

## From the President

It seems that Fall '04 is going to be a record-setter (at least in Texas) for "total miserable weather days". It seems as if almost every one of my flights the past 60 days has ended with an approach to near-minimums. Some began at 3,000 feet AGL, others at 20,000 feet AGL. Whichever, there has been a lot of wet and ugly weather here in the south central part of the US. And just think, in another month or so, we'll be able to throw in some icing! I hope everyone has pulled out their DMD on icing that was distributed to attendees at the April '04 convention and re-acquainted themselves with the issues. If you need a copy, contact Laura Mason at POPA Headquarters.

In my last quarterly message, I talked about the launch reliability of my aircraft. After that article was published, I had the opportunity to spend some time with Ken Schaelchlin, Customer Support Manager for PilBAL, at the 2004 MMOPA Convention. Ken was interested in what I was doing to achieve that level of launch reliability, and our conversation wandered to the topic of maintenance in general. Ken was very interested in one of the benefits I derive from my service center (JetWorks Aviation, Fort Worth, Texas-KFTW) which is maintenance tracking.

We are all familiar with the various trend monitoring programs available to us to track performance and help predict the need of maintenance for our rotors. You may also have heard of CESCO (Cessna Citation), CAMP (private subscription service for jet maintenance tracking) or CMP (Gulfstream) to track maintenance of the aircraft. But what's out there for Pilatus PC-12 maintenance tracking?

At the present time, there is no manufacturer supplied tracking product for maintenance of the PC-12. Each service center takes their own initiative (or doesn't as the case may be) to facilitate maintenance tracking and planning for your plane. At JetWorks, they utilize a product named CALM to track PC-12s as well as many other types for which they provide service (Piaggio, Lear, Beechjet, to mention a few). The CALM program allows their service department to build a template for a given aircraft type to track airframe, engine, and systems (i.e. pitot static). They then utilize the template to create an individual aircraft tracking file for each aircraft that they are servicing (either by S/N or tail number). The template is based on Chapters 4 and 5 of the Aircraft Maintenance Manual (Airworthiness Limitations, and



POPA 2004 - Colorado Springs, CO  
Photo Courtesy Tracy Schumer

Time Limits/Maintenance Checks). They also build in an awareness to Service Bulletins, Service Letters, and Airworthiness Directives; both one-time and recurring.

The task to instantiate a new customer's aircraft into the CALM system varies in difficulty based on the age of the aircraft, the type, and the state of the service records. Obviously, a brand new aircraft is easiest to work with. With the PC-12, given they have an existing "tried-and-true" template, and assuming they have access to the Conformity Document for that serial number, they can have a new plane in the system in less than 30 minutes. Older aircraft take longer because a logbook search is required to "update" the template to current date and data.

So, what's the benefit of all of this effort? Well, there are a few.

First, at any given time it is push-button simple to get a very accurate view of the aircraft's maintenance level. No trying to figure out where to look to find the latest prop lube log sticker (Engine log? Airframe log? Propeller log?). It is probably in one of those books, but it is easy to find in the computer. When you are away from home base, and a maintenance requirement pops up, one quick call to the service center can get you the most accurate picture of your maintenance level so the local shop knows what to do (or not to do).

At the completion of every maintenance event, I get a full set of documents detailing every maintenance and inspection item for the PC-12, with a running tally telling me when it was last done, what the prescribed interval is for the item, and when it is due next. This is

(continued on page 2)

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divided into calendar items and hourly items. Then it is further divided by ATA Code. So I have a snapshot, upon return to service, of what service is due next.

When a SB, SL, or AD is issued, it becomes easy to integrate into the maintenance template, either as a one-time or a recurring item. Also, its applicability (based on S/N or part # from the Conformity document) is easily discovered.

When it comes time for a service visit (150 hours, annual, 100 hour trim runaway, whatever ...), all I need do is contact the service manager in advance with my estimated total time, number of cycles, and SQUAWKs. We now can enter into the planning phase of that service. Many times JetWorks has identified upcoming items that would fall due 3-4 months after a service (but prior to my next scheduled service). By knowing they are out there, we are able to better plan my service visit: Do I want to do the service ahead of schedule? Do I want to delay this service visit (if possible) to better coordinate items? Do I have the additional flexibility to be "down"?

The system also allows them to pre-identify parts for an upcoming service so there is a good chance to avoid being delayed in service while awaiting parts, or being exposed to unusual shipping costs. Ultimately, I think I derive 3 major benefits from the fact that my service center utilizes this type of support software:

- 1 Very crisp, concise insight to the maintenance and status of my plane.
- 2 Optimization of costs of maintenance through better planning.
- 3 Predictable downtime for service.

I find the use of the system a real added value of dealing with JetWorks. Ultimately I believe I will see hard value in it when the day comes that I sell N289PB.

And that's my \$0.02 for this month.

Keep the blue side up, wheel side down, and keep flying safe!

Phil Rosenbaum  
PO PA President  
S/N #289 - Austin, TX

## Service Center

### "Spotlight" - KCAC

Kansas City Aviation Center (KCAC) is located at Johnson County Executive Airport, the second busiest airport in Kansas. Conveniently rooted between Interstate 35 and Highway 69, KCAC serves as a corridor for travelers bringing their products, services and people in and out of the Kansas City metro area.

For 40 years, KCAC has been excelling in business aviation, providing an abundance of alternatives to business and leisure trips. Recognizing that customers' needs change and that every flight is unique, the 75 employees at KCAC have been working together to provide A New Standard of Business Aviation.

Services and specialty areas of KCAC include:

**Maintenance:** Licensed through the FAA as a FAA Part 145 Certified Repair Station. We have the ability to repair and inspect various aircraft types, including turbo-prop aircraft like the PC-12. Special tooling and advanced training allow us to solve problems quickly and accurately.

**Parts:** KCAC offers nationwide delivery of overhauled and replacement parts for a variety of aircraft, including Pilatus and Piper. Our warehouse holds the most extensive specialty parts on the market today.

**Avionics:** Installation and repair of any pilot communication and navigation equipment, including major installations and upgrades like RVSM and EGPWS/TAWS. Major equipment distributors such as Honeywell and Garmin are located in the immediate area for same-day service on equipment requests.

**Aircraft Sales:** Authorized agents for the versatile, Swiss-built Pilatus PC-12, and the entire line of New Piper aircraft, including the Meridian.

**Charter:** KCAC provides customized safe and dependable private transportation to over 4,000 national destinations. Flights can be arranged in various aircraft types, including a PC-12.

**Aircraft Management:** This program takes care of piloting the aircraft, scheduling maintenance, and generating additional revenue through charter options.

They  
keep us  
flying.

KCAC does for us what we do for our customers - respond to our needs. We fly throughout the U.S. conducting business and servicing our clients' needs, and as volunteers for Angel Flight. The maintenance team at KCAC goes the extra mile to keep us flying. We have limited down time and can rely on the maintenance team being well-trained and have parts available.

Our PC-12 is the fifth aircraft that we've entrusted to the mechanics at KCAC. We won't go anywhere else. -Steve Carter, Regional Managing Principal and CEO, Right Management Consultants-Heartland Region, and Ty Carter, President & CEO, The Prospect Group, Inc.

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Note: In each issue of the newsletter, we will be giving each authorized Pilatus service center, an opportunity to share their facility with the members. This issue we are pleased to feature KCAC. KCAC will also be the host FBO for the 2005 POBA Convention.

## Tips for the San Juan Islands

After 11 months of operations and over 400 hours of flying, both personal business and Part 135, N629MC is still performing flawlessly. Both the owner and I couldn't be more pleased with the reliability and versatility of this amazing airplane! We also couldn't be more pleased with the service and support that we have received from Western Aircraft and Mather Aviation. Both of these organizations have performed above and beyond in keeping us flying.

We keep 629MC at Mather Airport (known to me in my old B-52 days as Mather AFB) in Sacramento. Most of my pickups however are at Oakland International. I would be remiss if I didn't mention the great line service we get at Kaiser Air. While most of our trips are up and down the west coast, we have been to the east coast and back. Future flight plans include Alaska and Mexico. The owner loves to fly 629MC so on those flights I find myself in the right seat, tuning radios and doing paperwork while she does the fun stuff. We attended SimCom together for recurrent training and devised a sharing of the cockpit workload as dictated by the situation.

