

## From the President

I must tell you all that I had some tales lined up to tell in this column for this issue; exotic travel to far reaches of the Canadian wild, hair-raising experience of shooting non-precision approaches to minimums at small, remote, uncontrolled airfields, and other fairly meaningful words. However, on August 29th, 2005, all of that became meaningless...

When I married Lisa a few years ago, I not only became happier than I could have ever imagined, but I also became the step-dad to two wonderful young ladies. The younger of those two girls recently applied to, and was accepted to attend her senior year at Tulane University. On August 26, she (with her Mother's help) settled into her new apartment in New Orleans, anxiously anticipating the start of classes on September 2nd.

On August 27, I was in south Texas performing pre-season chores at my hunting ranch. I received a call from Lisa (Mom) asking me if I knew anything about a hurricane. The local radio broadcasts in New Orleans were calling for people to evacuate, and she wanted her personal weatherman (me) to give an assessment.

My recommendation was "get the hell out of there!" any way possible. Ultimately, our daughter spent 14+ hours driving to get home to Austin (typically a 7-8 hour drive). Lisa who had been stranded at the airport, was able to get a flight to Houston, where I was able to pick her up and bring her home, saving me the task of trying to get into and out of New Orleans on Sunday, August 28th.

We all now know what they were facing and the disaster that struck and continues to strike at the people of New Orleans. My family is very fortunate. We are alive and well and living in Austin. My daughter has exercised the option to attend classes at the University of Texas, which will count toward her degree at Tulane. She has absolutely no knowledge of the state of her apartment in New Orleans, nor her possessions contained therein. But she has a nice place to live while she waits out the discovery of the state of "her world". And she has food, clothing, family and friends. Her life, as well as ours, will go on.

Unfortunately, I have had the opportunity to see some of the other side of the disaster. As you all know (if you read my columns in the past, or spent more than about 10 minutes



POPA 2005 - Kansas City, MO  
Photo Courtesy Art Schumer

talking with me) I am a strong supporter of Angel Flight. Through this organization, I have been flying evacuation missions since the hurricane passed. The PC-12 is a coveted resource amongst the relief organizations, because of its tremendous range/payload operating envelope. We have been asked to transport EMS crews in, and then evac families out. Typically we have had to tanker fuel to do this, as most ground ops are either out of fuel, or it may cause hours of delay awaiting fueling. As I write this column, I am anticipating tomorrow's challenge. I will launch early to head to Fort Worth. I will pick up two brothers; a 4-year old, and his 17-year old brother who is blind, wheel-chair bound and suffers from cerebral palsy. They were separated from their parents during evacuation of the gulf coast. Their parents are in Georgia. The airlines cannot take them unaccompanied. Most rescue organizations (such as Angel Flight) cannot take them

because they are not ambulatory. A PC-12 with seats 5 and 6 removed can lift and load the wheelchair and patient thru the cargo door, use cargo straps to fasten the chair in place, and launch and go. After re-uniting the children with their parents, I will depart for Lafayette, LA to pick-up a woman, her daughter, and her two grand-daughters and take them to Kingsville, TX. They will join family members and set up "home" with a hosting family and begin rebuilding their life. Then I will return home to see what other challenges can be overcome in the days, weeks and months to come.

Ty Carter called me shortly after the hurricane struck. He wanted to know if he could count on me for a contribution to help him fill a truck with supplies and move it from Kansas City, MO to Baton Rouge, LA - a task our government could not figure out how to do, but Ty could!

*(continued on page 2)*

## SAVE THE DATE - 2006 CONVENTION

June 1, 2 and 3

(continued from page 1)

I found out that Dick Foreman (an ex-POPA Board member) has pledged \$50,000 in a "matching grant" fund-raising challenge through the National Broadcasters Association to provide aid to hurricane victims.

Allen Morris is working to raise awareness through the Corporate Aviation Association on how members can register and make their aircraft available for rescue efforts.

I have seen many anonymous situations where a PC-12 is working, on its owner's nickel, to reach out and do something good. Something necessary, for no reward other than the reward of knowing it is the right thing to do. To the decision-maker who decided to make that happen, I tip my hat in recognition.

If you want to learn more about how you can align yourself to help, please ask. There are numerous outlets and vehicles for you to volunteer the special kind of help you can provide.

I could go on and on; the outreach I have seen is astounding. POPA members, no matter what their personal position or leaning, seem to all have a common fiber of concern for, and giving to, those in need. Thank you all for what you did, what you are doing, and for what you will continue to do in the future.

It makes me proud to say I am a member in good standing of this clan...

**Phil Rosenbaum**  
**POPA President**  
**S/N #289**  
**Austin, TX**

Resort at Squaw Creek is a world class, luxury mountain destination, just minutes from North Lake Tahoe. Squaw Creek has spent over \$50 million dollars transforming the property into the absolute pinnacle of alpine destinations. The new residential look and feel, to the resorts 400 guest rooms and suites, has created a captivating environment that is the height of style and sophistication. The grandeur



of the new lobby and the renovation of the resorts five restaurants, along with the recent transformation of 33,000 square feet of event space, make Resort at Squaw Creek the finest mountain resort in the West.

Each guest room offers unsurpassed luxury and comfort, and nothing captures the beauty and splendor of the natural surrounding like the views



through the "floor to ceiling" picture windows. Features include Resort at Squaw Creek's signature cloudlike "Deep Powder" beds and flat panel TVs. In the suites, gas fireplaces and resort-style kitchens with stovetops, microwaves, refrigerators and dishwashers, provide reassuring comforts of home.

During summer, Resort at Squaw Creek offers a paradise of outdoor activities for everyone. Play the on-site 18-hole Robert Trent Jones Jr. championship golf course. Hike along smooth canyon trails or climb Granite Chief Peak. Bike

along scenic paved trails or mountain terrain. Horseback riding, kayaking on Lake Tahoe, white water rafting, fishing charters, fly-fishing and floating down the Truckee River can all be arranged. Relax in the resort's indoor/outdoor



Jacuzzis and year-round heated swimming pools. Visit the Spa at Squaw Creek to unwind and relax. Enjoy the executive fitness center, saunas, relaxation lounge and 10 treatment rooms offering body, massage and facial treatments.

Squaw Creek offers a variety of unique and flavorful cuisine. Enjoy Cascades grand breakfast buffets and creative a la carte menu. Bullwhackers, a lively mountain sports bar with big screen TVs and pool tables, specializes in high-quality pub favorites and a long list of microbrews. Dine in Montagna and flavor California Italian cuisine. Grab a quick bite to eat at Sweet Potatoes Deli, offering gourmet coffees, light breakfasts, deli sandwiches, salads and homemade soup. Six Peaks Grille, the signature chop house, will offer creative appetizers, prime steaks, fresh seafood and more.



With luxurious accommodations, breath taking views, exquisite dining, shopping and endless activities, Resort at Squaw Creek is truly the alpine destination in the West. **We hope that you will "save the date" for POPA 2006. More details to follow!!!**

## ***New Home for JetWorks!***

The future home of Jet Works Air Center! We should be pouring the pad mid-September. If the weather stays good, the completion should be around the first of the year. Our new location will consist of 46,000' of maintenance, avionics, and interior shop with share space in the main building. We will also have a 12,000' EPA-approved paint shop across the ramp. Our grand opening will likely be in March/April 2006. This will also coincide with our 10-year anniversary on April 15, 2006. Hopefully we will be moving into our new hangar in January.

**Wayne Ostrander**  
**Jet Works Aviation, Inc.**  
**Ft. Worth, TX**  
**(800) 498-5387**  
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*Photo courtesy of Wayne Ostrander*

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The advertisement features a large, sleek white PC-12 aircraft flying over a snowy mountain range at night. The sky is dark with some light clouds. In the foreground, the lights of a town or resort are visible. Three inset images show recreational activities: a person skiing down a slope, a group of people in a raft on white-water rapids, and a person on a golf course. A logo for Western Aircraft Inc. is in the bottom left corner, and a map of Idaho with a dot for Boise is in the bottom right.

## The Unappreciated & Ill Defined Maintenance Log

Where are your aircraft's maintenance logs?

Are they stored at your local FBO or maintenance shop? Where does your mechanic keep your logs when in his care? Are your logbooks insured? If insured, for what kind of loss? If lost, how would you reconstruct your maintenance logs? How much would your aircraft be devalued if your maintenance logbooks were lost?

These are scary questions many aircraft owners not have considered. I must ask you one more question. Are an aircraft's maintenance logbooks considered part of the aircraft? This question must be answered before we can establish insurance coverage or responsibility in the event the logbooks disappear or are destroyed.

Although the Federal Aviation Regulations have absolutely no bearing on insurance coverage or policy definitions, it is interesting to obtain a view from different segments of the industry. According to the Federal Aviation Regulations Part 43, Part 91.417 and Part 91.419, an aircraft's logs must be transferred with the ownership of an aircraft but in no way do the FARs state that an aircraft's maintenance logs are a part of an aircraft. The FARs are quite long and detailed, and a definition may be hidden somewhere in the recesses of the regulations, but our investigation turned up nothing. So, if you are the studious type and choose to research this topic further, give me a call should you find conflicting documentation.

