

ISLIP AVIONICS, INC.

WINTER / SPRING NEWSLETTER 1995

DID YOU SAY WINTER ? GRATEFULLY WINTER, WAS BRIEF AND PAINLESS. SPRING NOW SEEMS WELL UNDERWAY. WE ARE ADDING 2 TOPICS TO OUR NEWSLETTER THIS SEASON, " INSTRUMENT TIPS " AND " RICH'S CORNER ".

WE ARE PLEASED TO WELCOME PAUL VAN THOMME TO OUR STAFF. PAUL IS AN A & P MECHANIC AND IS A GRADUATE OF THE COLLEGE OF AERONAUTICS. HE WORKED FOR 8 YEARS AT GRUMMAN ON THE E2C PROJECTS. PAUL WILL BE WORKING IN OUR INSTALLATION AND SERVICE SHOP.

A YEAR AGO WE PURCHASED PRECISIONAIRE INSTRUMENTS. WE HAVE MOVED THEM INTO OUR BUILDING AND ARE EXCITED ABOUT THE FUTURE OF THIS DIVISION. PLEASE CALL US WITH YOUR INSTRUMENT NEEDS OR QUESTIONS.

DID YOU KNOW: THAT GARMIN, BENDIX KING AND TRIMBLE NOW HAVE GPS UNITS APPROVED FOR TERMINAL, EN ROUTE AND NON PRECISION APPROACH OPERATIONS ? AND THAT ALL GPS INSTALLATIONS (VFR OR IFR) REQUIRE FAA FIELD APPROVAL ON FORM 337 ?

FEATURE JOBS: (I CAN'T LIST JUST ONE !) N489CE, A CESSNA 441 CONQUEST OWNED BY HARVEY AUERBACH AND FLOWN BY GEORGE BLESSINGTON RECENTLY RECEIVED A NORTHSTAR M3 GPS SYSTEM, IFR CERTIFIED FOR TERMINAL AND EN ROUTE OPERATIONS. GEORGE LOVES HIS NORTHSTAR ! AND N206TD, A BELL 206 OWNED AND OPERATED BY TIM ORR OF T.D. AVIATION RECENTLY RECEIVED AN INSTALLATION OF A KCS-55 HSI AND KX-165 NAV/COM. TIM HAS JUST STARTED UP A PART 135 HELICOPTER CHARTER OPERATION. CONGRATULATIONS TIM.

GPS UPDATES: WE CURRENTLY HAVE A NUMBER OF KLN 90B GPS INSTALLATIONS UNDER WAY. I AM CURRENTLY LEARNING HOW TO OPERATE THE KLN 90B. TALK ABOUT POWERFUL ! THE APPROACH CAPABILITIES OF THE IFR UNITS ARE IMPRESSIVE. THE ACCURACY IS UNCANNY.

STEVE BENNETT, THE M3 PROJECT ENGINEER FROM NORTHSTAR, RECENTLY STOPPED BY OUR FACILITY. THEY ARE CURRENTLY WORKING ON CERTIFYING THE M3 FOR NON PRECISION APPROACH. COMPLETION IS EXPECTED BEFORE THE END OF THIS YEAR. IF YOU PURCHASE AN M3 NOW (CURRENTLY CERTIFIED FOR TERMINAL AND EN ROUTE IFR OPERATIONS), NORTHSTAR WILL UPGRADE THE UNIT TO NON PRECISION APPROACH STATUS AT NO CHARGE. NORTHSTAR IS CURRENTLY OFFERING A TRADE IN OF \$ 1,400.00 ON THE M1 TOWARDS THE PURCHASE OF THE M3. WE EXPECT THIS TRADE IN TO GO DOWN OR END IN APRIL. ORDER YOUR M3 NOW !! BRING A FRIEND, ORDER 2 M3'S AND EACH OF YOU WILL RECEIVE A COUPON GOOD FOR YOUR NEXT IFR CERTIFICATION (VALUE \$ 255.00)! THIS SPECIAL EXPIRES MAY 31, 1995.

INSTRUMENT TIPS: WHEN YOUR ENGINE IS OVERHAULED, IT IS A GOOD IDEA TO HAVE YOUR TACHOMETER, MANIFOLD PRESSURE AND FUEL FLOW INSTRUMENTS TESTED FOR ACCURACY. THIS WAY YOU KNOW THAT YOU ARE USING " CORRECT " POWER SETTINGS.

SALES SPECIAL: IS YOUR KX-155 MORE THEN 6 YEARS OLD ? IS THE DISPLAY WEAK ? DOES THE UNIT LOOK IT'S AGE ? DOES IT WORK AS WELL AS IT DID WHEN IT WAS NEW ? DUE TO THE STRONG USED AVIONICS MARKET, WE CAN OFFER YOU A NEW KX-155 WITH GLIDESLOPE AND A NEW KI-209 INDICATOR FOR UNDER \$ 1,000.00 WITH THE TRADE IN OF YOUR OLDER KX-155 AND KI-209. THE NEW UNITS WILL HAVE A FULL 2 YEAR FACTORY WARRANTEE. STOP BY OR CALL FOR DETAILS. LIMITED TIME OFFER. THE NEXT 15 CUSTOMERS THAT PLACE AN INSTALLATION ORDER WILL RECEIVE AN ISLIP AVIONICS COFFEE MUG.

