

ADAMS' LEADING EDGE

ISSUE:
Summer '06

"News and Offers from Europe's Premier General Aviation Parts and Accessories Source"

Inside this Issue;



Avionics
Upgrades



ExxonMobil
Supports
IAOPA Europe



New Line-Up
from Telex



Starter
Prices
Slip Down

'plane speaking people.

ADAMS' RANGE GROWS AGAIN! LATEST ACQUISITION ADDS NEW LINES

Having bought out The Flying Shop back in January, Adams Aviation are now better placed than ever to offer you a single source for all General Aviation requirements, from permit to corporate.

Along with the widest range of aircraft parts directly distributed by a European company, Adams can now offer heaps of pilots accessories too. This range extends from such small items as packs of chinagraph pencils, through such practical necessities as

" add extra benefits for your staff or students"

kneeboards, charts and books, to professional requirements such as uniform items, bags and IFR flight



Widening the Adams Range

guides, right up to such luxury items such as Ray Ban sunglasses and Citizen pilots' watches.

Needless to say, Adams are doing their best to offer the sort of competitive trade prices to our trade customers, that enable you to offer this range competitively.

While some Flight Training Organisations have opted to obtain these items for their students in tailored packages as a way of adding value, others are offering them "piece-meal" to their customers to enhance their own bottom line. A couple of AOC organisations are simply passing on to their crews the benefits of buying, at trade prices.

So if you find yourself wishing to add an extra benefit to your staff or students, or another income-stream for your own organisation, use our catalogue as a sales aid, and visit www.flyingshop.com, and remember; those prices are retail. You WILL get better prices!

HEDGE YOUR BETS

Protection against fluctuation in the exchange rate is a growing concern for many of our customers, particularly airframe and equipment manufacturers, who often have to sell at fixed US\$ prices to remain competitive.

When you buy from Adams you have a hedge against US\$ fluctuation built-in, automatically, as, whether you buy from us in US\$, Euros or Pounds Sterling our sale prices are adjusted daily to match the source currency for that part.

" ... prices are adjusted daily ... "

So remember, you don't need to source in the US to keep up with the low dollar, just call us for a "globally competitive" price today.

LIBRARY IMPROVEMENTS

Over the past few months, ATP have been working hard on new products to help maintenance organisations.

Navigator V (release 6) has seen many improvements, making it far and away the best regulatory library on the market.

" ... the best regulatory library ... "

For those using Cessview, which you may find awkward, ATP have developed their own Cessna libraries. These use the same system as other ATP libraries, presenting the information in PDF format. At present they are available for the Cessna 172, 208 and 425.

If you have any queries about ATP please contact Richard Turner.

PLUG-IN-A-BOX

In a dramatic effort to spread the word about their PMA approved Spark Plugs, Unison are now including two FREE AUTOLITE SPARK PLUGS with magnetos and harnesses.

" ... FREE ... SPARK PLUGS ... "

For more information call and speak to Mike or - of course - visit us at AeroExpo or Farnborough.

www.adamsaviation.com



NEWS IN BRIEF

Your Aviation Needs You!

In these days of re-aligning priorities and single-market re-structuring, European General Aviation Companies get the best deal when vocal with their regulators.

With this in mind, Adams are proud supporters of BBGA, AOPA, AEA and EASO, and we suggest that you join in too.

Contact Stephen or Steve for further information.

Cap-Brim Light

Tempest's new CATS EYE - an ultra-light, ultra-bright torch that clips to a baseball cap brim or the brim of a uniform cap - is now available through Adams.

Ideal as a safety aid for your staff - whether flying or maintenance - or as something extra to offer your customers.

Invoice In-Case

Are you among those open-account customers taking advantage of our flexible invoicing system?

If so, you'll now be receiving them by fax, email, as a bunch posted monthly or however it was that you asked for them.

If this appeals to you and it's not happening for you yet, just call and ask for Neil Marshall the Finance Director, or his colleague Sam Simkins.

Nato Coding

Some of DMS's Red Flash power units are now NATO codified and accepted for use by the military. This gives us a good indication of the tough standards to which they're built.

See pages 66 and 67 of Aviators catalogue Issue 8 for more information.

Our Aim:- To be the Preferred Supplier of Gen

AVIONICS UPGRADES

As Europe's trade supplier of Avionics and associated equipment, we have been able to bring many new benefits to the General and Business Aviation market over the last few months.

Honeywell Bendix King Skyforce have simplified the database options on their ETSO Skymap IIIC at the same time as we've introduced a comprehensive multi-layer price structure that helps you to save money.

