

Company Information & Reference Projects

Flight Simulator Trader is a service provided by FTD Consulting. FTDC is an independent consulting company based in Munich, Germany. Our website can be reached at <http://www.ftd-consulting.com> With our expertise we try to close the information gaps for those who want to invest in Flight Simulation for different purposes, whether for business, pilot training or for pure enjoyment.

You benefit from our knowledge we have gathered in the field of Full Flight Simulators & fixed-base simulators to be qualified under the regulations of the JAA/EASA & the FAA.

Our services linked to professional flight simulation include:

- Consulting (FSTD Sourcing, Regulatory Frame work, FSTD Operation)
- FSTD Sourcing
- FSTD Financing Solutions
- CAA Application Process & Preparation
- FSTD Factory Acceptance & Evaluations
- Project Management
- Preparation of Documentation (QTG,)
- FSTD Qualification Support
- Upgrades & Relocation
- Simulator Design

FTDC is also specialised in other pilot training related services such as:

ATO approvals & EASA documentation according to PART-ORA

- ATO Manuals OM A-D
- SQMS implementation & documentation
- Quality System implementation & documentation
- FSTD-Compliance Monitoring
- AOC Doumentation

We also provide the following services through partners:

- *E-learning solutions
to support your flight school operations*
- *Web-based Safety Management System Solutions*
- *Financing for your simulators*

Flight-Simulator-Trader.com

Our latest project is an internet platform trading new and used flight simulation training devices & equipment called Flight Simulator Trader (FST) - <http://www.flight-simulator-trader.com>, where we have interesting offers and provide service packages.

FTD Consulting

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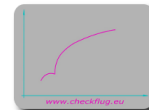
References



SVENSK PILOTUTBILDNING



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Processes we can be of service to you

- Consulting (FSTD Sourcing, Regulatory Frame work, FSTD Operation)
 - FSTD Sourcing, Appraisals
 - Regulatory Frame Work
 - FSTD Facility Preparation
 - FSTD Operation
- FSTD Sourcing
 - Recommendations
 - Comparison
 - Negotiation
 - Escrow Account
 - Financing Solutions
- CAA Application Process & Qualification Support
 - Support on Document Preparation
 - Dossier
 - FTO/ TRTO Documents
 - QTG
 - On-Site Evaluation Support
- FSTD Factory Acceptance & Evaluations
 - Factory Acceptance
 - On-Site Acceptance
 - FSTD Residual Value Evaluation
- Project Management
 - Managing FSTD Projects
 - Production Audits on manufacturers
- FSTD Upgrades & Relocation
 - Supporting Updates for FSTD (Visual System, Avionics, Motion base)
 - Relocation Services
- Simulator Design
 - Building of Simulators according to regulatory frame works.

Your Benefits:

- Save time & resources
- Avoid risks at approval
- Benefit from our deep and interlinking knowledge with our partners
- Cost-benefit ratio

Please inquire for more information

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FTDC/ FST – An Introduction



Mr Alexander Schaffler (Managing Director) started his aviation career in 2007 with Diamond Aircraft Industries (Unit Simulation), where he was first taking over the FSTD production line as Project Manager for the manufacturing, delivery, installation and qualification process of FSTDs.

He left the company as Director Marketing and Sales and launched his own consulting company for professional flight simulation in 2010 (FTD Consulting) which cofounded the platform Flight Simulator Trader in 2013 trading new and used FSTDs independently, accompanied by sophisticated services.

Since the launch of his activities he is also heavily engaged in EASA regulatory approvals, compliance monitoring and training of aviation organisations (AOC, ATO, FSTD, CAMO, etc.). Alone in Germany about 120 organisations non-complex & complex) use our services. With our network “The EASA Consultants” composed of about 40 specialists from every field of aviation, we can support all of your needs.

FSTD/ OTD related Projects



Post Holder FSTD Compliance Monitoring (currently ongoing)

Description: FTDC supports Adria Airways Flight Career center as Mr Alexander Schaffler officially holds the post for FSTD Compliance Management. Together with our cooperation partner/ auditor Mr Jeremy Baldwin from EASA Consultants, we keep the FSTD in compliance to satisfy the requirements of PART-ORA.GEN and PART-ORA.



