

Industry
Insights

Jamie Lee Curtis
is Perfect

Cutter
Aviation

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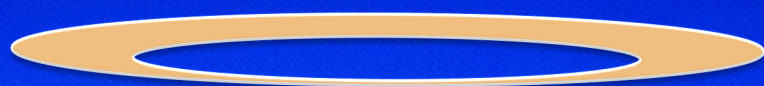


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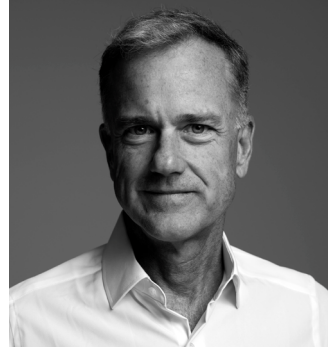
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Photo courtesy of Mark Krause.

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Artificial Intelligence

Artificial Intelligence. It's a polarizing topic, but one we need to grapple with because the AI-age is truly upon us. In June, during the annual gathering of Pinnacle Air Network members, I invited the leaders of Ironfleet.ai to present to our group. Ironfleet is a maintenance, repair, and overhaul (MRO) AI system designed to make those who work on your aircraft more efficient and accurate – improving your experience and lowering costs while in the shop. Records maintenance, turn times, and return-to-service checks are also simplified and improved.

Fleetcraft is another MRO AI company on the ground floor of this effort to improve the way you service your aircraft. I had a call with Fleetcraft's CEO, Finn Quinlan, the morning I wrote this brief. Finn is based in London but travels often to the States.

When asked about the competitive landscape and how AI companies differentiate themselves, Finn says it comes down to the people behind the platforms. Fleetcraft

employs aviation veterans who know the MRO business. The Ironfleet.ai team comes from Microsoft and Boeing.

"Some processes that used to take six to eight hours of work can now take as little as 25 minutes," according to Finn.

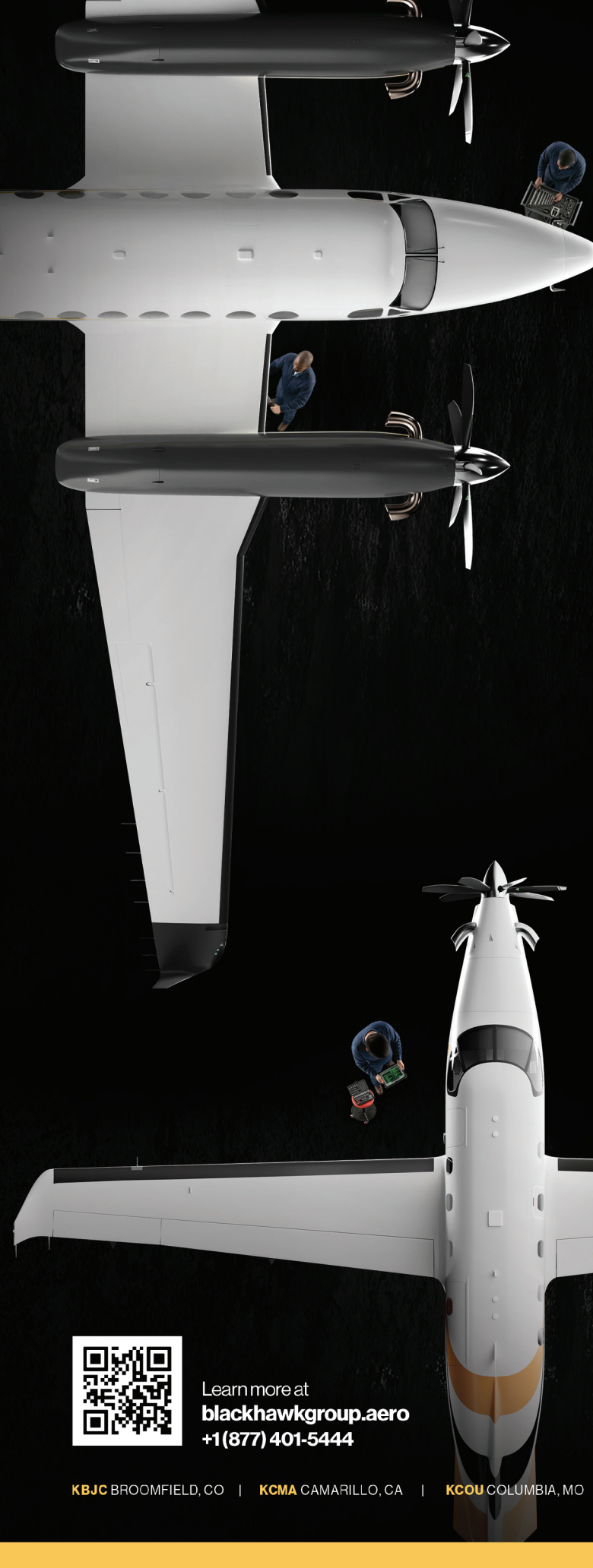
My experience with AI: Between May and the end of July this year, I embarked on a theoretical mathematics project with Anthropic's Claude AI system. I wanted to see if I could prove Bernhard Riemann's Hypothesis (RH). I haven't proved RH... yet. But along the way, the collaboration has netted several mathematical discoveries, including several new laws and theorems. In total, the three-month project resulted in eight PhD-level theoretical mathematics papers. The real discovery, though, is the collaborative methods used in the project.

AI is here, and it's real. It's a collaboration tool. As you look into your next service or repair, you can inquire about your MRO's use of AI and how it can save you time and money. **T&T**

A stylized, handwritten signature of Lance Phillips in black ink.

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Jamie Lee Curtis is Perfect

by Lawrence Searcy



The dreaded words from the tower hit me like a punch to the gut, taking my breath away. “Mooney Seven Hundred Charlie Whiskey, I have a phone number for you to call. Let me know when ready to copy.” I replied that I was ready and scribbled the number on my kneeboard. I then contacted ground control for taxi instructions to Millionair at San Antonio International Airport. I knew that after parking, I’d call the tower supervisor and take a butt-chewing.

At this point in my flying, I had a few hundred hours but was still not completely comfortable landing at larger airports. On trips to larger metropolitan areas, I purposely chose feeder airports to stay clear of the more congested airspace and Class B and C airports. On this flight, I decided to land at the “big” airport because it was closer to my intended

destination and the Millionair FBO offered discounts for their base tenants at other airfields.

The approach and landing occurred without incident. But once on the ground and rolling out on runway 13R, I didn’t hear any further instructions from the tower. In an instant, I noticed that somehow the radio had flipped from my primary radio to the number two radio holding the ground frequency. During the chaos of rolling out, deciphering the communications problem and switching back to tower frequency, I missed the tower’s instructions to exit expeditiously. The tower controller admonished me with a harsh tone, said he had been trying to reach me, and told me to write down the phone number.