I would like to share one of our frequent destinations and what we go through for a typical journey to the San Juan Islands in Northwest Washington State. Our destination in the San Juan's is Blakely Island (38WA). Located just a few miles south of Orcas Island, or just a few miles east of San Juan Island, the strip is 2,200' long, paved and has pilot operated lighting for night operations. Those are the good parts. I'll take you through a normal approach to this strip a little later.

Assuming you are IFR when you arrive in the Seattle area headed for the San Juans, expect Seattle Center to keep you up in the 20s until you are well north of Seattle. This is to accommodate arrivals and departures from SeaTac. Often arrivals from the south will be vectored west of SeaTac's Class B airspace. You will be handed off to Whidbey Approach. This is the controller for the Whidbey Island Naval Air Station and most of the San Juan Island area.

The only IFR approaches in the islands are the GPS or NDB 34 at Friday Harbor, although other approaches, including an ILS are available within minutes of the islands at Bellingham, Skagit Regional or Paine Field. Regardless of how you arrive, either IFR or VFR, if you have any traffic warning capability, have it up and displayed! There is always, even in the worst of conditions, a fair amount of VFR low-level traffic running around in the area. Not that everybody is breaking the VFR rules, but the weather can vary so greatly between islands there are a lot of planes seeking an infinite number of routing possibilities to get from island to island, to the mainland, or down to Seattle. At least, that has been my experience during the four years I spent flying 135 in that area. On the best of VFR days the traffic can get to be busier than a major hub. A fair number of the flights don't bother with flight following as they are up for sightseeing or watching the whales.



There are four public use airports in the San Juan's that will accommodate the Pilatus quite nicely. The airports are: Friday Harbor, Roche Harbor, Lopez Island and Eastsound on Orcas Island. Almost every island has a landing strip but they are private or not in my comfort zone with the PC-12, and therefore I wouldn't recommend them. Of the four mentioned above, all are hard surfaced, plenty long and have lights for night operations. I wouldn't really recommend your first arrival in the islands to be at night. Roche Harbor is the only strip without a VASI, but terrain and local wind and weather conditions can create a high

workload. Both Friday Harbor and Eastsound have AWOS and there is an RCO on Mt. Constitution, Orcas Island. Mt. Constitution is another reason for a good first look in the day. At 2,550' MSL, it sticks up well above the rest of the islands, and although well lit with radio towers, it will serve to perk up your situational awareness if the fog settles in. There is no Jet-A available in the islands themselves, but a quick-10 minute trip to Bellingham or Skagit Regional gets you to a full service FBO for fuel, repairs or an airport car for a trip into town. Rental cars are available at Friday Harbor and cabs at Eastsound. Beware; the population runs on "island time", which is to say, don't plan on being in a big hurry. If you should pop into Eastsound, be sure and visit with Rod Magner and his "Biplane Rides". Rod is an ex-Navy pilot who has been giving scenic tours for over 10 years. If you have an opportunity, this is a great way to see the islands without having to look out for traffic on your own.

Departures either IFR or VFR are simple. Just remember to check the local traffic patterns and remember that the islands operate on their own traffic frequency, 128.25. Clearances can be obtained on the ground if required through Whidbey Approach, or the FSS via RCO (122.3). Expect to be vectored out of the way of the SeaTac traffic again, which means as I head south. You'll fly over the Olympic Ranges and get a great view of the Pacific before turned on course.

Now about the approach into Blakely Island strip. As I said, the strip is 2,200' and paved. For five years, I flew my Navion 172s and 206s in and out as I went on and off the island in some drastically varying conditions. Aligned north and south, the arrivals are almost always made to the south regardless of wind conditions (unless there is a really big tailwind blowing). This is done for two reasons: First, the runway has a hump in the middle that gives you an uphill grade for about the first two-thirds of your landing roll; secondly, under most wind conditions, there is a definite "downdraft" at the south end of the runway that usually

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starts about 75' above the ground. I have been caught in it when I thought the wind wouldn't be a factor only to have given the Cessna 206 full throttle, back at what we would call "stick shaker" attitude and barely made the pullout in time. On the approach, there is another island just to the north of the strip and your final brings you fairly close over the top of that. I have to make sure the terrain warning is off or it blares out its message and startles the passengers. Keeping the AOA indicator right on the doughnut is imperative. Any adjustments in sink rate, (and there are plenty due to the terrain and shifting winds) can be taken care of with small adjustments of the PCL. The good thing is that even in

bad conditions this juggling game usually comes to an end about 100' from the threshold when things smooth out. Reverse and light braking almost always have us stopped by 1,000' from touchdown. The PC-12 makes the approach and landing much more of a non-event than the Cessnas I used to hop in and out with.

**I**f you are looking for a great place to visit in the Spring, Summer, or early Fall, the San Juan's can provide some great scenery and relaxation. If you should fly over 38WA and see 629MC parked there, come on over and visit.

Mark Smith  
SN #516 - Roseville, CA

## On-Line Services

U.S. airmen who lose their certificates accidentally can get back into the air more quickly than in the past, thanks to a new and expanded service of the FAA's Civil Aviation Registry.

Replacement certificates and temporary authority to operate can be requested through an online services account on the FAA Civil Aviation Registry web site, <<http://registry.faa.gov>>.

These new options allow airmen to receive, by fax or e-mail, temporary authority to operate in the event a certificate has been lost or destroyed and they need to operate an aircraft immediately or within 14-days. They are also able to request and pay for a replacement certificate online.

Current online services include renewing of reserved 'N' numbers, requesting copies of aircraft records, and changing addresses for airmen.

(Reprint from the September/October Issue of the FAA Aviation News Magazine)

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Photo: Paul Bowen

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## Royal Flying Doctor Service

Earlier this year, we picked up from Stars, PC-12 #467. Our ferry route was Berne, Cairo, Muscat (Seeb), Madras (Chennai), Penang, Bali and then Jandakot. Our longest leg was 1670nm. This aircraft was in storage for 12 months.

Western Operations has five bases, Jandakot a secondary airport to Perth (Head Office and Maintenance), Kalgoorlie (300nm East), Meekatharra (351nm NE), Port Hedland (740nm North) and Derby (1100nm North). Each base has two aircraft, 5 pilots, 5 flight nurses and 3 medical officers. We have one aircraft cycling through scheduled maintenance every 4 days.

Visit [www.flyingdoctor.net](http://www.flyingdoctor.net) where you can venture and get info on the RFDS. It will

save me writing a history lesson. The site will give you all the facts on what we do. All our operations are single-pilot.

We have endeavored to make what is an already excellent aircraft into a more single pilot friendly aircraft. Since America is the volume market, what you guys want usually happens. Any changes we do have to be via an Engineering Order, and at our expense unless it's a factory option. It has been good to see some of the changes we have incorporated into our aircraft have started flowing through the factory. We have four Series 9 aircraft and one Series 10. We are not happy with all the switches being located to the overhead electrical panel in the Series 10 (S/N #467), so we are converting it all back to a Series 9 layout.

We also have six KingAir B200 aircraft. The aircraft numbers I have given you are for Western Operations only. The four PC-12 aircraft are currently flying 6,000 hours per year; annually we do 13,000 hours. S/N #467 will be operational once we finish the panel changes and the medical fit-out. It is replacing a Beechcraft C90. I'm happy to make my e-mail address to any member who wants to discuss any of the changes we have made in our PC-12.

Cheers for now!

Michael Bleus  
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RFDS Western Operations  
Jandakot (Perth) WA

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## New EC Insurance Requirements

There has been significant change in the minimum liability limit requirements in the EU that will affect PC-12 operators planning to return to the factory in Stars this summer. The big issue in these changes not only has to do with the overall liability limit operators must purchase, but also with the War Risk Liability Limit that is purchased. Current War Risk Liability Limit required limit in Germany, Austria, Italy, and Poland is 60 MM Euros. All other EU countries will accept the current aviation insurance market standard of US\$50MM War Liability Limit.

As of April 2005, these limits will be increased for all EU Countries based on the Maximum Take off Weight (MGTOW) of the aircraft to be operated. With a MPO W of 9925, you will be required to carry a minimum third party liability limit of \$10,281,000 to include war risk liability.

In addition to the Third Party Limits, there are minimum per passenger liability requirements, as well as requirements for baggage and cargo liability limits.

