



## **Embraer Hosts Phenom Owners/Operators Conference** **By Bill Minkoff, JetQuik**

**Vail, CO, August 8**

**Embraer has just wrapped up the Phenom Owners/Operators Conference. The second annual Embraer sponsored event was well attended with many owners and twenty Phenom 100/300 aircraft in attendance.**

**Held at the Sonnenalp Resort in the fashionable resort of Vail, attendees were welcomed by Scott Kalister, Vice President, Customer Support and Services, USA, Canada, Mexico and the Caribbean – Executive Jets. Backed by an impressive staff turnout the meeting was an informative compellation of areas of interest to both owners and operators.**

**Edson Carlos Mallaco, Embraer’s worldwide VP of Customer Support and Services opened the meeting with updates on schedules and deliveries. Through the end of July, Embraer had delivered 76 Phenoms to the US, 49 to Latin and South America and 24 to Europe. The Phenom fleet has accumulated over 20,000 hours in service with the average aircraft logging 18 hours per month. Embraer has not delivered any Phenoms to Asia or China, but several are scheduled for delivery in the near term.**

**During the presentation, Edson showed a slide depicting the fleet and for the first time I saw an expansion slot marked, ‘ultra long-range aircraft’. It was positioned below ultra-large cabin Lineage 100 and just above the large cabin Legacy 650. While Mallaco would not confirm the rollout date for this elusive addition to the fleet, I believe that Embraer intends to have a prototype flying by 2015, the date by which he exclaimed, “Embraer will be a major player”.**

**Currently Embraer has a backlog of \$15.5 billion USD and with confirmed orders for 40 new large military transporters that backlog will likely increase. The Phenom product line currently has over 550 firm orders from 44 countries. Mallaco also pledged to grow inventory at Embraer owned and authorized service centers. Spares and inventory currently valued at \$39M will grow to \$115M by 2015.**

Reporting that eight Phenom 300 aircraft have been delivered, Mallaco stated a target of 35 deliveries for calendar year 2010. Enhancements for the 300 include cruise speed control, side facing divan and a newly designed in-flight entertainment package. Embraer is also continually enhancing the Phenom line adding synthetic vision, enhanced takeoff criteria, belted toilet and a fifth passenger seat to the 100. The scheduled retrofit to new seats is just about complete with Embraer certifying a new tourmaline interior to the product line.

Touching briefly on the newest additions to the Legacy line, Mallaco stated that the Legacy 450 and 500 are the only fly-by-wire aircraft priced under \$40MM. The Legacy 500 is scheduled for its first flight in the second half of 2011 with certification coming in 2012. So far Embraer has delivered 191 Legacy 600 aircraft in 29 countries. Six Legacy 650 deliveries are scheduled for this year. The 3900 NM aircraft will be outfitted with Rolls Royce AE 3007 A2 engines.

The ultra large cabin Lineage 1000 will be on display during the upcoming NBAA regional event at the Waukegan Airport just outside of Chicago on August 18. Embraer expects to manufacture a total of seven units of the 4,500 nautical mile airplane this year with five already delivered.

Luis Antonio Colarino, Manager of Phenom Customer Support Worldwide gave an in depth Phenom program update and welcomed questions from attendees on the Phenom retrofit campaign as well as parts availability. Also on hand to answer questions were representatives of Garmin, manufacturer of the Prodigy Flight Deck as well as Pratt & Whitney manufacturer of the engines used on the Phenom jets.

The meeting concluded with a memorable dinner at the SaddleRidge Restaurant at Beaver Creek. Embraer declares that it will be “a major player” in the business jet market by 2015. The just concluded event in Vail has convinced me that it will be much sooner.