

Adams' Leading Edge

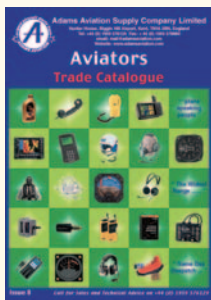
'plane speaking people.'

"NEWS AND OFFERS FROM EUROPE'S PREMIER GENERAL AVIATION PARTS AND ACCESSORIES SOURCE."

NEW CATALOGUE

DO YOU HAVE ALL THE LATEST INFORMATION?

Just in case you haven't received your new edition of the Adams Aviation "AVIATORS" trade catalogue yet, here's a picture of it, and a request that you let us know so we can get one to you post haste!



The information source for every aviator!

The latest edition - Issue 8 - contains 50 more pages and numerous revisions. Among the most notable improvements are much improved parts information on the Sennheiser range of headsets, details on new product ranges such as parachutes and low-weight, low-cost GPUs for light aircraft.

Some of the new features to save you time and help with product selections are the inclusion of pictures of almost every accessory for the Garmin handheld range, and details on the application of Exxon's

range of engine lubricants.

This issue also provides information on products completely new to Adams, including Winter's "wrist-mounted" altimeters and 406 PLBs with built-in GPS from McMurdo and ACR.

" ... 50 more pages and numerous revisions... "

With a seven-page index to guide you straight to the items you need, and options listed for many applications, as well as a contents page and one-page briefing on some of the new products; this catalogue is bound to become - once again - the standard book for choosing Safety and Ground Support Equipment, Headsets, Intercoms, Avionics, Instruments, Pilots' Equipment, Oils and Chemicals across General Aviation in Europe and beyond.

As with previous issues of our Aviators catalogue, Issue 8 is available in both hard-copy and CD-Rom; the latter of which includes hot links from the contents and index pages direct to those detailed specifications that you need, to be able to locate exactly the right parts and equipment for your customers, or your own operation.

HELITECH SHOW REPORT

We would like to thank the hundreds of Helicopter specialists - engineers and flyers - that visited our stand at this year's Helitech, making it this year's most valuable show.

" ... this year's most valuable show ... "

Visitors to the Adams stand were able to see our new ground power units from DMS, a display of components used on the Robinsons and a range of avionics from different manufacturers, aimed at providing

low-cost solutions to mandatory avionic upgrades.

Another highlight at the show included the UK debut of the SW4 from our great customer PZL Swidnik of Poland. They aim to bring the cost advantages of Eastern Europe to the world market with all the appeal of a modern Western European product.

Parts manufacturers using the Adams stand as their base this year, included amongst many others Steve Gubbins of Garmin and Karl Blomgren of Dayton Granger.

**AUTUMN
2005**

Inside this issue.....

***Low-Cost 406 Update
Making Headsets Move
Crankshaft Crank Up
Europe's Source for Skyforce
When Competitors Aren't ...***

FEELING STRETCHED?

Over the last few years, the process of stretching payment has become more and more prevalent.

We should explain, perhaps remind, our trade account customers that our standard trade terms are "Nett 30 days", though we often permit this to "drift" to "30 days from statement".

This is in spite of the fact that many of our suppliers demand payment on 15 days from invoice date. That means that those U.S. based suppliers who ship by slower methods are actually demanding payment before we receive the goods!

With this in mind, we are being rather more flexible in how we deliver "payment prompts" to our account customers. If you would like to receive your statements and invoices "packaged" once a month - either by e-mail or hard-copy - just let Finance Director, Neil Marshal know.

" ... being rather more flexible ... "

Those trade account customers who maintain their account within these terms, not only help us to make sure that we are able to have sufficient stock available, but also ensure that there are no interruptions to supplies of the parts they need to maintain their business.

If you are a trade organisation and would like to open a 30 day credit account, please contact Jean Cole for an account application form.

News in Brief

On Time? We Shine!

Statistical analysis (under ISO & AS9120) reveals that over 95% of all our outgoing packages are delivered on time!

Not just next day within the UK but within quoted delivery and even within requested delivery.

How Hazardous

Due to the changes from ICAO the quantities of some hazardous goods permitted in regular, surface shipments have changed. Contact Logistics Manager Linda Sullivan for further details.

Wheel Grease in Stock

We now have Mobilgrease SHC100 in stock in 5lb tins. This product is for aircraft wheel bearings and has approval from all major aircraft wheel builders. Other sizes are available to order, contact Dave Heppell for details.

Strut Seal Kits in Stock

We now carry strut seal kits for PA28 & 32 airframes. These have part numbers starting JMP and consist of all the o-rings needed when servicing main and nose legs.

