LABACE occurring at a ‘moment of transition’

by Richard Pedicini

How is LABACE 2019? Trying to ask ABAG chairman Leonardo Fiuza is difficult because as president of Textron representative TAM Aviação Executiva, representante da Textron, seu tempo está totalmente ocupado com os clientes. “A feira tem sido muito boa em termos de tráfego de clientes”, disse Fiuza entre agitadas reuniões. “A feira está ocorrendo em um momento de transição para o país, que esperamos que transforme o segundo semestre em bons resultados para todos.”

A TAM AE já vendeu mais de 20 novos aviões em 2019, mais da metade do total do ano passado, e as segundas metades dos anos anteriores sempre tiveram mais negócios fechados. “Os clientes estão otimistas, e o mercado está otimista”, disse Fiuza. Além do aumento das vendas de aeronaves, ele vê um grande crescimento de vendas de aeronaves, e vê um grande crescimento de vendas de aeronaves, e de MRO.

The firm celebrates its 50th birthday as a deal to sell its regional jet division to Boeing moves toward conclusion by year-end. Embraer spokesman Daniel Bachmann pointed out, “In 2008 Embraer executive jets performed three operations a day, world-wide. In 2018, they made three an hour in Brazil alone.”

Several vendors, including TAM and Kodiak do Brasil, which has three of its rugged Quest Kodiak aircraft, continue on page 22.

LABACE occurring at a ‘moment of transition’

by Richard Pedicini

How is LABACE 2019? Trying to ask ABAG chairman Leonardo Fiuza is difficult because as president of Textron representative TAM Aviação Executiva, representante da Textron, seu tempo está totalmente ocupado com os clientes. “A feira tem sido muito boa em termos de tráfego de clientes”, disse Fiuza entre agitadas reuniões. “A feira está ocorrendo em um momento de transição para o país, que esperamos que transforme o segundo semestre em bons resultados para todos.”

A TAM AE já vendeu mais de 20 novos aviões em 2019, mais da metade do total do ano passado, e as segundas metades dos anos anteriores sempre tiveram mais negócios fechados. “Os clientes estão otimistas, e o mercado está otimista”, disse Fiuza. Além do aumento das vendas de aeronaves, ele vê um grande crescimento de vendas de aeronaves, e vê um grande crescimento de venda de aeronaves, e de MRO.

The firm celebrates its 50th birthday as a deal to sell its regional jet division to Boeing moves toward conclusion by year-end. Embraer spokesman Daniel Bachmann pointed out, “In 2008 Embraer executive jets performed three operations a day, world-wide. In 2018, they made three an hour in Brazil alone.”

Several vendors, including TAM and Kodiak do Brasil, which has three of its rugged Quest Kodiak aircraft, continue on page 22.
Embraer’s Praetor 500 exceeds certification goals
by David Donald

This week’s award of the ANAC type certificate for Embraer’s new Praetor 500 midsize business jet has highlighted the aircraft’s performance capabilities. Figures achieved during certification flight testing surpassed those established as goals for the program. Among them was an intercontinental range of 3,340 nm with NBAA IFR reserves and four passengers, a high-speed cruise of 468 ktas, and a payload of 1,600 pounds (726 kg) with full fuel. Demonstrated field performance includes a takeoff distance of 4,322 feet (1,287 meters), a figure that falls to 2,842 feet when fueled for a 1,000-nm flight. Unfactored landing distance is 2,086 feet.

This performance makes the Praetor 500 the fastest and longest-range business aircraft in its class, claims Embraer. The range figures, in particular, are significant, as the aircraft can fly true “corner-to-corner” flights within the United States between, say, Miami and Seattle, or Los Angeles and New York. With a single stop, the Praetor 500 can reach Europe and South America from the U.S. West Coast, while it can fly São Paulo to Paris with one refueling. The aircraft’s good field performance opens up some of the more challenging airfields, such as Angra dos Reis and Jacarepaguá in Brazil.

Other unique features include its fly-by-wire flight control system, as the Praetor 500 is the only aircraft in the midsize class to fully employ this technology. The aircraft also has a best-in-class cabin altitude of 5,800 feet (1,768 meters), which combines with turbulence reduction technology and highly effective sound-proofing to give a comfortable ride for passengers.

The Praetor 500 comes with Honeywell’s Ovation Select cabin management system and up to 16 Mbps airborne connectivity through the ViaSat Ka-band satellite communications system, again a unique feature for an aircraft in this class. The flight deck is based on a Collins Aerospace Pro Line Fusion avionics system, with options head-up display with enhanced and synthetic vision systems, and vertical weather display radar.

Textron Aviation has ambitious plans for Latin American market
by Richard Pedicini

Textron Aviation is once again the largest exhibitor at LABACE this year, with 10 aircraft on display. That was the message from company representatives who met with AIN at the Congonhas Airport facility of TAM Aviação Executiva (TAM AE), Textron Aviation’s local exclusive distributor for Brazil, to discuss the company’s outlook for the region.

“TAM is the support for the rCall program in the southern cone—Brazil, Argentina, Chile, Uruguay, Paraguay,” said TAM AE president Leonardo Fiuzzi. Under the program, a customer with AOG calls one number in Wichita, Kansas, and the local support is activated.

For aircraft financing, Textron is seeing more liquidity and more financing by local banks, led by Bradesco, according to Tracy Cassil, Textron Financial senior vice president of global finance. “Textron is the only OEM with its own financing arm. In Brazil, customers look for financing.”

Rob Scholl, Textron Aviation senior vice president, sales and marketing, highlighted the in-development Denali and SkyCourier models as of particular interest in the region.

“They’re built for multi-missions, and we’re getting requests for quick change-out, to fly passengers in the daytime, and cargo in the evening,” said Lannie O’Bannion, Textron Aviation vice president, sales Latin America, Middle East, and Africa.

“The agricultural market is a great market for [fixed-wing] and also for helicopters,” he added, and a high proportion of recent sales have come from this sector. “It’s agribusiness. It’s nearly 100 percent of our sales. We sell everywhere [geographically].”

Although he acknowledged Embraer and Helibras had some advantage being in-country OEMs, Nicholas Peffer, Bell’s managing director, Latin America commercial, said the company is experiencing considerable success in the region. “São Paulo is an incredible city for helicopters.”

Fiuzzi said Bell had won government contracts and has helicopters with the Federal Highway Police, Rio de Janeiro Civil Police, the Federal Police, and several states.

He noted that while people hadn’t been replacing aircraft and helicopters for the past four years whereas they used to do so on a three- to five-year cycle—so now “the aircraft are getting old and there is growing demand for replacements.” He expects that to play out “later this year and early next.”

Asked about business elsewhere in Latin America, Scholl said, “We’re very pleased with the recovery in Latin America.”

Pictured (l to r): Nicholas Peffer, Bell managing director, Latin America commercial; Tracy Cassil, Textron Financial senior vice president of global finance; Leonardo Fiuzzi, TAM Executive CEO; Linnie O’Bannion, Textron Aviation vice president of sales Latin America, Middle East, and Africa; and Rob Scholl, Textron Aviation senior vice president of sales and marketing.
Brazil has the world’s second-largest civil aviation fleet, but only two original equipment manufacturers (OEMs) are actively serving in Brazil: Embraer and Helibras, the Airbus Helicopters local subsidiary. LABACE 2019 promises the addition of three more OEMs.

Boeing Brasil Commercial will be born fully grown, through Boeing’s upcoming purchase of Embraer’s regional aircraft business. Kopter’s local distributor Qualter says the Swiss startup is scouting sites for a factory in Brazil. Lastly, Octans Aircraft has delivered more than 240 experimental aircraft since 2002, is moving into the production of certified aircraft with its five-passenger Cygnus, unveiled at LABACE 2019.

Octans, which had operated under the name INPAER, moved to the upstate São Paulo region in 2017. The manufacturer is displaying the airframer’s G600 flies to LABACE ready to serve on July 20, 2018. The G600 certification was received in late March, but Sikorsky’s parent company Lockheed Martin did not receive the dual certification simultaneously. The certification was approved in July 2018, with the 2014 approval for the S-92A to be employed in all of its production configurations, which cover offshore work, SAR duties, airline passenger services, and VIP transportation. Eight Brazilian operators fly 90 Sikorsky helicopters, and the company has been closely involved with the offshore industry for some time.

**Royal aims to grow FBO network**

Paraguayan Royal FBO is the first Paraguayan company to exhibit at LABACE and one of the rare exhibitors from outside Brazil. The company provides “more personalized” handling services, according to dispatch team members Angélica Segovia and Esteban Insaurralde, who are representing the FBO at the show. Royal, based at Silvio Pettirossi International Airport in Luque, Paraguay, provides FBO and handling services in the southern cone of South America, but extends its handling service all over the world. Royal recently handled all the arrangements for a client’s trip to Africa, Segovia said.

**Airbus focuses on VIP/ corporate helicopters**

Airbus Helicopters and its Brazilian subsidiary Helibras are highlighting VIP corporate transport offerings, displaying a VIP-configured H125 alongside an ACH145 with the Line interior option. Also on show is an eight-seat cabin for the ACH145 in a Mercedes-Benz-inspired style. The two companies have been working together since 2010, and the partnership was extended earlier this year. The ACH145 is one of the key products in the lineup of Airbus Corporate

Octans joins growing ranks of Brazil-based OEMs

by Richard Pedicini

Brazil has the world’s second-largest civil aviation fleet, but only two original equipment manufacturers (OEMs)—Embraer and Helibras, the Airbus Helicopters local subsidiary. LABACE 2019 promises the addition of three more OEMs.

Boeing Brasil Commercial will be born fully grown, through Boeing’s upcoming purchase of Embraer’s regional aircraft business. Kopter’s local distributor Qualter says the Swiss startup is scouting sites for a factory in Brazil. Lastly, Octans Aircraft, which has delivered more than 240 experimental aircraft since 2002, is moving into the production of certified aircraft with its five-passenger Cygnus, unveiled at LABACE 2019.

Octans, which had operated under the name INPAER, moved to the upstate São Paulo region in 2017. The manufacturer is displaying the five-passenger Cygnus has a metal structure, high cantilever wing, fixed tri-cycle landing gear, day/night VFR and IFR capabilities, and is powered by a 300-hp Lycoming IO-540 engine with a Hartzell three-blade metal propeller. Air conditioning and leather seats are part of the interior designed by Studio Marcelo Teixeira.

**News Clips**

Leonardo inks deals for five helos in Brazil

Leonardo’s helicopter division has secured five new orders from Brazilian customers. Valued at nearly €30 million, the sales cover three AW169 Trekkers and two AW109 Grandenews. The AW169 intermediate twin. The sales will take the number of Leonardo helicopters flying in the country to more than 170.