Artex's ME406 ELT has brought the install-type 406 MHz beacon to the level of affordability demanded by the General Aviation operator.

" to put new avionics in or keep old avionics flying"

Garmin have upgraded the GNS 430 and 530 so that new units are shipped with terrain info. Units already in the field can get a simple

database and software upgrade to include this feature.



The Filser TRT800A

Filser's TRT800A, a mode S receiver that is a pin-for-pin replacement for the KT76A, will be shipped later this summer at trade discounted price.

And - of course - Adams continues to offer a simply huge range of circuit breakers, electrical cable, cable-ties, antennas, spare parts, and all the other bits and bobs you need to put new avionics in or to keep old avionics flying!

Details on all these products available from Robin Walsh.

EXXONMOBIL SUPPORTS IAOPA EUROPE

To further demonstrate its strong commitment to General Aviation in Europe, ExxonMobil Aviation Lubricants has agreed to support various IAOPA activities in Europe and to provide lubrication-related information useful to pilots who are AOPA members.



Analysis shows less wear

"We welcome ExxonMobil Aviation Lubricants' keen interest in supporting our efforts and for offering to provide expertise on the critical issues of piston aircraft maintenance and lubrication," says Martin Robinson, vice chairman of IAOPA (Europe). "Our members will often find advice from ExxonMobil in our monthly e-newsletter and will have an opportunity to meet and ask questions of the company's aviation

lubrication experts at selected IAOPA seminars and meetings."

" a proprietary additive package to control wear ..."

ExxonMobil, which is best known in Europe for its Esso brand of petroleum products, introduced Exxon Aviation Oil Elite 20W-50 to the European market in 2003, after successfully launching it in the U.S. in 2000. Exxon Elite is the first new aviation oil formulation for piston-engine aircraft to appear on the market in more than a decade. It was formulated with a proprietary additive package to control wear and is especially suitable for recreational aircraft that typically sit on the ground for days between uses and are thus susceptible to build-up of rust and corrosion.

ExxonMobil's products for General Aviation are available from Adams Aviation's multi-lingual aircraft parts sales team, at excellent trade-discounted prices.

A NEW LINE-UP FROM TELEX

Telex Communications have revised their line up of headsets to include new units specifically designed for the demanding pilot.

Stratus 50 Digital

Noise Reduction: 50dB - ANR

Weight: 18.5oz (524g)

Power: 4 x AA batteries

Power Management: Smart auto shut off

Cell Phone/MP3 Adapter: Dual-action

Comfort Feature: ComfortCam

Warranty: 5 Years

Stratus 30XT

Noise Reduction: 30dB - ANR

Weight: 18.5oz (524g)

Power: 2 X AA batteries/rechargeable

Power Management: Smart auto shut off, built-in batt recharger, Panel power

Cell Phone/MP3 Adapter: Dual-action

Comfort Feature: ComfortCam

Warranty: 5 Years

Stratus 30

Noise Reduction: 30dB - ANR

Weight: 18oz (510g)

Power: 2 x AA batteries

Power Management: Smart auto shut off

Cell Phone/MP3 Adapter: Dual-action

Comfort Feature: ComfortCam

Warranty: 3 Years

Echelon 25XT

Noise Reduction: 25dB

Weight: 13.8oz (391g)

Cell Phone/MP3 Adapter: Dual-action

Warranty: 5 Years

Echelon 20

Noise Reduction: 20dB

Weight: 14.2oz (403g)

Warranty: 3 Years

Airman ANR 500

Noise Reduction: 15dB

Power: 9V battery

Weight: 7oz (198g)

Warranty: 3 Years

Airman 750

Weight: 3.2oz (91g)

Warranty: 3 Years

Airman 850 ANR

Noise Reduction: 12dB - ANR

Weight: 4oz (113g)

Power: Via. Mic. bias

Warranty: 3 Years

Needless to say we have trade discounts ready for you, with further discounts for quantity on some units.

STARTER PRICES SLIP DOWN

We are pleased to announce a significant price reduction in the revolutionary NL series of Sky-Tec starters.



Is this the solution to your starter problems?

We have increased our commitment to Sky-Tec, and now as official distributors, we can increase your margins; 1 = \$490.00, 2-4 = \$440.00 and 5+ = \$400.00.

The Sky-Tec "NL" series has "dual voltage" winding that are "jump switchable" and, by virtue of its departure from the traditional starter design, dispenses with the "Bendix" drive.