Are You Operating a Significant Fleet of Cessnas?

ATP (Aircraft Technical Publishers) have now been authorised to sell the Cessna Propeller Aircraft Libraries on CD-ROM or DVD. There are more than 40 libraries available for Cessna aircraft. These join the already extensive range of aircraft libraries from ATP. Please contact Richard Turner for details.

Pump It Up

We are now carrying a small portable tyre pump, powered by a cigar charger, in stock. The pump - from Michelin - is only £22.73 + VAT to the trade and carries part number 12250.

Don't Forget Us For: Lifeja

LOW-COST 406 UPDATE

We are delighted to be able to tell you that Artex's ME406 ELT is in its final stages of EASA approval. It has come to our notice, however, that there is some misleading and inaccurate advertising (from pretty predictable sources) regarding the availability of the beacon here in Europe.

" ... Adams will have the very first ... in Europe ... "

We can confirm this revolutionary beacon is on target to ship before the end of the year, and that we at Adams will have the very first units to arrive here in Europe.

Other than its lightweight design, single antenna output (meaning both 121.5 and 406MHz frequencies can be received via the same aerial) and multiway mounting tray (allowing for "direct replacement"

mounting with most existing ELTs), the ME406's outstanding feature is its price.



Coming very soon, the lowest cost compliant 406 so far!

Coming in at under \$900.00 to the trade, it is the lowest cost 406MHz fixed ELT on the market and a superb solution to the impending mandatory requirement for General Aviation.

Due to the incredible demand, we're already accepting back-orders. So call us to get in the queue and to benefit from our super introductory offer.

MAKING HEADSETS MOVE

If you have the opportunity to offer aviation headsets to your customers, contact us for a "point-of-sale" display, supplied free with your next order.



Helping you to show your stock

We have these for Peltor and Telex, both of which will hold one of that manufacturer's headsets.

Manufacturer requirements are; Telex: Carry a stock of at least

two of each set for which you have a stand; and Peltor: Carry two headsets in stock at all times.

Needless to say the stands are not identical. While the Peltor stand is simply an attractive place to put the headset, the Telex one shows the headset in use with some key features and benefits.

" ... with some key features & benefits. "

Call Stephen for further details of these or brochures on all our specific headsets and other point-of-sale displays.

THE ANSWER MY FRIEND

Perhaps Bob Dylan wasn't thinking of windsocks when he squawked these words all those years ago, but we'd be lost without them.

" ... from stock ... substantial savings ... "

To help airfield operators choose the right product, we now have a whole range of windsocks to cover everyone, from someone at home who wants to know how the

wind is today, up to units that meet CAA CAP168 as required for approved aerodromes.



Still a vital safety aid

Many items from this range are available from our stock and all offer substantial savings over previous types.

CRANKSHAFT CRANK UP?

As the OEM crankshaft fiasco sinks even further into chaos and OEM supplies dry up worldwide, don't forget our solutions.



PMA Crank Manufacturers

We have the new PMA units from Superior and ECI (with excellent warranties and 8130 tags) in stock, as well as a capacity for getting your current unit a fully certified overhaul.

“ ... new PMA units ... ”

Call Mike Ball for an idea of what your options are.

EUROPE'S SOURCE FOR SKYFORCE

A number of overdue policy changes in the stunningly complex and bizarre Skyforce Avionics pricing structure means that Adams can at last offer our trade accounts huge savings on the superb Skymap IIIC moving map.



The Skymap IIIC

Still manufactured here in the UK, the Skymap has been the standard bearer for Europe's GPS technology for nearly a decade now. After all, it was Skyforce who brought you the first portable GPS with colour contours.

The latest colour version with topography and huge database is again a stunning piece of kit, and what's more, we can now offer it to

you at its lowest ever price.

We can do this because we've made a huge commitment to Skyforce over the next 12 months.

“ ... make a significant margin and compete ... ”

So if you are a user working with rotary installations for instance (the Skymap has become standard fit in so many of Europe's GA helicopters) and use say 3 or 4 units a year, we'll put together a pricing schedule for you that will blow away anything you've see in the past.

In addition if you're a trade account looking to retail the product we can ensure you can make a significant margin and compete with any shop selling the Skymap IIIC. This way your input is simple. You just sell them, we'll stock 'em for you.

Contact Robin Walsh for more details.

BREAK-IN OIL BREAK THROUGH

ExxonMobil have launched Aviation Oil 20W50 - a new multigrade non-dispersant "break-in" oil designed for year round use, and fully approved by both TCM Continental and Textron Lycoming.

