

Adams' Leading Edge

'plane speaking people.'

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

MEET THE CHALLENGE OF NEW PAPERWORK REQUIREMENTS

THE RIGHT GOODS, IN THE RIGHT PLACE, AT THE RIGHT TIME, AT A COMPETITIVE PRICE, AND WITH A FORM 1 OR 8130!!

As you may already know, some time ago Adams Aviation invested in an electronic document management system.

A new enhancement to this system will soon enable us to automatically produce a copy of the incoming CAA/EASA/FAA certificate to accompany our certificate for customers that require it.

" automatically produce a copy..... "

As you can imagine, this is an horrifically expensive solution to an ever more time consuming

function, but it will ensure that we are able to despatch goods with exactly the supporting paperwork you need, without any delay, and at absolutely no extra cost to you!

" seamless service "

We trust that this will enable us to provide you with a seamless service, that solves all of your requirements for parts and paperwork, whatever regulatory framework you're working in.

Call Lee Astell to discuss tailoring our paperwork to meet your requirements.

THIS WINTER, IT'S RED HOT

We're very excited to announce our appointment as distributors for the superb range of Winter aircraft instruments. Winter, based in Germany, have been manufacturing high quality instrumentation for over 50 years.



Well Respected Brand

They are synonymous with high quality flight instruments designed not only for use in Commercial and General aviation, but by gliders, balloonists and parachutists alike. Their flagship products, the altimeters, variometers and airspeed indicators are available in an incredible array of configurations, in 2 and 3 inch case sizes and with JAA form one or without for those not restricted by certification requirements.

A great example of their innovation is the 6001 A.S.I. with variable camberflag ring wing load and, in turn, the optimum flap positions for the various speed ranges of a variable flap glider.

Until now, selecting the right flap positions has involved using special tables carried on board, or observing a confusingly large number of marks on the A.S.I. This new A.S.I. makes all this a thing of the past.

" ... high quality flight instruments "

Another great benefit is that Winter are one of the few instrument manufacturers who offer metric instruments as part of their standard range, something which traditional U.S. instrument manufacturers either don't even consider or charge a fortune for.

For more information on Winter's range call Robin Walsh.

**FEB / MARCH
2005**

Inside this issue.....

Pitot & Air Data Testing Update

New Lightweight Headset

Speedy Heating

Engine Overhaul, Local or Factory?

Lifejackets - Fly Safe

Price Dropped on AK350

Wash Day?

Exhibitionists

Meet the Adams Family

BEWARE OF THE DISCOUNT

Every now and then you might see a promotion from a trade aircraft parts supplier offering a set discount "off everything!".

You won't see that from us here at Adams. We know how silly such a claim is, and we reckon that the vast majority of our trade customers can see right through it.

You see, some of the products you use on your airframes week-in, week-out don't have formal list prices as such, which begs the question "that discount is from what?".

" ... that discount is from what? "

In truth of course a notional discount from a non-specified figure is much less use than knowing that your trade cost is less than the competitive "real" retail price.

This is why when you call Adams as a genuine trade customer you can always get your cost price, the notional list price and - where there is such a thing - an idea of the competitive retail price.

So, no bold statements, just an absolute commitment to maintaining our competitiveness - and therefore - your competitiveness, and a decent margin for you!

News in Brief

See You CSU

We now have an ace source for prop governors (Constant Speed Units if you're feeling formal) so give us an opportunity to quote on either overhauled or new.

Call Pat Reid for further details.

Air Taxi?

We get all sorts of odd ball enquiries and orders here at Hunter House but here's a new one on us.

An independent mini-cab company now use us as their sole source for Sick-Sacs!

Bi-Polar Personality?

Sennheiser - headset manufacturers - are now producing a microphone that is bi-polar and will therefore work in the one or two (usually light helicopter) applications where hardly any other microphone will.

The new microphones will be rolled out over the range over the next month or so. They'll be identified by their "JTSO" marking.

"eXtra Crank" means Extra Cash!

Concorde's "XC" range of batteries are proving very popular with helicopter operators, who find the "eXtra Cranking" particularly useful on Robinsons and 300s. Call for further details.

Super Hawk Range Grows

Speciality Tires "Super Hawk" brand - the first brand to reach the most recent TSO status - has expanded to include 8.50x6-6ply in Tube Type format.

Surplus Cores Needed

If you can obtain any surplus Airborne cores of these parts numbers, we will credit you. No S/N restrictions. P/Ns are 1C7-12, 1H106-7, 1H106-8 and 1H106-9.

