

Open for business since 1981

38 YEARS OF SUCCESS

**AIRCOBRAZ**

Latin America



We help- You fly

**Your Strategic Partner  
in  
Latin America**



## A brief history

AIRCOBRAZ, a company based in São Paulo, Brazil, was founded in 1981. Specialized in representing manufacturers and promoting the sales and marketing of equipment, materials and services for the air transport and aerospace market, our sales force is distributed in several locations in Latin America and in Miami.

Our highly skilled sales team is well experienced in marketing aviation products. With a combined experience in the aviation business of over 130 years, our staff maintains excellent relationships with all our customers.



# Our Values and Strengths

**Commitment to excellence in serving and supporting our customers.**

**Dynamism in providing solutions.**



# Locations



**São Paulo (Main Office, Headquarters):** coordinates and supports the sales efforts in Latin America and covers the Brazilian territory, including Airlines, MRO's and sales to aircraft manufacturers (OEMs) in Brazil such as EMBRAER.

**São José dos Campos (EMBRAER):** a resident dedicated account manager who worked for EMBRAER for 10 years.

**Santiago, Chile:** a sales manager covers customers in Chile, Argentina, Colombia and other countries in South America

**Miami (Aircobraz Miami Inc.):** covers customers in Central America & Mexico



# Sales Staff

## BRAZIL

**Akram F. Sader, Managing Director (São Paulo, Brazil)** Founded AIRCOBRAZ in 1981, Aeronautical Engineer, 36 years of experience in the sale of equipment and materials to the air transport and aircraft manufacturing industries in Latin America.

**Maurício Gravatim, General Manager Sales Latin America** (based in São Paulo, Brazil) Electronic and Production Engineer, 21 years of experience in International Supply Chain and Logistics with General Motors, EMBRAER (10 years) and GOL Linhas Aéreas (3 years).

**Mirella Sader Borges, Business Development Manager** (based in São Paulo, Brazil) International Relations and Market Communication Masters, 12 years at AIRCOBRAZ, in the aviation industry since 2005.

**Luciane Cristina Ferreira, Regional Sales & Contracts Administration Manager (EMBRAER)** (São José dos Campos, Brazil, covers EMBRAER, Bsc in Economics with an MBA in Logistics, worked for 10 years in the supply chain at EMBRAER.

## South America

**Angela Corrales, Regional Sales Manager** (based in Santiago, **Chile**, covers South America), Aero Structures Engineer, worked for 11 years at LATAM Airlines, Santiago, Chile. In the aviation industry since 1992.

## Mexico & Central America

**Maggie Socas, General Manager AIRCOBRAZ Miami Inc, Miami FL**, Regional Sales Manager (AIRCOBRAZ Miami Inc.) covers Central America and Mexico) 20 years at AIRCOBRAZ, in the aviation industry for over 30 years.

Three sales support staff are exclusively dedicated to supporting the sales team in all aspects related to after sales and accounts receivables from customers by following-up and providing the customer with information and documents related to their purchase orders; registering POs, Order Acknowledgements, Proformas and Invoices in our database in order to proactively support our customers and principals.

## **SALES SUPPORT**

- Quotations for spare parts
- Order acknowledgements
- Proforma invoices
- Packing lists
- Invoices
- Informing delivery dates
- Requesting expedite

## **ACCOUNTS RECEIVABLES**

Ensure that copies of invoices are delivered to the correct recipients within our customers' accounts payable departments in order to secure the availability of all documents and information necessary for processing payments of open invoices with minimal delays.





## Local Technical Support

### TECHNICAL SUPPORT FOR LINEFIT DELIVERIES AT EMBRAER

#### **Pilot and Co-Pilot Seats at EMBRAER. Over 4000 seats delivered.**

Nearly **900 aircraft ERJ 145** family of regional jets have been delivered to airlines since their introduction in 1996.

