



**LEADING EDGE AVIATION PRESIDENT JOE CARFAGNA, JR, AND MIKE DWYER,
MANAGING PARTNER OF GUARDIAN JET INTERVIEWED
BY AVIATION INTERNATIONAL NEWS**



Leading Edge Aviation President, Joe Carfagna, Jr. together with Mike Dwyer, Managing Partner of Guardian Jet made a presentation at the educational sessions during the NBAA Morristown Regional Forum, Sept 7, 2017 at Morristown Municipal Airport. The topic was: Bracketing the Moment of our Dynamic Industry Marketplace.

The global business aviation marketplace has been dynamic, influenced by global factors, used aircraft inventory, asset values, and demand. This session did “bracket the moment” and reported on the global marketplace. The presentation included audience input and questions.

Highlights of the presentation :

Market prices of pre-owned business aircraft will continue to stabilize because of the buying off of over-supply of aircraft, according to Leading Edge president, Joe Carfagna Jr. and Guardian Jet co-founder, Mike Dwyer. During a presentation at the NBAA Regional Forum at New Jersey’s Morristown Municipal Airport on Thursday. Carfagna said that the market will see an uptick in prices very soon. Currently we are in a unique place where values are low and used airplanes are starting to dry up. In my opinion, a five- or six-year old airplane being 50 percent the value of a new one is uncharted territory for the industry. I don’t think it will remain this way over the long haul.

However, pre-owned supply could rise again in the next few years. On this note, the executives focused on Gulfstream’s new G500 and G600 large-cabin twinjets as they add to the supply in the market.

Last year, business aviation firm Haggerty Jet Group advised that the G650 should be closely watched as inventory increased and prices decreased. Dwyer noted that the G650’s introduction was completely “off the rule books” from previous aircraft but described the order books for G500/G600 as good but not off the charts. It’s not a stratospheric launch like the G650. Carfagna agreed, saying that the new aircraft would not affect the market immediately as there would be a “lag effect” from order time to delivery .

Following this presentation Joe Carfagna and Mike Dwyer were interviewed by Aviation International News. Click the url below to see a video clip of the interview.

<https://youtu.be/1Ub7w2j0z0U>