

# FALL 1995 NEWS LETTER

THIS FALL NEWSLETTER GIVES ME THE OPPORTUNITY TO SAY,

*" HAVE A WONDERFUL HOLIDAY AND HAPPY AND HEALTHY NEW YEAR! "*

WE ARE PLEASED TO WELCOME ADAM BERRY TO OUR INSTRUMENT SHOP STAFF. ADAM WAS AN INSTRUMENT TECHNICIAN IN THE AIR FORCE AND IS CURRENTLY ON THE AIR NATIONAL GUARD AT WESTHAMPTON.

THANKS TO ALL OF OUR NEW AND EXISTING LOYAL CUSTOMERS, 1995 SALES AND SERVICES HAVE HELPED ISLIP AVIONICS, INC. TO GET IN THE HOLIDAY SPIRIT. OF COURSE, THE OTHER HALF OF GREAT SALES AND SERVICES IS DUE TO OUR KNOWLEDGEABLE AND MOTIVATED STAFF WHO PUT SINCERE EFFORT INTO THEIR WORKING DAYS ( AND NIGHTS ).

*THANK YOU; TRES, ROBI, PAUL, GORDON AND ADAM.*

## ***DID YOU KNOW :***

THAT THE VALUE OF THE AVIONICS IN MANY AIRPLANES AMOUNT TO MORE THAN *HALF* OF THE TOTAL PRICE OF THE AIRPLANE ? PROSPECTIVE AIRCRAFT BUYERS ALMOST ALWAYS EMPLOY THE SERVICES OF A QUALIFIED MECHANIC TO DO A "PRE-BUY". MOST AVIONICS SHOPS WILL DO AN " AVIONICS PRE-BUY ". WE CAN DO A FUNCTIONAL TEST AND EVALUATION OF ALL EQUIPMENT IN THE AIRCRAFT. WE WILL LET YOU KNOW WHAT WORKS, WHAT DOES NOT WORK AND AN OVERALL CONDITION REPORT. WE CAN USUALLY DO THIS IN 2 HOURS, IF A VERBAL REPORT IS SATISFACTORY ! A "PRE-BUY" CAN SAVE YOU MANY HEADACHES AND EXPENSES LATER.

## ***SALES SPECIAL:***

\* BUY A GARMIN GPS-155 ( IFR CERTIFIED ) GPS AND RECEIVE A FREE GPS-90 HANDHELD ( OR A 1 YEAR DATABASE SUBSCRIPTION ). VALID THROUGH 1/30/96.  
( AVERAGE INSTALLATION \$6,500- \$7,000 )

TRADE IN YOUR OLD STORMSCOPE ( WX-7, 8, 9 ETC. ) TOWARDS THE PURCHASE OF A WX-1000 AND HEADING STABILIZED STORMSCOPE AND RECEIVE A DISCOUNT OF \$2,400 OFF THE LIST PRICE. ( AVERAGE COST \$ 8,500 AFTER REBATE ) VALID THROUGH 12/29/95. ( 1 AVAILABLE ! )

TRADE IN YOUR NORTHSTAR M1 TOWARDS THE PURCHASE OF A NORTHSTAR M3 GPS AND RECEIVE A DISCOUNT OF \$ 1,000. ( AVERAGE COST \$ 7,500 AFTER REBATE ).

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## ***FEATURE JOBS:***

N90LP, A PIPER SARATOGA OWNED BY TIM ORR OF TD AVIATION HAS RECENTLY HAD AN AVIONICS UPGRADE CONSISTING OF AN IFR CERTIFIED GARMIN GPS-155, A BENDIX KING KN-64 DME, KT 76A TRANSPONDER, A B.F.G. WX-900 STORMSCOPE AND A 4 PLACE NAT INTERCOM. GOOD LUCK WITH THE NEW PLANE !

N215CQ, A BEECHCRAFT DUKE JUST PURCHASED BY STEVE FABER OF SPECIALTY MICROWAVE RECEIVED AN IFR CERTIFIED NORTHSTAR M3 GPS SYSTEM. WE HOPE YOU ENJOY THE NEW GPS AS WELL AS THE NEW PLANE !

## ***INSTRUMENT TIPS:***

COLD WEATHER, ICE AND SNOW ! BE SURE TO CAREFULLY CHECK YOUR PITOT AND STATIC PORTS FOR BLOCKAGE WITH ICE DURING YOUR PRE-FLIGHT. ON A WARM DAY, IT IS A GOOD IDEA TO DRAIN YOUR STATIC SYSTEM ( IF SO EQUIPPED - SEE YOUR POH ). IF YOU SEE SIGNS OF VISIBLE MOISTURE *INSIDE* YOUR INSTRUMENTS ( FOGGED GLASS ), IT IS BEST TO HAVE THE INSTRUMENTS CHECKED, ESPECIALLY BEFORE AN IFR FLIGHT.

## ***FROM THE PILOT'S SEAT:***

WE ARE CURRENTLY DOING A LARGE NUMBER OF IFR CERTIFIED GPS INSTALLATIONS. THE MORE I FLY WITH THIS EQUIPMENT, THE MORE I KNOW FOR SURE THAT IT IS THE NAVIGATION METHOD OF THE FUTURE.

WE EXPECT TO HAVE A BENDIX KING KLN-89B IFR GPS SYSTEM ON DISPLAY SHORTLY. STOP BY FOR A DEMO.

THANK YOU FOR YOUR CONTINUED SUPPORT.

HAPPY HOLIDAYS AND HAPPY FLYING,

FRED

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