A aviação executiva do Brasil olha o futuro com confiança

by Matt Thurber

Although the annual Brazilian LABACE show is relatively small, it is celebrating its 16th year (although it’s the 15th show as one was skipped), and a dedicated group of exhibitors and attendees once again filled the exhibit hall and static display ramp.

Aircraft manufacturers and local service providers remain optimistic about the business aviation market in Brazil, although most are awaiting the results of the presidential election in October in the hope that this will stabilize the economy and encourage increased spending.

Manufacturers brought their newest aircraft to LABACE 2018, including Gulfstream’s technologically advanced fly-by-wire G600, Textron Aviation’s Citation Longitude, the single-engine Cirrus Vision Jet, Honda Aircraft’s HondaJet Elite, the Embraer Phenom 300E, and Piper’s M600 single-engine turboprop.

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Flávio Pires, CEO da Associação Brasiileira de Aviação Executiva ABAG, recebeu este ano os novos expositores da LABACE e os mais de 2.000 participantes no primeiro dia. Uma grande preocupação neste ano para a aviação executiva brasileira tem sido a pirataria, onde entidades não aprovadas estão oferecendo vôos fretados, manutenção e peças, e a ABAG lidara a luta contra operadores do mercado paralelo, assim como outras associações e a autoridade em aviação civil—ANAC.

A Pratt & Whitney Canada, expositora na LABACE, que fabrica motores de turbina que impulsionam muitos aviões executivos e helicópteros no Brasil, está prevendo um crescimento de 44% na frota de aeronaves executivas de asa fixa na América Latina até 2027, superando mundialmente o crescimento projetado em mais de 13% para esse período. Em 2017, disse Satheeshkumar KumaraSingam, o serviço de atendimento ao cliente da P&W, os OEM de relatórios da GAMA entregaram 89 aeronaves executivas de asa fixa à América Latina em 2017, em comparação a 41 em 2017.

M.T.

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VIP AW169 lands at LABACE

by David Donald

Having launched the AW169 medium-twin helicopter in 2010, Leonardo (formerly AgustaWestland) has experienced healthy sales for the aircraft, including in Brazil, where it has sold approximately 20 of the model. The type is making its LABACE show debut this year, with the company’s AW169 VIP demonstrator visiting as part of an Americas sales tour.

As the first new design to be offered in its class for around three decades, the 4,648-tonne AW169 brings a wealth of modern features and a versatility that allows it to undertake a range of civilian and government tasks. These include VIP transport, offshore support, EMS (emergency medical services), and police duties. There is also an AW169M militarized version.

Aimed at the sector previously dominated by the Sikorsky S-76, the AW169 typically accommodates seven to 11 passengers or can be outfitted for special missions. In the air ambulance role it can accommodate two stretchers with up to five medical attendants. The VIP version on show has facing rows of four seats in the cabin.

Powering the AW169 is a pair of Faedec-equipped 1,000-shp Pratt & Whitney Canada PW210A turbines that drive a variable-speed main rotor, which improves efficiency and reduces the external noise footprint. The open-architecture avionics include three active-matrix liquid crystal touchscreen displays from Rockwell Collins, four-axis digital automatic flight control system, and dual flight management systems.

EASA certification was received in July 2015, followed by FAA approval in February 2017. The AW169 was originally to have been built at two sites, Vergeate in Italy and Philadelphia in Pennsylvania, but for now the U.S. factory is concentrating on the AW119Kx and AW139.

Leonardo brought the VIP-configured demonstrator of its AW169 to Brazil for LABACE.

Diamond sparkles at LABACE

Local Diamond Aircraft dealer and authorized service center Aeromot is displaying a smartly appointed example of the DA62 at LABACE. The seven-seat, twin-engine aircraft has proved successful in Brazil, where its economic performance and high level of equipment have found favor with customers since the type’s first appearance in Brazil in October 2016, and a LABACE debut at last year’s exhibition.

Powered by two Austro Engine AE330 turbocharged 2-liter engines that each develop 180 hp and run on either jet A-1 or diesel fuel, the DA62 can reach a range of 1,345 miles (no reserves) at an economical cruising speed of 151 knots, its engines consuming just 9.7 gallons of fuel per hour at 50 percent power rating. Alternatively, the DA62 has a range of 957 miles at an 80 percent power setting, at which it can achieve 174 knots while burning 15.6 gallons per hour. The engines have FADEC control and single-lever throttle/pitch operation.

The DA62 is outfitted with Garmin’s G1000NXi avionics suite, with two large multifunction displays. The aircraft has a three-axis GFC700 automated flight control system and yaw damper as standard, with a GTX 335R mode-S transponder with ADS-B Out functionality. Other optional systems include weather radar, synthetic vision, and FiKI (Flight Into Known Icing) equipment.

As well as providing cost-efficient, safe, and comfortable passenger transport, the DA62 can also be adapted to special missions, as can the smaller four-seat DA42-VI. With a 45 percent power setting, the DA62 can achieve a maximum endurance (no reserves) of 9.5 hours, making it an ideal platform for surveillance, monitoring, and survey duties.

Lider launches charter, aircraft sales application

by Richard Pedicini

Lider, Brazil’s oldest business aviation firm, with a national chain of FBOs and VIP facilities, is in some ways the industry’s most modern service provider, and while it reacts and adapts to changes in market demand, it is also ahead of some trends.

The company is the exclusive sales and support provider in Brazil for the HondaJet, which aircraft sales director Filipe Figueiredo described as having “great receptivity in the market.” Lider also unveiled its new mobile app—expected to be fully functional in September—which will be “a path from the market to Lider,” permitting charter and empty-legs booking at a discount. The app can also facilitate the purchase and sale of aircraft. Figueiredo admits the app won’t replace salesmen as “relationship is very important in aircraft sales,” and for charters “the phone will keep working.”

Lider follows the market much as everyone else, and with the current economic situation and reduced budgets, the company has innovated by offering one-stop-shop capability for maintenance and retrofits during a single visit. “Our business is tied to the economy,” Figueiredo said, but that commonplace observation prefaces a much wider view of the market. “As agriculture has grown, opening new frontiers, we’ve followed.” The frontiers he cites are geographic and exotic, such as the Upper Xingu region. Truly, Lider believes in following the market for people who need aircraft for regional transportation.

Cynthia Oliveira, Lider’s operations director, is responsible for the company’s FBOs. The flagship at Galeão International Airport in Rio was opened for the Olympics in 2016, and FBOs and VIP rooms around the country are being progressively renovated to the Signature standard, with the Congonhas VIP room next on the list. Renovated facilities will have doubled passenger and crew areas.

One difficulty that FBOs face is that Brazilian law doesn’t provide for fee-based differential treatment for private aircraft passengers. The Rio FBO was constructed with customs and immigration facilities that so far have not been used, although Lider “hopes to be the pioneer.” The company has gained permission for domestic passengers to depart directly from the FBO, which was not previously allowed. At Guarulhos airport, Lider provides special treatment for its passengers with a VIP room inside the terminal.

Privatization of airports in Brazil has led to concessionaires seeking increased fees from business aviation users. Oliveira is unconcerned, however, and said, “We’ve managed to negotiate” with some concessionaires.
Piper’s ‘M-Class’ flagship is making its regional debut
by David Donald

Making its first appearance in Brazil is Piper’s sleek M600 six-seat turboprop single. Local dealer J.P. Martins Aviação is hoping to conclude the first sale in the country during the show and reports significant interest in the aircraft.

Much of that interest is coming from the agricultural business, which needs fast, efficient, and reliable transport links between farms, cities, and regional airports. Piper has yet to certify the M600 for unimproved runway operations from grass and sand surfaces, but that approval is expected before the end of the year, which will make the job of selling the M600 into the “agro” sector that much easier.

The M600 is the flagship of Piper’s “M-Class,” the new branding for the PA-46 Malibu family. The current offerings are the M350 powered by a 350-hp Lycoming TIO-540-AE2A piston engine, M500 with a 500-shp Pratt & Whitney Canada PT6A-42A turboprop, and the M600 with a PT6A-42A rated at 600 shp.

With an all-new wing design and its extra power, the M600 can cruise at up to 274 knots, and its additional internal fuel compared with the M500 raises the M600’s range to 1,658 nm. The pressurized cabin provides for comfortable flight at a maximum approved altitude of 30,000 feet. The Garmin G3X00 avionics include a three-screen flight deck with touchscreen control, and the aircraft is fitted with a GWA 75 ten-inch weather radar as standard. A bi-folding airstair door leads to a four-seat club-style cabin.

J.P. Martins is optimistic about M600 sales in Brazil, as the preceding M500 turboprop single has been popular in the country since it received ANAC certification as the Malibu Meridian in 2010. The company has sold seven already this year. Sales of the M350 continue but have been dented by the high price of fuel for its piston engine. Initially priced at $2.853 million, the M600 represents an attractive proposition for existing PA-46 owners and operators and those looking to replace small twins or to move up-market from smaller singles. Piper has pitched the aircraft as a more expensive, yet higher-performing, alternative to the M600 but smaller than the Daher TBM series, for which J.P. Martins is also the Brazilian agent. The M600 received FAA approval in June 2016, with Brazil’s ANAC granting Brazilian type approval in January 2017.

