



*Aviation Training Partners International, Inc.*

“ATPI”



## THE BIG PICTURE

500,000 NEW PILOTS NEEDED BUT ONLY TRAINING RESOURCES AVAILABLE FOR 30,000

MOST AIRCRAFT IN TRAINING FLEETS ARE OVER 20 YEARS OLD LACKING MODERN AVIONICS AND DWINDLING FASTER THAN PRODUCTION FROM AIRCRAFT MANUFACTURERS

NEW MODERN AIRCRAFT ARE BOOKED YEARS IN ADVANCE BEFORE COMING OFF THE PRODUCTION LINE SO THE PATH TO COMMERCIAL PILOTS IS ALMOST CUT-OFF

NEW FAA GUIDELINES REQUIRE MORE TIME FOR COMMERCIAL PILOTS TO QUALIFY TO FLY AS SECOND IN COMMAND SO PATHWAY RESTRICTED TO AIRLINES

PILOTS GRADUATING ARE NOT PREPARED WITH OTHER ESSENTIAL SKILLS DUE TO COST SAVINGS IN TRAINING

NEW ADVANCES IN DRONE TECHNOLOGY PAVED THE WAY FOR NEW PASSENGER AIR-TAXI DRONES BUT NO MAJOR DEVELOPER OR FAA REGULATIONS PLACING USA BEHIND OTHERS

## *How to make the bridge from the old to the new before it's too late?*

Aviation Training Partner's International Inc.

### **Executive Summary**

The need for aircraft and pilots is ever increasing and the training of pilots is becoming more demanding as new technology is applied to the airspace above our heads. Aircraft traditionally used for training are now often over 20 years old and do not have the avionics in them to adequately train commercial pilots. The replacement cost for atypical glass cockpit aircraft is easily \$500,000 each and on the best day can service 2 to 3 pilots in their training schedule. Even the small flight schools will be lucky to have one of these aircraft, while the others are dials and gauges to give them the basics of flight. Commercial pilots need allot more than this, and companies that have twin engine aircraft are fully booked so far in advance they cannot keep up with the demand creating only a possible 30,000 pilots in the time frame that 500,000 pilots are needed. Add to that new FAA regulations in the USA for minimum number of flight hours before they can get experience enough to sit in second in command makes this number even smaller if resources are not changed. This is not just a USA problem either, this is a global problem and the quality of the pilots who are lucky enough to find the resources are suffering as well.

The FAA has allowed more training on simulators to compensate for the lack of aircraft and resources to help pilots get more experience, but there is a limited number of full flight simulators needless to say simulators that are designed specifically for a given type of aircraft, such as Phenom, Citations, 737's, and many others which also require currency to remain proficient in emergency procedures. So where are the 500,000 pilots going to maintain their proficiency even if the aircraft are made available by massive increases in production? Not this way shown below:



Technology itself is expediting the drastic change in aviation with drone technology, most flown in the amateur realm, that technology is being applied to monitored and autonomous vehicles creating a new localized transportation means called passenger air-taxi's. While still in the development stage, some countries are already entering beta test mode. This technological leap will be available within the next 20 years in the USA, but it has limitations due to flight duration. Most certainly we would not want someone flying over our heads that is producing 2,000 lbs. of thrust without at least knowing where the ballistic recovery parachute is or having someone monitoring the flight able to flip the switch.



## **WHY ATPI?**

Aviation Training Partner's International Inc., was formed to resolve these issues by bringing technologies and resources together. In order to accomplish this a multifaceted corporation was required that addresses flight training aircraft to meets the needs that could be produced in the time frame required, appropriate training staff and equipment made available within the training environment that takes pilots from beginners through their PIC ratings not just obtaining their commercial ticket in a beat up twin engine aircraft, and finally, creating new technological applications to integrate those with no flying experience and providing the expertise to deal with that new technologies to the safe implementation with the FAA.

We realize that is a mouthful, so to help you understand we have broken it down a bit.

### **The Aircraft problem...**

We pointed out that new glass cockpit aircraft cost over \$500,000 but that does not mean that an aircraft cannot be produced significantly less at a profit that is also glass cockpit. Several aircraft type certificates are already available such as the Tiger and Cougar aircraft series, that when

produced new would resell in the low \$300,000 range. Also, our staff has extensive experience designing and building new aircraft and can easily produce new aircraft designed using modern construction techniques within 3 years that would allow beginner pilots to become commercial twin engine pilots. These aircraft are designed for training and commercialization that would be within the modern family budget and more so allow other training centers to replace their aging fleet.



### **The Expertise issue...**

Currently the FAA has a multi-level flight training structure for a very good reason. Sport aircraft, to private pilot, to commercial pilot to airline transport pilot. Within each of those certifications,



various skills are added, such as single engine, multi-engine, and type ratings for specific aircraft. As an example, a single engine pilot who flies under visual rules only would not be able to land a 737 in the midst of a thunderstorm because he would not know how to operate the systems of the aircraft, navigate properly using the information those systems are telling him or control the aircraft itself because of the complexity of the environment the aircraft operates in. As a pilot matures from dreams of basic flight to become an ATP, is a series of staged experiences and exposure from the classroom, simulated environment to practical application. This process is repeated many times over until the student becomes either proficient or quits. Some quit because of the severe economic impact of flight training, others quit because they do not understand the importance of the training they are receiving, and some simply should never be pilots because they lack the technical comprehension. What is more alarming there are pilots who test so many times they eventually pass the training and are now flying passengers.

