



Approach

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You Are One of Our "Select Fewer!"

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Ken Paul
VP Sales & Marketing x115

Your S-TEC dealer agreement has improved in value since the reduction in the number of S-TEC dealers world-wide. The dealers who did not have the investment that you have made, and who have not performed for us, are no longer part of our dealer organization. The net result should be that you can now enjoy greater profits when you sell the S-TEC product line.

Benefits like this never come without a price. Our expectations for your performance and the performance of all other S-TEC dealers is now higher than it was before. We obviously believe you can meet our increased expectations or we would not have kept you as a member of the organization.

The most important expectation is that our minimum goal for all dealers is \$20,000 in sales each and every year. That's 6 1/2 System Twenty's or 2 1/2 System FiftyFiveX's. Not too tough a goal to meet. This goal will be reviewed on an annual basis.

Additionally we will be executing a new dealer agreement with each of you within the next 90 days. Upon our receipt of the new executed agreement

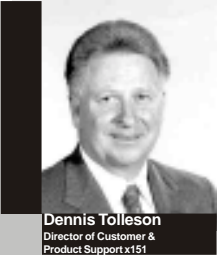
you'll get a new sign for your shop and you'll be able to buy additional signs as well.

The requirements of the new agreement will be:

- Insurance - \$1Million Products
- Liability
- Must be Internet Capable E-mail account mandatory
- You must have an airport location suitable for autopilot installations
- You must hold a Class I & II
- Radio Repair Station
- You must agree to provide support for our OEM sales
- You must execute our Warranty Documentation
 - Must file on all installations
 - Copy of 337 attached
- You must agree to bring test equipment up to date
- Any satellite facilities of yours will require a separate approval
- All S-TEC installations must be signed off by your CRS, not an AI

We certainly hope you appreciate our efforts on your behalf, because the cancellation of dealers that didn't meet these requirements brought us a lot of criticism and heartburn. In spite of it all, we know we have done the right thing for you, our dealers, which will ultimately mean we did the right thing for Meggitt Avionics/S-TEC.

THINGS TO CONSIDER WHEN QUOTING AN AUTOPILOT INSTALLATION FOR A CERTIFIED AIRCRAFT



Dennis Tolleson
Director of Customer &
Product Support x151

Autopilot installations are defined as a major airframe modification and they must be FAA approved for certified aircraft. Installations performed by an airframe manufacturer are usually approved under their Type Certificate (TC) or Production Certificate (PC). Installations in the field must be conducted under a Supplemental Type Certificate (STC).

Before quoting an autopilot installation in a certified aircraft there are several things to consider about the aircraft that may effect the autopilot STC. These things need to be investigated thoroughly before agreeing to do an installation and placing an order for the system.

STC's usually only cover standard configuration aircraft unless specifically stated otherwise in the Supplemental Type Certificate. If there are exceptions to the STC it will so state in the Supplemental Type Certificate and normally list the STC number of the approved modification.

Some of the airframe modifications that may affect au-

topilot STC's are STOL kits, engine conversions, extended range fuel tanks (internal and external), floats, skis, tail wheel conversions, wing tip mods, strakes, turbulators, gap seals, root fairings, cabin modifications, vortex generator, and gross weight changes.

The dealer STC Directory contains a list of FAA approvals of S-TEC autopilots available for installation by aircraft. Footnotes are listed under the applicable kit or ST numbers to aid the dealer with questions such as the use of approved aircraft modifications with the specific STC in question. Other things covered in the footnotes include aircraft serial number effectivity, additional parts that may be required outside the hardware kit such as bell cranks or trim cables, and a host of other things that could effect the installation itself. We strongly recommend reviewing these notes anytime you are quoting a system. If the footnotes are not clear or you have a specific question that is not addressed, please call Customer Support and we will make every effort possible to ensure all of your questions are answered thoroughly.

Technician's Bench S-TEC Display Upgrades



Butch Nimmo
Asst. Mgr Product Support x232

The System FiftyFiveX was introduced with a display that has improved daylight readability, contrast ratio, and viewing angle. We have received numerous requests to upgrade older System 55's and Altitude Selector Alerters, which utilized the "Gold" displays. These older "Gold" displays tended to washout in direct sunlight and had viewing angles that limited the installation options in many aircraft. The same requests have been received concerning the older System 65 "Gold" displays.