Air BP launches carbon-emissions-offset program for Brazil’s business aviation

Air BP South America signed its first partner for a new bizav carbon-emissions offsetting initiative in June. That partner is Avanto, Brazil’s largest fractional-owner operator.

“The carbon emissions related to the use of the aviation fuel supplied by Air BP to our customers may be offset via a BP Target Neutral,” said Richard Paganini, AirBP general manager. BP Target Neutral, which is a founding member of the International Carbon Reduction and offsetting Alliance (ICROA), has been active for more than a decade—reducing BP customers’ CO2 emissions by more than 3.1 million tonnes during that time—and forms part of BP’s Advancing Low Carbon accreditation program.

Air BP’s new Brazilian bizav carbon-emissions offset initiative “complements our carbon-neutral, in-fleet fueling operations around the world, including a number of locations in Brazil such as São Paulo Guarulhos and Rio de Janeiro Galeão,” said Paganini.

Another initiative Air BP South America recently launched for its Brazilian bizav customers is an online platform. This consists of a central portal where customers can access many of Air BP’s services and can interact directly with its customer-service team, according to Paganini. The company also provides pilot lounges at many airports, in which pilots can spend time and rest between flights.

Air BP (Booth 2009) regards Brazil as a strategic market and is continuing to boost its presence in the country. “Air BP’s market share kept growing during the economic crisis in Brazil,” said Paganini, adding that in the first quarter of 2018 the company’s Brazilian market share had grown by about 35 percent compared with its pre-crisis share in 2014. “We have signed a number of new contracts recently, meaning that we expect Air BP Brazil to finish up the year with around a 20 percent market share.”

Having operated in Brazil since 2002, Air BP South America now has facilities at 26 sites throughout the nation, “most of them for business aviation,” according to Paganini. In addition to operating at major commercial airports in five of Brazil’s largest cities, the company has operations at many important Brazilian bizav airfields. Among them are São Paulo Guarulhos, Jacarepaguá, and Cabo Frio in Rio de Janeiro state; and Campo de Marto and the helicopter bases HBR and HLC in São Paulo.

Air BP also has facilities at Brazil’s main bases for offshore oil-and-gas helicopter operations, including Vitória in Espírito Santo state and Cabo Frio, Macaé, and Jacareacanga in Rio de Janeiro.

Air BP South America has been active in Chile (with partner Copep) since 2001, and Paganini said general- and commercial-aviation sales there continue to grow. The company entered the Peruvian market in December 2016 through a joint venture with local partner PBF and has more than doubled its market share there thanks to Air BP’s global network, he said.

Having secured a tender in October 2017 to install and manage a general aviation terminal (GAT) and FBO at São Paulo’s Guarulhos international airport (GRU/SBGR), partners Jetex Flight Support from Dubai and Brazil’s CFLY Aviation are advancing in their plans to create the terminal under the GATGRU project. While Jetex is focusing primarily on the flight-support functions of the new facility, CFLY is managing aircraft parking and storage elements.

Currently, there is a two-hour parking limit for private domestic flights at GRU, and three hours for international flights. Since its inception in October, the GATGRU complex is scheduled to begin operations as early as next January. Later next year a heliport facility with four spaces is to begin operations.

Beyond that, the GATGRU complex is scheduled to gain hangar and expanded apron with accommodation for 35 jets, and also a permanent 20,800-sq-ft terminal with a throughput capacity of up to 200 passengers per hour. Under current plans, this is scheduled to open in July 2020.

GATGRU represents another major step into Latin America for Jetex, which already operates FBOs at Toluca in Mexico and Santiago in Chile. A successful partnership with CFLY, and implementation of the terminal and Jetex-branded FBO at GRU, is expected to pave the way for further expansion in the region, including at other locations in Brazil.

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GATGRU partnership implementing grand plans

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Quest Kodiak is a good fit for Brazil’s landscape
by Matt Thurber

Brazil’s vast, rugged terrain, with major metropolitan areas separated by sparsely populated regions, is ideally suited for utility airplanes, especially the Quest Kodiak single-engine turboprop. Last year, Quest Aircraft (Static Display) appointed Kodiak do Brasil of Anápolis as its authorized sales representative in Brazil.

“The Kodiak is well-suited for the Brazilian marketplace, and our confidence in Jim Cable and the team at Kodiak do Brasil to represent and support our product could not be higher,” said John Hunt, vice president of sales for North, Central, and South America for Quest Aircraft. “Their aircraft sales and support history demonstrates an unparalleled understanding of Brazilian operators and their needs.”

“I firmly believe we’ll find it a very successful product across multiple active markets here,” said Cable, “including agricultural, charter, and corporate use applications.”

On May 30, Quest Aircraft unveiled the upgraded version of its Kodiak 100, the new Series II. The company expects the first deliveries of the Series II to Brazil to take place in 2019.

Features range from Series II paint schemes to Garmin G1000 NXi avionics, airframe improvements, and a free two-year subscription to the Garmin Pilot EFB. The Kodiak Series II costs US $2.15 million.

Com sua versão Series II aprimorada, o turbo-hélice monomotor do Quest Kodiak está bem preparado para Brasil.

With its upgraded Series II version, Quest’s Kodiak turboprop single is a natural for Brazil.

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Continua na página 8

Quest Kodiak, ideal para a paisagem brasileira
por Matt Thurber

O vasto e irregular solo brasileiro, com grandes áreas metropolitanas separadas por regiões pouco povoadas, é ideal para aeroneves utilitárias, principalmente o turbohélice monomotor Quest Kodiak.

No ano passado, a Quest Aircraft (Área Estática) escolheu o Kodiak do Brasil de Anápolis como sua representante de vendas autorizada no Brasil.

“A Kodiak está bem preparada para o mercado brasileiro, e nossa confiança no Jim Cable e na equipe de Kodiak do Brasil para representar e dar suporte ao nosso produto não poderia ser maior”, disse John Hunt, vice-presidente de vendas das Américas do Norte, Central e Sul para a Quest Aircraft. “Seu histórico de vendas e suporte de aeroneves demonstram uma compreensão inigualável sobre os operadores brasileiros e o que eles precisam.”

“Eu realmente acredito que ele será um produto de muito sucesso em vários mercados aqui,” disse Cable, “incluindo agricultura, voos fretados e usos executivos.”

No dia 30 de maio, a Quest Aircraft divulgou a versão aprimorada do seu Kodiak 100, o novo Series II. A empresa acredita que as primeiras entregas do Series II ao Brasil ocorrerão em 2019.

Os recursos variam de esquemas de pintura do Series II a avionícos Garmin G1000 NXi, melhorias na estrutura da aeroneve e dois anos de assinatura gratuita ao aplicativo Garmin Pilot EFR. O Kodiak Series II custa US $2.15 milhões.

Dez novos esquemas de pintura estão disponíveis, acrescentando um novo estilo Kodiak às várias partes do avião e acessórios, incluindo manches com o slogan “Construído à Mão em Sandpoint Idaho”.

Melhorias sutis, mas bem-vindas, à cabine incluem um mecanismo de soléola de porta de carga mais fácil de usar que também reduz o ruído da cabine. A selagem da base da asa foi melhorada para reduzir o ruído e eliminar fumaça na cabine. Os visores de sol dos pilotos foram aprimorados para um novo modelo Rosen.

O motor Pratt & Whitney Canada PT6A-34 do Kodiak agora tem um detector de chip na caixa de transmissão. As portas da tripulação agora podem ser seguradas com dois novos apoios de porta, um para manter abertura parcial e outro para manter a porta totalmente aberta. O apoio permite que a porta e a tampa do motor fiquem abertos ao mesmo tempo.

A entrada opcional de reabastecimento por pressão e o painel de controle, que adicionaram 75 kg ao peso vazio, estão localizados na base da asa esquerda e permitem abastecer e esvaziar o tanque com alta pressão.

Uma grande mudança que os pilotos do Kodiak perceberão imediatamente é que os instrumentos de backup analógicos foram substituídos por um compacto 13 ESI-500 quatro-em-um. Isso abriulberou espaço em ambos os lados dos monitores G1000 para dois novos porta-luvas.

O upgrade do Garmin G1000 NXi traz processadores dual-core—em vez dos processadores single-core originais do G1000—para os três visores grandes, agilizando a inicialização, o zoom e o panning. O visor de vôo principal (PFD) em frente de cada piloto coloca um mapa HSI que exibe o tráfego, o terreno, o clima, as indicações de navegação e os...
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**Quest Kodiak**

obstacles in a local convenient for the checagem de instrumento do piloto. The mapa HSI and a visão sintética são recursos padrões do Kodiak.

Um recurso útil do NXI é o decodificador de comunicação, que mostra o nome do estabelecimento sintonizado nos radares de comunicação e navegação abaixo do visor de frequência.

