



Day 2

## Falcon 8X on display to do demo run for Indian customer after the show

The company is showcasing the Falcon 8X at the show and has already delivered the first one to an Indian customer early last year. In fact the aircraft on display at the show will be making a demo flight for an Indian customer this weekend informs Feldzer. The ultra long-range Falcon 8X has a 6,450 nm/11,945 km range and is powered by Trijet engines, not something that one usually sees in the segment.

The trijet configuration has received its fair share of criticism from sceptics in terms of fuel efficiency, however Feldzer is quick to point out that the three small engines are integrated well with the airframe and optimised to deliver greater fuel efficiency and performance. The 8X is powered by three PW307D engines. At 6,722 pounds (29.9 kN), these engines deliver 5% more thrust, yet they also lower fuel consumption. Beyond delivering more pounds of thrust for each pound of fuel, they reduce NOx emissions 30% below today's most stringent standards. The PW300 series has more than 12 million hours of reliable operation.

According to Feldzer, India is strategically placed geographically making it an important market for business jet aviation due to its accessibility to the Middle East and the APAC region. 'India for Dassault is one of the core markets for the years to come' says Feldzer. But the manufacturer isn't just looking to sell airplanes; they are focused on building relationships, which means that 'once we sell an aircraft to a customer then his relationship manager will focus on building that relationship for years to come.'



In the business aviation space, Dassault has always been focusing on the high-end market with its Falcon family of business aircraft. With 26 aircraft operating in the country and over one-third of them being from the Falcon 2000 family, the market seems very optimistic for the future for the company says Vadim Feldzer, Head of Falcon Global Communications, Dassault Aviation, Civil Aircraft

According to Feldzer, what makes Falcon family of aircraft unique is the possibility of optimisation. The aircraft gives the customers flexibility and

advanced technologies, some of which are derived from its fighter platform. For instance in the case of the 8X which features the new generation of EASY

flight deck and offers an optional wide-screen head-up display, integrating enhanced and synthetic vision for vastly improved situational awareness in low-visibility conditions. It also features the Honeywell's 3D colour weather radar system with enhanced turbulence detection capability.

Despite focusing on the high-end market, the business in terms of numbers and turnover looks very promising globally for Dassault. 'The customers in this segment know exactly what they want to buy and what they will get out of it,' he says.

This is also one of the reasons why Dassault announced the 6X aircraft last week, which was followed up by the termination of their 5X platform in December 2017. Although the 6X has been announced last week, it won't be designed from scratch since the manufacturer will be using a number of component designs from the 5X. Dassault will use the fuselage cross section, cockpit design among other things in the 6X. The Pratt & Whitney PW812D engine rated at 13,000-14,000 lbs thrust have been selected to power the Falcon 6X. The aircraft is scheduled for introduction in 2022 with the first flight targeted in 2021.

The Falcon 6X features a cabin which is six feet - six inches (1.98 m) high and 8 feet 6 inches (2.58 m) wide - the highest and widest cross section in a purpose built business jet - and is nearly 40 feet 8 inches (12.3 m) long. The cabin can accommodate 16 passengers in three distinct lounge areas, affording room for multiple configurations including a large entry way/crew rest area and a spacious rear lounge. ■

- Bhavya Desai