



Approach

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AVIONICS

Meggitt Magic autopilot keeps turboprops flying

By Stephen Page

Seeking to establish a firmer foothold in the avionics retrofit market, Meggitt last month introduced a new digital flight control system for older turboprops. Developed as part of a broader collaborative effort with subsidiary S-TEC in Mineral Wells, Texas, the new Magic 2100 DFCS is intended for operators of Twin Commanders, King Airs and Cessna Conquest aircraft with aging autopilots no longer supported by OEMs.

The Magic 2100 marks the introduction of the first all-new autopilot since Meggitt's May 2000 acquisition of S-TEC. The announcement also coincided with news that Meggitt will move its core avionics engineering group to Mineral Wells from Manchester, N.H. Over the course of the project, responsibility for Meggitt's general aviation business will be transferred to S-TEC.

About 150 of Meggitt's 225 employees in Manchester are expected to relocate to Mineral Wells. S-TEC operates a designated alteration station (DAS) at Mineral Wells Airport that allows the company to develop STCs for its products quickly and at about a tenth of what the job would cost at an independent avionics shop.

Don Miller, S-TEC president, said the decision to consolidate the GA avionics business and move it to Texas came from top brass at Meggitt headquarters in the UK. He added that the move would better allow Meggitt and S-TEC engineers to collaborate on new avionics and flight controls, as well as serve the company's existing customers.

"The transition is happening very quickly," said Miller. "The problems with the three separate business units [in Manchester, Mineral Wells and the UK] was that they didn't always work well together. Mineral Wells is a less costly place to live, but it's close enough to the Dallas/Fort Worth metropolitan area that we can attract engineering talent."

That talent will be called on to develop a line of flight control systems for turboprops built roughly between 1965 and 1985. Miller said S-TEC is even designing an RVSM-compatible autopilot for older King Air 200s and

Conquest, which operate up to H-300, will show the FAA's proposed electronic RVSM floor of 14,200 ft MSL in the U.S. is scheduled to begin in December 2004.

The Magic 2100 DFCS is a three-axis, fully digital attitude-based flight control system that S-TEC claims will bring jet functionality to the turboprop market. The



The Magic 2100 digital flight control system is designed for aging turboprops such as the Cessna Conquest, Cessna and Pinnacle Twin Commander. The \$65,000 system features an integrated attitude-based heading reference system (ADAHRS), three-axis autopilot and all harnesses. Meggitt subsidiary S-TEC offers a wrap-around complete data package for the aircraft STC.



\$65,000 package comes complete with the autopilot, first sensor/control/lay push, roll, yaw and trim, an Arinc 429-compatible air-data/altitude heading reference system (ADAHRS) and all harnesses and switches. In addition, S-TEC ships the system with the complete data package for the aircraft STC.

The system incorporates cockpit voice activation, attitude pre-selector, IAS hold function and GPS roll steering, as well as flight director and yaw damper as a standard part of the package. The ADAHRS included with the new flight control system is the same hardware developed by Meggitt in the UK and flying aboard the Piper Meridian as part of the Magic EFB.

Six to nine months from now, S-TEC will introduce the Magic 2900 DFCS, said Miller. At a price of \$20,000 to \$25,000 more than the Magic 2100, the system will feature a

Magic 2100-like control panel, a remote color sensor/monitor that sits above the EFIS remote boxes in the avionics bay and built-in and soft-side testsets found in jet flight control systems.

Looking forward, Miller said Meggitt and S-TEC will be satisfied with a niche role in the retrofit avionics market, but he added that the company is vying for new aircraft programs as well. Meggitt bought S-TEC to give it a full avionics suite for new aircraft and retrofit avionics programs. In addition to the Meridian program, STC installations in five Twin Commanders recently got under way, and Piper is seeking additional approvals to offer the package in the Mirage and Seneca.

Miller said Meggitt and S-TEC are also gauging interest among other avionics makers that may benefit from incorporating the Magic DFCS with forthcoming EFB pack-

ages. He said Avionics and Garmin are companies that could profit from partnering with a third-party autopilot. Although Garmin is well-known for developing an autopilot of its own for its in-development avionics suite, Miller said S-TEC's flight control system could save Garmin money and help it avoid overhauling headsets.

Miller and S-TEC marketing director Ken Paul of press time said they would be discussing such possibilities with Avionics, Garmin and others at the Aircraft Electronics Association Convention in Palm Springs, Calif., held here last month.