The E-Jet family includes the **E170, E175, E190 and E195**. Embraer has received more than 1,500 firm orders for this aircraft family. **More than 1,100 have been delivered.**

Service Bulletin Application

Maintenance

Fleet retrofit

Modifications

Research and identifying technical solutions with customer

Technical meetings

On-site repairs avoiding return of seat to manufacturer under warranty

**LAN AIRLINES BUSINESS CLASS SEATS FOR 30 AIRCRAFT B767 (15 Linefit + 15 Retrofit), 30 seats per aircraft. + 5 Aircraft A340 (Retrofit), 36 seats per aircraft. TECHNICAL SUPPORT DURING 6 YEARS.**

AOG Technical Support 24/7

Service Bulletin Application

Local availability of spare parts for AOG

Consignment Stock Management



# Brief Portfolio AIRLINES

## VARIOUS PRODUCTS SOLD TO MOST **LATIN AMERICAN AIRLINES**

**Business-First Seats, Business Class Seats, Economy Class Seats,**  
Galleys, Galley Inserts, Trolleys, Trash Compactors,  
Carpets, Fabrics, Curtains,  
Vinyl NTF aircraft flooring,  
In-Seat Power, Cabin Emergency Lighting, PSU Wi-fi Lense,  
Aircraft insecticides, inflight wipes, aviation chemicals,  
On board wheelchair, child restraint system, baby bassinets,  
Literature pockets, magazine racks, folding tables, brand panels,  
Air Cargo Equipment, Cargo Pallet Nets.





## **EMBRAER E-Jets & Lineage Business Jet: Over 4000 seats delivered**

- Pilot and Co-Pilot seats to all EMBRAER E-Jets (E1 Program),
- Cockpit Power for PED/Laptops
- Trolleys, Sunvisors

## **ERJ 145 & Legacy Business Jet,**

- Pilot and Co-Pilot Seats
- Emergency Egress Lighting
- Trolleys, Sunvisors, Passenger In-seat power
- Lavatories (EMBRAER R-99, 145 AEW&C)

## **PHENOM 100, 300**

- External Lighting
- In-Seat Power

## **KC-390**

- External Lighting
- Vinyl Flooring

## **E2**

- Carpet
- Vinyl Flooring



# Brief Portfolio- EMBRAER

## **EMBRAER E-Jets & Lineage Business Jet**

**Pilot and Co-Pilot seats to all**

EMBRAER E-Jets (E1 Program)

Cockpit Power for PED/Laptops

Trolleys, Sunvisors

## **ERJ 145 & Legacy Business Jet**

**Pilot and Co-Pilot Seats**

Emergency Egress Lighting

Trolleys, Sunvisors, Passenger In-seat power

E195



# Brief Portfolio- EMBRAER

**PHENOM 100, 300**  
External Lighting  
In-Seat Power







# Brief Portfolio- EMBRAER

**EMBRAER**  
**E-Jets -E2**  
Carpet  
Vinyl Flooring





# Brief Portfolio- EMBRAER

**EMBRAER- KC- 390**  
External Lighting  
Vinyl Flooring



# Current Principals





**AAA Air Support (USA)** is based in Gardena, California.

AAA Air Support is a leading supplier and manufacturer of Aerospace Quality Aluminum, Stainless Steel and Titanium Roll Form stringers for the aerospace aircraft maintenance markets. AAA Air Support offers a full-line of products including: Aluminum, Stainless Steels, Alloy Steels, Titanium, High-Temperature Metals, Brass and Bronze Metals, Plastics.



**AERO DIRECT (USA)** is based in Wheeling, Illinois.

For 23 years, AeroDirect has serviced the aviation community providing Engine parts and Leasing Services, Airframe Rotables and Expendables, Inventory Purchase and Supply Chain Management for OEM's, Airlines and MRO's. Stock over 1,3 million parts ready to ship. Engines, APUs for sale or lease.



Airworthy

**AIRWORTHY Cabin Solutions, LLC (USA)** is based in Garden Grove, California and Florida.

Offers aircraft interior products and **Cabin Interior Solutions** for virtually all commercial aircraft types, including Boeing, Airbus, Bombardier and Embraer airplanes.

**Retrofit Cabin Reconfigurations**

Galley Systems, Galley Components, Video Control Centers, Closets and Stowage Units, Windscreens, Class Dividers and Headers, Oven Replacement Modules, Aircraft Under-floor Kits, Aircraft Crew Rest Enclosures, Overhead Bin Closeouts, Passenger Seat Platforms / Furniture, Supplemental Oxygen Stowage System.

**USB & Power Outlets Solutions for the Galley**

**Carpet & Vinyl flooring management & engineering services,**

**REPAIRS:** Lavatory door, sidewall panels, overhead bins, lavatory shrouds, **coffeemakers and ovens.**



AERONET (France) is a leading manufacturer of Cargo pallet nets and cargo restraint straps.

### **Products**

Cargo pallet nets

Cargo Tie Down straps

Pallet Thermal Covers

Pallet Stabilizer racks



ANKER, located in Düren, Germany manufactures special carpets for aviation since the early 1960s and is an approved supplier at Airbus, Boeing, Embraer and other OEM, as well as a supplier for major airlines all over the world.