Brazil has proven a good market for the AW109 family. Two of the Trekkers have been ordered in VIP configuration by Icon Aviation, the Brazilian distributor for the type based in São Paulo–Congonhas. The third, Trekker, also in VIP configuration, and the GrandNew are for private regional customers.

S-92 receives Brazilian nod for search-and-rescue ops

Brazil regulator ANAC has approved the Sikorsky S-92A for use in its search-and-rescue (SAR) configuration. The certification was received in late March, but Sikorsky’s parent company Lockheed Martin did not make the announcement until this week.

ANAC had approved a 27,700-pound maximum gross weight allowance in December, and, with the 2014 approval for the Rg Approach software, the latest certification permits the S-92A to be employed in all of its production configurations, which cover offshore work, SAR duties, airline passenger services, and VIP transportation.

Eight Brazilian operators fly 90 Sikorsky helicopters, and the company has been closely involved with the offshore industry for some time.

**Royal aims to grow FBO network**

Paraguayan Royal FBO is the first Paraguayan company to exhibit at LABACE and one of the rare exhibitors from outside Brazil. The company provides "more personalized" handling services, according to dispatch team members Angélica Segovia and Esteban Insaurralde, who are representing the FBO at the show. Royal, based at Silvio Petitirossi International Airport in Luque, Paraguay, provides FBO and handling services in the southern cone of South America, but extends its handling service all over the world. Royal recently handled all the arrangements for a client’s trip to Africa, Segovia said.

**Goodwinds says insurance market improving with economy**

Insurance broker Goodwinds has been selling insurance to Brazilian pilots and aircraft owners for 15 years. Goodwinds president Alexandre Marroquin told AIN during LABACE, "The market is getting stricter at accepting risk—older airplanes and younger pilots are riskier, and resistance is because of larger losses in the world and in Brazil, with accidents and incidents that have occurred recently."

Marroquin sees a more promising market for the rest of the year and for 2020. "Someone who flies more, pays more. People are starting to fly more, and the market is coming back."

He noted that Goodwinds is the only insurance broker in Brazil in which the partners are active widebody airline pilots, with a deep understanding of aviation. The company is a broker that works with all the insurance underwriters operating in Brazil while servicing every part of the country’s aviation industry. "Airlines, air taxis, general aviation, pilots, ground handlers, airports. We sell to anyone related to aviation," Marroquin said.

Goodwinds is also moving into insurance for drones. "Regulations are not in place, and insurance is being sold. Principally, this covers risk to third parties, but large drones, such as those used for land surveys and are more expensive, are sometimes covered as well."

"It’s very clear for Goodwinds that aviation insurance is part of a process where large amounts of money are in play," he explained.
Universal Weather bucking traffic dip in Latin America

by Chris Kjelgaard

Universal Weather and Aviation continues to grow its presence in Latin American markets despite several of the region’s nations—including Brazil and Mexico, Latin America’s two biggest economies—having seen international air traffic decline in election years.

Adolfo Aragon, senior v-p of Latin America and Caribbean for Universal Weather and Aviation (UW&A), said the company is growing in Latin America by offering new services, opening new facilities, and adapting to each customer’s specific requirements, whether those be to serve as a full-service, one-stop shop for trip support, fueling, and ground handling or to provide a single product or solution.

While UW&A is growing throughout Latin America generally, it is committed to maintaining its sizable existing footprint in the Brazilian market despite the market experiencing a significant decline in international traffic in the past few years—a decline that has included a substantial slowdown in domestic operators traveling abroad, according to Aragon.

In addition to adverse economic factors, “larger, longer-range aircraft are also reducing the amount of legs flown and handling in Brazil, as these aircraft are capable of flying directly to their destinations without making tech stops within the country,” he told AIN.

“During Brazil’s election, we experienced some conservatism in terms of investment and that negatively affected corporate traffic,” said Aragon. “Following the elections, however, we’ve seen a slight year-over-year improvement in traffic and some signs of recovery. Of course the slight uptick is nothing compared to previous years when the country hosted the Soccer World Cup and the Olympics.”

But UW&A has kept its substantial Brazilian operation intact “because of our relationships with strong domestic corporations and global brands in the country, which rely on us for mission support,” said Aragon. Now that the country is bearing new fruit for UW&A. “With the new [Brazilian] president in office, we definitely see some big domestic and international corporations flying again to and from Brazil. Most of the local and regional operators are always traveling to and from the U.S., and in summer they will fly to Europe. Where Universal provides the most value is on complex trips with multiple legs.”

In Brazil, Universal has “the only locally based trip support services business, operating 24/7 and fluent in English and Portuguese,” said Aragon. “Our Brazil Operations Center is based in São Paulo and we also have local fuel reps. We have Universal Aviation ground-handling offices in São Paulo, Rio de Janeiro, Sorocaba, Manaus, and Brasilia.” Its business in Brazil being to support locally based operators’ outbound international operations and other customers’ inbound international traffic, “we are not in the local traffic market, so our presence and footprint is focused on the major international airports. We have 55 employees, split among our São Paulo office for fuel and trip support and our handling division, which covers more than 20 airports with offices in Guarulhos [São Paulo’s main international airport], Rio, Recife, Manaus, and Brasilia,” he said.

“Unfortunately, Brazil doesn’t have clear plans for corporate aviation and is lacking in appropriate facilities and procedures in most of the major cities and airports,” said Aragon. “On the other hand, it does allow Universal and our local teams to arrange and coordinate everything in advance and while our customers are on the ground. Despite the amount of traffic to Brazil, it’s still a high-risk country to operate to without the support of an experienced trip support provider with people on the ground.”

Universal has some 350 employees throughout Latin America, based at more than 20 airports and providing customers with trip support, fueling, and handling.

“We still feel Latin America is an emerging market with great possibilities for business aviation,” said Aragon. “As the regional economies begin to grow, we’ll be ready to support expanded international and regional traffic, as we have continued to invest and expand our operational footprint in the region.”

Avanto is benefiting from improved bizav market

by Chris Kjelgaard

Despite there having only been what CEO Rogério Andrade describes as a slow improvement in business confidence in Brazil over the past 18 months, Avanto has seen its revenues and EBITDA operating profit grow strongly throughout the period.

Even more encouraging for Avanto, Andrade told AIN that this year the company’s financial performance is shaping up to be even better than it was in 2016, 2017, and 2018—all of which proved to be very good years for the fractional-owner- ship and aircraft-management company.

Avanto saw its revenues jump by an average of 15 percent annually in 2016 and 2017, and its EBITDA in each year outperformed even the strong revenue bump. The company’s 2018 revenues grew “at plan” by 16 percent, EBITDA performing in line with sales growth, Andrade said.

However, Avanto’s revenue and operating-profit performance in the first half of this year outdid even the previous three years’ strong results. The company had budgeted for 15 percent revenue growth in 2019 but in the first six months saw revenues climb “a little above what we planned”—and the company thinks its 2019 second-half performance will be even better. Andrade reckons revenues will grow 20 percent for the second half, and its EBITDA about 30 percent, on a year-over-year comparative basis.

Last year’s strong financial performance and the even better prospects Avanto is facing in 2019 as Brazil’s dominant fractional-ownership operator has allowed the company to continue investing in its core fleet of aircraft and helicopters. At the end of 2018, Avanto inducted another Embraer Phenom 300, and it added a further Phenom 300 in the first half of this year. Avanto plans to add yet another Phenom 300 and an additional Leonardo AW109 in the second half, according to Andrade.

In 2018 Avanto sold an AW109 and a Pilatus PC-12 it was managing for the owners, as the company continued to see owners of managed aircraft decide to switch to its fractional-ownership programs instead. This trend is continuing, and Avanto is now in the process of selling an Embraer Phenom 100 and an Airbus H120, Andrade said.

Avanto began seeing a wave of new customers in 2015, most of whom were aircraft owners who wanted the company to manage their aircraft. Over the past six years, many of those customers decided to sell their aircraft and become fractional owners in Avanto programs instead—as Avanto had forecast would happen, according to Andrade. However, in the first half of this year, the company started seeing some new bizav users entering the market, those people being willing to buy and fly business jets and helicopters.

Looking ahead, Andrade thinks the Brazilian business-aviation sector will grow “at a similar rate” to the nation’s overall economy. “This year [national] growth will be about one percent and in the coming year it will be two to three percent,” he said. For now, Avanto is continuing to focus on near-term business growth opportunities it sees in its core markets in Brazil’s highly populated southeastern states.

Analyses of private-aircraft distribution throughout Brazil show that private and business aviation is growing in Brazil’s central region, said Andrade, “mainly because of the agricultural business” there. “We’ve not gone there yet...but it won’t be long before we have to do so.” Using Google AdWords—which lets Avanto gauge the response rates for its targeted advertisements in different geographical areas—we’ve been releasing some ads there [in central Brazil] and the results have been good. At a certain point, there will have to be some real [Avanto] initiatives in the central part of Brazil.”

Expanding concierge services are helping Universal Weather & Aviation grow despite traffic downturns in Latin America.
It’s About Your Business

Challenging times require superior answers.
Leonardo Helicopters redefines mobility by setting new levels in luxury, comfort, performance and safety. Maximise your time and be where it counts.
Inspired by the vision, creativity and ingenuity of the great master inventor - Leonardo is designing the technology of tomorrow.

Visit us at LABACE, Chalet 6003

leonardocompany.com

Helicopters | Aeronautics | Electronics, Defence & Security Systems | Space
Paragon Network expands presence in the Caribbean

by Curt Epstein

Copeca Jet Center, one of two FBOs at Puerto Rico’s Rafael Hernandez International Airport, is the latest to join the Paragon Network. The airport is the southernmost U.S. port of entry, with U.S. Customs and Border Protection service available 24/7. At 11,300 feet, its runway is the longest in the Caribbean. Copeca has a 36,000 sq ft of open ramp space and specializes in quick-turn tech stops. Its terminal offers a 10-seat conference room, pilot lounge, shower facilities, concierge, onsite car rental, and a courtesy van, and the FBO has a 16,000-sq-ft hangar with available aircraft maintenance.

To join the network, which was founded in 2011 and now numbers 57 locations worldwide, FBOs undergo a facility audit conducted by Paragon. Each member FBO must also comply with a set of core standards to remain in the group. Clients using the network are eligible for Paragon Preferred status, which includes access to custom fuel pricing, dispatching of fuel requests to network locations, and reservations through the group’s website. “We are thrilled to have Copeca Jet Center in our network,” said Paragon Aviation Group president Megan Barnes, adding the facility is a welcome addition to its growing list of FBOs worldwide. “Their commitment to delivering outstanding customer service makes them a perfect fit for the group.”

Copeca Jet Center at Puerto Rico’s Rafael Hernandez International Airport specializes in quick turns. The airport boosts the region’s longest runway and provides U.S. customs and immigration services 24/7.

