

# WHAT'S NEWS

## at Gippsland Aeronautics

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### Governor opens new Production Hangar

The Governor of Victoria, John Landy, AC, MBE, officially opened the new production hangar for Gippsland Aeronautics on Thursday 10 June while visiting Latrobe Regional Airport, which was the final venue on the Vice-Regal tour of Latrobe City.

The completion of the hangar by the Airport Board permits Gippsland Aeronautics to co locate production activities associated with the manufacture of the GA8 Airvan from elsewhere in Gippsland Aeronautics' complex, greatly increasing the efficiency of the GA8 production line.

Currently a new GA8 is completed every nine working days and ultimately the new hangar will allow this production rate to increase to a new plane every five working days. This will require a further increase in the number of staff employed from the current 110 to around 130.

While inspecting the Gippsland Aeronautics' manufacturing plant and the production of the GA8 Airvan aircraft, the Governor and Mrs Landy witnessed the 100th Gippsland Aeronautics built aircraft which is currently on the production line.

In addition, the Governor witnessed two GA8s being loaded into shipping containers for export. The GA8s are either partially disassembled by removing the wings and tail for export by container, or flown complete to destinations such as Indonesia



*Left to right, Cr Darrell White Latrobe City Mayor, GA Sales Coordinator Marguerite Morgan, Mrs Landy, GA Director George Morgan, Governor Landy, GA Chairman Gary Wight and GA Finance Director Mark Burgin.*

with auxiliary fuel tanks to enable them to fly the long distances involved.

Gippsland Aeronautics leases all of its production facilities from Council through the Airport Board and both parties agree that this most effective partnership approach continues to be a major contributor to the success and growth of both Gippsland Aeronautics and the Latrobe Regional Airport. The completion of the second GA8 Production Hangar is a further milestone in the partnership arrangement.

Following the official opening of the production hangar, the Governor and Mrs Landy were guests at a morning tea where they mingled with the Gippsland Aeronautics work force.

### United Kingdom Representation

Gippsland Aeronautics is pleased to announce the appointment of James Cross and Patrick Hanly, the principals of Airvan Africa, as sales representatives for the GA8 Airvan in the UK.

Airvan Africa, which has been very successful in selling the Airvan in Southern African countries, has established a strategic partnership with NAC Aviation Limited in the UK who will handle sales of the Airvan on behalf of Airvan Africa.



NAC Aviation, owned by southern Africa's pre-eminent general aviation network, National Airways Corporation, is based at Oxford Airport (Kidlington) and is headed by Peter Griffith as Managing Director with Brian Jones as Director of Sales.

Product support and initial registration will be done by well known CSE Aviation who support a multitude of products including Honeywell King avionics, Lycoming engines and Hartzell propellers.

Patrick Hanly says "Due to our enthusiasm for the Airvan and coupled to the fact that James Cross spends the other half of his life in the UK, we could not resist the opportunity to market the Airvan in the UK. We elected to use NAC Aviation due to our knowledge of their key people as well as their proven track record." he said

A demonstrator Airvan was shipped from Gippsland Aeronautics in early June and is expected to arrive in the UK late July. "We can't wait to get it registered and show it around the UK and its surrounds. We have launched a sales plan, which includes demonstration flights to UK operators. We also see the UK as a springboard to sales in Europe generally" Patrick said.

NAC Aviation is located at:

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**Fax: + 44 + (0) 1865 379325**

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**Website - www.nacaviation.com**

*Left, Patrick Hanly, recently appointed UK representative for the GA8 Airvan.*

# DIRECTOR'S *cut*



Having established the base model Airvan in the international market place, the company has commenced a number of market-driven product development programs to enhance the Airvan utility and capability. These programs range from very minor items, such as passenger and crew courtesy lights to major items such as the range of engine options likely to power future variants of the Airvan. Due to the flexibility and development potential of the Airvan airframe the list of projects is quite long and, of necessity, has had to be prioritised.

The first development project was IFR Certification, which has now been achieved.

