



Blackhawk News

A Quarterly International Newsletter Published For The Blackhawk Family

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Blackhawk 2008 Top Seller of Pratt & Whitney PT6A Engines



Eva Azoulay (R), Director-Commercial Service Centre Network, Pratt & Whitney Canada, congratulates Blackhawk executives Lynnette and Jim Allmon for record sales in 2008.

Performance, value and customer-centered service has propelled Blackhawk to the rank of top non-OEM seller of Pratt & Whitney engines for 2008. Eva Azoulay, Director-Commercial Service Centre Network, Pratt & Whitney Canada, commented on Blackhawk's success. "P&WC is proud to count Blackhawk as one of its esteemed PT6 customers. We congratulate the Blackhawk team on their market leadership."

As the leading aftermarket turboprop engine provider in the world, Blackhawk recounts the many elements to their success. "We consider Blackhawk owners family. We focus as much attention on existing customers as we do on potential customers which has been critical in our success and rare in this industry," said Jim Allmon, Blackhawk president and CEO. "In addition to the heightened performance Blackhawk owners enjoy, our staff works seamlessly together with our dealer network to ensure customers' needs are met on every level."

The Liberty Belle Story



A member of the Blackhawk family helps to make history with a trans-Atlantic flight to accompany the Liberty Belle.

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Q4 2008



From The Cockpit

Jim Allmon, President
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Jim Allmon, CEO & President of Blackhawk Modifications, is an experienced pilot with 8,000 hours total time and more than 25 years experience in aviation sales and marketing.

End of Times or New Opportunities?

I'm a "glass is half full" kind of guy. So when I read over and over how the sky is falling I try to look for the silver lining. If I didn't, I couldn't be in the aviation business. As I read the never ending bad news on the economy, I am reminded of a similar time in the early 80s. I was a young, struggling pilot fresh out of flight school, hoping to get a job flying ANYTHING. Interest rates were over 18%, the Dow was around 1100 and unemployment was over 9% ergo - the economy was much like it is today.

In 1983, airplanes were on the sale block by the thousands. Used-airplane prices were plummeting to the point that the OEMs were ceasing production on most turboprop and piston twin models. Cessna, Rockwell, Swearingen and Mitsubishi would all end production in 1985-1986 due to the economy. With the exception of a few Cheyenne IIAs and IVs, only Beechcraft would trudge on alone in the corporate twin turboprop world.

Having spent a year making less than \$500 a month as a flight instructor, I was contemplating going to truck driving school when fate would smile on me at last. A local aircraft salesman offered me a job ferrying his sales airplanes around the country for demos and to the various shops for paint, interior, avionics, etc. In between ferry flights I would answer phones, wash airplanes, and learn the aircraft sales business. I was able to fly a myriad of different aircraft, some with no more check out than a quick perusal of the flight manual before I charged off into the wild blue hoping that the blind luck of a rookie pilot would carry me through.

I learned a lot about flying during those years, but I also learned a valuable lesson on economics that has served me well: **"the profit is in the buy, not the sale"**. Of course knowing how much to pay is a true art form and few aircraft salesmen were masters at it. They knew when the time was right and bought distressed planes by the handful. As the economy roared back to life in the mid to late 80s, many savvy aircraft dealers made fortunes and are still successful dealers today.

2009 is sure to be a difficult year for all industries; however, it has the makings of creating some windfall years for 2010-2011. The difference now is that interest rates, unemployment and inflation are far lower today and the emerging economies of China, India and other areas are something that wasn't around 20+ years ago. 2009 could prove to be a huge money maker for those with the foresight and courage to take some risks. Not since 1983 have I seen a market so ripe for the picking. Used aircraft prices are well below even the new adjusted book value and I believe they have nowhere to go but up. Even if you have to hold a plane for a year or two, so what? Fuel prices are coming down, interest rates are so low financing is almost free and the airlines are still the miserable experience they have always been. Rather than stick your money into the stock market that is on the roller coaster ride of the century, why not put it into an airplane that is fun, useful and might even make you some money in a year or so? Beats the heck out of your 401k!

If you already have an airplane, now is NOT the time to sell. Why sell at a deflated price when the holding costs are far less than the hit you will take now? There has never been a better time to fix your plane up - new paint, interior, avionics and, of course, Blackhawk engines. Everyone is willing to deal these days so take advantage of the bad economy and make your plane a cream puff that will bring top dollar in a year or so. While you're waiting for the market to bounce back, enjoy your plane and let the earthbound mortals worry about the stock market.

It's the proverbial "no brainer".



Owner Showcase
Kyle McMahan LJ-814

The Yanks Are Back!

by Wes Sarginson

It's not everyday that our Blackhawk engines play a major role in an historic adventure. In late June and the first half of July, Kyle McMahan of Atlanta had just turned his 1979 King Air into what he calls a "King Air and a half" when he was invited to escort the beautifully restored Boeing B-17 Liberty Belle WWII bomber on a crossing of the North Atlantic. Not just any crossing, but a replica of "Operation Bolero".

Early on in WWII, German U-Boats had been sinking cargo ships loaded with American aircraft. The only answer was to fly them over the North Atlantic to England. The route chosen



Tulsair Beechcraft, Inc., located at Tulsa International Airport (KTUL), was established in 1945 and is still owned and operated by the same family. It has grown into the premier FBO, aircraft sales and service facility for Hawker Beechcraft products. Tulsair services the Midwest, Southeast, and Southwestern United States. It occupies six hangars and 70,000 square feet of floor space on the west side of Tulsa International Airport. It has become the favorite FBO of customers who demand the highest in quality service and aircraft maintenance.

