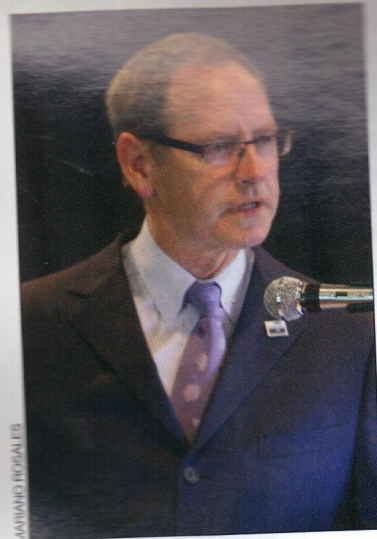


...business development strategy Marc McGowan, it is in no small part a matter of fulfilling



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teams in North America, bringing the total to 11, with a twelfth planned by the end of the year. While based in North America, the teams provide worldwide coverage. The two most recent additions to the network include one in Scottsdale, Ariz., and one in Dallas, Ga., near Atlanta. The twelfth team is to be located in northern Delaware, likely Wilmington. Also planned is a Northeast-based mobile service team specializing in avionics.

StandardAero has also continued to move ahead with its

**StandardAero's Marc McGowan says the company is busy fulfilling promises made at last year's NBAA convention.**

The company is also planning to expand worldwide through a series of new partnerships. While the greater part of its business is in North America, the new partnerships will begin in Europe and move on to the Russia, India and China markets.

The company is also expanding its engine product lines to match its airframe capabilities as part of its CompleteCare service philosophy. At this point, all maintenance, repair and overhaul (MRO) support for the PW307 and PW308 engines is in Springfield, Ill. Additional PW300 series service rollouts are planned at the Los Angeles and

14-day compressor case inspection turn-time, which is now averaging just 11 days and in some cases as low as six days.

StandardAero announced an expansion into parts trading as part of a strategic business focus that includes buying and selling parts for business aviation aircraft. This includes APUs, whole engines, avionics and airframe components. "Given the breadth

# Comlux launches bizav Sukhoi Superjet 100

by Jeff Burger

SuperJet International, manufacturer of the new Sukhoi Superjet 100 regional airliner, announced here at the NBAA show that Comlux The Aviation Group will be the launch customer for an executive variant of the aircraft. The agreement covers two Sukhoi Business Jets (SBJs) and options for two more. Each aircraft costs \$50 million (including interior completion), so the deal is worth \$200 million.

"Comlux is a very impressive company," SuperJet CEO Carlo Logli told AIN. He added that the deal "was a logical step to increase our product portfolio and increase our sales forecast."

Comlux president Richard Gaona said his company expects to begin operating the airplanes by 2015 and is buying them "to prepare ourselves for the future." He added that Comlux may well "extend the deal for another six or up to 10" additional aircraft. The company already has 19 business aircraft and has eight more on order or in the completion phase.

SuperJet International expects to sell an additional 80 to 100 SBJs over the next 20 years, according to Logli. The company anticipates much higher sales—about 1,000 aircraft over the same

period—for its 100-seat, \$32-million regional airliner, which first entered service last April. The company has already taken orders for 168 of these, including 30 each from Russia's Aeroflot, Bermuda-based Pearl Aircraft and Indonesia's Kartika Airlines.

"Of course, we cannot survive with [just the SBJ's sales] volume but it's a profitable segment [of the market], which can increase our brand image," said Logli, who noted two key differences between the executive and regional versions of the aircraft. The executive jet, he said, has a 4,300-nm range—more than double that of the regional airliner version—thanks to its six

additional fuel tanks. The other major difference is that the SBJ offers a spacious and "completely fresh" interior designed for VIP passengers. At 4,192 cu ft, it is "the largest [cabin] in its category," claimed Logli.

While Logli said that his company's business model offers a "similar layout" to Boeing's BBJ and Airbus's ACJ, he emphasized that SuperJet International doesn't intend for the SBJ to compete with such aircraft, which have significantly greater range and larger cabins. The executive version of the Superjet, he said, competes more directly with Embraer's Lineage 1000, which has a similar price tag, cabin size and range. "We're talking about 4,300 nautical miles," Logli said. "This is our segment. In our segment, we are definitely very well placed."

SuperJet International is a joint venture by Rome-based Alenia Aeronautica and Russia's Sukhoi Holding (49 percent). □



SuperJet CEO Carlo Logli (left) and Comlux president Richard Gaona shake on the deal.

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# Larger BBJ

by Mark Huber

Boeing Business Jets president Steve Taylor yesterday revealed at NBAA 2011 that the well-publicized delays of the company's commercial 787 and 747-8I twin-aisle aircraft programs would affect deliveries of these models to VIP completion centers.

Delivery of the first 787 BBJ is now slipping to 2014 from 2012 and the first 747-8I VIP slipped from late this year to early next. Even though that 747-8I had been built months ago, it was awaiting the incorporation of minor changes based on program flight test, before aircraft certification and delivery. Taylor likened it to crossing the Ts and dotting the Is. "It's not a big deal; it's not big news," he said.

He also confirmed that the bulk of the BBJ backlog is now in the new twin-aisle jets and that it was likely that the first single-aisle BBJ with the new CFM Leap-X engine would be based on the 737 MAX-8 aircraft equivalent in size to the current BBJ-2. "The backlog includes as many twin-aisle as it does 737 variants," he said.

Ordered VIP 787s currently stand at 12. Orders of 747-8I VIPs have grown over the summer from eight to nine. Year-to-date, Boeing has taken orders for five BBJs: two BBJs, one BBJ-C, and one 747-8I VIP. Additionally, the company had delivered five aircraft: four BBJs and one BBJ-C. The bulk of BBJ customers continue to be governments and private individuals who together account for