

# Executive Jets Care

**EMBRAER**  
Executive Jets

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An Embraer Executive Jets Customer Support Publication

With 2007 quickly coming to an end, we would like to thank you for supporting our Executive Jets Care publication throughout this year. We are pleased

to present to you the achievements made this quarter, including the 6th Annual Embraer Executive Operators Conference (EEOC) in Scottsdale, Ariz., and the National Business Aviation

Association (NBAA) conference in Atlanta, where the concept studies of the Midsize Jet (MSJ) and Midlight Jet (MLJ) were presented. On November 16, the ultra-large Lineage 1000 arrived at PATS completion center in the U.S. to be outfitted with a customer-selected interior, designed by Priestman Goode in the UK. Embraer's Ft. Lauderdale facility continues to make progress in the building permit process for the construction of its new executive jets service center to be dedicated to full-service care for the Phenom 100, Phenom 300 and Legacy 600. In addition, we are excited to tell you about the Embraer and CAE program, which will provide a comprehensive pilot and ground crew training program to Phenom customers beginning in mid-2008.

This has been a terrific year for Embraer's Customer Support and we look forward to continuing to provide excellent service for our customers in 2008. We wish you and your family a happy holiday season and a prosperous New Year!

**Maurício Aveiro**  
Vice President,  
Customer Support - Executive Jets



*Mr. Frederico Fleury Curado and Mr. Luis Carlos Affonso during the midsize and midlight segments concepts presentation at NBAA*



## Embraer Presents a Concept For Two New Executive Jets at NBAA 2007

During the NBAA Annual Meeting & Convention 2007, held in Atlanta, Ga., Embraer presented two new revolutionary concepts for clean-sheet design executive jets to be positioned in the midsize and midlight market segments. If launched, the aircraft will fill the gap between the Company's Phenom 300 and Legacy 600 jets.

A full scale mock-up of the Midsize Jet (MSJ) was showcased to gather visitors' input. The opinions and suggestions will constitute important elements to support future decisions by Embraer for these products.

The feedback was very positive and visitors enjoyed the spacious and comfortable cabin.

Establishing a new paradigm for their respective segments, the interiors of both concepts, designed by BMW Group DesignworksUSA, would provide

unsurpassed comfort and style: a six-foot (1.82-meters) stand-up cabin, a flat floor, a fully-equipped galley and an externally serviced aft lavatory. These concept aircraft will have best-in-class cabin space, sound proofing characteristics and baggage compartment volume.

The Midsize Jet (MSJ) is being designed to have a range of 2,800 nautical miles (5,186 km) with eight passengers, at Mach 0.80 and NBAA IFR reserves. The Midlight Jet (MLJ) is being designed to have a range of 2,300 nautical miles (4,260 km) with four passengers, at Long-Range Cruise (LRC) and NBAA IFR reserves.

Alongside the Midsize Jet mock-up, a Lineage 1000 cross-section was available for the first time and received rave reviews. The attendees were welcomed inside to get to know the interior of Embraer's ultra-large executive jet, which recently had its first production aircraft flown to PATS completion center, in the U.S.. •

[See More](#)

Lineage 1000 Begins Interior Completion • New U.S. Executive Jets Service Center in Ft. Lauderdale • 6th Embraer Executive Operators Conference - EEOC 2007, USA • Embraer and CAE Develop Pilot and Maintenance Training Program for Phenom Aircraft • EFB - The Electronic Flight Bag • Enhanced Legacy 600 Interior • Learn More About Embraer Authorized Service Centers • Upcoming Events

# Lineage 1000 Begins Interior Completion

The ultra-large Lineage 1000 jet arrived on November 16 at PATS completion center, one of the companies of DeCrane Group, located in Georgetown, Del., in the United States. The aircraft is being outfitted with a customer-selected interior, designed by Priestman Goode, from the United Kingdom.

"The Lineage 1000 will offer a premium travel experience, with its spaciousness, comfort, luxury and high-end technology," said Luís Carlos Affonso, Embraer Executive Vice-President, Executive Jets. "The innovative interior design and the low operating cost of the aircraft have garnered a broad market acceptance

since its launch, in 2006."

The jet departed from Embraer's main facility, in São José dos Campos, Brazil, piloted by Captain Eduardo Galdo Camelier and Captain Eduardo Alves Menini.

The Lineage 1000 will receive ANAC and EASA certifications in Brazil, and the first Lineage 1000 delivery is scheduled for the second half of 2008.

