

# AVIONICS NEWS

JUNE 2010

www.avionicsnews.net

## CONTENTS

Vol. 47 No. 6



This issue covers the 53rd annual AEA International Convention & Trade Show, beginning on page 26 with a wrap up of the show from reporter Christine Knauer and a look at the more than 30 new products and services introduced during the convention. Reporter Jeb Burnside also introduces us to the AEA's new chairman of the board, Greg Vail.

- 4 **Point of Communication**
- 6 **AEA Now**
- 14 **Up Front**
- 18 **The View From Washington** *by Ric Peri*  
It's the Federal Aviation Administration's Fault, Right?
- 20 **International News** *by Ric Peri*  
Safety Management Systems: The Way Forward
- 26 **AEA Convention & Trade Show** *by Christine Knauer*  
Members Had a Million Reasons to Gather in Orlando
- 38 **New Products** *by Christine Knauer*  
AEA Members Highlight Safety, Entertainment and More
- 54 **Meet the AEA Board** *by Joseph (Jeb) Burnside*  
Greg Vail: Chairman of the AEA board of directors
- 58 **What's a DER Do?** *by Dale Smith*  
ABCs of Working with Designated Engineering Reps
- 64 **Aviation Aces** *by Patricia Luebke*  
Featuring Jay LaFoy of L-3 Avionics Systems
- 68 **WAAS/GPS** *by Dave Higdon*  
Technology Benefitting Early Adopters for the Future
- 76 **Member Profile** *by Scott M. Spangler*  
Des Moines Flying Service, Des Moines, Iowa
- 80 **PRO • to • col** *by Patricia Luebke*  
Making Introductions in Business Situations
- 84 **Theory & Practice** *by Thomas Inman*  
FreeFlight, Septentrio Collaborate on GNSS
- 86 **Business Basics** *by Greg Laslo*  
How to Use Your Company Values to Grow Business
- 90 **A Conversation With...** *by Patricia Luebke*  
Barry LeBlanc of Sandia Aerospace
- 94 **Notes, Cautions & Warnings** *by Ric Peri*  
Claims of Improper Hazardous Waste Management
- 96 **What's New**  
The Source for Updates on AEA Members
- 100 **Marketplace Classifieds**  
Jobs, Equipment, Calibration, Services & More
- 104 **Before & After**  
Wichita Citation Service Center, Wichita, Kan.

**AVIONICS NEWS**  
is a monthly publication of the  
Aircraft Electronics Association

**EDITORIAL & EXECUTIVE OFFICES:**  
3570 NE Ralph Powell Road  
Lee's Summit, MO 64064  
Phone: 816-347-8400  
Fax: 816-347-8405  
E-mail: avnews@aea.net  
Website: www.avionicsnews.net

**Publisher**  
Paula R. Derks

**Editor**  
Trisha J. Drape

**Creative Director**  
Jeff Kirchhoff

**Marketing/Advertising Coordinator**  
Darla Hall

**Circulation Manager**  
Lauren McFarland

**Senior Writers**  
Ric Peri  
Jason Dickstein

**Contributing Writers**  
Peter Ashford  
Joseph (Jeb) Burnside  
Thomas Dufresne  
Dave Higdon  
Thomas Inman  
Christine Knauer  
Greg Laslo  
Patricia Luebke  
Walter Shawlee 2  
Dale Smith  
Scott M. Spangler

Published monthly by the Aircraft Electronics Association (ISSN 0567-2889). Periodicals postage paid at Lee's Summit, MO and additional mailing offices. Advertising rates furnished upon request. For subscription information, send name and complete mailing address to:  
**AVIONICS NEWS**  
3570 NE Ralph Powell Road  
Lee's Summit, MO 64064

**POSTMASTER:** Send address changes to AVIONICS NEWS, 3570 NE Ralph Powell Road, Lee's Summit, MO 64064. The publishers and editors of this magazine do not accept responsibility for statements made by advertisers herein or for the opinions expressed by authors of bylined articles. Materials may not be reproduced without written permission. Material for *Avionics News* (USPS 452010) is welcome for review; however, the editors assume no responsibility for the return or safety of artwork, photographs or manuscripts. Articles submitted for publication become the property of the AEA. Articles submitted by AEA contractors are considered work-for-hire and, as such, are the property of the AEA. *Avionics News* and its editors reserve the right to edit all articles for length, clarity and content.  
© 2010 Aircraft Electronics Association • All rights reserved.  
PRINTED IN THE USA.

» » » Advertisers Index • page 72

14



26



38

