



**GAMA PUBLICATION NO. 17**

**RECOMMENDED PRACTICES AND  
GUIDELINES FOR THE CONDUCT OF  
EVALUATIONS FLIGHTS IN THE  
UNITED STATES**

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### Record of Revisions

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## 0.1 Purpose

The purpose of this document is to provide aircraft manufacturers with best practices and guidelines for conducting Evaluation Flights, including under 14 C.F.R. § 61.55(g). Section 61.55(g) permits a pilot with a commercial or an ATP certificate, but without the requisite type rating or time in type, to act as second-in-command of two-pilot aircraft for evaluation flights of aircraft equipment, if “the pilot . . . [i]s not carrying any person or property on board the aircraft, other than necessary for conduct of the flight.”

Evaluation Flights are critical to the marketing and sale of aircraft. Manufacturers have developed significant experience on how to conduct Evaluation Flights safely. The General Aviation Manufacturers Association (GAMA) utilized this experience in developing these recommendations and guidelines. GAMA also submitted this document to FAA for review.

## 0.2 Scope

Manufacturers conduct numerous types of flight operations in support of the design, development, testing, sale of, and training in aircraft. This document focuses on “Evaluation Flights,” the objective of which is the sale or marketing of type certificated<sup>1</sup> aircraft to private, commercial, or other operators, or promotion to media or other stakeholders, such as aviation-oriented journalists or organizations.

This document is intended to cover Evaluation Flights in fixed-wing and rotorcraft aircraft, as applicable. This document is specific to Evaluation Flights conducted within the United States conducted with FAA-certificated pilots only.<sup>2</sup> Future amendments to this document may include considerations for conducting flights in other jurisdictions.

For reference, the FAA and several aviation regulatory authorities outside of the U.S. have issued regulations, policy statements, and exemptions relevant to how Evaluation Flights may be conducted within the applicable authority, including but not limited to:

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<sup>1</sup> Operations for demonstrating experimental aircraft require special considerations per FAA regulations.

<sup>2</sup> *Rules governing Evaluation Flights may vary depending on the specifics of flight operations. Manufacturers should carefully consider all recommendations and guidelines in light of the requirements applicable for each flight ensure compliance with all applicable regulations.*

FAA (U.S.)

- 14 C.F.R. § 61.55, Second-in-command qualifications
- 14 C.F.R. § 61.75, Private pilot certificate issued on the basis of a foreign pilot license
- 14 C.F.R. § 61.117, Private pilot privileges and limitations: Second in command of aircraft requiring more than one pilot
- 14 C.F.R. § 91.9, Civil aircraft flight manual, marking, and placard requirements

Transportation Security Administration

- 49 C.F.R. § 1552.1

Transport Canada

- TCCA Exemption to CAR 604

Director General for Civil Aviation (France)

Copies of these references are included in Appendix A.

### 0.3 Definitions

For the purposes of this document, the terms listed here are defined as follows:

- **Customer Pilot** – An FAA-certificated pilot acting as a required flight crew member during an Evaluation Flight, for example, a pilot seeking to evaluate an aircraft for purchase or for an aviation trade journal.
- **Manufacturer Pilot** – An individual employed and qualified by the manufacturer (or under contract with the manufacturer) to conduct Evaluation Flights as pilot-in-command.
- **Pilot in Command (PIC) Seat** – The aircraft seat typically occupied by the individual designated as pilot in command, with final authority and responsibility for the operation and safety of the flight.
- **Safety Pilot** – An additional pilot aboard an Evaluation Flight but not seated at a pilot station, employed and qualified by the manufacturer (or under contract with the manufacturer) to conduct Evaluation Flights as a Safety Pilot.

## **1.0 Company Procedures for Evaluation Flight Operations**

This section discusses recommendations for the development and implementation of company-specific operations for Evaluation Flights. Typically, Evaluation Flights are conducted as non-commercial flight operations. Although the implementation of Safety Management Systems (SMS)<sup>3</sup> is generally not required for non-commercial flight operations, manufacturers often use industry best practices, such as the International Standards for Business Aircraft Operations (IS-BAO), to develop formal procedures for company-specific operations, including SMS. Manufacturers should consider these resources.

