

## SHARING TRADE SECRETS

# Quebec Aircraft Engine Manufacturer Takes Off in Russia

*Within less than two years of forming a joint venture in Russia, Pratt & Whitney Canada (P&WC) has delivered its first development engines to aircraft manufacturers in that country.*

It was only in November 1993 that the Longueuil-based aircraft engine manufacturer teamed up with Klimov Corporation of St-Petersburg to supply high-quality aircraft engines to the Commonwealth of Independent States (CIS) market.

Since then, the joint venture has conducted intensive marketing campaigns and has received a very positive response from prospective customers.

Aircraft manufacturers Aerorik and Beriev became the first customers in early 1995, and later that year the Beriev Be32K regional aircraft, powered by a P&W/Klimov engine, was demonstrated in flight at the Moscow Air Show.

Eventually, P&W/Klimov engines will be installed in light-weight helicopters like the Kamov K-115 and the Kazan Ansat.

### How to access the Russian market

"For full participation in Russia's

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aviation industry," says P&WC Vice President, Communications, Francine Osborne, "a company must obtain four certificates from Russia's Aviation Register: Developer, Engine Type, Producer, and Overhaul and Repair."

P&W/Klimov received its first certificate, Aviation Rights (Developer), last November.

### Mutual benefits

"P&WC and Klimov will benefit equally from this cooperation," says Osborne, "not only by sharing income but by significantly increasing their export potential. What's more," she adds, "it will help Klimov convert from traditional military initiatives to commercial ones."

The joint venture will also help Russia gain access to world class engine technology without investing millions of dollars, as well as leapfrog into the world civil aviation market.

"As for P&WC," says Osborne, "we gain access to a market where a North American company cannot make significant inroads unless it becomes a local partner and together, we intend to become a leading small gas turbine supplier in the CIS."

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