### **Products**

- 100% wool carpet
- 100% nylon carpet
- 100% ecologic nylon carpet
- Wool/Nylon mix carpet



ASTRONICS ADVANCED ELECTRONIC SYSTEMS

ASTRONICS AES, based in Kirkland, WA – USA, is a subsidiary of the ASTRONICS Corporation.

AES offers In-Seat Power Systems approved by AIRBUS, BOEING, EMBRAER, BOMBARDIER and other OEMs for linefit as well as for retrofit programs for almost any aircraft.

### **Products**

- 110 VAC
- 110 VAC + USB
- USB power (5 VDC)
- Hi-Power USB (5VDC 2.1A)





ASTRONICS LUMINESCENT SYSTEMS INC.

ASTRONICS Luminescent Systems is based in East Aurora, NY – USA and is a subsidiary of the ASTRONICS Corporation.

ASTRONICS designs and manufactures high-performance lighting systems for commercial aircraft, private/business and military aircraft.

### **Products**

Cockpit Lighting Systems

Cabin emergency lighting

LED & HID External lights

Formation Lighting Systems



ASTRONICS MAX-VIZ

Astronics Max Viz is based in Clackamas, OR, USA, and is a subsidiary of the ASTRONICS Corporation.

## **Products**

Enhanced Vision Systems: Thermal Imaging lets you see when flying at night, or in smoke, haze and light fog.



ASTRONICS PECO INC.

Astronics PECO is based in Clackamas, OR, USA, and is a subsidiary of the ASTRONICS Corporation.

PECO Designs and manufacturers highly-engineered commercial aerospace interior components and systems. It is a long-time producer of aircraft passenger service units (PSU), which incorporate air handling, emergency oxygen, electrical power management and cabin lighting system, as well as a wide range of fuel access doors that meet stringent strength, fuel sealing and anti-corrosion requirements.



ASTRONICS PGA AVIONICS

PGA is based in Montierchaume, France, and is a subsidiary of the ASTRONICS Corporation.

## Products

Seat Motion Management Systems, IFE & Lighting Systems for VVIP only.



**AVIOINTERIORS**, based in Naples, Italy, has been producing aircraft cabin interiors and passenger seats for over 40 years, designing, certifying, manufacturing and delivering high-quality products to leading airlines and premium operators and the worlds aircraft manufacturers.

**Products:**

**Seats for Crew Rest, Economy Class, Premium Economy, Business Class, First Class**



Callington Haven, based on Rydalmere – Australia is an ISO 9001:2008 Certified Company whose products comply with international specifications and approvals, including Boeing, Airbus, McDonnell Douglas and Military Specifications.

Supplier to over 100 airlines worldwide.

### **Products**

Aircraft Insecticides

In-Flight Wipes

Cabin Air Freshener

Disinfectant and surface cleaner

Aircraft Maintenance Chemicals.





ECA Group (France) designs, and markets innovative and efficient 406 MHz aviation beacons for the major aircraft manufacturers and more than 300 airlines worldwide, being the leader in the Search & Rescue market. EMERGENCY LOCATOR TRANSMITTERS - ELTS Portable and fixed distress beacons for aircraft.

## **Products**

- ELT ELiTe RANGE AND ACCESSORIES
- ELT ADT406 RANGE AND ACCESSORIES
- ELT A06/S06 RANGE AND ACCESSORIES
- ELT REMOTE CONTROL PANELS
- ELT EXTERNAL ANTENNAS
- ELT CODING AND TESTING TOOLS
- ELT BATTERY KITS



# *EGRET*

Egret, based in Jiangsu – China, is specialized in designing and manufacturing aircraft and railway train galley food service equipment.

All the products for the airline industry meet FAA TSO C-175, EASA ETSO C-175, CAAC CTSO C-175 and other relevant requirements.

## **Products**

- Meal trolleys
- Waste trolleys
- Beverage trolleys
- Duty-free sales trolleys
- Folding trolleys
- Standard containers
- Oven racks
- Aluminum trays for oven rack
- Aluminum and plastic drawers
- Aluminum casseroles



**BATIFLEX**  
AIRCRAFT

Gerflor, based in Tarare, France, is recognized as a specialist and a world leader in NTF solutions for aircraft.

Batiflex is the most comprehensive range of non-textile floor coverings (NTF) for airplanes, approved by AIRBUS, BOEING, EMBRAER, BOMBARDIER and other OEMs for linefit as well as for retrofit for almost any aircraft.

