

Interview with Giovanni Piccione about Eclipse 550 From Teleradioerre

Q: The Eclipse 550 also comes in Foggia at Alidaunia, what are the main features, what is the plus of this futuristic aircraft for 5 people?

A: "Well, this is an aircraft that we are presenting to the Italian market in these days with a Show Tour that touched Ciampino yesterday, today we are in Foggia, tomorrow we will be in Milan, for a first contact with customers to show them in person the characteristics of the aircraft. The aircraft is very interesting, we propose it as the true business jet because in fact it is a tool to move quickly and efficiently especially among cities that have no direct links. So any city in Europe that requires a stopover with a scheduled flight, involves a journey of at least 5 hours to which must be added the arrival times at the airport and waiting for about 1 hour before the flight and, normally, the airport served is quite far away from the city while this Eclipse, which has the ability to land on runways of 800 meters, can often get much closer to the user final destination then further shortening the travel time. All this combined with the fact that the operating and acquisition costs of this machine are the lowest in the market. The Eclipse has the lowest purchase price and the lowest operating cost. This means that, with three passengers on board, in many cases it costs less to fly with the Eclipse than with a scheduled flight in business class. "

Q: How do you get this optimum result in economic terms?

A: "Well of course the design of the aircraft was very careful, technology is at the highest level and therefore the aircraft is equipped with all the technical features that are also present on much larger aircraft, so that safety is absolutely guaranteed and, in addition, the efficiency of the engines and the very low weight. It's useless to travel with an aircraft that weighs ten tons with three people when you can go with a plane weighing 3 and have the same kind of speed, travel time and so on, without, in fact, carrying along unnecessary weight that burns fuel and then generates higher costs "

Q: Is it possible to apply the same technology of the Eclipse 550 to other aircraft, like ATR 72, aircraft normally intended for a wider transport?

A: "Obviously all the manufacturers are working to reduce fuel consumption of the aircraft especially with fuel costs that have been very high until recently. Today, the cost of fuel has dropped sensibly but obviously it is cyclical, and then an airplane, which is an object that is designed to be used for 20-25 years, is not based on the cost of fuel today but on the average cost in the long run then in each case must be taken care of efficiency. Certainly there is, say, a transfer of technology from the big planes to Eclipse and viceversa. Clearly the factor of the Eclipse is to be exactly what you need. The majority of executive or private flights carry no more than three passengers and the Eclipse, also in terms of range of 1125 miles, can cover 80% of all flights that are made with larger aircraft so with a waste, say, of resources. "