[insert image of Copeca Jet Center]

O Copeca Jet Center no Aeroporto Internacional Rafael Hernandez em Puerto Rico é especializado em atendimento rápido. O aeroporto tem a maior pista do região e presta serviços de Alfândega e Imigração americana 24/7.

Paragon Network expands presence in the Caribbean

by Curt Epstein

Copeca Jet Center, one of two FBOs at Puerto Rico’s Rafael Hernandez International Airport, is the latest to join the Paragon Network. The airport is the southernmost U.S. port of entry, with U.S. Customs and Border Protection service available 24/7. At 11,300 feet, its runway is the longest in the Caribbean. Copeca has a 36,000 sq ft of open ramp space and specializes in quick-turn tech stops. Its terminal offers a 10-seat conference room, pilot lounge, shower facilities, concierge, onsite car rental, and a courtesy van, and the FBO has a 16,000-sq-ft hangar with available aircraft maintenance.

To join the network, which was founded in 2011 and now numbers 57 locations worldwide, FBOs undergo a facility audit conducted by Paragon. Each member FBO must also comply with a set of core standards to remain in the group. Clients using the network are eligible for Paragon Preferred status, which includes access to custom fuel pricing, dispatching of fuel requests to network locations, and reservations through the group’s website. “We are thrilled to have Copeca Jet Center in our network,” said Paragon Aviation Group president Megan Barnes, adding the facility is a welcome addition to its growing list of FBOs worldwide. “Their commitment to delivering outstanding customer service makes them a perfect fit for the group.”

Copeca Jet Center at Puerto Rico’s Rafael Hernandez International Airport specializes in quick turns. The airport boosts the region’s longest runway and provides U.S. customs and immigration services 24/7.

[insert image of Copeca Jet Center]
The 10th Annual Fund an Angel Cocktail Reception, held on the second day of the NBAA Business Aviation Convention & Exhibition (NBAA-BACE), is an invaluable networking event for business aviation leaders and influencers. The reception will feature an auction to benefit Corporate Angel Network (CAN) who organizes critical flights for cancer patients to treatment centers throughout the country.

"Corporate Angel Network has helped to open up trials and treatment for Ava that we otherwise could not afford. They help to ensure she gets the medical care that she needs."

– Ava’s Parents

Learn More and Reserve Tickets: fundanangel.org

A SPECIAL THANKS TO OUR CURRENT SPONSORS

Presenting Sponsor

PLATINUM

Gulfstream

GOLDFLIGHT

AEGFUELS

BCACAE

BRONZE

NETJETSAONAP

Signature

WorldFirst
AbekoAir offers analysis of Brazil’s aviation data

by Richard Pedicini

Information about Brazil’s aircraft fleet—what it includes, where it is, and how much it’s flying—makes the Civil Aviation Yearbook indispensable for anyone interested in the country’s aviation market. The Brazilian Institute of Aviation/Instituto Brasileiro da Aviação will be launching the 2019 edition at LABACE 2019.

Yeb Market Intelligence, which does the heavy lifting involved in obtaining and processing data for the Yearbook, is offering a new subscription service called AbekoAir, offering data that goes beyond the Yearbook, including obtaining, integrating, and interpreting data from a variety of sources.

Wrestling with raw data is not a task for the faint of heart. For example, ANAC’s aircraft registry doesn’t allow searching by owner or by state, and it can’t be downloaded. That even official data often needs filtering and correction is also attested to by the publisher of the Pilot’s Help almanaque (Pilots’ Help, no Estande 2007 da Aero-safety) and the present author, who at the end converted the database of aeroports and hours flown, of various pista of de voo resulting in data on aircraft movements in Brazil that Yeb has collected since 2010, including 100 percent of commercial movements, and 85 percent of general aviation movements. The data can also be viewed by aircraft model and airport type, category of operations as operation by state, number of operations by aircraft type, category of operations such as instruction or air-taxi, and movements of principal operators.

Rocha further explained, “The platform allows the user to customize fleet and movement analyses to meet his needs. In this sense, subscribing to the platform gives access to our staff of analysts who are available not only for eventual clarification, but who can also perform analyses that are important for the subscriber’s needs but which the platform can’t do alone.”

Information provides an edge in any market and is especially welcome in a difficult market. Yeb has a track record in turning Brazilian aviation data into information. Rocha said that besides the basic subscription, AbekoAir sells a premium service that “also offers the subscriber strategic planning, support in executing the strategy, developing prospects, exclusive market research, among other exclusive services.”

On the platform, you will find information about Brazilian aviation operations and descriptions of domestic and international airports, sorted by airport type and aviation type.

- Total hours flown
- Airports receiving operations
- History of commercial and general aviation operators

<table>
<thead>
<tr>
<th>Número Mensal de Movimentação Monthly Variation</th>
</tr>
</thead>
<tbody>
<tr>
<td>Número de operações em Aviação Comercial Commercial aviation operations</td>
</tr>
<tr>
<td>Horas flov   Horas voadas</td>
</tr>
<tr>
<td>223.173 2.320</td>
</tr>
<tr>
<td>Aeródromos  Aerodromes</td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>Aviação Comercial: 140.762</td>
</tr>
<tr>
<td>Aviação Geral: 30.675</td>
</tr>
<tr>
<td>Aviação: 171.437</td>
</tr>
<tr>
<td>Número de operações em Aviação Geral General aviation operations</td>
</tr>
<tr>
<td></td>
</tr>
<tr>
<td>30.000 35.000 40.000 45.000 50.000</td>
</tr>
</tbody>
</table>

-100,000 ▼ -100,000 % referente ao mês anterior

-20,424 % referente ao mês anterior
CONNECTING THE AEROSPACE INDUSTRY

17-21 NOVEMBER 2019
DWC, DUBAI AIRSHOW SITE
WWW.DUBAIAIRSHOW.AERO | @DUBAIAIRSHOW

BOOK YOUR SPACE NOW
A pista de 2.470 metros no São Paulo Catarina Aeroporto Executivo é pavimentada, com o FBO ao meio e o primeiro hangar próximo ao início.

The 8,104 foot runway at Catarina Executive Airport in São Paulo is paved, with the FBO at its midpoint and the first hangar at the runway end.

Abertura do Catarina em 2019 dá alternativas à aviação executiva

por Richard Pedicini

O São Paulo Catarina Aeroporto Executivo será aberto para operações na segunda metade do ano, concluindo uma saga que exige enormes investimentos financeiros durante uma recessão que desgastou tanto o país quanto a construtora JHSF, bem conhecida por seus shoppings luxuosos e projetos residenciais e comerciais. Por mais que o Catarina tenha sofrido atrasos – o planejamento original antecipava receber visitantes na Copa do Mundo de 2014 – e o projeto tenha sido podado, a pista principal será inaugurada com seus 2.470 metros originais, permitindo que jatos com alcance intercontinental decolam com o tanque cheio, para chegar até Londres, Nova Iorque ou Paris.

Fotos aéreas do Catarina mostram a pista pavimentada; o primeiro hangar no complexo planejado; e o terminal/FBO projetado pelo arquiteto Sid Bergamin, que também é responsável por muitos dos projetos luxuosos da construtora. A localização, parte de um projeto maior da JHSF ao lado da importante rodovia Castelo Branco, pode estar a menos de 35 minutos de carro da parte mais dinâmica do distrito de negócios de São Paulo. Do outro lado da rodovia, a primeira parte do projeto a ser terminado, o Catarina Fashion Outlet, tem permanecido quase 100% cheio desde sua abertura, o que em uma economia deprimida é sinal de que o local não é tão distante.

Com o pronunciamento do governador de restrição de operações do aeroporto do Campo de Marte exclusivamente a helicópteros e com os terrenos que podem abrigar hangares dos aeroportos de Sorocaba e Jundiaí quase saturados, o Catarina é inaugurado em um momento no qual, em vez de focar-se em atrair hangagem bizav a viable alternative

by Richard Pedicini

Catarina Executive Airport in São Paulo will open for operation in the second half of this year, concluding a saga that demanded massive capital investment during a recession that battered both the country and developer JHSF, which is well known for its luxury shopping malls and residential and commercial developments. While Catarina has suffered delays—the original schedule anticipated receiving visitors for the 2014 World Cup—and the project has been trimmed back, the principal runway will be inaugurated at its initially projected 2,470 meters (8,104 feet), permitting jets with intercontinental range to take off fully fueled, to reach London, New York, or Paris.

Aerial photos of Catarina show the paved runway, the first hangar in the planned complex, and the terminal/FBO designed by famed architect Sid Bergamin, who is also responsible for many of the developer’s luxury projects. The location, part of a grander JHSF project astride the major Castelo Branco highway, can be as little as 35 minutes by car from the most dynamic part of São Paulo’s business district. Across the highway, the first part of the project to be completed, Catarina Fashion Outlet mall, has remained at nearly 100 percent occupancy since opening, which in a depressed economy is a sign that the location is not too distant.

With the governor’s announced goal of restricting the downtown Campo de Marte airport to helicopters only and with hangar sites at the Sorocaba and Jundiaí airports nearing saturation, Catarina opens at a moment when it may need to not so much attract hangarage and MRO customers but merely be prepared to welcome those forced out from other locations. Catarina is closer than Sorocaba, Jundiaí, and Campo dos Amarais, but of course farther than Congonhas, which is oversaturated even for commercial flights.

Another business airport project, variously baptized Rodosuel, Harpia, Parelheiros or Aeroparque, was announced at about the same time as Catarina but vanished without a spadeful of dirt being turned. The Aerovale project in Caçapava is also nearing completion, but with a shorter runway, and it would require many business aviation users to traverse the whole city of São Paulo before they could take the congested Rio-bound highways to points beyond São José dos Campos.

Perdurando Contra a Adversidade

JHSF, a construtora do Catarina, tem capital aberto e escapou quase todas as repercussões advindas de investigações de corrupção que cercaram seus competidores de capital privado: empreiteiras e corrupção são sinônimos há muito tempo no Brasil. A recessão tem sido longa e profunda o suficiente até mesmo para os empreendimentos ambiciosos da JHSF, como os hotéis e restaurantes Fasano e uma cadeia de shopping centers.

A construtora reduziu custos, vendendo parte de participação em seus shoppings, e cortando gastos: visitantes de longa data da LABACE devem lembrar-se de uma elaborada maquete do Catarina em um chalet com um amplo display estático. Esse ano o estande é bem mais modesto, e o aeroporto é mais modesto do que o modelo era.

Planos continuam para desenvolvimento no Catarina, incluindo torres de escritório e desenvolvimento residencial.

Catarina developer JHSF is publicly traded and has escaped nearly all the fallout from corruption investigations that has swirled about its privately held competitors: construction firms and corruption have long been near-synonymous in Brazil. The recession has been long and deep enough to affect even JHSF’s very high-end enterprises, such as the Fasano hotels and restaurants and a string of luxury shopping malls.