O SurfaceWatch (sistema de monitoramento de pista) da Garmin é opcional no Kodiak e é indicado no PFD à esquerda do indicador de velocidade no ar. O SurfaceWatch emite avisos de decolagem ou aterrisagem na pista errada ou em uma pista muito curta e fornece informações atualizadas sobre o ambiente do aeroporto durante o taxi.

O visor multifuncional (MFD) adiciona um display de situação vertical, que mostra graficamente a altitude do Kodiak em relação ao terreno para o voo planejado.

Os pilotos podem finalizar os cálculos de peso e balanceamento no MFD e visualizar os parâmetros de carga para garantir que todos estão dentro do limite de segurança de peso e balanceamento.

Aproximações visuais são novidade no G1000 NXI, e estão disponíveis na maioria dos aeroportos, permitindo que o sistema gere um caminho de 3 graus para os valores mínimos designados pelo piloto. A aproximação visual pode ser acoplada ao piloto autônomo.

Um Nexrad animado pode ser visualizado no G1000 NXI quando o receptor de datalink/SiriusXM GDL 69 opcional está instalado.

Com o G1000 Nxii, o dispositivo de ligação sem fio Flight Stream 510 da Garmin é padrão, permitindo atualizações de banco de dados diretamente do aplicativo Garmin Pilot. Utilizando o Bluetooth, os pilotos podem transferir automaticamente os planos de voo de um dispositivo móvel com o Garmin Pilot ou o ForeFlight diretamente para o G1000 NXI.

Outra nova opção do Series II é o radar meteorológico GWX-70 da Garmin, que oferece rastreamento de tempestades com quatro cores, varredura selecionável (até 90 graus), estabilização de inclinação e rolamento, varredura vertical com visualização lateral, o Weather Attenuated Color Highlight da Garmin, detecção de turbulência e supressão de interferências no solo.

O ADS-B Out/In GTX 345R ADS-B da Garmin está incluído na atualização Series II. Com ADS-B In, o aplicativo Garmin Pilot pode mostrar o clima, posição pelo GPS, e o tráfego.

A Quest adicionou um sistema de ângulo de ataque Arinc 429 da Safe Flight, que inclui um indicador montado no visor no campo de visão do piloto.

Dois fones de ouvido Bose A20 ANR estão inclusos no Series II e usam novos plugues Lemo além dos conectores de fone de ouvido padrão. Os plugues Lemo usam a força da aeronave e eliminam a necessidade de manter as baterias do fone de ouvido carregada.

Os gravadores de voz e dados L3 LDR1000 cockpit estão disponíveis em instalações simples ou duplas para os operadores que precisam deles.

O Kodiak pode transportar 10 pessoas e o alcance máximo é de 2.096 km a uma velocidade de cruzeiro de longo alcance de 250 km/h. Voando uma velocidade máxima de cruzeiro de 322 km/h, o alcance é de 1.861 km. A rolagem para decolagem no peso máximo é de 285 m e 233 m de rolagem no solo.

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**Quest Kodiak**

EFB app. The Kodiak Series II is priced at $2,15 million.

Eighteen new paint schemes are available, complementing new Kodiak branding on various parts of the airplane and accessories, including yoke plates featuring the “Built By Hand In Sandpoint Idaho” tagline.

Subtle but welcome improvements to the cabin include an easier-to-use cargo door-step mechanism that also lowers cabin noise. Wing root sealing is improved to cut noise and eliminate fumes in the cabin. Pilots’ sun visors are upgraded to an improved Rosen model.

Under the cowl, the Kodiak’s Pratt & Whitney Canada PT6A-34 engine now features an accessory gearbox chip detector.

Crow doors can now be held open with two new door stays, one for partial opening and one to hold the door fully open. The stay allows the door and the engine cowling to be open at the same time.

The optional single-point refueling port and control panel, which add 16 pounds to the empty weight, are located at the left wing root and allow high-pressure fueling and defueling.

A big change that Kodiak pilots will notice right away is the analog backup instruments have been replaced with a compact L3 ESI-500 four-in-one electronic standby instrument. This freed up space on either side of the G1000 displays for two new glove boxes.

The Garmin G1000 NXi upgrade brings dual-core processors—instead of the G1000’s original single-core processors—to the three large displays, speeding startup, zooming, and panning. The primary flight display (PFD) in front of each pilot adds an HSI map displaying traffic, terrain, weather, navaids, and obstacles in a convenient location for the pilot’s instrument scan. The HSI map and synthetic vision are standard features on the Kodiak.

A useful NXI feature is the communication decoder, which displays the name of the facility tuned into the comm and nav radios underneath the frequency display.

Garmin’s SurfaceWatch terminal safety system is optional on the Kodiak and is displayed on the PFD to the left of the airspeed indicator. SurfaceWatch issues warnings for takeoff or landing on the wrong runway or a too-short runway and provides updated information on the airport environment while taxiing.

The multifunction display (MFD) adds a vertical situation display, which graphically shows the Kodiak’s altitude in relation to terrain for the planned flight.

Pilots can complete weight-and-balance calculations on the MFD and view load parameters to ensure that all are safely within the weight-and-balance envelope. Visual approaches are new for G1000 NXi, and these are available at most airports, allowing the system to generate a 3-degree glidepath to pilot-designated minimums. The visual approach can be coupled to the autopilot.

Animated Nexrad can be displayed on the G1000 NXi when the optional GDL 69 dataLink/SiriusXM receiver is installed. With G1000 NXi, Garmin’s Flight Stream 350 wireless gateway is standard, allowing database updates directly from the Garmin Pilot app. Using Bluetooth, pilots can automatically transfer flight plans from a mobile device running Garmin Pilot or ForeFlight directly to the G1000 NXi.

Another new Series II option is Garmin’s GWX-70 weather radar, which offers four-color storm cell tracking, selectable scan (up to 90 degrees), full pitch and roll stabilization, side-view vertical scanning, Garmin’s Weather Attenuated Color Highlight, turbulence detection, and ground-clutter suppression.

Garmin’s GTX 345R ADS-B Out/In transponder is included in the Series II upgrade. With ADS-B In, the Garmin Pilot app can display weather, GPS position, traffic, and backup attitude.

Quest has added Safe Flight’s Arinc 429 angle-of-attack system, which includes an indicator mounted on the glareshield in the pilot’s field of view.

Two Bose A20 ANR headsets are included with the Series II, and they use new Lemo plugs alongside the standard headset jacks. Lemo uses aircraft power and eliminate the need to keep headset batteries charged.

L3 LDR1000 cockpit voice and data recorders are available in single or dual installations for operators that need them.

The Kodiak can carry 10 people, and maximum range is 1,132 nm (2,096 kilometers) at long-range cruise speed of 155 knots. Flying a maximum cruise speed of 174 knots, range is 1,005 nm. Takeoff ground roll at maximum weight is 934 feet (285 meters) and ground roll 765 feet.
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Como várias outras empresas brasileiras de aviação executiva, que esperam uma recuperação da economia brasileira atualmente morna, a corretora de seguros Goodwinds (Estande 3002) acha que a eleição do novo presidente do Brasil em outubro proporcionará um novo impeto econômico, o que impulsionará a indústria de aviação executiva no país nos próximos anos.

“Existe um grande potencial de crescimento na aviação executiva” no Brasil, disse Alexandre Marroquim, cofundador e diretor executivo da Goodwinds, em uma entrevista à AIN. “O problema é a nossa economia e a nossa política. Precisamos, como nação, melhorar e manter o crescimento.” Se, como é esperado, a eleição nessa primavera de um novo presidente, ele pensa. “No entanto, a partir do momento da criação da empresa, Marroquim e o cofundador Hugo Amaro, viram claramente o principal negócio da Goodwinds como corretora de seguros de aviação. “Estamos na aviação 24 horas por dia”, afirmou Marroquim. O foco dos dois homens foi natural, na medida em que eram — e continuam a ser — pilotos ativos de linha aérea, ambos servem como capitães de aeronaves widebody para uma grande transportadora sul-americana.


Sob esta abordagem, uma das áreas em que a Goodwinds se diversificou para além do seu foco central de aviação executiva e aviação regional é a de corretagem de seguros para empresas de apoio e infraestrutura da aviação. Entre seus clientes, a Goodwinds conta com várias empresas de MRO que adquiriram cobertura de propriedade e responsabilidade através da empresa. Também atende às exigências de seguro de um grupo de cinco aeroportos brasileiros de aviação executiva e de aviação geral, todos privatiizados e operados pelo mesmo operador aeroportuário.

Dentro da indústria de aviação brasileira, a Goodwinds se concentra em encontrar e atender os clientes abaixo do nível das maiores companhias aéreas. As exigências sólidas de seguro de casco e de responsabilidade dessas transportadoras são normalmente atendidas pelas principais corretoras internacionais com forte ligação com os principais mercados nacionais de seguro e resseguro do mundo: a Lloyd’s Exchange e outras seguradoras do Reino Unido, Estados Unidos, Alemanha, França, Suíça, Japão, Índia, África e várias outras regiões em todo o mundo.
The Fund an Angel Cocktail Reception, formerly the NBAA/CAN Soiree, will be an invaluable networking event at the NBAA Business Aviation Convention & Exhibition. The reception will feature cocktails, passed hors d’oeuvres, and live and silent auctions. Proceeds will benefit Corporate Angel Network, which organizes flights for cancer patients to treatment centers that help bring them closer to a cure.

