



Flightline Aviation **June 2009**

Cessna – the chosen one

It's Cessna all the way at Ardmore Flying School and they wouldn't trade that for the world. Ardmore Flying School's Chief Flying Instructor Warren Sattler says there is simply so much to love about the 17-strong Cessna 172R fleet they have – and it's a fleet that has just been boosted by two more brand new Cessna 172R Skyhawks.

"They're incredibly safe, with a trustworthy handling nature and excellent slow flight characteristics. The Cessna 172R has a good solid construction too, which is an added bonus," says Warren, who started instructing in 1971.

Over the years he has taught thousands to fly and since the late 1990s, all have been in Cessna aircraft.

"We had a good look around and Cessna really did come out on top," says Warren. "Years of association with Brian Sutherland (Flightline Aviation's former Sales Manager) certainly helped, but the Cessna really is a stunning aircraft."

Ardmore Flying School initially bought five Cessna 172R Skyhawks and have added steadily to their fleet ever since. They only ever buy new. Warren says that from a business point of view, the aircraft is one that holds excellent resale value.

"If you were after a second-hand aircraft, it would be Cessna every time."

He describes the match between Cessna and the Textron Lycoming engine as "absolutely brilliant".

"With fuel injection, any problems associated with a carburettor are gone – Lycoming manufacture a good robust engine. We previously performed 50 hour checks, but now run in 100 hour cycles."

Ardmore Flying School is considered one of the biggest operations in New Zealand, boasting 37 instructors – including lecturers.

"We're not seeing too much spin-off from the much talked-about recession," says Warren. "Statistically it's proven that when a recession bites, people get out and educate themselves, because when those wheels

start turning again, they do so with vengeance." Meanwhile he lives in hope that one day, just maybe, Cessna will go back to producing light twin engine aircraft.



Ardmore Flying School and just a handful of its 17-strong Cessna fleet.

Flightline expands north

Flightline Aviation has expanded its services with a base on the North Shore.

The move adds another string to the bow of the company, offering engineering workshop services on both fixed wing and rotary wing aircraft from what were previously North Shore Aviation's premises.

Eastland Group's General Manager Aviation Gavin Murphy says it's an exciting step.

"This is another opportunity to grow our strengthening business and I hope we can carry on the dream of North Shore Aviation founders Jim and Sue Grimwood."

The business is based on North Shore Airfield, which is home to a significant

number of private and aeroclub aircraft.

"It's an area that is going from strength to strength," says Gavin.

There are a significant number of hangars already at the airfield, and more in the planning.

With the new base came five engineers and an administrator. Flightline Aviation's Dunedin Branch Manager Ray Hibbs will oversee the North Shore operation.

Flightline Aviation North Shore offers full engineering services with a link to the company's comprehensive parts inventory, along with Ardmore's Part 145 overhaul services.

Gavin is looking forward to meeting all the existing North Shore customers, and offering services to new clients in the north and west of Auckland.



Part of the **Eastland Group**

North Shore Airfield
Ardmore Airport
Christchurch Airport
Dunedin Airport

Postman Road, Gate 9, RD 4, Albany 0794, New Zealand
Corner Corsair & Cessna Lane, PO Box 72075, Papakura 2244, New Zealand
800 Pound Road, PO Box 14218, Christchurch Airport 8544, New Zealand
Airport Drive, PO Box 93, Mosgiel 9053, New Zealand

tel +64 9 426 8701 fax +64 9 426 0229
tel +64 9 295 0850 fax +64 9 295 0853
tel +64 3 359 7212 fax +64 3 359 7732
tel +64 3 486 2754 fax +64 3 486 2700

www.flightline.co.nz

Experienced parts department delivers

All aspects of parts sales and distribution have come under scrutiny from Ardmore Parts Manager Teresa Killian since she joined the company in late 2007.

"Our focus over the past 18 months has been improving customer service. This has meant our customers are experiencing more prompt sales service, efficient dispatching of parts including backorders, same day receipting of inwards/outwards goods, and punctual processing of core returns and warranties," says Teresa.

Streamlined systems have enabled the knowledgeable and experienced parts team to provide exceptional customer service.

Sounds Aero Maintenance's General Manager Craig Anderson supports

Teresa's view, saying they have seen a dramatic improvement in customer service at Flightline Aviation's Parts Department over the past year.

"The personal service we receive, and the knowledge that someone actually cares about our day to day requirements, is a very good reason for us to keep using Flightline Aviation as our preferential parts supplier."

Teresa says huge gains have been made with Flightline Aviation's South Pacific customers, largely

due to improved export documentation and better communication.

"While we've come a long way, we're certainly not resting on our laurels. It's all about making improvement after improvement here. Customer service is an attribute that we want to be famous for and that's our primary objective," she says.