Don't Forget Us For: Pilots Equip

PITOT AND AIR DATA TESTING UPDATE

Barfield Test Equipment - long seen as the bench-mark for pitot static test-sets have some great news. The 1811 series is staying the same low price at it has been since 2003. The high-end models - those operating up to 650 knots - will now have a digital display rather than relying upon conventional aircraft type instruments.

Digital displays are also available as an option on the rest of

the range for new purchase, or even as an after-market upgrade, enabling you to return a Barfield pitot-static test-set to service without relying on approved aircraft instruments.

For those needing an Air Data Test-Set to meet the requirements of R.V.S.M. we offer the Barfield DPS450 or Druck ADTS505.

Contact Lyn Gibbs for more information.

NEW LIGHTWEIGHT HEADSET

The in-the-ear headset is commonplace now, and units are available for your laptop, TV, mobile phone, walkman or funky Ipod.

It was perhaps only a matter of time before someone adapted this concept to the rather more noisy environment of the aircraft cockpit.

In-ear headsets aren't really entirely new for aviation. Telex's old 5X5 series and Plantronics' MS50 range vied for "most funky airline pilot gadget" through the seventies and even on into the eighties for some die-hards.

"..... funky airline pilot"

What's really new about the Clarity Aloft headset is two-fold. Firstly there's the comfort. The Clarity Aloft set is ultra lightweight and rests on the top of both ears, the relevant connections going round the back of the head on a really light single bent wire frame. This arrangement permits the user to wear a Hat, sunglasses or to be sure that their hair won't be messed up in flight!

From this wire dangle two

very small speakers which are popped into one of a range of differently sized "canal tips", dependant upon the size of your ear canals.



The Latest, Greatest Pilot's Headset?

It is all terribly straightforward and surprisingly effective at cutting out ambient noise.

These units are not cheap but are still less than most ANR sets which - thanks to the effectiveness of those "canal-tips" - they compete with.

Needless to say we are able to offer these with a trade margin, so while current competitive retail prices are around the \$550 mark, we're able to offer to you, our bona-fide trade customers, at just \$500 or \$435 for volume.

Contact Stephen Gosling for further details.

SPEEDY HEATING!

When you need a replacement heater, you need it fast.

With that in mind Kelly Aerospace now offer almost the whole range of Janitrol heaters, factory re-built, from stock.

As Kelly's distributors we're able to access this stock with unequalled swiftness.

This way you get the unit you need normally within five days and - unlike many workshop overhauled units - it will be compliant with all the relevant A.D.s.

For application and pricing information contact Mike Ball.

ENGINE OVERHAUL, LOCAL OR FACTORY?

For years now some people have felt that there's a little more kudos or credibility to a Lycoming factory overhaul. This is a perspective that local overhaulers have been very effective at competing with.

" no nasty surprises "

Any residual loyalty to Lycoming's factory overhaul is likely to take another beating though, as in the past, when you had a Lycoming factory engine and returned the core Lycoming would often be lenient about unserviceable items and not charge for them. We learned recently in the American press that they are now cracking down on their core policy and are strictly enforcing it, as they wish to get the best

possible value for their shareholders.

So even if you are unaware of any problems with your core, you could end up with a very nasty surprise in the way of a large bill.



Superior's Range of PMA Parts

If however, you go to your local engine shop they will be able to give you a quote, and upon receipt of your engine, check before going too far that there are no nasty surprises lurking around the corner. You will also be helping to keep these UK and Europe based shops going against the giants in the USA.

LIFEJACKETS - FLY SAFE

You'll be aware I'm sure that flight-crew in a light aircraft that's flying over water should be "wearing" a lifejacket, rather than relying on a passenger type that they're unlikely to have time to put on in an emergency.



Absolutely Ideal for Sport Pilots

For this purpose, we have for some time offered the Beaufort MK28 for applications requiring a CAA approved unit, and the Aerosafe for private pilots, when an approved unit is not required.

The manufacturers of the Aerosafe, have become increasingly disappointing in terms of

responsiveness and in terms of delivery, so we've found another manufacturer who offer an equivalent product at a lower price.

It is with this mind that we've now replaced the Aerosafe with the Fly Safe jacket.

This unit will have a slightly lower cost and a correspondingly lower retail price, indeed it should be cheaper than any equivalent unit and yet you'll actually make a little more on it.

" make a little more "

These are pretty similar in appearance to the Aerosafe and have all the same features (lamp, whistle, 150 newtons of lift and gas bottle with toggle trigger) so should fulfill all of your requirements for a "sport aviation" lifejacket.

PRICE DROPPED ON AK350

The enormous number of encoders that we're supplying is obviously forcing some competitors to take strange and desperate measures.

One in particular has started offering to end-users at silly prices,

thereby undermining your already hard-pressed margins.