It is still unclear how Meggitt's UK operation, which holds solid-state sensors and is heavily involved in the automated aerial vehicle market, might be incorporated with the new Mineral Wells operation. The company is also exploring a number of acquisitions, but Miller did not elaborate on Meggitt's plans.

In addition to sharing responsibility for the Magic products in Mineral Wells, Meggitt announced a number of personnel changes. The engine component business will remain in Manchester for the time being under the direction of Abdul Shauif, general manager, and Kris Kasper has been named manager of site operations in New Hampshire and will oversee the transition of the avionics business to Texas.

BCA SHOW NEWS NBAA 2002

Meggitt Avionics/S-TEC Is New Name; Revitalizing of Turboprops Is Its Game

Consolidation of the two well-known companies now complete, Meggitt Avionics/S-TEC is making its convention debut in the new guise and is bringing good news to operators of turboprop twins with aging avionics. Ken Paul, vp of sales and marketing, believes that the after-market "needs a five-inch display desperately" and is determined to beat potential competitors to what he sees as a hitherto neglected market area.

By targeting the early acquisition of Supplemental Type Certificates for certain versions of the Twin Commander, Conquest, King Air and Cheyenne, Meggitt Avionics/S-TEC will soon be in the position to offer modern technology on the instrument panels of 65% to 70% of the U.S. turboprop twin fleet, says Paul.



Meggitt's Magic cockpit for Twin Commander includes EFIS and digital flight control.

Key items in the offered upgrade are the Meggitt Magic EFIS and EIDS; and the new Magic 2100 DFCS. These are priced at \$53,900 for the left EFIS, \$26,900 for right EFIS, \$65,900 for autopilot and \$24,900 for the engine data screen.

Commander STC was achieved

this past June, A Conquest 441 is completing trials and a 425 variant will follow by year-end; the Cheyenne II is next with a February 2003 target date; and the King Air C90 and 200 will finish the program by mid-2003.

Magic, the Meggitt Avionics New Generation Integrated

Cockpit, includes primary flight display, navigation display and air data attitude and heading reference system (ADAHRS). The EIDS installation includes dual engine display units and a data acquisition unit. Autopilot is a three-axis, fully digital, attitude-based FCS that is designed to interface with the Magic EFIS and the old solid-state ADAHRS sensor. A parallel program for piston-engined aircraft will be marketed under the S-TEC brand name.

Anticipating a rush, Meggitt is offering pre-certification sales systems for dealers, allowing them to reserve delivery positions during the time the STC is being obtained. However, this can only be done on the strength of customer's name, aircraft registration and serial number data.

—Paul Jackson

From the Office of the President



Into the Future

The two articles on the cover of this issue of the Approach show how the press portrays the future of Meggitt Avionics/S-TEC, and they've hit it pretty closely. But, to get there we need to do things differently than we have in the past.

Our New Company ID

Why Meggitt Avionics/S-TEC? - Our business today and in the future will be heavily dependent on continuing the sale and production of our S-TEC analog autopilot products for piston business and personal aircraft. We have strong emotional, sweat and financial equity in the S-TEC brand name, and we will capitalize on that value with this new company ID. However, our growth plan requires that our company identification project an image upon which the penetration of new markets can be based. We need to be larger than S-TEC in the eyes of the market. The name Meggitt Avionics is associated with transport category (airliners), military and business jet aircraft in other Meggitt companies, and the new name will leverage that market awareness to our advantage.

Our Products and Brands

We've mentioned this in earlier newsletters but it is worthy of repeating. Capitalizing on all the equities developed over the last 23 years in Mineral Wells led us to branding the analog autopilot products as S-TEC® and they will continue to be sold as that by "S-TEC" dealers, primarily to piston personal and business aircraft. I've placed S-TEC in quotes here since we will have two different dealer organizations in the future. This will be discussed later. Our turbine aircraft products will be branded MAGIC® and those products will be sold by dealers that have MAGIC® dealer agreements.

Our New Direction in Sales

We were purchased by Meggitt 2 ½ years ago to help facilitate Meggitt's growth in the General Aviation marketplace by expanding the cockpit products available from Meggitt. I came to Mineral Wells in August 2001 to redi-

rect the company's focus to make the growth happen. To accomplish the growth expected of us we had to make some significant changes in the way we will do business in the future, especially in Sales. These changes dictated a restructuring of the organization.

