

16th June 1992

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Captain David Jacobson
Australian Airlines Limited
Melbourne Airport
Victoria 3045.

Dear Captain Jacobson,

Being that I have a few moments to spare, I thought it an appropriate time to write you a few lines, firstly to say hello, and secondly to advise you of my success with your flaring technique.

As you most probably have had a few more 'jump seat' passengers since I last saw you, I shall re-introduce myself. My name is Trevor and I was fortunate enough thanks to yourself for allowing me the opportunity to observe the operations of a B737 on a flight from Adelaide to Alice Springs one morning in February. It was most appreciated as it revitalised my enthusiasm to achieve my aim of oneday flying in Airline operations with a major Australian Airline, preferably Australian! though beggars can't be choosers. I'm also employed as the chief flying instructor for Alice Springs Aero Club.

During the flight you mentioned through conversation that you also had an association with flying training and that you'd devised a 'technique' to land an aircraft, be it large or small, by employing the same routines, references and visual cues. You gave me a copy of the 'Jacobson Flare' and I read it with great interest as in the training environment, as you well know, considerable time and students money is wasted by utilising the general 'touch and guess' flaring techniques which are many and varied though very little documentation exists as to which one is more effective. To cut the story short, I have been using your technique now since February and have had great success as I have consistently sent my students on their way below ten hours and indeed two under eight. I think it's great and I've also re-educated myself with my own personal technique and can now land my company's aircraft be it the cherokee to the Navaho with much less effort and with far more consistency.

Without taking too much of your time, I thank you for your help and generosity, and hope you are well. I often watch from the club house as the 737's land as to whose landing is most accurate, and wonder whether your at the helm whenever one touches down on the mark! Anyway, I am still actively applying to your company, however the 400 hour twin requirement is making things slightly more difficult as they're quite difficult to achieve when one is associated with instructing, which is unfortunate.

Captain, if possible, could you advise me on the best possible methods I can apply to 'become noticed' with Australian recruiting. Any information would be truly appreciated from this desperate instructor! I shall keep you posted every now and then on the Flare. Thankyou for your time.

Yours sincerely,



Trevor Gherisi.