FARNBOROUGH REPORT

Embraer:

major
successes
Despite the black economic
cloud still hanging heavily
over Brazil, Embraer enjoyed
a boom Farnborough, netting
a record order for 22 of its
Brasilia commuter airliners
from Atlantic Southeast Air-
lines, and launching devel-
opment of the Brazilian/
Argentinian EMB-123 to
replace the Bandeirante.
Embraer's chief executive
officer, Oilio da Silva, spelt
out to Flight his determin-
ation to capitalise on his
company's present boom and
engineer a major expansion.
Plans include a limited
flotation of the company next
year, to raise up to $100
million in equity over three
years to go towards the $292
million EMB-123 devel-
opment costs, including the
building of three prototypes,
certification, and production
tooling. Argentina is also
scheduled to pick up one third
of development cost.

Embraer plans also include
the development of a satellite
launcher vehicle, production
of the Garrett TPE331-
powered Tucano (with Shorts
of Northern Ireland supplying
the wings), the development
of a jet trainer, possibly with
Argentina, and, in the long
term, the building of a new
supersonic fighter in partner-
ship with France, Britain, or
Italy.

Da Silva's aim is to develop
Embraer into an aerospace
rather than an aircraft manu-
facturer, widening the com-
pany's product base and capi-
talising on the rapid success
which the company has
recorded since it broke into
the international air show
world a decade ago.
Embraer chose Farn-
borough to announce the $120
million ASA order for 22
Brasilias, having converted
options taken with its original
tenth aircraft order. Also writ-
ten in to the latest agreement
are options on a further 44
Brasilias worth up to $250
million, according to Da Silva.
Deliveries of the new aircraft
on order will be between
March next year and Decem-

ber 1988. Deliveries of further
Brasilias will run to the end of
1995.
ASA, a launch customer for
the Brasilia in 1984, already
has eight aircraft in service,
and calculates that it breaks
even with only 12 passengers
on the 30-seat commuter.

West German regional
carrier DLT also ordered a
ninth Brasilia at Farn-
borough, converting one of its
five remaining options. With
two Brasilias already in
service, DLT declares itself
"very happy" with the
aircraft.

Embraer plans to stretch
the Brasilia, but not over 42
seats, da Silva tells Flight.
Stretching of the Brasilia
fuselage by lm will make the
aircraft available to meet the
Brazilian requirement for a
new military patrol aircraft,
and Embraer is waiting for the
Defence Ministry to make its
requirements clear on this. A
stretched version of the new
EMB-123 is also possible in
the longer term.

Having delivered all of the
118 Pratt & Whitney PT-6-
powered Tucanos to the
Brazilian Air Force, Embraer
is now working on plans to
convert the remaining options
on a further 50 Tucanos into
orders for a Garrett-powered
aircraft based on the Shorts
version of the aircraft.
Embraer is negotiating the
supply of wings from Shorts,
and is already flying its own
Garrett-engined prototype.
Da Silva insists that com-
peting against the uprated
Shorts machine is possible.
"Based on the present agree-
ments, there is nothing to
prevent us doing this," he
says. Shorts reserves several
exclusive markets for Tucano,
but Embraer has, with some
years marketing lead, proved
a highly successful exporter of
the aircraft, recording nearly
500 orders, and could pose a
major threat to Shorts' export
hopes.
The Brazilian Air Force has
not yet test flown the Garrett
Tucano, and is yet to decide
finally if it wants the new
version. But da Silva is deter-
mined to see the high-powered
version sell.
"We cannot abandon our
rights to market the aircraft,"
he says. And, as a fillip to
Shorts, he says: "We guaran-
tee that, if we build the
aircraft, we will give them
participation."

Three two-seat AMX variants will be delivered in 1988, two to Italy an one to Brazil

AMX attacks

export
market
The Brazilian/Italian part-
nership which has flourished
under the jointly-developed
AMX combat aircraft pro-
gramme is launching a world-
wide marketing campaign.
TJie three manufacturers
involved in building AMX—
Aermacchi, Aeritalia, and
Embraer—have formed AMX
International, an organisation
which will promote the
aircraft commercially. AMX
International says that the
aircraft will be available for
export by 1990 and it will con-
centrate on its sales campaign
over the next 12 months.

"A lot of interest is already
being shown by Third World
countries. South America, of
course, is another very
important, developing market
which we hope to exploit
using our Brazilian con-
nection. We want to convince
South American countries of
the advantages of having a
common aircraft," says AMX
International. "But there has
also been interest from
Europe, which has surprised

AMX International says
that it has been approached
by one European nation that
currently operates sophisti-
cated expensive combat
aircraft which it felt it could
no longer afford. Argentina is
also believed to be interested
in AMX, although it would be
unable to buy it with the
Rolls-Royce Spey engine. The
aircraft might, however, be
fitted with another engine for
this purpose.
The AMX manufacturers
are also assessing radar
proposals for their anti-ship
variant. Two Italian com-
panies, SMA and Fiar, are
expected to bid. Fiar, which
has equipped the Panavia
Tornado and the existing
AMX with radar, is devel-
oping the P2801 multi-mode
radar specifically for the anti-
ship AMX. SMA, which is
just entering the combat
aircraft radar market, is in the
process of defining a design
for AMX which would use
existing, proven components
wherever possible. Fiar and
SMA are, in fact, working
together on another radar.
They have formed the
Elisadar consortium to
develop the APS-784 surveil-
lance radar for Italian Navy
EH.lOls.

Embraer chose rear-mounted turboprops driving pusher propellers to reduce cabin noise to, it estimates, under 80dB

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