The upcoming flight certification trials of the cargo pod at Flight Research at Mojave in California will bring this project to finality. This project has taken a long time, and we thank those operators who have been eagerly awaiting the pod for their patience, but this reflects the reality of compliance with the current certification rules as they apply to aircraft certified to FAR 23 at the latest certification/safety standard. There is now much more involved in gaining a Supplemental Type Certificate even for a seemingly simple modification.

The next major project is the certification of a Turbocharged version of the Airvan. The proposed Lycoming TIO 540 engine, which is a Turbocharged version of the currently installed, normally aspirated, engine, will provide sea-level power to 12000 to 14000 feet. This will be of great benefit in hot and high locations such as the Western USA, Papua New Guinea and Africa. The Turbocharged Airvan will be particularly attractive to skydive operators, as it will provide an economical option to turbo prop types whilst providing satisfactory climb performance to high altitude. The proposed engine will provide effectively more power, which is required for the development of the floatplane Airvan.

On the International front a large number of events and happenings has been claiming the company's attention.

In the USA we are pleased to announce the appointment of Harry Fenton, as Product Support Manager for the Americas. For AirVenture 2004 at Oshkosh we plan to have at least 3 Airvans in attendance, one of which will again be used as the jump ship for the Liberty Skydive Team at this world premier aviation event.

On the other side of the Atlantic Ocean an Airvan is headed for the United Kingdom. UK Type certification will lead to acceptance by the European Aviation Safety Agency (EASA), which will open another 25 countries to Airvan sales. Our newly appointed UK agent is planning a sales demonstration tour of Europe and Northern Africa as soon as their demonstrator arrives in late July.

In Africa, Airvan Africa continues to chalk up sales of the Airvan and has recently commenced a sales and demonstration tour of the eastern Coast of Sub Saharan Africa. Countries to be visited include Mozambique, Tanzania, Kenya, Uganda and returning to South Africa via Zambia and Botswana.

In Asia we have ongoing strong interest from China and in Indonesia we have recently completed an order for five Airvans for the East Kalimantan Regional Government.

In the Pacific, sales in Australia and New Zealand continue at an expanding rate and the recent demonstration tour of Papua New Guinea has created great interest in that area.

On the home front, the Airvan production rate continues to improve to meet a progressively filling order book. This will be further enhanced by the recent completion of the new production building and planned upgrades of our corrosion protection, painting and fibreglass facilities. Additionally a gradual implementation of a second shift will further enhance our production capability.

**George Morgan**

*Co Founder and Director Gippsland Aeronautics*

## Manufacturing Hall of Fame Induction



*Above, Minister for Manufacturing Tim Holding MP, right, presents Manufacturers hall of Fame induction plaque to GA Director George Morgan.*

The Minister for Manufacturing and Export Tim Holding inducted Gippsland Aeronautics, Australia's leading manufacturer of commercial aircraft, into the Victorian Manufacturing Hall of Fame, at a gala dinner held in Melbourne on Wednesday 19 May 2004.

Victoria's Manufacturing Hall of Fame recognises outstanding achievements in Victorian manufacturing. The Government established the Hall of Fame in June 2000 to recognise, reward and celebrate the world-class achievements of Victorian manufacturers whose innovative and sophisticated solutions to global manufacturing issues have made them world leaders.

The Manufacturing Hall of Fame showcases Victoria as Australia's centre for manufacturing excellence, raising the national and international profile of successful Victorian companies.

"Victoria's manufacturers play a vital role, creating employment, driving exports and setting the pace with new technology and innovation," Mr Holding said.

Co Founder and Director George Morgan received the award on behalf of Gippsland Aeronautics. Also in attendance from Gippsland Aeronautics were Chairman Gary Wight, Finance Director Mark Burgin, Production Manager Glenn Pywell, Engineering Manager Mark Bathie and Sales Manager Marguerite Morgan.



## Aviation Safety Forum appointment

Peter Furlong, originator of Gippsland Aeronautics, has been appointed to the Aviation Safety Forum.

The Aviation Safety Forum is a special consultative body made up of a group of 15 very experienced aviation people who advise the Australian Civil Aviation Safety Authority (CASA) on important strategic issues.

The members of the forum, who are appointed by the CEO of CASA, have worked in every area within aviation including passenger transport, engineering, aerial agriculture and general aviation and there is also an aviation consumer representative.

