

The Raisbeck Wing

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Editor: Anne Lockemy



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CEO's Message

Why in the world is our business so good?

In this world of downward-sliding new and used aircraft sales, one would expect a corresponding shrinking of the maintenance and fuel sales. Fuel yes, maintenance maybe not.

Here at Raisbeck Engineering, we have come off a record year in sales of our performance

improvement systems. In fact, even this November and

December have been record-breakers for us.

Why, I asked of our marketing team. The answer I got back, after some explanation, made sense. I'd like to share it with you.

FIRST – Regardless of the economy, most corporate folks still need the flexibility and on-demand capabilities of the airplanes they bought in the first place. They have long relied on such capability to be competitive and timely in their marketplace. So, in most instances the corporate flight department may be the last to go, not the first.

SECOND – While these flight depart-

ments may be putting off their purchase of new and/or more expensive aircraft in order to save on their budgets, they nevertheless still would like improved operational flexibility and economy from their existing fleets, if they can find it. And, if they are to operate at a level anywhere near their needs,

they will have to maintain these aircraft in a safe and passenger-pleasing condition.

THIRD – While their airplanes are down for required maintenance, operators find it a good time to update and upgrade them with the most cost-effective items available.

SO, it should come as no surprise that our fuel-saving, speed-increasing, range-extending performance systems such as our EPICs for King Airs, and ZR LITE Systems for Learjets are in popular demand.

AND THEY ARE. Our 2008 deliveries world-wide have totaled 547 Raisbeck Systems of various types, installed on over 100

It should come as no surprise that our fuel-saving, range-increasing performance systems are in demand.



James D. Raisbeck, CEO

new King Airs prior to delivery to their first owner, and retrofitted on 282 King Airs and Learjets at our installation centers worldwide.

We are humbled and at the same time grateful that our acceptance into the business, corporate, and personal fleets is also expanding at this time.

Leaner, meaner Learjet

The century mark is quickly approaching. One year ago today, Raisbeck announced the sale of the 52nd ZR LITE installation on the Learjet 30 series. Projecting the 100th ZR LITE sale in the first quarter of 2009, it's astonishing how quickly customers responded to the Performance System that is taking the Learjet by storm. Here's how:

Raisbeck is no stranger to the most popular business jet on the planet. In 1975, the Raisbeck Mark II Wing was certified, after three years of

design and development, first as a retrofit on the Learjet 23/24/25. Gates Learjet then introduced this technology in 1976 on the Lear 35/36 as the Century III Wing. Raisbeck didn't miss a beat and re-engineered the Century III Wing to further reduce the takeoff and approach speeds. Thus, in 1979, the Raisbeck Mark IV Wing was certified. The factory developed their own version known as the Softflight Wing, entering into service in 1980.

The ZR LITE Performance System is taking the Learjet by storm.

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Tech Tips

Beechcraft C90 series — How to get your new 10,500 lb gross weight capability

Q My King Air C90 has Dual Aft Body Strakes and Quiet Turbofan Propellers. Does it qualify for Raisbeck's new 10,500 pound GWI? If so, how do I get it?

A If you operate a C90/C90A/C90GT which is already Raisbeck EPIC-equipped with Quiet Turbofan Propellers and Dual Aft Body Strakes, it also includes our GWI to 10,100 lbs or 10,350 lbs. This qualifies you for our 10,500 lb GWI, provided that the airplane is powered by PT6A-21 or PT6A-135A engines. Aircraft equipped with PT6A-135A engines installed under Blackhawk or Silverhawk STC are also certified for the GWI. Ten-ply tires are a must, and required to operate over 10,100 lbs.

The aircraft's zero fuel weight is also increased to 9,000 pounds, removing any operational loading restrictions. And, the great news is, all wing fuel loading restrictions have been removed.