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### NEW EU MINIMUM AIRCRAFT LIABILITY LIMITS

AS OF April 29, 2005 THESE ARE REQUIRED COVERAGES FOR ALL AIRCRAFT & MUST INCLUDE "WAR & TERRORISM" RISKS

SDR to Dollar Exchange Rate as of 9/23/2004 0.680815

COVERAGE TYPE	SDRs	US DOLLARS *
<b>PASSENGER LIABILITY (EACH Passenger)</b>	250,000	\$ 367,207
<b>SMALL ACFT PASSENGER LIAB</b> (Non- Comm Act < 2700 KGs / 5955 Lbs - Per Passenger)	100,000	\$ 146,883
<b>BAGGAGE</b> (Per EACH Passenger)	1,000	\$ 1,469
<b>CARGO</b> (Per Kilogram or approximately each 2.2 pounds)	17	\$ 25
<b>THIRD PARTY LIABILITY</b>	See Chart Below	See Chart Below

#### THIRD PARTY LIABILITY - MINIMUMS ARE BASED ON THE AIRCRAFT'S MGTOW (Maximum Gross Take Off Weight)

IN KILOGRAMS		IN POUNDS *		MINIMUM BI / PD LIMITS REQUIRED	
GREATER THAN:	BUT LESS THAN:	GREATER THAN:	BUT LESS THAN:	SDRs	US DOLLARS *
-	500	-	1,103	750,000	\$ 1,101,621
500	1,000	1,103	2,205	1,500,000	\$ 2,203,242
1,000	2,700	2,205	5,954	3,000,000	\$ 4,406,483
2,700	6,600	5,954	14,553	7,000,000	\$ 10,281,795
6,600	12,000	14,553	26,460	18,000,000	\$ 26,438,900
12,000	25,000	26,460	55,125	80,000,000	\$ 117,506,224
25,000	50,000	55,125	110,250	150,000,000	\$ 220,324,170
50,000	200,000	110,250	441,000	300,000,000	\$ 440,648,341
200,000	500,000	441,000	1,102,500	500,000,000	\$ 734,413,901
500,000	... or over	1,102,500	... or over	700,000,000	\$ 1,028,179,461

\* APPROXIMATE LBS. - Actual Law is in KGs  
Converted @ 2.205 Lbs / Kg.

\* APPROXIMATE USDs - Actual Law is in SDRs



## 500th PC-12 Makes Its Way To Its New Home

"Iceland Radio Pilatus 600  
Position - Pilatus 600 Position  
66 North 40 West at 10:13 -  
Flight Level 260 - Estimate  
Sondrestromfjord at 11:25, 65  
North 60 West next, wind 235/  
135 Temperature -55".

A pale sun has just lightened up the eastern horizon and below a solid base of clouds is hiding the eastern coast of Greenland. I am looking like a Michelin man in my Beaufort immersion suit, but luckily there is nobody else within the next 500 miles to see me in this strange clothing. Despite wearing thick winter gear beneath the immersion suit and having a complete polar survival kit on board, looking down to the Greenland Ice Cap, the conditions for survival are not very encouraging. Sometimes in the summer, the immersion suit dehydrates you so much and undressing in Goose or Frobisher Bay after 6 hours of flight is certainly not something which makes you look, or shall I better say smell very attractive. But let's go back to the place where all journeys to the USA start. Where all PC-12s see their first sign of life, and why I am telling this story.

Day 1 - Monday 07:30 -  
Stans, Switzerland  
Andi Ramseier, the Pilatus Chief Test Pilot, is busy preparing for a full day of flying, both with the Pilatus Trainers, including the new PC-21 and the PC-12s. At 08:00, the briefing starts. The different tasks are being distributed between the few pilots available this morning. My task is clear as I have the distinguished duty to ferry the 500<sup>th</sup> PC-12 (S/N #600) to Colorado. The PC-12 is already

retailed and goes to a customer in Texas. Ferry flights are done by a small group of select pilots which are either Pilatus employees or contractor pilots. Roger Engel will accompany me this morning with S/N #597 making this his 100<sup>th</sup> Atlantic crossing in a PC-12. For me it is also another one of many ferry flights ranging from PC-12 up to jets such as the ERJ-145.



The weather this time of the year is always a point of brief attention and misjudging might have fatal consequences. The winds over the Atlantic are very strong. We have to be very careful in the selection of speeds and routing. Turbulence and icing makes the menu even spicier, but the PC-12 can withstand everything when operated according to procedures.

At 09:00, S/N #597 and S/N #600 both leave Stans to Bern to complete customs and satisfy the various spotters who take the chance and make pictures of S/N #600's special painting. S/N #600 has a white tail, which means that other than the ferry avionics nothing is installed. The aircraft will be finished in PilBAL's completion centre. S/N #597 has the cabin already installed. This is rather unusual for a plane going to the states.

The first two legs up to Prestwick are uneventful and give me the chance to carefully check all systems before hopping over the pond. The aircraft has only 3.5 hours logged when it leaves Stans and the propulsion system is still in its "first run" phase. Another concern is the pressurization and the de-icing system, which both must function flawless over the Atlantic. Being forced to cruise at low altitudes or picking up ice with a defective de-ice system can cause very serious problems. In Prestwick, the weather is at the IFR minimum

and I can only see the runway at 300 feet ground. Strong crosswind and icing complete the approach, but the PC-12 does it great, as usual. In Prestwick we fill up and add Prist to prevent fuel freezing. The western Hebrides and Stornoway are the last signs of mighty old Europe. Only water and waves are showing us the way to the north. The routing to Iceland is via N61W10 due to the non-compliance to MNPS. The ferry kit does not include HF so the routing over the Atlantic is given. Aboard the Faeroe Islands I get into the core of the Jet stream and the headwind component is over 100 kts. As the airflow is laminar, we do not encounter the usual heavy turbulence. Getting closer to Iceland the weather clears up. The sun is setting and the southern coast of Iceland comes up on the horizon, landfall is close to the island of Vestmannaeyjar, a volcano island famous for the fierce eruptions. Just the week before a strong eruption caused a lot of trouble to air traffic. It is particularly dangerous to fly in the vicinity of ash clouds even with a turbine engine.

A beautiful and unusual smooth visual approach on runway 13 in Reykjavik after 9.5 hours flight time since Switzerland completes the day. The ramp is covered with snow and ice. To protect the propeller we never use reverse on ferry flights. Often the wind and weather in Iceland is difficult and close, or at the wind limits of the PC-12. There is no place to go once arriving in Iceland, so skills have to compensate for the exceeding wind limits.



One might ask about the chances to survive a ditching hundreds of miles offshore in the winter cold Atlantic water. Storms often drive the swell to several meters in height. It all depends on the conditions after ditching. If unhurt, there is a fair chance to survive since we are trained and equipped for such an event. The Pilatus crew trains every year with the Swiss Air Force in Lake

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Nauchatel where we use full gear and we are even picked up by a chopper to make sure self rescuing in rough weather is trained. Nobody wants to try this out. Careful planning, and a high degree of self responsibility are key to a successful operation in this environment.

In Reykyavik, we park the two aircraft and Flight Services is taking care of the flight plans for the next day. Due to the very strong winds, we have decided to take the northerly route over Greenland to Baffin Islands Frobisher Bay. If the weather would deteriorate quickly, we could always turn back and land in Sondrestromfjord, which has the best facilities in Greenland. We expect a direct flight to CYFB and the weather is forecast as good.

Day Two - Reykyavik Airport - 08:00

After a good nights sleep, Roger and I take off towards the west and leave the last outpost of Europe behind. For the majority of the flight we experience the typical northern dusk and the sun is unable to cross the horizon until almost noon.



After 4 hours of flight over the Denmark Strait and the Ice Cap, Greenland's west coast comes into view. Ice and snow covered mountains give a breathtaking view. The Baffin Bay is still not iced up. After another 2 hours the North American Mainland is reached close to Iqualuit. After being handed over by Iceland Radio, Montreal Centre is taking care of the little traffic up north. The magnetic variation is up to 60 degrees or more and only a few miles further north all tracks are shown in true rather than magnetic. A failure of the AHRS system would cause trouble and it is essential to be on top of the navigation even using stereographic navigation.

In Frobisher Bay, I pass low to greet the folks with S/N #600. Many PC-12s have passed through

this last outpost of the Canadian civilization. A warm welcome is always granted. Danny Ennis and a few other pilots from RCMP show up to



have a look at the latest PC-12. I know the guys well from some head-aching bar nights at the "Zoo", which I won't comment on any further. They tell me that their PC-12 based in Iqualuit is doing fine. The environment this particular aircraft is exposed to is very harsh and the ground temperatures in the winter are lower than most PC-12s will ever see at FL300.