The ASF is chaired by Ms Carol Durkin, a lawyer, who is the former President of the Australian Women Pilots Association. An experienced pilot Ms Durkin is an active member of the Aviation Law Society and the Guild of Air Pilots and Air Navigators.

Peter Furlong, as originator of Gippsland Aeronautics and co designer of the GA200 Agricultural delivery aircraft and the GA8 Airvan utility aircraft, is a leader in Australia's emerging aircraft manufacturing industry and brings a breadth of practical experience in the fields of aircraft maintenance, research, development, certification and manufacturing and marketing to the Forum.

# TECHNICALLY *speaking*

## Cargo Pod for Airvan

GA is in the final stages of certifying an under fuselage cargo pod for the Airvan. At press time an Airvan is being prepared for the spinning trials at Flight Research at Mojave, California.

The cargo pod was developed to meet the needs of operators and potential customers throughout the world who have indicated that the pod is a desirable option for their operations.

Operators, whilst enjoying the spacious cabin of the GA8, have indicated a need to carry items such as tourist baggage and long items of sporting equipment such as fishing rods, skis, hunting rifles etc. The pod will also be suitable for the carriage of items of dangerous goods that are best not carried in the passenger cabin.

The new pod, which has a capacity of 18 cubic feet, will allow for the easy loading of three standard size Samsonite suitcases. The pod will carry 440 lbs (200 Kg) and items up to 8 feet (2.4 meters) in length. The pod has 2 side doors with an optional rear door for very long items.

Gippsland Aeronautics Test Pilot, David Wheatland, reports that the pod has only marginal effects on the aircrafts cruise speed, take off and climb performance.

Final certification is anticipated in mid August.

## RECENT AIRVAN *deliveries*



*The Lesotho Defence Force Air Wing became the first of the Southern Africa Development Economic Community (SADEC) countries to procure a Gippsland Aeronautics GA8 Airvan utility aircraft.*

*Pictured here is Major-General Sam Makoro, Chief of Staff of the Lesotho Defence Force and Commander of the Air Wing, personally taking delivery of the Airvan from Gippsland Aeronautics South African Agent Patrick Hanly of Airvan Africa, on March 18.*



*The Laynhapuy Homelands Association Inc at Gove in Australia's Northern Territory recently took delivery of a new Airvan.*

*Laynhapuy Air is one of several Indigenous community groups that own aircraft and operate aircraft in the Northern Territory.*

*The Airvan was received by the tribal elders of a number of the Laynhapuy Homelands communities with a "smoking" ceremony, which is an important part of the Arnhem Land Aboriginal culture and tradition. The smoking is a cleansing and ensures strength, health and longevity.*

## Airvan over Papua New Guinea



A Gippsland Aeronautics GA8 Airvan recently undertook a successful demonstration tour of Papua New Guinea.

The highlands of PNG present many

challenges to the operation of aircraft. An example of the strips that the Airvan operated into during the tour was Dusin, a 460 m long strip with a soft and slippery surface and a 10% gradient. Spectacularly located on a ridge 5800 feet above sea level, the strip is about halfway up the side of a not inconsiderable mountain and the landing approach is made from the opposite side of the steep valley. The GA8 handled this strip with ease.

The Airvan was demonstrated to various commercial aircraft operators and a number of Mission Aviation organizations, many of whom have previously expressed interest in the Airvan as a replacement type for their ageing fleets of other aircraft types.

All operators, after an initial skepticism, were pleasantly surprised with the performance of the Airvan even when operating from small, short, high elevation airstrips in the central highlands.

Overall the GA8 showed itself to be a willing and capable performer throughout PNG. The current certification programs for the development of a cargo pod and a turbocharged version of the Airvan will no doubt enhance its prospects in Papua New Guinea.

## Airvan "lands" in City Square



*Above, looking for all the world like it had just landed there. Airvan VH-FGN in Federation Square in the Melbourne CBD.*

As part of the Victorian launch of the Australian Innovation Festival the company demonstrator Airvan, VH-FGN, went on display in Federation Square in the heart of Melbourne in late April as an outstanding example of innovation.

