

Comlux Expands in Region, Asia, Europe



The 'Jubilee' A320 by Comlux, will be completed in the U.S. for Middle East service—and sport a new livery.

Fly Comlux, which already does 70% of its business in the Middle East, is expanding via a new deal with MAZ Aviation Consulting in Saudi Arabia, a planned new office in the Emirates—and more airplanes, including the firm's first large jet to be finished by its new U.S. subsidiary.

The Fly Comlux fleet will expand from 17 aircraft today to at least 22 next year, including the "Jubilee" A320 to be based in the Middle East, and a Bombardier Challenger 605.

Comlux is also announcing a deal with Landmark Aviation for a new FBO at Paris Le Bourget.

The new Fly Comlux arrangement with Riyadh's MAZ Aviation Consulting "will be a good tool for us to develop our business," says Comlux president and CEO Richard Gaona. "We are very pleased," he said.

"We have a strong access," said MAZ Aviation chairman Mohammed Al Zeer. "We are confident that this agreement will strongly develop our market positioning and our customer base. With Comlux, we can expand our business in Europe, but as well in Central Asia."

The centerpiece will be the new A320, which is to be delivered green to the firm's new Comlux Completion USA unit, the former

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Indianapolis Jet Center, in February. There, a 34-passenger VIP cabin outfit, with cargo space for Middle East passengers and fuel tanks for connecting the Middle East and Europe, is to be wrapped up by October 2010.

The "Jubilee" aircraft will be deployed in the Middle East, Gaona says, likely with an existing A319 and a Bombardier Global Express jet. Other Comlux aircraft will be available as needed. The fleet comprises four Airbus A320-family jets, 11 Bombardier Challengers and Globals, plus a Falcon 2000EX and a Hawker 850.

Also with an eye to beefing up service here, Fly Comlux is planning a UAE office, to be located in Abu Dhabi or Dubai. Bahrain remains a possibility too.

Branching further, the firm is stepping up its presence in Almaty—

what Gaona calls "the economical capital" of Kazakhstan. The firm is basing a Global Express there, as well as the Challenger 605 it expects to receive in March. The 605 will be registered with an EASA operating certificate in Malta but based in Kazakhstan as part of an increased

presence in Central Asia. Kazakhstan is the center of a resource-rich region, and Comlux will be able to serve the Middle East, Europe, and Beijing and Hong Kong, from there.

"We are trying to make sure that our menu of services offered to customers is a complete one," Gaona told *Show News*. To that same end, Comlux has teamed with Landmark Aviation to establish an all-new FBO in Paris. The new facility at Le Bourget will have ramp space sufficient for an A340-600, and hangar space for Airbus and Boeing Business Jet aircraft. Services will include fueling, ground handling and customs clearance.

"We will be able to handle larger bizjet types allowing us to attract a very high-end VIP clientele and to expand our presence in Paris," said Landmark president and CEO Dan Bucaro.

"The FBO will create new job opportunities and will help us to confirm Le Bourget as the leading airport in Europe for business aviation," said Le Bourget managing director Michel de Ronne.

"We are adding a new card to our exclusive range of business aviation services to better serve our customers and the ones of any other operator," said Gaona. "We are becoming their first interface at aircraft arrival, so we want to welcome them like at home." He also said that Comlux would secure JAR 145 certification to perform line maintenance *au Bourget*. —Rich Piellisch

Indy and Jubilee Firsts

Fly Comlux's new "Jubilee" A320, designed for the Middle East market, will be the first ACJ-sized jet to be finished by Comlux Completion USA, the former Indianapolis Jet Center. Fly Comlux says it will be the region's first A320, with range adequate to take it non-stop from anywhere in the Middle East to Europe, including London.

Comlux Completion USA has been designated to furnish the cabins of Bombardier's new Challenger 850, which is based on the manufacturer's regional jet line.

Total capacity as new hangar space is completed will be three to four Airbus or Boeing jets, and four Challengers, up to the 850, per year, says Comlux president and CEO Richard Gaona.