

TeamDassaultFalcon

TRAINING MATTERS



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FlightSafety Earns 1st Dassault Authorized Training Certificate

It's perfectly fitting that FlightSafety earned the first Dassault Authorized Training Provider Certificate.

FlightSafety-Dassault connections stretch all the way back to the early 1960s, when aviation legend and FlightSafety founder Al Ueltschi accompanied another aviation legend – Charles Lindbergh – to France to review the brand-new Mystere 20 (soon to be known in the U.S. as the Falcon 20).

Lindbergh recommended the plane, Ueltschi offered professional training as part of the purchase price – and Dassault and FlightSafety have been collaborating on training ever since.

Stringent Standards

The new Authorized Training Provider program is designed to ensure that Falcon Jet operators from around the world receive training in accordance with the Falcon Training Policy Manual.

“FlightSafety has always demonstrated the highest standards for pilot, aircraft maintenance technician and flight attendant training, and helps our customers to operate our industry-leading Falcon Jet aircraft safely and efficiently,” says John Rosanvallon, President, Dassault Falcon Jet. “Our extensive review of FlightSafety’s quality management systems and processes confirms that *(continued on page 2)*”

FlightSafety Training Keeps Pace With Dassault Innovations

Welcome to this edition of FlightSafety's *Training Matters* for the Dassault Falcon community. Just as Dassault continually introduces safety and performance improvements across its line of business aircraft, FlightSafety works hand-in-hand with the manufacturer to deliver superior, up-to-date training.

In the mid-1960s, FlightSafety was the first professional training provider to earn factory-authorized designation when Dassault tapped us to provide a full range of training for its ground-breaking business jets. So it is fitting that FlightSafety now has become the first organization to be named a Dassault FTPM Certified authorized training provider.

Our Dassault 7X training at DFW Airport continues to earn positive reviews as we prepare to install a new 7X simulator in Paris and commence training there in 2012. The 7X training program features our latest training breakthrough – Operational Day Flow – which puts training into the context of daily flight profile scenarios. We also are using this approach with our 900EX EASy/DX/LX training in Teterboro and our Falcon 2000EX EASy/DX/LX training at DFW and in Paris.

We continually update our simulators to reflect current technology being used in the field, and we expand programs to meet demand. For example, we now offer General Emergency Training at four locations – DFW, Teterboro, Columbus and Paris.

Thanks for being a part of enhancing aviation safety.



Greg Wedding
Vice President/
Center Manager
Teterboro
Learning Center



FLIGHTSAFETY/DASSAULT FALCON

FALCON TRAINING

Falcon 10/100 • Falcon 20/20-5
Falcon 50/50PL21/50EX • Falcon 200
Falcon 2000 • Falcon 2000EX
Falcon 2000EX EASy/DX/LX
Falcon 900/B • Falcon 900EX/C
Falcon 900EX EASy/DX/LX • Falcon 7X

LEARNING CENTERS

Columbus, Ohio • Dallas/Fort Worth, Texas
Greater Philadelphia/Wilmington, Delaware
Paris-Le Bourget, France • Teterboro, New Jersey

Note: please check flightsafety.com to identify training programs at specific Learning Centers.

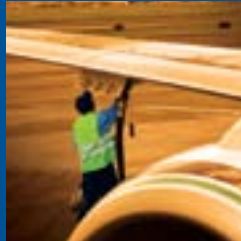
First Dassault Authorized Training Certificate *(continued from page 1)*

the company complies with the stringent criteria required to receive a Dassault Authorized Training Provider Certificate.”

The review included FlightSafety's new training program at Dallas/Fort Worth for the Falcon 7X. FlightSafety is in the process of adding 7X training to its extensive lineup of Dassault training at Paris-Le Bourget. Pilots, maintenance technicians and other aviation professionals who operate and support Dassault Falcon aircraft benefit from FlightSafety's highly qualified and experienced instructors, comprehensive training programs, advanced flight simulators and MATRIX integrated training system.

Extended Advantage

F L I G H T S A F E T Y



Earn Rewards Just for Being Our Customer

Dassault Falcon operators now can take advantage of product and service benefits just for training with FlightSafety.

The Extended Advantage program provides preferred access, discounts and other benefits for many products and services necessary to operate a safe, efficient and high-quality flight operation and to assist with ever-increasing operational requirements.