FSTD Evaluation/ Appraisal

Make/ Type: Alsim ALX and Alsim DA42 Units: 2

Airways Aviation UK hired FTDC to conduct a FSTD Appraisal/ valuation for 2 FNPTs (1 FNPTII, 1 FNPTI MCC) for the potential acquisition of 2 FSTD units in the Middle East. FTDC conducted the appraisal and informed Airways about potential upgrade costs and risks associated with the acquisition.

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Sale of FSTD

Make/ Type: ECA Faros MFTD1 A320 procedure Trainer under CS-FSTD(A) Units: 1

Description: FST successfully sold 1 ECA Faros MFTD1 A320 procedure Trainer manufactured by ECA Faros, France, which can be used for Type Rating, familiarization and maintenance Training. The device was purchased by Baltic Aviation Academy, Lithuania for the purpose to train their pilots and technical maintenance staff on the A320.



FSTD Sale in cooperation with Alsim

Make/ Type: Alsim ALX FNPTII MCC under CS-FSTD(A) Units: 1

Description: Alsim Simulateurs and Flight Simulator Trader have successfully sold a FNPTII MCC. The device, an ALX MCC Trainer was sold to ER-AH Flight School in Istanbul, Turkey. This simulator will enhance training of the school, especially for MCC and JOC.



EASA FSTD Qualification Support (currently ongoing)

Description: FTDC supports Turkish School of Aviation, a department of Ondokuz Mayıs University, Samsun for their Third Country Operator (TCO) Approval under the regulations of EASA. The university hereby is registered as FSTD Operator organization and have their FSTDs approved under the current regulations EU Basic regulation and its implementing rules.

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EASA FSTD Evaluators and Regulation Course

Description: FST together EASA Consultants provided FSTD Evaluators Courses for Turkish Airlines FSTDs (mainly Full Flight Simulators) where the customer was introduced to the general EASA regulatory frame works and the basics of FSTD qualification processes.



EASA FSTD Evaluators Course

Description: FST together EASA Consultants provided FSTD Evaluators Courses for EgyptAir FSTDs (mainly Full Flight Simulators) where the customer was introduced to the general EASA regulatory frame works and the basics of FSTD qualification processes.



Sale of FSTD

Make/ Type: Sim Industries Boeing 737-800 NG FFS Level D under CS-FSTD(A) Units: 1

Description: FST has signed a contract with AAG in order to evaluate their existing B737 Level D FFS and determine the market value as well as supporting the sales process of the existing unit.



Sale of FSTD

Make/ Type: CAE 737-300400 FFS Level CG under JAR-STD 1A Units: 1

Description: FST has signed a contract with RWL in order to evaluate their existing B737 Level CG FFS and determine the market value as well as supporting the sales process of the existing unit.

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Sale of FSTD

Make/ Type: ECA Faros MFTD1 A320 procedure Trainer under CS-FSTD(A) Units: 1

Description: FST successfully sold 1 ECA Faros MFTD1 A320 procedure Trainer manufactured by ECA Faros, France, which can be used for Type Rating and familiarization Training. The device was purchased by AirBerlin Technik GmbH, Germany for the purpose to train their technical maintenance staff on the A320.



FSTD Evaluators Course

Description: FST is cooperating with Simhelp and EASA Consultants in order to provide FSTD Evaluators Courses for FSTDs (mainly Full Flight Simulators) where the customer is introduced to the general EASA regulatory frame works and the basics of FSTD qualification processes.



Factory Acceptance & Evaluation of FSTD

Make/ Type: Elite Simulations Solutions FNPTII MCC according CS-FSTD(A)

Description: FST conducted a Factory Acceptance and evaluation for their Turkish customer Ayjet in order to relieve the customer from time & resources as well as providing expertise in the field of device evaluation to mitigate the risk to fail qualification.



Sale of FSTD

Make/ Type: Alsim AL200 MCC Trainer Units: 1

Description: Alsim Simulateurs and Flight Simulator Trader have started a cooperation which now successfully led to a sale of a FNPTII MCC. The device, an AL200 MCC Trainer was sold to UAB Aerojet, taking over the device for Akademija Grazdanskoy Aviacii, Kazakhstan, whose subsidiary company Training Center Part-FCL will be the operator of the FSTD. This simulator will enhance training of the school, which will be ATO certified at the end of the month.