The addition of two 10-pound wing weights may be required, depending on the serial number of the aircraft. Presently, the weights are mounted to the bottom of the outboard wings. They are bullet-shaped for aerodynamics and finished in gloss white paint. The purpose of the weights is to offset the bending moment on the wings created by the additional lift needed to support the increased weight in flight. In addition to the Service Bulletin Kit that includes the

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If you're already EPIC-equipped, our new Gross Weight Increase to 10,500 lbs is free to you. If you are about to Raisbeck-equip with our EPIC, the new GWI is included.
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weights, you will also receive a new Airplane Flight Manual Supplement (AFMS), as part of our Service Bulletin. All of the necessary mounting hardware and instruction are also included in the kit. We are currently certifying the two wings weights to be installed on the inside of the wings of the aircraft, rather than the outside. This design will be implemented in the first quarter of 2009.

In keeping with its long standing tradition, Raisbeck Engineering continues to support our owners who already have a Raisbeck EPIC-equipped C90 by offering this GWI at no cost. The Service Bulletin Kit is provided free of charge. The customer is responsible for its installation, and the 10,500 lb capability is included with the purchase price of our EPIC package to new customers.

We are currently contacting existing customers concerning the 10,500 lb GWI and shipping the Service Bulletin or Service Letter as required.

Existing customers can also contact Raisbeck Technical Support to receive the GWI. Aaron is waiting. ➔

E-mail technical questions to aaron@raisbeck.com, or call Aaron Jo-Nes at (206) 723-2000, (800) 537-7277, or try his cell 24/7 at (206) 427-5851.

Leaner, meaner Learjet *Continued from Page 1*

It was on this Softflight Wing that the ZR LITE Performance System was conceived. With the progression of composite technology in full-swing, Raisbeck revisited the aerodynamics of the Softflight Wing in 2002, recertifying it in 2005.

ZR LITE technology for the Learjet 35/36 contains three main components: a re-contoured trailing edge flap, the Raisbeck signature horizontal winglet — fondly referred to as the “Batwing” — and the Leading Edge Vortilons. ZR LITE technology for the Learjet 31 includes the re-contoured trailing edge flap.

That is the how. Here is the why: Upon installation of the ZR LITE Performance System, the 30 series Learjet undergoes a transformation similar to the Incredible Hulk. The aircraft becomes transformed. Twenty-five percent less time-to-climb. Four thousand feet higher initial cruise altitude. Five to ten percent increase in range! Eight to fourteen percent reduction in fuel burn. These are just a few of the benefits. And, we are in the process of extending our product

range to the rest of the Learjet family.

The Raisbeck-engineered Aft Fuselage Locker, certified in 1995, is an optional addition to all 30 series aircraft.

As they say, history has a way of repeating itself. ➔



ZR LITE-equipped Learjet 35

Performance fit for a King—and a customer who made a difference

Reported by: Anne Lockemy

Hawker Beechcraft (HBC) has dedicated decades to producing one of the world's most venerable workhorse aircraft, the King



Ben Kester stores his aircraft gear in the spacious Crown Wing Lockers.

Air, and Raisbeck has dedicated an equal amount of time improving its performance.

The process of innovation inside the Raisbeck walls is highly disciplined, and the same standards are held to each product that goes into design. Before an 'idea' is able to translate into a tangible performance system, the design contributions are measured against six areas of aircraft productivity: payload, range, block speed, operational flexibility, cost and, of course, style.

In mid-2008, we were introduced to Ben Kester, Chief Pilot of a King Air C90B, who was interested in our full EPIC coupled with Blackhawk's PT6A-135 engines.

The Raisbeck installation was put on-hold, due to our previous increased gross weight of 10,350 lbs carrying a low zero fuel weight, requiring the wing tanks to be full for operation about 10,100lbs.

Upon hearing this, Raisbeck did what Raisbeck does best: we

The King goes as far as he may, not as far as he could.
— Spanish Proverb

took our customer feedback and worked full-speed on certifying an even higher gross weight...without wing fuel restrictions, and a zero fuel weight of over 9000 lbs.

Our increased gross weight to 10,500 lbs was certified in the fall, and Ben Kester became another satisfied Raisbeck customer soon after.