Ken Paul, as our new Vice President of Sales and Marketing, is leading our move from passive to aggressive selling. As Director of Marketing for S-TEC since 1995, Ken dramatically improved the communications and image of the company in the eyes of the market and the S-TEC distribution organization. Prior to S-TEC, Ken was in sales for over 25 years, 20 of them in aviation. In subsequent articles Ken will report on the activities in process and plan for the future that will benefit all of you, our dealers, and the company as a result.

Your Role as Our Dealer

Since we are a company that focuses on the aftermarket, we know that the future of both the S-TEC® and the MAGIC® products can only be accomplished through the best dealer organization in general aviation. You are our real sales force and we recognize that. We have been criticized over the years by our dealer organization that we have too many dealers. This theme has been reiterated and re-emphasized by the Meggitt Avionics/S-TEC Dealer Advisory Council. Ken established this advisory council a couple of years ago as a forum to solicit dealer involvement in shaping the future of our company. The dealer advisory council was carefully selected so that it would represent a comprehensive cross-section of our dealer organization. At our dealer advisory council meeting in April of 2001, the council portrayed our past practices for awarding dealerships as "S-TEC has signed everyone and anyone who will place an order for an autopilot." They went on to say "the S-TEC franchise has the lowest value of all the avionics dealerships because anyone can be an S-TEC dealer." This type of dealer policy is not in our mutual best interest. It is OVER!

One of Ken's first moves as VP of Sales and Marketing was to authorize Dennis Tolleson, our new Director of Customer and Product Support, to improve the value of every S-TEC dealership by reducing the number of S-TEC dealers from over 600 to close to 400. This is something that Dennis has wanted to do for several years and is adamant

From the Office of the President Cont.

about how it is the right thing to do for our best dealers. The dealer cancellation letters went out about three weeks ago. This was a dramatic move, but one we know is right. Starting now you will have the opportunity to realize greater sales and profits when you sell an S-TEC autopilot because you will not be competing with the shops and installers that were not serious about representing us, or who had not made the investment commitment you have made. In addition to reducing the number of dealers by reviewing past performance, we will be increasing the requirements for those dealers we keep to bring the level of our field representation to an even higher level. Dennis speaks about this issue in his article and you'll be hearing more as we go along. We hope each and every one of you we have chosen to go with us into the future will step up and make the commitment to continue as our dealer.

Twin Turboprops Need Our New Products

The MAGIC® EFIS and Engine Instruments (EIDS) now coupled with the Meggitt Avionics MAGIC® 2100 DFCS Autopilot system will allow the owners of turboprops built in the 80's and earlier to upgrade their instrument panels to current technology. We are pursuing the STCs necessary to penetrate this market in an aggressive effort to realize the growth potential before us. To work with us in this effort we will be signing additional MAGIC® dealers to the list of about 70 we have currently worldwide. As I stated before, this will be a separate contract from the S-TEC contract and will only be offered to dealers and modification centers that specialize in turboprops.

Product Support

We are entering a new market with the MAGIC brand, a market where the expectations for a supplier like Meggitt Avionics/S-TEC are higher. More than piston business aircraft, turboprop owners expect AOG product support to keep their business aircraft flying. We have installed an AOG line and are implementing a plan to be available 24/7 to live up to the expectations of our marketplace. Details of this plan follow.

Dealer Advisory Council

A well accepted practice in avionics, we established our Advisory Board in the Spring of 2001. We had our second meeting at AEA in Palm Springs 6 months ago and our 3rd meeting will be held in Mineral Wells on October 18th. We have added two new members recently who represent turboprop mod shops to work with us in our development of the business plan to successfully penetrate this market.

In closing, my door is always open, and I'll answer your phone calls as well. Let's work together as teammates; as teammates we'll help each other to new levels of success and profitability.

Dealer Network Development



As Dain mentioned in his article, we know that the only way to succeed in the retrofit avionics market is to have the best dealer network available selling and installing our products. This means the right dealers in the right areas serving the right market segments well. It also means providing those

dealers with products in an environment where profitable installations are the norm.

Getting the right dealer network in place for us will take several steps. First, we'll choose the right dealers from the S-TEC network developed over the last 23 years, and next we'll add dealers where necessary for product line/market segment coverage and territorial representation consideration.

