

Adams' Leading Edge

'plane speaking people.'

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

PELTOR PROMOTION!

AT LAST, A GREAT **TRADE** DEAL ON HEADSETS

You may well have seen adverts in issues of *Flyer*, *GA Buyer* and *Pilot* magazine for Peltor headsets.



"ANR" TYPE PERFORMANCE



8003



8006

AT A "PASSIVE" PRICE

Peltor's aviation headsets offer an incredible 32 decibels of noise reduction without the batteries, complications and lap spaghetti of ANR headsets. No wonder they're the professionals choice.

Contact your maintenance shop
or Flight Trainer

Peltor AB
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e-mail: info@peltor.se, www.peltor.se

Member of the Aearo group

Adverts That Promote **You,**
The Trade

This is part of a range of adverts coming out throughout this year. These adverts will point the

reader towards their "maintenance shop or flight trainer", i.e. towards you!

These adverts will also reinforce the messages that Peltor headsets give ANR performance at a passive price, and that they are the professionals' choice.

As the premier distributor of Peltor aviation headsets in Europe, we are uniquely suited to help you to benefit from this advertising. We can offer you point-of-sale displays, posters, sale-or-return stock, decent trade discounts and - of course - significant increases in the trade discount for increases in volume.

" genuinely committed to going through the trade "

Unbeknown to many of the "box-shifters" out there, Peltor have introduced a series of switches inside the earcups of the 8003, the 8006 and the 8106 series. These switches give these headsets the ability to match with other civil aviation mic outputs, thereby overcoming the frustrations of incompatibility from miss-matched microphones.

As you're probably aware, the Peltor range - particularly the 8003 and 8103 series with dynamic amplified microphone - have proved hugely popular in those commercial applications where there's a high ambient noise and ANR sets are inappropriate or too costly.

Prime examples of large quantity users with these sorts of applications are light aircraft flight training outfits and high-utility helicopter operators.

If your trade organisation would like to take advantage of this headset promotion, the first in a long time to be genuinely committed to going through the trade, call Stephen Gosling or email him on sgosling@adamsaviation.com.

**FEB/MARCH
2004**

Inside this issue.....

*Wire Buy From Us?
Oil Filters From Kelly Aerospace
Concorde Congratulated
Transponder Transformer*

\$ DELIVERS DISCOUNTS

The tumbling dollar has brought us some problems, as the value of our stock has plummeted between our purchase and yours; but it gives our customers some once-in-a-lifetime opportunities.

If you stop to think for a moment, \$1,000 in April '03 would have cost you £667 or €948. The same amount would now cost you just £555 or €783. That's more than 15% off in just 8 months!

" 15% off in just 8 months! "

So, if there are any high-value items that you have avoided purchasing because of cost, look again. Whether you're considering an improved deal by getting more of a standard item, or looking at high-end capital equipment that you know you need but have put-off, now may well be the time to re-consider.

As an example, a full King Air maintenance library on CD-Rom, would have cost £4025 back in April. Now it would be just £3330. On a similar tack an 1811D series Air Data Test Set would have cost £2034 back in April, now that price would be as low as £1695.

None of us knows how long this dollar-induced bonanza can last. It might be that it'll last even until the US presidential elections, but when the dollar swings back up it will be sudden.

All calculations are correct at time of going to print.

News in Brief

ELT Test

Basic testing and safe transportation of ELTs is becoming a hot issue. We'll have more on the specifics in upcoming editions, but in the meantime call us now for portable ELT testers and screened boxes.

Silly Competitors 3

Over Christmas one of our competitors shut down for the full two weeks and - though they were in on all the non-bank-holiday-days - would only "accept orders" on an AOG basis at a whopping surcharge, even if the item was from stock! We remained open for orders at no extra charge!

Safety Gloves Now In Stock

We're now stocking FKK8-35L safety gloves, as required by commercial operators. These are available, trade only, at just £24.00/pair.

Exxon Shipping Special

To help cover shipping costs on the large quantities of Exxon aviation oils that we're now being asked for, we have some special low shipping costs for consignments of oil. Call Dave Heppell for details.

Core Blimey

Increased business at the Airborne division of Parker Hannifin means they're after cores. For a limited period you won't need to be buying a unit to get a core credit on these items:-

Airborne P/N's:

1H106-7, -8 or -9 and 24150-1, -2, -3, -4, -5, -6, -7, -8, -9, -10, -11, -12

Learjet P/N's for 24150 series:

6600199-1, -2, -3, -4, -5, -6, -7, -8, -9, -10, -11, -12 and 2619500-1, -2, -3, -4, -5, -6, -7, -8, -9, -10, -11, 12.

Rapco Prices Held

Rapco are holding their prices again for 2004! Their prices therefore will have remained fixed since July 2002.

Don't Forget Us For: Every

WIRE BUY FROM US?