Flightline Aviation's Ardmore Parts Manager Teresa Killian with Logistic Administrator Michael Collier.

Quarter century with Flightline Aviation

Ask Branden 'Doc' Dougherty (right) just what the best part of his job is and he'll tell you it's the people.

The Dunedin based Aircraft Tradesman has just completed 25 years with Flightline Aviation – albeit in its different guises.

Doc previously worked on both fixed wing and rotary wing, but now sticks to helicopters, specialising mainly in Hughes and Jet Rangers.

"But I can work on anything," he says with a laugh.

Doc says it is the variety of his work that keeps it so interesting.

"I seem to learn something new every day and it's a field that is filled with interesting people and work."

There are six specialised workers in the



helicopter section at Flightline Aviation's Dunedin branch.

"They're a good bunch of people that's for sure," he says, "and Flightline Aviation is a good company to work for too."

Doc, whose two children are now in their twenties, is considered a bit of a Southern Man, loving nothing more than to get out in the region and do a spot of trout fishing, or spending time with his wife Liz in their Outram garden.

Trusty 300 wears a big brand

Schweizer Aircraft Corporation has been rebranded as Sikorsky Global Helicopters.



The newly named company will comprise current Sikorsky aircraft platforms S-76®, S-92® and H-92™ helicopters; Schweizer Aircraft platforms S-300c™, S-300CBi™, S-333™ and S-434™ helicopters; and all operations of Keystone Helicopter Corp. and Associated Aircraft Group (AAG).

"This historic decision supports Sikorsky's strategic vision to continue its exceptional growth path, become more global, and sharpen its business unit focus on specific customer segments," says Marc Poland, Executive Vice President of Sikorsky Global Helicopters.

"This growth continues to mean more opportunity for all of Sikorsky's stakeholders, both internal and external, and represents yet another step forward for the comprehensive Sikorsky brand."

As part of the initiative, Schweizer commercial products will take on the Sikorsky name and corporate association, but continue its operations in Horseheads, New York. Schweizer will remain as an entity and location in Elmira, New York. Keystone Helicopters will continue to offer engine and helicopter services in Coatesville, Pennsylvania.

AAG will continue to operate charter, fractional and aircraft management services in New York. Sikorsky Global Helicopters will engage in the manufacturing and completion of Sikorsky commercial helicopters at the Pennsylvania location.

Sikorsky Aircraft Corp. is a world leader in helicopter design, manufacture and service.

Survey winner

Pete Moore of Gisborne Helicopters was the lucky winner of our December survey draw.

Flightline Aviation's Marketing and Sales Manager Chris Barry thanks everyone who took the time to complete the survey and congratulates Pete on his win.

Totally hooked on Cessna

By Clive Stephen

For me, aviation started later in life.

In 2002, I was 54 and it seemed the right time to learn to fly – something I had always wanted to do. I approached the Kapiti Aero Club, told them how old I was, and asked if they could teach me to fly. The answer was, “Yes!” and one year later I had a PPL and was let loose in the skies over New Zealand.

Apart from a very brief stint in a Piper Cherokee, all my training was in Cessna aircraft, starting with the 152 model then the 172 model.

By 2004 I was hooked on flying. I knew I still had plenty to learn but wanted my own aircraft. Brian Sutherland (Flightline Aviation’s former Sales Manager) introduced me to a new Cessna 172; it had all the bells and whistles and before long, ownership of an aircraft was a reality. Libby and I flew the 172 to many parts of New Zealand and used it mostly for VFR cross country flights.

In late 2006, after using the new Garmin G1000 glass cockpit, I decided this was for me and ZK-TOT was born – a Cessna 182 which had it all...the best

in avionics, all bundled up in the tried and proven Cessna airframe. With ZK-TOT we continued flying VFR around the country. Our 182 is the ultimate machine. The Garmin G1000 system makes the Cessna 182 a fully IFR aircraft, complete with horizontal and vertical navigation, full flight planning and GPS receivers (yes - two of them) suitable for precision approaches. In fact the only part in the system that didn’t measure up was me. I decided to shape up and in 2008 I completed my instrument rating – not easy, but with a good instructor I finally got there.

Now most of our flying is IFR, with the Garmin G1000 glass cockpit for guidance. The sight of our destination runway stretched out in front after breaking out of cloud on the instrument approach always gives me great satisfaction and a real sense of achievement.

I fly only for recreation. I check the weather thoroughly before I fly and if I don’t like it, I have the luxury to say,



Clive Stephen doing what he loves most...flying his Cessna.

“No, I’m not going.” I am however totally confident that my Cessna 182, with all its special features, will get me there every time, safely and without hassle.

Better understanding for all

Ongoing product support is a critical consideration when investing in an aircraft.

Flightline Aviation demonstrated their commitment to customers by holding a free Garmin G1000 Line Maintenance Course.