Since bad weather is forecast, we hit the road to Thunder Bay Ontario after a short stop and another 5 hours alone in the cockpit are ahead. The second day is rather hard. We are not flying together and there is nobody you can talk to. The total flight time behind the stick can easily reach 12 hours. Thunder Bay is very convenient for us because Frank Kelner (V. Kelner Pilatus Center) is based here and can support us in case of troubles. Furthermore the winds in the Hudson Bay region are often favorable and shorten the flight. The route leads from Iqualuit to a place called Jarpik, a mine several hundred miles south of Baffin at the shores of the Hudson Bay. I cross the James Bay on course to Nekina and then direct to a waypoint called Ongar, which is the IAF of Thunder Bay's runway 25. The weather this day is not much and the entire flight is conducted in IMC. Fatigue is slowly creeping in. For the approach at Thunder Bay I have to motivate myself again. It is very hazy, but I am able to shoot a visual approach.

Finally and after 11.3 hours flight time, I shut down the engine and feel very satisfied. Thanks to the great workmanship of the Pilatus team I have absolutely no complaints with the aircraft. Comparing the many FAR 25 airliners I took delivery of, the quality of each individual PC-12 is

so high, we very seldom have something to complain about.

Logging 25 hours until the customer gets his PC-12 is also a benefit. The airplane is thoroughly tested before it goes to the customer. Hopefully it never sees similar weather in its career, but it gives a comfortable feeling that the aircraft is designed for real IFR operation.

Finally we celebrate Roger's 100<sup>th</sup> Atlantic crossing with beers and steaks, and fall asleep after a very long day of flying. The girls in Thunder Bay have no fear of the Pilatus Pilots. We are not able to even think about, never mind visit any of the local bars. Sleep..sleep..sleep..is all we want!

Day 3

The last day is normally very easy. However last summer I saw squall lines in the Midwest forcing me to deviate more than hundred miles off track. This time of the year the plains are no challenge. However there are a few things to consider before entering the USA. After 9/11 people have become very sensitive. It is essential to have direct contact with Kim Belcher, our US Customs Officer in Jeffco, before leaving Canada. Our failure to do so can cost a \$10,000 fine. We have done this already the evening before and announced the chocolate express to arrive at noon. After a fine breakfast and a chat with our friends at the ESSO Station Thunder Bay, we head for the States.

Minneapolis Center is taking me over from Thunder Bay. The straight and direct voice of the

(continued on page 10)

(continued from page 9)

US ATC controllers make me feel at home. Navigation is no challenge as there are only two waypoints in my GPS between Thunder Bay and Landr, the initial point of the STAR in Denver.

Due to the fact that it is our 500<sup>th</sup> PC-12 and Rogers 100<sup>th</sup> crossing we decide to fly in formation when we arrive in Jef fro. After another 3 hours in IMC, we ask Denver Center to vector Roger to my right wing, which they do without problem. I guess this guy sits normally in an AW ACS and organises a bunch of wild jet jockeys screaming through the air somewhere.



We arrive in a two ship formation and break off just in front of the assembled PilPAL crew. Roger is first for landing. He very much deserves the cheering and the warm welcome. Another 25 hours of high quality flight time in a high quality aeroplane are done. We both feel very satisfied. I leave my S/N #600 with regret; I would rather keep

it myself. All I can do is wish the new owner the pleasure and luck I could experience in this great flying machine.

The entire crew at PilPAL is waiting for us and celebrates the arrival of the 500<sup>th</sup> PC-12. Being only a small wheel in the entire gear I feel proud of

(continued on page 11)

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(continued from page 10)

having had the chance to prove the reliability and quality of the work of each individual, be it in Stans or any other place in the world, where parts of the PC-12 are being produced.

While the crew of PilBAL start working on the aircraft, Roger and I are already on the way home that same day, this time in a Boeing 777. They follow almost the same route, just in the opposite direction.

Many more PC-12s will successfully cross the Atlantic. They will be flown by careful pilots, dedicated, and with the clear knowledge, that it is a privilege to sit in a customer's plane. Be assured we will always handle them with care!

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Dominik Waser  
Pilatus Aircraft, Ltd  
Stans, Switzerland  
Ferry Pilot





## Fall 2004 Answers!

### Question #1

CONDITIONS: Field elevation 7000', OAT-5° C, snow showers, 7 KT headwind. Max gross weight, no slope. What is your take-off total distance (approximately)?

- A. 3,700'
- B. 3,900'
- C. 4,775'
- D. 5,250'
- E. 5,550'

### Answer #1

D- Takeoff total distance x 42% increase.

Since this is a takeoff in known ice conditions, the performance data is changed according to the FLIGHT INTO ICING CONDITIONS pages, located in Section 5, 5-89/90 Series 10 and 5-78/79 Series 9 and earlier.

### Question #2

Your destination airport is 60NM from departure. The weather is clear, -15° C, light/variable winds. Field elevation is 9000'. No slope. On approach to the airport the flaps fail at 30°. What is your total landing distance (no rev) (approximately)?

- A. 2,425'
- B. 2,625'
- C. 2,950'
- D. 3,200'
- E. 3,425'

### Answer #2

D - Landing total distance x 22% increase.

Since you are not landing with full flaps the performance data is changed according to the total landing distance factors chart located at Section 5, 5-1 Series 10 and Section 9, Supplement 8, page 13 Series 9 and earlier. \* Note: This chart shows 30° Flaps only for PC12/45 aircraft.

### Question #3

The same conditions as in Question #2 except now the weather is at minimum for an ILS approach and all systems are functional. What is your landing total and landing ground roll distances (no rev) (approximately)?

- A. 1,675' / 2,650'
- B. 3,875' / 4,750'
- C. 3,950' / 4,850'
- D. 4,100' / 5,050'
- E. 4,225' / 5,175'

### Answer #3

F - None of the answers are correct due to technical difficulties (I goofed!)

(approximately) 3370' for Landing Ground Roll  
 Landing Ground Roll x 90% increase  
 (approximately) 4260' for Landing Total Distance  
 Landing Total Distance x 55% increase

Since this is a landing in known ice conditions (PUSHER ICE MODE-15° Flaps), the performance data is changed according to the FLIGHT INTO ICING CONDITIONS pages, located in Section 5, 5-89/90 Series 10 and 5-78/79 Series 9 and earlier.

## Winter 2004 Questions!

### Question #1

While in-flight, you observe an uncommanded power reduction (loss of torque and dropping Ng), with no response to PCL movement, your first action is...

- A. PCL... Full Forward
- B. PCL... Idle Detent
- C. MOR... Advance Slowley
- D. MOR... Advance Rapidly

### Question #2

As a part of the procedure from Question #1, the statement "If engine falls below 50% STARTER...ON (or PUSH for 2 seconds). What is the purpose for using the starter?

- A. To control the Ng from over speed
- B. To control the Np from over speed
- C. To restart the engine
- D. To control the possible fire

### Question #3

Match the airspeeds to the following statements.

All speeds are based on MAX Gross Weight at SL, 15°C.

Some airspeeds may be used more than once and some airspeeds may not be used.

- |    |         |    |          |
|----|---------|----|----------|
| A. | 64 KIAS | G. | 108 KIAS |
| B. | 84 KIAS | H. | 110 KIAS |
| C. | 85 KIAS | I. | 120 KIAS |
| D. | 90 KIAS | J. | 134 KIAS |
| E. | 91 KIAS | K. | 158 KIAS |
| F. | 95 KIAS | L. | 170 KIAS |

Emergency Landing Gear Extension Speed \_\_\_\_\_

$V_{SO}$  \_\_\_\_\_

Rusher Ice Mode, Flaps 15° - Approach \_\_\_\_\_

$V_Y$  Flaps 15° \_\_\_\_\_

$V_O$  \_\_\_\_\_

$V_X$  \_\_\_\_\_

Maximum Rate Descent - turbulence \_\_\_\_\_

$V_Y$  Flaps 30° \_\_\_\_\_

$V_{app}$  Flaps 40° \_\_\_\_\_

Go Around, Flaps 40° \_\_\_\_\_

Loss of Elevator Control \_\_\_\_\_

Propeller Over speed \_\_\_\_\_

Rusher Ice Mode, Flaps 30° - Approach \_\_\_\_\_

$V_S$  \_\_\_\_\_

Flap Asymmetry > 30° \_\_\_\_\_

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## In & Out of Short Fields

In my mind, nothing demonstrates what a wonderful airplane we have in the PC-12 than a recent trip I made from the Southwest to the East coast. Now there is nothing remarkable about being able to fly non-stop from Arizona to, say, Connecticut. There are many airplanes capable of doing this, and in much less time. But let's say your passenger is a rancher, and the trip starts from his 1,800-foot long, 30-foot wide, 5100-foot elevation airstrip...and ends in Bridgeport, seven hours later; with only a stop to top off the tanks after the short-field departure. Name the aircraft other than the PC-12 that can accomplish this trip.