### **1.1 Manufacturer and Safety Pilots**

#### **1.1.1 Qualifications**

The manufacturers should establish specific training, certification, rating, and experience (including time in type) requirements for Manufacturer and Safety Pilots.

A Manufacturer Pilot should hold an FAA flight instructor certificate (or military equivalent) or airline transport pilot certificate, a current first class medical certificate, and have experience training pilots (*e.g.*, in make, model, and type as applicable). A Safety Pilot should hold the requisite certificates and ratings to act as second-in-command of the aircraft in which he/she will act as a Safety Pilot.

The manufacturer also may consider additional requirements for Manufacturer Pilots and Safety Pilots tailored to the specific aircraft in which the pilot(s) will conduct Evaluation Flights. The manufacturer should establish mechanisms to qualify pilots that conduct Evaluation Flights in accordance with FAA and company-specific requirements.

#### **1.1.2 Training**

The manufacturer should develop a program for training a Manufacturer Pilot appropriate for the aircraft in which he/she will conduct Evaluation Flights. The following events may be included in the training program:

- Observing an Evaluation Flight while acting as a Safety Pilot;

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<sup>3</sup> FAA explains SMS as the formal, top-down, organization-wide approach to managing safety risk and assuring the effectiveness of safety risk controls, including systematic procedures, practices, and polices for the management of safety risk. FAA Order 8000.369.

- Conducting Mock Evaluation Flight(s) with appropriate manufacturer representative playing the role of Customer Pilot (and Safety Pilot, if applicable), including:
  - o Conducting preflight briefing procedures for Evaluation Flights;
  - o Reviewing roles and responsibilities and limitations for the Customer and Safety pilots;
- Conducting abnormal and emergency procedures with Customer Pilots and Safety Pilots, for example:
  - o Executing a  $V_1$  cut, engine failure after take-off, and landing with one engine inoperative from a pilot crew station other than the PIC Seat;
  - o Demonstrating procedures for crew incapacitation during an Evaluation Flight;
  - o Handling adverse tiller input during an Evaluation Flight.

### **1.1.3 Currency and Proficiency**

The manufacturer should establish processes to ensure that Manufacturer Pilots and Safety Pilots meet and maintain all applicable currency and proficiency requirements in aircraft in which they conduct Evaluation Flights.

### **1.1.4 Duty and Rest**

The manufacturer should establish flight duty and rest requirements for Manufacturer Pilots and Safety Pilots, codified in a Flight Operation Manual or an equivalent document. These requirements should include a maximum number of Evaluation Flights that can be conducted per pilot per day.

### **1.1.5 Use of Contract Pilots**

If the manufacturer contracts with pilots who are not direct employees to conduct Evaluation Flights, then the manufacturer should establish appropriate controls to ensure that these pilots meet company qualification, training, currency, and proficiency requirements.

## **1.2 Non-Pilot Company Personnel Involved in Evaluation Flights**

All non-pilot personnel (including appropriate contracted personnel) involved in Evaluation Flights should be trained on company procedures pertaining to Evaluation Flights. The manufacturers should clearly identify the person(s) responsible for the collection, validation, and retention of information related to Evaluation Flights.

### **1.3 Vetting of Persons Involved in Evaluation Flight Operations**

The manufacturer should establish procedures for appropriately vetting of persons involved in evaluation flights, including employees and customers. For reference, manufacturers should refer to *Guidelines for Establishing Anti-Money Laundering Procedures and Practices Related to the Purchase of General Aviation Aircraft, Version 1.0, October 30, 2002*, published by GAMA, which provides examples of procedures and practices that companies can implement to reduce the risk of money-laundering in the sale of general aviation aircraft.

### **1.4 Customer Pilots**

#### **1.4.1 Eligibility**

The manufacturers should establish policies regarding who is eligible for an Evaluation Flight, appropriately tailored for different aircraft and operations (*e.g.*, VFR or IFR).

These procedures should ensure that the Customer Pilot:

- Holds a valid FAA pilot certificate.
- Holds a current medical certificate.
- Is proficient in English.

#### **1.4.2 Non-FAA Certificated Customer Pilots**

Historically, FAA has issued exemptions to manufacturers permitting the conduct of certain flights with non-FAA certificated pilots in the United States.<sup>4</sup> Accordingly, a manufacturer should seek an FAA exemption to conduct such operations per 14 C.F.R. § 11.81.