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“Corporate Angel Network has helped to open up trials and treatments for Ava that we otherwise could not afford. We are so blessed to have them on her team. They help to make sure that she gets the medical care that she needs.”

-Ava’s Parents

Learn More: www.fundanangel.org
EU tightens aviation partnerships with Latin America

A number of Latin American states are collaborating with the European Union on a recently launched project to enhance aviation safety. Unveiled in July, the four-year project is designed to tighten European and Latin American ties in civil aviation, promoting political, economic, and environmental partnerships, according to the European Aviation Safety Agency (EASA).

The project will involve collaboration between EASA and other safety organizations, with a particular focus on Argentina, Brazil, Chile, Colombia, Mexico, and the regional safety oversight organizations in Latin America. “Latin America has a fast developing aviation sector and a long-standing relationship with Europe and EASA in this area,” said Luc Tytgat, strategy and safety management director of EASA. “With this project, we are taking this partnership to the next level.”

The European Union is funding the €7 million ($8.172 million) project. Activities will include environmental policy and technical cooperation based on EU standards, among other efforts, EASA said.

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Goodwinds sees blue skies for bizav

Within the Brazilian aviation industry, Goodwinds concentrates on finding and serving clients below the level of the largest airlines. Those carriers’ massive hull and liability insurance requirements are typically handled by major international brokerage firms with close ties to all of the world’s major national insurance and reinsurance markets: the Lloyd’s of London, Japan, India, Africa, and several other areas globally.

Goodwinds’ own biggest two market segments for brokerage business are Brazil’s air taxi operators and its second-level regional airlines. The company lists as clients regional carriers such as Passaredo and Manaus-based MAP Linhas Aéreas (both of which fly ATR turboprops) and cargo operator Total Linhas Aéreas—which, in addition to operating four Boeing 727-200 freighters, uses three ATR 42s for passenger charter services.

Brazilian air taxi and business aviation operators have become much more safety-conscious in the past decade, and they focus strongly on training and operational safety today, according to Marroquim. He said this movement is reflected in Brazilian aviation-insurance capacity, according to Marroquim. These are the Brazilian subsidiariedes of Mapfre Insurance; XC Linat; AXA; Chubb; Fairfax Financial; and Swiss Re, along with domestic Brazilian companies Excelsior and Potential. Goodwinds brokers for all of them. “We are close to everyone—our policy is to make business with everyone,” he said.

In addition to its basic aviation hull and liability insurance business, Goodwinds also offers clients more specialized aviation coverage, such as war and terrorism risk insurance. Additionally, a promising new aviation market is developing in Brazil, according to Marroquim: hull and liability insurance for drone operations.

Two years ago ANAC, Brazil’s civil aviation authority, made RETA coverage mandatory for all professional operators of drones and now “many companies are buying insurance for this.” Extra hull and liability coverage is available above the RETA insurance, and some operators, particularly those flying large drones costing as much as $100,000, are purchasing it.
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CAE destaca seu treinamento na região

por Rick Adams

“Sinto-me estimulado pelos sinais de melhora que continuamos vendo com o crescente uso de jatos executivos”, declarou Marc Parent em uma Q&A com analistas de investimentos em maio. O presidente e CEO da CAE sugeriu olhar além das estatísticas de melhora, que mostram aumentos globais ano a ano em mais de 6%. “O uso de aeronaves executivas por si só não explica tudo. Eu acho que você precisa olhar as outras métricas que nos dizem que ainda há muito potencial de crescimento para nos levar de volta a um local próximo de onde estávamos antes de 2008. Por exemplo, antes de 2008, os jatos executivos estavam operando mais de 500 horas por ano e agora estão operando cerca de 300 a 350 horas por ano. Então, se você conseguir dar um uso mais para aeronaves, isso terá um impacto bastante significativo, porque obviamente você precisará de mais pilotos.”

Oportunidade de Adicionar Simuladores

Questionado se um retorno aos níveis históricos exigiria o uso aprimorado dos simuladores que já estão na rede CAE ou mais simuladores, Parent disse: “Creio que ambos. Alguns modelos mais antigos podem não ser tão reservados, mas eles são bem lucrativos porque estão na baixa da curva de depreciação. Mas há definitivamente a oportunidade de acrescentar mais simuladores de jatos executivos. Com certeza. Continuaremos a adicionar alguns para atender à maior demanda que veremos para aeronaves executivas. Vamos ocupar os que já temos e provavelmente por tamanho, simplesmente porque existem muitas modelos de aeronaves; e novos modelos exigirão mais simuladores.”

Contudo, não espere que a CAE adicione novos simuladores aos centros de formação de jatos executivos na América Latina. A região está atrasada em relação ao restante do mundo com apenas 0,4% de aumento ano a ano na América Central (de acordo com as estatísticas da JSSI) e 6,4% na América do Sul, mas este percentual é sobre um base da menor média de horas de voo globalemente.

CAE opera programas de formação de pilotos inicial e recorrente para Embraer Phenom 100 e 300 em São Paulo na sua unidade CAE em Guarulhos. A maioria dos clientes de aeronaves executivas na América Latina continua a procurar os centros de formação da CAE em Dallas, Texas ou Morristown, Nova Jersey nos EUA, ou em Londres e Amsterdã na Europa. A fornecedora de formação com sede em Montreal, Canadá, também tem simuladores de jatos executivos em Dubai e Xangai.

Um dos clientes emblemáticos da CAE é a FlexJet/Flight Options, que no último ano renovou o seu contrato de formação para mais seis anos para várias plataformas para aeronaves, incluindo Embraer, Bombardier, Cessna, Gulfstream e NeXtant.

O Programa principal de formação de pilotos CAE é oferecido agora em todos os seus centros de formação de aviação executiva. Aprovado pela Wyvern, uma empresa de controle de risco e de auditoria de segurança aérea, o programa Master Pilot promete elevar o conhecimento, a consciência de segurança e as capacidades de resposta à situação dos pilotos. Nick Leontidis, presidente do grupo CAE, Civil Aviation Training Solutions (soluções de formação para aviação civil), disse: “treinamos 1200 pilotos [de linhas aéreas, aviação executiva e helicópteros] e tripulantes anualmente. Sabemos o que diferencia bons pilotos dos ótimos pilotos. Este programa, com o currículo de formação personalizado com o uso de simulações de voo de última geração, permitirá que os pilotos eleven o seu status e sua formação aos níveis mais altos para a segurança de voo.”

Em abril, a CAE lançou o dispositivo de treinamento de voo (flight training device, FTD) série 600XR na World Aviation Training Summit (WATS) [Cúpula Mundial de Formação para Aviação], O 600XR FTD fornece uma cabine de comando “típica” com um “cockpit completamente tático com o posicionamento exacto do painel” associado opcionalmente a um sistema visual colimado Tropos. Ele alavancar a fidelidade da simulação do próximo. "I’m encouraged by the signs of improvement we continue to see with increasing business jet utilization,” Marc Parent stated in a Q&A with investment analysts in May. The CAE President and CEO suggested looking beyond improving statistics, which show year-over-year global increases of more than 6 percent. “Utilization of business aircraft itself doesn’t give you the whole story. I think you’ve got to look at other metrics that tell us that there’s still a lot of growth potential to bring us back to anywhere near where we were prior to 2008. For example, prior to 2008, business jets were operating north of 500 hours a year, and now they’re operating about 300 to 350 hours a year. So if you get to any kind of higher utilization for aircraft, that will have a pretty significant impact, because obviously, you need more pilots.”

Opportunity to Add Sims

Asked if a return to historic levels will require either improved use of simulators already in the CAE network or more simulators, Parent said, “I think both. Some older models may not be as full, but they’re quite profitable because they are down the depreciation curve. But there is definitely opportunity to add more business jet sims. For sure. We will continue to add some to cater to the increased demand that we see out there in business aircraft. We’ll fill the ones we’ve got and probably add some, just because there are more airplanes out there; and new models and will require more sims.”

Don’t look for CAE to add new simulators to its business jet training centers in Latin America, though. The region is lagging the rest of the world with only a 0.4 percent year-over-year increase in Central America (according to JSSI statistics) and 6.4 percent in South America—but on a historic base of the lowest average flight hours globally.

CAE operates Embraer Phenom 100 and 300 initial and recurrent pilot training programs in São Paulo at its CAE Guarulhos airport facility. Most Latin American business aircraft customers continue to commute to CAE’s training centers in Dallas, Texas or Morristown, New Jersey in the U.S., or London and Amsterdam in Europe. The Montréal, Canada-headquartered training provider also features business jet simulators in Dubai and Shanghai.

One of CAE’s flagship customers is Flexjet/Flight Options, which last year renewed its training contract for another six years across multiple aircraft platforms, including Embraer, Bombardier, Cessna, Gulfstream, and NeXtant.

