

# Leading Edge

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## PiperJet Enters Detailed Design Phase



Piper Aircraft President and CEO Kevin Gould announced last month at the Sun 'n' Fun Fly-In in Lakeland, FL, that the PiperJet program is on track for certification in the first half of 2013.

The single-engine jet is now in the detailed design phase, and Vice President of Engineering Dennis Olcott added that the "majority" of the design has been frozen.

Piper is currently building production tooling and will start cutting metal for a production-conforming PiperJet this summer. First flight of this conforming ship is slated for next year. Olcott commented that Piper recently hired 60 engineers just for the PiperJet, and parent company Imprimis is solidly backing the program.

The proof-of-concept (POC) PiperJet continues to fly seven to 10 times a week and has logged more than 340 flight hours to date. According to Olcott, the POC has performed above expectations and only "minor tweaks" will need to be incorporated in the conforming design.

Piper indicated that they are moving away from having a "rivetless," all-metal-bonded wing on the jet, but instead, will incorporate a mostly metal bonded wing with "some" fasteners.

Gould shared with the press in attendance that the backlog for the \$2.2 million PiperJet is holding steady, with orders for more than 200.

\*News courtesy of Aviation International News (AIN).



**AVIATION SALES**



## Pilatus Partners With PZL Swidnik



Pilatus Aircraft Ltd is pleased to announce its partnership with PZL Swidnik S.A. in Poland for the assembly of PC-12 fuselage and wing cells.

Following in-depth and extremely detailed assessments of various suppliers, Pilatus selected PZL Swidnik S.A. based on their aviation experience and certifications and their ability to meet the highest quality standards.

Located in the Lublin region to the south-east of Warsaw, PZL Swidnik S.A. of Swidnik was recently acquired by AgustaWestland, the air transport Group. The contract between Pilatus and PZL Swidnik S.A. has been signed for a ten year period, and provides for delivery of the first complete PC-12 structures during the second half of 2011. Pilatus Aircraft Ltd will continue to produce detail parts in Stans with PZL Swidnik S.A. handling the assembly work.

The PC-12 positions Pilatus Aircraft Ltd as the market leader in the single-engine turboprop aircraft segment. With a view to safeguarding and further expanding PC-12 production rates in the future, Pilatus Aircraft Ltd has been seeking another partner in addition to the existing relationship with OGMA - Indústria Aeronáutica de Portugal. The long and excellent partnership of many years with OGMA will continue on its present basis.

\*News courtesy of Pilatus Aircraft Ltd., press release.

## Pilatus Performs Well in 2009 Despite Tough Market Environment

In spite of the general financial and economic crisis, 2009 was another year of new records for Pilatus Aircraft Ltd: the company's highest ever operating income (CHF 78 million), a record number of PC-12 NG deliveries (100) and the biggest single order in the company's entire history for the PC-21 from the United Arab Emirates.

On the General Aviation side of the company, the tough market environment impacted sales of business aircraft, resulting in sluggish order intake. However, good planning and a full order book ensured delivery of a record number of PC-12 NGs (100) in 2009, including the delivery of the 900th PC-12.

In 2009, readers of "Professional Pilot Magazine" and "Aviation International News" voted Pilatus Customer Service the best in its category for the eighth and sixth times consecutively.

Within the Trainer Business Unit, Pilatus recorded the largest order in the company's history. The United Arab Emirates opted for the PC-21 training system. The total order for 25 aircraft is worth over CHF 500 million.

A contract was also signed with the Finnish Air Force for six PC-12 NGs to be deployed as liaison aircraft. This is the first ever order from a European air force for an entire fleet of this type of aircraft.

The Maintenance Business Unit remained very busy throughout 2009, essentially in connection with the conversion of the PC-7 fleet operated by the Swiss Air Force. These aircraft were fitted with a new cockpit. Maintenance is also responsible for production of the Porter: five such aircraft were delivered in 2009. The legendary aircraft celebrated its 50th birthday in 2009 - and was brought right up to date with a state-of-the-art Garmin glass cockpit.

Looking forward, Pilatus has plans to recruit 100 additional staff members by the end of this year and will celebrate a major milestone midway through the year: delivery of the 1000th PC-12.

\*News courtesy of Pilatus Aircraft Ltd., press release.



For their contribution to Pilatus's success in 2009, Aviation Sales is presented with a special award at Pilatus's Annual Sales Meeting.

