



Paul van der Blom

Future looks bright for region

The Middle East will be the first region of the world to recover from the current global financial turmoil, Paul van der Blom, Dubai managing director for charter, sales and acquisitions specialist Avolus said yesterday.

Business is brisk for the firm which opened its Dubai office just six months ago and is at the show for the first time.

"Things are going very well despite the economic situation in the world," said van der Blom. "You see the impact in areas like the stock markets but you should remember that in this part of the world a lot of wealth is controlled by families.

"Of course the region is impacted

by the problems, but we are in the best part of the world. I think it will bounce back first."

The Avolus 'jet ladder' formula – embracing charter (block hours and fractional ownership) and sales and acquisitions – is finding a ready market in the region, and uncertain economic times has meant greater interest, according to Avolus chief executive and founder Justine Angelli.

Her clients may be 'climbing the ladder' from ad hoc charter to fractional ownership or descending it, from 100% ownership to block hours.

"The important thing is that it is completely flexible enabling our clients to adjust easily to changing circumstances," she said yesterday.