



# The Update Report

The Airline Suppliers Association

Volume 8, Issue 9

September 2000

## E-COMMERCE

### ASA's E-Commerce Issue

This month marks the first "E-Commerce Issue" of the Update Report.

In one form or another, e-commerce has been with our industry for at least thirty years. In the early days, lists of parts were accessed through electronic means. Today, vendors are developing mechanisms to permit the industry to perform complete transactions on-line including the transfer of funds.

In many ways, e-commerce is just a new mechanism for performing the same sorts of transactions we've always performed: sales of goods and services.

Much of the e-commerce in our industry concerns aircraft parts so it is important to pay attention to the provisions of the new aviation parts fraud law that was signed into law in April

Under the new law, any person who makes a fraudulent representation about the quality of an aviation part can be subject to criminal action. The new law makes it illegal to:

- Falsify or conceal a material fact concerning any aircraft part
- Import, export, sell, trade, or install a part using or by means of a fraudulent representation, document, or record.

In each case, a prosecutor will need to prove that the false statement was made with an intent to defraud. While few people in our industry ever have an intent to defraud, it is important to remember that a court can find fraudulent intent in cases where a statement is made with reckless disregard for the truth.

Reckless disregard for the truth includes a statement made without knowing if it is true or false, where the maker of the statement failed to take reasonable steps to determine the truth value of the statement. For example, it is both unreasonable and dangerous for a person to claim that a life-limited part has a particular number of cycles if the person actually has no information to support the statement of the life status on the part.

The penalties for aircraft parts fraud are quite severe: a base sentence of 10 years in prison can be extended to 15 years, 20 years or even life based on factors like installation on an aircraft, parts failure and resultant injury. Fines can run up to \$20 million for a corporation. Additional penalties can range from destruction of inventory to lifetime expulsion from the industry.

Our industry already relies very heavily on the allegations made in parts documentation. With the transfer of parts through e-commerce mechanisms, that reliance will only increase.

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## A Message from ASA's President

Much of the serious table talk at the meetings I have attended this year has centered around the impact of e-commerce on the industry.

Many factors that affect businesses in the industry are easy to understand and explain because the industry has experienced them before.

E-commerce impact, though, is just a best guess or theory. Our best guess is that there will be an impact and it will reshape our industry. But what will the impact be and how should your company prepare?

The best way to prepare for the impact is to educate yourself and to make sure that your company is offering at minimum the basic services that your customers expect from you in the internet arena.

First and foremost, can your customers reach you through the internet? E-mail is essential in today's marketplace. Customers want to have immediate interaction. If your customer cannot e-mail you, you may lose the sale to a person who is accessible by e-mail.

An additional consideration is the timeliness of e-mail communication, which can be nearly instantaneous, depending on your internet connection. At ASA, use of the e-mail has greatly increased our ability to provide timely communications with all of our members, and has greatly facilitated communications

*The Association would like to express its special thanks to:*

**Jeff Bowles, of Avolo, and  
John Sullivan, of Sterling Hager**

*for their help in preparing this E-Commerce issue of The Update Report*

with companies located outside of the United States.

With the increased use of the e-mail comes the important factor of training your employees as to how to properly represent your company when communicating online. Most e-mail communications are not set to a company letterhead or standard format. Make sure that your employees know to spell and grammar check e-mail communications. It is always best to apply the same level of care and scrutiny to an e-mail message that would apply to any other written message.

Does your company have a web page? If not, you are behind the curve. If you have a web page, how long ago was it designed? If you are like the Association and designed it 5 years ago, then it probably needs work. A basic web page that provides market information is inexpensive to create. The level of interaction and service will determine the price. At minimum, you should have a web page that allows users to send e-mail to company personnel.

Best Regards

Michele Schweitzer

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### The Update Report

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### The Update Report

provides timely information to help Association members and readers keep abreast of the changes within the aviation supply industry.

### The Update Report

is just one of the many benefits that the Airline Suppliers Association offers members. For information on ASA-100, the ASA Accreditation Program, Conferences, Workshops, FAA guidance like Advisory Circulars, Industry Memos, or services and benefits, contact the Association.

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## Not Ready for Prime Time? How to Become One of the Ready-For-Online Players

By Bruce Langsen

Without question, the Internet is an integral component of contemporary B2B (as well as B2C) commerce, but the web – though a valuable tool – isn't a *raison d'être* in and of itself. Even in the "online economy," as many NASDAQ investors have found the hard way, there's no substitute for basic business know-how. That's an especially important lesson for those companies who are still staking their Internet claim.

