



BRISTELL AIRCRAFT-THE FUTURE Aug 2020

Hi, I am Lou Mancuso, "The Landing Doctor".

What is the future for Bristell Aircraft in the Czech Republic?

The simple answer is very bright!

Milan Bristela, the CEO, and creator of BRM AERO, the manufacturer of Bristell Aircraft, is an aeronautical engineer that has designed many aircraft. He and his son Martin, love what they do and have a passion for aviation and their product, the Bristell. Milan is at work every day and can be frequently found on the factory floor, overseeing production. Just today, my General Manager, Evan Damadeo, sent Milan an email and received an answer to his question in one hour. Not just an answer from the CEO and owner of the company, but from the aeronautical engineer that designed the plane. The company that produces the Sport Cruiser just filed for bankruptcy. Cessna abandoned their LSA, the Skycatcher. Could this happen to BRM AERO? No, and here is why. Before committing to a 10-year contract to import Bristell aircraft to the USA, I inquired about the business plan of BRM AERO and visited the factory numerous times. Milan began with kit planes for the first few years. He grew the company with cash flow from sales and got his kit planes certified as LSA aircraft under the ASTM rules. He produced Bristell LSA's and obtained property at the local airport to build his first hangar/factory. His modest facility needed only 20 unit sales per year to cover his overhead. He has a knowledgeable work force of Czech workers that love aviation and have since WWII. The factory is located 3 hours from Prague, so his team appreciates the work they have close to home. The factory is spotless and uses modern technology to produce a great plane. There are importers in 10 countries and annual sales have surpassed 115 units in 2019. Total sales since inception are approaching 600. Milan has expanded the factory, which he owns, and it is beautiful. The Bristell's fit, finish and performance are superior to the competition and the support from the factory and the USA importer is outstanding. Milan is young and his son Martin and daughter Radka are also learning the business from the ground up. The future is indeed **Very Bright!**