The CAE Master Pilot Training Program is now offered in all its business aviation training centers. Endorsed by Wyvern, an aviation risk management and safety auditing company, the Master Pilot program promises to raise pilot knowledge, safety awareness, and situational response capabilities. Nick Leontidis, CAE’s group president, Civil Aviation Training Solutions, said, “We train 120,000 [airline, business aviation, and helicopter] pilots and crew members every year. We know what distinguishes good pilots and great pilots. This program, with its tailored training curriculum using cutting-edge flight simulation, will allow pilots to elevate their status and training to the highest levels for in-flight safety.”

In April, CAE launched the 600XR Series flight training device (FTD) at the World Aviation Training Summit (WATS). The 600XR FTD provides a “representative” flight deck with a “fully tactile cockpit with exact panel positioning” plus an optional Tropos collimated visual system. It leverages the simulation fidelity of the CAE 7000XR Series full-flight simulator and meets or exceeds ICAO Type 4, FAA Part 60 Level 6 FTD, and EASA II FTD qualification requirements.

There’s nascent hope that the helicopter training market might pick up in the future as the price of oil continues to rise. Some civil helicopter operators are reporting a modest increase in flight hours. Bristow, for example, announced an increase in annual flight hours for the first time in three years. Most analysts caution there is still significant overcapacity in the market since the oil-and-gas
Camp introduces integration of systems

by Curt Epstein

Aircraft maintenance management provider Camp Systems has introduced new functionality aimed at enhancing the company’s non-scheduled maintenance capabilities. The Camp Engine Health Monitoring “EHM/MTX Integration” service provides on-condition for recommended. The provider of management MTX” of Camp forges an agreement with Leonardo Helicopters to designate CAE-Líder as the Recognized Flight Simulation Center (RFSC) for the delivery of OEM-quality AW139 courseware and flight simulator hours supporting training in South America.

CAE also operates a Bell 421 FFS at its training center in Toluca, Mexico. In the commercial airline space, Avianca and CAE begin pilot training operations this summer in Colombia in an equally owned joint venture, a 15-year agreement. Also this summer, Aeromexico Formacion, the aviation training center of Grupo Aeromexico, in partnership with CAE, is launching a new 18-month cadet pilot creation program; cadets will begin ground-school training at Aeromexico’s training center in Mexico City, followed by flight training at CAE in Phoenix, Arizona, before returning to Mexico to complete Embraer E170 type-rating training. CAE told AIN that 25 to 32 percent of the demand for new pilots is coming from Latin America.
MedAire fornece soluções para questões de redução de risco

por Alexa Rexroth

A MedAire continua a apresentar uma demanda crescente de serviços de segurança. A empresa relató que quase metade das suas transações comerciais e chamadas gerais de aviação são agora de casos relacionados à segurança. De acordo com a MedAire, como as taxas de risco mudam e as viagens de negócios continuam a levar passageiros para áreas consideradas agora de alto risco, os clientes estão procurando os serviços de redução de risco para manter a segurança dos passageiros, das aeronaves e dos colegas de trabalho. Os clientes estão usando cada vez mais os serviços de segurança da empresa, incluindo os briefings de segurança de viagem aérea, avaliações do espaço aéreo, decisões de aprovação ou reprovação e consultoria presencial via acesso ininterrupto da empresa.


Separadamente, a Aerosafety (Estande 3006), uma empresa parceira da MedAire, observou a importância da sua relação com EAM, que está lançando uma nova linha de escorregadeiras para A319, A320 e A321. A AeroSafety é uma das oito linhas de escorregadeiras mais importantes do mundo. A empresa notou que a demanda para escorregadeiras aumentou devido à necessidade de aumentar a segurança dos passageiros em caso de emergência.


Conhecida mundialmente pelo apoio médico remoto para operadoras de aviação executiva, a MedAire recentemente viu o surgimento da demanda para serviços de segurança. MedAire has recently seen a surge in demand for its security-related risk-mitigation services.

MedAire provides solutions for risk-mitigation issues

by Alexa Rexroth

MedAire is continuing to experience increased demand for security services, and the company reported almost half of its business and general aviation calls are now security-related cases. According to MedAire, as risk ratings change and business travel continues to take passengers to areas now considered to be high risk, clients are seeking risk-mitigation services to keep passengers, aircraft, and co-workers safe. Customers are increasingly utilizing the company’s security services, including air travel safety briefings, airspace assessments, go or no-go decisions, and one-on-one consulting via MedAire’s around-the-clock access to aviation security specialists. MedAire has a dedicated aviation security team along with access to 2,300 regional and local security experts on a global scale.

MedAire (Booth 2006) has strengthened its focus on emotional support options for crew members as they respond to critical incidents and stress inherently related to their job. The company said the industry is highlighting the need to provide emotional support options and increased awareness by managers to provide the appropriate support. MedAire has also dedicated attention to technology and product development, including the ability to provide teleconsulting methods of communication for virtual doctor visits to address routine care issues. The company is developing the teleconsultation technology where it is legally allowed and MedAire said associated benefits include the convenience of rapid response and money and time saved for operators. MedAire receives more than 600 calls daily for inflight, ground, security, and crew-health-related inquiries.

Separately, Aerosafety (Booth 3006), a company partnered with MedAire, noted the importance of its relationship with EAM, which is launching a new line of escape slides for the A319, A320, and A321. AeroSafety is one of the eight EAM worldwide repair stations and covers the Latin American market. According to Aerosafety, Airbus previously had one global supplier of escape slides, but now EAM has entered the market. EAM’s slides incorporate new technology and have been certified under new legislation as an Airbus supplier. Aerosafety said EAM has also signed an agreement with Lufthansa Technik as well as other refurbishment contracts with additional airlines around the world.
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287 VIP delegations from 91 countries and regions

54,151 trade attendees from 147 countries and regions

1,464 meetings conducted during the exhibition
Versátil 505 Impulsiona Legado do 206

por Alexa Rexroth

Em meados de janeiro, temperaturas de 7 graus negativos no Texas combinado com rajadas de vento fortes e ameaças de neve quase me colocaram no assento direito de um simulador de Bell 505 ao invés do helicóptero de verdade. Mas com a melhora do clima quando cheguei na fábrica da Bell em Fort Worth, Texas, foi anunciado, com grande alívio de minha parte, que o voo no 505 Jet Ranger X da Bell ocorreria como planejado.

Vanguardizado pela Bell como o monotorbina leve mais avançado do mercado, o 505 Jet Ranger X oferece recursos de primeira classe incluindo um Fadec dual channel e um flight deck Garmin G1000H totalmente integrado. Projetado para ressoar a carreira histórica do Jet Ranger da série B206 e ao mesmo tempo alavancar o 505 Jet Ranger X oferece recursos de stratificação da Bell.

O eixo de transmissão do rotor de cauda é montado na fuselagem de uma forma incorretamente os disjuntores e não usá-los para o propósito projetado. “Se os pilotos não conseguem solucionar e atenuar problemas por meio do sistema Garmin, eles provavelmente não precisarão fazer isso em voo,” explicou Otteson. Abaixo do painel dos disjuntores, vê-se a bateria inteligente de íon de lítio True Blue, muito mais leve e mais potente do que as baterias tradicionais de chumbo-ácido ou níquel-cádmio.

O bagageiro, também acessível pelo lado do piloto, pode acomodar várias bolsas de golfe, os assentos de passageiro da cabine principal ou até quatro malas de viagem padrão, e possui um volume útil de 18 p³/0,5 m³. O piso plano da cabine do 505 é adaptável para mudanças nas demandas de missão, com um volume total de cabine de 2,8 m³.

Os assentos da tripulação estão montados em trilhos ajustáveis e estão equipados com um cinto de ombro com alça dupla e um botinho. As portas da cabine do lado do copiloto providenciam um espaço amplamente acolhedor.

A Bell está trabalhando em opções de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um gancho de carga para o 505 e espera homologar um ganho
max range of 360 nm. The 505 is powered by the Safran Helicopter Engines Arrius 2R, with a dual-channel Fadec. “It is a much more powerful, responsive, and modern engine,” Otteson said. “It’s a lot more powerful than what you’re used to in a 206.”

**Avionics**

I asked Otteson about the learning curve associated with stepping from a 206 into the 505, and he explained that the most immediate challenge pilots face is adjusting to the G1000H avionics. “Once you get used to the Garmin screens and where your eyes need to go to find the information, it becomes very easy and intuitive,” he said. “Additionally, the initial flight training course at the [Bell] academy here is more than enough to get someone comfortable with the helicopter.”

With the briefing completed, we walked over to the ramp where N526FW, dressed in a red, black, and white paint scheme, was ready for preflight. I was curious about the lack of circuit breakers in the cockpit. Otteson directed me to the avionics hatch where the circuit breaker panel is located above the power unit. The decision to eliminate breakers in the cockpit stemmed from Bell’s intention to eliminate the tendency of pilots incorrectly resetting breakers and not using them for their intended purpose.

“If pilots can’t troubleshoot and mitigate the problem through the Garmin system, they probably don’t need to be doing it in flight,” explained Otteson.

