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Piper Aircraft, Inc.: Overview and Trainer Updates

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Piper Aircraft, Inc.
Overview and Trainer Updates

Mike Murphy
International and Fleet Sales
NTAS 2016
The Executive Leadership Team

Simon Caldecott
President & CEO

Pat Ollis
Sr. Executive Administrator

Bob Martellotti
Air Safety Mgr.*

Frank Harkins
V.P.
General Counsel

Jim Funk
COO

John Calcagno
CFO
Finance

Drew McEwen
V.P. Sales, Marketing and Customer Support

*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
Piper Flight School Alliance

- Partnership offering scholarships, sponsorships, marketing co-op, etc.
- Helps add value to the student and the flight training organization
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 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
Enhanced Features

- ESP
- Level Mode
- Expanded Engagement Envelope
- USP
- Coupled Go-Around
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
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

Piper