My staff and I researched the aviation insurance industry on the subject in an attempt to try to define an aircraft's maintenance logs as a part of an aircraft. We reviewed three of the industry's broadest aircraft hull policies. We found the definition of aircraft, but could not tie maintenance logs in as a part of the aircraft.

Global-Aerospace "Broad Horizon" : "Scheduled Aircraft" means the aircraft described in Item 4 of the Declarations and any newly acquired aircraft, including the propulsion system and parts and equipment installed in or on the aircraft (1) while

installed and (2) while temporarily removed until replacement has commenced; also tools and equipment in the aircraft which have been designed for use with the aircraft and are ordinarily carried in the aircraft."

USAIG "All Clear 360": "What is an aircraft? Aircraft includes your airplane or rotorcraft and any operating, navigating or radio equipment attached to the aircraft. Parts of your aircraft that are temporarily removed are also included even if replaced by similar parts. Tools and repair equipment standard for your type of aircraft are included. In addition, we cover personal property, carried in your aircraft, which is used in the operation of your aircraft. If you have other insurance covering a loss to a replaced part or personal property, this coverage shall be excess of the other insurance. Personal property does not include wearing apparel and other personal property not used in the operation, communication or navigation of your aircraft."

The AIG "Gold Medallion": "Aircraft means the aircraft described in Item 4 of the Declarations (and when appropriate any aircraft qualifying under the provisions of Special Insuring Agreements I, II, or III) including the propulsion system and equipment usually installed in the aircraft (1) while installed in the aircraft, (2) while temporarily removed from the aircraft and (3) while removed from the aircraft for replacement until such time as replacement by a similar item has commenced; also tools and equipment which are specially designed for the aircraft and which are ordinarily carried therein."

After more than thirty years in this business, I have committed many of the most frequently used aviation policies to memory. I admit I still have to go back and read and study when searching for a small policy detail. Since these policies quoted above are considered to be among the broadest in the aviation industry, my rationale is if something is not covered in the industry's broadest policies, it stands to reason it won't be covered in the more restrictive policy forms. Therefore I think it safe to say, again, the maintenance logs are generally not

considered part of the aircraft. They are important; but under-appreciated until they are lost. Although many aircraft owners are very careless in the security of these logs, they may be the single most expensive and vulnerable unofficial part of your aircraft.

Have you ever thought of the consequences if your aircraft's logs were lost or destroyed? A number of aircraft dealers told me that without a complete set of maintenance logs an aircraft could suffer diminished value of as much as 20% to 50%. Some dealers have estimated the loss at a much higher cost.

Many aircraft owners, chief pilots, and service centers do not properly secure an aircraft's maintenance logs. I have seen them in any number of storage methods unacceptable to a treasure worth \$10,000 to \$1,000,000 dollars. How much is your aircraft worth? If my dealer's estimate of value is correct at 20%, how much are your logs worth? Does this justify at least a fire safe?

Insurance is not always the answer to the risk of loss. Often times, a strong risk management program is a far better and a much cheaper solution. Proper storage helps to reduce the exposure to such perils as fire and theft. This is not the only exposure. Transporting your records to the maintenance facility is inviting catastrophe. Where will your books be stored while in the care of the FBO or maintenance facility?

"But the FBO is insured." Yes, that may be true, but for what? Service centers usually purchase hangarkeeper's legal liability insurance to cover acts of negligence for AIRCRAFT in their care, custody and control. We have established the maintenance logs are not a part of the aircraft. Even if they were, if your records are in the care custody and control of the FBO and a windstorm, fire, or some other "act of God" destroys your logs, the hangarkeeper's legal liability coverage purchased to cover this property may not answer. Since hangarkeeper's coverage is liability coverage, the FBO must be negligent before a hangarkeeper's liability policy will answer. It might be said that the

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FBO is negligent because they did not use proper storage. That assumption might require a court battle to achieve satisfaction.

Some underwriters interviewed about this subject indicate they would accept such a claim under the hangarkeeper's liability policy but would only offer to reconstruct the books. Reconstruction is what the FAA requires to regain the aircraft's standard airworthiness certificate. Or is it? If your aircraft has timed parts, and all aircraft do, it may be necessary to replace all parts that are undocumented and are in question. It is assumed that all timed parts are the same age or number of cycles as the oldest documented part. A quite expensive proposition don't

you think? And if we are dealing with a "Part 135" aircraft, the requirements are more rigid and as a result more expensive. Will the insurance company pay to replace these parts? Not unless we can establish that maintenance logs are a part of the aircraft and so far we have been unable to do that.

Of course, if the FBO or maintenance facility does not return your logbooks with your aircraft, you would have grounds to question. Just because the FBO's insurance company doesn't respond doesn't mean a court would not hold the FBO responsible.

An FBO's or service center's insurance company may respond in a variety of ways.

The company may claim that the logbooks are not part of the aircraft and, as such, do not fall under the hangarkeeper's policy. They may try to compromise and offer to pay for the reconstruction of the books. The one thing they will resist is reimbursing you for the loss of value of your aircraft due to the missing logs.

A reconstructed set of maintenance logs that are properly documented may satisfy the FAA but does it satisfy that potential aircraft buyer to whom you may sell your aircraft? The true loss is in market value or market acceptance. Diminution of value is just as real with incomplete logs as it is in an aircraft with damage history. After all, why

should a potential aircraft buyer pay you an average retail price for your aircraft with missing or reconstructed maintenance logs or damage history if he can buy another aircraft that is clean and complete? So a discount is expected. How much? It depends upon the age, value, make, model, and availability of the aircraft. If the market is saturated with like aircraft, you may have to discount your aircraft drastically in order to make it attractive to a buyer. So the 20% diminution of value estimated by my dealer friends may be very thin. If the FBO's hangarkeeper's legal liability coverage does not give us satisfaction, will my hull policy cover the loss of my logbooks? It would if we could establish

(continued on page 6)

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## The Unappreciated & Ill Defined Maintenance Log (cont.)

(continued from page 5)

the logs were a part of your aircraft. But we have already determined they are not.

I interviewed a number of the most respected claims people in the industry in preparation for this article. I sent questionnaires to all the major companies. Some chose not to respond. I guess this is a hot potato. Maybe they thought they would be setting a difficult precedent. Some gave me great answers. The best responses came from USAIG and Phoenix Aviation Underwriters. There is a difference between what an insurance company is required by contract to pay and what they will actually do. One claims attorney said that although the logs were not technically a part of the aircraft, he would consider them a component and would pay for reconstruction under the aircraft owner's hull policy. (There is no

coverage for diminution of value in the hull policy.) If covered under a hangarkeeper's policy, he would reconstruct and make some contribution for diminution of value. He would not pay for the replacement of a timed or cycled part. Others have said they would pay for the reconstruction of the logs but would allow no contingent coverage such as diminution of value or loss of use.

Those mean "ole" insurance companies. Pay when they don't have to? It does happen. For some, I would expect them to follow the strict word of the policy. I had one response that they would expect to pay for the replacement of logbooks. This may mean, to some adjusters, simply replacing the books themselves. You got it! Just the books left blank with nothing inside. No reconstruction, just the books. Of course, if replacement doesn't include complete

reconstruction of your records, they haven't done much to help.

Reconstruction, as you know, is a hit and miss proposition. The older the aircraft is, the more difficult it is to reconstruct the records. Aircraft that have had numerous owners are a real challenge. If your aircraft has been owned outside the United States, reconstruction may be impossible.

If insurance is not the answer, what can we do? Remember, insurance is just one aspect of risk management. Let's go back to the basics. Let's develop a good RISK MANAGEMENT PLAN.

Your storage at home: Proper storage is the place to start. Find a place in your home, office or hangar for a quality fire resistant

(continued on page 7)

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*(continued from page 6)*

safe or fire resistant file cabinet. This removes a part of the risk. Put your logbooks inside.

Your maintenance facility's handling and storage of records: Interview your maintenance facility about the handling and storage of your records while in their care, custody, and control. If they cannot demonstrate an adequate storage facility, suggest they research the problem and solve it. Once put on notice (preferably in writing), they have an added level of responsibility should your records be destroyed.

With today's technology, records can easily and

economically be scanned or copied and stored on a compact disk or on paper. A professional data storage company specializing in duplication of records can accomplish this.

You are never finished: This is a catch-up and then stay-up scenario. Once you have a complete copy of your maintenance logs, you must keep up with future maintenance done on your aircraft. One missing page constitutes an incomplete set of logs.