This does not have to be...



Each stage of the pilot learning environment must be orchestrated and positively supported to foster that understanding. This requires good ground school, demonstration by qualified instructors, actual simulation as close to real world as possible, in the actual aircraft as practical without actually endangering anyone, and finally diversity in type of aircraft to set home those building blocks. ATPI is comprised of real pilots and instructors who have extensive experience in a variety of different aircraft and types, and all would say that it is not one aircraft that has given them that expertise, but the combination of aircraft that honed their skills. At each ATPI center,

these resources will be placed and overseen to ensure that each pilot has had that level of training that is instinctive and not just memorized to pass the test.

The most obstructive inhibitor of a potential ATP is the cost and hours required. Modern simulators provide drastic cost savings to the student, but most training centers do not have them or minor versions of them, often treated more of a video game because the old-style stick and rudder instructors do not know how to use them in their syllabus. However, modern simulators are capable of giving real experience and companies such as Flight Safety and Simuflite use them to type certify pilots who have never step foot in the aircraft they became certified to fly. At ATPI, the use of full flight simulators is specifically used to teach as part of the syllabus, and more so to allow students that extra time to sort out the issues they are having with any part of their training. The FAA has now accepted this as part of the time requirements for Instrument Flight Training certification. At ATPI, we see this as a move in the right direction as we can teach our students in that simulated environment things we would not dare teach them in the real aircraft because of the risk. What that equates to is pilots who graduate who actually are ready for what can happen, and from our experience does.

### **What the future brings...**

Simply put.. autonomous vehicles are coming and there is no reason to put our head in the sand.



Yup.. they are coming here and in Asia already. While we do not see the trust of the public allowing un-monitored flight, monitored flight is a different thing, and that will require control systems and pilots in charge of those systems as well.



The following image is the Ehang Control Center monitoring its test drone. The reality that such control centers are that complicated as a sign that integration into the public is quite unrealistic, versus the image above of a shipborne control center relying upon computational power. Actual beta testing would rely more upon monitored flight and computational power with single pilot monitoring similar to military drone operations.



With the wide variety of autonomous passenger air-drones in development, there is most certainly the need for qualified pilots to perform this function as this technology comes to the USA. That training will be an integral part of the future at ATP through its training programs.

## Potential

Being conservative and using only Boeing's projections show that 26,000 ATP's must graduate each year and have a minimum of 1,500 flight hours in twins. Easily another 72,000 commercial pilots must graduate each year to start reaching the ATP entry point. Therefore, the commercial training programs in the USA should be at minimum 26,000 students but only 1,600 graduated under the current system. That means 13,000,000 flight hour potential and in best case scenario maximizing aircraft time over 1,000 single engine and another 1,000 multiengine training aircraft are needed in the USA alone without replacements. That does not include retail sales of aircraft, or other commercialization of them. Just within the USA market alone, the production of training aircraft would easily yield a 2:1 Return on Investment on the initial offering alone and would continue globally.



Again, retail flight training costs are typically \$10,000 for private, \$20,000 for commercial and \$50,000 for ATP conservatively. Even if ATPI got 1% of the students in the USA, would equate to 216 new students per month which is twice the largest commercial flight training center in the USA currently can train in one year spread between 34 flight training centers under the old process and old aircraft. With the use of simulators as part of the syllabus these retail costs can be driven down drastically because the volume of students could increase through the programs. Further the quality of education and experience would increase as well. Simply put, our training programs would become the gold standard globally as we could expand on resources for the next 19 years.

## **Capital**

Initially, ATPI will establish its first training center in Jacksonville Florida and its FAA 141 certification as a flight school. While this center is strictly intended to be a test bed on integration of the syllabus and resources. Over the next 3 years, the parallel focus on aircraft type and plant certification with the FAA will occur, along with building the single engine and multi-engine training aircraft. Once type certification is completed which is assured, ATPI will go hard cash positive with the release of its training programs either as direct owned centers or authorized centers (such as expected in Europe and Asia markets).

## **Ownership will be:**

- 100,000 Units by Investors
- 1,000,000 Units will be set aside for additional expansions
- 1,000,000 Units by its Founders who have turned their resources and holding to ATPI
- 1,500,000 Units kept in reserve for employee incentives
- Total Units outstanding: 6.4 million units

## **Valuation**

Aviation Training Partners International Inc. will be dependent on our ability to meet the goals set forth in this Business Plan during the next 60 months.

## **Keys to Success**

With the drastic need for pilot training over the next 19 years, ATPI has a huge market available to it by solving this multifaceted problem collectively by:

- Development of low cost modern training aircraft
- Integration of new technologies to enhance the training programs
- Marketing and Advertising to spread those programs globally
- No competition as no single company is collectively providing these services
- Ability to take leading edge technologies in aviation and be at the head of its introduction

**Results:** ATPI will increase its visibility and accessibility within the aviation community globally, our name recognition will become synonymous with efficiency, dependability, integrity, customer service, convenience, and quality.

## REFERENCES VERIFYING STATEMENTS MADE IN THIS PLAN

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