After carefully managing the fuel load so as to arrive at the ranch with only 800 lbs, I loaded my three passengers and their luggage aboard. I calculated the takeoff weight to be 8000 lbs. Density altitude was about 7500 feet, with a 10 knot wind blowing right down the runway. Setting flaps 30, I applied full power, released the brakes and was off the ground in 1200 feet, turning toward my top-of-f stop 15 minutes away. After topping off the tanks, we began the six-hour leg to HDR. Upon arrival, we found ourselves sandwiched between two bizjets on the approach. The tower asked me to keep my speed up, so I maintained 150 knots to the FAF and a very comfortable stabilized approach with flaps 15, 120 knots indicated to touchdown.

Factoring in the drive time to a regular jet-capable airport for my ranchers, no other aircraft I know could have beaten the PC-12 that day on that trip. From bush operations, to high

altitude IFR, to fitting in with the heavy iron on the approach, the PC-12 really delivered.

Having the confidence in your ability to operate the PC-12 in and out of short strips is the key to the kind of trip I describe above. The PC-12 is a marvelous short field machine. With approach speeds less than the Cessna Caravan, and matching the Cessna 182 or 206, it can go into any space that these other conventional "short-field" planes can. Of course any bush pilot can tell you that the trick to getting into a really short field, besides careful airspeed control, is precise glidepath control. The PC-12 has a means of controlling glidepath that I like to take advantage of. The last quarter-inch of PCL aft travel has a sort of "soft" detent, which, if you place the PCL in this area, causes the propeller to flatten out. It will move from 12 degrees minimum pitch to 6 degrees. This characteristic provides an excellent means of glidepath control. The flatter pitch will

(continued on page 15)

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(continued from page 14)

act as an "air brake" that you can use if you are getting high on the approach. Once back on glidepath, move the FCL forward out of this area to put the prop back to normal pitch. It's almost like using spoilers on a jet that you can quickly deploy and un-deploy.

**A**irspeed control is the second important factor in the short field approach. I use a pre-calculated approach speed based on landing weight, with the AOA indicator as a backup. You want the indicator to be situated with its top even with the donut. This technique will allow you to round out the bottom of the approach with a minimum of float and plant the wheels right on the spot of your choice. You might get the shaker in the flare, but you're still well above stall, and if you've done it right, the main wheels are already planted. If you get the pusher, you're too slow. It is important to resist the temptation to use the pusher override button on this or any approach. Whether or not to use reverse depends on many factors, including the type of surface. Using deep reverse is usually not necessary if you have

touched down at minimum speed. In fact, it can cause directional control problems that could be a problem on a narrow runway. Keep the yoke all the way back while applying heavy braking and you'll get stopped fine without using a lot of reverse.

**O**nce you are comfortable operating in and out of short fields, you are one more step closer to getting maximum utilization and enjoyment out of our favorite airplane, the PC-12.

Raymond Kingsley  
S/N #271 - Tucson, AZ



N489JG - Courtesy of Daniel Miller

# Honeywell

New KMD 850 Software Enhancement for the KMD 850 Multi-Function Display available in January, 2005.

Honeywell is pleased to announce the addition of Area Weather Products to the KMD 850 when interfaced to the KDR 510 Datalink Weather System.

The area products consist of:

- GRAPHICAL AIRMETs
- GRAPHICAL SIGMETs
- GRAPHICAL CONVECTIVE SIGMETs
- GRAPHICAL ALERT WEATHER WATCHES

The area products show you graphically where weather advisories are located. The graphical weather areas are shown in a format similar to a Military Operation Area or restricted area, where a border is drawn around the weather advisory area.

A summary of information provided is as follows:

#### Textual AIRMETs

- Forecast Area
- Reason for AIRMET (IFR/Icing/Turbulence)
- Date and Time of Issue

#### Textual SIGMETs

- Forecast Area
- Reason for SIGMET (Severe Icing, Extreme Turbulence, Dust, Sandstorms, Volcanic Ash)
- Date and Time Issued


#### Textual CONVECTIVE SIGMETs

- Area of Coverage
- Validity (time)
- Reason for Convective SIGMET
  - Severe Thunderstorms/Hail/Tornadoes
  - Storm Tops
  - Strong Winds

#### Textual ALERT WEATHER WATCHES :

- Date and Time Issued
- Tornadoes
- Winds > 58Kts.
- Hail greater or equal to 3/4" in diameter
- Area of Coverage

This upgrade may be accomplished by the operator. For further information, contact Honeywell W ingran Services at 1-800-247-0230, 1-913-712-3145, or [nav.database@honeywell.com](mailto:nav.database@honeywell.com).

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## Engine Out Training

This past July I had the pleasure of heading back to Orlando for my latest PC-12 recurrent training with SimCom. I seldom look forward to the airline experience from Denver to Orlando, but once I'm there I find myself ready to learn more about the PC-12. I have always tried to do some review before I head down there, but I often find I haven't done as much preparation for the experience as I should, and this last trip was no exception. My instructor this time was John Morris, a name well known in the PC-12 community. I had met John once or twice in the past, and have read many of his written contributions to Pilatus pilots, but this was my first experience with him as my instructor.

I have always thought of myself as a common sense kind of guy, and try to fly that way, using common sense, experience and training to get me through new and sometimes very repetitive situations. My SimCom experience with John helped to reinforce my ideas, and helped me to rethink some procedures in a practical manner.

Since I fly out of Eagle County Regional Airport, near Vail, Colorado, which is surrounded by numerous mountains, I elected to use some of my simulator time in practicing engine-out procedures from various places and altitudes around the runway, but primarily during the initial climb after take-off. Departing Eagle can be a straight forward event, but can be deceiving, especially on a hot summer day. Eagle sits in the middle of a valley at 6530' msl, with mountains on all sides. The one to be concerned with on departure is the one just off the departure end. An IFR departure from runway 25 out of Eagle requires a 35 degree left turn after getting airborne, and then a minimum climb gradient of 750 feet per nautical mile to 10,500'. At 120 knots ground speed, this means we need a 1500 fpm climb rate. Easy to get on a cold winter day, but sometimes impossible on a hot summer day and a heavy load.

While practicing in the simulator and assuming we were departing Eagle, we varied wind conditions from zero wind to various left and right quartering headwinds for takeoff. After getting in the air, retracting the gear and flaps and accelerating to 120 knots, for some reason the engine kept failing. It was interesting to find out what the airplane would do as I made the turn back to the runway. Some wind conditions favored the turn back and made it seem

almost easy to make the runway. Others had to be worked at. I had done all this before during all of my previous recurrency sessions. What I hadn't done before and which turned out to be the most impressive scenario was retracting the gear, leaving the flaps at 15 degrees, and climbing at 95 knots at what the Pilatus manual calls the maximum rate of climb (flaps 15). I found I consistently had a couple hundred feet more altitude when the engine failed, and was a little closer to the field because of the lower ground speed. In some scenarios, I actually had to drop full flaps as soon as I saw the runway and force the nose way down in order not to overshoot my selected landing spot on the runway.

I've used this climb procedure out of Eagle, Aspen, Telluride, and other mountain airstrips in both the summer, and now winter here in Colorado. I've found it very useful in allowing me to get to a more reasonable altitude and comfort level after takeoff. The only inconsistency with this procedure that I've found is that the performance section of the aircraft manual doesn't agree with the actual performance of the airplane or simulator. The performance chart doesn't account for any headwind, but retracting the flaps to zero after takeoff seems to give better performance by about 200 fpm using 6500' msl, 30 degrees C, and a 9,000 pound takeoff weight. My experience has been just the opposite.

Guess this is one reason we do recurrent training.

