



Pioneers of the skies

This issue, we take a look at the history of one of AirClub's founding members – Air Hamburg

Back in 2001, when two young entrepreneurs, Floris Helmers and Alexander Lipsky, set up Flugschule Hamburg, little did they know that they were paving the way for one of Germany's most esteemed corporate jet companies, Air Hamburg. A couple of pilots and aviation geeks, they just wanted to create a world-class flight school. But their venture was such a great success that shortly after the school was launched, Helmers and Lipsky started to receive enquires about chartering flights and air taxi journeys to the North and East Frisian Islands, the beautiful cluster of islands 10km off Germany's coast. After some consideration, to meet this demand, the duo founded Air Hamburg in 2005, with a single and a twin-engine aircraft, a brand-new Cessna 172 and a Britten-Norman Islander, respectively. Their first destinations included the islands of Sylt, Helgoland, Juist and Norderney.

Just a year after launching their fledgling service, Air Hamburg started to receive requests for charter flights to destinations that were out of reach of their current fleet. The next logical step forward was to invest in a larger corporate jet to carry customers further and in more comfort. Since 2006 Air Hamburg has grown into a medium-sized company employing 260 people across four subdivisions, with a fleet of 21 private jet aircraft and an additional 15 piston aircraft owned by the flight school. So whether you are heading to a European destination or somewhere further flung, Air Hamburg can fly you at the height of luxury aboard their modern Citation jets, maintained in strict compliance with EU regulations. You and up to 12 guests can enjoy your own airborne office, furnished with every facility from telephones to DVD players. Air Hamburg has everything you need for your flight.

For Air Hamburg, business charter is not just a job, and the personal touch is the trademark of both the aviation school and the airline. Founders Helmers and Lipsky are still part of the team, and can be found working as instructors

and pilots. Today the school is one of the largest flight schools in Germany, and one of the few accepted FTOs (Flight Training Organisations) to educate and train a variety of pilots across the world.

The past year has been an exciting one for Air Hamburg. Although there have been challenges (the decline of the Russian market and uncertainty over Brexit), there's plenty to celebrate. As well as the arrival of their eighth Legacy aircraft, the company has relocated to a larger office in Hamburg, and moved into new, consistent markets (particularly in the Middle East). Also, earlier in 2016, Air Hamburg marked the 10th anniversary of their private jet division.

Looking ahead to 2017, the company aims to bring in two more Legacy 650s to improve their operation and the value of their product. Air Hamburg prides itself on looking after its customers at every point of the journey, which is why it now has its own coffee house, Café Himmelschreiber, right next to the General Aviation Terminal at Hamburg Airport. It was established to offer passengers a comfortable and exclusive lounge atmosphere where they can relax prior to their flight. The cafe also provides premium-quality catering for jet flights, plus its position near the runway makes it a superb location for both corporate and private events.

Air Hamburg was one of the founding members of AirClub, the world's first corporate jet alliance, formed in 2012. As part of AirClub, Air Hamburg's mission is to operate to the highest standards in the aviation industry and establish itself as a pioneer in the aviation industry. 'AirClub is very excited to witness the impressive growth of Air Hamburg over the last years,' says Dennis Goeppel, Chief Operating Officer of AirClub. With a strong focus on an all-Embraer and Cessna fleet, Air Hamburg brings great variety to our AirClub portfolio.' ❖

For more information see air-hamburg.de or airclub.aero