I parked, sat quietly in the plane, and dialed the tower. The tower supervisor scolded me for the delay and

said a Southwest jet had to go around to avoid a spacing infraction. I apologized and explained my radio mishap. With the untimely communication and the unfamiliarity with the larger airport, I was not sure where to exit and continued to taxi while awaiting instructions. I apologized and was let off with a harsh warning.

I had mostly forgotten about the incident until a group of friends on a text chain brought the memory forward in a very weird way. Like anyone with a smartphone, I have several text groups set up to communicate with a large crew of friends and family. One such chat consists of high school friends sharing a schizophrenic array of sports, lifestyle, hunting topics, and birthday messages with the occasional meme video thrown in for good measure. Periodically, I share my Twin & Turbine articles on the

text chain if I feel they might resonate with the group even though I am the only aviator among them.

Recently, one friend in the group commented on his experience re-watching the 1981 Brian DePalma thriller "Blow Out" starring John Travolta. His comment started a series of text reactions about the best 1980's films starring Travolta. This, in turn, led to the post of a video trailer for the 1985 movie "Perfect" starring Travolta alongside Jamie Lee Curtis. The movie follows Travolta as a Rolling Stone reporter doing an exposé on the 1980's fitness craze and the singles scene associated with health clubs in Los Angeles.

Like most text chains, the topics can fluctuate instantly and for no reason other than someone in the group has an impulsive thought that just needs to be shared. In this instance, our text conversation suddenly morphed from Jamie Lee Curtis and 80's hit movies to a sports commentary on San Antonio Spurs superstar Victor Wembanyama and his salary negotiations.

Apparently, in the middle of our memory-lane reminiscence of cheesy 80's movies, news broke of Wemby's choice to forego millions in salary to allow the Spurs to sign other superstars in the hope of creating a dynastic team. All of this topic-shifting was simply too much for me, and I joked that in the future the group should require some notice of transition. My remark was met with several snide comments explaining the beauty of fluid topics, stream of consciousness, and an unfettered idea forum. I was told that topic changes would allow any random thought from any individual. That, of course, is what makes the text chain entertaining. Noting this lack of content restriction, I selfishly promoted my recent T&T article (July 2026) about flying my kids on college tours. Immediately, a screenwriter friend in Los Angeles replied that the best topic segue would be for me to use the movie "Perfect" starring John Travolta and Jamie Lee Curtis in my next T&T article.

The challenge was heard and accepted. I started strategizing ways to

connect this ridiculous 1985 movie plot into a story about flying. I watched bits and parts of the movie on fast forward, because watching the whole thing was too painful. The connection hit me when Curtis and Travolta are in an argument, and Curtis' character screams at Travolta, "What's wrong with wanting to be the best you can be? What's wrong with wanting to be perfect?" And boom - the perfect wrap for a story about perfect piloting.

The answer to Curtis' question, of course, is that there is nothing wrong with striving for perfection. As pilots, perfection and flawless execution are the standard, and anything less can be deadly. The reality though, is that just about every flight contains a mistake. Most are inconsequential, and without the dire consequence we read about in safety articles. To put this in perspective, the most accomplished flying team in the world, the Blue Angels, debrief after every exhibition with three rules in mind: What mistakes happened during the performance; why did the mistake happen; and what will be done differently to correct for the next show. These seemingly perfect pilots, flying within inches of each other, are expected to call out their own mistakes before one of the other pilots does so. The Blue Angels famously believe that they have never flown the "perfect show." Well, if they can't fly perfectly, what does that say about general aviation pilots who fly a whole lot fewer hours and under less strenuous conditions? It says we make a lot of mistakes, and we better learn from them and do better the next flight.

Notably, the FAA recognizes that no perfect pilots exist, despite expecting that all pilots know the information and rules contained in just over 1,200 pages of the Federal Aviation Regulations / Aeronautical Information Manual (FAR /AIM as we all know it). That is why in 1976, the FAA, in partnership with NASA, launched a safety review process and included a modified "Get Out of Jail Free Card." The reporting system allows for confidential and non-punitive reporting for pilots to document their own safety incidents. Those records

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	3AF	7JY
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	4AP	9KC
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	9AV	7KN
	9AW	8KN
	4AX	9KN
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	7AX	6KQ
	9AX	8KQ
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are compiled and used to “identify system-level safety and threats in the National Airspace System,” which are then communicated by way of “Safety Alerts” to those working within the aviation ecosystem.

Knowing about the NASA reporting system, I immediately googled how to file one of these reports, logged in to their system, and ratted myself out to the FAA. I told my story in the section titled “Describe the Event / Situation.” I included my pertinent information like the type of plane flown, time of incident, total hours flown, weather conditions, and the event narrative. I hit submit and hoped that the tattletale report would keep me out of trouble. And that was the last I ever heard about it. True to their word, the information remained confidential and no other punitive action was taken.

I’m sure the Southwest pilots behind me were furious. I disrupted their flight, probably messed up their excellent on-time record, and may

have even caused some passengers to miss a connection. Mistakes happen. Those Southwest pilots are not perfect, and they too had to learn from painful and embarrassing experiences. The NASA Aviation Safety Reporting System logs more than 100,000 reports annually and more than 2.3 million reports since its inception, confirming that I’m not the only guy out there having a bad day. I’m glad my mistake was not more serious, and I’m also proud to have taken the initiative to file with the FAA in the event my infraction can teach another aviator something important.

There is a super-cheesy scene in “Perfect” where Travolta and Curtis are in bed embracing, and she laments, “I’m glad I met you; I’m sorry I met you.” The same is true with my introduction to the NASA reporting system. I’m glad there is an avenue where pilots can assess, report, and learn from their own mistakes without fear of repercussion from the FAA.

Like the Blue Angels, I was forced to answer the questions of what happened, why it happened, and how I was going to correct that mistake for future flights. Since there is no such thing as perfect, I’ll continue learning, dissecting my flights, and making corrections to get as close to perfect as possible. Meanwhile, if you need something to watch on a Saturday night, might I suggest “Urban Cowboy” for Travolta and “Trading Places” or “A Fish Called Wanda” for Curtis. They are not “Perfect,” but that is exactly why I am suggesting them. **T&T**

Lawrence S. Searcy Jr recounts stories from more than 20 years of aviation experience. A 1,600-hour private pilot with an instrument rating, he is also an entrepreneur, attorney, rancher, and outdoorsman who flies himself and his family across the country for both business and pleasure in their TBM 700A. His previous aircraft include a Mooney M20J and a Piper Malibu Mirage.



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SyberJet SJ30-2 Shatters a 13-Year-Old Mark by 48%

by Lance Phillips



Gordy Bryan and SyberJet CEO Trevor Milton

SyberJet Aircraft recently announced that its SJ30-2 has set an unofficial East-to-West transcontinental speed record in the C-1.f aircraft class, flying nonstop from Jacksonville, Florida to San Diego, California in approximately 4 hours and 7 minutes at an average speed of 505.3 mph.

