

# Horizon Airlines Fleet Procurement

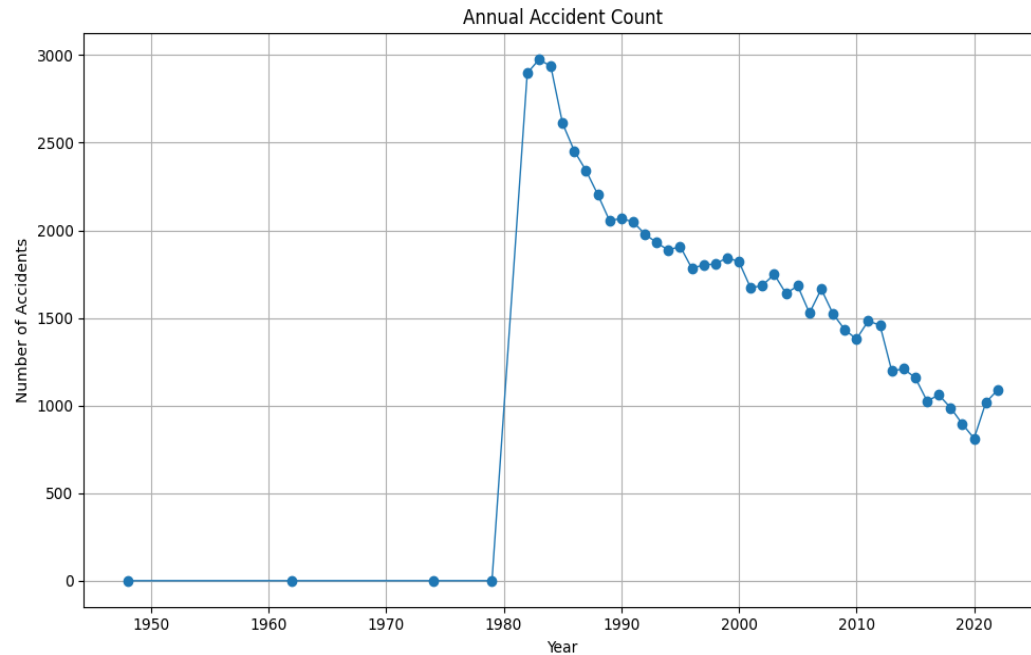
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# Picking the right aircraft for your fleet:

- The global aviation market delivers roughly a 5 % annual growth rate, high aircraft utilization, and strong residual values making it a lucrative, quality investment when you choose the safest, most reliable models.
- Safety and quality control standards have grown since the beginning of the aviation and the standards in place today have dramatically reduced the risk aspect involved in the market making it safer for both investors and passengers.
- After leveraging over six decades worth of aviation & aircraft data, this presentation will prepare you to make informed decisions and purchase the right aircraft for your fleet.

# Here are graphs representing the decreasing number of aviation accidents over time: As shown, aviation investments are less riskier today.

- Aviation accidents trend over time decrease over the years reflecting industry safety standards



- Accident trend in specific aircraft models decline as safety standards heighten.



# Key items to consider:

When purchasing aircraft, consider:

- Which models have the fewest accidents and lowest severity?
- How do accident trends evolve over time?
- What operational or geographic factors drive risk?

# Goal: Pinpoint the lowest-risk aircraft to kick off our fleet

Generally, you want to select the models with the least number of past accidents and especially incidents that result in casualties.