Our venture into the world of "serious" electrical wire has proved a great success. Our initial goals were simple (if not a bit ambitious!), to offer an approved alternative (to #44 and #55 style wire) at a lower cost, in quantities to suit you, from stock.



Just some of the cable we stock

In true Adams style, we've continually reviewed customers' requests over the past 12 months, in an effort to expand our range to meet your requirements. Here is a breakdown of the alternatives we can now offer you from stock.

Type M21044/12

Lightweight wall, cross-linked jacket, 600V "avionics / equipment" wire. Equivalent to 44A1111 style.

Type M81044/9

Medium wall, cross-linked jacket, 600V "airframe" wire. Equivalent to 44A1811 style.

Type M22759/32

Lightweight, cross-linked single insulation jacket, 600V "avionics / equipment" wire. Equivalent to

55A1111 style.

Type M22759/34

Medium weight, cross-linked dual insulation, 600V "airframe" wire. Equivalent to 55A1811 style.

Type M27500/ML

1/2/3 core shielded cable, equivalent spec to M81044/12 or 44A shielded type.

Type M27500/SD

1/2/3 core shielded cable, equivalent spec to M22759/34 or 55A shielded type.

You will notice our wire is compliant with AN12 appendix 64 22/Mar/02, which primarily calls for the industry to stop using cable with non cross-linked tefzel - ETFE single extruded insulation, i.e. MIL-W-22759/12.

"... compliant with AN12 ..."

So, the CAA have asked you to use a higher quality, which in turn, bless them, once again means higher costs to you, but not this time!

Our research, and investment in huge stocks, has actually resulted in us being able to offer this new cable at a lower price than the old non-approved type!

So better quality, increased availability and lower cost, call Robin Walsh today and start saving now.

OIL FILTERS FROM KELLY

Kelly Aerospace Power Systems, manufacturers of the Electrosystems, Janitrol and Consolidated brands, have introduced a range of aviation oil filters to the General Aviation marketplace. These are FAA/PMA approved for Lycoming and Continental engines with a shorter, lighter-weight design.

The features and benefits are:

- FAA/PMA Approved for Lycoming and Continental Engines.
- Shorter and Lighter Weight Design
- Hex Nut and Safety Wire Tabs for ease of Installation and Removal.
- Heavy Duty Corrosion Resistant Aviation Grade Shell for Superior Strength.
- Pleated Resin-Impregnated Dual

-Phase Filtering Media Providing Maximum Filtering Surface and Removes Harmful Contaminants.

- Double Roll Seam Provides Leak Proof Assembly of Lid and Shell.
- Perforated and Ribbed Steel Centre Tube Provides Maximum Internal Element Strength.

"... approved for Lycoming and Continental..."

Kelly manufactures and overhauls electrical components, fuel system components, turbo charging system components, cabin heaters and turbine aircraft components which are installed by OEM's, supported in the aftermarket by us, and backed by an industry leading "No-Hassle" warranty.

ng for your Piston Engine!

CONCORDE CONGRATULATED

A US-based - non-advertisement - magazine has recently surveyed Gill and Concorde batteries in a head-to-head "in service" comparison.

They found that Concorde batteries - both dry charged and RG types - out-performed their Gill equivalents in the field.

Concorde tell us that this is no surprise, as for some time now they've been shoe-horning more plates into their batteries.

Lets consider a straight comparison for 12volt battery that fits in the 10 inch by 5 1/2 inch battery box.

	One Hour Capacity (Ah)	Trade Price
Gill		
G35	23	\$120.00
Concorde		
CB35A	29	\$136.00
CB35AXC	34	\$152.00
RG35A	29	\$161.00
RG35AXC	33	\$175.00



Part of our range

Needless to say, quantity breaks exist for trade customers requiring three or more of these batteries at a time.

"... both the Concorde and the Gill ranges ..."

This comparison emphasises the low initial cost of the Gill model, versus the increased capacity offered by those in the Concorde range.

Whilst Concorde's types offer greater capacity, the RG types also offer the additional enhancement of being "spill-proof" and maintenance-free.

All of these units above, and the rest of both the Concorde and Gill ranges, are available from stock. Check with Pat Reid for more details.

CALLING ALL INSTALLERS

Are you installing avionics equipment? If so, contact Robin Walsh to ensure you're on our "trade avionics installers" list to get linked prices on all the units - and peripherals - that we can help with.

".. ensure you get linked prices .."