#### **1.4.3 Qualifications**

The manufacturer should establish risk-based processes, based on the Customer Pilot's qualifications, for determining how to conduct an Evaluation Flight. The manufacturer should consider the complexity of the aircraft being evaluated in the context of the Customer Pilot's qualifications, the Customer Pilot's total and recent flight experience, and the Customer Pilot's training in similar aircraft types. These risk-based processes should be used to determine:

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<sup>4</sup> See, for example, Exemption No. 11582, Exemption No. 10871, Exemption No. 11030.



- If the Customer Pilot may occupy the PIC Seat;
- Whether a Safety Pilot would enhance safety; and
- Operational considerations such as weather, runway conditions, and lighting conditions (day v. night).

## **2.0 Conditions and Limitations for Conducting Evaluation Flights**

This section discusses recommended conditions and limitations for conducting evaluation flights.

### **2.1 Guidelines and Requirements**

The manufacturer should establish and document guidelines and requirements for conducting Evaluation Flights addressing the following:

- Minimum runway length, width, elevation, and slope (for fixed-wing);
- Minimum weather conditions at the departure point, en route, and at the intended destination (weather reports and forecasts, including wind, visibility, ceiling, temperature, pressure);
- Risk assessment framework for possible operational hazards identified by the manufacturer's risk assessment profile;
- Time of day / night and lighting conditions requirements.
- Airspace considerations and known traffic delays (Generally, Evaluation Flights should not be conducted at high-density traffic airports);
- Fuel requirements;
- Alternate plans if the flight cannot be completed as planned.

#### **2.1.1 VFR and IFR**

Generally, an Evaluation Flight of a multi-engine turbine airplane should be conducted as an IFR operation. Exceptions for specific operations, such as pattern work, are permissible. Steep turns and other air work may be conducted by requesting block altitudes to provide a protective margin for the flight operation. In contrast, rotorcraft and propeller airplanes should be demonstrated through VFR operations.

## **2.2 Determination of Pilot Station**

The manufacturer should include in the Flight Operation Manual (or an equivalent document) the specific process by which the manufacturer determines which pilot station a Customer Pilot occupies during an Evaluation Flight. The manufacturer should consider the qualifications and experience of the Customer Pilot and comply with all applicable regulatory requirements for the State of Registry of aircraft used in the flight operation.

## **2.3 Persons Onboard the Aircraft**

If a Customer Pilot is serving as a required crew member on an Evaluation Flight under the 61.55(g) provision, the carriage of non-pilot persons other than necessary for the flight operation must not be permitted.

### **2.3.1 Safety Pilot**

Depending on the Customer Pilot's qualifications, the aircraft, and specific flight operations, the manufacturers may choose to have a Safety Pilot on board for an Evaluation Flight.

The Safety Pilot may occupy the jump seat, if available, or the cabin seat nearest to the flight deck. The Safety Pilot may assist the Manufacturer Pilot and Customer Pilot by enhancing situational awareness, confirming aircraft configurations, confirming checklist usage, and monitoring communications with Air Traffic Control.

## **2.4 Special Preflight Briefing Procedures for Evaluation Flights**

Before an Evaluation Flight, the Manufacturer Pilot should provide the Customer Pilot with a briefing that includes:

- the mission profile for the flight;
- a review of the flight plan and clearance;
- an overview of aircraft systems and controls, limitations, unique handling characteristics, and emergency procedures relevant to the specific Evaluation Flight, including how the flight will terminate in the event of an emergency or abnormal operation;
- the procedure for removing a Customer Pilot from a flight crew station;
- a discussion of Crew Resource Management (CRM), specifying each pilot's role and cockpit protocols including operating procedures, call outs, Flight Management System (FMS), flight director inputs and – if applicable – auto-throttles and auto-brakes; and

- the procedures for positive transfer of aircraft control;
- sterile cockpit and distraction avoidance policies.

## **2.5 Evaluation Flight Profiles**

The manufacturer should develop mission profiles for Evaluation Flights. Aircraft operations should not exceed any Aircraft Flight Manual (AFM), Pilot Operating Handbook (POH), or Rotorcraft Flight Manual (RFM) limitations. Evaluation Flights should only be conducted in accordance with these profiles.