Below the circuit breaker panel, I saw the True Blue Lithium-ion smart battery, much more powerful than lead-acid or nickel-cadmium batteries. “If pilots can’t troubleshoot and mitigate the problem through the Garmin system, they probably don’t need to be doing it in flight,” explained Otteson.

“Additionally, the initial flight training course at the [Bell] academy here is more than enough to get someone comfortable with the helicopter.”

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Below the circuit breaker panel, I saw the True Blue Lithium-ion smart battery, much lighter and more powerful than traditional lead-acid or nickel-cadmium batteries.

The baggage compartment, also accessible from the pilot side, can hold multiple golf bags, passenger seats from the main cabin, or up to four standard suitcases, and it boasts a usable volume of 18 cu ft. The flat floor of the 505’s cabin is adaptable for changing mission demands, and with an overall cabin volume of 99 cu ft.

The crew seats are mounted on in-line tracks and are equipped with a double strap shoulder harness and inertia reel. clamshell cabin doors on the copilot side are disconnected and stowed in the bag-

Once I was fully situated, the impressive windscreen and substantial cabin size made the 505 feel noticeably roomier than the 206. Even more apparent than the increase in headroom, and certainly different from the typical 206 instrument panel, was the clean presence of the G1000H avionics.

After switching the battery on, Otteson entered our combined weights through simple inputs into the flight deck’s MFD weight-and-balance display. The G1000H can be upgraded to include Garmin’s Helicopter Synthetic Vision Technology and has two SD card slots, for data updates and downloads. The aircraft systems are completely integrated with the G1000H system, and Otteson defined the safety importance of that relationship by explaining, “With the integrated Garmin, you are going to literally have hundreds of different advisories, cautions, and warnings that will populate on the screen, letting you know exactly what’s going on with the transmission [and helicopter].”

**Engine Start and Flight**

I examined the collective to find the throttle switches to transition between idle and FLX modes. “The dual-channel Fadec is all about safety, safety, safety,” said Otteson. “You can maneuver and transition between idle and FLX and demand a lot out of the engine without having to worry about drooping the rotor, because that Fadec is taking care of it for you.”

The Fadec also incorporates an auxiliary control unit, which acts as a back-up for the hydro-mechanical unit if it fails. Surge and flame-out protection and other safety features make operating the engine much simpler. Bell’s goal of reducing pilot workload through upgraded avionics and simplified engine management became readily apparent to me as we began the start-up process.

With the throttle switch set to IDLE, the start/run button was pushed and the Fadec took over while we monitored start limitations. For run-up, we switched to FLY mode, and with both N1 and N2 needles indicating 104 percent, we were ready to pick up into a hover. This was an exceptionally simple start-up process, and I understood how it could be immensely attractive to pilots who may be intimidated by transitioning by false switches to transition between idle and FLX modes. “The dual-channel Fadec is all about safety, safety, safety,” said Otteson. “You can maneuver and transition between idle and FLX and demand a lot out of the engine without having to worry about drooping the rotor, because that Fadec is taking care of it for you.”

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The pickup into a hover felt extremely light and gave me the first indication of the 505’s power. With a takeoff rating of 504 shp and maximum continuous rating of 457 shp, we pulled straight up into a hover. This was an exceptionally simple start-up process, and I understood how it could be immensely attractive to pilots who may be intimidated by transitioning by false switches to transition between idle and FLX modes. “The dual-channel Fadec is all about safety, safety, safety,” said Otteson. “You can maneuver and transition between idle and FLX and demand a lot out of the engine without having to worry about drooping the rotor, because that Fadec is taking care of it for you.”

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As we flew away from the ramp, Otteson encouraged me to experiment with banks and turns. I worked on maintaining coordinated flight and scanning the G1000H, when Otteson reminded me to keep the aircraft in trim. The primary flight display indicated our attitude, airspeed, altitude, and vertical speed, plus showed an HSI display, while Bell’s Power Situation Indicator depicted our power limits and indications. As we continued in flight, the intuitive layout of the G1000H became increasingly easier to scan and understand.

“You can maneuver and transition between idle and FLX and demand a lot out of the engine without having to worry about drooping the rotor, because that Fadec is taking care of it for you.”

**Preço:**

(Equipamento e acabamento típicos)

US $1 million

**Engine:**

Safran Helicopter Engines Arrius 2R, 505 shp TO

(475 max cont.)

**Aviónicos:**

Garmin G1000H

**Passageiros:**

(típico) 1 tripulação + 4 pass.

**Alcance:**

(4,000 ft, ISA, sem reserva) 600 km

**Velocidade de cruzeiro p/longa distância:**

210 km/h

**Combustível:**

321 L

**Altitude:**

5,672 m PA

**Altura para IGE:**

(peso bruto, ISA) 4,404 m

**Altura para OGE:**

(peso bruto, ISA) 3,188 m

**Peso bruto:**

interno 1,669 kg

Carga externa: 4,475 lbs

Carga externa máxima:

(limite do gancho) 2,030 kg

**Volume de cabine:**

total: 99 cu ft

**Capacidade de bagagem:**

0.5 m³

**Preço:**

(tipicamente completo e equipado)

US $1 milhão

**Engine:**

Safran Helicopter Engines Arrius 2R, 505 shp TO

(475 max cont.)

**Aviónicos:**

Garmin G1000H

**Passageiros:**

(típico) 1 crew + 4 pax

**Range:**

(4,000 ft, ISA, no reserve) 355 nm

**Long-range cruise speed:**

113 ktas

**Fuel capacity:**

84.85 gal

**Ceiling**

(4,000 ft, ISA, without reserve) 20,000 ft

**IGE hovering ceiling:**

(gross weight, ISA) 14,450 ft

**OGE hovering ceiling:**

(gross weight, ISA) 10,460 ft

**Gross weight:**

(interno) 3,680 lbs

**Maximum external load:**

(cargo hook limit) 1,500 lbs

**Cabin volume:**

total: 99 cu ft

rear: 1.72 m³

**Baggage capacity:**

total: 2.8 m³

Carga externa: 2,030 kg

Carga externa: 2,030 kg

Carga externa máxima:

(limite do gancho) 2,030 kg

Volume de cabine:

total: 2.8 m³

traseira: 1.72 m³

Capacidade de bagagem:

0.5 m³

continues on next page
505 impulsação legado do 206

incluir o Helicopter Synthetic Vision Technology da Garmin e têm duas entradas para cartão SD, para atualizações de dados e downloads. Os sistemas da aeronave estão completamente integrados com o sistema Gicooh, e Otteson definiu a importância dessa relação para a segurança, explicando: “Com a Garmin integrada, você terá literalmente centenas de diferentes avisos e precauções que preencherão a tela, te informando exatamente do que está acontecendo com a transmissão [e o helicóptero].”

Partido e Voo
Examinei o coletivo para encontrar o manete de potência para transitar entre os modos idle e fly. “O Fadec dual channel tem tudo a ver com segurança, segurança e segurança”, disse Otteson. “Você pode manobrar e fazer a transição entre os modos idle e fly e exigir muito do motor sem ter que se preocupar com a redução de velocidade do rotor, porque a Fadec vai cuidar disso para você.”

O Fadec também incorpora uma unidade de controle auxiliar, que atua como um back-up para a unidade hidromecânica se ela falhar. A proteção contra surge e flameout e outros recursos de segurança tornam o funcionamento do motor muito mais simples, e eu entendi como ele enterrou no mercado voando em helicópteros de segurança tornam o funcionamento do motor extremamente estável e constante, e eu pude entender completamente o apelo para os envolvidos em operações policiais.

Com o sistema hidráulico desligado, senti que o 505 foi muito mais fácil de voar do que o 206 nas mesmas condições. Com o sistema hidráulico de volta, seguímos para um campo de treinamento desig-nado. A área de visão oferecida pelo 505 apresenta uma visão diferente, mais ampla que a do 206, devido ao maior ângulo ampliado. Depois de fazer uma aproximação normal ao campo de treinamento, coloquei o 505 na grama. Inicialmente nervoso com o set-down e meu entendimento não afinado a respeito da altura do skid, fiquei surpresa quando a manobra realmente foi muito suave e sem hesitações.

Depois de um set-down, pousei o 505 e acho que eu poderia tentar pairar lateralmente e fazer curvas com os pedais. Em uma tentativa de acalmar minha animação e meu pavor de ter minhas habilidades de vôo julgadas pelo extremamente competente Otteson, entrei na manobra quando comecei a me familiarizar com o sistema de aviso de traço. Otteson explicou, “Você pode configurar o helicóptero se, Deus me livre, você entrar em condições inesperadas de IMC, [carregando] uma aproximação por instrumentos com a [função] de highway-in-the-sky.”

Picking back up into the hover, I asked Otteson if I could try sideward hovering and pedal turns. In an attempt to quell my excitement and fear of having my flying skills judged by the extremely proficient Otteson, I carefully began engaging in my requested maneuvers. I could tell that I was starting to have a death-grip on the controls and as soon as I reminded myself to relax, the sideward hovering and pedal turns felt much more manageable.