The flight, piloted by Gordon “Gordy” Bryan with SyberJet CEO Trevor Milton aboard, decisively breaks the existing record of 339.4 MPH set by the Embraer Phenom 300 in 2013. Official certification from the National Aeronautic Association and the Fédération Aéronautique Internationale is expected to take approximately 90 days.

“The results are fantastic,” said Trevor Milton, CEO of SyberJet Aircraft. “I want to thank Gordy, the mechanics, the employees and all the supporters that watched the

journey. This is exactly the kind of moment that can’t be disputed and cements the legacy of SyberJet as the fastest and farthest flying light jet in the world.”

The SJ30-2 is SyberJet’s FAA-certified aircraft and the platform on which the company’s next-generation SJ36 is being developed. The record-setting SJ30-2 will be on display at NBAA-BACE 2026’s Aircraft Connection at Henderson Executive Airport in space AC-03. SyberJet will also debut the all-new SJ36 at SyberJet World, held in conjunction with NBAA-BACE in Las Vegas. Seats are limited. Those interested in attending SyberJet World and seeing the SJ36 launch firsthand can request a seat at syberjet.com/syberjetworld.

5X5 Aviation Insurance Launches Safe Pilot Partnership with Sporty's and PilotWorkshops

5X5 Aviation Insurance is partnering with Sporty's and PilotWorkshops to launch the Safe Pilot Partnership, a new program that gives eligible piston aircraft pilots measurable insurance value for maintaining their proficiency through recurrent training.

"Training is one of the clearest indicators that a pilot is committed to managing risk," said Doug Tibbs, Managing Director of 5X5 Aviation Insurance. "The Safe Pilot Partnership puts a measurable value on that commitment. The best-trained pilots make the best insured pilots, and we want to recognize those who continue to invest in their proficiency."

The three-party partnership reflects a shared belief to reward pilots who take a more conscientious approach to their flying. Through the program, eligible 5X5 piston aircraft insured pilots can earn a 5% premium credit for completing a qualifying Sporty's or PilotWorkshops online proficiency course annually, plus an additional 5% credit for completing 10 or more VFR or IFR Mastery scenario-based workshops during a 12-month policy period.

The credits can stack within 5X5's existing Safety Rewards program, allowing committed pilots to earn up to 10% in annual training-related premium credits, toward a maximum of 20% in total credits under Safety Rewards, subject to underwriting guidelines.



Founded in 1961, Sporty's has grown into a leading provider of pilot training, supplies and resources, based in Batavia, Ohio. It recently purchased PilotWorkshops, which has provided scenario-based VFR and IFR Mastery

workshops and online courses to a community of more than 200,000 pilots for the past 20 years.

"Pilot proficiency is not something you check off a list and move on from," said John Zimmerman, Sporty's President & CEO. "It requires ongoing learning, practice and a willingness to keep improving. This partnership demonstrates the value for pilots who prioritize critical recurrent training."

Through the Safe Pilot Partnership, 5X5 is a recommended insurance solution for eligible Sporty's and PilotWorkshops customers. The companies also will collaborate on educational content, including a Q&A video series and newsletter content featuring Zimmerman, focused on pilot proficiency, recurrent training and safer flying.



Cutter Aviation Celebrates Delivery of 100th New Pilatus Aircraft



Will Cutter and Oliver Moehl

Cutter Aviation marked a major milestone on July 15th with the delivery of its 100th new Pilatus aircraft at Pilatus Aircraft's U.S. facility in Broomfield, Colorado.

The delivery highlights the rapid growth of Cutter Aviation's Pilatus program since becoming an Authorized Pilatus Sales and Service Center in 2018. In just eight years, Cutter Aviation has delivered 100 new Pilatus aircraft while continuing to expand Pilatus sales, service, maintenance, avionics, and support operations across the Southwest.

The aircraft delivered as Cutter Aviation's 100th new Pilatus will join the company's Phoenix-based Shared Ownership Program, becoming the 10th aircraft in the fleet. This addition reflects the continued growth of the program and provides owners with another opportunity to enjoy the benefits of aircraft ownership backed by Cutter Aviation's experienced management and support team.

"This is a really special milestone for our company," said Will Cutter, President & CEO of Cutter Aviation. "To reach 100 new Pilatus aircraft deliveries in such a relatively short period of time says a lot about the strength of the Pilatus product line, the relationship we've built with

Pilatus Aircraft, and the trust our customers place in our team every day."

"For nearly a decade, Cutter Aviation has represented the Pilatus brand with professionalism, integrity, and a customer-first approach that aligns perfectly with our own values," said Oliver Moehl, President and CEO of Pilatus Aircraft USA Ltd. "Celebrating 100 Pilatus deliveries is an extraordinary accomplishment, and we are honored to recognize this milestone while looking ahead to the continued growth of our partnership."

Representatives from Cutter Aviation and Pilatus Aircraft gathered for the delivery event to recognize the milestone and celebrate the continued partnership between the two companies.

The milestone comes as Cutter Aviation approaches its 100th year in business in 2028. Founded in 1928, Cutter Aviation is the oldest continuously family-owned and operated FBO in the United States and provides aircraft sales, maintenance, avionics, charter, aircraft management, and FBO services throughout the Southwest.

Fargo Jet Center Completes Delivery of Dedicated Air Medical PC-12NG to Metro Aviation



Fargo Jet Center recently announced the completion and delivery of a newly outfitted, dedicated air medical Pilatus PC-12NG to Metro Aviation, the largest privately held, traditional air medical operator in the United States. Metro Aviation will operate the aircraft for Children's Nebraska, the leading pediatric healthcare provider in the state of Nebraska.

Updates and medical equipment integrations on the newly completed PC-12NG include:

- LifePort PLUS (Patient Loading Utility System)
- Hillaero 126" overhead patient track system with MED-Mount bases
- Medical sidewall containing a stainless overlay with sharps and suction containers
- Loncoin flooring with foam padding for comfort
- Outerlink IRIS Satcom / Flight Following System
- Cabin intercom system
- TA360 MAX Power USB Chargers
- Embroidered headrest
- Cargo Door LED loading lights
- Shore power system with automatic ship/shore power switching

- Gaseous DISS outlets with 110-volt AC plugs
- Full height medical cabinet

In addition to the interior modifications, Fargo Jet Center's affiliate Premier Jet Center completed a custom paint job on the exterior of the aircraft. The bright design aligns to additional air and ground transportation in the Children's Nebraska fleet.

"This project showcases how our teams in maintenance, avionics, paint, and interiors can come together to deliver a fully integrated aircraft, inside and out," said Mike Clancy, VP of Technical Services at Fargo Jet Center. "We were honored to build this aircraft for the pilots, healthcare providers, and pediatric patients and families who will depend on it every flight."