### **2.5.1 Demonstration of HUD and EVS**

A Heads-Up Display (HUD) and Enhanced Vision System (EVS) may be demonstrated during an Evaluation Flight, but should not be used to seek lower minimums than published for an approach.

### **2.5.2 Auto-Throttles and Auto-Brakes**

Auto-throttles and auto-brakes may be used during an Evaluation Flight if the Customer Pilot is briefed on their operations as part of pre-flight activities.

## **Appendix A**

### **REFERENCES AND RELATED DOCUMENTS**

#### **U.S. Federal Aviation Administration**

##### **14 C.F.R. § 61.55, Second-in-command qualifications.**

(a) A person may serve as a second-in-command of an aircraft type certificated for more than one required pilot flight crewmember or in operations requiring a second-in-command pilot flight crewmember only if that person holds:

(1) At least a private pilot certificate with the appropriate category and class rating; and

(2) An instrument rating or privilege that applies to the aircraft being flown if the flight is under IFR; and

(3) At least a pilot type rating for the aircraft being flown unless the flight will be conducted as domestic flight operations within the United States airspace.

(b) Except as provided in paragraph (e) of this section, no person may serve as a second-in-command of an aircraft type certificated for more than one required pilot flight crewmember or in operations requiring a second-in-command unless that person has within the previous 12 calendar months:

(1) Become familiar with the following information for the specific type aircraft for which second-in-command privileges are requested—

(i) Operational procedures applicable to the powerplant, equipment, and systems.

(ii) Performance specifications and limitations.

(iii) Normal, abnormal, and emergency operating procedures.

(iv) Flight manual.

(v) Placards and markings.

(2) Except as provided in paragraph (g) of this section, performed and logged pilot time in the type of aircraft or in a flight simulator that represents the type of aircraft for which second-in-command privileges are requested, which includes—

(i) Three takeoffs and three landings to a full stop as the sole manipulator of the flight controls;

(ii) Engine-out procedures and maneuvering with an engine out while executing the duties of pilot in command; and

(iii) Crew resource management training.

(c) If a person complies with the requirements in paragraph (b) of this section in the calendar month before or the calendar month after the month in which compliance with this section is required, then that person is considered to have accomplished the training and practice in the month it is due.

(d) A person may receive a second-in-command pilot type rating for an aircraft after satisfactorily completing the second-in-command familiarization training requirements under paragraph (b) of this section in that type of aircraft provided the training was completed within the 12 calendar months before the month of application for the SIC pilot type rating. The person must comply with the following application and pilot certification procedures:

(1) The person who provided the training must sign the applicant's logbook or training record after each lesson in accordance with §61.51(h)(2) of this part. In lieu of the trainer, it is permissible for a qualified management official within the organization to sign the applicant's training records or logbook and make the required endorsement. The qualified management official must hold the position of Chief Pilot, Director of Training, Director of Operations, or another comparable management position within the organization that provided the training and must be in a position to verify the applicant's training records and that the training was given.

(2) The trainer or qualified management official must make an endorsement in the applicant's logbook that states “[Applicant's Name and Pilot Certificate Number] has demonstrated the skill and knowledge required for the safe operation of the [Type of Aircraft], relevant to the duties and responsibilities of a second in command.”

(3) If the applicant's flight experience and/or training records are in an electronic form, the applicant must present a paper copy of those records containing the signature of the trainer or qualified management official to an FAA Flight Standards District Office or Examiner.

(4) The applicant must complete and sign an Airman Certificate and/or Rating Application, FAA Form 8710-1, and present the application to an FAA Flight Standards District Office or to an Examiner.

(5) The person who provided the ground and flight training to the applicant must sign the “Instructor's Recommendation” section of the Airman Certificate and/or Rating Application, FAA Form 8710-1. In lieu of the trainer, it is permissible for a qualified management official within the organization to sign the applicant's FAA Form 8710-1.

(6) The applicant must appear in person at a FAA Flight Standards District Office or to an Examiner with his or her logbook/training records and with the completed and signed FAA Form 8710-1.

(7) There is no practical test required for the issuance of the “SIC Privileges Only” pilot type rating.