“The program includes a broad range of products and services from Safety Management and paperless cockpit solutions to flight operations support and online training,” says Chris Weinberg, FlightSafety Director of Strategy and Business Development.

Leading Aviation Companies

Companies selected to participate in the program include ARGUS – PRISM Safety Management System; PASSUR – Corporate Flight Coordination Solutions; Alertness Solutions – Fatigue Alertness

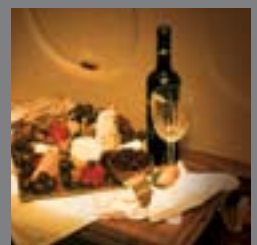
Training; SOLIDFX – FX8 electronic Jeppesen terminal chart and document manager; FlightRisk – Risk Assessment and flight planning tool; Absolute Computer Solutions – Electronic Flight Bag (EFB) bundles and support; Onboard Data Systems (OBDS) – Electronic Checklist Customization and Update Service; and ClipTraining – Microsoft Windows and Office online training.

The list will grow and change as additional companies join the program. These leading product and service providers were selected based on comments from FlightSafety Customers, because they offer products and services that enhance safety, and for the value and other benefits they provide.

FlightSafety Customers can take advantage of the program by logging on to the myFlightSafety.com website. Registered myFlightSafety users can also review training history and reservations; download and print training records and invoices; and submit online course evaluations. Access to the website and services it offers is provided to FlightSafety Customers without charge.

ServSafe: Certified Food Protection Training

FlightSafety’s Teterboro Learning Center offers ServSafe, the definitive safety training program for food-service professionals. Recognized and accepted by more federal, state and local jurisdictions than any other food safety program, ServSafe is accredited as a safe food handling course by the American National Standards Institute (ANSI) – Conference for Food Protection. Choose either an instructor-led 8-hour course or optional online training. If you choose online training, FlightSafety offers a proctor (required) for your certification exam. This vital course covers the role of a safe food handler, detailed food handling processes, food safety regulations and standards and more. This course is offered in several languages including English, Spanish, French and German. We expect to offer this course at other Learning Centers in the near future. Contact your Dassault Falcon Learning Center for details or to register for a course.





New Simulator to Expand 900LX Training Capability

A new Falcon 900LX simulator being designed and manufactured by FlightSafety will enhance training options for this advanced Dassault aircraft. The new Falcon 900LX simulator – which also can be used to train for the 900EX and 900DX EASy aircraft – is scheduled for delivery to the FlightSafety Learning Center in Dallas in late 2011. It is expected to receive Level D qualification early in 2012. “This new simulator demonstrates FlightSafety’s commitment to provide our Customers with the high-quality training, advanced-technology simulators and comprehensive courseware they require,” says Bruce Whitman, President and CEO.

The simulator will feature FlightSafety’s industry-leading electric motion and control loading system, offering the highest level of aircraft fidelity, enhanced performance and increased availability due to a reduction in maintenance requirements and increased reliability. These simulators also offer environmental advantages compared with previous-generation devices, as they produce less heat, lower levels of ambient noise and provide a safer environment due to the elimination of the risks often associated with hydraulic fluids, as well as our dependency on petroleum products.

Pilots, maintenance technicians and other aviation professionals who operate and support the Falcon 900LX will also benefit from FlightSafety’s highly qualified and experienced instructors, comprehensive training programs, and MATRIX integrated training system. MATRIX offers DeskTop and Graphical Flight-deck Simulators for instructor-led and self-paced learning as well as the SimVu debriefing system.

FlightSafety offers training for the 900 in Dallas, Paris and Greater Philadelphia/Wilmington; for the 900EX in Dallas and Teterboro; and for the 900EX EASy/DX/LX in Paris and Teterboro.

Training for P&WC Engines Expands Around the Globe

Operators maintaining Pratt & Whitney Canada engines now have a world of options for professional training. The expanding network of FlightSafety Learning Centers and training locations that offer P&WC training now includes Australia, Brazil, China, Singapore and South Africa. Those are in addition to locations in North America and Europe: Dallas, Texas; Wichita, Kansas; West Palm Beach, Florida; Toronto and Montreal in Canada; and Paris-Le Bourget, France.

FlightSafety provides advanced technology-based maintenance training for the full range of P&WC engines, including turboprop, turbofan and turboshaft.