Proper storage: Find a second location to store your copy. Logically, the second location should be in a separate building,

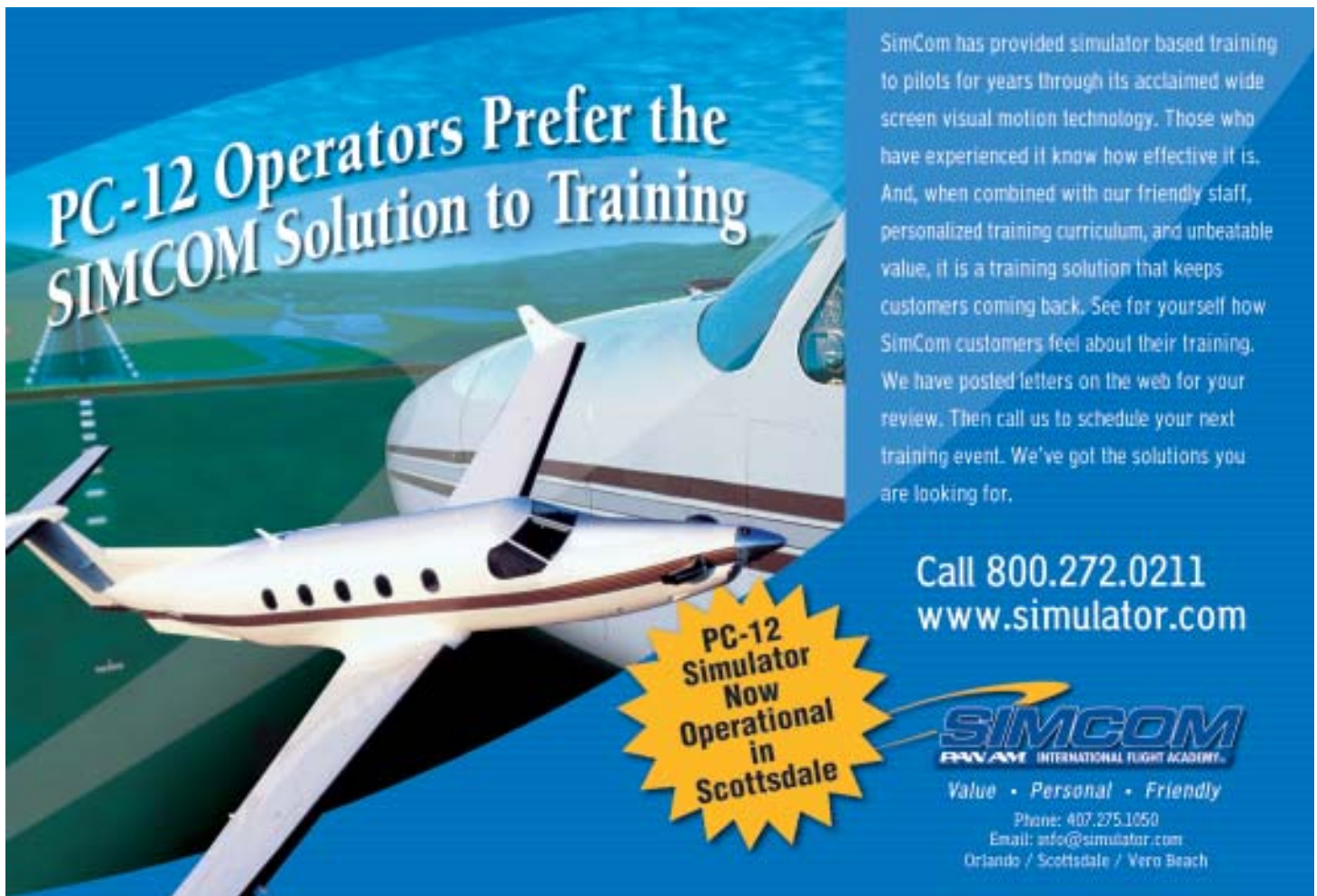
preferably in a separate part of town. Purchase a second fire safe. You have a lot of work and money invested in the back-up copies themselves.

Good risk management is always the sermon that my staff and I preach. The duplication and proper storage of your aircraft's maintenance logbooks is a risk management practice and your best insurance against loss. The one mistake that I see repeated most often is the lack of good management practices. All too often, people try to make insurance the solution when good risk management practices are a cheaper and better road to avoiding the threat of loss.

Few owners and maintenance facilities demonstrate the kind of security procedures that an asset the value of your maintenance logbooks deserves.

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## ON A WING AND A PRAYER

When I was thinking about a name for this article, the one above immediately came to me. I thought it would be right on target. But now as I think, it is really many other makes and models of airplanes that need to pray about their wings, not PC-12 operators. Our plane is an early model, built in 1995. Skytech, South Carolina, our shop, informed us that Pilatus was requiring a certain hour or year requirement for a wing removal. Yes, a complete no parts attached removal. We were told to budget a healthy amount for the required work. Ten years has come, so it was required by this annual. We had budgeted, and allotted the time, an additional 7 days. We were surprised (although we shouldn't have been), that Skytech had never done this removal before. Again, ours is an earlier model and you have to start somewhere. With this surprise came apprehension and worry. Natural thoughts, but we have full faith in our shop. We found out that Pilatus Colorado was sending their best person to help Skytech as an on-site reference. The shop made special braces for the wings and had all the kit parts on hand. They were ready like a racecar pit crew when we pulled in. We shut down the engine and they went right to work.

Before I flew a PC-12, I had a history of flying similar size turbo-props. I am not a mechanic, but I love to sit in their hip pocket and ask questions. I was always curious about the wing bolts. I am not an engineer, but those bolts always looked just a bit too small for me. Obviously they work, but I could not understand how such a small piece

of threaded metal could go so fast and withstand so much, time and time again. I flew one aircraft which specifically stated not to exceed a certain weight as it would put too much stress on the wing bolts. That was before fuel was added. I always said a small prayer before flying. The size of those bolts was always in the back of my mind.

When I was hired by my current employer, my chief pilot, a very wise man, insisted I watch our PC-12 inspection from top to bottom to fully understand the airplane. It was very educational. My worry was quickly dismissed as I saw the plane come apart. Our wings don't really have bolts. They have very large bushings and pins for us non-mechanics. Our wings are made in a way that allows for stress and weight to be absorbed and dispersed throughout the airframe. The Swiss have a history of quality craftsmanship. This annual our wings were removed and the required parts replaced. The removal and inspection went flawlessly. Molds were sent, parts inspected and pictures taken. Our entire wing, components, connection points, and fittings were all well within tolerance.

Our enthusiasm and commitment towards Pilatus and our shop has grown tremendously. When we fly into new airports, we are often asked how we like our plane. We immediately and without hesitation exclaim how much we love the plane and start an entire list of the many aspects that make the PC-12 such a wonderful aircraft.



So when it's time for your wings to come off, hopefully this article will help relieve some of your stress. The wings are just one part - But we can certainly say with full confidence...that we do not fly on a wing and a prayer.

**Bryan Smith**  
**S/N #118**  
**Richmond, VA**



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photo courtesy B. Bohannon

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## Katrina Assistance Via PC-12

*I thought I would share a happy reunion photo of a family that was transported via Angel Flight and one large Pilatus this week. The family had been separated and members had been placed in various shelters in Texas. They are now relocated in Beaumont. They are still searching for one remaining sister. It was truly a blessing to help in the transport of this family, one of the many devastated by the hurricane. With the number of seats and payload available on the PC-12, we were able to accommodate six members and every cardboard box we could pack full of personal belongings!*

**Dianna Stanger**  
S/N #578  
Port Lavaca, TX



*Photo Courtesy of Dianne Stanger*

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## Ask Lance Toland...

### Why is the Lender on my PC-12 requiring a Breach of Warranty (BOW)?

Usually an aircraft lending institution wants some assurance that it will be paid its loan amount if a hull claim is denied because the insured violated certain policy requirements such as approved uses or approved pilots.

An obvious example of such a violation would a loss arising when a non-approved pilot is operating the aircraft. Each aviation insurance policy stipulates the type of pilot who is qualified to fly an aircraft. This may be accomplished specifically naming the approved pilot, by giving someone the authority to approve pilots on behalf of the insurance company, by a blanket set of pilot criteria called an “open pilot clause”, or any combination of these.

If it is discovered after an accident that a pilot not approved by the policy was operating the aircraft when the loss occurred, coverage could be prejudiced. If the policy carried a Lien holders Interest Endorsement (“Breach of Warranty” BOW”), in favor of the financial institution, the insurance company would pay the lienholder up to the outstanding lien amount but not more. **Caveat** Lienholders Interest Coverage is not an automatic coverage. It must be specifically requested, but is usually added by the underwriter at little or no extra premium charge.

**Remember** insurance company is not in the habit of setting up coverage guidelines and freely giving them away. The violation of a policy requirement which results in the subsequent payment under a Lienholders Interest Endorsement can set up one of the few situations in insurance where an insurance company could subrogate against its own insured for reimbursement of the amount paid to the lienholder. In other words, the company would pay the bank and then look to the insured for reimbursement of the amount paid. Lienholders Interest coverage favors only the lienholder, not the insured. I actually had a client years ago who talked a local bank into waiving the BOW requirement and settling for a Loss payable against my advise. You guessed it the owner had a loss by allowing an unauthorized pilot fly the aircraft (An F86 Saber Jet) in an airshow. On his first maneuver this unauthorized pilot looped the Saber off the deck and pulled hard at the runway but did not make it!! I viewed the spectacle on CNN with disbelief. The next day I had to break the bad

news on coverage to both the bank and the owner. Both acknowledged the warranted pilot breach and the subsequent claim was denied by the underwriters, the bank in turned sought immediate payment from the aircraft owner.

