Mar 15th, 9:45 AM - 10:45 AM

Panel 4 (Session B): OEM, Simulation, & Training Support

Peter Morton  
*Moderator: President, PMM Inc*

John Razmus  
*Panelist: Director Fleet Sales, Cirrus*

Shannon Yeager  
*Panelist: Director, Tecnam*

Joe Stewart  
*Panelist: Aviation Regional Sales Manager, Garmin*

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Panel 4 (Session B): OEM, Simulation, & Training Support

**Cirrus**
- John Razmus
  - See CirrusRazmus PowerPoint Presentation
  - Update on the Piston Fleet
    - Garmin cockpit
    - Dual AHRS
    - Blue level button
    - Autopilot stall protection
    - ADSB: standard on aircraft
  - New Innovation in flight training & operations
    - Every cirrus pilot goes through training
    - Turned it into corporate flight ops standards (cirrus approach)
    - Interactive flight operations manual – demonstration
  - Update on the SF50 Vision jet
    - Ready for first inflight piloted parachute test
    - We are flying the jets and hoping for type certification later this year.
    - Has same standardized cockpit as the rest of the aircraft at cirrus

**Tecnam**
- Shannon Yeager
  - See TecnamYeager PowerPoint Presentation
  - Utilizing LSA’s to train; Europe does it already
  - Certified 8 models in the past 8 years
  - Tecnam is a 3 generation family-owned aviation business
  - Tecnam aircraft made to be versatile in rougher environments
  - Aircraft can be coupled with systems to allow IFR training
  - Engine overhauls for p2006
    - $14,000 per engine (x2 engines)
  - Tecnam in development of new twin commuter
  - Fleets in majority of Europe and some locations within the US
    - British Airways and Air France flying clubs utilize Tecnam aircraft
  - New parts facilities
    - 14,000,000 parts shelved
    - 85% parts shipped same day

**Garmin**
- Joe Stewart
  - See Garmin Stewart PowerPoint Presentation and Garmin Vantage video at https://youtu.be/qbVtz5bumKY
  - Video on Vantage ADS-B solutions
  - What’s changed since last year
    - GTX 345, ADS-B out compliant, AHRS on ipads, ADS-B in capabilities (weather/traffic), utilize existing antennas
    - We have over 14,000 g1000 aircraft we can now retrofit with ADS-B
      - Target trend unique feature of Garmin ADS-B
      - Terminal traffic – ADS-B on taxi diagrams
*See cost index in presentation
Tell us where you want to see the traffic and we can do it.
Garmin angle of attack system (integrated and external)
Video flight data recorder system
  - Overlay video with airspeed, accelerometer, ground speed, etc…