Meggitt Avionics/S-TEC would like to announce the availability of these display upgrades. These upgrades are available through our Product Support Department. They are not available as a kit to be field installed.

P/N Eligibility

System 55

01192-(-)(-)
01188-(-)

Altitude Selector Alerter

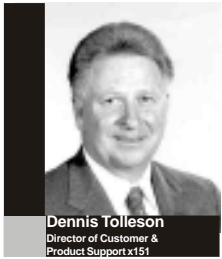
0140-(-)

System 65

0141
0142-(-)

Continued on page 4

2003 Autopilot Dealer Price List & STC Directory



By now, all of you have most likely received or will be receiving Sales Memo No. 1-03 referring to the 2003 Autopilot Dealer Price List & STC Directory. The following article has excerpts of the sales memo mailed to you prior to the end of the year. It's content is important and should be reviewed.

Sales Memo No. 1-03

Date: 12/16/02
To: Meggitt Avionics / S-TEC Flight Control Dealers
Attn. Sales Department / Avionics Manager
From: Dennis Tolleson
Subject: 2003 Autopilot Dealer Price List & STC Directory

We are pleased to report that the ST-361 Flight Director P/N 6413-() is now available through Castleberry Instruments & Avionics in Georgetown, Texas. BF Goodrich sold Castleberry Instruments & Avionics to BDB Aviation Services LTD on October 31, 2002. BDB Aviation Services LTD is doing business as Castleberry Instruments & Avionics. Their shop is now up and running and FAA approved. The hardware kits required to interface the 6413-() Flight Director to the various Meggitt Avionics/S-TEC autopilots are available through S-TEC. The hardware kits are listed on page 16 of the new Dealer Price List. Please note the new address and telephone/fax numbers for Castleberry Instruments & Avionics.

Castleberry Instruments & Avionics
505 South Terminal Drive
Georgetown, TX 78628

Telephone 512-869-2210
Fax 512-869-2209

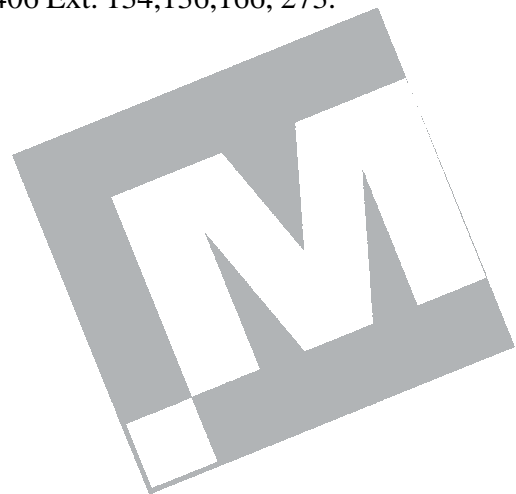
Effective immediately, all orders placed with Meggitt Avionics/S-TEC must be submitted in writing. Likewise, any revisions to existing orders or cancellations must be submitted in writing as well. Cancellation notifications must be received a minimum of four (4) working days prior to the

scheduled ship date or cancellation fees will apply. Customer Support will send written confirmation to the dealer of any correspondence received regarding orders or changes to orders. If the dealer does not receive written confirmation from Meggitt Avionics/S-TEC within a 24-hour period, it is the dealer's responsibility to follow-up and ask for written verification to ensure the order or cancellation request was received and processed. This process has become necessary to ensure your order is processed efficiently and accurately. All information must be complete, or your order may be delayed. No autopilot system orders will be accepted without written confirmation.

Below are the autopilot upgrades available beginning January 1, 2003. The new Autopilot Dealer Price List covers some of the upgrade prices on page 15. Please contact Customer Support for pricing on upgrades that are not listed on page 15 of the Autopilot Dealer Price List. Meggitt Avionics/S-TEC will not honor upgrade requests, other than the ones listed below:

System 20 can be upgraded to a System 30 or 55X
System 30 can be upgraded to a System 55X
System 30ALT can be upgraded to a System 30 or 55X
System 40 can be upgraded to a System 50 or 55X
System 50 can be upgraded to a System 55X
(No upgrades available for a System 40/50 to a 60-1, 60-2 or 65)
System 60-1 can be upgraded to a System 60-2 or 65
System 60PSS can be upgraded to a System 60-2 or 65

If you have any questions regarding the subject matter please contact Customer Support at 800-872-7832 or 940-325-9406 Ext. 134,136,166, 273.