Randy Stephens  
S/N #261 - Vail, Colorado



POPA Convention 2004- Photo Courtesy Pete Wolak



## Recent Changes in Tax Law Require a Fresh Look at Planning

The recently passed Jobs Creation Act of 2004 contained two significant provisions affecting aircraft owners and operators. The first of these was the extension of the placed-in-service rule for new aircraft qualifying for bonus depreciation. This provision allowed taxpayers who contracted for a qualified aircraft prior to December 31, 2004 to be eligible for bonus depreciation if it was placed in service in 2005. This provision will undoubtedly help the aircraft manufacturers for the coming year.

All of the news for aircraft owners and operators contained in the recent tax bill was not good news. The Conference Committee inserted a provision not contained in either of the House bill or the Senate bill designed to allegedly raise \$2.2 billion in revenue by limiting deductions to aircraft operators who provide employees with personal use of company aircraft. While the provision was allegedly designed to limit abuse in jet aircraft, its provisions went well beyond abusive provisions applied not only to jet aircraft, but to all aircraft, including PC-12s. Congress undoubtedly passed the legislation with the best of intentions, it is likely to provide a far greater burden on the taxpayers, and far less benefit to the government than originally anticipated.

Prior to the passage of this recent legislation, aircraft use was treated under the general rule that compensation is taxable to the employee at fair market value, and deductible to the employer at its cost.

Therefore, the company does not recognize gain or loss on the provision of in-kind property or services made to an employee.

Under the new law if the employee was taxed at a rate higher than the employer's cost, the employer is to deduct only the cost. On the other hand, if the employer incurs more cost than what the employee is taking on as income, the employer has to reduce its cost. Obviously, this "heads I win, tails you lose" scenario can result in unfair discrimination against the taxpayer.

However, the inequity outlined in the previous paragraph is not nearly as critical as the manner in which allocable deductions are computed for purposes of the provision. An employer's deduction for purposes of determining compensation adjustment is not limited to the direct cost of providing the benefit, but to all allocable deductions. This method of computation results in a company's aircraft depreciation, insurance, hangar and the like, (which were not increased by use of the aircraft by an employee), nonetheless are reduced by virtue of the application of the new law. If what Congress intended was the virtual elimination of the use of the fringe benefit method by the means of calculating taxable income, they have likely succeeded.

It is unfortunate that in the one day that they had to consider this amended bill they did not have the opportunity to discuss the consequences with a representative of the Federal Aviation Administration. The Federal Aviation Regulations generally prohibit employees from reimbursing their employer for the use of the aircraft. Therefore, the combination of the Federal Aviation Regulations, and the Internal Revenue Code, may combine to result in a prohibition of employee use of company aircraft for personal purposes due to its prohibitive tax cost.

### Understanding The Federal Aviation Regulations Issues

Federal Aviation Administration is concerned about public safety and exercises its authority by the issuance of regulations imposed on various types of aircraft operations. The highest level of regulation is imposed on commercial airlines, and the lowest level of regulation is imposed on

corporate operators who use their aircraft incidental to their primary business. Those who qualify as operators using their aircraft incidental to their primary business are prohibited from making substantially any charge to the provision of transportation services outside their business.

Charles Schwab was the Chief Executive Officer who had an investment firm operating under his name. His use of the company's aircraft for trips of a personal nature provided a significant benefit to him individually, and allowed him to stay in touch with the management of the company. Because it was a publicly-held company he did not want to be perceived as burdening the company with the cost of providing this service, nor did he seek an income tax windfall; and therefore sought an opinion from the Federal Aviation Administration as to his right to reimburse the company for the cost of this personal use. In Interpretation 1993-17, the FAA replied that "the ability of the company to communicate with him is in no way dependent upon charging him . . ." They further state "You also mentioned IRS considerations. Please be advised that interpretation and application of aviation safety regulations is not dependent on, or affected by, what may be consistent with IRS regulations." They concluded any reimbursement by Mr. Schwab for personal use of the company's aircraft would be a violation of the Federal Aviation Regulations, and therefore prohibited.

### What To Do Now?

At some point in the future, this well intentioned, misunderstood provision of the law will hopefully receive proper consideration by Congress. In the meantime, we must deal with it. There is little doubt when employers understand the significant potential income tax cost of allowing employees to use the aircraft for personal use as a fringe benefit, that use will be curtailed.

To the extent that aircraft is provided other than as a fringe benefit, it may be possible to avoid the new pro-rata deduction disallowance rule. Although the Federal Aviation Regulations generally limit the ability to reimburse for personal use, there are certain circumstances which reimbursement is allowed. For owner flown aircraft certain incidental use may be covered by a fair market value lease agreement. With professionally flown aircraft reimbursement may require prior

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permission from the Federal Aviation Administration as well as filing of documents and notification of the local Flight Standards District Office.

Reimbursement by an employee to an employer outside the provisions of the Federal Aviation Administration Regulations could result in not only significant fines, but also voiding of a company's noncommercial aviation insurance policy. Even when reimbursing within the confines of the FARs, it is likely that the liability will be shifted to the employee, increased federal excise taxes may be imposed, and record keeping is likely to become more stringent.

This recent change in the law does not by necessity result in the elimination of employee's use of a corporate aircraft; but the change does merit inclusion of an aviation expert in the tax-planning team. Through proper planning there may exist some opportunity to re-characterize nondeductible employee flights to business flights that meet both FAA and IRS requirements.

Louis M. Meiners, Jr., CPA, JD  
Indianapolis, IN

Louis M. Meiners, Jr. is an attorney, CPA and president of Advocate Aircraft Taxation Company. Advocate's practice is limited to serving the needs of owners and operators of aircraft. Mr. Meiners can be reached at (800) 787-8112, or [loum@advocatetax.com](mailto:loum@advocatetax.com).

This article is designed to provide information of general interest to the public and is not intended to offer specific legal advice.



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## Greetings from Pilatus Australia

Hello from Pilatus Australia! This is the first article of a regular series in the newsletter letting all FOPA members know what is happening in "The Land Down Under!"

To refresh the memory of those who may have seen an article by our Sales Manager, Sebastian Lip a while ago, and update for the ever increasing number of new members, I thought I'd give you a rundown on the Australian operation. The Company (all seven of us) is based at Adelaide Airport in the state capital of South Australia, a city of about one million people. From here we cover the whole of Australia. As a comparison the land mass of the USA is about 3.6 million square miles while Australia covers 2.9 million square miles. The population of the US is around 293 million compared to Australia's 20 million. So you can see we

cover about the same area but with a lot less potential buyers.

Looking at a map, we are in the middle, at the bottom of the country. This gives us the ability to fly east, west or north on business. The only thing south is the Antarctic. The Pilatus hanger and offices are side by side with the Royal Flying Doctor Service (Central Section) which covers all of S. Australia and the bottom half of the Northern Territory. This includes tourist areas of Alice Springs, Ayre's Rock (Uluru) and the Olga's

The RFDS was, as most of you know, the Pilatus PC-12 launch customer worldwide. We have built such a strong relationship, through our General Manager Terry Wesley-Smith, with the RFDS that they now have eighteen PC-12s throughout Western

Australia, South Australia, Queensland, and the Northern Territory. This is the largest fleet of PC-12s in the world. The Northern Territory Police also have acquired two aircraft.

Unlike in the US, we have so far not made a big impact into the corporate and private owner sectors where we currently have four aircraft. This is the area into which we would like to make a greater impact in the near future. While the market is a little different to the US, we believe because of the outstanding versatility of the PC-12 there are great opportunities for us in this sector. Australia is a country of vast open spaces with long distances between destinations. In fact, the perfect country for an aeroplane in which you can fly safely, at altitude, in comfort and quickly to land on dirt, grass or tarmac.

(continued on page 21)

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Orlando / Scottsdale / Vero Beach



(continued from page 20)

Sebastian and I have recently completed a sales trip that took us, over almost three weeks, from Albany in the far southwest of Western Australia to Hamilton Island in North Queensland. In the one day, we saw the sun rise on one side of the continent and set on the other, both at 30,000 feet, an experience to savor. We landed on every sort of strip imaginable from short dirt bush strips of 600 metres on wineries to international airports in capital cities. Our demonstrator PC-12, VH-PCE, handled it all with aplomb and reliability.