The developer has retrenched, selling off participation in its malls, and cutting expenses: long-time LABACE attendees may recall an elaborate model of the Catarina project in a chalet with an overwhelming display static. This year’s booth is far more modest, and the airport is more modest than the model was.

Plans continue for development at Catarina, including office towers and residential development.

Forging Ahead

Catarina developer JHSF is publicly traded and has escaped nearly all the fallout from corruption investigations that has swirled about its privately held competitors: construction firms and corruption have long been near-synonymous in Brazil. The recession has been long and deep enough to affect even JHSF’s very high-end enterprises, such as the Fasano hotels and restaurants and a string of luxury shopping malls.

The developer has retrenched, selling off participation in its malls, and cutting expenses: long-time LABACE attendees may recall an elaborate model of the Catarina project in a chalet with an overwhelming display static. This year’s booth is far more modest, and the airport is more modest than the model was.

Plans continue for development at Catarina, including office towers and residential development.

O Catarina é batizado de diversos nomes como Rodosuel, Harpia, Parelheiros ou Aeroparque, foi anunciado quase que simultaneamente ao Catarina mas desapareceu sem que nem um pedaço de terra fosse cavado. O projeto da Aerovale em Caçapava também está quase completo, mas tem uma pista mais curta, e exigiria que vários usuários da aviação executiva atravessassem toda a cidade de São Paulo antes que pudessem pegar as congestionadas rodovias conectadas ao Rio para locais além de São José dos Campos.

Outro projeto de aeroporto executivo, batizado de diversos nomes como Rodosuel, Harpia, Parelheiros ou Aeroparque, foi anunciado quase que simultaneamente ao Catarina mas desapareceu sem que nem um pedaço de terra fosse cavado. O projeto da Aerovale em Caçapava também está quase completo, mas tem uma pista mais curta, e exigiria que vários usuários da aviação executiva atravessassem toda a cidade de São Paulo antes que pudessem pegar as congestionadas rodovias conectadas ao Rio para locais além de São José dos Campos.

O Catarina é mais próximo do que Sorocaba, Jundiaí e Campo dos Amarais, mas é claro é mais longe do que Congonhas, que está supersisturado até mesmo para voos comerciais.

Outro projeto de aeroporto executivo, batizado de diversos nomes como Rodosuel, Harpia, Parelheiros ou Aeroparque, foi anunciado quase que simultaneamente ao Catarina mas desapareceu sem que nem um pedaço de terra fosse cavado. O projeto da Aerovale em Caçapava também está quase completo, mas tem uma pista mais curta, e exigiria que vários usuários da aviação executiva atravessassem toda a cidade de São Paulo antes que pudessem pegar as congestionadas rodovias conectadas ao Rio para locais além de São José dos Campos.
You’re a high flyer. A forward thinker. A visionary professional with a passion for aviation. At the 2019 NBAA Business Aviation Convention & Exhibition (NBAA-BACE), you’ll spend three days discovering the latest innovations, learning about the future of air transport, exploring the best aircraft in the industry, and connecting with key vendors and manufacturers for your business. Aviation puts the world at your fingertips, and NBAA-BACE brings that world to you.

www.nbaa.org/2019
Flapper Technologies amplia seus horizontes
por Chris Kjelgaard

A Flapper Technologies espera, em breve, ampliar sua vantagem como precursora no primeiro serviço de reservas online do Brasil para fretamentos compartilhados de voos executivos e de helicópteros, acrescentando novas rotas e serviços e lançando sua plataforma de reservas em outros países da América Latina.

No entanto, a medida mais importante da Flapper no futuro próximo será o anúncio planejado para o terceiro trimestre de uma grande cooperação com um desenvolvedor ainda não identificado, mas líder, de uma aeronave eVTOL (veículo elétrico de decolagem e pouso vertical). A Flapper e seu potencial parceiro pretendem estimular o desenvolvimento da indústria e do mercado de eVTOL no Brasil, estabelecendo um centro de pesquisa e desenvolvimento de eVTOL que o CEO da Flapper, Paul Malicki, disse à AIN que provavelmente estará localizado em Belo Horizonte.

Malicki disse que a Flapper já está colaborando com quatro desenvolvedores de eVTOL, dois dos quais a AIN acredita serem a XTI Aircraft e a Alaka’i, para colecionar e compartilhar dados sobre o potencial de uso de eVTOL no Brasil. Estes dados são fornecidos pela própria Flapper e seus clientes, bem como pelos operadores de aerotáxi de asa fixa e de helicóptero, cujas aeronaves estão disponíveis para reservas pela plataforma da Flapper, tanto para viagens inteiros quanto por assento.

Adição de serviços de curto prazo

Enquanto, a longo prazo, a Flapper pretende se envolver fortemente no transporte intraurbano e interurbano de eVTOL, especialmente em São Paulo e Rio de Janeiro, ricos em helicópteros (como a Uber Copters planeja fazer em Nova Iorque), seus planos de expansão a curto prazo não são nada triviais. Uma mudança quase imediata em setembro será aumentar, de dois para quatro, a frequência semanal de seus voos fretados por assento entre o Aeroporto de Congonhas, no centro de São Paulo, e o movimentado aeroporto de aviação executiva e helicópteros de Jacarepaguá (SBJR), localizado no rico subúrbio de Barra da Tijuca no oeste do Rio.


A Flapper preencheu 80% dos assentos de seus fretamentos entre São Paulo e Rio de Janeiro.

The company also uses Pilatus PC-12s for São Paulo-Rio charter services, and Malicki said Flapper is adding more PC-12s to its platform, intending to sign agreements with operators so that some or all of the aircraft will be made available exclusively for Flapper flights. Flapper also is about to launch a customer loyalty program, which he said would be the first for a business aviation company in Brazil.

Although the fleet of Brazilian-registered aircraft and helicopters Flapper has available for charter booking has grown from 115 in 2018 to 250 now, the company’s six-month foray into offering bookings in the new regional air-taxi market with the operator Voe Minas in Minas Gerais state ended in June. It did so when the new Brazilian government ended the entire regional air taxi program—which the previous government had intended to establish in at least 17 states throughout Brazil—because “it had different priorities,” according to Malicki.

Withdrawal of official support for the program, which relied heavily on the government subsidizing the services, made the Voe Minas-Flapper cooperation “very costly for us to maintain,” he said. But
Flapper Technologies

Congoonas-Jacarepaguá em junho e a rota é uma das mais movimentadas, disse Malicki. Em conjunto com a expansão do serviço de São Paulo-Rio de Janeiro, a Flapper está migrando para uma configuração de assentos para sete passageiros no King Air 200s que utiliza para os voos Congonas-Jacarepaguá, escolhendo a maior capacidade de assentos “para que possamos ter um retorno melhor” nos voos.

A empresa também utiliza Pilatus PC-12s para os fretamentos de São Paulo-Rio, e Malicki disse que a Flapper está adicionando mais PC-12s à sua plataforma, com a intenção de assinar acordos com operadoras para que algumas ou todas as aeronaves sejam disponibilizadas exclusivamente para voos da Flapper. A Flapper também está prestes a lançar um programa de fidelização de clientes, que ele disse que seria o primeiro de uma empresa de aviação executiva no Brasil.

Embora a frota de aeronaves e helicópteros registra no Brasil cadastrada no aplicativo da Flapper tenha aumentado de 115 em 2018 para 250 agora, a entrada da empresa na oferta de reservas nos o novo mercado regional de aerotáxi com a operadora Voe Minas em Minas Gerais terminou em junho, depois de uma experiência de seis meses. Isso ocorreu quando o programa regional de aerotáxi, que o governo anterior pretendia estabelecer em pelo menos 17 estados do Brasil, foi encerrado pelo novo governo brasileiro porque “tinha outras prioridades”, segundo Malicki.


Tendo acumulado uma grande quantidade de dados de mercado, a Flapper agora planeja reforçar sua presença em São Paulo. “Cerca de 60% de todos os nossos voos têm São Paulo como origem ou destino”, disse Malicki. “A grande verdade é que São Paulo é tão grande que, não importa o que façamos, estamos animados em ter São Paulo como destino.”

As próximas duas rotas de fretamento da empresa terão origem em São Paulo em setembro a Flapper lançará um serviço de transporte de lazer para Paraty (SDTK), presumindo-se com equipamento adequado para a pista de 701 metros. Planeja oferecer fretamentos com foco em transporte executivo entre São Paulo e Belo Horizonte a partir de janeiro.

Charter é o futuro

A Flapper considera que os fretamentos centrados na aviação executiva, incluindo os fretamentos de jatinhos, representam seu futuro e planeja expandir sua oferta de várias formas. Um bom negócio é aumentar a visibilidade de seus voos na plataforma global de fornecimento de aviação executiva fretada da Avinode, servindo como agente das operadoras de aerotáxi brasileiras na plataforma. A Flapper recentemente se tornou o agente exclusivo de marketing para os operadores de aerotáxi TwoFlex (dba Two Taxi), Tropic Air, e Uni Air na Avinode, e agora toda a sua oferta de fretamento pode ser reservada como voos Flapper na plataforma.

Em seguida o plano da Flapper é lançar sua plataforma de reservas em janeiro na Argentina para os fretamentos domésticos de aviação executiva. A empresa fará isso lançando reservas em “alguns [outros] países latino-americanos e eventualmente indo para o México” com a plataforma, disse Malicki. As reservas de voos fretados internacionais na América Latina eventualmente farão parte dos planos e, de fato, a Flapper concluiu o seu fretamento mais caro e mais longo em julho, quando organizou o voo fretado de mais de USD $ 140.000 de um jato executivo Gulfstream da Croácia para o Brasil.

Além disso, a Flapper está buscando imitar a Blade, lançando uma função de crowdsourcing para fretamentos por assento ou de aeronaves parciais. A Flapper já oferece fretamentos de pernas vazias, mas faz cada uma dessas reservas manualmente. No entanto, por ter levado três anos para coletar dados, realizar análises de regressão e entender o modelo e a estrutura de preços de cada operador de aerotáxi e aviação executiva fretada no Brasil, a Flapper agora sente que pode lançar uma função de reserva de fretamento por crowdsourcing amplamente automatizada, que Malicki disse que poderia chamar de “Flapper Pool” ou “Flapper Share”. O pessoal da Flapper será envolvido no processo só para confirmar a disponibilidade da aeronave para cada fretamento.


Tendo acumulado uma grande quantidade de dados de mercado, a Flapper agora planeja reforçar sua presença em São Paulo. “Cerca de 60% de todos os nossos voos têm São Paulo como origem ou destino”, disse Malicki. “A grande verdade é que São Paulo é tão grande que, não importa o que façamos, estamos animados em ter São Paulo como destino.”