### **Products**

- Compact PVC NTF
- PVC Foam NTF
- Laminate NTF



Innovint, based in Hamburg, Germany, is a manufacturer of aircraft interiors and equipment.

### **Products**

- On board wheelchairs
- Child restraint system
- baby bassinets
- First Air Kits
- Doctor kits
- Literature pockets
- Folding tables
- Partitions
- Doghouses
- Coatrooms
- Cabinets
- Other aircraft interior ancillary equipment.



AJ LEVIN, based in Burbank, CA – USA, is a distributor of hardware and consumables specialized in supporting Airbus aircraft.

### **Products**

- Fasteners
- Bearings
- Seals
- Gaskets
- Plastics and electrical spares

- Relays
- Switches
- Circuit breakers
- Wires
- Cables
- Cockpit switches



The Ro-Jet-Wash™ System is the latest, most effective, low-cost ownership technology for the on-wing cleaning of any type and size of aircraft jet engine.

<http://www.rochemaviation.co>

Chosen By The World's Largest Airline  
Now available to all commercial airlines.





Sola, based in Zeist– Netherlands. Design and manufacture premium Stainless steel cutlery, serving items and hollowware.

### Products

- Stainless steel Cutlery
- Coffee and Tea pots
- Creamers
- Milk jugs
- Tongs
- Trays
- Wine/Champagne coolers
- Caviar dishes
- Bottle openers.



## Past Experience

In addition to the above products, AIRCOBRAZ has extensive experience with other products and technologies used in the aerospace industry.

Listed here below are some examples of products and services that were in the past represented by AIRCOBRAZ:



## Past Experience

Flight Simulators for civil and military aircraft

Electrical cables and harnesses

Sonar systems for helicopters

Aircraft seats for passengers and crew

Electrical galley inserts

Equipment for Military Aircraft and Defense

Aircraft lavatories

Trash compactors

Special bearings

Special valves

Heat Exchangers

Sunvisors and sunshades

Repair, Overhaul and Exchange of Engine Nacelle components, Thrust Reversers, Flight control surfaces, Radomes, flight deck and passenger cabin Windows and OEM/PMA new Radomes, passenger cabin Window and Wing Tip Lenses

Air Cargo Pallets, nets for Pallets and Containers.

Aircraft tires

Ground support equipment: tow tractors, Cargo loaders, GPUs & ASUs



# Additional Services

AIRCOBRAZ is experienced in providing additional services to our principals on demand, as follows:

Technical support

Customer Training

Installations & Retrofits

Remote back office with ERP operation

Trade Shows



# Main Customers

## **BRAZIL**

AZUL LINHAS AÉREAS  
BRAZILIAN AIR FORCE  
BRAZILIAN NAVY  
EMBRAER  
GOL LINHAS AÉREAS  
LATAM AIRLINES GROUP  
LATAM CARGO  
LATAM MRO  
TAP M&E BRAZIL  
SYNERGY GROUP CORP  
SIDERAL LINHAS AEREAS  
SONACA

## **URUGUAI**

BQB LINEAS AEREAS

## **ARGENTINA**

AEROLINEAS ARGENTINAS  
ARJET  
FLYBONDI

## **CHILE**

ENAER- EMPRESA NACIONAL DE AERONÁUTICA DE CHILE  
FACH-CHILEAN AIR FORCE  
JETSMART  
LATAM AIRLINES GROUP  
SKY AIRLINE

## **BOLIVIA**

BOA-BOLIVIANA DE AVIACIÓN  
ECOJET

## **PERU**

LC BUSRE  
ANDES AIR

## **EQUADOR**

TAME  
AEROGAL  
**COLOMBIA**  
AVIANCA-TACA  
SATENA  
VIVA COLOMBIA  
AVIANCA CARGO  
SYNERGY GROUP CORP

## **VENEZUELA**

CONVIASA

## **PANAMA**

COPA AIRLINES

## **EL SALVADOR**

AVIANCA TACA

## **HONDURAS**

ISLENA AIRLINES

## **MEXICO**

AEROMAR  
AEROMEXICO  
AEROMEX CONNECT  
EZ AIR INTERIORS LIMITED  
INTERJET  
MEXICANA MRO  
VIVA AEROBUS  
VOLARIS AIRLINES



We help- You fly

# Thank you

[www.aircobraz.com.br](http://www.aircobraz.com.br)

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