The business press has already chronicled the stories of a spate of "not-ready-for-online players." From doomed online "bootleggers" in the music industry, to instant "crashed and burned" B2B aerospace e-marketplace stories, to gourmet cookie-makers who fail to anticipate

an Internet-stoked demand for goodies, American e-commerce is already littered with the carcasses of enterprises that were long on ideas, and short on hard thinking.

In short, the e-commerce revolution has shown that it is no longer enough to simply have a corporate web site. You've got to be able to make the web work for you.

And reviewing the basics is never a bad idea.

According to Forrester Research, in 1997, online retail revenue totaled \$2.4 billion, driven in large part by new security technology, easier-to-use commercial sites, and advertising aimed at reducing consumers' fears about shopping online. In the past year alone, more than 1,000 web mar-

ketplaces have hit the digital streets, though many will undoubtedly fail or be snapped up by larger competitors. Regardless of the focus of each one of those "not-ready-for-online players," they share a common characteristic: an inability to incorporate the web in its arsenal of commerce weapons, especially when it comes to sales and marketing.

E-commerce – broadly defined as any web-based transaction involving the exchange of currency – has become an increasingly important and essential part of the marketing mix. No one disputes that an e-com strategy is crucial to a company's success, but the question today is how to best use e-commerce to leverage existing product lines, sales channels and marketing strategies.

*(Continued on page 103)*

## E-COMMERCE

### E-Commerce Legal Pitfalls: Some Traps to Avoid

By Christopher J. McGuire, Esq.

Electronic commerce is nothing new to the aviation industry. In one form or another, the industry has been taking advantage of the efficiencies of e-commerce for years before "B2B" became a buzzword. Despite that experience, the industry is vulnerable to several legal exposures relating to e-commerce because the law in this area is changing almost as fast as the pace of technology. This article will briefly address some of these legal exposures as well as recent related developments in e-commerce.

October 1, 2000 marks a particular watershed in e-commerce. As of that date, under the federal Electronic Sig-

natures in Global and National Commerce Act signed by President Clinton on June 30, courts must recognize the validity of electronic signatures to contracts as essentially equivalent to handwritten signatures. This Act raises several difficulties even for those experienced in e-commerce.

First, as an initial attempt by the federal government to grapple with the widespread use of electronic signatures, one may be surprised to find out exactly what can replace the typical handwritten signature. Under Section 106 of the Act, an "electronic signature" is defined very broadly as "an electronic sound, symbol, or process" executed or adopted by a person with the intent to sign a document. With such a generic definition, you might

find that you have legally signed a contract by: (1) pressing a button on a touch-tone phone because the "beep" is considered an "electronic sound"; (2) clicking "OK" or "Agree" on a web site because these words are an electronic "symbol"; or (3) sending an e-mail because that act is an electronic "process."

Second, in contrast to earlier versions under consideration by Congress, the Act does not specify any privacy or security standards for electronic signatures. This is very significant. In these areas, individuals will have to fend for themselves in defining what will or will not be acceptable in their business relationships. The Act itself does not require any particular format

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or other indication of the genuineness of an electronic signature.

Third, as a consequence of the broad definition of an electronic signature and the lack of privacy or security standards, the potential for fraud and forgery of electronic signatures can be quite high. Of course, the average business or individual will not be engaging in this activity, but we all know that there are just enough of those who will to make life interesting for the rest of us. (In addition, just as breaking into a web site to steal credit card numbers is currently popular, the theft of your electronic signature from a trading partner's system could also take place). Unless you take a moment to define applicable privacy and security standards for electronic signatures with your trading partners, you will be more likely to wake up one morning to find that someone somewhere has done the equivalent of "cutting and pasting" your electronic signature and that you are now the

new owner of the Brooklyn Bridge or worse. Selecting these standards is important because certain forms of signatures – for example, those that are encrypted – are generally less vulnerable to abuse.

In addition to addressing the use of your electronic signature, an additional concern is being able to verify that a document is not subsequently altered after you legitimately sign it electronically. Without that safeguard, you may find yourself in the position of electronically signing a purchase order for \$10,000 and find that the electronic document on file with your trading partner records a purchase for \$20,000. Numerous companies are beginning to offer products that address both the concern for the authenticity of electronic signatures and the need to guard against the unauthorized alteration of electronic documents. A review of several of these products can be found in the September 19, 2000 issue of PC Magazine.

These issues make clear that a business encounters new risks when venturing out to conduct business online. A related concern is whether insurance policies that may have adequately addressed exposures of your business in the past currently provide the protection you need.