As próximas duas rotas de fretamento da empresa terão origem em São Paulo em setembro: a Flapper lançará um serviço de transporte de lazer para Paraty (SDTK), presumindo-se com equipamento adequado para a pista de 701 metros. Planeja oferecer fretamentos com foco em transporte executivo entre São Paulo e Belo Horizonte a partir de janeiro.

A Flapper considera que os fretamentos centrados na aviação executiva, incluindo os fretamentos de jatinhos, representam seu futuro e planeja expandir sua oferta de várias formas. Um bom negócio é aumentar a visibilidade de seus voos na plataforma global de fornecimento de aviação executiva fretada da Avinode, servindo como agente das operadoras de aerotáxi brasileiras na plataforma. A Flapper recentemente se tornou o agente exclusivo de marketing para os operadores de aerotáxi TwoFlex (dba Two Taxi), Tropic Air, e Uni Air na Avinode, e agora toda a sua oferta de fretamento pode ser reservada como voos Flapper na plataforma.

Em seguida o plano da Flapper é lançar sua plataforma de reservas em janeiro na Argentina para os fretamentos domésticos de aviação executiva. A empresa fará isso lançando reservas em “alguns [outros] países latino-americanos e eventualmente indo para o México” com a plataforma, disse Malicki. As reservas de voos fretados internacionais na América Latina eventualmente farão parte dos planos e, de fato, a Flapper concluiu o seu fretamento mais caro e mais longo em julho, quando organizou o voo fretado de mais de USD $ 140.000 de um jato executivo Gulfstream da Croácia para o Brasil.

Além disso, a Flapper está buscando imitar a Blade, lançando uma função de crowdsourcing para fretamentos por assento ou de aeronaves parciais. A Flapper já oferece fretamentos de pernas vazias, mas faz cada uma dessas reservas manualmente. No entanto, por ter levado três anos para coletar dados, realizar análises de regressão e entender o modelo e a estrutura de preços de cada operador de aerotáxi e aviação executiva fretada no Brasil, a Flapper agora sente que pode lançar uma função de reserva de fretamento por crowdsourcing amplamente automatizada, que Malicki disse que poderia chamar de “Flapper Pool” ou “Flapper Share”. O pessoal da Flapper será envolvido no processo só para confirmar a disponibilidade da aeronave para cada fretamento.

A Flapper Technologies prevê claramente que voos executivos fretados se tornarão fundamentais para futuros planos fiscais. Expandir seu perfil de reservas online é parte importante da estratégia.

Flapper Technologies has a clear vision of business-centric charter flights becoming a staple in future fiscal plans. Expanding its profile in online booking is a big part of the strategy.

Flapper Technologies

Flapper has no regrets about the experiment. “We did it as a validation of the [online booking] hypothesis and we’re very happy we did it,” said Malicki. “But we are a private-aviation company; we don’t want to be a regional-aviation company.”

Having accumulated a great deal of market data, Flapper now plans to bolster its presence in São Paulo. “Around 60 percent of all our flights have São Paulo as an origin or destination,” said Malicki. “The brutal truth is São Paulo is just so big that, whatever we do, looking forward we want to have São Paulo as a destination.”

The company’s next two charter-flight routes will originate in São Paulo: in September Flapper is launching a luxury traffic-based service to the coastal destination of Paraty (SDTK), presumably with other equipment for the 2200 ft (701 meter) runway. It plans to offer business-traffic-focused charters between São Paulo and Belo Horizonte starting in January.

Charter is the Future

Flapper sees business-focused charters, including jet charters, as largely representing its future, and plans to expand its offering in various ways. One is to increase the visibility of its flights on Avinode’s global bizav charter-sourcing platform by serving as the agent for Brazilian air taxi operators on the platform. Flapper recently became the exclusive marketing agent for air-taxi operators TwoFlex (dba Two Taxi), Tropic Air, and Uni Air on Avinode, and now all of their charter availability is bookable as Flapper flights on the platform, said Malicki.

Second is Flapper’s plan to launch its booking platform in Argentina in January for domestic bizav charters. The company will follow that by launching bookings in “a couple of [other] Latin American countries and then eventually going to Mexico” with the platform, said Malicki. International-charter bookings within Latin America eventually will be on the agenda, and in fact, Flapper completed its most expensive, longest-range charter yet in July, when it arranged the $140,000-plus charter flight of a Gulfstream business jet from Croatia to Brazil.

Additionally, Flapper is looking to emulate Blade by launching a crowdsourcing capability for per-seat or part-aircraft charters. Flapper already offers empty-leg charters but it does each such booking manually. However, having taken three years to collect, perform regression analysis on, and understand the pricing model and structure of every air taxi and bizav charter operator in Brazil, Flapper now feels it can launch a largely automated crowdsourcing charter-booking capability, which Malicki said it might brand as “Flapper Pool” or “Flapper Share.” Flapper’s staff will need to be involved in the process only to confirm the availability of the aircraft for each charter.
Advogado Bonsenso vê um Mercado aquecido e amadurecendo

O mercado brasileiro de aviação aqueceu em 2019, disse o advogado Felipe Bonsenso, com mais contratos exigindo sua especialidade, “esse ano nós trabalhamos na entrega de dois Global 6000s, três Phenoms e um Praetor 600 que está só esperando homologação,” disse. “Houveram várias entregas de Phenom 300 a clientes,” acrescentou.

“Acredito que a LABACE será melhor [esse ano] do que o ano passado. Muitas coisas melhoraram para a aviação execu-utiva, com a bolsa de valores subindo, o dólar caindo.” Bonsenso recebeu de braços abertos os financiadores retor-ando ao mercado brasileiro, citando o UBS e o Global Jet Capital, dentre outros. As taxas de juros caíram, e compradores que preferem opções de financiamento locais têm opções, como o Bradesco. O financiamento de aeronaves está cada vez mais complexo, observou Bonsenso, por mais que o Brasil seja “um mercado muito informal,” em sua opinião.

Alguns compradores querem usar seus advogados de imóveis para fechar um negócio de aviação, mas um especialista em aviação é realmente necessário, ele defende. Ele também está recebendo pedidos mais elaborados. “Estou vendo mais casos nos quais o cliente traz dois ou três amigos que planejam comprar a aeronave juntos e dividir o uso. É o mesmo que propriedade fracionada, a qual, é importante notar, o Brasil ainda não regulamentou.”

Outro passo na direção de um mercado mais organizado foi a criação da Associação de Empresas Revendedo-ras de Aeronaves (AERA), no ano passado. Gualter e TAG, que têm displays estáticos na LABACE, são os membros fundadores; o presidente é Rogério Marques, antigo gerente de vendas da Embraer na América do Sul, que está agora com a AirConsult. Marcos Lyra da C-FLY Aviation é o vice-presidente e Bonsenso é o diretor legal da associação. “O objetivo é trazer boas práticas para a venda de aeronaves usadas, ética e um relacionamento mais saudável entre os corretores,” ele disse, citando algumas práticas de mercado como vendedores opondo-se a listagens exclusivas, o que pode levar a conflitos, “tem funcionado bem, e já tem mediado algumas acusações entre os corretores.”

Bonsenso, que lida com vários clientes, disse que “a Embraer é uma boa referência, por causa dos Phenoms de entrada. Mas uma das primeiras perguntas que os compradores fazem é ‘Quantas parasadas até a Europa ou até os EUA?’” Enquanto o Phenom não for feito para viagens intercontinentais, ele prevê: “O Praetor irá revolucionizar o mercado” de jatos executivos no Brasil.

Seria ter ainda realizado seu sonho de criança de adquirir uma licença de piloto, Bonsenso atribui à sorte e à coincidência sua oportunidade de especializar-se no ramo legal da aviação. Ele já prestou serviços a indivíduos, corporações e bancos em mais de 50 transações de jatos corporativos e trabalhou, também, em acordos comerciais de aeronaves.

Aviation lawyer Bonsenso sees a maturing market

by Richard Pedicini

The Brazilian aviation market has heated up in 2019, said aviation lawyer Felipe Bonsenso, with more work needing his specialty, “This year I’ve worked on delivery of two Global 6000s, three Phenoms, and a Praetor that [was] only waiting for certification,” he said. “There have been a lot of Phenom 300 deliveries to clients,” he added.

“I expect LABACE to be better [this year] than last year. Much has improved for business aviation, with the stock exchange up, the dollar down.”

Bonsenso welcomed lenders returning to the Brazilian market, naming UBS and Global Jet Capital, among others. Local interest rates have declined, and buyers who prefer local financing have options, such as Bradesco.

Aircraft financing is growing more complex, Bonsenso noted, while Brazil is “a very informal market” in his view. “Some buyers will want to use their real estate lawyer” for an aviation transaction, but an aviation specialist is really needed, he maintains. He is also getting more complex requests. “I’ve seen more cases where a client will bring along two or three friends who plan to buy the aircraft together and share the use. It’s not the same as fractional ownership, which, it’s worth noting, Brazil still hasn’t regulated.”

Another step toward a more orderly market is the creation last year of AERA, the Association of Aircraft Brokers. LABACE static exhibitors Gualter and TAG are founding members; the president is Rogério Marques, former Embraer business aviation sales manager for South America who is now with AirConsult. Marcos Furlan Lyra of CFLY Aviation, is vice-president and Bonsenso is the association’s legal director. “The purpose is to bring good practices to used aircraft sales, ethics, and a better relationship among brokers,” he said, pointing to some market practices such as sellers disliking exclusive listings, which can lead to conflicts, “it’s worked well, and has already mediated accusations between brokers.”

Bonsenso, who deals with many clients, says that “Embraer is a good reference, because of the entry-level Phenoms. But one of the first questions buyers ask is ‘How many stops to Europe or the U.S.?’” While the Phenom isn’t made for intercontinental trips, he predicts, “The Praetor will revolutionize the market” for business jets in Brazil.

While Bonsenso has still not fulfilled a boyhood dream of earning a pilot’s license, he credits good luck and coincidence for his opportunity to specialize in aviation law. He has served individuals, corporations, and banks in more than 50 corporate jet transactions and also worked with some commercial aircraft deals.

First Embraer Praetor 600 Enters Service

Embraer delivered the first of its new Praetor 600 super-midsize twinjets in a ceremony at its São José dos Campos facility in Brazil in late June. The aircraft, handed over to an undisclosed European customer, rolled off the hybrid assembly line that also produces the Legacy 450 and Legacy 500.

The first super-mid with full fly-by-wire and turbulence-reduction technology, the Praetor 600, which made its debut at NBAA’s annual convention last year, received certification from ANAC, FAA, and EASA earlier this year, the first in its category to be certified since 2014.

With an intercontinental range of 4,018 nm (four passengers, NBAA IFR reserves), the Praetor 600 claims the longest legs in its class, able to link Dubai and London; Paris to New York; and São Paulo with Miami, non-stop.