"Metro Aviation is committed to equipping our crews with aircraft that enhance both patient care and operational safety," said Metro Aviation Northwest Regional Maintenance Manager Kort Skinner. "Fargo Jet Center delivered an outstanding aircraft that was purpose-built for the air medical mission. We're excited to place it into service for Children's Nebraska and support their lifesaving work for years to come."

Textron Aviation Celebrates 500th Cessna Citation CJ4 Delivery as Gen3 Era Advances



Textron Aviation recently announced the 500th delivery of a Cessna Citation CJ4 series business jet, underscoring more than a decade of customer confidence in the company's largest light jet and setting the stage for the next chapter of the aircraft with the upcoming Cessna Citation CJ4 Gen3. The milestone aircraft, a Citation CJ4 Gen2, was delivered to a customer based in the Philippines, reflecting the platform's global reach.

The delivery milestone reflects the CJ4's position as a trusted light jet for customers who need a balance of performance, efficiency and mission flexibility. The aircraft is valued by owner-operators and fleet customers around the world for its versatility across a wide range of missions, from business travel to special mission operations.

"The Citation CJ4 has set the standard in its class for more than a decade, and with the Citation CJ4 Gen2 and the upcoming Citation CJ4 Gen3, we're continuing to invest in the innovation, technology and capabilities our customers value most," said Lannie O'Bannion, senior vice president, Sales & Marketing. "As we look to the future, our focus remains on delivering the performance, efficiency and confidence operators need to succeed in an evolving aviation landscape. Reaching 500 deliveries is a meaningful milestone that reflects the strength of the CJ4 platform and the trust customers around the world place in Textron Aviation."

The Cessna Citation CJ4 Gen3 is expected to achieve Federal Aviation Administration certification this year. The aircraft's flight test program has completed more than 880 flight test hours across two test articles thus far.

The Cessna Citation CJ4 Gen3 is the largest Citation aircraft in the light jet segment. Designed with customer feedback in mind, the Citation CJ4 Gen3 introduces Garmin G3000 PRIME avionics to support a more intuitive flight deck experience, and the aircraft also offers pilot and passenger peace of mind with Garmin Emergency Autoland. The CJ4 Gen3 brings a new level of expectations to the light jet segment with the most standard features in its class. The single-pilot certified aircraft combines superior speed, range and operating economics compared to larger aircraft, making it the ideal platform for owner/operators or corporate missions. The CJ4 is valued by customers around the world for luxury and productivity, as well as a wide range of missions including air ambulance, maritime patrol, search and rescue and aerial survey.

The Citation CJ4 Gen3 is expected to feature a maximum range of 2,165 nm and a maximum payload of 2,200 pounds. With seating for up to 11 occupants and a 1,040-pound baggage capacity, the aircraft offers superior performance and versatility.

Daher Aircraft Delivers the First TBM 980 in Brazil



The first TBM 980 for a Brazilian customer has been delivered by Daher Aircraft, marking the introduction of this newest fast and efficient turboprop-powered airplane in a market where the TBM family continues to expand among business aviation operators and entrepreneurs.

This milestone aircraft was received by a Brazilian entrepreneur who upgraded from a TBM 900 version, selecting the TBM 980 for its third-generation Garmin G3000® PRIME avionics and the TBM's combination of speed, efficiency and operational flexibility. The customer owns multiple cattle ranches and farms throughout Brazil and will use the aircraft to travel between these locations, including operations performed from semi-prepared runways.

Brazil represents an important market opportunity for both airplane families in Daher Aircraft's portfolio: the pressurized six-seat TBM 980 and TBM 960, as well as the utility-category 10-seat Kodiak 100 and Kodiak 900. The country's geographic size and strong industry sectors such as agribusiness, construction and mining create a demand for efficient regional transportation solutions for which the TBM and Kodiak are particularly well suited.

Daher established its São Paulo-based Daher Aircraft Brazil entity last October to strengthen the local presence for customer relationships and technical support. The initiative has contributed to a new phase of growth for Daher Aircraft

in Brazil, where five TBM 980s and one TBM 960 have been sold since October.

Today, approximately 60 TBMs of various versions are operated in Brazil, along with seven Kodiak 100s.

Daher Aircraft unveiled the TBM 980 in January and has delivered more than 30 aircraft to customers worldwide. The Garmin G3000® PRIME avionics introduces a highly intuitive interface with three 14-inch edge-to-edge touchscreen displays, improving cockpit ergonomics and reducing pilot workload through customizable presets and a streamlined user interface.

Operational safety remains paramount on the TBM 980 with Daher Aircraft's e-copilot® concentration of technological innovation and automated systems, proven across the TBM 900-series aircraft. This includes advanced weather detection, icing protection, flight envelope monitoring and emergency descent mode, along with the game-changing HomeSafe™ emergency autoland functionality.

Precision piloting and excellent operational efficiency are ensured with the TBM 980's features adopted from Daher's popular TBM 960 version, including Pratt & Whitney Canada's PT6E-66XT intelligent turboprop engine and the five-blade Hartzell composite propeller – both of which are controlled by a Full Authority Digital Engine Control (FADEC) system.

Editor's Pics

Photo & Story
by Lance Phillips





Cutter Aviation

Reposted and updated from February 2022

by Lance Phillips



Cutter Aviation, Phoenix, Arizona

In 1926, the 69th U.S. Congress realized the potential of aviation in our country. They understood how expanded commercial endeavors and a framework for safety, along with an explicit promotional imperative, were critical to the United States' competitiveness in the world. The Air Commerce Act of 1926 defined who was to do what, when, where, why and how much it would take.

A burgeoning industry was taking shape in the 23 years following the Wright brothers' first flight. Many of the early aviation stakeholders were airmail carriers and barnstorming entertainers who had returned from World War I flying military surplus equipment. The airmail routes and operators who flew them went on to form the fledgling airline industry. But it was the group of barnstormers, sometimes moonlighting as charter operators offering point-to-point flying services (mostly without any real support), who had the vision to develop the business and general aviation environments.

It's interesting that our 69th group of senators and representatives decided not to overwhelm the young aviation industry with rigid rules or excessive penalties for breaking them. Instead, they wisely instructed the Department of Commerce to oversee what they knew was the next era of commercial interstate and later international flying

activities, driven by air traffic and the ground facilities supporting it.

In 1928, just two years after the Air Commerce Act was signed into law, one of those barnstormers opened up shop in Albuquerque, New Mexico. There was an old, dusty hangar at Oxnard Airfield from which William P. Cutter worked using a newly coined term – fixed-base operator. Cutter served the community by providing charter flights throughout the Southwest, enabling ranchers and businesspeople to make deals in the 1930s. During that timeframe, the Cutter family brought two sons into the world, William R. (Bill) and Sidney, born in 1932 and 1934, respectively. And as the threat of a world war became a reality, Cutter Flying Service began training U.S. Navy pilots at Albuquerque's West Mesa Airport.