### If my PC-12 is damaged is Diminution of Value Covered?

**Diminution of Value** is not normally realized until the aircraft is sold; the retail value of an aircraft that has never been damaged is typically higher than one with prior damage history. Obviously, the smaller the damage and the better the repair facility, the less the negative effect will be on the value of the aircraft. The hull portion of **your** aircraft policy will not compensate **you** for the loss due to damage depreciation. However if someone else damages your aircraft due to their negligence, they would be expected to compensate you for your entire loss. If they were insured, their insurance company would be responsible to pay for the repairs of your aircraft as well as losses such as loss of use and depreciated value of your aircraft resulting from damage history

*Lance Toland  
Griffin, GA*

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## Summer 2005 Q&A

*I am going to depart from the normal questions with multiple choice answers this time. I will pose a couple of questions to the members and you consider the possible results. As always, I will post my thoughts on the answers in the next issue or if you cannot wait please go to the POPA website with your solution(s). Note: I am always open to suggestions, questions or comments so feel free to contact me at pc12jm@earthlink.net.*

**Condition:** You are flying in icing conditions; PUSHER ICE MODE is on, preparing for an approach. (The scenarios listed below are meant to be individual (and have happened to POPA Members).

- A. Your amber CAWS [DEICE BOOTS] (Series 10) or [DEICE] with green CAWS [DEICE BOOTS] (flashing) annunciators illuminate. What are you required to do and what should you do?

### ANSWER

**1st - FLY THE AIRCRAFT**

**2nd -** Complete the POH, Emergency Procedures, BOOT DEICE FAILURE IN ICING CONDITIONS. Points from this procedure (if system determined failed):

- Turn OFF Boots Deice system (airfoil distortion from irregular shedding of ice).
- No flaps if Boots Deice malfunction (possible increase of airfoil distortion-see 1<sup>st</sup> point).
- Maintain a minimum approach speed of 134 KIAS (Pusher ICE MODE, 0° Flaps and balked landing speed) until clear of ice. (Increased airspeed to compensate for possible airfoil distortion).

While flying level in this condition (clean), a minimum power of 15 PSI should be set (at least 150 KIAS should be indicated-clear of ice). Advance power as necessary if airspeed degrades. With the landing gear down, at least an additional 5 PSI will be necessary for the same condition. Normal loss of airspeed with the landing gear down, level flight is approximately 30 KIAS. Note: Landing gear should be retracted if not in a descent for landing due to the additional collection of ice and subsequent drag.

- B. Your amber CAWS [FLAPS] annunciator illuminates just as you start to deploy flaps. What are you required to do and what should you do?

### ANSWER

**1st - FLY THE AIRCRAFT**

**2nd -** Complete the POH, Emergency Procedures, FLAPS –FAILURE IN FLIGHT.

Points from this procedure (if system determined failed-no Flaps asymmetry):

- Landing with flaps as is

Since we are in icing conditions maximum flap extension allowed will only be 15°. I would maintain 134 KIAS until assured of landing. Note: If flap asymmetry is detected, extreme care should be exercised (airspeed-the Stick Shaker/Pusher will activate sooner). Good news is that if this occurs, it is between 0° and 15°.

- C. The stick shaker activates when airspeed and attitude to do warrant this, and you follow procedure related to it. What are you required to do (after the procedure) and what should you do?

### ANSWER

**1st - FLY THE AIRCRAFT**

**2nd -** Complete the POH, Emergency Procedures, SHAKER. Points from this procedure:

- The Stick Shaker/Pusher system is deactivated.

It is *very* important to maintain the minimum airspeed of 134 KIAS (and observe the AOA) since we will have no warning prior to a natural stall. The three scenarios discussed can have different outcomes depending on the pilot-in-command. An easy answer to these scenarios is to deviate to better weather (and an alternate airport) to avoid the ice. Continuing in icing conditions requires instrument proficiency, knowledge of the aircraft and equipment available, plus good judgment. BE SAFE AND SMART!

# Fall 2005 Questions!

Used EAGLE, COLO GYPSUM THREE DEPARTURE (GYPSM3.RLG) as reference.

Conditions at Eagle Co. Regl

METAR KEGE072025Z 18017G24KT 23/4SM  
 DRRR OVC1400CB 23/17 A2984

Aircraft conditions: Maximum Gross Weight:  
 PC-12 or PC-12/45

1. Refer to the GYPSM3.RLG and METAR

What is your (approximate) Feet Per Minute (fpm) rate of climb going to be to satisfy the climb gradient of: Gnd speed-Kts [100]?

- A. 1050 fpm
- B. 1250 fpm
- C. 2100 fpm
- D. 2125 fpm

2. Should we use flaps during the climb for this departure?

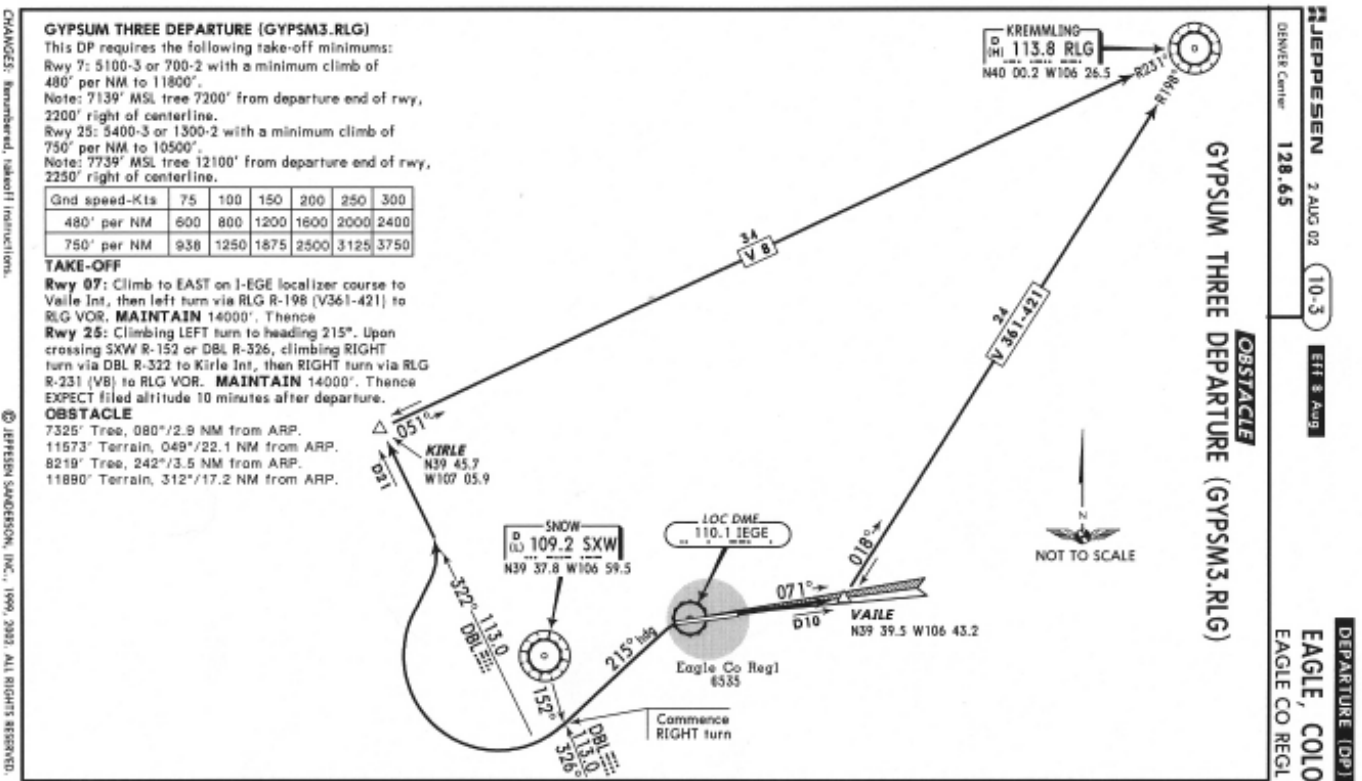
- A. Yes
- B. No

3. What is your Static Takeoff Torque for this departure?

- A. 40.6 PSI
- B. 39.4 PSI
- C. 38.4 PSI
- D. 38.0 PSI

4. Do we need to use Question #2 for Takeoff?

- A. Yes
- B. No
- C. Definite Maybe



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## *A Baja Bush Pilots Answer to Mayflower Movers!*

When consulting various pilot friends about what plane to buy next as a step up from my trustworthy Beech Baron 58, I was continuously asked “What’s your mission?” I could only reply, “Retirement.” Then the rambling explanation would start. I wanted a plane that was fast enough and roomy enough that my wife, Julie, and 16-year old impatient son, Mike, would say, “OK, we would love to fly with you on that extended 10-hour flight”, rather than what I had been hearing, “Ten hours? Are you kidding me? We’ll go commercial and meet you!” That’s exactly what they told me on Thanksgiving 2003 when I excitedly told them we were going to Little Cayman Island for our first family SCUBA diving excursion and our first time to the Caribbean.