The aircraft, which will also be assembled at the airframer’s Melbourne, Florida, production facility, offers a 5,800-foot cabin altitude and a six-foot-high flat-floor cabin. “We are thrilled to deliver the first Prae- tor 600 and we are confident that our customer will be satisfied with the most disruptive and technologically advanced super-midsize business jet to enter the market,” said Michael Amalfitano, president and CEO of Embraer Executive Jets, adding that “the aircraft is certain to create a new value experience for its customers and help them outperform in their business and personal endeavors.”

Primeiro Praetor 600 em Operação

A Embraer entregou seu primeiro Prae- tor 600, seu novo bimotor super-mid- size, em uma cerimônia na sua fábrica de São José dos Campos no final de junho. A aeronave, entregue a um cli- ente europeu não revelado, nasceu da mesma linha de produção híbrida que o Legacy 450 e o Legacy 500.

Como o primeiro super-midsize com fly- by-wire completo e tecnologia de redução de ruído, o Praetor 600, que estreou na feira anual da NBAA no ano passado, foi homologado pela ANAC, FAA e EASA no começo do ano, sendo o primeiro em sua categoria a ser homologado desde 2014.

Com um alcance intercontinental de 4,018 milhas / 7,441 km (com quatro passageiros e res- ervas NBAA IFR), o Praetor 600 tem o maior alcance de sua categoria, com capacidade para ir de Dubai a Londres; Paris à Nova York; e São Paulo a Miami, sem paradas. A aeronave, que também será montada na fábrica da Embraer em Melbourne, Florida, oferece um altitude de cabine de 5,800 pés e uma cabine de piso plano e pé-direito de 6 pés.

“Estamos entusiasmados em entregar o primeiro Praetor 600 e confiantes de que nosso cliente ficará fascinado pelo mais tecnicamente avançado e disruptivo jato executivo super-midsize que já entrou no mercado,” disse Michael Amalfitano, presidente e CEO da Embraer Executive Jets, acrescentando que “a aeronave com certeza criará uma nova experiência de valor para os nossos clientes e os aju- dará a exceder em seus empreendimentos profissionais e pessoais.”

LABACE Convention News \ August 15, 2019 \ aionline.com
Where high-flying deals await your arrival

SINGAPORE AIRSHOW 2020
Asia's largest aerospace and defence event

This is the single most influential platform for you to leave an indelible mark on potential business partners. Amidst an audience of the best minds and leaders in the global aviation industry, Singapore Airshow 2020 offers you the opportunity to showcase your latest technologies and innovations. Sign on the dotted line and reserve your space today!

HIGHLIGHTS FROM SINGAPORE AIRSHOW 2018

1,062 participating companies from 50 countries
287 VIP delegations from 91 countries and regions
54,151 trade attendees from 147 countries and regions
1,464 meetings conducted during the exhibition

SECURE A CHOICE SPOT NOW AT SALES@SINGAPOREAIRSHOW.COM  SINGAPOREAIRSHOW.COM
O Campo de Marte (SBMT) é o primeiro aeroporto de São Paulo, e é o mais movimentado de São Paulo e de toda a Amazônia. O aeroporto está localizado ao norte do centro da cidade, entre a região Sul e a região Norte. O aeroporto está a cerca de 27 km ao norte do centro da cidade, no distrito de Perdizes, e é o segundo aeroporto mais movimentado do país, atrás apenas de Congonhas, em Campinas, e é o terceiro mais movimentado da América Latina. O aeroporto é o maior do país e tem mais de 500 banheiros, 600 vagas de estacionamento e 20 outlets. O aeroporto tem como principal contrapartida o imobiliário. O aeroporto tem uma grande área de estacionamento, o que torna o acesso ao aeroporto mais fácil e mais rápido. O aeroporto é uma das principais fontes de renda para o município de São Paulo. O aeroporto é administrado pela Infraero e tem como principal financiamento a operação do Aeroporto de São Paulo e a operação do Aeroporto de Brasília, o qual já abrigou a feira de aviação LABACE Convention News.

Alternativas
O governo federal tem colocado em prática várias alternativas para lidar com o tráfego aéreo. Na foto, um aeroporto em São Paulo, com um espaço de pátio aberto e regular maior do que o espaço apurado pavimentado de paralelepípedos que a LABACE usa em Congonhas. As linhas de metrô, e outras infraestruturas, ainda estão em construção. O aeroporto está localizado ao norte da cidade, em uma região que não é essencial para o tráfego aéreo. O aeroporto tem como principal contrapartida o imobiliário. O aeroporto tem uma grande área de estacionamento, o que torna o acesso ao aeroporto mais fácil e mais rápido. O aeroporto é uma das principais fontes de renda para o município de São Paulo. O aeroporto é administrado pela Infraero e tem como principal financiamento a operação do Aeroporto de São Paulo e a operação do Aeroporto de Brasília, o qual já abrigou a feira de aviação LABACE Convention News.
Campo de Marte targeted for closure in 2020

by Richard Pedicini

Campo de Marte (SBMT) is São Paulo’s first airport, Brazil’s busiest GA airport, and the country’s 10th busiest overall. Near subway lines and the city center, in a region once neglected but now growing more fashionable, the airport and especially the flight path have increasingly attracted the interest of real estate developers. The governor of São Paulo has promised, or threatened, to close the airport, which has operated for 99 years, to fixed-wing operations by 2020. Essential for business, public safety, and medical emergency traffic, the airport has been seen as a future home for LABACE, as well as a support base for UAM (urban air mobility) aircraft.

The economic crisis of the last several years has depressed the airport’s movements, down to 75,280 in 2017, as both business traffic and pilot training have slipped. Public airport infrastructure provider Infraero, once a fairly laissez-faire landlord, has sought to increase revenue, which of course means increased costs for airport users. The Aeroclub de São Paulo, located at the airport since 1931 and the country’s oldest flight school, recently had to return to Infraero two of the three hangars it occupied. In a recent visit to Guarulhos Helicopters, near the airport entrance, three of five buildings on the left were empty, and on the right, the 7,000-square-meter hangar constructed in 2012 by Global Aviation was returned to Infraero after Global was purchased by Icon Aviation. Proving that would hinge on what’s viable alternatives to handling the air traffic. Proving that would hinge on what’s considered viable.

At the height of Brazil’s aviation boom, three or four new business airports were proposed as alternatives to Campo de Marte. Aerovale is moving towards completion but is on the other side of São José dos Campos, and its 1,550 x 30 meter runway is shorter than SBMT’s. The Catalina Executive Airport, now scheduled to be operational in the second half of 2019, with its runway at the full original planned length of 2,470 meters, although the auxiliary runway dwindled to a taxiway and then disappeared from the plans. Two airports owned by the State of São Paulo, Sorocaba and Jundiaí, have received extensive investments over the past several years, with Jundiaí and another leading GA airport, Campo dos Amarais in Campinas, having their operation privatized to VoaSP, again with improvements being made less promising.

The closest of these, in the best of traffic, would add 40 minutes to a trip from uptown São Paulo, effectively doubling the city center to city center time. That might make a business trip unviable, and in the case of a medical evacuation it might mean the trip could be made just as effectively, and far more cheaply, by hearse.

Cities like Guarulhos and São Paulo, elsewhere in the world, have far more than three airports, and for good reason. Eliminating São Paulo’s only dedicated business aviation airport would be a devastating blow to inter-city connectivity, and might eliminate a vital part of any urban air mobility solution.
Brazilian anti-drone conference highlights need for creative mitigation techniques

by Richard Pedicini

Brazilian airspace control organization DECEA kicked off its “First Antidrone Technology Symposium” May 13, with DECEA director Lt. General Jeferson Domingues de Freitas calling for “powerful and intelligent solutions to problems caused by malice or neglect.” Regarding the drone threat, he identified the need to “detect, identify, [and] mitigate, preferably in single application.” A range of local and foreign experts agreed that the drone piloting public isn’t composed of just civilians, but includes both “soft” responses such as taking control of the drone or forcing it to land, and “hard” responses such as lasers and guns, which have evolved over the last few years from a Ghostbusters-style backpack to a handgun with a soccer ball-sized bulge.

Several speakers brought up prisons, both as examples of places where jamming is specifically permitted by law and sometimes implemented, and as places where bad actors use drones to deliver contraband. While there’s no special need to fear malice against Guarulhos Airport, aircraft are especially vulnerable to unintended collisions with drones, and there is a prison near the airport, where there has been illicit drone activity.

The last day of the conference was devoted to legislative and legal measures to allow more active responses to drones, including both “soft” responses such as taking control of the drone or forcing it to land, and “hard” responses such as lasers and guns, which have evolved over the last few years from a Ghostbusters-style backpack to a handgun with a soccer ball-sized bulge. The event included two live demonstrations of detection systems set up on the university’s roof. The systems showed a mix of strengths and limitations, with scanners automatically triangulating on an approaching threat and focusing a camera on the drone, as well as capturing its make, model, and serial number. A real-time map tracked not only the drone’s flights but also the launch point and the pilot’s position. However, engaging the jammer of one system tripped a circuit breaker; the other’s scanners were confused by a jammer being placed close by.

The São José dos Campos aerodrome will be testing anti-drone systems in June and July, which should allow for a more fair and thorough evaluation.

A Different Public

“The drone piloting public isn’t composed of aviation people. They don’t know what an FIR is, and they can’t figure out how to use airspace had to be submitted by fax,” said DECEA systems analyst João Ximenes, describing the challenges faced in producing the new SAPAS system for submitting and processing requests to use airspace.

“We are focused on compliant navigation,” is how Holzman described the FAA’s approach, “A rule is being written that says you can’t use airspace had to be submitted by fax,” said DECEA systems analyst João Ximenes, describing the challenges faced in producing the new SAPAS system for submitting and processing requests to use airspace.
Novo Airbus H145 Inicia Campanha de Voos de Grande Altitude no Chile

por Mark Huber

Um protótipo do novo H145D3 da Airbus Helicopters chegou ao Chile para começar sua campanha de voos de grande altitude nos Andes, após campanha preliminar de grande altitude nos pireneus franceses em meados de 2018. A Airbus anunciou o H145DR no começo do ano na Heli-Expo, em Atlanta. Programado para adquirir certificação da EASA no começo de 2020, o modelo conta com diversos aperfeiçoamentos: um novo rotor dobrável de cinco pás; dois motores Safran Arriel 2E com Fadec; uma suite de piloto automático digital Helionix de quatro eixos; e um sistema de comunicação aéreo (WACS) sem fio integrado. Juntos, esses aperfeiçoamentos darão ao H145 uma acréscimo de 150kg de carga útil e ampliarão o peso máximo de descolagem para 3,800kg.