Moving into quick stops across the field, Otteson allowed me to execute the maneuver as I began to feel more comfortable with the 505’s handling. I then requested to follow along on a power recovery autorotation. With the throttle switch set to IDLE on both collectives, we entered the maneuver. It felt very similar to the high-inertia autos typical in the 206, and after recovering, we transitioned back into a climb to normal flight.

Back at straight-and-level flight, Otteson showed me Garmin’s high-in-the-sky function. Otteson explained, “You can set the helicopter up if, heaven forbid, you end up in inadvertent IMC, [by loading] an instrument approach with the highway-in-the-sky [function] from where you are to a runway threshold.” The Gicooh can also be upgraded with helicopter terrain avoidance warning system (H-TAWS) and traffic advisory system.

My set-down on the ramp was definitely not as smooth as my set down in the grass, as I began to “stir the pot” and question the height of the skids. Otteson, with the comfortably calm voice of an experienced instructor, guided me through the set-down, and I silently hoped that not a single soul at Bell had seen my performance. Putting my shame aside momentarily, we flipped the throttle switch to TAKEOFF and shut the 505 down.

In the debriefing room, I discussed the flight with Otteson before heading over for a tour of Bell’s Training Academy. Though both gift shops were closed for the day, I knew I was taking home the best souvenir; an extremely memorable logbook entry.

505 advances 206’s legacy
Otteson took the controls and demonstrated maneuvers he often shows to law enforcement pilots. He maintained a tight orbit over a fixed location on the ground and then gave the controls back to me to try an out-of-ground-effect hover. Holding the OGIE hover felt extremely stable and steady, and I could absolutely understand the appeal to those involved in parapublic operations.

With the hydraulics turned off, I felt that the 505 was much easier to fly than the 206 under the same conditions. With the hydraulics back on, we proceeded to a designated training field. The sight picture offered by the 505 presents a different, but more expansive view than the 206 because of the enlarged windscreen. After shooting a normal approach to the training field, I set the 505 down in the grass. Initially nervous about the set-down and my non-refined understanding of the skid height, I was surprised when the maneuver actually went very smoothly and without hesitation.

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My set-down on the ramp was definitively not as smooth as my set down in the grass, as I began to “stir the pot” and question the height of the skids. Otteson, with the comfortably calm voice of an experienced instructor, guided me through the set-down, and I silently hoped that not a single soul at Bell had seen my performance. Putting my shame aside momentarily, we flipped the throttle switch to TAKEOFF and shut the 505 down.

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continuar de página 18
Jet Record Setter

Dassault’s Falcon 8X wasted no time getting to LABACE (see box on Page 23 for details of its record-setting flight). The flagship of the Falcon product line is seeing increased popularity among Latin American operators for its combination of long range and runway performance.

continued from page 1

Brazil’s bizav

Embraer Executive Jets will continue as a standalone company, along with Embraer’s defense and security businesses, after Boeing’s planned purchase of an 80 percent stake in Embraer takes place. Embraer CEO Paulo Cesar de Souza e Silva is confident that Embraer Executive Jets will continue developing new and upgraded products and providing strong customer support after the Boeing deal is consummated.

Flavio Pires, CEO of Brazilian business aviation association ABAG, welcomed this year’s new LABACE exhibitors and the more than 2,000 attendees on the first day. A big concern this year for Brazilian business aviation has been piracy, where non-approved entities are offering charter flights, maintenance, and parts, and ABAG is leading the fight against gray market operators as are other associations and civil aviation authority ANAC.

LABACE exhibitor Pratt & Whitney Canada, which manufacturers turbine engines that power many business aircraft, is forecasting growth in the Latin America fixed-wing fleet of 44 percent by 2027, outpacing worldwide growth projected at more than 15 percent for that period. In 2017, said Sarheeshkumar Kumaramasingam, P&W’s v-p customer service, GAMA-reporting OEMs will deliver 80 fixed-wing business aircraft to Latin America in 2027, compared with 41 in 2017.

Not-so-fast Track

Catarina Executive Airport began as a fast-track project that was to be ready for the 2014 World Cup, and then the 2016 Olympics, including not only an 8,000-foot main runway, enabling the largest intercontinental private jets to arrive directly at the airport, but also an auxiliary runway, and an airport terminal and space for FBOs, MROs, and private hangars.

Catarina’s first LABACE included a vast chalet featuring an enormous scale luxury condominium development, not JHSF’s first.

Satcom Direct extends workshop program

Satcom Direct (SD, Booth 2005) is expanding its professional training offerings for the Brazilian market. The company, which specializes in business aviation connectivity, recently wrapped up an initial round of four-hour workshops that provided an overview of using the Aircraft Communications Addressing and Reporting System (ACARS) through the SD Flight Deck Freedom data-link communications service to increase situational awareness, security, and safety. The materials, delivered in Portuguese, were designed to help engage flight crews.

Based on the success of that round, SD is following up with courses that could cover electronic flight logs, flight-planning tools, and flight data analysis. SD is working with Brazilian aviation authorities to obtain formal recognition of the educational program. This recognition is anticipated by the end of the year.

“Understanding the full power of our flight deck offerings can really enhance the pilot experience, so we’ve designed our local courses to provide useful, practical, and relevant information,” said Evertton Libanio, managing director of SD Brazil, adding the courses are offered for free and are designed to elevate a pilot’s career profile and raise industry standards.

The Brazilian pilot courses expand on SD’s portfolio of connectivity courses and certification programs. Working with CompTIA, it offers an aeroIT certification program for professionals in IT, management, and aviation networking. The program involves a four-day course focused on satellite networks, network theory, troubleshooting aircraft networks, and network management. The program can count toward eight FAA Inspector Authorization credits.

Other programs include a two-day aerocNCT course designed to increase knowledge of onboard connectivity.

K.L.

News Clips

Brazilian business is bouncing back, says Dallas Airmotive

Dallas Airmotive’s engine MRO business in Brazil has bounced back in 2018 after a poor 2017 and slowly recovering 2016/17, the company reported at LABACE. Whereas airframe MRO work is often dictated by the calendar, engine-MRO work is directly governed by how many hours that aircraft are flying and is thus an excellent thermometer with which to monitor the health of the business aviation fleet.

Dallas Airmotive is authorized by OEMs such as General Electric, Honeywell, Pratt & Whitney Canada, and Rolls-Royce.

In Brazil, Dallas Airmotive opened an engine shop in Belo Horizonte in 2009 to perform line and medium MRO across a range of engine types. The facility is the only Honeywell-authorized service center in the country, and the TFE731 turbofan and the ubiquitous Pratt & Whitney Canada PT6A represent the most numerous engine types to be worked on. Honeywell’s HTF7000 range is the largest engine to be serviced in the Brazilian facility.

On-demand helicopter service lifts off

In its first year of operations in São Paulo since starting in April 2017, on-demand helicopter booking service Voom has experienced dramatic growth. The number of trips arranged through the booking engine has grown at a month-on-month rate of 200 percent, while the number of users has grown at 220 percent.

Voom is a wholly owned subsidiary of Airbus Helicopters and offers an Uber-style service for business and other travelers in the world’s most gridlocked cities, where time spent in traffic jams can cost the local economy billions annually. The booking platform takes a journey request and matches it to a helicopter seat within minutes. At the same time, the platform employs a pooling technology that provides seats for up to 80 percent less than the cost of traditional air-taxi services. This reduction in price has the effect of “democratizing” the urban air transport sector.

Embraer opens new Sorocaba interior shop

At Embraer’s Sorocaba facility near São Paulo, Brazil, the company has opened a new interior shop. Located at Bertram Luiz Leopoldo Airport in Sorocaba, the Embraer service center provides maintenance services for all of the Embraer Executive Jets products, from the Phenom 100EV to the Lineage 1000.

The interior shop provides custom interiors for new jets as well as refurbishment of older interiors. Products available include carpets; headliners; leather; new veneer and wood finishing; and flooring products such as stone, wood, vinyl, or leather. Customers can decide on interior materials by reviewing samples at the Sorocaba interior shop.

If you build airports, will the airplanes come?

by Richard Pedicini

While Brazil’s economy has become more stable over the last two decades, it still swings between boom and bust. The upcoming presidential election has injected additional uncertainty, with aviation vendors and service providers all singing the same tune: once exchange rates stabilize and any candidate wins, customers will start making buying decisions again.

But how do economic swings, and especially long downward ones like the recession from which the country is only now recovering, affect people who don’t just buy and sell but must make large long-term investments?

AIN spoke with the developer of Catarina Executive Airport, a project of public interest to develop luxury condominiums not far from São Paulo.

The Catarina Executive Airport is part of a larger project by JHSF on a large plot of land straddling the highway leading west from São Paulo to Sorocaba. On one side of the highway, JHSF completed and operates a fashion outlet mall, and half a dozen additional plots await office towers, hotels, or other uses. Across the highway is the airport and beyond it and so far just on paper, an eventual luxury condominium development, not JHSF’s first.

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Honeywell joins Pilatus on Synerjet’s bill of fare

by David Donald

In June, São Paulo-headquartered Synerjet signed a deal to become a premium dealer for Honeywell products. The company is perhaps best known as the sole sales representative for Pilatus products in Latin America (not including Mexico), and is presenting a PC-12 NGX here at the São Paulo show.