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Sale, Upgrading and relocation of FSTD

Make/ Type: VRM Citation CJ2 525A FTD2/FNPTII MCC under CS-FSTD(A) Units: 1

Description: FST successfully sold 1 Citation CJ2 525A FTD2/ FNPTII MCC manufactures by VRM, Slovakia, which can be used for Type Rating, JOC, MCC and IR Training. The device was purchased by Swedish ATO Svensk Pilotutbildning, Gothenborg. FST also helped to initiate the upgrading process of the device and evaluated all necessary actions to be done.

In a second step, FST conducted the relocation of the 1 unit to Gothenborg, Sweden.



Sourcing and relocation of FSTDs

Make/ Type: Diamond DA42 FNPTII Units: 2

Description: FST was hired to source 2 units DA42 simulators, which were found in Bulgaria and the Netherlands. FST supported Swiss Aviation Training on inspection and evaluation of the devices for determining the residual value.

In a second step, FST conducted the relocation of the 2 units for Swiss Aviation Training from Bulgaria and Netherlands to Zurich, Switzerland.



Factory Acceptance FSTDs

Make/ Type: Boeing 737 NG Ascent XJ Trainer & DA42 FNPT Units: 2

Description: FST was hired to conduct the Factory and the on-Site Acceptance of the Ascent XJ Trainer. Here, FST spent 4 weeks on site in Montreal and in Rome in order to test and improve the device to make sure it was ready for qualification.

FST supervised and supported the building of the Simulator facilities in Rome and supported Mechtronix during the installation of the XJ Trainer.

Finally, FST coordinated the relocation of the already existent DA42 Training Device that was transferred from another building and installed together with the XJ Trainer in the new FSTD facility.

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Sales Support & Relocation FSTDs

Make/ Type: DA42 FNPT Units: 1

Description: FST helped Bavaria Aviation, Germany to sell their Flight Training Device. The customer Iroise AERO Formation was found and the sales process was supported with negotiation, contract preparation and consulting.

FST supervised and supported the relocation of the devices and trained all personnel of Iroise Aero Formation.



FSTD Evaluation as FNPTII MCC according to JAR-FSTD A/ CS-FSTD(A)

Make/ Type: Custom-built Boeing 737

Description: FTDC signs contract for the evaluation of a Flight Simulator of [Flugsimulator Berlin](#). Within several days, the device will be evaluated considering technical as well as regulatory aspects of the JAR-FSTD A qualifying the device to the level of FNPTII MCC.



Sale of OTD

Make/ Type: Flightdeck Solutions JetMax B737 OTD/ Entertainment, Units: 1

Description: FST in cooperation with FlightSimtech successfully sold 1 Flightdeck Solutions JetMax B737 OTD / Entertainment device. The device was purchased by private customer in the UAE.



Sales Support FSTD

Make/ Type: DA20 FNPT Units: 7

Description: FST helped Diamond Simulation, now Business Unit Simulation of Diamond Aircraft to sell 7 DA20 FNPT units to a customer located in Belgium.

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Qualification Support FSTD

Make/ Type: Alsim ALX MCC Trainer Units: 1

Description: FST helped Alsim to support their customer, the Aviation School of University of Tromsø, Norway to prepare their FSTD documentation according to EASA regulatory requirements. The documents, i.e. PART-ORA.FSTD documentation was needed for the successful qualification of the training device.



Sourcing FSTD & Purchase

Make/ Type: A320 APT Units: 1

Description: FST helped TFC Käufer, Germany, a known training provider for A320 and B737 to source an ECA Faros A320 Airbus Procedure Trainer. Agreements were put in place between seller and buyer as well as negotiation supported through FST.

SIEMENS

Financial Services

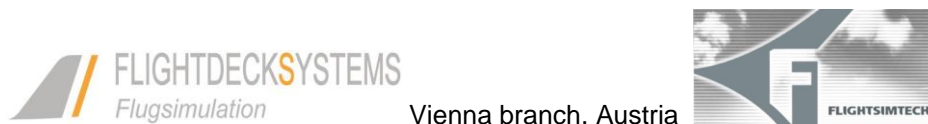
FSTD Financing & Residual Value

Make/ Type: A320 FFS Level D Units: 1

Make/ Type: DA42 FNPT Units: 1

Description: FST Siemens Financial Services connecting with FFS manufacturers and customers alike for providing financing solutions for Flight Training Devices.