In a well-timed operation, FGN departed Latrobe Airport on a large load loader truck at 4am and arrived in the City before the 6am peak period curfew for oversize vehicles. The "A" team had FGN unloaded and reassembled on show by 8.30am.

At 12.15pm precisely, the team commenced to dismantle and reload the aircraft. The dismantling and loading procedure provided lunchtime entertainment for a large crowd of onlookers. The truck was underway again by 1.30 pm to beat the afternoon traffic curfew and was home again with the aircraft unloaded by 4.00pm.

The display was a joint effort between Gippsland Aeronautics, Latrobe City Council, State Department of Industry and the Australian Innovation Festival organizers.

## our PEOPLE



In this issue of "Our People" we feature Harry Fenton. Harry is based at Rockford Illinois in the USA and is Gippsland Aeronautics product support "man on the ground" in the Americas. In this role Harry works with our sales network to provide product support and also works to further expand Gippsland's manufacturing base in these markets in areas such as vendor sourcing. His area of operations includes the territories of Canada, the United States and Latin America.

Prior to joining Gippsland Aeronautics Harry worked for Unison Industries, the world's leading manufacturer of aircraft ignition systems, for 18 years in a variety of roles, in particular product support. Harry is well known to the operators within the piston engine aircraft business. His time at Unison also provided him with a strong background in manufacturing and experience in working with the FAA on certification issues.

Harry is enthusiastic about the scope and variety of tasks ahead of him. Harry says "I really enjoy all aspects of the aviation business from marketing to product support to manufacturing. I like the fact that the management of Gippsland Aeronautics is very "hands on" and involved with all aspects of producing the Airvan."

An avid aviation enthusiast, Harry holds FAA Private Pilot License, Airframe and Powerplant Ratings with Inspection Authorization and has a passion for building airplanes. He is a member of many aviation organizations, most notably the Experimental Aircraft Association and Aircraft Owners and Pilots Association.

Harry has established an additional support base for Gippsland Aeronautics in Rockford and may be contacted at 815-965-8037, fax at 815-965-1597 and e-mail at [gippsaero@charter.net](mailto:gippsaero@charter.net)

*Pictured above, Harry fenton and marguerite Morgan with the first CAP Airvan at AirVenture 2003.*

## CLIENT profile

### The Booking Company - Botswana



*Safari Air staff with Airvan at Maun Airport Botswana.*

The Booking Company, operating as Safari Air, is located at Maun in the Okavango Delta of Botswana. The Okavango Delta is a large wetland surrounded by the Kalahari Desert. The Delta is one of the world's largest inland water systems. It is a maze of lagoons, channels, and islands which during the peak of flooding can expand to over 16,000 square kilometres, shrinking to less than 9,000 square kilometres in the low period.

The Okavango is a unique ecosystem and has large populations of African mammals, birds, and other animals making it a leading destination for tourists from all over the world.

Light aircraft provide tourists with a means of saving time where roads are difficult to traverse and often provide the only access to areas that are inaccessible by road.

Safari Air has been established since 1989 and is run by well-known Delta air charter operator Derek Flatt. The company operates an Airvan, with a second one due for delivery at press time, 2 Britten Norman Islanders, 4 Cessna 206s, a Cessna 207 and a Cessna 210.

The company provides air charter flights throughout southern and East Africa. However, their main task is to ferry tourists to/from and between the lodges in the Delta and Chobe. The company also provides popular game spotting flights over the Okavango Swamps for tourists.

Derek says of the Airvan "Cost of operation to date is about R250 per hour cheaper than our 206. Less cost for 20% more seat capacity makes it a real money earner for us. Our despatch rate to date is almost 100%."

"The Airvan is simple to fly and the pilots find it very comfortable on a long day. The passengers like the ease of entry, the big windows, the aisle configuration and the ventilation."

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### Your Thoughts

Your contributions to *What's News at Gippsland Aeronautics* are most welcome. Please let us know of any articles you would like to see appear or other suggestions or feedback you may feel is relevant. Information can be directed to Marguerite Morgan at Gippsland Aeronautics.



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