In addition to the risks discussed above, there are numerous other legal exposures that conducting business online can bring. Your web site is attacked and valuable client information is stolen. Someone claims that you have taken their artwork and used it on your web site without permission. Sooner or later, all risks in the "brick and mortar" world have a counterpart online.

Most insurance policies currently in use were not written with these new exposures in mind. In the event that you suffer or loss or are hit with a lawsuit, proper risk management planning in advance may very well

*(Continued on page 103)*

## Internet Permits Integration of Legacy Systems

By Andrew Fedak

The suppliers in the aerospace industry have been inundated of late with offers and options of e-commerce solutions. Frustration and confusion are mounting from efforts to disseminate all of the information being cast into communication channels.

Much of the rhetoric surrounds the obvious opportunities for suppliers to lower customer acquisition cost (marketing) and lower the cost of sales (transaction). The Internet provides access for small and medium tier suppliers to markets that may have been previously enjoyed by larger competitors able to advantage economies of scale. While the visibility in the market is one clear advantage to doing business online, the true value of doing business via the Internet will remain unrealized.

Avolo believes that through the use of e-commerce tools legacy systems can

be seamlessly integrated with all trading partners enabling a true movement along the path to perfect information. Any information, from purchase orders and traceability documents to warranty information and engineering documents can be easily extracted and sent over the Internet at a fraction of the cost of previous data communications networks. The ability for information exchange between existing systems will unveil the true value proposition occasioned by the Internet.

Avolo has launched tools that integrate virtually all types of legacy systems including mainframe and client server architectures. The tools employed are technology agnostic and extremely easy to support. Suppliers of parts and materials to the aerospace industry can look forward to cost efficient mechanisms of leveraging their existing systems to participate in the global internet economy without the burden of having to replace them.

At the forefront of design, we must take into account the cost and technology associated with the current infrastructure, and respectfully migrate that architecture into a position where both buyers and sellers can utilize Internet technologies to maximize profit and efficiencies. The challenge, creativity, and willingness to work in concert with all elements of the supply chain will be key to a successful and long-term partnership between the proponents of e-commerce and the owners of today's supply and support network.

*Andrew Fedak is the Chief Executive Officer of Avolo. Avolo is an independent online marketplace and a provider of a suite of aviation applications. Avolo can be found on the internet at [www.avolo.com](http://www.avolo.com).*

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lessen the sting. New forms of "cyberinsurance" are now being issued by some insurance carriers to address these kinds of risks. Frequently, the carriers that issue these policies conduct computer security audits in conjunction with them, which may be a valuable service in itself for companies without sophisticated information technology departments. Reviewing your risk management plans and potential exposures should also be a important part of your overall e-commerce strategy.

*Mr. McGuire is a member of the information technology and e-commerce practice at Rivkin, Radler & Kremer LLP. He is a former computer systems coordinator for a major corporation and can be reached at [cmcguire@rivkin.com](mailto:cmcguire@rivkin.com)*

## Growing Advantages of E-Commerce

*(Continued from page 101)*

Businesses successfully implementing e-commerce can reduce costs, boost sales, increase profits, and ultimately multiply book value by achieving and maintaining a higher level of performance and a more competitive position in the emerging worldwide marketplace.

### The growing advantages of e-commerce

When faced with the prospect of entering the e-commerce arena, CEOs and other execs may still ask, "Why bother?" Irrespective of others' success on the web, the Internet newcomer confronts uncharted territory requiring a considerable redirection of resources, a long-term commitment to technology and, typically, an onerous financial investment. Will the returns justify the time and expense?

While the answer will obviously differ from company to company, establishing an online sales capability routinely demonstrates several proven benefits.

- **New market penetration.** Worldwide exposure on the Internet opens up new sales opportunities outside a company's traditional geographic boundaries. The Internet extends the reach of a sales message into every corner of the globe. A company need no longer be limited in coverage to a territory, a state, or even a country.
- **Reduced cost of sales.** Selling products on the Internet virtually eliminates variable costs per sale. That translates to tighter financial control, lower overhead, and higher profits.