For more than six decades, customers of Tulsair Beechcraft, Inc. have benefited from recognized maintenance capabilities giving them strong confidence in their products and services. Tulsair's 63 years as a Beechcraft, Raytheon, and now Hawker Beechcraft Service Center, enables them to receive the advantage of expertly trained personnel, authentic Hawker Beechcraft parts, and factory support.

Tulsair's Avionics Department holds an STC for Digital EFIS and TCAS II in King Airs as well as installation capabilities for major avionics manufacturers in any type aircraft. Tulsair Beechcraft is a distributor/installation center for Collins, Century/Mitchell (Edo-Aire), Honeywell, King, Bendix, and Garmin flight control systems.

Tulsair is also an approved facility for Pratt & Whitney PT6 and JT15D series and PW530A/535A power plants as well as Teledyne Continental. Tulsair is proud to be an approved dealer for Blackhawk and other value added upgrades.



Their Parts Department is noted for being extremely competitive in both the domestic and international marketplace. They are a distributor for Hawker Beechcraft, Teledyne Continental Motors, and many other vendors. Also, there is NO SALES TAX.

Phillips 66 just recognized Tulsair Beechcraft for their 60 year association as a Phillips 66 Aviation Performance Center. They invite you to visit their recently remodeled facility for great service and competitive fuel prices.

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was Presque Isle, Maine; to Goose Bay, Labrador; to a secret refueling strip at Bluie West 1, now called Narsarsuaq, Greenland; on to Reykjavik, Iceland; Prestwick, Scotland; and finally to fighter and bomber bases in rural England. Kyle's mission would be retrieving parts for the bomber and flying in formation to support two high definition camera crews documenting the trip.

"The two landings in Greenland were as much fun as I've ever had with my clothes on," quipped Kyle. "In the first one, both planes cruised up the fjord to the airstrip between 6,000-foot-tall mountains. You can't fly low to the water because icebergs that break off the glaciers rise up 30 to 40 feet. Sometimes your prop wash will turn one over, sending a multi-ton chunk of ice skyward. The first landing was a relief when the wheels touched down, but

the second landing, coming back home was a nightmare. We had cloud cover from 18,000 feet down to 6,000 feet, fog in the fjord, and all around us, mountains. We descended in the hold over the field in IMC till we saw the runway from 6,000 feet MSL, put a boot in the rudder, and dropped in a sideways slip, nailing the VASI intercept on final."

"I was proud to play a part in documenting this trip," reports Kyle. "I was also proud of my new Blackhawk engines. The increased power and speed over the original equipment make those long legs over frigid water possible and comfortable for all of us."

The documentary is available from the Liberty Foundation.org.



Shop Talk

Mike Moore, Technical Services Manager
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It's Time
For Some
Shop Talk!



INSTRUCTIONS! WHAT INSTRUCTIONS?

One of the tag lines the marketing department here at Blackhawk uses is "a simple bolt-on installation." Of course, that doesn't mean that it will be the same as installing the original engine, but with Blackhawk's "fine tuned" installation instructions, it can be. Rest assured that Blackhawk surveys and monitors all installations, over 200 to date. If there are glitches we quickly address them. If an installation facility is not living up to Blackhawk standards we help them achieve those standards. We do our best to work with any shop of the customer's choosing. However, Blackhawk's control of a modification installation could be restricted if the customer chooses a non-network installation facility.

equipment available that Blackhawk cannot possibly foresee all of them, though we do our best. While we at Blackhawk do our best to cover all possible scenarios in the installation instructions, it is still assumed that the installation mechanic will use sound judgement along with his experience, skill, and best shop practices in addition to the applicable information from the airframe and engine maintenance manual to ensure a professionally installed, properly performing, upgrade. If problems do arise, then our on-staff technical support team at Blackhawk will do whatever is necessary to assist in resolving the issue.

**Blackhawk
surveys and
monitors all
installations, over
200 to date.**

Our STC package includes instructions and drawings for the installation mechanic and a copy of the same drawings and instructions along with the other required documents for the permanent aircraft logs. FAR 65.81(b) says that you must understand the instructions for the specific operation concerned. Just because you may have installed a Blackhawk upgrade previously does not mean you will not need to evaluate the next installation; each aircraft is different and we do revise our drawings and instructions as needed to improve our product as well as simplify the installation.

While it is the installation facility's responsibility to deliver a professional product to their customer, it's the aircraft owner's responsibility to choose a facility with the experience, personnel, and equipment to accomplish the task as expected, not just one that will give the owner the lowest quote. Time and time again the installations with the most problems have been with shops that may be great piston shops or may even be a good King Air routine maintenance shop, but have little experience with a complex modification. Blackhawk has an extensive distributor and installation network to ensure the best possible completion with the fewest problems.

There is a statement on all STCs which says, in effect, that it is the installer's responsibility to determine whether this design change is compatible with previously installed modifications. When you agree to modify a customer's aircraft, he has an expectation that you will appropriately return his aircraft to service after the work is finished. There are so many combinations of other upgrades and

Remember, I'm always available to answer questions. I also have a short questionnaire to help you evaluate possible install or maintenance facilities, if you would like a copy give me a call or send me an e-mail. Happy Travels.



On The Horizon

Future Upgrades! Caravan SXP_{42A} • Cheyenne III XP₄₂ • King Air B90 XP₂₈

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