The Allies celebrated victory in Europe in May 1945. A couple of years after that, in 1947, Cutter provided an example of the calculated growth that his business would become known for, now into the 21st century. He wagered that a move to Albuquerque's Kirtland Field, now Albuquerque International Sunport, would spur and sustain his company's expansion well into the future. A special relationship was built at the same time. Cutter would become a Beechcraft dealer and authorized service facility.



From the very beginning until the current day, Cutter has provided flight services to businesses and individuals across the Southwest. Here on display is Cutter's early lineup of Beechcraft air taxi equipment.

The two young Cutter brothers would follow their father's ambitions, learning to fly early and later serving in the military during the 1950s. Once back in civilian life, Bill made another calculated growth move, this time out of state. Cutter opened its doors in Phoenix, Arizona, at Sky Harbor Airport in 1959. A little later, the family navigated a severe blow as William P. Cutter passed away in 1963. Sidney took the reins, remaining in Albuquerque until 1974. The mid-70s would find Sidney pursuing other personal ambitions while his brother Bill took control and continued Cutter's own manifest destiny. He saw that further developing the company's maintenance services, aircraft sales teams and charter footprint would be the way forward. The 1990s saw more of the same with the Deer Valley, Phoenix location opened in 1997, followed by San Antonio, Texas in 1998.

In September 2002, Bill's son, William W. Cutter, became the president of Cutter Aviation. Known to all simply as Will Cutter, he has continued expansion in Texas, Colorado and Arizona. Will is proud of his upbringing in the family business, telling of his early years cleaning hangars and airplanes, learning all he could about selling and keeping customers happy. By 2014, the company had 250 employees and reached nearly \$100 million in sales tracking to exceed \$130 million from sales of the new HondaJet in 2015.

Sadly, on December 11th, 2018, Bill Cutter passed away. He was honored as a lifelong advocate for general and



William Cutter and Walter Beech

business aviation. "We acknowledge his devotion to professionalism and customer service, which equaled his passion for the industry, his good humor, grace and charm will not soon be forgotten" (AIN). Bill was prominent in the industry and at his family's businesses up until the day he left us, even attending Cutter's 90th anniversary celebrations at NBAA in Las Vegas in 2017. A life-long aviation enthusiast,

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JETS - 22,379

CHIEF PILOTS & OWNERS

COUNT	AIRCRAFT
8	ASTRA 1125
41	ASTRA 1125SP
59	ASTRA 1125FPX
21	BEECHJET 400
266	BEECHJET 400A
250	BOEING BBJ
513	CHALLENGER 300
317	CHALLENGER 350
29	CHALLENGER 3500
29	CHALLENGER 600
25	CHALLENGER 601-1A
108	CHALLENGER 601-3A
52	CHALLENGER 601-3R
351	CHALLENGER 604
283	CHALLENGER 605
78	CHALLENGER 650
3	CHALLENGER 800
53	CHALLENGER 850
5	CHALLENGER 870
504	CIRRUS VISION SF50
130	CITATION 500
375	CITATION 525
345	CITATION BRAVO
207	CITATION CJ1
107	CITATION CJ1+
255	CITATION CJ2
245	CITATION CJ2+
489	CITATION CJ3
267	CITATION CJ3+
464	CITATION CJ4
192	CITATION ENCORE
85	CITATION ENCORE+
405	CITATION EXCEL
13	CITATION I
277	CITATION I/SP
436	CITATION II
50	CITATION II/SP
164	CITATION III
173	CITATION LATITUDE
58	CITATION LONGITUDE
376	CITATION M2
510	CITATION MUSTANG
142	CITATION S/II
366	CITATION SOVEREIGN
118	CITATION SOVEREIGN+
315	CITATION ULTRA
289	CITATION V
27	CITATION VI
135	CITATION VII
324	CITATION X
39	CITATION X+
314	CITATION XLS
358	CITATION XLS+
17	DORNIER ENVOY 3
33	ECLIPSE 550
317	ECLIPSE EA500
20	EMBRAER LEGACY 450
83	EMBRAER LEGACY 500
113	EMBRAER LEGACY 600
72	EMBRAER LEGACY 650
16	EMBRAER LINEAGE
379	EMBRAER PHENOM 100
580	EMBRAER PHENOM 300
113	EMBRAER PRAETOR
57	FALCON 10
21	FALCON 100
15	FALCON 200
272	FALCON 2000
5	FALCON 2000DX
23	FALCON 2000EX
162	FALCON 2000LX
148	FALCON 2000LXS
25	FALCON 20C
15	FALCON 20C-5
17	FALCON 20D
1	FALCON 20D-5
11	FALCON 20E
48	FALCON 20F

75	FALCON 20F-5
182	FALCON 50
5	FALCON 50-4
8	FALCON 50-40
115	FALCON 50EX
282	FALCON 7X
70	FALCON 8X
173	FALCON 900
28	FALCON 900C
21	FALCON 900DX
351	FALCON 900EX
99	FALCON 900LX
22	GULFSTREAM G100
130	GULFSTREAM G150
238	GULFSTREAM G200
305	GULFSTREAM G280
13	GULFSTREAM G300
11	GULFSTREAM G350
324	GULFSTREAM G450
131	GULFSTREAM G500
641	GULFSTREAM G550
465	GULFSTREAM G650
16	GULFSTREAM G-I
15	GULFSTREAM G-II
12	GULFSTREAM G-IIB
87	GULFSTREAM G-III
175	GULFSTREAM G-IV
319	GULFSTREAM G-IVSP
202	GULFSTREAM G-V
113	GULFSTREAMG 600
32	HAWKER 1000A
5	HAWKER 1000B
7	HAWKER 125-1A
2	HAWKER 125-1AS
1	HAWKER 125-600A
55	HAWKER 125-700B
66	HAWKER 4000
216	HAWKER 400XP
53	HAWKER 750
142	HAWKER 800A
16	HAWKER 800B
408	HAWKER 800XP
44	HAWKER 800XPI
100	HAWKER 850XP
176	HAWKER 900XP
213	HONDA JET
4	LEARJET 23
44	LEARJET 24
64	LEARJET 25
3	LEARJET 28
614	LEARJET 31
22	LEARJET 35
56	LEARJET 36
140	LEARJET 40
470	LEARJET 45
102	LEARJET 55
418	LEARJET 60
17	LEARJET 70
158	LEARJET 75
294	PREMIER I
6	SABRELINER 40A
2	SABRELINER 40EL
2	SABRELINER 40R
5	SABRELINER 60
9	SABRELINER 60ELXM
48	SABRELINER 65
11	SABRELINER 80
1	SABRELINER 80SC
1	SUKHOI SBJ
3	SYBER JET SJ30
52	WESTWIND 1
14	WESTWIND 1124
47	WESTWIND 2

