# MARSHALL AVIATION SERVICES SHOWCASES ITS BIRMINGHAM AIRPORT FBO AT AIROPS EUROPE

**News / Business aviation, Events / Festivals**



**Marshall Aviation Services will be exhibiting at the inaugural AirOps Europe in Cannes - Europe's first convention focused on support services professionals in business aviation – this week (12th-13th October). The company will showcase its Birmingham Airport FBO and introduce newly appointed FBO Manager Sophie Downes.**

**Sophie was previously FBO Manager at Coventry Airport. Prior to that she worked in operations with British International Helicopters, joining from Flybe, where she served as a flight attendant, supporting their Embraer regional jet fleet and the Bombardier Q400.**

**Marshall Aviation Services has been enjoying a record few months at its Birmingham facility, which has been Marshall-owned for 18 months now, with business aviation movements increasing month on month since May.**

Since June, movements have increased month on month and the business is doing especially well catering for larger VIP airliners. Resident VIP charter and ACMI operator Cello Aviation recently added a second B737-300 to its fleet, configured for 60-seats in a 43in to 47in seat pitch. The aircraft complements a similar B737 and BAe Avro RJ, also based at the FBO, along with a regular B757-200 and B737-400 in VIP layout, regularly flown in by GainJet of Greece.

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A large proportion of the FBO's business is from sports charters. Music charters are popular.

"We are also pleased to see an increase in the number of base customers," commented David Doherty, Head of Business Development at Marshall Aviation Services, who is also in Cannes this week. Germany's Air Alliance GmbH now has two LearJet 35s based at the FBO, while a number of private operators have selected the FBO to base aircraft, including a Global Express and Hawker 750.

Marshall's Birmingham FBO offers comprehensive amenities for both flight crew and passengers, including crew rest facilities, flight planning rooms, VIP room and visitor or residential crew offices. The 4,000m2 (44,000 sq.ft.) facility, includes 2,500m2 (27,000sq.ft) of hangarage space available to resident and ad-hoc visiting aircraft with fuel provided by Avfuel.

It benefits from Birmingham Airport's ranking as the seventh biggest airport in the UK, with unique attributes for business aviation, including 6am to 10pm opening hours (24/7 on request); a long 3,052m (10,000ft) runway; competitively priced lower cost parking apron for the largest of aircraft types and excellent ground transportation links.  Investment was completed in May on a widened taxi area too, enabling live aircraft movements close to the FBO door – making it even more convenient to handle larger business jets.

Marshall is focused on building its business through the FBO and is also working with the airport to realise interlining opportunities for business jet travel, for example, among First and Business Class passengers flying into Birmingham on long-haul destinations – Dubai, Beijing, Shanghai, Tokyo, Bangkok, Los Angeles, Las Vegas and Johannesburg.

Business executives can make private aircraft connections for UK or near-Europe flights through the Marshall VIP facility within minutes of arrival or departure.

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