

Foot-Dragging Canada Could Lose C-27J Bargain

“Buy now before the price goes up.” It’s an old salesman’s ploy, but sometimes it’s true. Demonstrably so in the case of the Canadian requirement for a tactical transport with secondary SAR capability, which has been relegated to lower funding priority at the very moment that the U.S.’s order for Alenia C-27J Spartans has lowered the price and opened up business possibilities for companies in participating countries.

The opportunity will be open for only a limited time. “If Canada starts soon, we will have the synergies we need and Canadian industrial involvement could be greater,” explained Giuseppe Giordo, president and CEO of



Alenia North America flight operations svp Gianlucca Evangelisti (left) and president Giuseppe Giordo flank USAF assistant acquisition chief Sue Payton.

Alenia North America, to *Show News*. “Our approach always was to consider both North American

countries together. By acting quickly, Canada probably could have the C-27J at the same price

as the U.S.”

Alenia is, of course, flushed with pride at its recent success in the U.S. Army/Air Force Joint Cargo Aircraft competition. The reason for its triumph, says Giordo, is threefold: “We understand and act with the U.S. mentality; we have solid strategic industrial alliances with U.S. companies; and we have showed a willingness to invest in the U.S.

“Selection of the C-27J will have a huge impact on all medium transport markets,” Giordo noted. “Other countries will be able to obtain the aircraft either as direct commercial sales from Alenia or as Foreign Military Sales via the U.S. government.” —Paul Jackson



Sagem is displaying its family of AASM precision-guided munitions.

Proven AASM on Show With Sagem

Fresh from a successful round of initial tests, Défense Sécurité is showing its AASM precision-guided munitions family at Paris. With 1,000 kg and 500 kg versions already in development, with a variety of warheads, Sagem is now working on a small 125 kg version for use on urban close

air support missions. The baseline weapon is guided by a GPS/inertial system, but an IR seeker can be added for increased accuracy. The AASM can also be powered for greater standoff range, if required. The first weapons are due to enter French military service this year, with Dassault’s Rafale.

Airbus, ACSS Study T³CAS Certification

In an agreement that could be a sign of things to come, Airbus and ACSS (a Thales and L-3 Communications company) are exploring how to certify an integrated TCAS, TAWS and Mode S Transponder.

The T(3)CAS is being looked at as an integrated surveillance unit for the A320 and A330/340 aircraft families. These aircraft were designed before Airbus and Boeing moved to fully integrated surveillance systems on the A380 and 787, respectively. Those new aircraft, however, have systems that include TCAS, TAWS, a transponder and a radar all in one box. Honeywell makes the one for the A380 and Rockwell Collins the one for the 787.

But a T(3)CAS has three of the four units in one box and would be a step forward in integrating surveillance on the Airbus narrow- and widebody line of aircraft. Also, ACSS has been working with Thales on the possibility of a weather radar being developed for the commercial aircraft market. This would require Thales, which has military radar experience, to make the transition to the commercial market. Then ACSS could provide a four-in-one unit to Airbus including a radar. But it is unclear how or whether this sort of development will occur.

T(3)CAS fits in a compact 6-MCU size avionics box. The product would also provide Airbus with the capability to host Automatic Dependent Surveillance Broadcast (ADS-B) functions on its aircraft. ACSS is additionally developing advanced ADS-B software for UPS, so it has a leg up on some avionics companies in this area of advanced navigation.