The peripherals that we carry from stock to assist your installation include:

- Antenna Gaskets
- Antenna Wire
- Antennas
- Batteries
- Circuit Breakers
- Co-Axial Cable
- Connectors
- Dischargers
- Electrical Wire
- Filters
- Fittings
- Fuses
- Headsets
- Insulators
- Inverters
- Manuals
- Panel Lights
- Regulators
- Speakers
- Suppression Filters
- Tubing
- Vacuum Pumps
- Warning Lights

We can help-out with systems, units or spares from a huge

range of Avionics and Instrument manufacturers including:-

- ACK
- Aerosonic
- AIM
- Airpath
- Alcor
- AmeriKing
- Artex
- Astrotech
- BF Goodrich
- Becker
- Bendix/King
- Datcon
- Delcom
- E.G.C.
- Falcon
- Filser
- Flightcom
- FreeFlight
- Garmin
- Icom
- Insight
- J.P.I.
- Kannad
- Kollsman
- Microair
- Mid-Continent
- Mikrotechna
- Mitchell
- Monroy
- Narco
- Precision
- R.C. Allen
- Sigma Tek
- Sigtronics
- S.I.R.S.
- Thommen
- UMA
- United Instruments
- Walter Dittel
- Westach
- Wultrad

Just ask for more info on any of these brands or product types.

News in Brief

Power Up

A word of caution. We've found that some customers have been buying Power Assemblies (top-overhaul kits, containing engine cylinder, piston, rings, gaskets etc) from a competitor of ours at "special" prices.

These "special" prices are - in fact - a good few percent higher than our regular trade price, that you get as standard.

Flexy Instrument Hose

In response to demand we are now stocking 3/16th I.D. clear flexible hose under the number IK-3502002.

British Airways Type Headset Now In Stock

To support an airline customer, we're now keeping the British Airways type Sennheiser headset HMEC25BA in stock. Trade prices start at just £412.

GAMTApush for EU Agreement on FRAX Operations

The General Aviation Manufacturers and Traders Association are leading a push to get Europe-wide authorities to consider adopting regulations along the lines of the FAA's amendments to FAR part 91 and 135 to cover legitimate fractional operation within Europe. To find out more contact Mark Wilson at Gamta on 01844-238020.

Jordon Choose HME100

The Sennheiser HME100 has been selected as the headset of choice for Jordon (the formula 1 team, not the model!) as they've judged them to be the most comfortable sets available.

US ELT Regulation

FAR part 91.207 is being applied now in U.S. registered aircraft after some regulatory delays. This has led to some shortages on 406 ELTs and their accessories. So if you're in need, do try and get your requirement scheduled early.

NEW YEAR INVENTORY CHECK-UP

Thanks to a system we brought in a few years back, we are now hopeful that we notice those items that we are asked for but don't stock. That said, we are bound to miss some.

"... tell mike ..."

There are certain to be items that we should be stocking for you but, because we don't keep them - you don't ask us for.

With this in mind please have a ponder and try to think of some parts you regularly use but don't get from us.

If you are kind enough to call Mike Ball (mball@adamsaviation.com) with any part numbers that fall into this category, Mike will be delighted to investigate and - as long as we can offer them competitively - stock.

CATALOGUES

These are our current catalogues.



Have you got them both? If not email Kim on kmann@adamsaviation.com, stating your preference for CD or hard-copy.



TRANSPONDER TRANSFORMER!

AT LAST YOU CAN AFFORD TO SAY YES TO MODE "S"

Thanks to a tie-up with German Avionics design house Filser, Adams are now able to offer an affordable Mode S Transponder, the TRT600.



The TRT600

At just £1715 or €2486 to the trade, this will be the way to offer elementary Mode S compliance to your customers.

Like 406 ELTs, these transponders - whoever they are made by - need to be programmed with a hexadecimal ICAO 24 bit address, corresponding to that

airframe alone. Unlike some of the Mode S units being offered out there, the Filser is configured for us here at Adams to re-programme.

The TRT600 meets the requirement to be used on aircraft operating VFR or IFR, with a MTOW below 5700kg and a maximum cruise speed of 250 knots.

"... offer an affordable Mode S ..."

With astonishing foresight, Filser have developed an install system that works equally well in the ATR GS1 carry case (developed for their range of install radios) to offer balloonists and ferry-pilots a portable Mode S solution.

For further information on this, or any avionics upgrades, talk to Robin Walsh, or email him at rwalsh@adamsaviation.com.

AS 9120 REPLACES EASA 2000:2000

It was agreed at last year's EASO AGM, that the EASA 2000:2000 Quality Management Standard for Aircraft Parts Suppliers would be phased out and the AS 9120 Quality Management Standard would take its place. This will reduce costs to members as they'll need only one certification audit.

It is an internationally recognised standard which will be accepted by airlines, manufacturers and repair stations thereby making a worthwhile qualification available to compatible Aircraft Parts Suppliers.

The standard can be obtained from the SAE website (www.sae.org).

MEET "THE ADAMS FAMILY"

Marisa is one of our European Sales team and primarily looks after customers in Spain and Portugal, along with her fellow Spaniard George Sola.

As well as speaking Spanish, which is her native language, Marisa speaks fluent French and English, and has previously taught French and Spanish in English schools.



Marisa has been with us for 6 years and draws on her background in tourism & airline sales, and marketing.

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