## G1000 Meridian Arrives with Synthetic Vision (SVT) *By Matt Rule*

Recently, Aviation Sales employees traveled to Piper's headquarters in Vero Beach, FL to accept the company's first G1000 Meridian equipped with Garmin's new Synthetic Vision Technology (SVT).

Piper and Garmin have enthusiastically embraced the technology. "Synthetic Vision is one of the most useful, safety enhancing features that we offer and it makes a world of difference in how you aviate," says Gary Kelley, Garmin's Vice President of Marketing.

After experiencing the new airplane, the ASI staff readily agreed. Garmin's SVT, when combined with a Crew Alert System (CAS), a huge 15" multi-function display (MFD), an all new jet-capable digital autopilot and an easy to use FMS data entry system,



creates an entirely new perspective in the PA46 family. "It really needs to be seen to be appreciated," was a common refrain.

Included at no extra charge for 2010 on the G1000-equipped Meridian, Mirage and Matrix, SVT is displayed on each of the aircraft's two primary flight displays (PFDs). Pilots experiencing SVT for the first time will quickly notice a clear 3D depiction of terrain, obstacles, runway designations, airport signposts, and even traffic - all shown in relative proximity to the aircraft.

Particularly useful for customers flying missions in the Rocky

Mountains, the technology offers dramatic situational awareness improvements. Instead of a flat blue-over-brown flight display, pilots see an in-depth perspective view of realistic terrain features rising into the sky. Pilots can elect to turn portions of SVT on and off via a soft key on each PFD, though ASI staff found the system fairly intuitive to adapt to and generally chose to leave SVT activated.

Garmin and Piper have also supplied ASI with a dramatic demonstration video showing the power of SVT. To see SVT in person or to observe the video, simply contact ASI to arrange a private demonstration.

## Our Featured Aircraft New 2009 Piper Matrix



### SPECIAL LIMITED OPPORTUNITY

Take advantage of our special trade incentive when you trade in your current aircraft on our new 2009 Matrix\*.

- Avidyne FlightMax Entegra Flat Panel Display System
- Premium Avionics Package:
  - Avidyne TAS 610 Traffic Advisory System
  - TWX 670 Weather System
- Avidyne MLB 700 Satellite Broadcast Datalink (WSI Wx)
- Sirius Satellite Entertainment
- Flight Into Known Icing (FIKI) Package
- Speed Brakes
- Air Conditioning

\*Valid only on 2009 Piper Matrix S/N 4692128. Offer expires 6/30/10 or upon sale of S/N 4692128.

For additional information, contact Matt Rule at (303) 799-9999 or [matt@aviationsales.com](mailto:matt@aviationsales.com).

## Upcoming Events

### Aircraft Experience

TWC Aviation  
Van Nuys Airport (VNY)  
Van Nuys, CA  
Thursday, May 20, 2010  
[www.aircraftexperience.com](http://www.aircraftexperience.com)

### Pilatus Owners & Pilots Association (POPA) Convention

The Renaissance Tulsa Hotel & Convention Center  
Tulsa, OK  
Thursday, June 3, 2010 - Saturday, June 5, 2010  
[www.pilatusowners.com](http://www.pilatusowners.com)

### EAA AirVenture

Wittman Regional Airport (OSH)  
Oshkosh, WI  
Monday, July 26, 2010 - Sunday, August 1, 2010  
[www.airventure.org](http://www.airventure.org)

## Piper Appoints New Executive Vice President

Randy Groom, an experienced senior executive and prominent aviation professional, with more than 36 years of experience in leadership roles in general aviation, has been named the new Executive Vice President of Piper Aircraft, Inc. He will report to Piper President & CEO Kevin J. Gould and focus on sales, marketing, and customer support.

"Randy's extensive experience and superb track record in General Aviation are the credentials that we looked for in filling this strategic position," said Gould. "Randy knows the business from both sides of the aisle. As a seasoned corporate executive and a professional with extensive dealership experience, he has the breadth of knowledge and experience that are vital to Piper's growth strategy. Perhaps most important, we want our customers to know that Randy's addition to the team is further evidence of our commitment to providing them industry-leading customer support."

Groom's experience includes senior executive positions with Hawker Beechcraft Corp. (formerly Raytheon Aircraft Company). On the dealer side, Groom held several senior positions with Piedmont Hawthorne Aviation, Inc. A graduate of Oklahoma State University, where he earned his B.S. and an M.B.A. in Marketing, Groom is an instrument-rated commercial pilot and has logged more than 10,000 accident-free hours in his 40 years of flying.

\*News courtesy of Piper Aircraft, Inc., press release.



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