

RADAR

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Hawker Beechcraft Services, Wichita, leads the way to third best year in Raisbeck King Air system sales history

With the New Year comes an opportunity to reflect on the challenges and rewards of 2009. Despite some bumps in the road, at Raisbeck Engineering we enjoyed a strong year thanks to the great work of our dealers and a high level of product acceptance from our customers.

Leading the way again is **Hawker Beechcraft Services** in Wichita, Kansas. Thanks to the team in Wichita and Hawker Beechcraft's international sales team, who have recognized that Raisbeck Performance Systems bring about better aircraft performance and happier customers. **National Airways Corporation** was top among international dealers and second overall, thanks in part to their customer upgrade event that illustrated how to upgrade the performance, utility and safety of in-service aircraft. **Elliott Aviation** of Moline, Ill., along with **Duncan Aviation** of Lincoln, Neb., and—thanks to a strong push late in December—**Beechcraft Sales and Service GmbH** of Augsburg, Germany, complete our top 5 overall dealers for 2009. Our thanks to each of them and, indeed, to all of dealers for their great work this past year!

New and old alike benefited from Raisbeck upgrades

Almost half of the B200GT fleet is Raisbeck equipped. Older aircraft still benefit from Raisbeck, as we saw a 1976 200, a 1977 C90 and

Customers continue to realize the tremendous return on investment of Raisbeck systems.

several other aircraft with over three decades of service, get Raisbeck-equipped in 2009. As operators find value on the used aircraft market, many choose the added value of Raisbeck systems, improving performance and enhancing utility for a relatively small investment.

Third best year for King Air system sales since 1978

The added value, performance and utility of Raisbeck systems, along with the efforts of our dealers, is why we have had the third best year in our history despite the global economic troubles. Addition-



B200GT equipped with full EPIC PLATINUM, which includes Raisbeck Performance Props (featured)!

ally, 2009 was the second best year ever for 200 series *EPIC* and *EPIC* completions. Customers continue to realize the tremendous return on investment of Raisbeck systems, particularly the transformative impact of our *EPICs*.

Pricing Update

Please make sure all appropriate personnel at your location have received our 2010 pricing sheet; if they have not received it, please contact me or visit our website for the update. We have retained our pricing incentives from last year including *EPIC* package pricing, *EPIC* completion incentives and the latest, our *EPIC* + Crown Wing Locker completion incentive, the latter for those aircraft that are previously *EPIC* equipped and now wish to add Crown Wing Lockers.

Thank you again to all those who supported our efforts in 2009. Please let us know how we can return the favor in 2010 and make the new decade truly *EPIC!* ➔

Scott Keefe

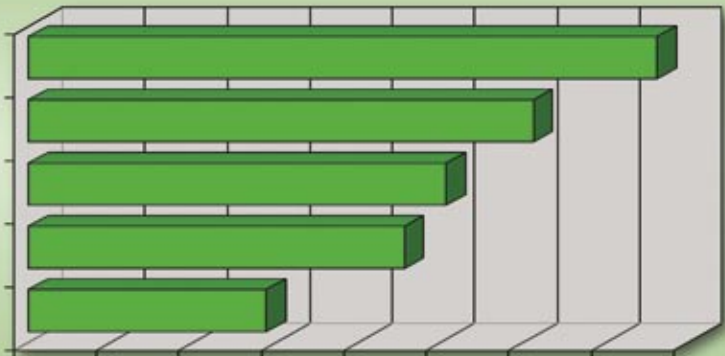
Sales Manager, King Air Performance Systems

Hawker Beechcraft Services, Indianapolis, Ind., was the pacesetter in December with an *EPIC PLATINUM* plus High Flotation Gear Doors and Crown Wing Lockers on a brand new B200GT. Now that's

an aircraft sure to lap the competition. Nice work, **Howard Povey** and the rest of the Hawker Beechcraft "pit" crew!

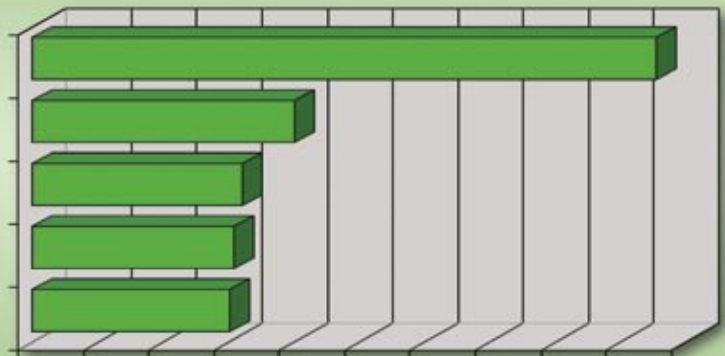
Top Dealers – December 2009

Hawker Beechcraft Services – Indianapolis
 Stevens Aviation – Broomfield
 Beechcraft Sales & Service GmbH – Augsburg
 Hawker Beechcraft Services – Wichita
 Mather Aviation
 Stevens Aviation – Greenville (GSP)



Top Dealers of 2009

Hawker Beechcraft Services – Wichita
 National Airways Corporation
 Elliott Aviation – Moline
 Duncan Aviation – Lincoln
 Beechcraft Sales & Service GmbH – Augsburg



BLIPS: Dealer news in brief

- Stevens Aviation, Broomfield, Colo. – **Mike Kuczynski** was in a festive mood, giving the gift of enhanced performance through completing an *EPIC PLATINUM* with the *EPIC GOLD* as the aircraft already had the Raisbeck Performance Props. Mike also gave the gift of stability and removed the yaw damper inoperative altitude restriction on an F90 with a set of Dual Aft Body Strakes. Way to remember that the holiday season—like every season—'tis Raisbeck season.
- Beechcraft Sales & Service GmbH, Augsburg, Germany – **Thomas Redder** and **Hans Obermeier** played weihnachtsman to their customers, equipping a late model B200 with *EPIC GOLD* and Crown Wing Lockers while also adding Dual Aft Body Strakes to a B300. Now these aircraft can join in on all the King Air games!
- Hawker Beechcraft Services, Wichita, Kas. – Kept busy with an *EPIC GOLD* on a new B200GT and Crown Wing Lockers on a C90GTi. Nice work again, **Howard Povey** and **Steve Griego**! They landed both this Crown Wing Locker and another one at Hawker Beechcraft's Mesa, Ariz., facility. That's room for a lot of presents!
- Mather Aviation, Rancho Cordova, Cal., and Stevens Aviation, Greenville, S.C. (GSP) – both gave their customers the gifts of increased takeoff and climb performance along with 10,500 lbs gross weight increases with C90 *EPIC*s. Way to share in the joy, **Dominic Zagami** with Mather and **Gary Ward** with Stevens.