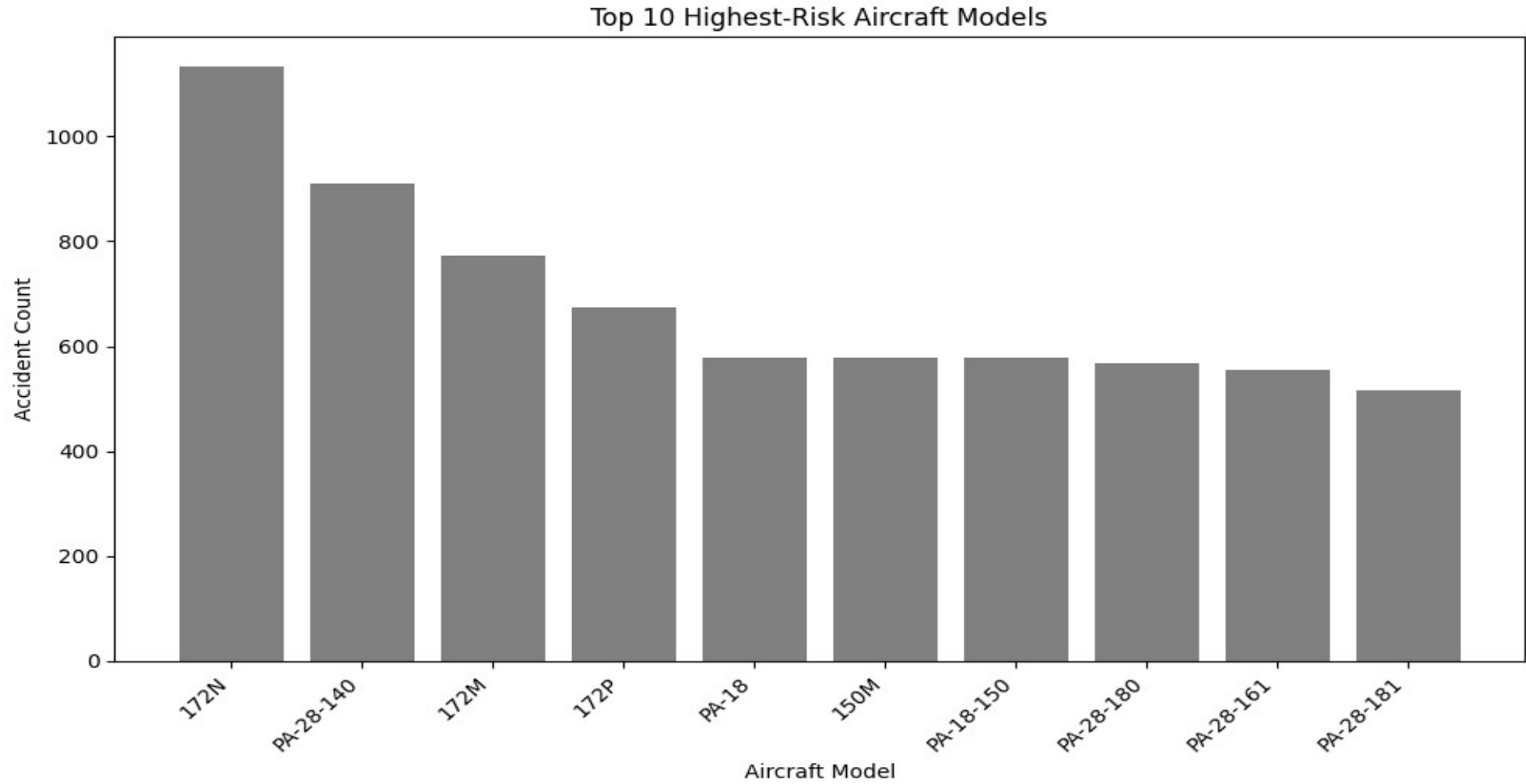
Some of the notable models include:

- 10 GXE
- 1-35
- 1-260
- 1-26

which have as much as one recorded incident in over 10 years.