This enables just 3 basic models to cover the vast majority of Lycoming Engines. No worries about which voltage, just wire it up for the voltage of your aircraft. All you have to concern yourself with is the

number of teeth on the starter ring gear - 149 teeth and the 149L is what you need. 122 Teeth? Then it's the 122NL. The 149NLR is a reverse turning version available for counter rotating engines on twins.

These starters are approved for use by, and are fitted to, a number of Lycoming factory engines.

Full instructions and an STC come in every box. The "NL" series turns over approx. 50 percent faster than the original Prestolite starters, and weighs in at 9.4 Lbs, just about half way between the old "heavyweight" and the new "lightweight".

"... increase your margins ..."

All are new outright sales so there's no hassle about core deposit and handling charges or shipping back your old unit. They are covered by the manufacturers' "two year from date of fit" warranty.

This means you can carry less stock on your shelf but cover more applications. If you have application queries, just ask Pat or Mike.

NEWS IN BRIEF

Superior Choose Tempest

Superior have selected the Tempest brand oil filter for their Millennium and XP360 engines.

Return to Sender

On the rare occasion that you have a fault with an item from us, or have ordered incorrectly, can we ask that you include with the item a reference to the paperwork under which it was supplied, an idea of what the problem is and a hint at what you'd like done about it.

So, Your Oats?

Have you complied with JAR OPS and fitted an Outside Air Temperature gauge to any aircraft that do Public Transport work?

If not, don't fret, Adams can help you from stock at just \$107.70.

GA Rockets

The General Aviation Manufacturers Association (GAMA) reports that its members recorded the highest first quarter dollar billing since records began, totalling \$4 billion.

So don't listen to any gloom, there is a future in G.A. and - as long as we all work at it - that future's bright!

Shine-Time!

Adams are now stocking SHINE-MASTER, and at very competitive prices too!

p-Pick up a p-Piper p-Pump

We are now stocking the CA35328-800E electric auxiliary fuel pump (Piper Part No. 481-666) as used on Cherokees, Warriors etc.

Next time you need one, give us a call.

INVITATION

courtesy of Adams Aviation



The International Exhibition for General Aviation

23 - 24 - 25 June 2006
Wycombe Air Park, UK.

The most important
General Aviation Event
in Europe this year.

Whether you're an aviation
professional, a recreational
pilot, or someone with a
passion for flying and just
want to learn more,
AeroExpo is the one event in
2006 you must not miss!

This three day event will
be the largest and most
important general aviation
gathering ever seen in
Northern Europe.

Be part of this celebration of all
that's best and topical in today's
world of general aviation!

www.expo.aero

IT'S SHOW TIME!!

This year we have a new opportunity to meet up with you - our all-important trade customers - at this exciting new AeroExpo in High Wycombe. We're so sure you should come we've even attached your very own invitation - entitling you to FREE ENTRY if presented at the gate!

" entitling you to FREE ENTRY ..."

At the AeroExpo we'll have examples of how we can save you money on regular maintenance items, on simple low-cost solutions to regulatory requirements and mandatory upgrades and - perhaps most importantly of all - how you can offer more to your customers.

All of this information will also be at our Farnborough stand (Hall 1, B12) but - of course - there are no free tickets for that!

JAZZING UP ENGINES!

If you have an engine that really deserves a special touch, try fitting a super-shiny stainless steel rocker cover (for parallel-head Lycomings only). Even the most demanding end-user could only be delighted at such a fancy finish.



Look at the gleam on that!

This is just one of the many new products approved and released by ECI over the last few months.

Also among these new items is a 90 degree angled adaptor kit for spin-on oil filters.

" OEM or PMA engine part or accessory ..."

At the same time Superior, prime aviation piston-engine PMA'ers, have just been taken over by Theilert of Germany. This has provided a useful re-focusing for that manufacturer and brought new resources to their customer service.

For details of these - or any other engine OEM or PMA part or accessory - call Mike or Pat



Adams Aviation Supply Company Limited

Hunter House, Biggin Hill Airport, Kent, TN16 3BN, U.K.

Phone: + 44 (0) 1959 576129 & Accounts: + 44 (0) 1959 579790

Fax: + 44 (0) 1959 576660 & Accounts Fax: + 44 (0) 1959 575693

AOG Line: + 44 (0) 7778 353640 (out of hours)

Email: mail@adamsaviation.com & Website: www.adamsaviation.com

The Widest Range of Aircraft Parts Directly Distributed by a European Company.