

AVIONICS

MARCH 2011 NEWS

www.avionicsnews.net

CONTENTS

Vol. 48 No. 3



Gulfstream Aerospace Corp. test pilots and flight-test engineers recently made business-aviation history when they flew the Gulfstream G650 flight-test aircraft for the first time using only an electrically powered, fly-by-wire backup flight-control actuation system. Read more on page 16.

4 **Point of Communication** by Chuck Freeland

6 **AEA Now**

14 **Up Front**

18 **The View From Washington** by Ric Peri

20 **International News** by Ric Peri, John Carr

26 **Evolution Revolution Continues** by Dave Higdon

34 **Avionics Troubleshooting Tips** by Dale Smith
Know the Top 10

40 **Government Work** by Scott M. Spangler
What it Takes to Compete for Federal Contracts

46 **Member Profile** by Christine Knauer
Accord Technology, Phoenix, Ariz.

50 **Meet the AEA Board** by Joseph (Jeb) Burnside
Rich Ochs, Member of the AEA Board of Directors

54 **A Conversation With...** by Patricia Luebke
Chuck Cutrer of Austin Aerotech

56 **Wi-Fi Fact & Fiction** by Robert Seaman
Wi-Fi Safety and Considerations

60 **Aviation Aces** by Pat Luebke
Ted Miller of Matrix Aviation Inc.

64 **Meet the Nominees** by Avionics News Staff
2011 AEA Member, Associate Member of the Year

72 **Member Profile** by Christine Knauer
JLC Avionics LLC, Ashland, Ore.

76 **Legal Ease** by Jason Dickstein
Pay Attention to Those Rosters

80 **Business Basics** by Greg Laslo
Getting Customers Back After the Recession

86 **Theory & Practice** by Thomas Inman
The Technical Writing Process

90 **Guest Commentary** by Brad R. Townsend
Where's Your AET?

94 **Coming Out of a Recession** by Joseph Burnside
What We've Learned from a Tough Market

98 **Before & After**
Capital Aircraft Services, Albion Park, NSW Australia

100 **Airborne Weather Radar** by David W. Mansen
White Paper authored by Texas GYRO, Part 1

106 **What's New**
The Source for Updates on AEA Members

110 **Marketplace Classifieds**

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
Geoff Hill

Managing Editor
Jeff Kirchhoff

Advertising
Linda Adams
Lauren McFarland

Circulation Manager
Jenna Kramer

Senior Writers
Ric Peri
Jason Dickstein

Contributing Writers
Joseph (Jeb) Burnside
Thomas Dufresne
Dave Higdon
Thomas Inman
Christine Knauer
Greg Laslo
Patricia Luebke
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 452011) 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.
© 2011 Aircraft Electronics Association • All rights reserved.
PRINTED IN THE USA.

» » » Advertisers Index • page 92

