



# PHOENIX

FIXED AND ROTARY WING TRAINING AND CHARTER  
EASTERN AVENUE, COOLANGATTA AIRPORT, QUEENSLAND, AUSTRALIA.  
PO BOX 765 COOLANGATTA QLD. 4225  
PHONE: (61) 075-369 322 • FAX (61) 075-369 334

15 May 1998

Captain David Jacobson  
21/9 Beach Street  
PORT MELBOURNE VIC 3207

*Dear David,*

It was a great pleasure to see you again earlier this week, and my sincere thanks for making the time available to brief our staff and students on the "Jacobson Flare".

As you know, we have been teaching the path-descent technique for many years, and started using your flare technique with our ab-initio students after it was first described to me in a letter from Barry Carpenter (then at AAC). Since introducing the technique to our staff our typical student time to first solo is around 6 hours.

I have demonstrated the technique to many of the Australian airline pilots who return from overseas each year to renew their Instrument Ratings with me. Until they have seen and used the technique, virtually all of these pilots were flaring our Piper Seminole instrument test aircraft way too high, using some indeterminate estimate of flare height appropriate to large wide-bodies! When the "aim point/cut-off point" technique was explained to them, almost all have subsequently landed this "low-to-the-ground" aircraft with little difficulty or apprehension.


In my capacity as a Test Officer for Instructor Ratings, I have always been amazed by the number of instructors, both experienced and inexperienced, who insist on teaching a speed-descent technique on final approach. Many assert that it is the "only" correct method to use, yet almost all of them with instrument ratings use the path-descent technique on the ILS!! As you and I both know, there is effectively no difference between a visual and electronic glide path!

I am convinced that the Jacobson Flare and the incorporated Dave Robson "Gentle Touch" technique is the greatest single advance in flying training in many, many years. Both are based on simple, mathematically derived principles that are easy to apply and, to quote Handley-Page's description of the crescent wing design, represent "simple, unassailable, aerodynamic logic".

Rest assured that I will do all I can to spread the word about your technique. Universal acceptance will doubtless take a long time (the resistance-to-change syndrome) but I know it will happen.

One of the most significant benefits I see is that many future airline pilots will have learned the most effective approach and landing technique from day one, and will never have to change as they progress up the ladder of aircraft types. Airline check and training organisations are going to owe you a large debt.

Please give my best wishes to Dave Robson when you see him. As I recall, I selected Dave for the ETPS Course when I was in RAAF Personnel Branch (more years ago than I care to remember and obviously one of my better decisions). I look forward with keen anticipation to seeing Dave's influence on future Aviation Theory Centre publications.

  
(JOHN CHESTERFIELD AM MRAeS)  
Air Commodore RAAF (Ret)  
Chief Pilot/Managing Director