FST also helped determining the residual value of Flight Trainers in the past.



Vienna branch, Austria

Sale of OTD

Make/ Type: Flightdecksystems A320 OTD/ Entertainment, Units: 1

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Description: FST successfully sold 1 Flightdecksystems A320 OTD/ Entertainment device. The device was purchased by the Hungarian Hotel Csipkerozsa-Park.



Sale of OTD

Make/ Type: Diamond DA20 FNPTI Units: 1

Description: FST successfully sold 1 Diamond DA20 OTD on behalf of the lawyers' office [ZumTobel & Kronberger](#). This device can be qualified as FNPTI according to JAR-FSTD A



FSTD Evaluation to qualify to FNPTII MCC

Make/ Type: Flightdecksystems A320 OTD/ Entertainment, Units: 1

Description: FST conducted an evaluation of the existing A320 entertainment unit and evaluated against the JAR-FSTD A/ CS-FSTD(A) in order to determine effort for upgrading the device to FNPTII MCC



General Consulting on TV Spot

Make/ Type: Cockpit Sonic A320 OTD/ Entertainment, Units: 1

For the new tv commercial of [Swoodoo](#), the agency & production company [NEVEREST GmbH & Co. KG](#), has asked FTDC, to give advice on aviation and flight simulation.

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EASA AOC/ ATO/ FTO/ TRTO/ CAMO related Projects



The German based ATO [RWL German Flight Academy](#) has hired FTD Consulting to update/ replace their existing CAME document with a new EASA compliant version of the document. In cooperation RWL and FTDC have reworked and updated the existing company's documentation in order to comply with latest requirements as given by the German LBA.



Scandinavian Skies, Norway has selected FTD Consulting to support their EASA Air Operator Certification according to EC regulation 965/2012 as amended. Fields of support are general consulting and Management System Implementation and associated Management System Documentation (Compliance & Safety Management)

In cooperation with EASA Consultants for EASA regulatory training and audit activities.



Skyprofi GmbH, an ATO based in Augsburg, Germany hired FTDC to provide an Organisations Management Manual including the Safety and Compliance Monitoring System which is also accompanied by the Emergency Response Planning.



German based KONAIR Flight School has hired FTDC which will provide the full set of ATO documentation according to [EU-Regulation 1178/2011](#) and [290/2012](#). Furthermore, among the standard training manuals for their motorised aircraft operation (i.e. LAPL(A), PPL(A), NVFR(A), Acrobatic Rating).



Wiking Helikopter GmbH is an offshore AOC holder and an ATO providing services for offshore wind parks. In order to meet compliance demands of the German LBA and to further improve their daily operation Wiking hired FTDC to provide Ground Operations Manual for general activities and specific helicopter models, such as the Sikorsky S76 and the Augusta Westland AW139.



FTD Consulting signs contract for ATO approval documentation with Fliegerclub Nuernberg e.V. The Aero-Club will use the tailored ATO documents in order to conduct LAPL, PPL and Aerobatics courses according to EASA-Regulation 1178/2011 and 290/2012.



[German Private Jet Group AG](#) has hired FTD Consulting for support of their intended ATO application. FTDC will provide necessary documentation according to [EU-Regulation 1178/2011](#) and [290/2012](#). Furthermore, FTD Consulting will provide application service and consulting services through the application process and coordinating the ATO approval with the approved AOC. GPJG is currently operating a fleet of Citation CJ2 525A and is providing business and private jet operations.

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[Flylinz](#) has signed a contract with FTD Consulting to support their current RF to ATO conversion. FTDC will provide the full set of ATO documentation according to [EU-Regulation 1178/2011](#) and [290/2012](#). Furthermore, among the standard training manuals for their motorised aircraft operation (i.e. LAPL(A), PPL(A), NVFR(A), FTDC will provide En-Route IR (EIR) & Competency-based IR (CB IR) Manuals according to [Regulation No. 245/2014](#). FTDC will prepare the manuals and support Flylinz in the ongoing approval process. As it stands now, most of the Registered Facilities are hesitant to convert, as time frame seems long enough. We do sincerely hope, that more RFs will decide to convert into ATOs soon in order to avoid problems converting at the very last minute.



