

North American customers

A major Airbus fleet in North America that continues to grow

Airbus jetliners have become the aircraft of choice with all types of customers in both the United States and Canada – from major carriers and cargo airlines to the new generation of low-cost operators, along with the world's largest leasing companies.

More than 1,700 Airbus aircraft have been delivered to North American customers today, providing reliable service on short-, medium- and long-haul routes. This number will grow to approximately 2,300, further strengthening Airbus' position in one of the world's most important – and demanding – marketplaces.

The full range of Airbus aircraft have been ordered in North America, from the 107-seat A318 to the 555-seat A380. The in-service fleet of Airbus aircraft performs all types of operations: on short-, medium- and long-haul service; with low-cost and full-service airlines; on charters and regularly-scheduled flights, in the transportation of freight and cargo, and in government airlift, VIP and liaison missions.

Many customers benefit from the commonality that comes with Airbus' fly-by-wire aircraft, which leads to significant cost savings in crew training and greater scheduling flexibility in mixed short- and long-haul operations.

Airbus' A320 Family is the region's bestseller. Carriers such as Air Canada, Frontier Airlines, Northwest, United Airlines and US Airways benefit from the A320 Family's commonality by operating two or more of the single-aisle aircraft versions – which offer capacities from 107 seats on the A318 to 185 passengers aboard the A321.

Denver, Colorado-based Frontier Airlines became an all-Airbus operator in 2005. The carrier started Airbus operations in 2001 with the A319, and then introduced the first shortened-fuselage A318 in airline revenue service during the summer of 2003. In 2006, Frontier finalized an order that will add A320s to its fleet starting in early 2008, with deliveries continuing through 2010.

jetBlue has used its Airbus fleet to become one of America's most popular low-cost airlines, winning a loyal passenger base with comfortable A320s equipped with leather seats and live satellite television with DIRECTV® programming.

New low-cost startup carriers also have turned to Airbus for efficient single-aisle aircraft to launch their services. Columbus, Ohio-based Skybus signed a firm contract in 2006 to purchase 65 A319s, which is among the largest single orders by a U.S. carrier for Airbus aircraft. Virgin America, a start-up carrier headquartered in California's San Francisco Bay Area, plans to operate a fleet of purchased and leased A320 Family aircraft on its U.S. domestic routes.

Spirit Airlines, which is a leading low cost carrier to the Caribbean and Latin America,

currently operates a fleet of more than 31 purchased and leased A320 Family aircraft. This Florida-headquartered airline has firm orders with Airbus for a total of 44 A319s and A321s.

Among the largest Airbus airline customers in North America are United Airlines (195 A319/A320/A321s in operation or on order), Northwest Airlines (over 200 aircraft ordered, with A319s, A320s and A330s in operation), US Airways Group (a total of more than 250 A318/A319/A320/A321s, A330s and A350s in the fleet or on order) and Air Canada (with a fleet of 125 aircraft in operation, composed of A319s, A320s, A321s, A330s and A340s).

North American carriers operating both single-aisle and widebody Airbus aircraft are Air Canada (with the A319/A320/A321 and A330/A340), US Airways Group (flying A319s, A320s, A321s and A330s, along with A350s on order) and Northwest Airlines (operating A319s and A320s for North American routes, plus A330-200s and A330-300s for long-range international service).

The all-new A350XWB is already a success in the North American market. US Airways Group, the merged entity of US Airways and America West, has ordered 20 A350s to increase its fleet of long-range aircraft. International Lease Finance Corporation (ILFC), the world's largest commercial leasing company and a subsidiary of American International Group, Inc., has ordered 16 A350s.

Leasing companies and aviation investment firms are among the largest Airbus customers, selecting Airbus aircraft as key elements of their portfolios. They include International Lease Finance Corporation (with more than 600 Airbus aircraft on order, including the A350 and A380), GECAS (with more than 220 aircraft), CIT Group (more than 120), GATX/CL Air (45), Boulliou Aviation Services (30) and Pegasus Aviation Finance Company (eight aircraft, in a mix of A350XWBs and A330-200s). Intrepid Aviation Group and Guggenheim Aviation Partners (GAP) both have signed up for the new A330-200F Freighter, with Intrepid Aviation agreeing to acquire 20 of these new Airbus freighters and GAP ordering six A330-200Fs.

Freight, cargo and express package operators currently using Airbus aircraft include FedEx (A300s and A310s), United Parcel Service (A300s, with A380F freighters on order), Express.Net Airlines (A300s) and ASTAR Air Cargo (A300s).

Other airlines operating/ordering Airbus aircraft include American Airlines (A300s), Blue Moon Aviation (A319 Executive), Skyservice (A319s and A320s), Tradewinds Airlines (A300s) and USA 3000 Airlines (A320s).

The Canadian Armed Forces uses A310s for liaison missions, VIP flights, in-flight refueling and other government missions.