UPCOMING EVENTS: (*CLIP AND SAVE*)WE HAVE A NORTHSTAR M3 GPS SEMINAR TENTATIVELY SCHEDULED FOR TUESDAY MAY 2nd AT 7:15 PM. PLEASE CALL TO CONFIRM DATE AND R.S.V.P.

ON SATURDAY JUNE 10th WE WILL HAVE AN *OPEN HOUSE / FLY IN* AND *AVIONICS CLINIC*. WE EXPECT TO HAVE REPRESENTATIVES FROM MANY OF THE MAJOR MANUFACTURERS HERE TO SHOW OFF THEIR NEW PRODUCTS. THERE WILL BE SEMINARS THROUGH OUT THE DAY ON VARIOUS TOPICS. ALL ARE WELCOME. BRING A FRIEND ! LOOK FOR OUR FUTURE MAILING WITH MORE DETAILS.

RICH'S CORNER : "WELL..." (PRESIDENT RONALD REAGAN USED TO SAY THAT ALL THE TIME !) FRED ASKED ME TO WRITE A LITTLE SOMETHING THIS MONTH. BEING INVOLVED WITH AVIONICS NOW FOR 9 MONTHS, I WOULD LIKE TO SHED A LITTLE LIGHT ON THIS MYSTERIOUS BUSINESS. I FEEL I'VE NOW BEEN ON BOTH SIDES OF THE PANEL, SO TO SPEAK. BEING AN INSTRUCTOR PILOT AS WELL AS AN A & P MECHANIC, I WAS REALLY SURPRISED TO FIND OUT MY LACK OF UNDERSTANDING ABOUT AVIONICS.

IT'S AMAZING HOW NICE A PLANE COULD LOOK INSIDE AND OUT. PANELS MOSTLY LOOK THE SAME FROM WHERE WE PILOTS SIT. THE BIG DIFFERENCE IS BEHIND THE PANEL WHERE NO ONE CAN SEE. I'VE HEARD TRES AND FRED MAKE COMMENTS LIKE, " BOY THAT TRANSPONDER WAS A SLASH FOR CASH JOB!" TO TRANSLATE THAT MEANS AN OWNER WAS TRYING TO SAVE MONEY AND WENT THE CHEAPER ROUTE. THE WRONG WIRE WAS USED, THE RACK WAS PUT IN INCORRECTLY , THE ANTENNA WAS IN THE WRONG PLACE AND THE WIRES WERE NOT TERMINATED PROPERLY AND ARE FLOPPING ALL OVER UNDER THE PANEL ! AND LASTLY THE REQUIRED FAA PAPERWORK WAS NONE EXISTENT.

I KNOW NOW THAT ALL AVIONICS WORK IS NOT JUST PRICE. DON'T SHOP-JUST PRICE. I GUARANTEE IF THERE IS A BIG DIFFERENCE IN PRICE- YOU ARE NOT GETTING WHAT YOU PAY FOR. YOU MIGHT BE GETTING A PROBLEM YOU DON'T NEED LIKE A TIME BOMB BEHIND YOUR PANEL !

GIVE ME A CALL ANY TIME TO DISCUSS YOUR AIRPLANE. IF YOU'RE CONSIDERING ANY AVIONICS, LET'S TALK ABOUT IT. THE MORE THE PILOT KNOWS ABOUT HIS RADIOS AND THE INSTALLATION, THERE OF, THE BETTER FOR EVERYONE !

WELL... SAFE FLYING REGARDS, RICH

FROM THE PILOT'S SEAT : ENCLOSED YOU WILL FIND INFORMATION ON THE SECOND WIND AVIATION SWEEPSTAKES. THIS NON PROFIT ORGANIZATION WAS STARTED BY LOCAL PILOT, FRED COSTE, AND SUPPORTS LOCAL HIGH SCHOOL PROGRAMS RELATED TO AVIATION. AS PILOTS, WE NEED TO DO EVERYTHING IN OUR POWER TO PROMOTE GENERAL AVIATION. I FEEL THAT THIS IS A GREAT CAUSE AND URGE YOUR SUPPORT. I WOULD BE HAPPY TO INCLUDE SIMILAR MAILINGS IN FUTURE IAI NEWSLETTERS FOR ANY AVIATION RELATED CAUSE.

I WAS APPROACHED RECENTLY BY ONE OF MY CUSTOMERS AND ASKED IF I WOULD BE INTERESTED IN SETTING UP A SPECIALIZED TRAINING PROGRAM FOR AVIONICS SYSTEMS, AUTOPILOT'S ETC. I HAVE CONSIDERED DOING THIS A NUMBER OF TIMES. WE ALL INVEST A GREAT DEAL OF MONEY IN OUR AVIONICS AND FREQUENTLY, DO NOT GET THE MOST FROM IT. I AM ASKING FOR INPUT, FROM YOU. IF WE GET A GOOD RESPONSE, WE WILL LOOK FURTHER INTO SETTING UP THESE PROGRAMS. WE FEEL THAT NON PRECISION APPROACH GPS WILL NEED THIS TYPE OF TRAINING !

GPS IS HERE TO STAY LORAN WILL BE AROUND FOR A WHILE. WE RECOMMEND HOWEVER THAT YOU TRADE IN YOUR LORAN NOW WHILE IT STILL HAS SOME TRADE IN VALUE.

THANK YOU FOR YOUR CONTINUED SUPPORT.

HAPPY FLYING, FRED

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