



Comlux Group chief executive Richard Gaona and Isabelle Bevilacqua toast unveiling of new VIP interior at the EBACE show

Comlux eyes A380 as it grows completions business

Comlux Aviation's US completions arm is gearing up to expand its VIP narrowbody airliner completions business and is eyeing a move into widebody outfitting at its base in Indianapolis, Indiana.

The move follows the unveiling at EBACE of an Airbus A320 VIP interior mock-up designed by the Comlux Creatives division for a private customer. The aircraft will be handed over to Comlux Completion USA in February 2010 – its first VIP narrowbody contract – for entry into service before the end of the year.

The aircraft will be targeted at customers in the Middle East, where Comlux is preparing to open a new base.

Comlux made its foray into

the completions market last year following its acquisition of a 40% stake in Airbus's dedicated Corporate Jetliner interior outfitting business Corporate Jet Centre. However, growing demand for narrowbody Airbus types placed a squeeze on positions at the Toulouse facility and Comlux was persuaded to acquire a dedicated plant. "There were no slots left in Toulouse, so we acquired Indianapolis Jet Centre. We now have a stable of companies under the Comlux Aviation banner, which allows us to offer our customers a full range of services from sales, design, completion and VIP charter and management," said Comlux Completion USA chief executive David Edinger at the show.

Comlux Completion USA and its predecessor has specialised in Bombardier maintenance and refurbishment, but Edinger is keen to expand its completions portfolio to include other types of VIP aircraft.

"We plan to complete around four narrowbodies a year and after two years we hope to move into widebody completions, but we are waiting to see how this market develops," Edinger said.

Comlux has the green light to build a widebody hangar at the site that will be big enough to house an A380 and A350 or Boeing 787. "Nobody has yet been awarded the A380 outfitting contract. If we have the facility at least we will have the opportunity to compete," said Edinger.