The clients included doctors, accountants, property developers, government agencies, police, geo-physical companies, farmers, auto traders, vintners and numerous others. Not one was disappointed by the performance of the PC-12. In fact, in most cases it far exceeded their expectations. Sitting in the back talking to the clients and fielding their numerous questions, I was constantly complimented on the smoothness and quietness of the aircraft. Sebastian, in the pilot's seat was similarly complimented on its ease of operation and state-of-the-art cockpit setup. The friendliness and hospitality of these potential owners make our jobs pleasant ones indeed.

In future articles, I'll try to keep you up to date with our travels around the country and sales progress into the Australian market. We extend an invitation to any PC-12 owners from the US visiting Australia to come and see our operation in Adelaide; a town worth visiting alone for the numerous fine wineries in the region!

Until the next edition, I wish you all safe flying.

Mike Lester - Marketing Manager  
Pilatus Australia Pty Ltd  
mikel@pilatus.com.au



King Island, Tasmania-Sebastian Lip (3rd from right), Mike Lester (5th from right)



www.pwc.ca

## A PERFECT BALANCE

At Pratt & Whitney Canada, research and development is at the heart of everything we do... and it works. Our commitment to R&D allows us to push the boundaries with advanced technology products and anticipate our customers' needs. Since 1994, we have developed and certified more than 40 new engines. A perfect balance of technology and reliability.

IMAGINE the POWER



**Pratt & Whitney Canada**  
A United Technologies Company

## Executive Air Charter in the PC-12

For years, PC-12 owners have extolled the virtues of their aircraft. As we complete our first year operating the PC-12 in air charter service, I have to emphatically agree.

Tradewind Aviation has operated several Grand Caravans and King Air 200s for some time. Owing to our experience with the single-engine turboprop, we were approached by an individual with a PC-12 on order. It seems that he was looking for the economies and ease of use of the single-engine turboprop and he wanted to know if I thought we could develop some charter revenue.

Initially, I was hesitant. Although we have had considerable success with executive charter in the Caravan, I attributed this largely to the low cost. It was my opinion that people who appreciated greater speed and pressurization would opt for the King Air 200. Boy was I wrong!

The PC-12 has developed into our most popular retail aircraft. Clients routinely request the plane, citing the cabin size, noise level and smooth landings as the reason for their choice. When the PC-12 is not available, we place our customers in the King Air. Invariably, they feel that they have been downgraded, even though the twin would have cost them 20% more!

A good portion of our business comes from charter brokers. The most traditional of the brokers have been reluctant to use the PC-12 because of the single engine. Heavy aircraft (Gulfstream,

Challenger, and Global Express) operators often cite their liability policies will not cover the PC-12. A little persistence and education paid off. We can carry substantial limits of liability insurance with the underwriters that cover the jets. That has gone a long way toward the acceptance of the PC-12.

Because of the versatility of the PC-12, there is never a standard trip. In the summertime, we find the plane in Nantucket, Martha's Vineyard or coastal Maine. In the winter, the plane is often on its way to Florida or the Carolinas. The interior is in the standard executive configuration with the ability to fit a 7<sup>th</sup> and 8<sup>th</sup> seat. This feature is very popular in the summertime.

The short-field performance makes the plane very popular for Fisher's Island, Newport and Block Island. This winter, the plane will spend a considerable amount of time in the Caribbean, servicing such locations as St. Barth's. We meet the heavy jets flying down from the U.S. and transfer their passengers on to the small airports in the same comfort they are accustomed to in their Gulfstream.

The availability of insurance was an early hurdle in the operation of the PC-12. With time, however, the underwriters began to appreciate the plane and we now pay the same as compared to our King Air 200s. All of our charter operations are accomplished with two crewmembers. This is mandated by our insurers and a virtual necessity with today's highly educated charter clients.

The aircraft is also owner-flown. Traditionally, this has posed quite a challenge for insurance. As a compromise, the owner must be accompanied by one of our company pilots. Far from being an annoyance, we find the aircraft owner appreciates having someone along to handle flight plans, weather, charts, ground handling, etc. I expect that with a couple of years experience in the plane, the insurers will let the owner off on his own.

All crews receive annual training at SimCom. We have found that the training is superb though geared much more toward the owner-operator. Because the SimCom simulators and program are not FAR Part 142 approved, we have to do all Part 135 checkrides in the aircraft itself. This extra time on the aircraft does make the training process more expensive than the school tuition itself.

The FAA has been extremely easy to work with in bringing the PC-12 on board. The newer serial number aircraft are properly equipped for charter use and most FAA inspectors are familiar with the requirements of passenger carrying under IFR with a single-engine aircraft.

Dispatch reliability has been near perfect. The folks at Atlas Pilatus Center have been great. Their experience in operating the Alpha Flying fleet has enormous benefits for our operation. Most parts are in stock and technicians are available at any time of the day or night. Due to the high usage rates, we elected to place the plane on an AAIP. This program, based on the Pilatus factory system, allows every other 100 hour inspection to be a "mini check". Inspection labor and more importantly down time are reduced.

Our experience with the PC-12 in Part 135 operations has been extremely positive. Passengers and crews love the plane and the operating economies have led me to consider replacing one or more of our Caravans with the PC-12.

Eric Zipkin  
President  
Tradewind Aviation, LLC  
Oxford, CT

## ANNOUNCEMENTS, NEWS, & NOTES!

### SAVE THE DATES!

POPA 2005 dates have been finalized! Mark your calendars for April 20th through April 22nd. The 9th Annual POPA Convention will be held at The Fairmont, in Kansas City, Missouri. The Fairmont is located on The Country Club Plaza, the city's most prestigious business, shopping, dining and entertainment district. "Save The Dates"! Don't miss POPA 2005!

KCAC at Johnson County Airport will be the host FBO and will offer to POPA members several specials such as a 15% discount on your next 100 hour inspection, a compressor wash and battery deep cycle, a wash, boot, and interior "spiff" for \$100, and a .50 discount of fuel.



CONGRATULATIONS TO POPA MEMBER  
OREGON AERO - OREGON AERO, INC.  
NAMED "OREGON HERO" BY STATE  
LEGISLATORS

SCAPPOOSE, OREGON - Citing the company's products that provide improved safety and comfort to individuals, including military personnel serving overseas, state legislators recognized Oregon Aero, Inc. as one of five "Oregon Heroes" at a tribute event at the Governor Hotel in Portland. This year, four individuals and one company, "Oregon Aero" were selected for the tribute. Representative Billy Dalto (Salem) nominated Oregon Aero.

An Oregon Aero product singled out during the recognition is the patented BLSS™ Kit (pronounced "Bliss" Kit), the Ballistic Liner and Suspension System in use by well over 100,000 military personnel in Iraq and Afghanistan. The BLSS™ Kit consists of seven pads and a four-point chin strap with integrated nape pad.

### FROM THE HOME OFFICE....

#### Membership Report

As of December 1, 2004, membership in POPA has reached over 210 FC-12s! Thank you to all the Service Centers and owners that have assisted in membership recruitment. As always, thank you to the entire membership for continued support.

If there are any issues you would like to see POPA address, please let me know. Our main purpose is to support you...the owners and operators of the FC-12!

#### POPA Directory

The Membership Directory will be ready for distribution in January. Please contact me at the POPA Home of fice to receive a copy. We have made every attempt to publish only those names that wished to be published. If your name is on the directory and you wish is removed, please let me know.