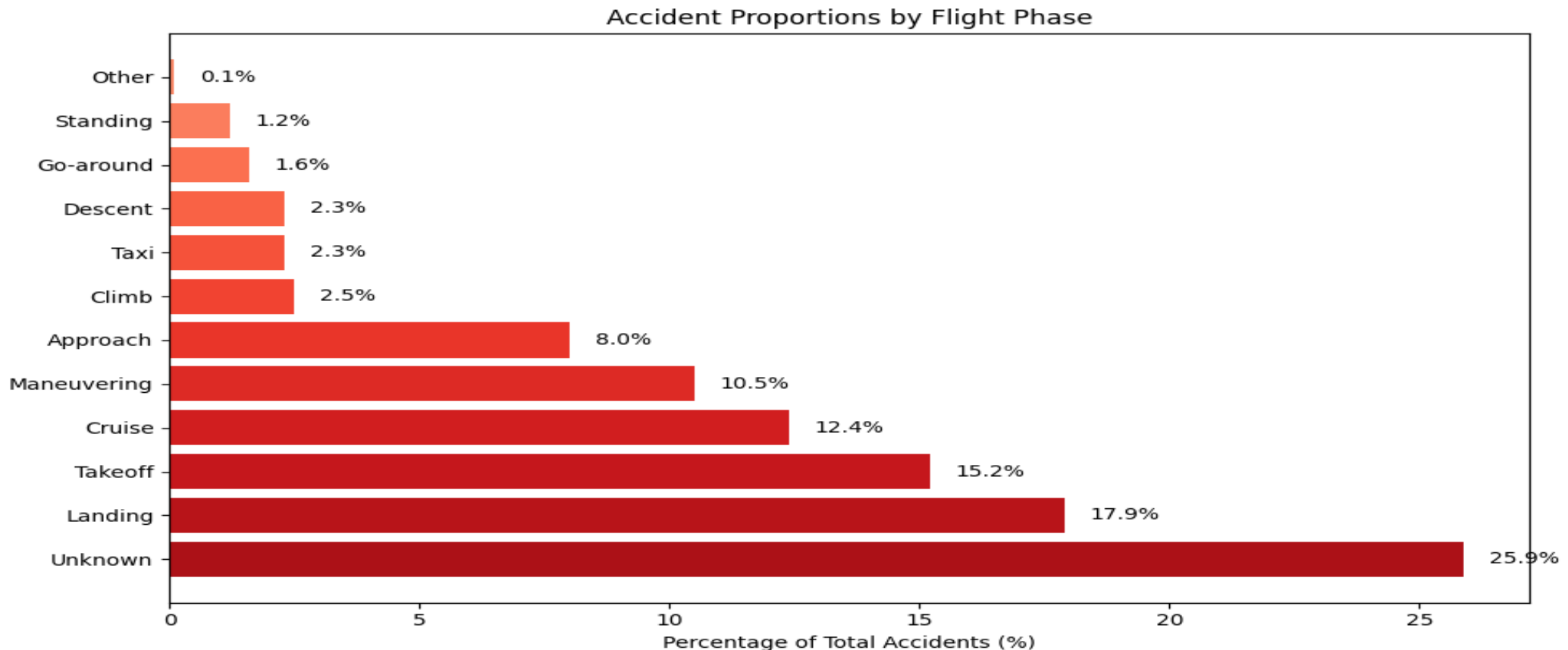
Note that when clients experience pleasant and seamless flight experiences, customer feedback is positive and this is crucial in the aviation market.

Here is a graph representing the risk associated with certain aircraft models: Best to avoid these



