



Press Release – For Immediate Release

October 20, 2014...Santa Rosa, CA

KaiserAir announced today their FANS 1/A upgrade solution for Gulfstream IV/V aircraft types that will enable aircraft operators to comply with new Worldwide communication mandates. KaiserAir, known around the world as a pioneer in aircraft management and charter has been quietly growing their outside maintenance and avionics programs and capabilities over the past few years. Today, KaiserAir surprised the market with this announcement, believed to be the first FANS 1/A certification for the Gulfstream IV/V.

KaiserAir's FANS1/A program has been designed from the ground-up to be a cost-effective, yet comprehensive solution that can be implemented in a short amount of time compared to other FANS programs now available on other aircraft types.

According to Rick Brainard, Director of Maintenance Marketing & Business Development for KaiserAir, "when I arrived at KaiserAir, it quickly became evident that we had a great opportunity to take advantage of the lack of a certified FANS 1/A + full ADS-B solution for the Gulfstream IV and V. We had been hearing for a while of others trying to do the same thing but we took a different approach to the design and certification strategy, which is why we have leapfrogged what everybody else was doing".

Brainard continued, "The design difference was that we decided to include a true worldwide ADS-B solution using the new Collins TRD-94D (-5xx) version. This is a real competitive differentiator for KaiserAir because a customer could wait for a Gulfstream solution then add in the cost of their ADS B solution and the anticipated cost would be hundreds of thousands of dollars more than our solution. We are offering the ability to get the work done quickly and for a fraction of the cost so Gulfstream owners can use those funds for other needs."

When asked about the certification difference, all Brainard offered was, "we had a good idea as to what was troubling other aircraft operators, so we decided to make our approach to certification simpler and therefore easier to certify. The resulting STC for the upgrade will have been completed from inception to certification in about 100 days. I think people should take note of that fact. It speaks highly to our talent, commitment and attention to detail."

The installation includes a new Universal Avionics UNS-1Ew Flight Management system in the #3 position, a new Universal Avionics CVR-120A Cockpit Voice Recorder, a Universal UL801 Communications Management Unit and a new Universal SSDTU Data Loader. KaiserAir performed all of their prototype ground testing and flight testing in August and is expecting STC issuance within the next few weeks.

According to Glenn Barrett, VP of Maintenance for KaiserAir, "I am certain there are a lot of people surprised about our ability to do this the way we did and how fast we made it happen. The fact is we have great partners in the program that made it easy. From Universal to the design/certification team I can tell you we are working with the best people in the business and they know how to get things done. We are now set up to knock out these installations in 10-12 days. "

Brainard closed with, "Currently there is a lot of talk around the business aviation community about ADS-B, which is real in some parts of the world, but operators need to look at the bigger solution to include FANS 1/A for a long term solution. There are north Atlantic tracks today exclusive to FANS only aircraft and in 2015 more tracks will be excluded. The airlines are pushing hard for all the tracks to be FANS exclusive, which means that the corporate operators will get pushed aside getting the least favorable routes, winds and altitudes if they do not have the FANS 1/equipment."

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KaiserAir, NBAA Booth 3208, has a rich heritage dating back to 1946 as the flight department of industrialist Henry J. Kaiser's family of companies. For over 65 years KaiserAir has maintained a perfect safety record while operating and maintaining aircraft manufactured by Boeing, Bombardier, Cessna, Hawker and Gulfstream. With FBO operations in Oakland California (OAK) and Santa Rosa California (STS), KaiserAir is the premier MRO/FBO in the region. For further information contact Rick Brainard at 707.528.7400 or [rbrainard@kaiserair.com](mailto:rbrainard@kaiserair.com).

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