Flightline Aviation’s Marketing and Sales Manager Chris Barry said the course provided Cessna G1000 operators with more knowledge of how Garmin avionics work and how user-friendly the technology is.

The two day course attracted a wide range of Cessna owners and operators, ranging from those who fly the 172R right through to the Citation Mustang.

Proud Cessna 172SP owner Dave Weggery attended the course.

“My friend Jed and I really enjoyed this course which was professionally conducted by Eric Yoong of Garmin Singapore. We found Flightline Aviation’s organisation and hospitality first class. Although a maintenance course, we were able to gain valuable information on how to better understand and troubleshoot alerts.”

For more information on Cessna aircraft and Garmin G1000 avionics, contact –

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Newbies on the block

Ardmore

Aircraft Tradesman **Anton Rutkowski** joined the team late last year, and is licenced to work on both fixed wing and rotary wing aircraft. Anton, who moved with his family to New Zealand from South Africa, has worked in the aviation industry since 1996.

South African immigrant **Graydon Potgieter** was appointed to the position of Warehouse Supervisor in April. Prior to joining the team Graydon worked in the stores/logistics sector of the South African Air Force.

Trainee Engineer **Chris Dunand** knew general aviation was the way to go after he completed a pre-employment level three engineering course. He joined the team at the beginning of the year and is concentrating on getting his apprenticeship completed and licence in hand.

Logistic Administrator **Michael Collier** has 15 years experience in the customs

and freight industry to his credit. Michael’s skills and experience from his past position have flowed seamlessly into his new job.

Dunedin

Stores Person **Lisa Hart** joined the team in March, providing efficient parts service to customers and staff alike.

Geoff Officer, who has been with the company just over a year, recently became a Licenced Aircraft Maintenance Engineer, with fellow engineer **Phil Hoogenboom** gaining his ratings meaning he can now sign out fixed wing aircraft after service.

Two new qualified Rotary Wing Engineers from South Africa have joined the team – **Ian Hart** started in November and **Cecil Knight** in January. Both moved to New Zealand with their families.



Aircraft FOR SALE

2007 Cessna 172SP

The Legendary Skyhawk. Best selling, most flown aircraft, ever! 180 hp Lycoming. Garmin G1000 glass cockpit, 2 axis auto pilot, leather interior, front seat Amsafe inflatable seatbelts.

NZ \$405,000+GST



Aircraft FOR SALE

Robinson R44 Raven II DEMONSTRATOR

This is your opportunity to secure a new Robinson R44 Raven II at an exceptional price. Observation bubble windows, ground handling wheels, corrosion protected, GPS, and lots more.

NZ \$615,000+GST



Aircraft FOR SALE

Cessna 182T DEMONSTRATOR

An exceptional blend of speed, range, safety, capability, price, and cost of ownership has made the Cessna 182T a Kiwi favourite. Garmin G1000 with fully integrated GFC700 Auto Pilot, 2007 model, less than 100 hrs TTSN.

NZ \$530,000+GST



Aircraft FOR SALE

Cessna 172SP DEMONSTRATOR

2006 model Skyhawk with Garmin G1000, 2 axis auto pilot, along with all the features that make the 172SP so impressive. An excellent purchase opportunity in new condition with less than 100 hrs TTSN.

NZ \$385,000+GST

For more information contact: Chris Barry Direct dial: 09 295 0859 Mobile: 021 844 490 Email: chris.barry@flightline.co.nz

Scholarship a huge help

Matt Dean has aviation in his blood, so it's probably not surprising this hard-working 18 year old is the 2009 Flightline Aviation Engineering Scholarship winner.

Matt hails from Mosgiel. His father Peter was a commercial helicopter pilot for Helicopters Otago, in Dunedin, so aviation was always going to feature in Matt's life.

Matt is in his first year of aircraft engineering at NMIT – something that pleases his dad.

"Dad is happier that I'm studying engineering rather than flying," says Matt, who was head of hostel and a

school prefect at Waitaki Boys' High School in Oamaru.

The Flightline Aviation Scholarship is worth \$3,000.

"It's a huge help," says Matt. "Fantastic actually. I'm very driven to do well in my studies and this scholarship takes some of the financial pressure off. As well as the money, the scholarship gives me the opportunity to work at Flightline Aviation in Dunedin during the holidays."

Eastland Group's General Manager Aviation Gavin Murphy says he's very pleased to award the scholarship to such a deserving recipient.

"It is essential that the industry gets behind training the next generation of engineers, and we look forward to seeing Matt at Flightline Aviation during his holidays to put his new skills and knowledge into practice," says Gavin.

And Matt is already looking into the future, planning to get his LAME (Licenced Aircraft Maintenance Engineer) qualification once he finishes his two year course.