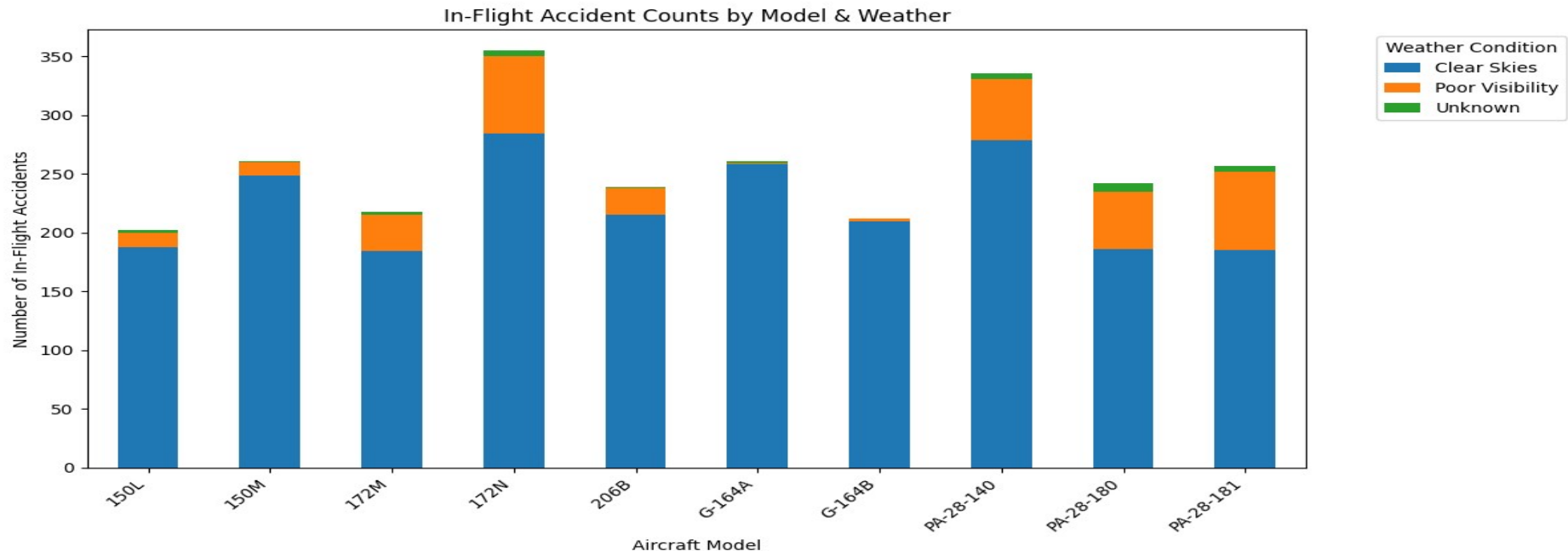
# Operational Safety

- It is important to invest in ground safety equipment and protocols. As shown in the graph below, most aviation accidents occur on the ground (landing, takeoff, taxi, standing) and can be prevented with proper preparation.



# Aircraft Repair & Maintenance

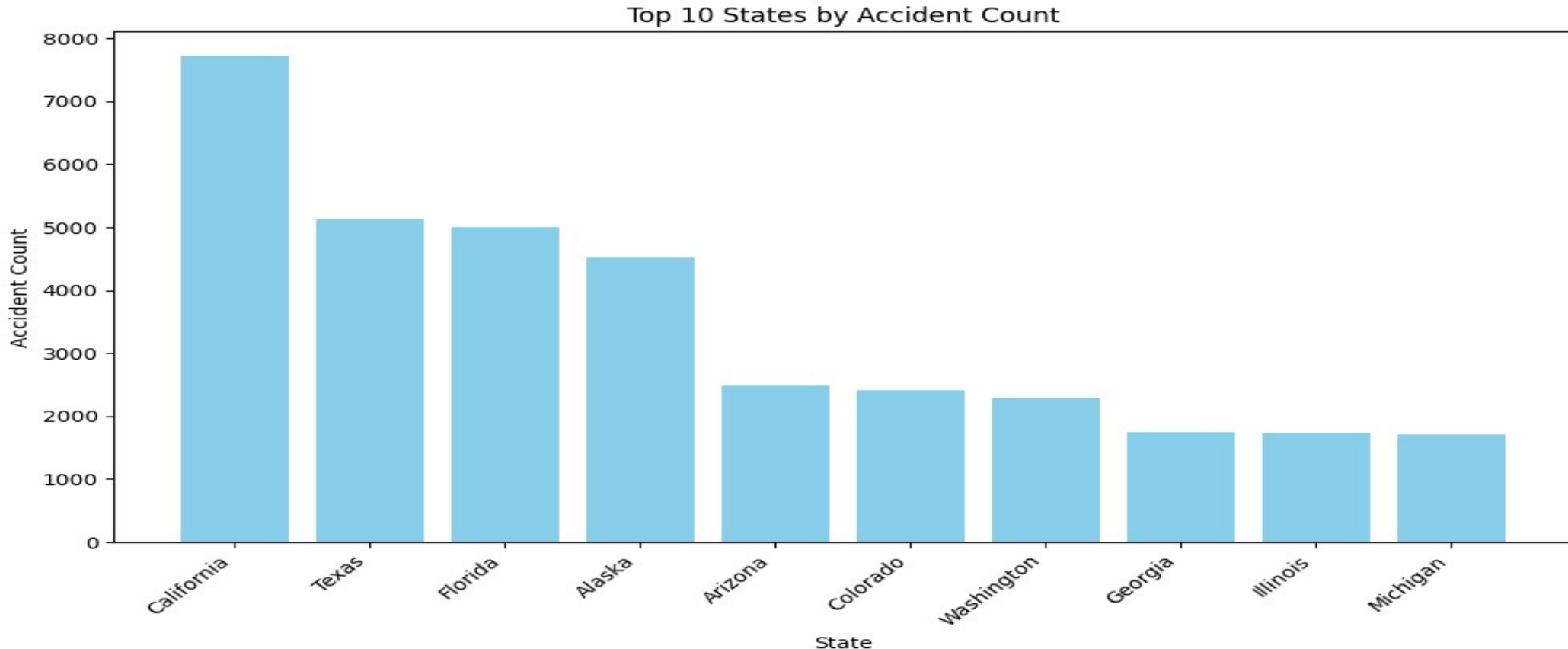
- It is also important to invest in a qualified aircraft maintenance team because most accidents originate from mechanical issues as opposed to weather conditions, as shown in the diagram below most incidents were recorded during optimal weather, leaving only mechanical and personnel factors responsible.