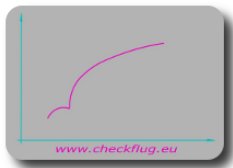
The [Aeroclub Lützellinden](#), a German based Registered Facility (RF) has asked FTD Consulting to support the RF-ATO conversion by providing PART-ORA documentation supplementing their already existent training manuals. FTDC has also reviewed the training manuals and has interfaced the 2 sets of documentation which are now being examined by the [RP Kassel](#), Hesse, Germany.



[AeroStar Training Services LLC](#) hires FTD Consulting to provide EASA documentation for their Type Training on A320 and B737. As FTDC has guided several training Organisations through the EASA approval process in Europe, AST is the second organisation which is supported outside the EASA member states. AST is a type training provider conducting training on FSTD only.



FTD Consulting has signed a contract with Aviatis, Switzerland for support in the conversion from JAR FTO to EASA ATO according to Part-FCL/-ORA of the Commission Regulation (EU) [Nr. 1178/2011](#). FTDC is taking over the update of all ATO manuals approved by the Swiss FOCA.



FTD Consulting has signed a contract with Checkflug, Austria for support in the conversion from JAR FTO to EASA ATO according to Part-FCL/-ORA of the Commission Regulation (EU) [Nr. 1178/2011](#). FTDC is taking over the update of all ATO manuals approved by AustroControl.

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FTD Consulting has signed a contract with [Piper Germany](#) conversion from JAR TRTO to EASA ATO according to Part-Commission Regulation (EU) [Nr. 1178/2011](#). FTDC is taking training manuals approved by the German LBA.



The Norges Arktiske Universitet of Tromsø, the [School of Aviation \(UTSA\)](#) has signed a contract with FTD Consulting in order to get support to provide ATO documentation for their intended [ATO approval](#). The FTO is providing ATPL(A) courses on Cessna 182. As the university has already parts of the documentation (i.e. the Operation Manuals) in place, so FTD Consulting advised to add the Organisation Management Manual (OMM) with integrated Safety Management System & Compliance Monitoring Program. The university recently purchased an [Alsim ALX](#), FTDC is also providing the FSTD Procedures Manual with FSTD Compliance Management acc. PART-ORA, [Commission Regulation 1178/2012](#).

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The Munich-based [FTO MFA – Munich Flight Academy](#) is supported by FTD Consulting in the conversion from FTO to EASA ATO according to Part-FCL/-ORA of the [Commission regulation \(EC\) No. 1178/2011](#) & [No. 290/2012](#). FTD Consulting will rework all manuals and guide MFA through the process if necessary.



[Naples Air Center](#) is a flight school holding an independent EASA Approval administered by the UK Civil Aviation Authority. In order to maintain compliance, NAC has asked FTD Consulting to provide PART-ORA, PART-FCL documentation for all listed courses and to update the existing documentation according to Commission Regulation [\(EU\) No 290/2012 dated 30th of March 2012](#) and [Commission Regulation \(EU\) 1178/2011](#). With this project, FTD Consulting gets

involved in a third country operator approval and continues to grow its expertise in the field of organisation approvals.



[Wiking Helikopter Service GmbH](#), a northern German based helicopter operator specialised in offshore operations and approved Type Rating Training Organisation (TRTO) has signed a contract with FTD Consulting for support in the conversion from JAR TRTO to EASA ATO. FTDC is currently checking on the existing documentation

(Operations and Training Manuals) and will convert those into documents for EASA approval. FTDC will supplement the documentation with contents for the Organisation Management System and will focus especially on the requirements for the Safety Management System, the Compliance Monitoring Programme and the Emergency Response Planning.



