

Nextant Launches Resale Division for Pre-owned 400XT/XTi

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Nextant Aerospace has launched a new resale division dedicated to selling pre-owned versions of its remanufactured aircraft.

Nextant Resale will initially begin as a sales vehicle for the 400XT and XT*i*, and will grow as the airframer's product line expands. The first iteration of the six-seat light business jet – a revamped version of the Hawker 400/A – entered service in 2011, and so far Nextant has delivered over 60 of the types worldwide.

“Our in-service fleet has now grown large enough that we are just beginning to see a small number of aircraft trade hands from the initial owner to a secondary owners,” says Jay Heublein, executive vice president global sales and marketing for the Cleveland, Ohio-based company.

Nextant Resale will purchase and upgrade aircraft with new technology that has been added to current-production models. The division ensures a factory-approved inspection is conducted before the aircraft are sold, and offers product support to resale customers, Heublein adds.

“Remanufacturing is an ongoing process, he says. “We can continue to enhance a product with new technology and it makes perfect sense to offer this service in conjunction with the sale of new production aircraft.”

The launch aircraft for the resale division is a 2012 400XT, which is being sold for \$4.55 million – about a \$1 million less than a new XT*i*.

Meanwhile, Nextant's second remanufactured aircraft – the G90XT – is expected to receive US approval in July. The twin-engined turboprop is an updated version of the King Air C90, with GE H75-100 turboprop engines replacing Pratt & Whitney Canada PT6s – the first twin-turboprop application for the GE powerplant. Other upgrades include the addition of a Garmin G1000 flightdeck, a new interior and a refresh of all life-limited components.

Nextant is expected to launch a third remanufactured aircraft programme at November's National Business Aviation Association convention and exhibition in Las Vegas. The company is setting its sights on products in top half of the business aviation sector, notably the super-midsize and large cabin segments including the Dassault Falcon 50/2000/900 families and the Bombardier Challenger 600 series.

Source: Flight Global / Kate Sarsfield