(e) A person may receive a second-in-command pilot type rating for the type of aircraft after satisfactorily completing an approved second-in-command training program, proficiency check, or competency check under subpart K of part 91, part 125, or part 135, as appropriate, in that type of aircraft provided the training was completed within the 12 calendar months before the month of application for the SIC pilot type rating. The person must comply with the following application and pilot certification procedures:

(1) The person who provided the training must sign the applicant's logbook or training record after each lesson in accordance with §61.51(h)(2) of this part. In lieu of the trainer, it is permissible for a qualified management official within the organization to sign the applicant's training records or logbook and make the required endorsement. The qualified management official must hold the position of Chief Pilot, Director of Training, Director of Operations, or another comparable management position within the organization that provided the training and must be in a position to verify the applicant's training records and that the training was given.

(2) The trainer or qualified management official must make an endorsement in the applicant's logbook that states “[Applicant's Name and Pilot Certificate Number] has demonstrated the skill and knowledge required for the safe operation of the [Type of Aircraft], relevant to the duties and responsibilities of a second in command.”

(3) If the applicant's flight experience and/or training records are in an electronic form, the applicant must provide a paper copy of those records containing the signature of the trainer or qualified management official to an FAA Flight Standards District Office, an Examiner, or an Aircrew Program Designee.

(4) The applicant must complete and sign an Airman Certificate and/or Rating Application, FAA Form 8710-1, and present the application to an FAA Flight Standards District Office or to an Examiner or to an authorized Aircrew Program Designee.

(5) The person who provided the ground and flight training to the applicant must sign the “Instructor's Recommendation” section of the Airman Certificate and/or Rating Application, FAA Form 8710-1. In lieu of the trainer, it is permissible for a qualified management official within the organization to sign the applicant's FAA Form 8710-1.

(6) The applicant must appear in person at an FAA Flight Standards District Office or to an Examiner or to an authorized Aircrew Program Designee with his or her logbook/training records and with the completed and signed FAA Form 8710-1.

(7) There is no practical test required for the issuance of the “SIC Privileges Only” pilot type rating.

(f) The familiarization training requirements of paragraph (b) of this section do not apply to a person who is:

(1) Designated and qualified as pilot in command under subpart K of part 91, part 121, 125, or 135 of this chapter in that specific type of aircraft;

(2) Designated as the second in command under subpart K of part 91, part 121, 125, or 135 of this chapter in that specific type of aircraft;

(3) Designated as the second in command in that specific type of aircraft for the purpose of receiving flight training required by this section, and no passengers or cargo are carried on the aircraft; or

(4) Designated as a safety pilot for purposes required by §91.109 of this chapter.

(g) The holder of a commercial or airline transport pilot certificate with the appropriate category and class rating is not required to meet the requirements of paragraph (b)(2) of this section, provided the pilot:

(1) Is conducting a ferry flight, aircraft flight test, or evaluation flight of an aircraft's equipment; and

(2) Is not carrying any person or property on board the aircraft, other than necessary for conduct of the flight.

(h) For the purpose of meeting the requirements of paragraph (b) of this section, a person may serve as second in command in that specific type aircraft, provided:

(1) The flight is conducted under day VFR or day IFR; and

(2) No person or property is carried on board the aircraft, other than necessary for conduct of the flight.

(i) The training under paragraphs (b) and (d) of this section and the training, proficiency check, and competency check under paragraph (e) of this section may be accomplished in a flight simulator that is used in accordance with an approved training course conducted by a training center certificated under part 142 of this chapter or under subpart K of part 91, part 121 or part 135 of this chapter.

(j) When an applicant for an initial second-in-command qualification for a particular type of aircraft receives all the training in a flight simulator, that applicant must satisfactorily complete one takeoff and one landing in an aircraft of the same type for which the qualification is sought. This requirement does not apply to an applicant who completes a proficiency check under part 121 or competency check under subpart K, part 91, part 125, or part 135 for the particular type of aircraft.

#### **14 C.F.R. § 61.75, Private pilot certificate issued on the basis of a foreign pilot license**

(a) *General.* A person who holds a foreign pilot license at the private pilot level or higher that was issued by a contracting State to the Convention on International Civil Aviation may apply for and be issued a U.S. private pilot certificate with the appropriate ratings if the foreign pilot license meets the requirements of this section.