Pratt & Whitney Canada

A United Technologies Company

The expanded network gives operators the convenience and flexibility of having access to both airframe and engine training at the same FlightSafety location. Technicians who support and maintain Pratt & Whitney Canada aircraft engines also benefit from MATRIX, FlightSafety’s integrated training system, which offers advanced troubleshooting capabilities and 3D animation to help increase understanding of engine systems.

Hands-on and Online

Training includes the use of full-scale systems trainers, major component cutaways, working models, maintenance task simulators and a large variety of test equipment used to demonstrate procedures and reinforce information learned in the classroom.

FlightSafety and Pratt & Whitney Canada are working closely together to update courseware, and include online and interactive training. Each engine model training course features a prerequisite level 1 online course to be completed before training begins. The online training helps ensure that technicians attending the training have a common starting point.

Both classroom and hands-on training by highly qualified instructors are also available onsite at the Customer’s location.

FlightSafety’s maintenance training is approved under FAA FAR 147, JAA, EASA, CASA, Transport Canada and most other regulatory agencies worldwide.



Falcon Training Marketing Representatives

COLUMBUS LEARNING CENTER

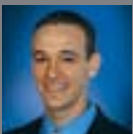


Susan Dugan | Business Enhancement Manager. Dugan began with FlightSafety in 1999 as part of the team that opened the Columbus Learning Center. She graduated from The Ohio State University with a bachelor's degree in business administration. In 2009, Susan completed the FlightSafety Customer Support Mentorship Program, and is an auditor for corporate Customer support. Susan moved into her current position in 2010. Email: susan.dugan@flightsafety.com

DALLAS/FORT WORTH LEARNING CENTER



Lori Parrish | Product Marketing Manager. Parrish began with FlightSafety in Savannah in 1996, moving up to Product Marketing Manager in 2000 before relocating to DFW in 2008. She promotes and supports Falcon pilot and maintenance training at the DFW Center. She graduated cum laude with a bachelor's degree in education. Email: lori.parrish@flightsafety.com



Joey Weaver | Product Marketing Manager. Weaver joined FlightSafety in summer 2011 at DFW, where he promotes and supports Falcon pilot and maintenance training. He recently completed his written exam for a private pilot license and is looking forward to completing the flight hours he needs to obtain his license. Email: joey.weaver@flightsafety.com

GREATER PHILADELPHIA/WILMINGTON LEARNING CENTER

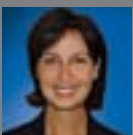


Dara DeBenedittis | Product Marketing Manager. DeBenedittis began her aviation career as a flight attendant, working for US Airways and USA 3000. At USA 3000, she also served as a station supervisor at Philadelphia International. She joined FlightSafety at Wilmington in 2003 as a Customer Support Representative. She holds a bachelor's degree in marketing from Wilmington University. Email: dara.debenedittis@flightsafety.com



Yeni Ocampo | Product Marketing Manager. Ocampo, a native of Toluca, Mexico, holds a master's degree in finance from Goldey-Beacom College and a bachelor's degree in international relations and Latin America studies from the University of Delaware. She started at FlightSafety Wilmington in 2007 as a Customer Support Representative and, in 2008, was recognized with the Customer Support Shining Star award. She has served as a PMM since 2009. Email: yeni.ocampo@flightsafety.com

PARIS-LE BOURGET LEARNING CENTER



Elisabeth Desiles | Product Marketing Manager. Desiles has been working for FlightSafety in Paris since 1992. A Paris native, she holds a two-year higher education vocational training certificate and speaks four languages – French, English, Portuguese and Italian – skills that serve her well with the center's multinational customer base. Email: elisabeth.desiles@flightsafety.com

TETERBORO LEARNING CENTER



Crystal Blackwell | Product Marketing Manager. Atlanta native Blackwell began her FlightSafety career as a Customer Support Assistant in Atlanta in 2008. She was quickly promoted to Customer Support Representative and then was offered the role as Product Marketing Manager for the Toledo Center in 2010. Blackwell became Teterboro PMM in early 2011. She holds a bachelor's degree in marketing and communications from Georgia State University. Email: crystal.blackwell@flightsafety.com



COLUMBUS

Timothy Decoursey Named Assistant Manager

Timothy Decoursey has been promoted to Assistant Manager in Columbus. Decoursey joined FlightSafety in Columbus in 2002 as a Cessna Citation Ultra instructor. He

has held a number of positions of increasing responsibility since then, including Assistant Program Manager for the Citation X and Program Manager for the Citation Ultra. Prior to joining FlightSafety, he was with American Airlines, serving as a Flight Engineer on the Boeing 727 and as First Officer on the McDonnell Douglas MD-80 and DC-10 aircraft. He earned a bachelor's degree in education from the University of Illinois and an MBA from Northern Illinois University. He holds an Airline Transport Pilot Certificate and type ratings in the Cessna Citation CE-500 and CE-750 aircraft. He also holds a Flight Engineer Turbojet certificate and is a licensed powerplant mechanic.