Laura Mason  
POPA Executive Director  
Tucson, AZ





# POPA MEMBERS

## Welcome New Members

### Pilatus Calendar 2005

March 31st - April 2nd  
LABACE  
San Paulo, Brazil

April 7th-10th  
Aero Expo  
Mexico City

April 12-18th  
Sun-N-Fun  
Lakeland, FL

April 20-23rd  
POPA  
Kansas City, KS

July 20-23rd  
ALEA  
Reno, NV

July 25-31st  
EAAA AirVenture  
Oshkosh, WI

September 24-28th  
IACP  
Miami, FL

September 15-19th  
Reno Air Races  
Reno, NV

September 14-18th  
M M O PA  
Groton, CT

October 3-5th  
A O PA  
Tampa, FL

October 15-17th  
N B A A  
New Orleans, LA

S/N #117  
N117WF

S/N #129  
N412KC

S/N #288  
N777JX

S/N #323  
N956PC

S/N #345  
N345RF

S/N #453  
N453PC

S/N #522  
S/N #531  
S/N #574

S/N #528  
N528EJ

S/N #539  
N539PC

S/N #553  
N553CA

S/N #561  
N561CT

S/N #562  
N562PB

S/N #563  
N563TM

S/N #564  
N724HS

David Biery  
Staunton, VA

Steve Waelfel  
Jeff Ungerer  
Topeka, KS

Frank Blatcher  
Dennis Ryan  
Wayne, PA

Steve Teerlink  
Salt Lake City, UT

Richard Frain  
Harold Booth  
Addison, TX

Bill Gibson  
Gerald Hosier  
Eagle, CO

Jacques Lemaigre du Breuil  
Grand-Duche  
Luxembourg

Ole Rommesmo  
Matt Lyon  
Harwood, ND

Donald Jenkins  
Ocala, FL

John Gray  
Debary, FL

Jess Bell, Jr.  
Lakewood, OH

Tim Searfoss  
West Branch, MI

Mike Tuetene  
Billings, MT

Gerald Holland  
Dan Lubas  
Ft. Lauderdale, FL

S/N #572  
N572PC

S/N #573  
N666GT

S/N #578  
N661WP

Tom White  
John Brager  
Lincoln, NE

John Ackerman  
Ashland, OR

Dianna Stanger  
Port Lavaca, TX

### ASSOCIATE MEMBERS

Joni Edwards  
WestStar Aviation  
Grand Junction, CO

Jean Moffit  
Scope Aircraft Financing  
Columbus, OH

## Newsletter Submissions

Members are invited to submit articles on any subject. Deadline are:

Issue	Period	Deadline
Spring	Jan.-Mar.	Mar. 1
Summer	Apr.-Jun.	Jun. 1
Fall	Jul.-Sept.	Sept. 1
Winter	Oct.-Dec.	Dec. 1

We reserve the right to edit, correct, or delete information to fit the newsletter format.

## Pilatus Pilot Roger Engel Logs 100th PC-12 Transatlantic Crossing

Pilatus pilot Roger Engel has completed his 100<sup>th</sup> transatlantic PC-12 crossing. On the milestone flight, Engel flew five legs. Starting in Bern, Switzerland, he made stops in Prestwick, Scotland; Reykjavik, Iceland; and Iqaluit and Thunder Bay, Canada before completing the journey at Pilatus' s U.S. headquarters at Jeffco Airport in Denver, Colorado. The total flight time was 21 hours and 18 minutes covering 5,435 statute miles (8,647km). The entire staff of Pilatus Business Aircraft was on hand to celebrate his arrival when he taxied in.



Engel, a veteran ferry pilot, has logged over 2,500 hours in PC-12s and has been ferrying aircraft from Switzerland to the United States for more than ten years. Introduced to aviation more than thirty years ago on a local hop in a Cessna 150, he has now amassed over 10,000 hours flying all types of aircraft. He currently flies PC-12s, helicopters, and other turbine aircraft, and enjoys teaching glacier flying in Switzerland.

## Alpha Flying Award!

Congratulations Alpha Flying! Alpha has 15 pilots who have over 1,000 hours in the PC-12. This is noteworthy that they now have accumulated over 35,000 hours as the only fractional operator using the PC-12. Once again, our congratulations to Alpha Flying and the Captains named below.

Richard Maloon	3,000 Hours
Kevin Hilit	2,000 Hours
Ryan Nugent	2,000 Hours
Pet Muffaletto	2,000 Hours
Richard Rice	1,500 Hours
Dana Blackshire	1,000 Hours
Kris Hill	1,000 Hours
Jerry Johnson	1,000 Hours
Michael VanSleet	1,000 Hours
Eric Parker	1,000 Hours
John Swanson	1,000 Hours
Everett Clark	1,000 Hours
Peter Dascoulis	1,000 Hours
Phillip Volk	1,000 Hours
Brandon Johnson	1,000 Hours
Robert Hasslebarth	1,000 Hours



Richard Maloon receiving his award for 3,000 hours from George Hamilton, Director of Training for Alpha Flying. Also pictured is Robert Hasslebarth.

THE PC-12 FOR  
CORPORATE FLIGHT  
DEPARTMENTS

Broomfield, CO. October 1, 2004 - Even though the Pilatus PC-12 is already the business aviation industry's top selling turbine aircraft, the Swiss company feels an even bigger market exists for its roomy, versatile, high-performance single engine turboprop.

Pilatus has launched a major marketing effort targeting corporate flight departments. The objective of this effort is to convince hundreds of turboprop aircraft operators that the single-engine turboprop PC-12 is the perfect fleet addition to provide companies with significantly improved mission flexibility. The PC-12 features a very large cabin, long range capability, short and unimproved runway operation, large cargo door for carrying bulky equipment and displays, and extremely low operating costs. This combination of performance, comfort, and utility is simply unmatched by any other aircraft on the market today.

Pilatus has a brochure titled Master The Mix, which outlines criteria for developing the ideal fleet mix. The brochure is available from Pilatus' website <http://www.MasterTheMix.com>.



Broomfield, Colorado. October 1, 2004 - Pilatus Aircraft and Honeywell are pleased to announce Federal Aviation Administration certification of an avionics package that enables the Pilatus PC-12 to meet the new Reduced Vertical Separation Minimum (RVSM) requirements that will soon be mandatory in most of North America for flight at high altitudes.

The mandate requires aircraft flying from 29,000 to 41,000 feet above sea level to be capable of controlling their altitude accurately enough that air traffic controllers can safely space traffic at 1,000-foot altitude increments rather than the present 2,000-foot spacing. The rule will take effect in the United States and Canada beginning January 20, 2005. RVSM requirements are already in place over northern Canada, Europe, Australia, the North Atlantic and the Pacific Ocean.

The PC-12 RVSM avionics system includes two next-generation AM-250 altimeters coupled to the KFC 325 Flight Control System's Altitude Pre-Selector and a dual pitot-static system. An RVSM system upgrade is also available for existing PC-12s. AM-250 altimeters can be purchased separately for aircraft already equipped with a KFC 325. Honeywell Authorized Sales and Service Centers or authorized Pilatus Centers can install the equipment.

PC-12 PROGRAM CONTINUES TO SOAR  
#1 IN SALES AND CUSTOMER SUPPORT

Broomfield, CO. October 1, 2004 - The year 2004 will go down in history as one in which many significant milestones were achieved by Pilatus Aircraft. It happens to be the 10th anniversary of the certification of the business aviation industry's market-leading PC-12 single engine turboprop. Later this year Pilatus will deliver the 500th PC-12, and the worldwide fleet is expected to surpass the 1,000,000 flight hour mark.

What's even more impressive is that 10 years into its production life, PC-12 sales continue on an upward climb. Pilatus led all turbine business aircraft sales in 2003 by delivering 61 PC-12s to retail customers. Pilatus hopes to maintain its industry leadership status again in 2004 with 70 worldwide PC-12 deliveries forecast.

A recent industry poll also indicates that Pilatus PC-12 customers remain extremely happy with their aircraft throughout their ownership experience. In the annual survey of Corporate Aircraft Product Support conducted by Professional Pilot magazine, Pilatus PC-12 operators voted the company #1 in after-sale support for the third straight year.



## WHAT PILOTS SEE WHEN THEY DREAM

*The High-Performance Pilatus PC-12.*



At Pilatus, we've met many pilots through the years. And though they fly all types of airplanes, most have something in common. They'd love to own a PC-12. For some, it's because no other aircraft—no single, no twin turboprop, no jet—combines the cabin size, range, and payload of the PC-12 with an operating cost under \$350 per hour. For others, it's because the PC-12 is a model of Swiss craftsmanship. We think there's an even simpler reason. We built it for people who love to fly. The Relentlessly Swiss PC-12. See one during normal waking hours at your nearest Pilatus Center.

270 KT CRUISE • 330 CU FT CABIN • 2,261 NM RANGE • 9 PASSENGERS PLUS PILOT

[www.pilatus-aircraft.com](http://www.pilatus-aircraft.com)

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## Non-Profit Status

The Pilatus Owners & Pilots Association has been granted exemption from income tax under Section 501(c)(7) of the United States Internal Revenue Code. The Internal Revenue Service (IRS) has classified POPA as a "social club" and has assigned Employer Identification Number (EIN #31-1582506 to our Association. A first-year return was filed in May, 1998. Future returns are filled in a timely manner in accordance with IRS-mandated rules. Annual dues are not deductible as a charitable contribution, but members will likely be able to deduct annual dues as a business expense. Consult your tax advisor for details.

## Disclaimer

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