



# TAMARACK SMARTWING GROWTH - SEVERAL REPEAT CUSTOMERS AND INSTALLATIONS ON TWO CONTINENTS

News / Business aviation



**For the first time, Tamarack Aerospace Group is working on four Cessna CitationJets at once, installing its patented Performance SMARTWING Active Winglet load-alleviating technology. The installations are being performed at numerous Tamarack locations, including Tamarack H.Q. Sandpoint, ID - Air1st Aviation Companies, Aiken, SC - Prince Aviation, Belgrade, Serbia - Banyan Aviation, Fort Lauderdale, FL. New sales numbers for repeat customers are on the rise. Customers are attracted to the exceptional sustainable and cost-savings SMARTWING benefits for the CitationJet models that can realize up to 33% fuel use reduction and range increase under optimum conditions, plus other safety advantages.**

Tamarack Sales Director Eric Cunningham says the four new simultaneous installations are an indication of customer trust and the growing Tamarack CitationJet fleet of more than 190 installed aircraft ... approximately one-tenth of all CitationJets flying. He commented: "We can install our SMARTWING technology on a CitationJet in less than a week, and that efficiency is helping a lot

with increased new customer and repeat customer demand.”



Tamarack Chief Operations Officer Danny Hiner sees a marked increase in installations internationally, the latest in Serbia and Germany. But Tamarack's grown to include four Transformation Centers for installations and twenty service centers. He said: “Tamarack installations are very efficient. We are able to work with multiple organizations in multiple cities/countries/continents and form great relationships over the years. We carefully vet each of the organizations we have partnered with, getting to know each of our counterparts in their respective positions and then sharing, educating, and face-to-face training on everything we have learned. Building these relationships allows our partners to trust that they can pick up the phone, schedule a Teams call, share photos or messages via text or email no matter what time of day or time zone we are each in, and get any help they need almost immediately. These people are more than just organizational business associates; they are trusted partners and friends who believe in Tamarack and treat our customers like we do. Our customers benefit, and many keep coming back for installations on their next aircraft.”



Friedrich “Fritz” Karl of Karl Aviation, based in Munich, has Tamarack SMARTWING upgrades installed on three CitationJets in his Part 91 fleet and is actively in the market for more planes to buy and upgrade. He operates a C.J., C.J. 1, and C.J. 3. He mostly flies in Europe and internationally but also in the U.S. While Karl’s upgraded C.J.s can experience double-digit fuel savings and range increase, along with the other SMARTWING benefits, he is really excited about the outstanding safety results.

“We fly trips to Italy, and the ability to get higher quicker with the Tamarack upgrade going over the Alps and handling shorter runways are very big safety (advantages),” says Karl. He adds, “the structure stress reduction and smoother ride are so important too.”

In addition to unmatched fuel savings and range increase, an aircraft with Tamarack upgrades can climb higher faster, experience smoother flight, enjoy the capability for slower and more stable landing approaches even on shorter runways, have more fuel reserves at landing to allow pilot’s added safety-focused choices and reduce stress on the aircraft through load alleviating and increased aspect ratio technology.



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