On the other hand, I had to be realistic. My normal flying was from Hanscom Field (BED) outside of Boston to New York, New Jersey, Indianapolis. Occasionally Minneapolis on business while mixing in a vacation or two to the likes of Vermont, upstate New York or Canada or family visits to Chapel Hill, NC or Nashville, TN. All more than doable with the Baron; I loved my Baron.

But when I looked myself in the mirror, like so many pilots, I squinted to see the skin on my face drawn tight and my hair swept back. I could feel the rush. I needed more speed and distance for the yet unknown explorations that retirement would bring. And the thought of flying alone and meeting my wife and son at the other end was out of the question. So two years ago...the search began.

Small jets, bigger twins, waiting for a new composite, all were explored. While I had known about and even test drove a PC-12 years prior with Bill Johnson from Atlas Pilatus in Manchester, NH (from whom I eventually bought mine), I just couldn’t picture driving something that big for my normal solo business trips or weekend \$100 hamburger hops. But two things happened that eventually turned my head. First, almost every plane I looked at that was in my price range both as an initial investment and from an operating cost perspective gave me either speed or payload. Not both. The Citation and TBM for instance were fast, had similar range, but required trading off fuel for people and baggage after about four. And when packed, roominess there wasn’t. So when creature comforts were considered, it still looked like a maximum of 3 to 4 on board and 3 to 4 hour legs. Not much improvement, all things considered, over the Baron. Second, our Corporate Pilot, with whom I began to talk, highly suggested that I take Julie for a test ride and seriously consider the Pilatus. By the way, he had sold Pilatus aircraft in his prior life before becoming a Citation X jockey. Aside from the speed-payload-space-operating cost-resale value considerations, he specifically mentioned the potty - functionality, privacy and spaciousness.

That did it! It is the way the Atlas Pilatus team handled the transaction, training and what has turned out to be phenomenal after-purchase support, that has made me such a happy first time owner.

So, how have I used my new toy?!? First I combined training with business. Owning a new PC-12 extended my range and allowed me to fly out of North East winter conditions to Boca Raton, FL non-stop and then over to New Orleans for the American Heart Association meeting in November. In January, I took two days to get to a sales meeting in Palm Springs, CA, stopping back at Jeffco where I had originally picked up N576RG, to visit a long lost cousin. On the way back, we flew nonstop to Minneapolis in a little over 5 hours with some wonderful assistance from the jet stream. One day of business and back home in Concord, MA the same evening without having to hassle the Minneapolis rush hour

or the wonders of Logan airport. I just flew straight into MHT and Wiggins and the Atlas Pilatus people took over from there.

Initial training completed and retirement accomplished, I now have a little over 100 hours in the left seat. So it was time to test my new freedom and the real capabilities of the PC-12. My wife and Mother Nature conspired to come up with the perfect challenge. When I still lived in Northern California nine years ago, we bought a home on the eastern side of the tip of Baja, Mexico in Punta Pescadero. The house is just up from the 3,000' paved runway right on the Sea of Cortez. Within walking distance, a perfect fly-in retreat. No phone service, no mail, occasional running water, a small hotel for sport fishermen and a few other Gringos along the beach front who have similar interests - MU2s, King Airs, Mooneys, C182s, you get the picture. Sadly, our move to Boston precluded us from flying down there very often, or privately at all (back to the wife...no potty, too many 3-4 hour hops, etc.). We were restricted to, at best, an annual visit via commercial carrier with multiple connections through Cabo International and a 2-hour car ride, much of it over a dirt road when it isn’t washed out, to soak up the sun and to see what a year’s lack of occupancy had done to our cliff hanging paradise. Well, in September, 2003, Hurricane Marty scored a direct hit on Punta Pescadero. Broken windows, roof torn up, rugs and furniture water logged, appliances trashed, etc. Fortunately, most of the major repairs had been completed since the storm. But the niceties of life were hard to come by at all in lower Baja not to mention getting professionals out to take measurements and to do a detailed damage

*(continued of page 15)*



*(continued from page 14)*

report. So, over the last year our partners in the house, their son, and my wife's brother took digital photos and needs analyses. It was time to move into action and finalize the repair job.

The PC-12! A Baja Bush Pilot's answer to Mayflower Movers! I could tell by the gleam in Julie's eye. She had seen the expansive rear cargo door, had eyed the cabin volume behind the first four passenger seats, and set off a-shoppin'. Before I knew it, my basement had filled up with a new dishwasher, a microwave, new living room



*A short walk to the house ...and the beach!*

rug and mat, three ceiling fans, new blinds for all the east facing windows that had disappeared in the storm, new deck chairs, and who knows what else. My Lawrence Livermore Labs electrical engineering brother-in-law had armed us with dimensions and photos, and Dick Rice, Director of operations for Atlas Pilatus assured us that he and his crew was up for the challenge.

We arrived at MHT on a Thursday, with a filled-to-the-brim pick-up truck. Dick Rice met us at the loading ramp. The rear seats were already removed and the safety straps installed. Security prevented us from going through the gate and backing up to the plane, so we enlisted all the able bodied ATP's we could find and toted our larder to the plane. Dick Rice rose to the occasion. Like a twenty five year old cargo expert and logistics expert that he is, he hopped up and down out of the cargo entrance and helped us weigh, stack and load the entire shipment. The weight and balance came to just over 850 pounds. The remarkable thing is that all the goods fit in still in their original crates and boxes. Picture a plane load of household appliances, if you will.

All ready to go, we returned from a college reunion in Connecticut on Sunday and headed off to visit Julie's mother-in-law in Houston. We spent a delightful evening with her in her new home on the lake and golf course just minutes away from the airfield in Montgomery, TX. Next morning, it was off to La Paz, Mexico to check in and clear customs. Much has changed since I used to fly my Beech Musketeer down there in the early 70's, but not the pleasant attitude of the airport staff and management or the amount of paperwork. We cleared customs without incident or hassle. Let

me just say that customs were more that reasonable, and we hopped over the 7,000' mountains for our last 39 miles to the private, unattended, free strip at Punta Pescadero. The rest of the two weeks was spent installing all the new appliances and household goods. Interrupted by an occasional Pina Colada, siesta, jog or walk along the beech, or fishing exploration that brought in two Marlin, huge Yellow Tail, Bonita, Doprado, and a number of Red Snapper, Wahoos, and too many needle fish.

For the trip back we bought a rather large metal sculpture, an ice chest full of fish and enough Jepp charts to sink a ship. No sweat fitting it into Mayflower 576RG. We cleared customs with ease in El Paso, stopped in Ft. Worth to view the renovated downtown, and tour the famous stock yards area. Unfortunately Julie wasn't interested in seeing the

High School rodeo championship, the NASCAR race or the Triple-A baseball game. She was ready for home. Five hours later we dropped the plane off at Wiggins and were home for dinner. Ten hours flying time there, a little less than ten back, broken up by two stops along the way. Not even a need to clean the potty...and Julie says she's ready for the next adventure.

How about running the Colorado River through the Grand Canyon? It's already scheduled. I wonder how many rafts the PC-12 can tote?

Happy flying!

**Bob MacLean**  
**POPA Board Member**  
**S/N #576**  
**Concord, MA**



*N576PR at rest in Punta Pescadero.*

## Duluth to Catalina Island

It was early April, cold in Duluth, Minnesota and time for a trip somewhere warm. The plan was to fly to sunny southern California and maybe bring home a specially trained German Sheppard that we were going to meet later that evening. The early morning takeoff was into gray skies with a cold drizzle. But, we were soon above the clouds in bright sunshine. The big Pratt & Whitney was pulling strong and smooth in our 2002 PC-12 and we soon leveled off at FL280. A quick look at the gauges showed 161 knots on the indicated airspeed at a fuel flow of 51.5gph. The chilly -39C outside temp made for a nice and cool 7121C on the ITT with 25.7 lbs. of torque.

Satisfied all was well with the plane and well above the weather, it was time to turn on the IPOD and a favorite play list that would play 39 songs and maybe all the way to Las Vegas where we would finally have to get on a J route for the familiar PMD.LYNXX7 arrival into Burbank. A glance at the time to go showed 5:15 for the remaining 1300 nm with the fuel gauge showing 7:04 in fuel time to go. OK - That isn't bad as we are heading westbound in April with only a 10 knot headwind component. The winds were forecast to become northerly around Vegas and if we are lucky that will give us a tailwind, allowing us to land with over 2 hours of fuel after a 1420 nm westbound flight.

The fuel gauge was showing 2:30 of fuel when we had 38 minutes remaining to the original destination. I could see it coming; a deviation to a different destination was in the works, a chance to set a new

record with the ever ready PC-12. I had always wanted to visit Catalina Island's "airport in the sky" but been foiled by the fact that it is often shrouded in sea fog and bad weather. A check of the KMD850 FIS weather showed conditions this day were severe clear. Center control was accommodating as were my adventuresome friends. We were on our way to the airport restaurant at Catalina Island for lunch!

