

ACJC Sees More Competitive Completions Biz

Buyers of “narrowbody” Airbus A320 family and Boeing BBJ-sized aircraft are contributing to uncertainty in the market for finishing VIP aircraft by waiting until the very last minute to decide on a completions center.

That, says Bruno Galzin, marketing manager at the Airbus Corporate Jet Centre, is increasing the competition among the world’s completions centers to win the business at the same time that the global recession has reduced demand for the luxury airliners and new completions capacity comes on line.

The result? The centers have to

bid more aggressively to win the business, both in terms of price and innovation, and many have slots available within the next couple of years. At stake: maintaining a long-lead-time business as customers shorten their planning horizons.

Galzin says the Toulouse-based ACJC Airbus specialist (it completes A319/ A320 and A321 aircraft) is fully booked through next year, has availability in 2011 but has already booked “some” business for 2012. “Business is doing quite well, and the hangar is full,” he said.

ACJC was created in mid-2007 from the former EADS Sogerma



VIP cabin completed by the Airbus Corporate Jet Center in Toulouse, France.

and is now a joint venture between Airbus (60%) and Comlux Completion Ltd. (40%), itself

a partnership between Comlux The Aviation Group and The MAZ Consultancy in Bahrain headed by Mohammad Al Zeer. The center delivered its third completion last July for a tally of three VVIP ACJ aircraft, although Galzin says its record should include another 12 VIP Airbuses completed by EADS Sogerma before its transformation into ACJC. It has won 10 orders to date, he noted, with the majority from the Middle East, Asia and Europe.

The latest completion, an A319 ACJ, is operated for its owner by Comlux The Aviation Group.

—John Morris