The Past S-TEC Dealer Organization

As a result of dealer signings since 1980, with limited dealer reevaluation since, the S-TEC dealer organization grew to an unwieldy 600+ domestically. Many dealers who promised the world sold one system and never another. Many claimed to have capabilities beyond what they really

Dealer Network Development Continued

had and became part of the STEC dealer organization without making the financial commitment each of you have made. Many sold very well for us in our initial years, but as business changed their representation deteriorated. Since S-TEC has had no field personnel in the past, dealer evaluations have been impossible and the network grew and grew. Personal conversations with many of you reiterated your frustrations with the inability to enjoy fair profits as a result of competition from more S-TEC dealers than you are faced with in the other avionics lines you sell.

This business challenge was brought to us by the Dealer Council in 2001. Until the recent organization change we were limited on what could be done but we have recently implemented a reduction in the number of S-TEC dealers as a first step in the right direction.

Making the Cut

It was not an easy decision to cancel S-TEC dealers, but we knew it was the right thing to do. To accomplish a fair consideration for all dealers we ranked the dealers by sales volume over several recent years, not just the most recent year. Next we considered the dealers in question based on their investment in the business. Were they a CRS for Class I & II Radios? Did they have all the required test equipment and qualified personnel? What experience have we had in the past as a result of the quality of their installation work? Were there an inordinate number of claims pointing to installation problems? This process led to us canceling almost 300 dealers. We don't know what the right number of dealers is or if there is a right number, but we do know that now each one of you that has been chosen to be a part of the S-TEC dealer network of the future has a greater potential of making a fair profit when you sell an S-TEC product. We hope you agree that as a result of our action your S-TEC contract has appreciated in value.

Compared to Narco

As you can imagine, our action was not favorably received by the dealers chosen not to go forward with us. Several have made the comparison to the Narco action taken 20 years ago. That is an unfair and uneducated criticism. From our understanding, Narco started going direct to air-

craft owners around ALL their dealers, effectively canceling them and making their dealer contract worth zero. We have done just the opposite. Our action means better business for you in the future and being an S-TEC dealer has more value now than ever.

Reinstatement

To be completely fair we have a policy within which we will consider the reinstatement of a cancelled S-TEC dealer. If he can present us with a compelling story as to why his results have been below par and what his plans are for the future relative to representing our products, we will reconsider our action. Reinstatement will not be easy. It will require substantial proof that the dealer has evaluated why he was cancelled and has made plans to correct these deficiencies.

We are committed to a smaller S-TEC dealer network for all the right reasons but to move in that direction we feel compelled to consider more than just the numbers we pulled out of a computer.

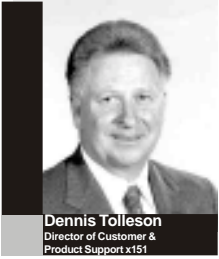
Future Commitment

As Dennis outlines in his article which follows, we will be expecting all S-TEC dealers to meet higher performance and capability levels in the future. This is a work in progress and will evolve as we go forward, but the ultimate goal is a qualified dealer network that all of you will be proud to be part of.

MAGIC Dealer Network

Our business model is consistent in our plans for the turbine product line that includes the Electronic Flight and Engine Instruments and the Digital autopilot at this time. We believe the successful penetration of this market segment will be accomplished by dealers/modification centers that are currently serving the needs of twin turboprop owners. Since the fleet in this segment is smaller we believe the fleet will be best served by a smaller set of dealer than the piston market segment. Accordingly, our plans is to sign a limited number of dealers that have demonstrated turboprop expertise and a commitment to the turboprop owner.

New Dealer Agreement



S-TEC has become the industry leader in general aviation autopilots over the years. We realize our success is a direct result of the dealer organization and their hard work and dedication. As Meggitt Avionics/S-TEC moves forward, changes in our approach to business are necessary in order to carry current and future products to the next level. Part of these changes includes restructuring within the dealer organization to increase dealer value. Other changes within the dealer organization are necessary to ensure dealers are of the highest standard and up to the challenges we all face to remain competitive. In order to achieve this new standard we will be re-certifying all of our dealers in the next few months. Part of the re-certification process will include a new dealer agreement. Listed below are some of the more prominent requirements that will be part of the new agreement.