TURBOPROPS - 16,319

CHIEF PILOTS & OWNERS

COUNT	AIRCRAFT
210	AVANTI
1	AVRO RJ70
483	CARAVAN 208
2275	CARAVAN 208B

37	CHEYENNE 400
140	CHEYENNE I
21	CHEYENNE IA
218	CHEYENNE II
49	CHEYENNE III
39	CHEYENNE IIIA
58	CHEYENNE IIXL
238	CONQUEST I
292	CONQUEST II
77	DAHER TBM-700A
96	DAHER TBM-700B
113	DAHER TBM-700C
383	DAHER TBM-850
134	DAHER TBM-900
70	DAHER TBM-910
102	DAHER TBM-930
138	DAHER TBM-940
66	DAHER TBM-960
165	DE HAVILLAND DHC
49	EPIC E1000
1	FOKKER 70
37	JETSTREAM 31
70	JETSTREAM 32
64	JETSTREAM 41
32	KING AIR 100
474	KING AIR 200
21	KING AIR 200C
8	KING AIR 200T
261	KING AIR 250
46	KING AIR 260
190	KING AIR 300
10	KING AIR 300LW
695	KING AIR 350
91	KING AIR 350C
35	KING AIR 350ER
397	KING AIR 350I
6	KING AIR 350IER
73	KING AIR 360
7	KING AIR 90
7	KING AIR A/B90
65	KING AIR A100
155	KING AIR A200
32	KING AIR A90
89	KING AIR A90-1
93	KING AIR B100
1154	KING AIR B200
118	KING AIR B200C
121	KING AIR B200GT
6	KING AIR B200SE
8	KING AIR B200T
46	KING AIR B90
306	KING AIR C90
40	KING AIR C90-1
193	KING AIR C90A
402	KING AIR C90B
78	KING AIR C90GT
112	KING AIR C90GTI
165	KING AIR C90GTX
18	KING AIR C90SE
257	KING AIR E90
172	KING AIR F90
29	KING AIR F90-1
5	MERLIN 300
14	MERLIN IIB
5	MERLIN III
27	MERLIN IIIA
45	MERLIN IIIB
14	MERLIN IIIC
4	MERLIN IV
11	MERLIN IV-A
34	MERLIN IV-C
91	MITSUBISHI MARQUISE
16	MITSUBISHI MU-2F
1	MITSUBISHI MU-2G
11	MITSUBISHI MU-2J
28	MITSUBISHI MU-2K
10	MITSUBISHI MU-2L
18	MITSUBISHI MU-2M
23	MITSUBISHI MU-2N
25	MITSUBISHI MU-2P
46	MITSUBISHI SOLITAIRE
70	NEXTANT 400XT
1	NEXTANT G90XT

1081	PILATUS PC-12 NG
836	PILATUS PC-12/45
216	PILATUS PC-12/47
300	PIPER JETPROP
91	PIPER M500
263	PIPER M600
601	PIPER MERIDIAN
292	QUEST KODIAK 100
3	QUEST KODIAK 900
15	ROCKWELL COMMANDER
6	STARSHIP 2000A
54	TURBO COMMANDER 1000
21	TURBO COMMANDER 690
134	TURBO COMMANDER 690A
136	TURBO COMMANDER 690B
80	TURBO COMMANDER 840
27	TURBO COMMANDER 900
26	TURBO COMMANDER 980

TWIN PISTON - 7,649

OWNERS

COUNT	AIRCRAFT
37	BARON 58TC
1677	BARON 58
428	BARON 58P
119	BARON 58TC
3	BARON A56TC
355	BARON G58
108	CESSNA 310
167	CESSNA 340
552	CESSNA 340A
50	CESSNA 402B
124	CESSNA 402C
27	CESSNA 404
317	CESSNA 414
452	CESSNA 414A
42	CESSNA 421
28	CESSNA 421A
309	CESSNA 421B
707	CESSNA 421C
59	CESSNA T303
112	DIAMOND D42
20	DIAMOND IA
186	DUKE B60
80	PIPER 600 AEROSTAR
3	PIPER 600A AEROSTAR
45	PIPER 601 AEROSTAR
4	PIPER 601B AEROSTAR
201	PIPER 601P AEROSTAR
24	PIPER 602P AEROSTAR
589	PIPER CHIEFTAIN
26	PIPER MOJAVE
301	PIPER NAVAJO
255	PIPER SENECA
74	ROCKWELL COMMANDER
168	ROCKWELL SHRIKE

HIGH PERFORMANCE MOVE-UP SINGLES - 10,002

OWNERS

COUNT	AIRCRAFT
393	BEECH BONANZA
441	CESSNA 182
55	CESSNA 206
428	CESSNA P210N
22	CESSNA P210R
58	CESSNA T182
1220	CIRRUS SR20
3733	CIRRUS SR22
2048	CIRRUS SR22T
121	MOONEY ACCLAIM
37	MOONEY ACCLAIM ULTRA
407	MOONEY OVATION
12	MOONEY OVATION ULTRA
263	PIPER MALIBU
199	PIPER MATRIX
565	PIPER MIRAGE



Cutter Aviation Charter Fleet



Will Cutter with daughter Anna and son Will D. Cutter

Bill learned to fly sitting on his father's lap and became an ATP-rated pilot in fixed-wing, helicopter and lighter than air aircraft, along with achieving several jet and turboprop type ratings. As an aviator, he accumulated thousands of hours during his life, with his most recent flying being in his treasured 1944 Beech Model 17 Stagwing.

I had a chance to travel to Phoenix and sit down with Will and get to know his staff at the Sky Harbor location. I wanted to get an idea of some of the challenges facing the business today and what they're doing to overcome them. Just as so many businesses are finding it difficult to find

and retain good employees, Cutter is in the same position. Aviation is unique, too, because of the high level of skill needed for in-demand pilots and maintenance technicians.

The first thing out of Will's mouth as I sat down in his office overlooking Sky Harbor's runway and mountains behind the airport was, "Our employees are the most important aspect of this business. And we don't just say it, we invest in them. We invest in training, we invest monetarily through bonuses, benefits and industry-high pay rates. And we're always growing, so personal growth opportunities are high." Cutter's CARE (Cash and Recognition for Everyone) program is a profit-sharing plan whereby a percentage of the company's profits are divided equally among all employees each month. "Some months, that doesn't add up to a whole lot, but I like to be there to hand out the checks. That's part of the fun side of the business." The company's AERO program also offers bonuses based on employee seniority in addition to matching their 401k contributions.