(b) *Certificate issued.* A U.S. private pilot certificate issued under this section must specify the person's foreign license number and country of issuance. A person who holds a foreign pilot license issued by a contracting State to the Convention on International Civil Aviation may be issued a U.S. private pilot certificate based on the foreign pilot license without any further showing of proficiency, provided the applicant:

(1) Meets the requirements of this section;

(2) Holds a foreign pilot license, at the private pilot license level or higher, that does not contain a limitation stating that the applicant has not met all of the standards of ICAO for that license;

(3) Does not hold a U.S. pilot certificate other than a U.S. student pilot certificate;

(4) Holds a medical certificate issued under part 67 of this chapter or a medical license issued by the country that issued the person's foreign pilot license; and

(5) Is able to read, speak, write, and understand the English language. If the applicant is unable to meet one of these requirements due to medical reasons, then the Administrator may place such operating limitations on that applicant's pilot certificate as are necessary for the safe operation of the aircraft.

(c) *Aircraft ratings issued.* Aircraft ratings listed on a person's foreign pilot license, in addition to any issued after testing under the provisions of this part, may be placed on that person's U.S. pilot certificate for private pilot privileges only.

(d) *Instrument ratings issued.* A person who holds an instrument rating on the foreign pilot license issued by a contracting State to the Convention on International Civil Aviation may be issued an instrument rating on a U.S. pilot certificate provided:

(1) The person's foreign pilot license authorizes instrument privileges;

(2) Within 24 months preceding the month in which the person applies for the instrument rating, the person passes the appropriate knowledge test; and

(3) The person is able to read, speak, write, and understand the English language. If the applicant is unable to meet one of these requirements due to medical reasons, then the Administrator may place such operating limitations on that applicant's pilot certificate as are necessary for the safe operation of the aircraft.

(e) *Operating privileges and limitations.* A person who receives a U.S. private pilot certificate that has been issued under the provisions of this section:

(1) May act as pilot in command of a civil aircraft of the United States in accordance with the pilot privileges authorized by this part and the limitations placed on that U.S. pilot certificate;

(2) Is limited to the privileges placed on the certificate by the Administrator;

(3) Is subject to the limitations and restrictions on the person's U.S. certificate and foreign pilot license when exercising the privileges of that U.S. pilot certificate in an aircraft of U.S. registry operating within or outside the United States; and

(f) *Limitation on licenses used as the basis for a U.S. certificate.* A person may use only one foreign pilot license as a basis for the issuance of a U.S. pilot certificate. The foreign pilot license and medical certification used as a basis for issuing a U.S. pilot certificate under this section must be written in English or accompanied by an English transcription that has been signed by an official or representative of the foreign aviation authority that issued the foreign pilot license.

(g) *Limitation placed on a U.S. pilot certificate.* A U.S. pilot certificate issued under this section can only be exercised when the pilot has the foreign pilot license, upon which the issuance of the U.S. pilot certificate was based, in the holder's possession or readily accessible in the aircraft.



**14 C.F.R. § 61.117, Private pilot privileges and limitations: Second in command of aircraft requiring more than one pilot**

Except as provided in §61.113 of this part, no private pilot may, for compensation or hire, act as second in command of an aircraft that is type certificated for more than one pilot, nor may that pilot act as second in command of such an aircraft that is carrying passengers or property for compensation or hire.

## **14 C.F.R. § 91.9, Civil aircraft flight manual, marking, and placard requirements**

(a) Except as provided in paragraph (d) of this section, no person may operate a civil aircraft without complying with the operating limitations specified in the approved Airplane or Rotorcraft Flight Manual, markings, and placards, or as otherwise prescribed by the certificating authority of the country of registry.

(b) No person may operate a U.S.-registered civil aircraft—

(1) For which an Airplane or Rotorcraft Flight Manual is required by §21.5 of this chapter unless there is available in the aircraft a current, approved Airplane or Rotorcraft Flight Manual or the manual provided for in §121.141(b); and

(2) For which an Airplane or Rotorcraft Flight Manual is not required by §21.5 of this chapter, unless there is available in the aircraft a current approved Airplane or Rotorcraft Flight Manual, approved manual material, markings, and placards, or any combination thereof.