The S-TEC dealer of the future:

1. Must maintain an active e-mail account on file with Meggitt Avionics/S-TEC.
2. Must have a minimum of \$1,500,000 of liability insurance. A valid copy of the insurance policy must remain on file with Meggitt Avionics/S-TEC.
3. Must have insurance that allow employees to fly with customers for troubleshooting and flight test purposes.
4. Will have a business mail address at their place of business. Not post office boxes or directing mail to home addresses.
5. Must have a telephone number must be listed in the telephone directory as it appears on the dealer application (no dba, etc.).
6. Must have acceptable facilities located on an airport suitable to accomplish service support and installations.
7. Agree that either Meggitt Avionics/S-TEC or the dealer may cancel this agreement without notice or cause.
8. Must keep their account current with MAVSTEC within the terms extended.
9. Must have an FAA Class I and II Radio Repair Station License or equivalent (for domestic dealers) and the appropriate ratings listed on their repair station license for the installation work to be performed (Meggitt Avionics / S-TEC Equipment).

10. Must have Civil Regulatory Approval for installation and line maintenance (International Dealers) support of both avionics and flight control systems.

11. Will agree to provide warranty support on Meggitt Avionics/S-TEC products installed by OEM's and/or authorized Meggitt Avionics/S-TEC dealers as outlined in the warranty handbook.

12. Will agree to submit all warranty documentation, including a signed copy of the 337 form, to the Meggitt Avionics/S-TEC warranty Administrator no later than 30 days after the aircraft is returned to service.

13. Will agree to purchase and maintain a current list of test equipment as outlined in the dealer package. This includes any equipment that may be added in the future.

14. Will agree that only the shop listed at the physical address on the dealer application is authorized to sell, service or install Meggitt Avionics/S-TEC products. Shops that are associated with or operate as a satellite facility of the approved dealer are not authorized to sell, service or install Meggitt Avionics/S-TEC unless they apply for and receive dealership approval on an individual basis.

15. Will agree to follow Meggitt Avionics/S-TEC minimum advertised price policy.

16. Will agree to install all products purchased from Meggitt Avionics/S-TEC and to return the aircraft to service under their FAA Repair Station or Civil Regulatory License (an AI return to service will not be allowed).

17. Will agree to provide basic business financial data on an annual basis.

18. Will provide a business plan for the sale of S-TEC equipment when requested.

AOG Product Support

Entering the business aircraft market segment as aggressively as we are we know that some things have to change in the way we have historically done business. The operators of these airplanes have a higher expectation level for our product support.

Product Support has always been one of the trademarks of our company, and we intend to keep it that way.

While we can't state the specifics at this time, we are developing an AOG policy so you and your customers can get these aircraft back in the air to meet the demands of the aircraft owners. Details of our plan will follow in a later newsletter.



Regional Dealer Organization

As part of our effort to more effectively serve our dealer organization we have hired two young men who will work with the dealers aiding the sale of our products. A substantial part of their time will be focused on the twin turboprop market segment with our electronic instruments and digital autopilot, signing new MAGIC dealers and demonstrating our products. They will also be working with the S-TEC dealer organization as we go forward.

Kevin King

Covering the Eastern half of the country, we are pleased to have Kevin King join us. Kevin is an avionics and electronics technician who recently left the Navy after serving as a loadmaster on the Navy C40 (B737). Kevin is an Instrument rated private pilot with approximately 400 TT.

Colin Heffley

Covering the Western half of the country, we are fortunate to have Colin Heffley as a member of the team. Colin has over 8 years of avionics sales experience with two S-TEC dealers in Texas, the most recent his own company, Heffley Avionics. Colin has vast installation experience and a wonderful grasp of the Meggitt Avionics/S-TEC product line. Colin is also an instrument rated private pilot with over 700TT.

Demonstrator Aircraft

Kevin and Colin will be traveling in late model Cessna 182 airplanes that have been fitted with MAGIC EFIS and our new digital autopilot. In addition to working with the dealer personnel, their mission is to demonstrate the MAGIC products to turboprop prospects that our dealers have developed to the point of potential closing through a demonstration flight with the equipment. We'd love to have our people fly turbine airplanes to demo the equipment, but that does not make business sense at this point in our program.

Dealer Support Activities

For years we have been asked by our S-TEC dealers to have someone available to conduct seminars and participate in Dealer Open Houses to help you sell our products. For years we have been unable to support these requests. NOW WE CAN! Call your Regional Rep when you have an event planned and we'll do everything we can to be part of that activity. Prudent business requires advance planning and these gentlemen will be making travel plans as much as a month in advance, so give them as much notice as you can.



Kevin King
Regional Dealer Representative



Colin Heffley
Regional Dealer Representative

New Website

Take a look at www.magic.aero the next time you're on the web. We've got the initial interactive product presentations and information on our MAGIC products and twin turboprop program.

www.STEC.com will remain as the home of our legacy rate based autopilots and we've made some recent additions at this address as well.