O novo sistema de rotores fornece uma carga útil equivalente ao peso vazio do H145, reduz os requisitos de manutenção, aumenta a segurança e diminui o diâmetro total do disco de rotor, permitindo à aeronave operar em áreas menores. O novo sistema de pás principais dobráveis do D3 demoraria somente 10 minutos para guardar/estender. Todas as pás dobram para trás dentro do alcance do estabilizador horizontal, removendo somente um pino de cada pá. O sistema de comunicações sem fio WACS permitirá a transmissão de dados em tempo real de dentro do helicóptero, facilitando o monitoramento do uso e da saúde de sistemas.

A empresa planeja fazer a transição do atual H145 e D2 para o D3 ao longo de 2020 e encerrar a produção do D2 até o final do ano que vem. As modificações do D3 estarão disponíveis aos proprietários de modelos D2, como um upgrade de fábrica. O upgrade, que exigirá cerca de 220 horas de trabalho para completar, não estará disponível para os modelos BK117 e EC145.

High-altitude tests of Airbus H145 begin in Chile

A prototype of the new Airbus Helicopters H145D3 arrived in Chile to begin high-altitude testing in the Andes Mountains following preliminary high-altitude testing in the French Pyrenees last summer. Some operators will be afforded the opportunity to fly the helicopter during the Chilean campaign. Airbus revealed the H145D3 earlier this year at Heli-Expo in Atlanta. Scheduled for EASA certification in early 2020, the improved model features a new five-blade foldable and bearingless main rotor system; two Safran Arriel 2E engines with Fadec; four-axis autopilot with the Helionix digital avionics suite; and an integrated Astronautics wire-less airborne communication system (WACS). The improvements will give the H145 an increased useful load of 330 pounds and boost maximum takeoff weight to 8,377 pounds.

The new rotor system provides a useful load equivalent to the H45’s empty weight, reduces maintenance requirements, improves reliability, and shrinks overall rotor disk diameter, enabling the aircraft to operate in more confined areas. The new foldable main blade system on the D3 takes only 10 minutes to stow/deploy. All blades fold backward within the span of the horizontal stabilizer by simply removing one bolt from each blade. The WACS wireless communications system will enable real-time data transmission from the helicopter, facilitating live health and usage monitoring.

The company plans to transition from the current H145 model, the D2, to the D3 throughout 2020 and end D2 production by the end of next year. D3 modifications will be available to D2 owners as a factory upgrade. That upgrade, which would take approximately 220 manhours to complete, will not be available for BK17 or EC145 models.

Brazilian anti-drone conference

But drones can be modified or home-assembled to ignore countermanding orders. While jamming Wi-Fi, RF, or GPS signals would confuse most drones, those relying on internal navigation using photo-reconnaissance or other techniques would be unaffected by jamming. Major Rafael Paes of the Air Force’s Institute for Advanced Studies described how “massive data processing” can determine position far more precisely than GPS when using reference images from previously known positions.

Anti-drone, for a reason requires different protection than an airport, but the right solution is specific to the site, and “not something that comes out of a box.” A downtown airport and one beyond the suburbs have different needs in sensors. Bruce De Bies of Hensoldt (formerly Airbus Security), said, “Sensor mix is critical. The purpose is to give advance warning of a threat to the asset you’re protecting.” Radar can detect a target far away, while sound can detect one close in. “The key question is, “What are you trying to protect, and where are you trying to protect it?” A refinery or a prison requires different defenses different of the one a airport, but a solution correcta is specific to the localization, and “não é uma receita de bolo pronta.” Um aéroporto ou um centro e uma periferia têm necessidades diferentes e precisam de sensores diferentes.

De Bies disse em relação às medidas de defesa “estamos entendendo um passo de cada vez,” mostrando sistemas portáteis e montados em carros que podem responder às ameaças e sistemas fixos para defender localizações inteiros. “A chave é a dimensionais de poder alterar entre soluções, e soluções precisam ser projetadas para o futuro” para atender às ameaças em constante modificação.

Brazilian anti-drone conference

But drones can be modified or home-assembled to ignore countermanding orders. While jamming Wi-Fi, RF, or GPS signals would confuse most drones, those relying on internal navigation using photo-reconnaissance or other techniques would be unaffected by jamming. Major Rafael Paes of the Air Force’s Institute for Advanced Studies described how “massive

data processing” can determine position far more precisely than GPS when using reference images from previously known positions.

A prototype of the new Airbus Helicopters H145D3 arrived in Chile to begin high-altitude testing in the Andes Mountains following preliminary high-altitude testing in the French Pyrenees last summer. Some operators will be afforded the opportunity to fly the helicopter during the Chilean campaign. Airbus revealed the H145D3 earlier this year at Heli-Expo in Atlanta. Scheduled for EASA certification in early 2020, the improved model features a new five-blade foldable and bearingless main rotor system; two Safran Arriel 2E engines with Fadec; four-axis autopilot with the Helionix digital avionics suite; and an integrated Astronautics wireless airborne communication system (WACS). The improvements will give the H145 an increased useful load of 330 pounds and boost maximum takeoff weight to 8,377 pounds.

The new rotor system provides a useful load equivalent to the H45’s empty weight, reduces maintenance requirements, improves reliability, and shrinks overall rotor disk diameter, enabling the aircraft to operate in more confined areas. The new foldable main blade system on the D3 takes only 10 minutes to stow/deploy. All blades fold backward within the span of the horizontal stabilizer by simply removing one bolt from each blade. The WACS wireless communications system will enable real-time data transmission from the helicopter, facilitating live health and usage monitoring.

The company plans to transition from the current H145 model, the D2, to the D3 throughout 2020 and end D2 production by the end of next year. D3 modifications will be available to D2 owners as a factory upgrade. That upgrade, which would take approximately 220 manhours to complete, will not be available for BK17 or EC145 models.

Brazilian anti-drone conference

But drones can be modified or home-assembled to ignore countermanding orders. While jamming Wi-Fi, RF, or GPS signals would confuse most drones, those relying on internal navigation using photo-reconnaissance or other techniques would be unaffected by jamming. Major Rafael Paes of the Air Force’s Institute for Advanced Studies described how “massive

data processing” can determine position far more precisely than GPS when using reference images from previously known positions.

A prototype of the new Airbus Helicopters H145D3 arrived in Chile to begin high-altitude testing in the Andes Mountains following preliminary high-altitude testing in the French Pyrenees last summer. Some operators will be afforded the opportunity to fly the helicopter during the Chilean campaign. Airbus revealed the H145D3 earlier this year at Heli-Expo in Atlanta. Scheduled for EASA certification in early 2020, the improved model features a new five-blade foldable and bearingless main rotor system; two Safran Arriel 2E engines with Fadec; four-axis autopilot with the Helionix digital avionics suite; and an integrated Astronautics wireless airborne communication system (WACS). The improvements will give the H145 an increased useful load of 330 pounds and boost maximum takeoff weight to 8,377 pounds.

The new rotor system provides a useful load equivalent to the H45’s empty weight, reduces maintenance requirements, improves reliability, and shrinks overall rotor disk diameter, enabling the aircraft to operate in more confined areas. The new foldable main blade system on the D3 takes only 10 minutes to stow/deploy. All blades fold backward within the span of the horizontal stabilizer by simply removing one bolt from each blade. The WACS wireless communications system will enable real-time data transmission from the helicopter, facilitating live health and usage monitoring.

The company plans to transition from the current H145 model, the D2, to the D3 throughout 2020 and end D2 production by the end of next year. D3 modifications will be available to D2 owners as a factory upgrade. That upgrade, which would take approximately 220 manhours to complete, will not be available for BK17 or EC145 models.
Embraer entrega menos jatos regionais no primeiro semestre

por Kerry Lynch

As entregas da Embraer estagnaram em 73 durante os primeiros seis meses do ano enquanto o crescimento de entregas de jatos executivos compensou a queda de entregas de jatos regionais, anunciou a fabricante em julho. As entregas de jatos regionais contaram com cinco unidades a menos na primeira metade, a maior queda em E190 (cinco nos primeiros seis meses de 2018, comparado com um até agora esse ano). Além disso, a Embraer entregou um E190-E2 a menos na segunda metade, totalizando dois no primeiro semestre, e nenhum E170 (houve um na primeira metade de 2018).

No segundo trimestre, houve duas entregas a menos que se compararam ao ano anterior, totalizando 26. No entanto, jatos regionais aceleraram no segundo trimestre comparado ao trimestre anterior, com 11 a mais do que no primeiro trimestre.

O segmento de jatinhos executivos também acelerou no trimestre, alcançando 25 no segundo trimestre. Foi um aumento das 14 entregas no primeiro trimestre e um aumento de cinco aeronaves em relação ao segundo trimestre de 2018. As 36 entregas de jatinhos no primeiro semestre também indicaram um aumento em cinco aeronaves se comparado ao mesmo período no ano anterior.

Tanto as entregas de jatinhos leves quanto grandes aumentaram no primeiro semestre. Os jatinhos leves aumentaram em quatro unidades, para 27 (21 Phenom 300 e seis Phenom 100). Enquanto isso, entregas de jatos grandes alcançaram nove entregas no primeiro semestre (um Praetor 600, cinco Legacy 500s, dois Legacy 650s e um Legacy 450), uma aeronave a mais em relação ao ano anterior. A Embraer, que conseguiu homologação e começou as entregas de seu novo super-midsize Praetor 600 no segundo trimestre, agradeceu à nova família Praetor por ter aumentado sua lista de entregas de US$ 16 bilhões no primeiro trimestre para US$ 16,9 bilhões ao final de junho.


Embraer sees commercial shipments dip, bizav handovers increase in first half

by Kerry Lynch

Embraer’s deliveries were flat at 73 through the first six months of the year as growth in executive jet shipments offset a dip in commercial deliveries, the Brazilian airframer announced in July. Commercial deliveries slid by five units in the first half, led by fewer E190 shipments (five in the first six months of 2018, compared with one so far this year). In addition, Embraer has delivered one fewer E190-E2 in the second half, for a total of two in the first six months, and no E170s (there was one in the first half of 2018).

In the second quarter, shipments were down year-over-year by two units, to 26. However, commercial shipments accelerated quarter-over-quarter in the second quarter, up from 11 in the first quarter.

The executive jets group also experienced a quarterly acceleration, reaching 25 in the second quarter. This was up by 14 deliveries in the first quarter and five more aircraft from second-quarter 2018. The 36 business deliveries in first six months also marked a five-aircraft improvement over the same period a year ago.

Both light and large business jet shipments increased in the first six months. Light jets were up four units, to 27 (21 Phenom 300s and six Phenom 100s). Meanwhile, large jet shipments reached nine aircraft in the first six months (one Praetor 600, five Legacy 500s, two Legacy 650s, and one Legacy 450), up one aircraft year-over-year.

Embraer, which gained certification and began deliveries of its new super-midsize Praetor 600 in the second quarter, credited the new Praetor family for helping to increase its backlog from US$ 16 billion at the end of the first quarter to US$ 16,9 billion at the end of June.

