NO COST OR HEADACHES, JUST FLYING TOGETHER - GEMINI WINGS INTERVIEW EBACE 2023

News / Business aviation



Company with the idea to create a network of small European aircraft operators and individual owners - Gemini wings - recently joined European Business Aviation Association as new member and were one of first time exhibitors at EBACE2023. The goal is clear – rival largest charter providers in terms of communication, planning and pricing to deliver top notch support for flights. At the end of first day of convention, we talked with Martin Fe?, CEO and co-founder of Gemini Wings to get some insights.

Q. First time exhibitors, what are your impressions at the end of first day of convention? What were you expecting and what is different?
M.F. I was surprised how many people are stopping by, asking what we are doing how we are doing this. It was a positive surprise. I was sometimes loosing my voice talking too much. So, it is very different from being at EBACE as a visitor, organizing your time by yourself. It is a very good opportunity to have meetings with our partners and also to make new connections.

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Q. Do you think it will be totally different by the quality of contacts, when people are coming , asking questions and maybe taking more time to understand what you are doing and what you can offer?
M.F. What is different – sometimes people are coming to propose their services it also help us to support our business. Sometimes we need new suppliers. It depends. There are cases whet it will be just – nice to meet you and sharing some information within the industry. Meeting people face to face is bringing us new aircraft, brokers and suppliers.

Q. Just before EBACE you joined the European Business Aviation Association, why? It was about time?
M.F. We are a part of European business aviation family. We were thinking how to promote our services to wider audience, and it came as a good opportunity. It gives us also a good information from the industry.

Q. My last question is not the easiest one, especially after what happened at static display… We talk a lot about sustainable aviation, we are more than an easy target of climate activists, despite all effort of the industry. What do you think we should do different to educate and explain?
M.F. First, as you mentioned, we are bringing jobs to many people. Those people are generating another jobs, supporting other industries. Business aviation it is also medical flights, medevac is a part of the industry. People are forgetting about that. Without charter flight, medical flights would be much more expensive. And let’s not forget that business aviation is responsible for not so much of CO2 emissions as it seems to be for environmental activists. We are supporting commercial aviation; we are investing in research and new technologies. I noticed that this topic started to bubble a year ago, we were discussing it with associations, and it was planned there will be articles to educate and explain. Today I see we need to be much more active to educate and explain to wider audience what exactly our industry is doing, how we are contributing to carbon offsetting.

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