As a Honeywell dealer, Synerjet can market products throughout the world but is naturally focusing on its Latin American marketplace. It can also market any Honeywell product, but it sees avionics and connectivity as the key sectors, especially as operators prepare for new regulations. As well as the sales and marketing, Synerjet will manage installations and the acquisition of the STCs (supplemental type certificates) that go with them.

In its Pilatus business, Synerjet reports considerable interest in the PC-24. The twintip’s short-field and unrunway capability is of great interest to the agricultural business, not only in Brazil but also in neighboring countries such as Argentina and Chile.

However, Pilatus has temporarily closed the order book for the PC-24 as it concentrates on the first three years of production, which amounts to 84 aircraft. Three aircraft from that batch will arrive in South America next year, but the earliest availability for further sales from the region after the order book re-opens—with new pricing—is likely to be 2021. In the meantime, the PC-12 turbo-prop single continues to be a good seller throughout the continent, mostly to the agricultural and associated industries.

**Sheltair building FXE hangar complex**

Florida-based FBO operator and aviation real estate company Sheltair has begun construction on a new 180,000-sq-ft (16,722-sq-m) hangar complex at Fort Lauderdale Executive Airport (FXE) that will be operated by Banyan Air Service (Booth 204) on its 85-acre aviation campus. The $30 million development, which includes eight hangars capable of sheltering the latest large-cabin business jets and an additional 30,000 sq ft of office and shop space, will also be the location of Banyan’s new Northside FBO terminal.

“This is an exciting project for us as we are partnering with Banyan Air Service to create the type of facility that complements our respective firms; Sheltair building and managing a new state-of-the-art, multi-million dollar aviation facility, and Banyan’s top-of-the-line, red carpet FBO services and support to a discerning customer,” said Jerry Holland, founder, chair and CEO of Sheltair, which operates an FBO nearby at Fort Lauderdale–Hollywood International Airport. “It represents the mutual respect two aviation service providers, especially as operators prepare for new regulations—is likely to be 2021. In the meantime, the PC-12 turbo-prop single continues to be a good seller throughout the continent, mostly to the agricultural and associated industries.

**HeliBras turns 40**

This year Brazil’s only helicopter manufacturer, Helibras, celebrates its 40th anniversary. Originally owned by MGI Participações (Minas Gerais state government), Bueninvest, and Eurocopter, it became wholly owned by the last in 2006. When all Eurocopter divisions were rebranded as Airbus Helicopters in January 2014, Helibras retained its own name.

The company was established at São José dos Campos on Jan. 1, 1978, moving to its current location at Itajubá in 1980. It has made various Airbus Helicopters designs for the Brazilian market and export to neighboring nations. At LABACE the company is displaying the first EC145 to be delivered to a Brazilian customer.
Cirrus experience makes buying easy
by Richard Pedicini

While the aviation business in Brazil is concentrated in São Paulo, the business aviation user often is not. Brazilian representative Plane Aviation's solution is the “Cirrus Experience” roadshow, of which 80 have been held around Brazil with marketing partners, currently Banco Alfa, Timbro Trading, Vokan insurance brokerage, and Truckvan. A shipping container opens to an air-conditioned stand, with a fold-out porch in front and a glassed-in bay expanding behind. The stand is on display during LABACE at Stand 5124.

“This year has been very challenging,” said Plane Aviation president Sergio Benedetti, “given the country's financial and economic situation. Demand is low, and improvement is not expected until next year.

“The great uncertainty of the economy affects the value of the dollar, and that affects business. Only after the elections will things stabilize. The value of the dollar is one of the things that most affect the situation. Demand is low, and improvements are not expected until next year. “The great uncertainty of the economy affects the value of the dollar, and that affects business. Only after the elections will things stabilize. The value of the dollar is one of the things that most affect the situation. Demand is low, and improvements are not expected until next year.

“Plane does only aircraft sales,” he said. “Besides Cirrus, we also represent Maule Aviation, who are Brazilian. Plane Aviation has two centers in Brazil, and a training center, located like Plane in Jundiaí, named Air Training. The company offers a simulator that can be configured for Avidyne or Garmin avionics, and it includes an airframe parachute simulation.

Finance partner Banco Alfa’s VIP branch finances aircraft and yachts, VIP product manager Ana Carolina Monteiro Portela explained. Dealing with aircraft buyers, she sees “good indications that the market is recovering,” but, she added, “Uncertainties such as the election and so on make many clients hesitate. Many clients are holding off.”

Alfa is ready when the market improves and is working to increase market share. “We believe that next year, the market will heat up,” she said, adding, “Cirrus and the tradings [import firms with special tax advantages] are good partners. They serve the market Alfa serves. Partnering with Cirrus helps us expose ourselves more to the market.”

IBAC sets industry audit standards

IBAC (the International Business Aviation Council) is exhibiting at LABACE (Stand 5006) as part of its support for ABAG and the Brazilian business aviation community. Experts are on hand to explain the benefits of being a member of the organization, and to provide advice to existing members.

IBAC was formed in 1981 to represent the international interests of business aviation and in 1989 was formally recognized and given observer status by ICAO (the United Nations’ specialized International Civil Aviation Organization). IBAC operates from the same Montreal headquarters as ICAO.

Two major campaigns have seen the development of standards for operators and ground handlers in the sector. The IS-BAO (International Standard for Business Aviation Operators) standard was launched in 2002, with the IS-BAH standard for handlers initiated in July 2014. Both schemes were created “by the industry, for the industry” and set standards against which companies can be audited for compliance. The goal is to increase efficiency, customer reassurance, and, above all, safety. Among the aims of IBAC’s continual engagement with business aviation companies at events such as LABACE is the development of the two standards based on feedback from members.

A recent development for IBAC is that the council has just approved the CORSIA (carbon offsetting and reduction scheme for international aviation), with reporting in ICAO member states due to begin on Jan. 1, 2019. CORSIA seeks to reduce and regulate carbon emissions and to establish a transparent and fair environment for offsets and reductions.

Falcon 8X breaks speed record on flight to Brazil

During the flight from Teterboro, New Jersey, to São Paulo, Brazil, for the LABACE show, Dassault’s Falcon 8X, the largest jet in the French manufacturer’s current model line, set a new speed record.

The record flight was between Teterboro Airport (KTEB) and Foz do Iguaçu, Brazil (SBFI), and achieved an average speed of Mach 0.86 for a total time of 8 hours 46 minutes. Dave Belastock captained the flight along with first officer Ryan Duvenec.

The record has been submitted to the U.S. National Aeronautic Association and is pending formal approval.

Garmin adds South America nav database

Garmin (Booth 2008) is expanding its navigation database to South America and making it available in its Americas OnePak. This OnePak provides nav data coverage for North, Central, and South America. Database updates are available for all Garmin avionics and include a qualifying Garmin portable device for one aircraft.

Price of the South America coverage starts at $149 for a single update or $399 for an annual subscription, and the Americas OnePak is $724.

Buyers of a OnePak subscription who are also Garmin Pilot app subscribers receive an upgrade to the UFR Premium service, which includes South America coverage. The new South America coverage should be available in October.

Gulfstream promotes Pedro Ruiz to regional v-p slot

Gulfstream has promoted Pedro Ruiz to regional vice president of new aircraft sales for Brazil and southern South America. Ruiz has been with the company since 2007 and most recently served as regional sales manager for Florida and Latin America. He will be responsible for providing Gulfstream sales support to customers in Brazil, Argentina, Bolivia, Chile, Paraguay, Peru, and Uruguay. Ruiz is based in West Palm Beach, Florida, and reports to Fabio Rebello, regional senior vice president of sales for Florida and Latin America.

FlightSafety PT6A training aimed at agricultural operators

Brazil-based agricultural aircraft operators can learn more about how their Pratt & Whitney Canada PT6A engines operate, thanks to a new training course that FlightSafety International implemented last December.

The Pratt & Whitney Canada PT6A Series Pilot Familiarization Course is available in Botucatu, Brazil, as well as Bangalore, India; Brisbane, Australia; Dallas/Fort Worth, Texas; Haikou, China; Johannesburg, South Africa; Montreal, Canada; Paris Le Bourget, France; Singapore; Toronto, Canada; West Palm Beach, Florida; and Wichita, Kansas. The Botucatu center is operated by Aeroglobo, which is a FlightSafety-approved facility.

Topics covered in the class include normal and abnormal operation, and operational procedures plus recommendations to help operators achieve maximum performance and peak efficiency from their PT6As.
ULTRA-ALTO.
ULTRA-AMPLO.
EM CADA DETALHE,
UM FALCON.

Prepare-se para voar na cabine mais alta e ampla da aviação executiva. O Falcon 6X possui um alcance de 6.500 nm (10.186 km) e velocidade máxima de mach 0,90. E, como um verdadeiro Falcon, ele funciona com a máxima eficiência, mesmo em aeroportos desafiadores.

Falcon 6X. As 5.500 nm mais espaçosas e produtivas que você desfrutará.