Center control kept us high over the LA basin which helped the fuel flow. As we crossed the Pacific shoreline, the island came into view some 20 nm in the distance. Unicom verified runway 22 was in use with a slight 8 knot breeze and no traffic in the pattern. Touchdown after 5:57 in the air was the normal greaser PC-12 drivers like to impress their passengers with. (If they only knew it was really the trailing link gear and aircraft design that is the real hero of those great landings!)

The FBO operator hadn't seen too many PC-12s. He was curious to know if we had come over from LA for the day. The gentlemen got a real worried look on his face when I informed him that we had flown all the way from Duluth, Minnesota for lunch. He continued to tell me that no one has ever done this before...and by the way, do you know that we have no fuel available here. Do you have enough to make it back to the mainland? As we headed off to get lunch, I could still see him shaking his head over my comment that we indeed had enough fuel to fly back to Burbank, and land with over 1 hour fuel reserve.

I have over 1500 hours in this great airplane! And, to me it's just another normal day in the life of a PC-12 driver!

**Dave Bennett**  
St. Louis, MO

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## Roy G. Biv - Paint: Part 1

Do you remember from your early childhood education, a man by the name of ROY G. BIV? Actually he is not a man, but a great way to remember the colors of the rainbow. Red, orange, yellow, green, blue, indigo, and violet. Have you repainted your kitchen in the last few years? If you trek to your incredibly large local area home improvement store these days, there are over 1000 colors to choose from. I want yellow for my kitchen. But when I got to the paint department, there were over 100 colors of yellow. This was just a kitchen. Try painting an airplane!

As in the article "On a wing and a prayer", September 2005, you may have learned that our PC-12 is an early model, S/N #118. It has the original paint, just a few stripes on an "antique white" base. Actually "Antique White" is the official name used when we needed to get some touch-up paint. I certainly am not calling our plane old by any means. The paint is still 10 years used. Not bad by any means. It shows the qualities of the paint used by Pilatus from the get go. My company, Keystone Builders, is based in Richmond, VA. While protected from coastal salt and sand, we still have to deal with hot, humid summers, and wet, icy winters, which constantly attack our paint. Our plane is kept in a hangar, regularly washed, and occasionally waxed. Pilatus uses a very durable anti-corrosion base. You could assume this by the very environment in which they are made. But the time has come to revitalize and protect this trusty aircraft for the future.

The mission: Find a quality company which can paint our PC-12. This may sound easier than you may think. We thought about taking our plane to the large local area home improvement store for paint, but they seemed hesitant. We thought about spray painting it ourselves. We even considered using rollers as that may make the job go faster. Just kidding! Do you know how hard it is to find a "QUALITY" company to paint a PC-12?! We searched the internet. It revealed several companies and some had even heard of a PC-12. That's where we started.

We narrowed our list. We called several companies in random order. They were all very helpful, giving us quotes over the phone. Some companies asked us if we were the size of a King Air or something similar. We kindly stated, "Yes, we are similar to a King Air, only a slightly faster single engine, cheaper to operate, and oh by the way, a much better looking aircraft!"

We have some bias! We had several quotes mailed to our office. We narrowed our search to four companies, although we didn't call every company out there to be fair. Location, frequency of painting a PC-12, price, and references, were some of our factors. Keystone Builders is headquartered on the East Coast, so we wanted someone east of the Mississippi. We wanted a company who had painted a PC-12 within the last year. They take your flight controls off to paint, so you want a surgeon who has at least performed that operation in the not so distant past. Price was not so much a factor considering all the companies were within reason. Our 2005 pilot consumer guide suggested around \$28,500 for exterior only. Might want to consider the options, they can add up quickly. Regarding references, well, if they were a reference from the company, they were only going to say good things anyway. My reference started with a call to Pilatus Colorado. Within the next several hours, my call was returned. They highly recommended a company in Maine. Within several days of that conversation, my Chief Pilot, (who is retiring to the West Coast (call him if you need a really good PC-12 day hire near Visalia, CA...shameless plug), ran across a transient pilot. The plane looked as though it had just been painted. When questioned, the pilot responded that it had been painted 5 years ago! Now, you have heard about word of mouth advertising, but this was just incredible. It was the same company referred to us by Pilatus. We were impressed. It was one of our finalists, so a call to that company was the next step. Within a few minutes, my call was returned by the President. He sent us a very impressive package. It included a video, DVD and huge booklet explaining the options, and procedures used. With much to consider, we decided to have this company revitalize our plane. We are scheduled for this October. We have some exciting changes to our old paint scheme planned. This article is to be continued, and we can't wait to show you the conclusion!

**Bryan Smith**  
**S/N 118**  
**Richmond, VA**

## Down Under With Pilatus Australia

For two weeks in June, Pilatus Australia's demonstrator VH-PC S/N #551, with our pilot Peter Tippett and I toured the South and North Islands of New Zealand. This was our first trip to New Zealand in two years and created great interest throughout the country made

developers. The capability of the PC-12 to fly safely through and over the mountains and navigate its way down onto short country strips impressed all on board. Demonstrations took us to Stewart Island, where the next stop after the island is the Antarctic. On the South Island, we flew into such towns as Nelson, Christchurch, Dunedin and Invercargill meeting local flying clubs, charter operators and Pilatus enthusiasts.



*Flying into Queensland.*

famous by the Lord of the Rings films which were made there. The PC-12 flew direct to Queenstown on the South island from Sydney and across the Tasman Sea. A trip that took 4 hours, 20 minutes. We based ourselves in Queenstown, the home of our New Zealand Sales Manager Peter Aitchison, and New Zealand's premier skiing area and the site of incredible new tourist developments.

New Zealand is very like Switzerland with high snow capped mountain ranges and deep green valleys. Both are very beautiful countries and have similar flying conditions. There are many short grass strips and small communities that rely heavily on air transport.

We started our demonstrations around Queenstown flying local tourist operators and property

In the capital Wellington we demonstrated to the local air ambulance operators, who still fly old Metroliners. They were impressed by the state of the art PC-12. We feel this is a good long term market for us in NZ.

One of our longest demonstration trips took us from Queenstown via Christchurch, Wellington, Paraparamu, Rotorua, Tauranga and finished in New Zealand's biggest city Auckland at the top of the North Island. Interestingly half the population of New Zealand lives in Auckland. On that trip we flew a Queenstown property developer who inspected numerous potential development sites. He was most impressed by the PC-12's capabilities as this one day trip would have taken him over three days using commercial flights. His wife, who is not a small plane enthusiast and had been worried about her coming flight on a "small" plane, was very happy with the size, quietness and smoothness of our aircraft and by the end of



*Mt. Edmont, North Island, NZ*

the day a staunch Pilatus fan. We have high hopes they may become PC-12 owners in the near future.

Another interesting visit took us to Milford Sound, one of New Zealand's most famous tourist destinations. The flight in was a challenge as we flew out to sea before flying directly up the Sound to the small 600 metre strip surrounded by high mountain ranges. Once committed there is no turning back but the PC-12 took it all in its stride.

In no time at all it seemed our tour was at an end and we were ready to head home to Australia. The last obstacle our PC-12 had to face was getting snowed in at Queenstown on the last day but this had cleared by midday and we were off home again, the first plane out that day.



*Ball's Pyramid-Lord Howe Island in background.*

The last stop before home was Lord Howe Island, a small semi tropical island in the middle of the South Pacific Ocean and a truly beautiful spot to get away from it all. Lord Howe is Australian territory and customs at Lord Howe are much more enjoyable than stopping off in Sydney. We flew direct from there to Adelaide. PCE never missed a beat on the trip and got us home safe and sound two weeks after we left. We are very confident Pilatus will soon have its first PC-12 based in New Zealand.

**Mike Lester**  
**Marketing Manager**  
**Pilatus Australia**



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## NEWS FROM WESTERN AIRCRAFT, INC.

### WESTERN AIRCRAFT APPOINTS PILATUS PC-12 TECHNICAL REPRESENTATIVE TO SUPPORT CUSTOMERS

**Western Aircraft, Inc. - June 7, 2005 - Boise, Idaho** - Western Aircraft has named Carl Coffelt as their Pilatus PC-12 Technical Representative, effective June 1, 2005.



As Western Aircraft's PC-12 Technical Representative, Coffelt will be responsible for providing the most accurate and complete PC-12 technical expertise to Western's customers. The primary focus of this position is to

enhance the level of customer satisfaction for Western's PC-12 owners/operators. With the growth of the PC-12 fleet, Western has recognized there is an increased need for additional after-sale support.

Western Aircraft has been awarded as the 2004 PC-12 Service Center of the Year. Thomas Bosshard, Pilatus Business Aircraft's President and CEO, stated that Western's "total dedication to supporting their customers sets a benchmark for the rest of the industry to aspire to." With the addition of Coffelt as the PC-12 Technical Representative, Western is striving to achieve an even higher level of customer service.