(c) No person may operate a U.S.-registered civil aircraft unless that aircraft is identified in accordance with part 45 of this chapter.

(d) Any person taking off or landing a helicopter certificated under part 29 of this chapter at a heliport constructed over water may make such momentary flight as is necessary for takeoff or landing through the prohibited range of the limiting height-speed envelope established for the helicopter if that flight through the prohibited range takes place over water on which a safe ditching can be accomplished and if the helicopter is amphibious or is equipped with floats or other emergency flotation gear adequate to accomplish a safe emergency ditching on open water.

## **U.S. Transportation Security Administration**

### **49 C.F.R. § 1552.1**

(a) *Scope.* This subpart applies to flight schools that provide instruction under 49 U.S.C. Subtitle VII, Part A, in the operation of aircraft or aircraft simulators, and individuals who apply to obtain such instruction or who receive such instruction.

(b) *Definitions.* As used in this part:

...

*Demonstration flight for marketing purposes* means a flight for the purpose of demonstrating an aircraft's or aircraft simulator's capabilities or characteristics to a potential purchaser, or to an agent of a potential purchaser, of the aircraft or simulator, including an acceptance flight after an aircraft manufacturer delivers an aircraft to a purchaser.

...

*Flight training* means instruction received from a flight school in an aircraft or aircraft simulator. Flight training does not include recurrent training, ground training, a demonstration flight for marketing

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Version 1.0

purposes, or any military training provided by the Department of Defense, the U.S. Coast Guard, or an entity under contract with the Department of Defense or U.S. Coast Guard. . . .

**French DGAC**

Available upon request from GAMA.

**Transport Canada**

Available upon request from GAMA.

## **Appendix B**

### **LIST OF CONTRIBUTORS**

The development of this best practice document was conducted by the GAMA Flight Operations Policy (FOP) committee, with the support from the following companies:

Airbus  
Airbus Helicopters  
Bell Helicopter  
Boeing  
Bombardier Business Aircraft  
Dassault Falcon  
Embraer  
Gulfstream Aerospace Corporation  
Honda Aircraft Company  
Quest Aircraft Company  
Sikorsky  
Textron Aviation

## Appendix C FAA CORRESPONDENCE



U.S. Department  
of Transportation  
Federal Aviation  
Administration

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MAY 02 2017

Lauren Haertlein, J.D., M.A.  
Director, Safety & Regulatory Affairs  
General Aviation Manufacturers Association (GAMA)  
1400 K St NW, Suite 801  
Washington, DC 20005

Dear Ms. Haertlein:

The General Aviation Manufacturers Association (GAMA) sought a policy clarification from the Federal Aviation Administration (FAA) regarding policy relevant to evaluation flights conducted by aircraft manufacturers. GAMA proposed that customer assessment, acceptance, or media/promotion flights are evaluation flights in accordance with Title 14 of the Code of Federal Regulations (14 CFR) § 61.55.

The FAA agrees, as a matter of policy, that such flights, when performed by GAMA member companies, would be in compliance with 14 CFR § 61.55(g). GAMA member companies should operate the evaluation flight under the guidance of that company's document based on GAMA's publication titled, *Recommended Practices and Guidelines for the Conduct of Evaluation Flights in the United States*. That GAMA document was reviewed by the FAA, and was found to contain sufficient safety mitigations when conducting these evaluation flights. The FAA also agrees that a second type-rated pilot may be carried to further enhance safety.

Should you have any additional questions regarding this issue, please contact the General Aviation and Commercial Division at (202) 267-1100.

Sincerely,

A handwritten signature in black ink that reads "James A. Viola".

*for* James A. Viola  
Manager, General Aviation and Commercial Division  
Flight Standards Service

**Appendix D**  
**COMMENTS OR REQUESTS FOR CHANGES / REVISIONS TO GAMA**  
**PUBLICATION No. 17**

**Submit to:** GAMA Publication No. 17 Comments  
Attn: Vice President of Operations

**By Mail:** General Aviation Manufacturers Association  
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**Comment for Publication No. XX Location:**

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**Original wording:**

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**Rationale for change:**