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## Piper Aircraft, Inc.: Overview and Trainer Updates

Mike Murphy

*International and Fleet Sales, Piper*

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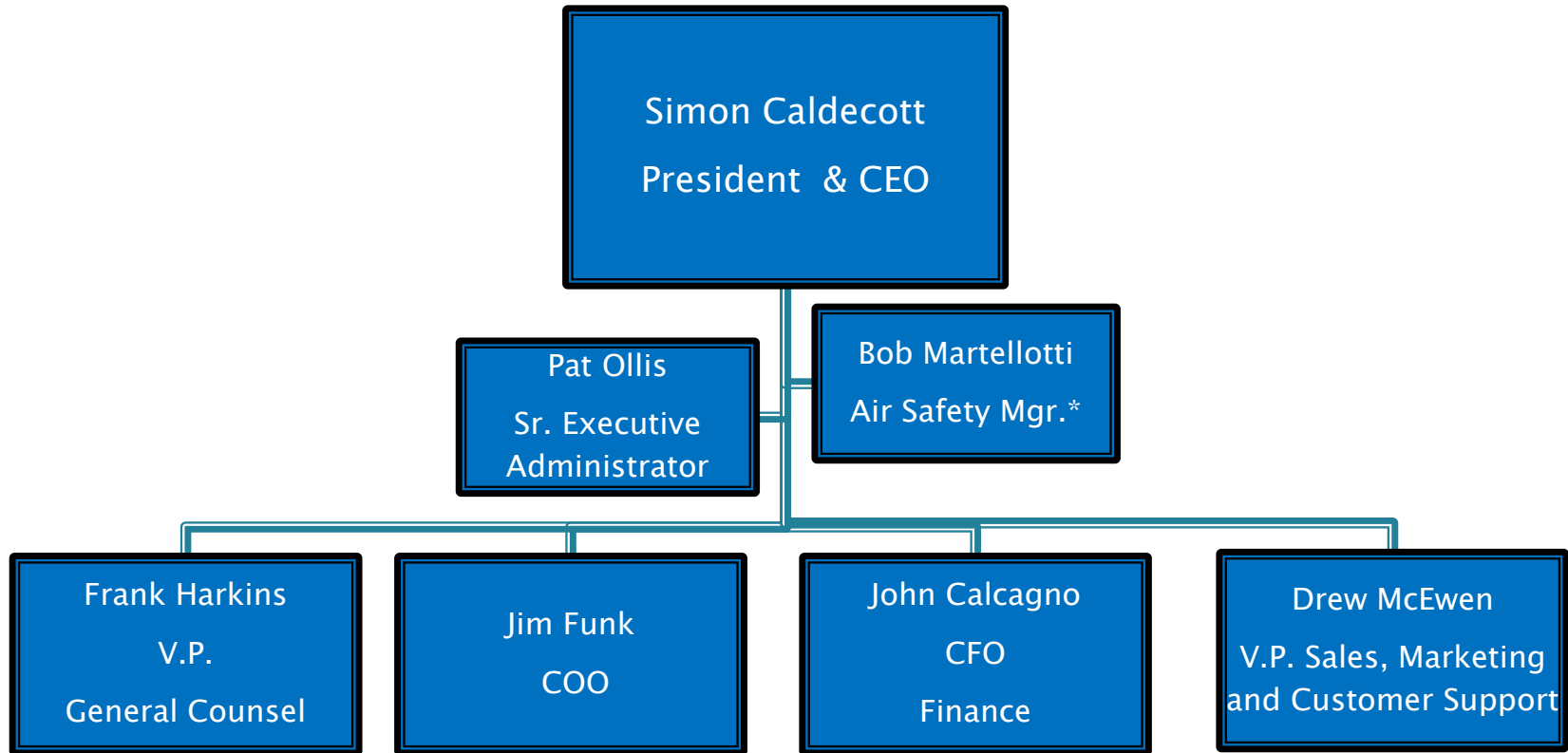
# Piper Aircraft, Inc. Overview and Trainer Updates

Mike Murphy

International and Fleet Sales

NTAS 2016

## The Executive Leadership Team



\*Bob Martellotti has dotted line responsibilities to Frank Harkins

# Company Overview

- ▶ Continue focus on
  - Product Development
  - Market Development
  - Cost Control
  
- ▶ Additional focus on customers through cultural change
  - Reinforcing Piper's Mission Statement with All employees

*“ To be a world leader in General Aviation, developing and manufacturing premium aircraft and services of exceptional value which consistently exceed our customer's expectations.”*
  
- ▶ Ensure All employees know and Practice Piper's
  - Core Values
  - Company Vision

