

# DUNCAN INTELLIGENCE

Dedicated to "Perfecting the Craft" • Edited by Jeff Manion • Summer '98

## Aircraft Sales And Acquisitions

Selling your Hawker can be a stressful time, and what can be even more stressful is buying a pre-owned aircraft. Some of the stress from both of these situations can be greatly reduced at the Pre-Buy evaluation.

When selecting a facility for a Pre-Buy evaluation, look first for a company that can be recommended by other operators. The facility should be full service, complete with engine and avionics diagnostic capabilities. Other overlooked qualifications include import and export services and on staff DAR services.

All of the above, with the right Pre-Buy evaluation check list, developed through years of experience, will help you select a high quality pre-owned aircraft and a quality service facility.

## Pitot Static Drains

Many Hawkers have their Pitot Static Drains plugged. Raytheon currently calls for draining them at 24 month intervals, making the drains operational again. This frequency may change in the future.

## Messy Hawker Potty?

Tired of manually servicing your potty? Many operators install an external potty servicing capability to their aircraft. Cost is reasonable and optional servicing carts are available.

## FMS Upgrades Still Going Strong

FMS upgrades are still going strong on Hawkers and because operators want higher reliability, less weight and more accuracy, GPS is the system of choice. We have seen a push for EGPWS. The latest word from AlliedSignal is that they are now adding man-made obstacles to the terrain data base, which has really caught the interest of pilots for that terminal phase of their flight.

Passenger entertainment system requests seem to be the norm on most projects now. With the new flat panel monitors coming down in price, an entertainment system is now a viable option for passengers.

What's in the future? How about worldwide telephone communications for under \$35k. It won't have the capabilities of the \$400k systems, but it's designed for smaller fuselages and works well in Hawkers.

For more info, please contact Gary Harpster at 1.800.228.4277.

## Does Your Hawker Leak?

Duncan techs recommend aircraft in a Pre-Buy or major inspection, comply with a cabin leak rate test.

Many Hawkers experience excessive leak rates in the dump valves, windshield areas, and antennas. Fuel leaks in the landing gear trunion area are also found on many Hawker 700, and 800 models.

## Life's "LITTLE" On The Road Frustrations

Many times operators run into difficulty with their aircraft while on a trip. This can create many uncertainties. Who should be called? What can we do to get back in the air? What if we need a part? Can it be ferried? And finally, is there a reputable facility that can help? All of these thoughts will probably go through your mind sooner or later.

To help ease these concerns, **PLAN AHEAD.** Find out which facilities have dispatchable crews that can help if you're faced with one of these situations. Quality, full service facilities often have crews to dispatch at a moments notice. These crews are backed with tooling, parts, and numerous services to quickly return your aircraft to an airworthy condition.

## APU Replacement

Many Hawker operators have asked us to design a replacement APU for 400-800 series aircraft. Their complaint is two-fold: "The APU has too many operational restrictions and maintenance access is difficult." Our engineering teams are considering a new APU powerplant that can offer significant technical and operational improvements for Hawkers. If you have comments or suggestions about this project, please feel free to contact us.

*For Hawker technical info, we have the experts. Our Hawker Team consists of tech reps and technicians with experience in airframe/engine, interior/exterior completions, avionics installations, component repair and parts.*

In Lincoln, contact **Jeff Manion** at  
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In Battle Creek, contact **Pete Kilmartin** at  
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**Stop by our Booth at the Hawker M & O in Hilton Head**

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AVIATION**