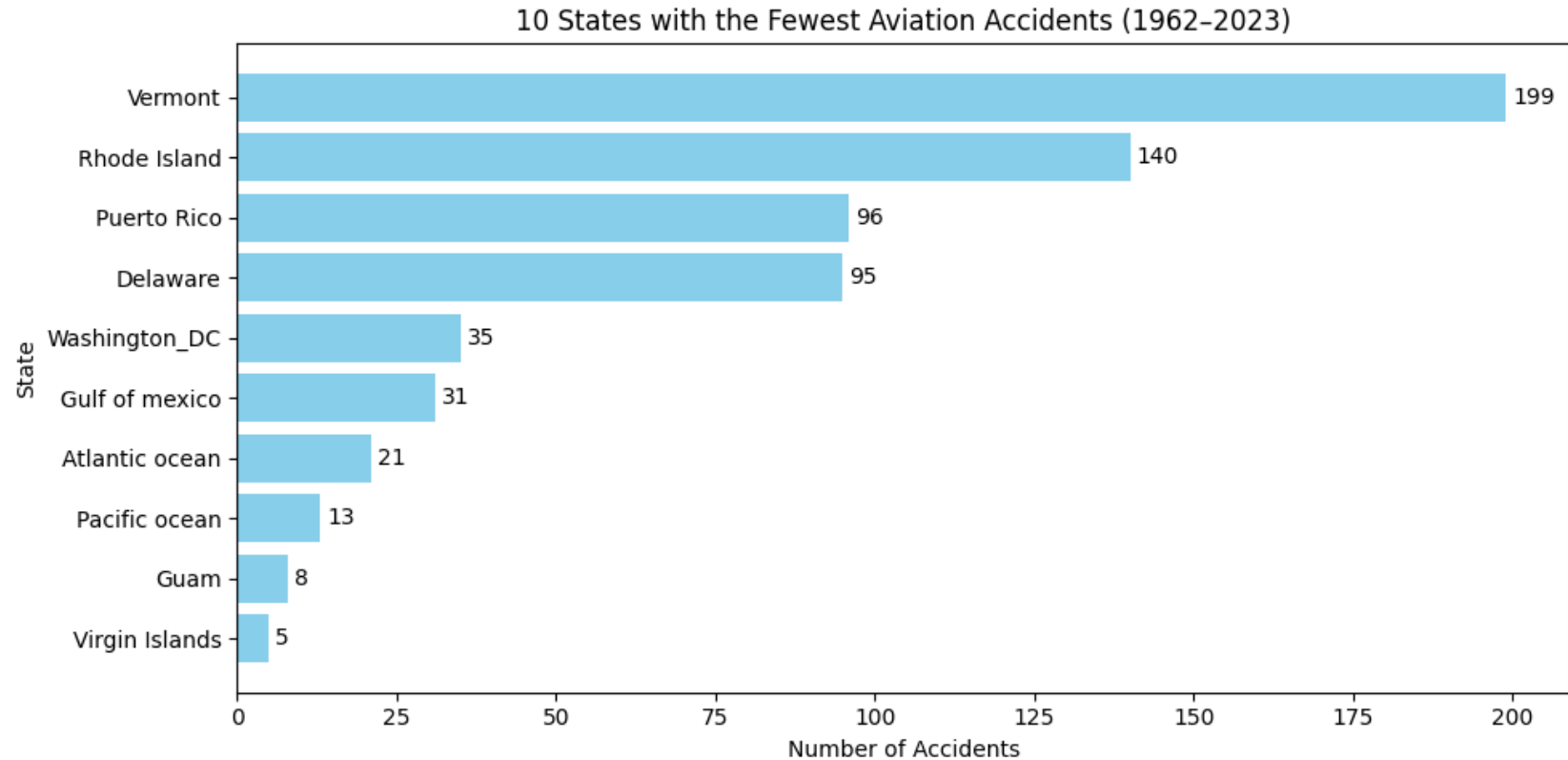


# Base of operations

- In order to select the best operations hub and minimize any unnecessary risk, here are a number of locations with the frequency of accidents reported. Ideally you want to pick the area with the least amount of incidents.

