



# Southern Success

**Argentinian,  
Brazilian and  
Chilean companies  
lead in putting  
South America's  
aerospace industry  
on the map**

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**T**HE SOUTH AMERICAN aerospace industry has won recognition in recent years as a major player on the international scene, thanks in part to the success of Brazilian manufacturer Embraer. Two other companies emerging from relative obscurity to make their mark are Empresa Nacional de Aeronautica de Chile (Enaer) and Lockheed Martin Aircraft Argentina (LMAAS).

Enaer was established 16 years ago by the Chilean air force to help beat international arms

sanctions. It has since evolved into a rounded international business, with interests not only in the military market, but extending to the design and development of general aviation products, aerostructures manufacturing, and maintenance and overhaul.

Brig Gen Alfredo Guzman, Enaer's new executive director, says: "Over the past two decades, Chile has emerged in a strong position and we're able to offer our knowhow to other South American countries that want to collaborate with us. We have major competitive advantages, low labour costs and high-quality work."

This stood Enaer in good stead during the