Regarding suppliers, Cutter Aviation shows how much it values long-term relationships, maintaining long and healthy partnerships with Dallas Airmotive, now StandardAero, and Aviall, now Boeing Distribution, and Phillips 66. Fuel is a large part of Cutter's business. "Phillips 66 is a favored fuel brand for pilots, and we have an 80-year history with them, so it's a good fit."

Aircraft sales are the bread and butter of Cutter's revenue pie. And just like their valuable relationships with other vendors and suppliers, the OEMs who manufacture the aircraft they sell are extremely important to them. Will also spoke about each of his inner circle of leaders at the

company headquarters: Marketing, HR, Charter, Sales, Finance, Service & Support – all of them of equal importance.

I had a chance to talk to Will's daughter, Anna Cutter, too. Promoted in 2026 to VP of Cutter Flight Management, she's an Alabama Crimson Tide grad with a degree in interior design. Anna's done some work in her degree field, but I could sense real enthusiasm while discussing her increasing leadership in the family business. She and her brother, Will D. Cutter, who is now leading Cutter's FBO operations in Phoenix, are poised to continue the family tradition of growth and strategic industry leadership. When I asked about sibling rivalries and competitiveness between the two, she simply smiled and said that she and Will D. have the same business goals in mind and that they are great friends and colleagues. You can usually find Anna at Cutter's Phoenix Sky Harbor facility in Arizona.

Cutter recently brought on a new CFO, Peter Hokanson, helps guide the financial side of Cutter's goals. Peter is a veteran of Honeywell and other aviation companies, and when asked about any challenges to Cutter reaching its goals, he said that they're working hard to keep up with demand, which has only grown in the last two years. Peter acknowledged, "We've had some of our best quarters financially recently, and we don't see it slowing down soon. So, we're focused on serving our customers and taking care of our employees and hiring the best new people where needed."

Heather Breceda, PHR, is an industry veteran on the leadership team. She's a professional who takes her mission seriously managing Cutter's personnel needs, but her approach is unique and sometimes considered outside the box. Her focus is on taking care of their customers by ensuring employees' needs are met.

Annie Ritter is a marketing professional charged with directing Cutter's vast marketing efforts. Marketing tells a brand's story, provides awareness for new promotions and products, and helps to fine-tune the company's messages. But marketing facilitates the building of relationships with customers, and sometimes it provides the first touch-point. And it's evident how important the role is to Will Cutter – Ritter's office is right next door to the president's.

As they approach 100 years servicing their business aviation customers, Cutter Aviation's current location lineup looks like this:

Charter

- ADS – Dallas Addison Airport
- PHX – Phoenix Sky Harbor
- COS - Colorado Springs

FBO Services

- ABQ – Albuquerque
- COS – Colorado Springs
- DVT – Deer Valley, Phoenix
- GTU – Georgetown, Texas
- PHX – Phoenix Sky Harbor
- PRC – Prescott, Arizona



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- APA – Denver, Colorado
- PHX – Phoenix Sky Harbor
- SAT – San Antonio, Texas
- BJC - Broomfield, CO; PRC - Prescott, AZ

Aircraft Sales

- ADS – Dallas Addison Airport
- APA – Denver, Colorado
- CRQ – Carlsbad, California
- PHX – Phoenix Sky Harbor
- SAT – San Antonio, Texas
- SNA – Orange County, California

What started as a barnstormer's way to help support a burgeoning industry defined by a new set of commercial laws in 1928 has become a household name in general aviation. Cutter now employs over 275 aviation professionals, with more than 30 on the way at their sixth FBO in Prescott, Arizona. Revenues in 2021 topped \$250 million. Cutter Aviation's tagline is "leading the business of aviation," and from what I can see, the southwestern United States has fully acknowledged the Cutter family's leadership for many years and will continue to do so for the foreseeable future. **T&T**

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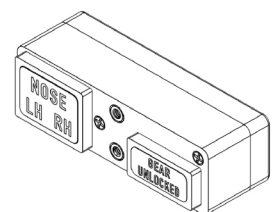
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“

It sure is fun to fly in somewhere and have people ask, 'So what's with the paint job?'

Owner's Corner

Mark Holt

by Grant Boyd

PHOTOS COURTESY OF MARK KRAUSE

Longtime readers of *Twin & Turbine* may recognize Mark Holt's name and recall that his uniquely painted Embraer Phenom 100 was featured in February 2017's issue. The Star Wars and science fiction-inspired light jet, appropriately named the *Millennium Phenom*, adorned the cover of that issue.

Others may recall seeing the Phenom at EAA AirVenture Oshkosh in 2016, where it was parked center stage in Boeing Plaza. The distinctive airbrushed design was intentional, Holt explained. The custom paint job was a fun way to spark conversations on the ramp and, more importantly, with service members whom Holt transports as part of his volunteer efforts with the Veterans Airlift Command.

"It sure is fun to fly in somewhere and have people ask, 'So what's with the paint job? It's the perfect question to open the door to tell people about the great things that Veterans Airlift Command is doing for our wounded veterans and ask them to consider providing some flights for these great young men and women who have given so much to protect our freedoms and way of life," he said.



"The airplane really took on a life of its own. If you search the tail number [N100FZ] online, you will see people that have Photoshopped it by the Death Star or put R2-D2 on top of it. People still associate me with that plane. Moving on from the Phenom felt like giving away my dog, one of my family members – because that plane took on a life of its own," Holt recalled, noting that two engines burning Jet A and the need for recurrent training out of the state helped him decide it was time to move on.

After 10 years of operating the *Millennium Phenom*, he decided to get back into the single-engine turboprop world. Holt was already comfortable with the Daher family, having previously owned two TBMs.

"The plane that I had before I bought the jet was a TBM 700, which was my first entry into the turboprop world. I flew that like a company car and slid into the front seat like I was putting on my favorite cowboy boots. Although the TBM 700 was a very capable aircraft, the jet gave me faster speeds and higher altitudes and two engines," he said.

"One of the advantages of the TBM is the reverse thrust. Living in Iowa, reverse thrust is extremely helpful for landing in wintry conditions. The TBM is so powerful it makes one believe if you can get it through the door of the TBM, it will fly. It's a simpler airplane, and it fits better in my hangar than the Phenom did."

The model he got following the sale of the jet was a TBM 850, although that particular serial not having a pilot door led Holt to look at other options. It wasn't long before he stumbled across the 2015 Daher TBM 900 painted in a bold yellow and grey military-themed design inspired by a P-51 Mustang. The initial suggestion from friends was to paint the aircraft plaid, but that paint type had been discontinued.

It had the optional pilot entry door and was still a "very fast turboprop," as Daher markets, although Holt would have a Phenom 300 if he still had business travel needs. The 900 is a great family cruiser between Holt's wintertime residence in California and fits the transport needs of Veterans Airlift Command perfectly.