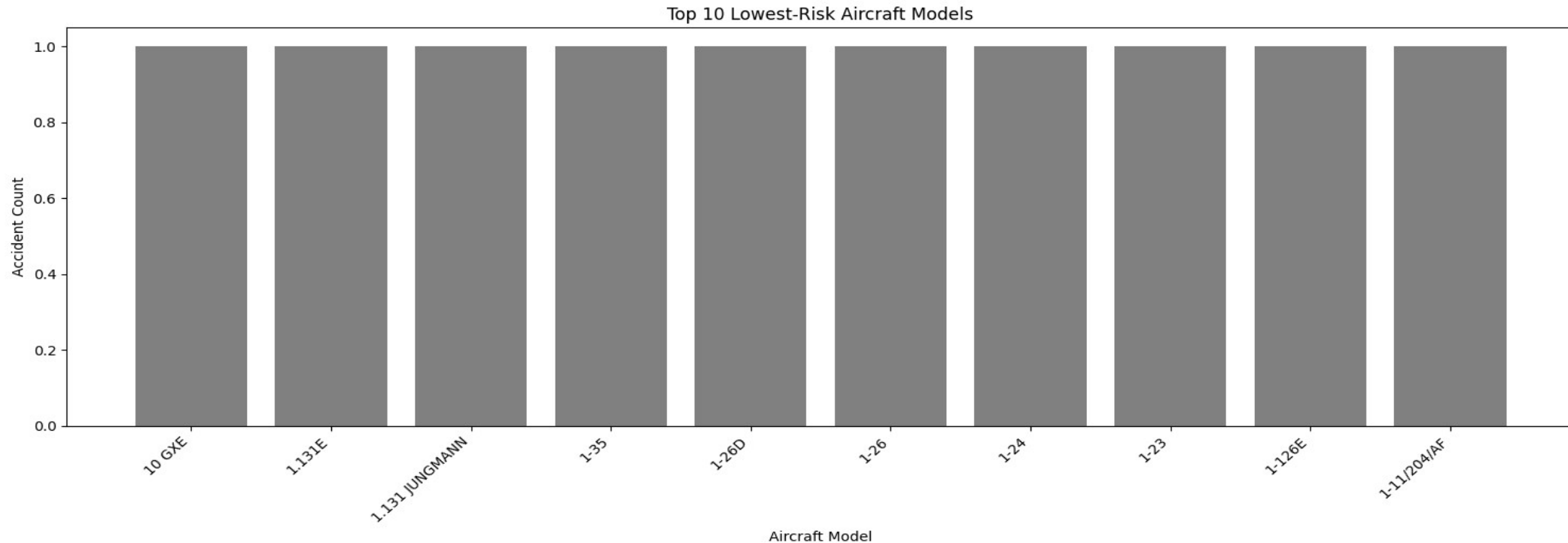


# Base of operations



# Recommendations:

1. The best models to consider for acquisition are the 10 GXE, 1.131E, 1.131 JUNG&MANN, 1-35, 1-260, 1-28, 1-24, 1-23, 1-126E, 1-11204/AF. These models only display isolated incidents in spans of up to 20 years, making them suitable candidates



# Recommendations:

## 2. Base Initial Fleet in Low-Incident States:

- Washington DC and Delaware each report fewer than 100 total accidents since 1962.
- These states offer lower air traffic density, simpler weather patterns, and reduced ground-operation exposure, cutting overall risk

## 3. Enhance Ground-Operation Training

- Considering a majority of incidents occur during taxi, takeoff, and landing, investing in specialized runway-incursion and brake-system protocols would greatly minimize risk.

# Next steps:

- Select aircraft from the recommended list of aircraft models.
- Hire reputable aircraft technicians and maintenance crew.
- Have crew inspect each aircraft before purchase.
- Schedule quarterly reports with Aviation Division Head to refine strategy and scale operations.

# Questions

Thank you for following

I welcome any questions and feedback.

Feel free to reach me at:

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