On October 26, the Lineage 1000 performed its first flight at the Company's headquarters in São José dos Campos, Brazil, after concluding production tests. The maiden flight crew members were Captain Guilherme de Miranda Cará, Captain Leonardo Guerra Ribeiro and flight test engineer Fabrizio Sabioni Lourenço. "The flight was excellent. The state-of-the-art Honeywell Primus Epic avionics suite offers a low pilot workload and the fly-by-wire technology enables a smooth flight with docile flying qualities," reported Capt. Cará. ●



First Flight

# New U.S. Executive Jets Service Center in Ft. Lauderdale

Embraer continues to make progress in the building permit process and will begin construction shortly thereafter for the Company's new executive jets service center in the U.S.. The service center will be located at Ft. Lauderdale/Hollywood International Airport in Ft. Lauderdale, Fla., which is on the same property as the company's North American headquarters. The new facility, along with two other executive jets service center locations at Williams Gateway Airport in Mesa, Ariz., and at Bradley International Airport, in Windsor Locks, Conn., will be dedicated to full-service care for the Phenom 100, Phenom 300 and Legacy 600 executive jets.

"This facility is our last of three planned new factory-owned service centers in the U.S., and will also play a significant role in demonstrating the Company's long-term commitment to satisfying executive jets customers in the Southeast area of the U.S.," said Edson Carlos Mallaco, Embraer's Senior Vice President, Aviation Services.

The new 56,000 square foot facility will be capable of providing comprehensive aircraft care, including routine inspections, unscheduled maintenance, structural repairs, systems checks and troubleshooting, 24/7 assistance from Aircraft On Ground (AOG) rescue teams, compliance with ADs and Service Bulletins and a comprehensive materials logistics support program including inventories of expendable and repairable parts.



Illustrative drawing of Embraer's new service center facility at Ft. Lauderdale/Hollywood International Airport in Ft. Lauderdale

Also housed in the new Ft Lauderdale service center will be the headquarters for the North American sales and support divisions of Embraer Executive Jets. "We are looking forward to moving onto the second floor of this beautiful new building," said Ernie Edwards, Vice-President, Marketing and Sales - USA, Canada, Mexico and Caribbean, Executive Jets. "As the North American Executive Jet division continues to increase its contribution to the revenues of the Company from \$300 million in 2005 to more than \$750 million in 2007, we are certain that this new building will project the image of professionalism and quality that our product line is renowned for. Our proximity to our

customers as they visit our service center can only help to foster relationships and help in future sales."

In total, Embraer is investing over US\$ 100 million, through 2007 and 2008, to strengthen its Executive Jets Customer Support network. By mid-2008, the global network will consist of 45 facilities, seven of which will be wholly-owned four in the U.S. (Fort Lauderdale, Fla., Windsor Locks, Conn.; Mesa, Ariz. and Nashville, Tenn. - (dedicated to the Legacy 600 and Lineage 1000)); two in Europe (Alverca, Portugal and Le Bourget, France); and one in Brazil (Gavião Peixoto, São Paulo) – and 38 authorized service centers in all regions of the world. ●



Customers' participation at EEOC 2007



Customers tour of the Sonoran desert

## 6th Embraer Executive Operators Conference – EEOC 2007, USA

Embraer Legacy 600 and Legacy Shuttle customers, suppliers and service centers gathered at the Fairmont Scottsdale Princess Resort, October 20-22 for the 6th Annual North American Embraer Executive Operators Conference. Over 150 attendees, a record number, met for three days to network, meet with Embraer and suppliers, and learn about the most recent support information regarding their aircraft.

This is the first year that the EEOC has been held independently of the annual NBAA convention. "Moving away from the NBAA schedule has allowed our

customers, suppliers and Embraer team to really focus on Legacy support and operations issues. The feedback we received on this change has been excellent," said Scott Kalister, Vice President, Customer Support - USA, Canada, Mexico and Caribbean, Executive Jets.

Sessions included a meeting of the Legacy Service Centers, Legacy Maintenance Workshop, Flight Operations Briefing and the General Session, which included information regarding Embraer Executive Jets updates, service centers, logistics, Embraer Executive Care, Legacy product changes and technical information.

The annual Legacy Golf Tournament was held at the famous Boulder's Resort South Course. The non-golfers were treated to a Jeep tour through the Sonoran desert and learned about the history, flora and fauna of the area, topped off with a short talk by Flint, one of our guides and a full-blooded Comanche Indian.

"Our goal is to join Legacy owners, operators, service centers, suppliers and support staff in improving and enhancing the operation of the Legacy fleet," said Maurício Aveiro, Vice President, Customer Support - Executive Jets "The EEOC is a key part of that strategy." ●

### In Progress

## Embraer and CAE Develop Pilot and Maintenance Training Program for Phenom Aircraft

Embraer and CAE have formalized and signed a joint venture agreement to provide comprehensive pilot and ground crew training to customers of the Phenom 100 very light jet and Phenom 300 light jet aircraft. The new company has been named Embraer CAE Training



Simulator

Services, LLC (ECTS).

The program includes the provision of initial and recurrent training to pilots and maintenance technicians. The initial training program for the Embraer Phenom family is currently scheduled to begin at CAE SimuFlite in Dallas, Texas in mid 2008, and at CAE's U.K. training center in Burgess Hill in early 2009.