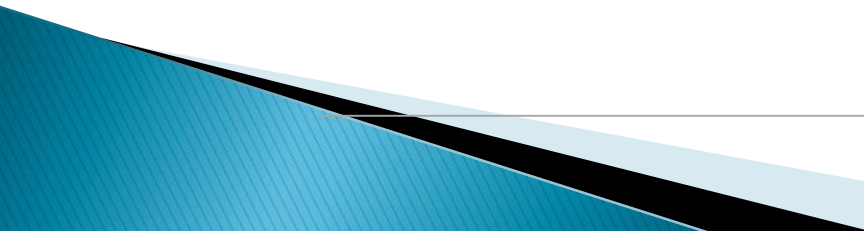
# TRAINER AVIATION

- ▶ Only aircraft manufacturer to offer a complete line of training aircraft
  - single engine
  - complex and retractable gear
  - multi-engine
    - Products are durable, easy to maintain, and offer competitive operating costs
    - Garmin G1000 Avionics
- Superior ownership experience
- Responsive customer support
- World-wide parts availability



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# Piper Flight School Alliance

- ▶ Piper Flight School Alliance
    - Partnership offering scholarships, sponsorships, marketing co-op, etc.
    - Helps add value to the student and the flight training organization
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- A decorative graphic in the bottom-left corner consisting of overlapping blue and black geometric shapes.

# Piper Archer TX



- ▶ 128 ktas cruise speed
- ▶ 870 lbs standard useful load
- ▶ 180 hp Lycoming O-360
- ▶ Durable landing gear for primary training
- ▶ Docile flight characteristics for safer maneuvering, stalls, and crosswind landings





# Piper Archer Garmin G1000



# Piper Archer DX



- ▶ Centurion 2.0S diesel engine with FADEC
- ▶ 114 ktas cruise speed
- ▶ 794 lbs standard useful load
- ▶ 38% less fuel burn when compared to similar 4-place Avgas piston aircraft

# Key Features



## World-famous, proven PA-28 airframe

- ▶ Rugged reliability and ease of maintenance
- ▶ Ideal flying qualities for flight training and light touring
- ▶ Piper global support network

## Continental Centurion 2.0s engine

- ▶ Smooth, quiet power
- ▶ Single-lever operation
- ▶ Fully integrated with G1000
- ▶ Excellent operating economics
- ▶ Anticipated TBR increase to 1800-2200

## Garmin G1000 avionics

- ▶ State-of-the-art integrated flight deck suite
- ▶ Train with the same advanced features found on larger aircraft



# Specifications

- Basic Empty Weight: 1,764 lbs./800 kg
- Useful Load: 794 lbs./360 kg
- Full Fuel Payload: 506 lbs./230 kg
- Fuel Consumption, 100% power: 8.9 gph/33.7 lph
- Fuel Consumption, 75% power: 6.3 gph/23.8 lph
- Fuel Consumption, 50% power: 4.0 gph/15.3 lph
- Takeoff, Ground Roll (SL, ISA +30 C, MTOW): 1,188 ft./362 m
- Takeoff, over 50 ft. obstacle (SL, ISA +30C, MTOW): 2,175 ft./663 m
- Cruise Speed, 75% power, 8,000 ft.: 118 ktas

# Piper Seminole



- ▶ 162 ktas cruise speed
- ▶ 1,191 lbs useful load
- ▶ (2) 180hp Lycoming O-360
- ▶ Counter-rotating props for safer single engine operations
- ▶ Most widely used multi-engine training aircraft



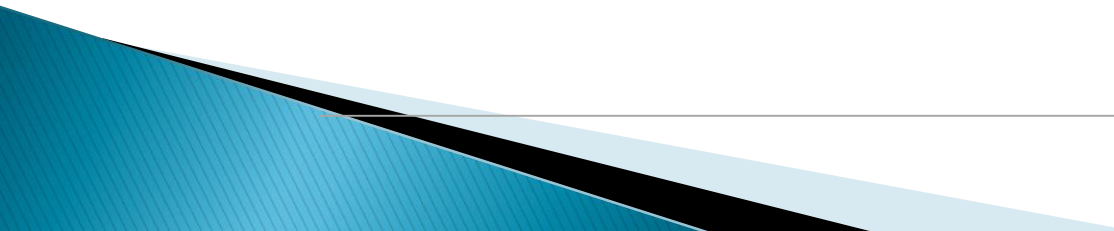
# Piper Seminole G1000





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# Enhanced Features

- ▶ ESP
  - ▶ Level Mode
  - ▶ Expanded Engagement Envelope
  - ▶ USP
  - ▶ Coupled Go-Around
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- A decorative graphic in the bottom-left corner consisting of overlapping blue and black shapes.

# Piper Arrow



- ▶ 137 ktas cruise speed
- ▶ 960 lbs useful load
- ▶ 200 hp Lycoming IO-360
- ▶ Only complex training airplane built today
- ▶ Allows for commonality throughout entire fleet



# Piper Arrow Garmin G500

# Avionics

- ▶ Archer and Seminole currently utilize identical instrument panels
- ▶ Aspen 1000 backup instrumentation
- ▶ GTS800 now available in the Archer and Seminole
- ▶ GDL-88 certified
- ▶ AOA options have been requested

# Improvements

- ▶ Fuel Injected Archers (Q4 2016)
- ▶ GTN-650 (touchscreen GPS/NAV/COMM arrows/warriors)
- ▶ GTX-345 (Q4 2016)
- ▶ Interior ergonomic improvements



Thank You

