



L-R: Colin Steven (VP, sales & marketing, Europe, Africa, Middle East Executive Jets), Richard Gaona (Comlux), Irina Pay (COO, Comlux-KZ), Ernest Edwards (president, Executive Jets), Andrea Zanetto (CEO, Fly Comlux) and Peter Kaibling (sales director Europe, Embraer)

# THE BUOYANCY FROM BRAZIL

Embraer (stand 7041) enjoyed double order delight today.

The first was an order for three Embraer Legacy 650 business jets for Swiss-owned Fly Comlux charter and management operation in Kazakhstan, with Comlux taking an option to acquire four more of the large-cabin aircraft.

The second earlier this afternoon was for a new entrant to Europe's business aviation community, Everjets of Portugal.

Everjets is a subsidiary of fashion and textiles specialist Ricon Group and ordered a Phenom 300 light jet.

"We are pleased to welcome Everjets to our growing Phenom 300 customer base in Europe," said Colin Steven, Embraer Executive Jets vice-president marketing and sales for Europe Middle East and Africa. Everjet will start operations in December.

The breakthrough into the Comlux fleet is a major advance for Embraer, with the new Legacy being seen as a replacement to Comlux's Challenger 605 business jets.

Comlux will also provide maintenance for the 13-passenger aircraft from its facility in Almaty to support the central Asian market.

First delivery of the Legacy 650 is scheduled for December and two more 650s will be added to the fleet in 2012.

"The Legacys will replace our Bombardier 605s in service," said Comlux chief executive Richard Gaona. "Our strategy is to fly new aircraft that are no more than five years old. The 650 has a great size cabin and a range [of around 3,900nm/7,220km] that can satisfy our mission requirements such as Kazakhstan to Moscow, and London and Moscow to London and China," he added.

## Bahrain is open for business

Bahrain's head of civil aviation is at EBACE to send a clear message to the industry – Bahrain is open for business. Capt Abdul Rahman al Gaoud (pictured below) was at the show this morning to sign the 30th company for the Bahrain air show, which takes place next year at Sakhir airbase on 19-21 January.

Swiss firm Comlux – which has already set up a base on the island Gulf state – signed the deal today following companies such as Bell Helicopter, Boeing, Cessna, Mena Aerospace and TAG.

"There are only 40 chalets at the event. We have already sold 30 and we have 11 people chasing for contracts now," Al Gaoud said.

"There has been a lot of concern about the situation in Bahrain, but the state of national emergency is lifted at the end of the month. We are expecting the Formula 1 Grand Prix to return later in the year and as far as civil aviation – and business aviation in particular – is concerned, things are going from strength to strength."

A new fixed-base operation is being built and other improvements are taking place at the international airport.

"We are seeing growth in training and maintenance activities too," Al Gaoud said. "There has been a lot of exaggeration about the situation in Bahrain. It is and remains a great place to do business."