"What I gain with the TBM is efficiency, since it has a much greater range than the Phenom 100. Instead of a range of 1,100 nautical miles, I can go 1,500 nautical miles without worrying too much about fuel. With no tailwind from San Diego to Mason City, Iowa, it's about 1,300 nautical miles, and I can go all the way home without stopping. I'd have to have at least a 50-knot tailwind in the jet to do that non-stop."

At 31,000 feet, Holt is still above most of the weather and is averaging a cruise speed of 315 knots true. At the "sweet spot" of 26,000 feet, the airplane burns 60 gallons per hour. Passenger comfort is also important, although he rarely flies with more than a few other people in tow.

"The TBM is also very comfortable because it was designed to be a freight hauler. The seat tracks run from the very front all the way to the back, so you can put the seats wherever you want. The only constraint is the big door on the passenger side. In the 900 I can switch my seats around; I can have two forward-facing seats in the back and put the other two seats





facing forward as well, if desired, or just pull them out of there," he said.

"The other thing I did was get rid of the cabinets between the middle and pilot seats, so I gained an extra six inches of leg room. I'm a pretty big guy, at 6-foot-one-inch tall and weighing 240 pounds, with a big physique. The extra space is nice, and getting in through the pilot door is much more graceful than climbing through the cabin."

In the jet, Holt would do recurrent training in a simulator. He does this annual work in aircraft now, preferring this option over spending a week out of state for simulator training. He is considering adding simulator training electively back into his regimen every other year, though, to practice emergency procedures that can't be performed safely in the actual airplane.

Since selling his business in 2015, Holt's mission has changed, but his commitment to Veterans Airlift Command has not wavered. Just as he had with the *Millennium Phenom*, Holt showcased the Valkyrie at Boeing





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Plaza during this year's weeklong aviation celebration in Oshkosh.

Holt's energy for supporting the organization is infectious, and he sees it as a small repayment for those who have fought for our freedoms. To date, he has flown more than 50 missions since starting his work with Veterans Airlift Command in 2015.

"Never has any of the veterans I've flown complained about their station in life. They are moving on, and I do it because of the appreciation that they share and what they have done for our country. Promoting this organization is the most rewarding thing that I have ever done with an aircraft," Holt said, advising that the commitment required to support veterans is minimal - but the impact is huge.

"When you sign up to fly veterans, you join a team of people dedicated to serving those who have given so much by serving us, U.S.A. The organization has flown over 23,000 passengers with over 2,500 volunteers."

When not flying the TBM, there is a good chance that Holt is flying one of his other aircraft. He recently sold a de Havilland Canada DHC-2 Beaver that he owned for twelve years, but also has a 200 horsepower, STOL-equipped Cessna 172 and a T-34 Mentor painted in a tribute paint scheme to the Marine Corps.

Holt routinely flies the latter aircraft in formation with a group of other warbird pilots, where they do flyovers for funerals, memorials, and other special events. He also has a 2,231-foot-long grass airstrip (IA51) on his farm in Northwood, Iowa. **T&T**



Grant Boyd is a private pilot with eight years of experience in aviation business, including marketing, writing, customer service,

and sales. Boyd holds a Bachelor's and a Master's of Business Administration degree, both from Wichita State University, and a Doctor of Education degree from Oklahoma State University. He was chosen as a NBAA Business Aviation "Top 40 Under 40" award recipient in 2020.



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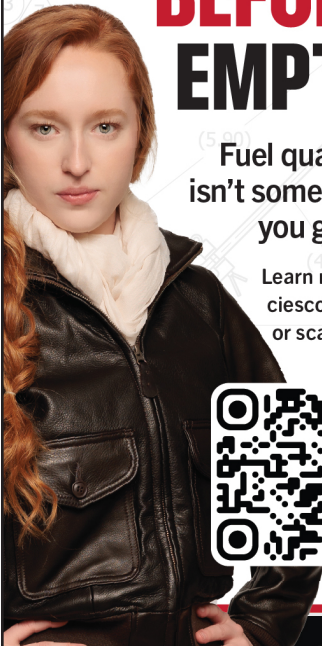
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Repeat Everything After

For me, flying an instrument approach to minimums is the easy part. The hard part is finding my way to the FBO. Copying, reading back, and following taxi instructions has always been challenging.

Controllers prejudice your skill level by your verbal responses to their clearances. Sometimes it can get ugly.

"Hello, from Cherokee 1234. I'm twenty-five out from the field and looking for traffic help."

"1234, which direction, and from WHAT airport?" is shot back by the controller. That's not the way to start a relationship. Some pilots set the stage with their first call to departure. Recently, departing Denton (KDTO) for a six-minute flight to Addison (KADS), I checked on with Lone Star departure.

"Lone Star departure, November five eight Papa Zulu is off Denton, heading two zero zero, out of one point two, climbing four with Addison information Zulu."

The controller said, "Five eight Papa Zulu radar contact, and that's the best check-on I have heard today."

Finally, after fifty-eight years of trying, I did it right.



Since the age of ten, I have been listening to ATC cross talk. Some lessons learned:

1. We get lazy with our readbacks. "Airline 5678, right turn at Lima, left Romeo, hold short Alpha two, contact ground point nine," said the controller. The readback was something like, "Hold short Alpha two and point nine, 78." Then there was a long, heated discussion about needing the complete readback and full call sign. The result was two pissed off people and a phone number to call.
2. What happens in Vegas, stays in Vegas. Big airports and small airports may handle things differently. At your home base, a single call to the tower when ready usually gets an immediate reply. At Phoenix (KPHX), a friend called once, twice, three, then four times ready for departure. Finally, the controller said, November 1234, I heard you all four times, and now you are number LAST in sequence."
3. If you fly long enough, even the rules change. In my early flying, entering an uncontrolled airport traffic pattern would require a call like, November 1234, three miles south, any traffic please advise." Now, I'm not supposed to ask any traffic to advise. It's hard to break previous habits.

Controllers are not perfect either. I've heard, "Airline 3456, right turn at Charlie two behind the seven three, left on Sierra, hold short Tango two behind the triple seven." All of these instructions while the crew was still on the landing rollout.

Complacency figures in too. At my home base (KADS), the normal after-landing clearance is, "Five eight Papa Zulu, right turn on Alpha and monitor ground twenty-one six." But once in a while, "Cross the hold lines, hold short Alpha and contact ground." It's easy to get in the habit of doing what you think the controller will say instead of what he or she actually said.

New software from Garmin and ForeFlight is making ground taxi instructions much easier to display and record. In addition, an app called ATC Live Air Traffic will record your flight audio and allow you to listen and critique yourself post-flight.

Now, if I can just find the rental car.

Fly safe. **T&T**

David Miller has owned and flown a variety of aircraft from light twins to midsize jets for more than 50 years. With 6,000 plus hours in his logbook, speaks nationally and writes on a variety of aviation safety topics. You can contact David at davidmiller1@sbcglobal.net.

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