To enable you to compete we've revised the prices on all our encoders, reducing our margin to ensure that you still have one.

News in Brief

Instrument Hose Stock

If you are looking for Instrument Hose we have just what you need. Clear flexible, 3/16" I.D. sold by the foot. Cut to order. Just ask for part number IK-3502002.

Stratus Change

From now on the Telex Stratus 50D headset that we offer - the headset with the highest noise reduction we've come across - will be in black/grey as standard, with the old purple/grey model being a no additional cost option.

Oil Coolers

We now stock oil coolers. Please check with Pat or Mike to get further information and excellent prices.

Fire Extinguishers

Unfortunately the ubiquitous HE5007 or PHE22846-1 extinguisher - a 0.7kg unit without a specific aviation approval - no longer comes with a bracket included.

An aviation type bracket will still be available however as an optional extra. Contact Jean Cole for further details.

Wanna get Ahead?

We're now offering display heads - suitable for displaying headsets at your FBO or FTO - in either glass or expanded polystyrene.

AA1K10-6-12 Fitting Now Available from Tempest

Tempest now has FAA-PMA for the AA1K10-6-12 fitting applicable on Beechcraft Barons as well as other twins.

Beech sells this part for a list price of \$136.00 and about \$103.00 to the trade. Whereas this new fitting goes out to the trade at just \$43.50 so operators and dealers will save significant money when using the Tempest fitting.

WASH DAY?

As a corollary of changes to environmental rules many airfields will no longer allow washing of airframes with traditional "detergent" cleaners anywhere other than in sump-equipped wash-bays; so anywhere that may cause pollution.

All rather frustrating, but there we are.

With these changes in mind Chemetall (formerly known to us all as Ardrex or Brent) have devised a system of "dry cleaning" for your aircraft's exterior surfaces. Indeed this new system received some coverage in Pilot magazine a few months back.

The two key parts to this process are 6017 (for metal surfaces) and 6077 (for transparencies). These are made up of safe surfactants, solvents (to penetrate oil, Grease, carbon etc), a small amount of non-hazardous abrasive and silicon to provide a lubricating base for the other elements, and a "lustre" to the finished aircraft.

" avoid the wrath of your airfield "

Refreshingly this is one series of less harmful chemicals that customers tell us act even better than the traditional solutions.

So to be good to your environment, have the shiniest aircraft on the base and escape the wrath of your airfield manager, call Robin Walsh.

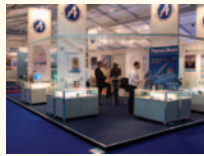


EXHIBITIONISTS

WILL YOU VISIT THE ADAMS FAMILY?

We have a full schedule of exhibitions this year. The soonest opportunity to meet the crew is in Australia, where Fernando Villalon and Graham Rock will be available at the Avalon Air Show from the 15th to the 20th March. Peter Witherick the Sales Office Manager from the U.K. office, and Chairman Frank Gosling also hope to be attending for some of the show.

Not long after that we'll have the "retail" AdamsDirect stand at Fly, The London Air Show at Earls Court in London running from the 8th to the 10th of April.



Join us, and find out how we can help.

Also in April we will be exhibiting at Aero in Freidrichshafen on the shore of Lake Constance. At that show we'll have Tanja Turner and Dan Batcho looking after German and French customers respectively, whilst Managing Director Steve Langston and Sales & Marketing Director Stephen Gosling try to understand what's going on!

In May we have the AEA (16th to 17th) and EBACE (18th to 20th) in Geneva, both of which we will be attending.

In June we'll be exhibiting at Le Bourget, Paris (13th to 19th) where Dan will be leading our presence.

As the summer wears on we'll have the Flying for Fun show (formally the PFA rally) on the 1st, 2nd and 3rd of July.

" .. full schedule of exhibitions.. "

This will be a retail show for us as AdamsDirect but, as always, we'll be delighted to meet up with you, our trade account customers.

Then as the last show we're exhibiting at in 2005 there is Helitech in Duxford, near Cambridge from the 27th-29th of September.

At many of these shows we are delighted to be joined by representatives of the huge range of manufacturers we represent.

Do feel free to join us at one of these shows. It's not just a great opportunity to meet the troops, but a chance to see new products and to keep us aware of the challenges you're facing.

MEET THE ADAMS FAMILY

Pat Reid joined Adams in 2001 as part of Cooper Aviation of Oxford.

Pat specialises in piston engine spares and accessories. With over 30 years of experience, Pat worked in the RAF, an airline and an engineering company before starting at a distributor, and has a unique understanding of our customers.

Pat is familiar with our huge range including those products from

manufacturers including Superior Air



Parts, Unison, Wall Colmonoy, Kelly Aerospace and Slick.

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