Coffelt has been with Western Aircraft for over 16 years. More specifically, he has been working with the PC-12 program since 1997; and in 2001 he received the PC-12 Product Support Award. Coffelt has been a private pilot since 1989, and is a factory trained technician on the PC-12, PC-7, and PC-6.

### WESTERN AIRCRAFT APPROVES PLANS FOR FBO EXPANSION

**Western Aircraft, Inc. – July 7, 2005 – Boise, Idaho** - Western Aircraft has approved plans to expand its current FBO facilities.

Western Aircraft, the Northwest's premier aviation services company, has approved plans for the renovation of its FBO terminal facility. The current 1,450 sq ft building will be replaced with a spacious 3,600 sq ft facility. Construction of the new facility is scheduled to begin during September of this year, with the completion expected in February of 2006.

The renovation will continue in offering Western's visitors with specialized services such as gourmet catering requests, hotel reservations, courtesy cars, shuttle service, and on-ramp rental cars. The upgraded facility will include additional amenities such as a separate pilot and passenger lounge, customer conference room, and a flight planning center with WSI Pilotbrief Pro. The new FBO will also provide customers with the flexibility of wireless internet access. Additionally, Western can accommodate the largest corporate jet in one of its five heated hangars.



Western Aircraft is an AVFuel branded FBO honoring the AVFuel Commercial Contract Fuel Program as well as participating in the AVTrip Fuel Incentive Program. The FBO also honors a variety of other fuel contract programs. All of Western's Line Service Technicians are National Air & Transportation Association Safety First trained, and safety is Western's first and foremost priority.

The company has a comprehensive menu of aviation services able to satisfy the demanding needs of business aircraft, as well as the people and companies operating them. Western is an authorized service center for many of the world's top business aircraft, engine, and avionics manufacturers including Dassault Falcon Jet, Pilatus, Raytheon (Beechcraft and Hawker), Cessna, Honeywell, and Collins.

Western Aircraft is located in beautiful Boise, Idaho, convenient to the city's downtown, and many local attractions. Boise offers terrific year-round recreation, and is one of the fastest growing business communities, home to

many national corporations. Because of Western's location, its FBO terminal facility is able to satisfy the demands of both the business and leisure traveler. The upcoming FBO terminal renovation will

only help Western to continue in providing superior comfort and flexibility for customers.

## NEWS FROM AVIATION SALES, INC.

August 10, 2005  
Englewood, CO

### Aviation Sales Adds Personnel

Aviation Sales is pleased to announce the addition of two new personnel to the Denver office. In the Aircraft Sales Division, ASI welcomes Matthew Rule. Matthew comes to ASI from New Piper Aircraft in Vero Beach, FL where he managed the company's Fleet Sales accounts. In his new role at ASI, he will concentrate on sales of New Piper aircraft. Matthew is a Commercial Pilot with both Single and Multi Engine Ratings. He holds Flight Instructor certificates through CFII. He is a graduate of Florida State University.

Rebecca Lorber also recently joined Aviation Sales, Inc. as the Director of Marketing. She brings to ASI over ten years of aviation experience, including eight years of marketing the Pilatus PC-12. Rebecca was previously the Director of Business Development at Epps Aviation in Atlanta, GA. She holds a Bachelors of Aviation Management from Auburn University and a Master of Science in Marketing from Georgia Institute of Technology.

### George "Buzz" Rabatin Named Vice President of Sales

Aviation Sales has promoted George "Buzz" Rabatin to Vice President of Sales. In his new position, Buzz will oversee all sales activities for the Piper and Pilatus products lines within Aviation Sales' territory and serve as a Corporate Officer. Prior to beginning his career at Aviation Sales, Buzz owned Pan-Ark Aviation, a Piper dealership in Pueblo, CO for seven years. In 1982, Buzz joined ASI as Director of Operations and

General Manager for their Fixed Based Operation (FBO) at Stapleton Airport (KDEN). He was then promoted to Regional Aircraft Sales Manager for the Southern Region, covering Denver to El Paso.

Buzz has over 7000 hours of flying experience. He is a Commercial Pilot with Single Engine, Multi Engine, and Instrument Ratings. He also holds Single and Multi Engine Flight Instructor Certificates, an Airframe & Powerplant (A&P) License, and an Inspection Authorization (I.A.).

Aviation Sales has been selling and servicing aircraft since 1971. With facilities at both Centennial Airport (KAPA) in Denver and French Valley / Temecula Airport (KC70) in Murrieta, CA, Aviation Sales is a distributor for both New Piper Aircraft and Pilatus Aircraft.

**David Domenico - President**  
**Aviation Sales, Inc.**  
**(303) 799-9999**

# Knowledge You Can Rely On!



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## Service Center

A lot of little things add up to something big! That's ASI's approach to taking care of their customers. The team of factory-trained, full-time, I.A. qualified mechanics is always looking for new ways to provide their customers with outstanding customer service. That's why they took the time to develop specialized inspection checklists that they check after each and every service visit. Call Lou Domenico to learn more about the other little things that ASI incorporates in every visit.



Denver's Centennial Airport  
12260 E. Control Tower Road  
Englewood, CO 80112  
(303) 799-9999  
[www.aviationsales.com](http://www.aviationsales.com)

# NEWS FROM ATLAS AND ALPHA FLYING...

**FOR IMMEDIATE RELEASE**  
*August 15, 2005*

## ***Alpha Flying Extends Operations Area of PlaneSense Fractional Program***

(Manchester, NH) Alpha Flying, Inc., Manchester, NH, announced an operations area expansion for its PlaneSense fractional ownership program, to include eleven airports of entry (customs facilities) in the Bahamas; increasingly popular destinations for PlaneSense's Pilatus PC-12 turboprops. Airports included where positioning fees have been eliminated are:

MYGF Freeport  
MYAT Treasure Bay  
MYAM Marsh Harbor  
MYAS Sandy Point  
MYEH North Eleuthra  
MYEM Governors Harbor  
MYER Rock Sound  
MYNN Nassau Int'l  
MYAN San Andros  
MYAF Andros Town  
MYBS South Bimini

According to Pat Reed, VP Sales for the PlaneSense program, "The latest expansion of our operating area results from our constant efforts to enhance the level of service of offered to our owners, as the PlaneSense program continues to grow, and in response to the many requests received in recent months. The PC-12 is approved for unrestricted approach to runways as short as 2,500 feet, making it the ideal aircraft for the Bahamas and Caribbean environments."

Pat Reed  
(508) 420-8953  
preed@alphaflying.com  
planesense.aero

**FOR IMMEDIATE RELEASE**  
*July 15, 2005*

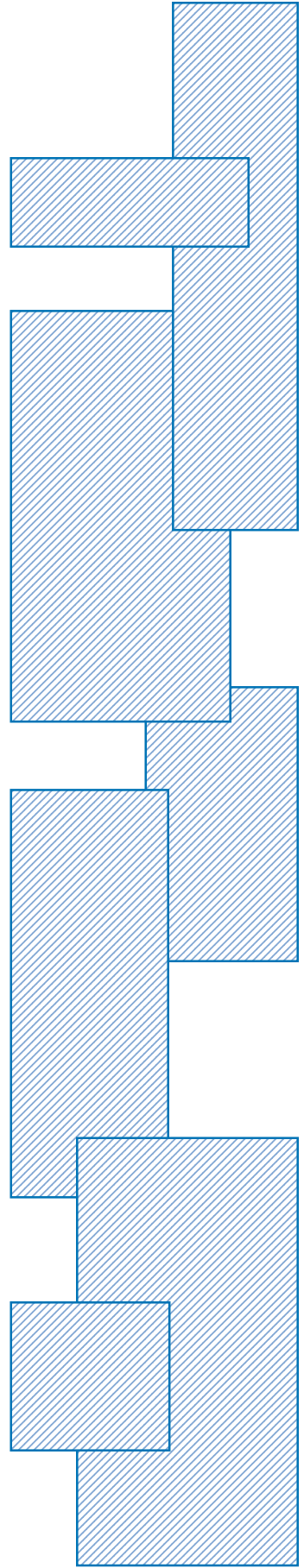
## ***ATLAS PILATUS CENTER GAINS THIRD FAA DIAMOND AWARD***

(Manchester, NH) Atlas Pilatus Center, Manchester Airport, New Hampshire, was recently presented with its third consecutive Diamond Award by the Federal Aviation Administration (FAA). As a component of the agency's Aviation Maintenance Technician Awards program, the Diamond Award Certificate of Excellence represents the FAA's highest level of recognition of a company's commitment to safety by fostering initial and recurrent training among its Aviation Maintenance Technicians.

According to Todd Smith, VP Service, Atlas Pilatus Center has spread its wings considerably from its Northeast roots. "Our reputation precedes us, as they say," notes Smith, "and we now maintain over fifty Pilatus PC12 airframes from all over the country." Atlas also maintains some nineteen PC-12s operated by nearby Alpha Flying, Inc. in support of its growing PlaneSense fractional ownership program. "Our third Diamond Award in as many years is an apt acknowledgement of the professionalism of our entire service team; not to mention our customers' sound judgment in selecting Atlas in the first place," Smith adds.