"CAE has been providing integrated training solutions for Embraer aircraft for close to 10 years," said Jeff Roberts, CAE's Group President, Innovation and Civil Training & Services. "We look forward to jointly providing these customized, high-quality training programs for customers of Embraer's innovative new very light and light jet aircraft."

CAE and Embraer are working together to provide a team of highly qualified instructors and to ensure

that the courseware meets the program needs. To support the Phenom program, CAE has agreed to manufacture two Phenom full-flight simulators for deployment at CAE SimuFlite in Dallas, Texas and CAE's U.K. training center in Burgess Hill. One of the simulators is already in production, with testing and integration to follow. In addition, CAE will also combine CAE Simfinity™ technology and devices into the Phenom training program. CAE Simfinity™ offers the same true-fidelity Level D simulation technology used in full-flight simulators end-to-end along the entire training continuum. "CAE's training expertise, combined with Embraer's product knowledge, will provide our Phenom customers the best training solution on the market," said Simon Newitt, Embraer's Director, Customer Training. "We believe that the Phenom training program will set the bar for training within the very light and light jet markets." ●

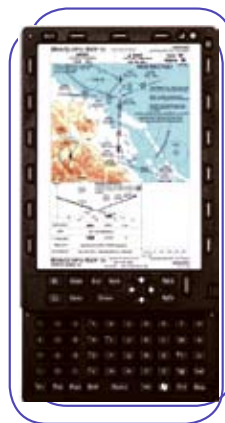
# EFB – The Electronic Flight Bag

Embraer has selected the CMA-1100 Electronic Flight Bag (EFB) Class II system from CMC Electronics as an optional item for the Legacy 600 jets.

The Electronic Flight Bag delivers to the flight crew a platform that enhances the performance of operational tasks, improving productivity, eliminating paper reference material, and improving accuracy on flight operations calculations depending on the customized hosted applications.

The main advantage of carrying such a device is that it allows operators to apply for operational approval for a "paperless cockpit" environment.

The second advantage of Class II EFBs is the capability of running advanced applications such as performance and weight and balance calculations, electronic logbooks, electronic checklists, charts handling (zoom, rotate, shift, centering, auto selection), moving MAPs, airport taxi awareness and real time weather, as well as transmitting and receiving data from a data link or WI-FI connection.



Flight Ops Support is updating

the EPOP (Embraer Portable Operational Package) notebook-based software with performance, weight and balance and electronic documentation (Publication Viewer) capability to fit the hardware class that is required for running on the EFBs.

The Model CMA-1100 is already available for production line airplanes. Field implementation through a dedicated Service Bulletin is already available, upon request, for ANAC operators. FAA and EASA operators are expected to have this SB available in the first quarter of 2008. •

The Legacy 600 is an impressive executive jet with the largest baggage capacity in its class. Known also for its reasonable cost without compromising comfort, the Legacy is very suitable for even the most demanding operations.

On September 19, the Brazilian company Vale (formerly known as Companhia Vale do Rio Doce), achieved 1,000 flights without cancellations with the Legacy 600, SN 625, confirming that the jet's reliability, combined with skilled pilots and maintenance crew, enables maximum aircraft availability. •

## Enhanced Legacy 600 Interior

Embraer showcased the Legacy 600 with its enhanced interior during the NBAA 2007, EEOC Paris, and EEOC Scottsdale conferences. The improvements, which strengthen the jet's competitiveness in the executive aviation market, offer even more space and comfort for passengers.

The cabin height now measures 6 feet (1.82 meters). The taller cabin, a slimmer valance and redesigned seats enhance comfort and space throughout three distinct zones, a unique feature in the super midsize category.

The stylish new Legacy 600 seats and divan are even more comfortable with a seamless berthing feature for sleep or relaxation. In addition, the jet has a new galley that is even more practical and functional, forward lavatory external service, base cockpit headsets, and an auxiliary audio input that will allow cabin sound integration. •

For further information about these improvements, please contact Legacy Customer Support at [legacy.technical.support@embraer.com.br](mailto:legacy.technical.support@embraer.com.br)

## Learn More About Embraer Authorized Service Centers

Embraer is pleased to announce that ExcelAire has been approved as an Embraer Authorized Service Center for the Legacy 600.

Executive Jets customers can address service needs and

issues by contacting Mr. Robert Cappellano, phone: +1 631 738 9880, e-mail: [robertc@excelaire.com](mailto:robertc@excelaire.com)

A complete list of Service Centers Network is available at [www.EmbraerExecutiveJets.com](http://www.EmbraerExecutiveJets.com) •

### Upcoming Events

- ✓ ABACE: Feb 6-7, Hong Kong, Asia
- ✓ Extravaganza Mumbai: Feb 22-23, Mumbai, India
- ✓ Singapore Airshow: Feb 19-24, Singapore, Asia

To learn more about Embraer Executive Jets participation in air shows and events, please visit: [www.EmbraerExecutiveJets.com](http://www.EmbraerExecutiveJets.com)

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