BRITTEN-NORMAN LAUNCHES OEM-BACKED AIRCRAFT BROKERAGE AND TRADE-IN SERVICE

News / Manufacturer



Britten-Norman launched a new Aircraft Brokerage and Trade-In Service, providing operators with full lifecycle support for their fleets. The programme enables operators to transition from existing aircraft to new Islanders with Britten-Norman managing the sale, trade-in, or refurbishment, ensuring continuous operational capability. The service is already being put into action: Britten-Norman is offering two BN2A-21 Islanders on behalf of Luxembourg-based operator CAE Aviation. Operated by CAE for more than a decade, the aircraft are currently configured for surveillance missions but can be reconfigured to 10-seat commuter or cargo operations, offering potential buyers flexibility in how they use the aircraft.

Charlotte Britton, Head of Sales at Britten-Norman commented: “Operators want a straightforward way to refresh their fleets with minimal disruption. Our brokerage and trade-in service ensures customers can advance to the next generation of Islanders while keeping existing aircraft in service until the new ones are ready, making the process efficient and fully managed by Britten-Norman.”

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The programme enables operators to transition from existing aircraft to new Islanders with Britten-Norman managing the sale, trade-in, or refurbishment, ensuring continuous operational capability. The service draws on Britten-Norman's technical expertise and access to OEM records. Its sales team supports operators with import/export processes and connects aircraft with buyers worldwide. Aircraft can also remain in service until new deliveries are ready, helping operators avoid gaps in operational capability.

As Britten-Norman increases production of new Islanders on its expanded UK production line, operators looking to modernise their fleets can take delivery of new aircraft while Britten-Norman manages the sale or trade-in of existing ones. This ensures a seamless, OEM-managed transition from old to new, with every step from remarketing or refurbishment of legacy aircraft to delivery of factory-built Islanders, handled end-to-end by the OEM.

Britten-Norman's Brokerage and Trade-In Service is available to Islander operators worldwide, providing a clear route to fleet renewal and access to both new and pre-owned aircraft. Interested parties can contact the Britten-Norman Sales team for more information.

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