Upgrade Prices are as follows:

System 55, P/N 01192-(-)-(-)

<u>P/N</u>	<u>DESCRIPTION</u>	<u>LIST PRICE</u>
4974	EL LAMP	\$ 39.90
5750	DISPLAY	\$ 140.00
	LABOR 2.0 Hr@ \$75.00	<u>\$ 150.00</u>
	*TOTAL	\$ 329.90

System 55 Remote Annunciator, P/N 01188-(-)

<u>P/N</u>	<u>DESCRIPTION</u>	<u>LIST PRICE</u>
4976	EL LAMP	\$ 18.24
5751	DISPLAY	\$ 140.00
	LABOR 1.0 Hr@ \$75.00	<u>\$ 75.00</u>
	*TOTAL	\$ 233.24

Altitude Selector/Alerter, P/N 0140-(-)

<u>P/N</u>	<u>DESCRIPTION</u>	<u>LIST PRICE</u>
4977	EL LAMP	\$ 20.33
5752	DISPLAY	\$ 32.70
	LABOR 1.5 Hr@ \$75.00	<u>\$ 112.50</u>
	*TOTAL	\$ 165.53

System 65 Remote Annunciator, P/N 0141

<u>P/N</u>	<u>DESCRIPTION</u>	<u>LIST PRICE</u>
4976	EL LAMP	\$ 18.24
5762	DISPLAY	\$ 35.10
	LABOR 1.0 Hr@ \$75.00	<u>\$ 75.00</u>
	*TOTAL	\$ 128.34

System 65 Programmer, P/N 0142-(-)

<u>P/N</u>	<u>DESCRIPTION</u>	<u>LIST PRICE</u>
4983	EL LAMP	\$ 38.20
5761	DISPLAY	\$ 52.57
	LABOR 1.0 Hr@ \$75.00	<u>\$ 75.00</u>
	*TOTAL	\$ 165.77

Quantities are limited on the System 55, System 55 remote Annunciator, and the Altitude Selector Alerter. These upgrades will be performed while supplies last. Prices are subject to change without notice. Please call our Product Support Department with any questions concerning these upgrades. Due to the volume of repairs handled by our repair station, we cannot perform these upgrades on an "AOG" or "RUSH" basis.

* These prices are only for display upgrades. There will be additional charges for repairs such as defective backlight inverters, PCB upgrades, etc.

Current Publications

Listed here are the current revisions for S-TEC documents important to your business. If you need an updated copy, please order by part number by calling 1-800-USA-STECC.

(Bold Items are NEW)

<u>Prices</u>	<u>Date</u>	<u>P/N</u>
A/P Selection Guide	02/01/01	86194
TEC Line MSRP	02/01/01	86183B
Dealer Price List	02/01/01	86184
STC List	10/04/01	86203
<u>Technical Publications</u>		
Master Index	12/10/02	86195
<u>Technical Manuals</u>		
System 60-1	03/10/98	8755
System 60-2	04/21/99	8789
System 40/50	06/6/85	8792
System 55	02/01/02	8750
Yaw Damper	06/1/96	8753
Turn Coordinator	04/29/93	8709
System 20/20/30ALT	03-10-98	8764
<u>POHs</u>		
System 55X	05/31/02	87109
System 550	09/27/00	87105
Altitude Sel/Alr	10/26/00	87110
GPSS	01/14/02	8799
System 20/30/30ALT	06/24/02	8777
(2nd Edition)		
<u>Service Bulletins & Letters</u>		
SL 00- 001	Install Insulators 01/04/00	7708
SL 00- 002	Alt & VS on 55 02/21/00	7709
SL 00- 003	GPSS ARINC 429 12/06/01	N/A
SL 00-004	Alt/Ver Spd Sel/Alr 10/17/00	N/A
SB 02-001	AP Flt Manual Supp (AFMS)	
	P/N 891729, Rev 3 05/17/02	7710
SL 02-001	FD anomalies during	
	NAV GPSS Op 09/16/02	7711



Published and copyrighted by Meggitt Avionics/S-TEC, the *Approach* is intended to provide S-TEC and Meggitt Avionics dealers with information valuable in the everyday selling and servicing of S-TEC flight controls, TEC Line Avionics, and MAGIC.

Comments and suggestions are encouraged and welcomed. For additional copies of the *Approach* for others in your organization or for distribution to your own mailing list, contact:

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