- Airbus A318
- Airbus A319-100
- Airbus A320-100
- Airbus A320-200
- Airbus A321-100
- Airbus A321-200
- Airbus A330-200
- Airbus A330-300
- Airbus A340-200
- Airbus A340-300**
- Airbus A340-500
- Airbus A340-600
- Airbus A350-800
- Airbus A350-900
- Airbus A380-800
- Avro RJ-100
- Avro RJ-70
- Avro RJ-85
- RAe 111-200/300/400/500

Picture



Selected

Airbus A340-300

Description

Widebody 4 Engine Passenger

Manufactured

1992 To 2006

Values

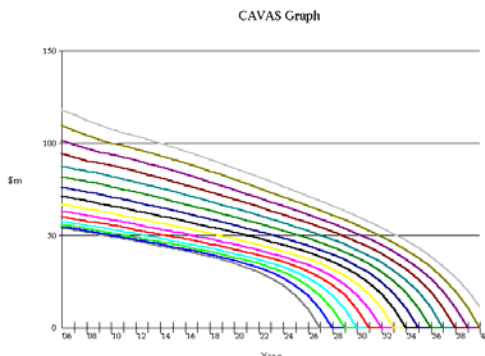
\$54.00m \$118.00m

Estimated Life

35 years File No. 013

Search Term

Add Modify Delete OK



CAVAS Figures

Year	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006
2006	54.00	54.61	55.83	57.66	60.10	63.54	66.80	71.07	72.94	81.43	87.52	94.23	101.54	109.47	118.00
2007	52.83	53.49	54.73	56.34	58.98	62.01	65.42	69.85	74.86	80.77	85.92	92.18	99.12	106.73	115.25
2008	51.69	52.36	53.61	55.43	57.85	60.94	64.43	68.69	73.65	79.18	84.76	90.49	96.97	104.20	112.39

Profit & Loss Report

Aircraft Type: Airbus A340-300

Period	1	2	3	4	5
REVENUES (US\$)					
Passengers	49,328,754	49,270,739	49,212,559	49,154,213	49,095,701
Freight & Mail	8,879,176	8,868,733	8,856,261	8,847,758	8,837,226
Other Revenue	986,575	985,415	984,251	983,084	981,914
TOTAL OPERATING REVENUE	59,194,505	59,124,887	59,055,070	58,985,055	58,914,841
VARIABLE EXPENSES					
Fuel	6,918,975	6,917,743	6,916,470	6,915,177	6,913,846
Landing Fees	3,021,823				
Enroute Charges	392,440				
Pax Commissions	7,399,313				
Freight Commissions	1,331,876				
Food & Supplies	3,999,194				
Passenger Liability Insurance	379,590				
TOTAL VARIABLE COST	23,443,212				
SEMI-VARIABLE EXPENSES					
Crew Salaries & Expenses	5,177,760				
Maintenance & Engineering	587,650				

Profit & Loss Report

Aircraft Type: Airbus A340-300

Period	1	2	3	4	5
FIXED EXPENSES					
Station Overhead	346,597	345,923	345,249	344,575	343,901
Maintenance Burden	176,295	351,824	526,586	700,581	873,810
Other Overhead	0	0	0	0	0
TOTAL FIXED COST	522,892	697,747	871,835	1,045,156	1,217,711
TOTAL OPERATING COST	31,464,497	32,185,749	32,903,601	33,618,052	34,329,104
General and Admin. Allocation	1,573,225	1,609,287	1,645,180	1,680,903	1,716,495
TOTAL COST	33,037,722	33,795,036	34,548,781	35,298,955	36,045,599
OPERATING PROFIT OR LOSS	26,156,782	25,329,851	24,506,290	23,686,100	22,869,282
D-CHECK ADJUSTMENT					
Cumulative Hours	4,830	9,650	14,459	19,257	24,045
Cumulative Dollars	315,000	0	0	0	0
ADJUSTED CASH FLOW	25,841,782	25,329,851	24,506,290	23,686,100	22,869,282
AIRCRAFT LIFE ADJ. CASH FLOW	25,841,782	25,329,851	24,506,290	23,686,100	22,869,282

US \$ 1,499.00 (1 year)

To Order, please visit us at
www.avmarkinc.com

or
fill out the form attached to this
publication

Current Avmark Publications

The AVMARK Newsletter:

\$445 US per year (Monthly issue)

Published since 1962, the AVMARK Newsletter reports all orders, purchase sales and leases of new and used transport aircraft. The Newsletter analyzes regulatory, economic and operational factors affecting the market for lease rates & value of transport aircraft. The Newsletter is a monthly “snapshot” of the industry & contains graphs & charts on major trends & developments.

Transport Aircraft Values:

\$1,499 US (One year)

Reports current fair-market values by year of build and projects the future value of all transport category aircraft. The future values are based on an economic model that projects the values based on the earning stream of approximately 130 different types of aircraft for their useful lives. The model takes into account the operating cost and characteristics of each aircraft, worldwide and future traffic volumes, fare levels and current and future fleet compositions. The values are presented in both constant and then-current dollars.

Historic Jet and Turboprop Values and Lease Rates:

\$350 US (One Issue, PDF Version)

Historic Jet and Turboprop Values is a summary of the then-current fair-market values as published in the AVMARK Newsletter for all jets and turboprops in service. The prices are based on reported transactions and on AVMARK’s experience in consulting, appraisal and fleet evaluation. The prices indicated are for the oldest of the type, in standard configuration in half-time maintenance condition. Price information is available from 1969 and Operating lease rates are available from 1988.

Small Transport Aircraft Catalog:

\$350 US per Year (Current)

STA is designed as an easy to use reference guide to compare the operating and cost parameters of 35 regional jet and turboprop aircraft. Information includes development history, current production status, configuration, and operating performance and costs as reported to the DOT. Pictures of each aircraft are also included.

Samples of all publications are available upon request.

Publication Form

AVMARK, Inc.
PO Box 189, Vienna, VA 22183 – USA
Tel: +1-240-582-0119
www.avmarkinc.com

I would like to receive copies of the following AVMARK publications. My check in the amount of USD \$ _____ (including appropriate S&H) is enclosed.

<u>PUBLICATIONS</u>	<u>PERIOD</u>	<u>ISSUES/VERSION</u>	<u>PRICE</u>
1. ___ The AVMARK Newsletter	ONE YEAR	12 / Electronic	\$445.00
2. ___ Transport Aircraft Values	ONE YEAR	1 / Paper	\$1,499.00
3. ___ Historic Jet & TP Values & Lease Rates	ANNUAL	1 / PDF Version	\$350.00
4. ___ Small Transport Aircraft Catalog	CURRENT	1 / PDF Version	\$350.00

Name	Title	Date
Company		
Address: Number & Street or P.O. Box		
City/State	Postal Code	Country
Telephone	Fax	
E-mail (used for sending Electronic copy of Publications)		
Signature		

PAYMENT:

Mail Order Form and Payment to AVMARK, Inc. at the above address. Order by phone +1-240-582-0119 or email us at enquiries@avmarkinc.com using **VISA, MasterCard, Discover, or AmEx.**

CC Type: VISA / MasterCard / Discover / AmEx; CC #: _____ Exp Date: _____

Wire transfer information available upon request.

For Office Use Only:

CC Approval #: _____ Date: _____

Customer No.: _____ Invoice No.: _____