Columbus Briefs

- Falcon 2000 – The training program in Columbus has completed its recertification by EASA.
- International Procedures Recurrent – Now available on request.
- Innovations in classroom technology allow simultaneous presentation of a scenario, the schematics of the problem and the required checklist using three screens.

GREATER PHILADELPHIA/WILMINGTON

Wilmington Briefs

- Simulator Upgrades – The Falcon 50 Pro Line 21 simulator now features VITAL VIII+ visuals for heightened training fidelity. In addition, the center still offers training for the straight Falcon 50 aircraft.
- Enrichment and Specialty Courses – Wilmington offers a wide variety of specialty and enrichment courses such as International Procedures recurrent, Hazardous Materials for “Will Not Carry” Operators, and Safety Management Systems. Supplemental enrichment includes courses such as Cold Weather Operations and Weather Radar among many others.

TETERBORO

Teterboro Briefs

- 900EX EASy – The simulator for this training program is scheduled to receive the EASy II upgrade by early 2012.
- Teterboro offers General Emergency and ServSafe training.



DALLAS/FORT WORTH

Paul Kuchta Named Assistant Manager

Paul Kuchta has been promoted to Assistant Manager at DFW, with responsibility for maintenance technician training programs as well as other

managerial duties. Kuchta began his career with FlightSafety in 1998 as a Technical Analyst. He was promoted to Maintenance Instructor and became Director of Maintenance Training in 2001. He served in the U.S. Air Force for 21 years and was assigned to a number of technical, training and supervisory roles. He holds an A&P certificate and is currently pursuing a bachelor's degree at Embry-Riddle Aeronautical University.

Falcon Maintenance Training Expands

DFW continues to expand the number of Falcon maintenance training courses it offers. Here are new courses added during 2011.

- Falcon 2000EX EASy OMP
- Falcon 2000EX EASy Avionics
- Falcon 200 Maintenance Initial
- Falcon 900EX EASy Maintenance Initial

DFW Briefs

- Simulator Visuals Upgrades – Customers training on three DFW simulators now are benefiting from advanced visual systems. The Falcon 2000EX EASy simulator has been upgraded to VITAL X; the Falcon 900EX now includes VITAL IX; and the Falcon 20 now features VITAL VIII.
- New Training – Falcon 900LX training begins in March 2012.

PARIS-LE BOURGET

Paris Briefs

- Maintenance Training for Every Falcon – Paris-Le Bourget offers maintenance training for every Dassault Falcon aircraft model including, in early 2012, the Falcon 7X.
- International Approvals – Falcon pilot and maintenance training at Paris-Le Bourget have earned both EASA and FAA approvals.
- Cabin Training – Paris offers both Corporate Cabin Crew and Crew Emergency training using a Falcon 20 Evacuation Cabin Trainer and a Falcon 2000 classic mock-up and fire trainer for realistic, effective training scenarios.
- Enrichment and Specialty courses – We offer a wide range of enrichment courses such as Oceanic Operations and International RVSM (which are constantly updated to reflect the latest regulations), cold weather operations and many more.

7X Training Options Continue to Grow for 7X Operators

A new Falcon 7X full flight simulator – engineered and built by FlightSafety – is expected to arrive in Paris in late 2011

and be ready to offer training by spring 2012. Meanwhile, the Falcon 7X full flight simulator at DFW Airport has been qualified to Level D by the Federal Aviation Administration, the General Authority of Civil Aviation of Saudi Arabia and the European Aviation Safety Agency.

7X Training in Paris. Pilots, maintenance technicians, flight attendants and other aviation professionals who operate and support the Falcon 7X will benefit from Paris' highly qualified and experienced instructors, comprehensive training programs and MATRIX integrated training system. The new simulator is expected to earn qualification to Level D and be approved for training by EASA, the FAA and most other international regulatory agencies. Training on the simulator will offer Enhanced Flight Visual System, Head Up Guidance System, Emergency Vision Assurance System and Electronic Flight Bag. The simulator, which will feature FlightSafety's electric motion and control loading technology and exclusive VITAL X visual system, will be compatible with the Phase II avionics software upgrades.