Ben is now enjoying the quiet of the 93" Raisbeck/Hartzell propellers along with their increased takeoff and climb performance.

And business is good.

Perhaps it's the dedication the entire Raisbeck team puts forth toward each and every customer. Customer and Technical Support is and has always been the backbone of our organization. See the back page for a profile on our two team members, Bill Lally, Director of Customer Support, and Aaron Jo-Nes, Technical Support Manager.

"Ben is very pleased with the increased performance Raisbeck adds to the aircraft," commented Anne. "We both enjoyed a quiet cockpit* and a smooth ride from beginning to end. Ben is looking forward to utilizing the increased gross weight by adding additional passengers, luggage and business supplies on future missions."

Ben also commented, "Our company recently installed the Quiet Turbofan Propeller system with the new gross weight increase kit to 10,500 lbs. We have enjoyed the benefits from the new props. Immediately, I noticed the airplane taxi slower in ground fine, thereby minimizing the use of brakes. Landing distances are shorter when

using the props to decelerate. In addition, we have gained three to four knots of true airspeed while in cruise at the higher altitudes.

"Perhaps the biggest benefit to our flight operation is the new gross weight increase limit. This provision has allowed me to carry an additional passenger or another



Kester's C90B is ready to perform with the increased gross weight of 10,500 lbs.

half hour of fuel on board where I would not have been able to otherwise.

"I am proud to fly this exceptional King Air. These Raisbeck modifications have made this great airplane better."

The King Air is the single most successful turboprop airplane in both numbers and safety. Although the air-

frame design has been around for decades, it is forgiving, reliable, comfortable and safe. Raisbeck offers more speed, opens thousands of additional airports, and results in a quieter cockpit and cabin, quite attractive benefits for today's King Air owner/operator. Look for more to come in 2009. ➔

*Decibel (dBA) measurements showed a quieter environment than previously advertised.



93" Raisbeck/Hartzell Quiet Turbofan Propellers deliver power...quietly.

Raisbeck Employee Profile:

Bill Lally and Aaron Jo-Nes

It's 3 A.M. and the phone rings. Bill Lally is prepared to answer. As Director of Customer Support, Bill is finding solutions to both customer and dealer inquiries 24/7, but he doesn't stop there. One unique trait about Bill comes in the form of two words, although they can hardly be defined in the length of this article: "follow-up." After hanging up the phone with a satisfied customer, he follows up with them shortly after to ensure they are completely taken care of. His commitment to satisfaction isn't biased. "I try to give 100 percent devotion and service to each and every person I talk to. Actually, that's not true. I try to give 110 percent," he recently remarked. With three decades of experience in the aviation industry, and the majority of that time having direct and indirect contact with customers, Bill operates under a consistent work ethic of doing the right thing. "I was always taught that the 'airplane comes first,'" he said. "I countered with the question of 'who does the airplane belong to? The customer. Therefore they are synonymous.'"

"Bill's attention to detail, get-it-done attitude, happy cheerful voice, and follow-through, are nothing less than a tremendous asset



Bill Lally, Director of Customer Support

to Raisbeck Engineering," commented Craig Berkovitz of Hangar 4 LLC. We agree with you, Craig!

Enter Aaron Jo-Nes. Raisbeck (and Bill) were fortunate to have Aaron join the company last Spring, much to our customers' and



Aaron Jo-Nes, Technical Support Manager

our dealers' delight. Having previously held positions as an airframe and powerplant mechanic, Aaron's expertise and knowledge propelled him to his current position as Technical Support Manager. Operating under his own work ethic of 'get 'er done,' those inside the walls of Raisbeck might know Aaron as a blurred object moving up and down the halls. Constantly on the move, Aaron WILL NOT STOP

WORKING until a job is completed.

Don't you wish there were more of these people in the world? Always happy, we are sure that if you have a question that requires Aaron's assistance, you will hear his smile on the other end of the line. Don't believe us? Call him. Or Bill. Both are easily accessible and more than happy to take any tech or customer service call. After all, those are the traditions that founded this company, and they are what keep our customers coming back. ➔



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