



Vella starts up for Qatar. Stephen Vella forms Prime Aviation

Article from: Airfinance Journal | February 1, 2003

<https://business.highbeam.com/138099/article-1G1-98829357/vella-starts-up-qatar>

STEPHEN VELLA, the founder of Aircraft Leasing & Management (ALM), has left the boutique to form a new company dedicated to Qatar Airways.

Prime Aviation, which Vella has set up, will advise the airline on all its aircraft acquisitions, financing and disposals.

Qatar Airways was a key customer of ALM and Vella has been working with the airline for six years.

"I'm not nervous about concentrating on a single customer. We have a long-term relationship both with the State of Qatar and with the airline and **there is a lot of trust between both sides**," he says. "The airline has a number of aircraft and options to finance and there is more than enough work to keep us busy."

Prime will approach bankers and lessors on the airline's behalf and is already looking for bids for an export credit mandate.

Qatar Airways is also looking for a new chief financial officer to replace Surinder Sarna, who left in September.