Simulator Earns Level D. The 7X simulator at DFW features the aircraft's advanced systems and faithfully replicates flight characteristics through all operational regimes. It includes the latest technology in digital flight controls, Head Up Guidance and Enhanced Flight Vision System technologies. It is equipped with an Emergency Vision Assurance System, Honeywell's Runway Awareness and Advisory System and Electronic Flight Bag. The simulator currently features the Dassault EASy Load 10 avionics suite and is designed and equipped for transition to the EASy II avionics suite. Training for the 7X incorporates FlightSafety's exclusive MATRIX integrated training system, which offers DeskTop and Graphical Flight-deck Simulators for instructor-led and self-paced learning as well as the SimVu debriefing system that features FlightSafety's VITAL X Visual System.

7X International Qualifications. The simulator is also expected to be qualified and approved for training by aviation authorities in Canada, China, Brazil, India and Mexico.

7X Maintenance Training. We now offer both initial and recurrent maintenance training for the Falcon 7X, as well as specific training for the Pratt & Whitney Canada PW307 engine that powers the 7X.

Operational Day Flow Training Integrates Flight Profile Scenarios

Operational Day Flow training, which presents daily flight profile scenarios as part of an enhanced multimedia training environment, is expanding to more Learning Centers and is available for a growing list of Dassault Falcon aircraft. Customers receive operation-based instruction using the MATRIX suite of simulation applications for realistic, hands-on instruction that has been proven to enhance the learning experience and promote increased retention and transfer of lesson materials.

- **Columbus** offers Operational Day Flow training for the Falcon 2000.
- **Teterboro** will launch Operational Day Flow training this year for the 900EX EASy/DX/LX.
- **DFW Airport** offers this highly effective training for its Falcon 7X and Falcon 2000EX EASy initial type-rating courses.
- **Paris-Le Bourget** features the new training approach for its Falcon 2000EX EASy initial type-rating courses and will soon be available for the 900EX EASy and 7X programs.

Pre-Study Materials

All Falcon Learning Centers now offer study materials in advance online for most training courses. These materials help you prepare for training and ensure that everyone comes in with a similar knowledge base. Materials vary and are tailored specifically for each course. They are available through your secure myFlightSafety link before training begins and for an extended period after training is complete.





Technicians Praise Their Training Experiences

FlightSafety works continually to develop and deploy the best, most up-to-date training equipment, from Level D full flight simulators to hands-on modules to high-tech classrooms. But we never lose sight of the fact that these are merely tools. The most important component of our training is our experienced, knowledgeable instructors – men and women with a passion for safety and an obsession with finding effective teaching techniques. Here's what a few recent maintenance technicians had to say about their FlightSafety experience.

“FlightSafety training is very advanced and professional. Not many trainers can achieve the level FlightSafety achieves routinely. For example, in a typical training scenario presentation that comes to mind, our instructor commanded the attention of the whole classroom, using his very deep knowledge and advanced graphics to explain a complex electric circuit.”

– Michele La Cava, Aeronautica Militare
Falcon 900EX Maintenance Update

“FlightSafety instructors bring more than just facts and data. They always possess deep knowledge of their subjects.”

– Maintenance Technician
Falcon 900 Maintenance Initial

“The instructor was definitely skillful, and the facility is first level.”

– Flavio Domenichini, Quality Manager
Sirio Executive, Italy
Falcon 2000 Familiarization

“Our instructor was able to answer all of our questions. He has a very wide knowledge of the avionics systems. Another instructor gave us a lot of good tips to use during maintenance. He really knows what he is talking about. That's why it was very easy to keep the attention during his class because he kept everybody interested all the time.”

– Leen Martens, Flying Service NV
Falcon 900EX EASy Maintenance Initial

“Our instructor has a lot of technical experience that translates into effective instruction.”

– Peter Royemans
Forces Aeriennes Belges, Belgian Air Force
Falcon 900 Avionics

“We had an excellent instructor for our initial maintenance course. He went well beyond simply reciting facts. He was interested in how we learned as well as exactly what we learned.”

– Maintenance Technician
Falcon 2000EX EASy Maintenance Initial