Also driving demand is Embraer’s new E195-E2. Embraer obtained Brazilian ANAC, U.S. FAA, and EASA type certification for its E195-E2 model and also secured a firm order for 10 of the model in the second quarter. That contract includes purchase rights for another 20, with a total potential contract value of US$ 12 billion.
Brazil is key market for Banyan Air

by Curt Epstein

Banyan Air Service has long been a fixture at LABACE, and the Fort Lauderdale, Florida-based company, which occupies 100 acres at Fort Lauderdale Executive Airport (FXE), is exhibiting once again this year. While Banyan, which celebrates its 40th anniversary this month, is one of the state’s dominant service providers as well as one of the top FBOs in the U.S., much of its business stems from foreign customers.

“About 40 percent of all of our traffic comes out of Central and South America,” said Paul Rose, Banyan’s vice president of technical sales, adding that Brazil has always been a key market, to the point that the company has Portuguese speakers on staff. “Most of our Latin customers have both homes and business interests here in South Florida.”

Through its four decades of experience, those customers have come to depend on Banyan not only for their aircraft handling but also for their maintenance needs. “We’ve built some strong relationships with operators in that region,” noted Rose. “We have a very loyal customer base and we really consider them family.”

Like many other MRO providers, Banyan is currently engaged in many ADS-B avionics upgrades ahead of the FAA’s Jan. 1, 2020 equipage mandate. All U.S.-based aircraft, as well as those planning to operate in U.S. airspace, are required to comply. With the deadline looming, the flow of installations on both domestic and foreign-registered aircraft is keeping the company’s three-shift FAA Part 145 repair station busy, according to Rose. At the show, Bruno DeSouza, the company’s MRO parts supervisor and Alejandro Gomez, a technical sales and support representative for Latin America, will be discussing its ADS-B slot availability with those operators who have yet to schedule the work, as well as its service capabilities for the Falcon 2000, Learjet 45, Learjet 60, Citation 525, Hawker 800XP, and Pilatus PC-12.

Banyan is the exclusive HondaJet sales and service facility for the Southeastern U.S., and its MRO team recently completed its first Advanced Performance Modification Group (APMG) package installation on one of the light twinjets. It reduces takeoff field length by 443 feet, increases baggage capacity by 200 pounds, and boosts the mto to 10,700 pounds. The package includes a horizontal stabilizer extension, removal of the vortex generators on the tail and winglets, upgrades to the Garmin G3x00 avionics software to enhance situational awareness and safety.

P&WC and IAS plan Belo Horizonte center for PT6A and PW200 MRO services

by Chris Kjelgaard

Pratt & Whitney Canada is partnering with engine MRO provider Indústria de Aviação e Serviços (IAS) to open a new overhaul facility in Brazil for P&WC’s PT6A and PW200 turboprop and turboshort families.

The 1,800-sq-m (19,375-sq-ft) facility will comprise an extension to IAS’s existing overhaul facility for Rolls-Royce and Honeywell helicopter engines in the northern part of Belo Horizonte in the southeastern state of Minas Gerais. It will open before the end of 2019, according to Pascale Tremblay, P&WC’s v-p of operations for customer service, who said that the company will show a video at the LABACE show about the new MRO center.

The IAS facility is not located on an airport, but “is really well positioned strategically to serve the general aviation market, as well as helicopters,” said Tremblay. “And eventually we want to extend it to the regional market for Azul.” (Azul Linhas Aéreas Brasileiras operates a fleet of PW127M-powered ATR 72-600s, which eventually will total 43 aircraft.)

P&WC is opening the expanded facility following requests from customers to provide services “in line with their expectations for fast and comprehensive MRO,” she said. “It’s really important for us to find a home for [PT6A and PW200] overhaul and for component and accessories capability. We have more than 3,000 engines in-country and more than 1,300 aircraft in Brazil are powered by PT6As or PW200s.”

Tremblay said the new facility will both increase P&WC’s overall MRO capabilities in Brazil and provide surge capacity for performing hot-section inspections (HSIs) when demand at P&WC’s existing shop at Sorocaba in São Paulo state—which performs HSIs on all P&WC engine families operated in Brazil—is fully booked. P&WC opened its Sorocaba facility in 1999.

The company also envisions the new center eventually performing MRO on PT6C-67C engines powering Leonardo AW119 helicopters and overhauling PW127M engines for ATR 72-600s, according to Tremblay. She noted P&WC already provides MRO in Brazil for the PW127G engines powering the Brazilian Air Force’s Airbus C295 tactical airlifters.

For ANAC—and eventually FAA—regulatory certification, IAS will serve as a supplier and external agent to the Canadian manufacturer rather than as a P&WC licensee, according to Tremblay. However, P&WC will handle all interactions with the center’s PT6A and PW200 MRO customers.

IAS will provide equipment and technicians for the PT6A and PW200 lines and will perform all disassembly, inspection, cleaning, repair, overhaul, re-assembly, and shipping work, she said. P&WC will have a dedicated area within the facility in which its employees will handle MRO event management and customer support and will provide quality control of IAS’s work. “The quality system will be Pratt & Whitney Canada and the certificates of airworthiness will be granted with the Pratt & Whitney tag,” said Tremblay.
LABACE em transição

MROs. Mas quanto a uma mudança causada pelo aumento das ações fracionárias ou pelos fretamentos por assentos, ele disse: “Eu, pessoalmente, ainda não vejo isso acontecendo. Vemos anos difíceis para o país e para o setor”, concluiu ele, antes de ser chamado para se encontrar com mais um cliente.

A LABACE 2019 tem sido uma feira de sobrep�sicoes incomuns. O destaque está no esteande da Embraer, onde o primeiro produto comercial da empresa, um Bandeirante restaurado, fica lado a lado com o seu novo, o super médio Praetor 500, certificado no dia da abertura da feira.


Vários fornecedores, incluindo a TAM e a Kodiak do Brasil, que tem três de seus robustos turbocônicos monomotores Quest Kodiak chegando nos próximos meses, disseram que o setor de agronegócios do Brasil tem sustentado o mercado de aviação executiva durante a recessão, já que as commodities cotadas em dólares continuaram a ser vendidas.

Feira em mudança

A própria LABACE enfrenta um futuro incerto. A exposição estática sempre esteve no Aeroporto de Congonhas, um oasis de luxo temporário no valor de um bilhão de dólares do que há de mais novo e recente em aviação executiva, situado entre os hangares em ruínas da famída companhia aérea estatal VASP. Este ano, o espaço foi alugado de uma superloja de materiais de construção que arrendou a insubstitúvel área de pista de aterrizagem da administradora federal do aeroporto, a Infraero. Se a construção da loja avançar até dezembro, e provavelmente há, a LABACE deve se mudar para outro lugar. O plano A da Labace 2020 é o Campo de Marte, também localizado centralmente em São Paulo, mas que o governador quer fechar, ameaça feita por políticos desde 1998.

São Paulo’s weather, difficult to predict even hour to hour, contributed a literal chill to this year’s event, with a cold front moving in hours after the fair opened under excessive heat.

Bombardier was conspicuously absent from this year’s event, though MAGA’s Bombardier mobile business center service, a modified bus with a hoist capable of removing a turbine, added a touch of mad scientist to the fair, as did logistics firm AGS’s wrapped helicopter suspended from a crane truck.

The shape of the future is uncertain, but the consensus of the local industry is that its size will be, like Brazil, grande.

AeroAsset says heli market recovering

The helicopter market is improving overall and the Latin American/Caribbean market, which accounts for almost a quarter (23 percent) of world supply, is also looking up, led by Brazil, according to AeroAsset. The new aircraft broker and consultancy, started by three former AvPro employees, launched at Heli-Expo in Atlanta in March, where it issued its first quarterly report.

Although AeroAsset is a fledging broker and processes transactions for both fixed- and rotary-wing aircraft, it focused the report on helicopters—something of strong interest in Brazil and in São Paulo. Key findings of the company’s latest report, “Preowned Helicopter Market Trends,” include: in the year to date, twin-engine sales are up across weight classes except for medium twins, which account for 30 percent of preowned transaction volumes; 63 percent of sales YTD are VIP configurations; 2 percent of sales YTD are airframes older than 20 years; Airbus’s two-year lead time for a factory-new H4512 is driving preowned activity; H225 preowned activity continued to grow with two trades last quarter and several units deal-pending; there were no Sikorsky S-92 trades in the second quarter; and Bell 412 and 429 pricing is set to decline in the next quarters as preowned activity is lagging.

The report lists absorption rates for types (available aircraft divided by number of transactions) and trends in the rates, by type. For example, the Bell 412 is highest and H145 the lowest (considering all configurations, EMS/ VIP/OGP, etc.). It then shows trading value spreads in graphical format, and pie charts showing regional shares of buyers and sales and splits the market, by region, configuration, and weight class. For Latin America/Caribbean YTD 2019 preowned retail buyers account for 17 percent of the market with sales of $25 million of the total $188 million. Then for preowned helicopter supply, Latin America/Caribbean accounts for 23 percent worth $260 million.

Meeting with AIN at LABACE, AERO Asset research director Venetia Prendergast said the company’s quarters are free to all and suggested the in-depth analysis would be of interest to brokers, bankers, manufacturers, buyers and sellers. She stressed that a lot of in-house research went into finding out about particular aircraft. 13.
OPORTUNIDADE IMPERDÍVEL SOMENTE NA LABACE 2019

2019 PILATUS PC-12 NG

OPORTUNIDADE ÚNICA
NEGÓCIO FECHADO DURANTE A LABACE - GANHA SISTEMA DE COMUNICAÇÃO VIA SATÉLITE ASPIRE 200 DA HONEYWELL (Conectividade a bordo confiável e consistente).

EQUIPAMENTOS ADICIONAIS
- Certification Kit
- Executive 6+2 Configuration
- Cargo Kit
- Elite Word Avionics Package
- Pulsing Recognition Lights
- Air Conditioning System

Confira as condições especiais com Sabino Freire
sabino.freire@synerjet.com | 55 11 99747.8020

VISITE O ESTANDE DA PILATUS NA LABACE 2019
Comemorando 10 anos de suporte ao mercado brasileiro. Orgulhoso de ser o único fabricante estrangeiro de jatos executivos com um centro de serviços próprio no Brasil.

FAZER NEGÓCIOS É ESTAR EM UMA BATALHA. ESTEJA PREPARADO.

Na natureza, o falcão é um combatente feroz. Nos negócios, o Falcon 8X é igualmente poderoso e ágil. Cada centímetro reflete o seu DNA militar, com aerodinâmica simples e eficiente e avançados controles digitais de voo para levá-lo a lugares que outros não são capazes de chegar. Nada voa como um Falcão, porque nenhum outro jato é construído com um. Feroz. Veloz. Ágil. Falcon 8X.