An Authorized Service Center for Pilatus Aircraft Ltd, Stans, Switzerland, since 1997, Atlas Pilatus Center also has exclusive sales responsibility for new and used Pilatus PC-12 aircraft in New England, New York, New Jersey, Delaware and Michigan.

Todd Smith – VP Service  
(603) 206-2640  
tsmith@atlaspilatuscenter.com



# ANNOUNCEMENTS, NEWS, & NOTES!



## Write a story for Pilatus...Get a Jacket!

Pilatus would like to gather interesting PC-12 stories to feature owners and their aircraft on the Pilatus website. In return, Tom offered to send a Pilatus Avirex leather A-2 flight jacket to any owner who submits a story. Submit a one-page story about why you bought your PC-12, what you were flying before, how you use the aircraft, and any interesting tales, along with two or three high resolution photos. Be sure to include your jacket size and mailing address, as well. You can send your stories directly to Tom by e-mail at [taniello@pilbal.com](mailto:taniello@pilbal.com).

## Katrina Information

I've received calls from several Pilatus owners and pilots asking if we would be organizing an airlift effort to support the hurricane victims in Mississippi and Louisiana. The generosity of our owners and many in the GA community has been overwhelming. Rather than go off in our own direction, though, we feel it would be most effective and efficient to ask Pilatus owners to work in coordination with the framework that NBAA and GAMA are developing to organize GA support of the relief effort. Currently, the FAA is restricting GA traffic into the region until the relief agencies have a ground distribution infrastructure in place and the evacuation process is complete. The following website should be referred to regularly to get status reports on TFRs, NOTAMs, open airports, and how to help in the support of the victims: <http://web.nbaa.org/public/katrina/>.

We highly encourage all Pilatus owners and operators to do what they can to help our fellow citizens in this time of need. Thank you for your support, and fly safely.

Tom Aniello  
Vice President and Chief Marketing Officer

**NOTE: As of this publication date, NBAA is taking registrations for aircraft that are willing to provide flight support. For more information, go to <http://web.nbaa.org/public/katrina/assets.php>.**

## POPA Directory

The Membership Directory is available for distribution. Please contact me at the POPA Home office to receive a copy. We have made every attempt to include only those names that wished to be published. If your name is on the directory and you wish it removed, please let me know.

**Laura Mason**  
**POPA Executive Director**  
**Tucson, AZ**

*Please Note: The Membership Directory is meant to be shared only with other POPA Members. It is not sold, or intended to be use for solicitation purposes.*

## Changes on Mexico Wing Tax Effective 7/1/2005

In an attempt to clear up any confusion, Mexico has issued the following table for "wing tax" charges. They have eliminated the 15-page list of aircraft and have provided a simple spread-sheet. The sheet is in both meters and pesos. We have shown the current exchange rate as well as the conversion from meters to feet. The major impact, other than the spreadsheet, is that now all aircraft that are under 55.1 feet will be taxed at US\$13.96 or less.

From	To	Tax (Pesos)
0	10	70 (Includes Helicopters)
10.1	11.1	100
11.2	16.7	150 (PC-12)
16.8	25	2,780
25.1	38	8,065
38.1	++	12,087

*Widths are in meters and tax is in Pesos*



## **Newsletter Submissions**

Members are invited to submit articles on any subject. We reserve the right to edit, correct, or delete information to fit the newsletter format.

<u>Issue</u>	<u>Period</u>	<u>Deadline</u>
Spring	Jan.-Mar.	Mar. 1
Summer	Apr.-Jun.	Jun. 1
Fall	Jul.-Sept.	Sept. 1
Winter	Oct.-Dec.	Dec. 1



# WELCOME NEW POPA MEMBERS

S/N #124  
N124UV  
Buck Blessing  
James Loo  
Colorado Springs, CO

S/N #215  
N321MX  
Peter Pathe  
Kirkland, WA

S/N #219  
N219PC  
Marci Hulsey  
Heber, CA

S/N #350  
N451DM  
John Bell  
Mountain View, CA

S/N #497  
S/N #541  
N541PB  
N497PC  
Robert Castle  
Charles Simpson  
Oklahoma City, OK

S/N #519  
N519PC  
Mike Healey  
Buelton, CA

S/N #533  
N533PC  
Jim Chamberlain  
Tempe, AZ

S/N #566  
HB-FPX  
Haid Bjorn  
Wollerau, Switzerland

S/N #579  
D-FAPC  
Ulli Busche  
Wuppertal, Germany

S/N #594  
N594WA  
Drew Thwaites  
Red Lodge, MT

S/N #618  
N618JL  
Joy Covey  
Mercer Island, WA

S/N #626  
N538BH  
Jerrold & Bobette Harris  
Church Creek, MD

S/N #627  
N1RH  
Rick Heiniger  
Kansas City, MO

S/N #628  
N452GH  
Kevin Hall  
Palo Alto, CA

S/N #630  
N292P  
Paul Steelman  
Las Vegas, NV

S/N #631  
N631BL  
Robert Lux  
Silverthorne, CO

S/N #635  
N705KC  
Henry Howard  
Miami, FL

S/N #636  
N942TW  
Larry Turley  
Saint Helena, CA

S/N #637  
N637PH  
Peter Hajas  
Wayzata, MN

S/N #639  
N639KC  
Jeff Kaiser  
Kieler, WI

S/N #640  
N640MY  
Tom Maher  
Seaside, CA

S/N #647  
N320PW  
Peter Wettermann  
Newark, DE

S/N #650  
N650MC  
Bob Comes  
Eric McAfee  
Saratoga, CA

S/N #653  
N528PM  
Michael Graham  
Winnetka, IL

## Volunteers Needed!

**In search of volunteers to support Pilatus in their booth at upcoming shows throughout the year. A few hours hanging out with Pilatus and answering any questions you can...or possibly assisting in the actual sale of a PC-12! (No...you won't get a commission!) What an opportunity to have POPA cover your hotel costs, clothe you in a lovely POPA polo, and the chance to mingle with the PilBAL honchos. If interested, contact Laura at the POPA Home Office.**

## Pilatus Calendar 2005

September 14-18th  
MMOPA  
Groton, CT

September 14-18th  
Reno Air Races  
Reno, NV

November 3-5th  
AOPA  
Tampa, FL

November 9th-11th  
NBAA\*\*  
Orlando, FL

**\*\*NBAA announced that the 58th Annual Meeting & Convention will be relocated to Orlando, FL. The Convention will take place from Wednesday, November 9 - Friday, November 11, a week earlier than originally planned. The announcement comes after NBAA was forced to move the event from New Orleans, LA, because of the devastating impact of Hurricane Katrina. Information is now available on transportation, housing, and other logistical matters related to the venue change. Visit [www.nbaa.org](http://www.nbaa.org) for further information.**



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*Courtesy of PilBAL*

*Courtesy of Art Schumer*



## WHAT PILOTS SEE WHEN THEY DREAM

*The High-Performance Pilatus PC-12.*



At Pilatus, we've met many pilots through the years. And though they fly all types of airplanes, most have something in common. They'd love to own a PC-12. For some, it's because no other aircraft—no single, no twin turboprop, no jet—combines the cabin size, range, and payload of the PC-12 with an operating cost under \$350 per hour. For others, it's because the PC-12 is a model of Swiss craftsmanship. We think there's an even simpler reason. We built it for people who love to fly. The Relentlessly Swiss PC-12. See one during normal waking hours at your nearest Pilatus Center.

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## **POPA Board**

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### Convention Director:

Bill Alberts  
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Fax: 843-785-7567  
[alberts46@aol.com](mailto:alberts46@aol.com)

## **Non-Profit Status**

The Pilatus Owners & Pilots Association has been granted exemption from income tax under Section 501(c)(7) of the United States Internal Revenue Code. The Internal Revenue Service (IRS) has classified POPA as a "social club" and has assigned Employer Identification Number (EIN #31-1582506 to our Association. A first-year return was filed in May, 1998. Future returns are filled in a timely manner in accordance with IRS-mandated rules. Annual dues are not deductible as a charitable contribution, but members will likely be able to deduct annual dues as a business expense. Consult your tax advisor for details.

## **Disclaimer**

The comments, articles, stories, letters and information contained in this newsletter are the personal opinions of the writers, and are not construed to be official policy or commentary of Pilatus Owners & Pilots Association, Inc.

Neither the Association, nor its directors, officers, nor the editor or publisher gives any official sanction to any of the articles, stories, letters or information contained herein.

**THE PILOT IN COMMAND (P.I.C.) IS RESPONSIBLE FOR THE SAFE AND PROPER OPERATION OF HIS OR HER AIRCRAFT. IT IS THE RESPONSIBILITY OF THE P.I.C. TO OPERATE THAT AIRCRAFT IN COMPLIANCE WITH THAT AIRCRAFT'S PILOTS OPERATING HANDBOOK AND OTHER OFFICIAL MANUALS AND DIRECTIVES.**