New Email Addresses

All of us at Meggitt Avionics/S-TEC have new email addresses using the first.last@mavstec.aero convention. Our old stec.com addresses will also work for about a year so you have time to update your contact list.

Meggitt Avionics / S-TEC launches an entirely new generation of LCD flat panel displays that are, in a word, MAGIC®!

MAGIC® (Meggitt Avionics next Generation Integrated Cockpit) is the first fully-certified, TSO'd, and ready-to-ship technology for your Primary Flight Display, Navigation Display, Engine Display Unit, and Air Data Attitude Heading Reference System. This quantum leap in rugged, lightweight panel-mount avionics interfaces with most new GPS systems and autopilots. It gives the legacy turbine fleet an integrated avionics and flight information suite generally only found on commercial or military panels.

The MAGIC® 2100 DFCS is a digital attitude based flight control system in an avionics stack-mounted case, containing the mode selector/programmer, annunciator, roll, pitch & yaw computers and servo amplifiers. The system provides roll, pitch and yaw modes along with integrated altitude selector and alerter modes, and utilizes the ADAHRS sensor which is the same component as used with the MAGIC® EFIS System.

Meggitt Avionics/S-TEC MAGIC® is defining the next baseline of integrated cockpit information and autopilot systems.

To find out how you can get MAGIC® for yourself, visit us at one the upcoming trade shows, or contact an **authorized MAGIC® dealer**.

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STC UPDATE APPROVALS SINCE LAST NEWSLETTER

SYSTEM AIRCRAFT

55	Lancair model LC40-550FG (14V) 40/50 W/YT deHavilland model DHC-2 Mk. I floatplane or amphibian configurations (28V)
60-2 w/o trim	Rockwell International North American models AT-6A (SNJ-3), AT-6B, AT-6C (SNJ-4), AT-6D (SNJ-5), AT-6F (SNJ-6), SNJ-7, and T-6G (28V)
MAGIC 2100 20/30	Twin Commander models 690, 690A, and 690B (28V) Cessna 182P and 182Q when modified per STC SA1382WE (Robertson STOL) and Reims Aviation S.A. Cessna models F182P and F182Q when modified per STC SA1382WE (Robertson STOL) (14V)
40/50 Cessna models	Reims Aviation S.A. Cessna models F182P and F182Q 182P and 182Q; Reims Aviation S.A. Cessna models F182P and F182Q when modified by: 1. STC SA485SW (Wren conversion) and STC SA3825SW or 2. STC SA950CE (Horton STOL) and/or STC SA2285CE (Horton flap gap seals) and STC SA3825SW (260 H.P. engine conversion) or 3. STC SA1382WE (Robertson STOL) and STC SA3825SW (260 H.P. engine conversion) (14V)
60-2 55/55X	Cessna models 320, 320-1, 320A (28V) Piper models PA-28-140, PA-28-150, PA-28-160, PA-28- 180; and PA-28-235, S/N 28-10003 through S/N 28-11393 and S/N 28-7110001 through S/N 28-7210023 (14V)



Mike Keirnan
Director of Flight Engineering x 243

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-STEC. **(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	09/19/02	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>POH's</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>		
SL00- 001	Install Insulators 01/04/00	7708
SL00- 002	Alt & VS on 55 02/21/00	7709
SL00- 003	GPSS ARINC 429 12/06/01	N/A
SL00-004	Alt/Ver Spd Sel/Alr 10/17/00	N/A
SB 02-001	AP Fit 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

PROJECTS IN PROCESS SINCE LAST NEWSLETTER

SYSTEM AIRCRAFT

MAGIC 2100	Twin Commander models 690, 690A, and 690B and the above models when modified by any of the following STC's SA236CH (Garrett TPE 331-10T-515K engines), STC SA3861NM ("Q" tip propellers), and STC SA1359GL (winglets)
MAGIC 2100	Cessna model 441 Conquest (28V)
MAGIC 2100	Raytheon (Beech) Aircraft models 65-90, 65-A90, 65-A90-1, 65-A90-4, B90, and C90 "King Air" (28V)
55X	Twin Commander 500S S/N 01755 through S/N 03305 (28V)
20/30	Rockwell International (North American) models AT-6A (SNJ-3), AT-6B, AT-6C (SNJ-4), AT-6D (SNJ-5), AT-6F (SNJ-6), SNJ-7, and T-6G (28V)

M Approach

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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**M MEGGITT
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