Previously only monograde oils were available for break-ins, and this meant that pilots and operators often had to use a break-in oil that was too viscous for their operating environment.

“ ... all season ... from break-in to TBO ... ”

Now with Aviation Oil 20W50 used in tandem with Exxon Elite - the class leading ashless dispersant oil -

customers have an "all season" lubricant technology to combat engine wear, rust and corrosion from break-in to TBO.



Multigrade Break-in Oil

Both Aviation Oil 20W50 and Aviation Elite 20W50 are available from stock in US quart bottles and to order in 55 USG drums.

For more details on Exxon products, contact Dave Heppell.

News in Brief

Power Assembly Deliveries Back on Track

After some production delays, we're delighted to be able to confirm the rumours. Superior's cylinder deliveries are returning to normal, and our stock levels should be back on track by the end of November.

AOPA's New Member

Adams are delighted to announce joining AOPA. This helps us to be more in touch with demands of Aircraft Owners & Pilots, to help them with information and advice sooner and - perhaps most importantly - to support AOPA in its action to protect General Aviation from regulators and other sectors of the aviation industry.

Chocks Away!

Aviation Supply Academics (ASA) have brought out a new wheel chock. This chock can be used for all light aircraft and can go up to a Gulfstream size aircraft.

The biggest advantage compared to its competitors is that it's lighter and ideal for people travelling away from their home airfield. Contact Richard Turner for more details.

Pete Off to Join the Circus

We get some unusual orders here at Adams, and orders from all over the world, but a recent order taken by Sales Office Manager - Peter Witherick - takes the biscuit!

Cirque du Soleil - the Canadian based performing troop - order US built David Clark headsets for their Japanese performances from us a UK company. Should we take this as proof that the headset business really is just a worldwide circus?

Circuit Breakers Collared

We are now stocking the 10164-5 red collar used on most circuit breakers in all Robinson helicopters, and many other applications too.

FILTERS CAN BE SUCH A WRENCH

Stop! - Don't over tighten that filter, give it a good torquing to!

With the new CT921 Oil Filter Torque Wrench from Champion, you tighten right first time - every time. In stock now for immediate shipment.

"...tightened right first time, every time ..."

This unit is pre-set to exactly the required 17lb/ft, and operates just as well for removal as for installation.

The whole unit is only 8" long and is therefore ideal for use in those hard-to-get-at applications.

The CT921 oil filter torque wrench is now at Adams. Call for yours today!

ARROW POINTS

For decades now Geoff Arrow - formerly of Van Dusen Aircraft Spares - has been supporting a niche market of aviation and engineering companies.

His decision to retire has given us at Adams the opportunity to carry on Geoff's good work by taking over his stock and by extending our hand to his customers.

To all who have benefited from Geoff's knowledge in the past we say a hearty welcome, and to Geoff himself, we offer our sincere wishes for a happy retirement.



WHEN COMPETITORS AREN'T AS YOUR SUPPLIERS CONSOLIDATE, COMPETITION CAN SUFFER

The three main domestic suppliers of General Aviation and Business Aviation parts in Germany

"...suppliers of parts in Germany ..."

have combined and already we hear from trade organisations - even those

beyond the German borders - of a reduction in the readiness of their suppliers to be competitive.

Let us at Adams help. If you're experiencing these effects let us drive your costs down, wherever you are ...!

POWER TO THE PEOPLE!

THIS WILL GET YOU GOING!

Up until now GPUs for aircraft starting were beyond the scope of all in General Aviation, except the best resourced, simply because of price.



Unusually the range includes much smaller, low cost units.

But now, Adams are able to offer a range of dedicated Aviation units. From a 3000 amp dual power system, through a 1500 amp unit,

down to a 12V 700 amp unit for owner operators who don't want to get caught short, or small FTOs who just want to avoid "down-time".

"... competitively priced and have margins ..."

The range even includes a multi-voltage unit with a 2400 amp peak current capability, ideal for the FBO that needs to help get all sorts of people on their way, or for mixed fleet operators, for only £493 to the trade.

All of these different Ground Power solutions are extremely competitively priced and have margins if you can retail them. Ask Stephen Gosling for more details.

MEET THE ADAMS FAMILY

George Sola (known within Adams as George Solar System) joined the Spanish language team three years ago, bringing his native Catalan as well as Spanish to our language portfolio.

"... Catalan, as well as Spanish ..."

As an enthusiast in all things astronomical, George is studying for degrees in Java programming and

Astrophysics! Will he be Adams Aviation's first man on the moon? Well, we hope he stays as our man on the phone instead.



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