Munich, November 2013 – FTD Consulting provides Safety Management Manual (SMM) to German-based training organisation [TFC Flugbetrieb und -technik Beratungsgesellschaft mbH](#). The SMM is a necessary means to implement a Safety Management System (SMS) into the daily flight school operation as required by the EASA requirements, or better say as stated in [COMMISSION REGULATION \(EU\) No 290/2012](#)

[of 30 March 2012](#) amending Regulation (EU) No 1178/2011. It incorporates all procedures necessary to operate the SMS. Risk identification, risk assessment and mitigation as well as other procedures, e.g. management of change, continuous Improvement, to name just a few are included. Furthermore, the SMS is accompanied by the ERP (Emergency Response Planning) which takes care of any major incidents within the organisation, such as major accidents with fatalities. FTD Consulting provides Safety Management Manuals and other ATO and AOC related documentation required to meet the current EASA standards.



FTD Consulting has signed a contract for an [ATO-Approval](#) with the [LVB – Luftsport-Verband Bayern e.V.](#) a non-profit organisation & registered facility (RF) , which is the head of about 130 associated aviation clubs providing flight training in the private pilot sector. The organisation is intended to become a Non-Complex Approved Training Organisation (ATO) under the supervision of the [Luftamt Südbayern](#), the aviation authority for South Bavaria & Munich, Germany. FTDC is to provide a specialised set of ATO documents for all members/ branches of the ATO, ergo every member of the organisation will conduct training as predetermined by the LVB and FTD Consulting and will use the respective Operations Manuals (OMA-D) including

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the required Management System Documentation (with Safety & Compliance Monitoring).

Intended main areas for providing documentation, among other associated license types, are Balloon Pilot License (BPL), Sailplane Pilot License (SPL), Leisure Aircraft Pilot License (LAPL), Private Pilot License (PPL), Touring Motor Glider/ motorised sail planes (TMG) and licenses for single-engine piston aircraft (SEP) aircraft as well as their instructor ratings.



FTD Consulting has been contracted to implement a Safety Management System & Compliance Monitoring Program for the German-based FTO, soon ATO "[FFH – Südwestdeutsche Verkehrsfliegerschule.](#)" This update for quality system documentation is necessary under the new EASA regulations, the Commission Regulation (EC) 290/2012 dated 30th of March 2012. FTD Consulting had already been hired to implement the flight school quality system under JAR regulations and has now been awarded to conduct the EASA-update on the current documentation. All necessary document amendments will be implemented as well as all necessary procedures in order to ensure a reliably operating Safety Management System and Compliance Monitoring Program. FTDC will also provide consulting on how to setup the resources & personnel accompanied by operating such systems



The [FTO Nord GmbH](#), signs contract with FTD Consulting for a FSTD Procedures Manual for their Flight Navigation & Procedures Trainer (FNPT). This is mandatory as the auditors of the German CAA started to examine flight schools quality systems according to European regulations JAR-FSTD A.025 Quality System in particular.



MFA – Munich Flight Academy has signed a contract with FTD Consulting in order to have their quality system documentation updated with a FSTD Procedures Manual.



FTD Consulting signs contract with [TACS GmbH](#) for a FSTD Quality System with FSTD Procedures according to JAR-FSTD A.025. The TACS offers FunFlights on their professional Flight Training Device and cooperates with the flight school [Bavaria Aviation GmbH](#), using TACS simulator for professional pilot training.

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The [Pilottraining Network GmbH](#) – the former Intercockpit, signs contract with FTD Consulting for a FSTD Procedures Manual for their Flight Navigation & Procedures Trainer (FNPT). This is mandatory as the auditors of the German CAA started to examine flight schools quality systems

according to European regulations JAR-FSTD A.025 Quality System in particular. Hence, operating an FSTD will be difficult in the future without implemented and complete quality system. This includes also the procedures, especially for Flight Simulators, comprising maintenance, qualification and configuration control management. For this purpose the [PTN](#) has asked FTDC to issue a Procedures Manual containing particular flight simulation oriented procedures for their FNPTIIs.

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Flight Simulator Trader - Partnerships



Founding Partner and cooperation partnership



International Distributor



International Service Provider and cooperation partnership



International Service provider and cooperation partnership



ATO Services and Type Rating



International Service provider and cooperation partnership



International Service provider and cooperation partnership



International Service provider and cooperation partnership



International Service provider and cooperation partnership