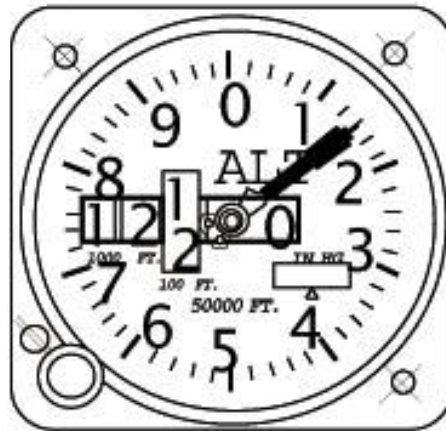
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## How to Become One of the Ready-For-Online Players

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- **Real time sales reports.** Sales on the Internet provide a previously unavailable method for generating real time sales and customer data.
- **A promotable new entity.** The web site itself functions as a feature that may be promoted by the sales staff, corporate sales, product literature and trade advertising. It offers an open portal which customers can use to visit the company and to purchase products at any time: day or night.
- **Reduce cost of service.** Companies traditionally measure the cost per unit of service in dollars. By performing appropriate service functions on the Internet, that cost can drop to mere pennies.
- **Inexpensively modify catalogs.** On-line product catalogs allow companies to add new products or modify existing product descriptions with almost zero incremental cost. Better yet, the changes can occur almost instantly.
- **Generate market and customer research data.** Using the Internet and an on-line sales site, companies now have the ability to do inexpensive market and customer research. The Internet allows businesses to chart sales demographically. Businesses can ask customers detailed questions about spending patterns, products and features. An on-line sales site can automatically build targeted mailing lists for future sales promotions with no variable cost.

- **Provide a mechanism for targeted marketing.** Information captured through the use of an on-line sales site can help businesses market products and services uniquely by customer profile or history. Never before have businesses had such a potentially powerful yet relatively inexpensive marketing tool.

However, trying to go it alone in the e-commerce economy is never a good idea. While the Internet has made e-commerce easier to some extent, development of your portal is best left to the experts. That's why it's crucial to:

### Select the right technology partner

If you are planning to put an extremely complex and extensive product offering online, you need a company with the expertise necessary to help you do it correctly.

A good partner will help you capture the attention of your audience by:

- ensuring that your site is graphically interesting.
- producing a site which will load quickly on your customer's screen, thus grabbing and holding your customer's attention.
- making your site easy and quick to navigate.
- simplifying the process necessary to buy your product or service.

Make your site reliable and secure. The right technology partner can devise ways to protect your clients and customers during their online transactions with your company. This can range from security log-on passwords to firewall protection for their credit or purchasing card numbers.

Your customers will use your Internet site because it is open for business 24/7. A customer greeted by the Internet's equivalent of a "closed" sign is a customer who will visit your competition, and who may never return to your site. Guard against downtime by making sure your partner's web-site server provides around-the-clock coverage.

### What's next?

Making money and meeting your corporate goals will be the result of hard work, knowledge of the market, and commitment to customer service. Plus, you'll also need the ability to ride out the vagaries of the marketplace.

And, of course, you'll need luck, just like in the old "off-line" economy of my grandfather's and (truth be told) my own day.

Selling on the Internet is not a complicated process but, once you select a technology partner who can help you determine how best to present your company and your products, it's all up to you. No amount of technological wizardry – what we used to call "bells and whistles" – will conceal a bad business plan and faulty execution. That's a lesson too many companies are learning too late.

*Bruce Langsen is the President and Chief Executive Officer of Inventory Locator Service, Inc. [ILS]. Founded in 1979, ILS now represents a community of over 7000 aviation and marine buyers. ILS databases contain over 36 million line items of parts information and are accessed more than 25,000 times each business day. ILS can be found on the internet at [www.ilsmart.com](http://www.ilsmart.com).*

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# UNAPPROVED PARTS NOTIFICATION



U.S. Department  
of Transportation  
**Federal Aviation  
Administration**

SUSPECTED UNAPPROVED PARTS PROGRAM OFFICE, AVR-20  
45005 AVIATION DRIVE, SUITE 214  
DULLES, VA 20166-7541

No. 2000-001  
August 29, 2000

UPNs are posted on the internet at <http://www.faa.gov/avr/sups.htm>

Published by: FAA, AFS-610, P.O. Box 26460, Oklahoma City, OK 73125

## **AFFECTED PART**

Door and window seals typically installed on, but not limited to, Cessna, Piper, Beech, and Mooney aircraft.

## **PURPOSE**

The purpose of this notification is to advise all aircraft owners, operators, maintenance organizations, manufacturers, and parts distributors regarding door and window seals produced without Federal Aviation Administration (FAA) production approval and offered for sale for installation on type-certificated aircraft.

## **BACKGROUND**

Information received during a FAA Suspected Unapproved Part (SUP) investigation indicated that Aero Improvements, 1807 McKinley Avenue, LaVerne, CA 91750, had produced door and window seals without a FAA production approval. Parts discovered during the SUP investigation included the following:

Inflatable Door Seals	(P/N: various)
Side Door Seals (SDS)	(P/N: various)
Baggage Door Seals	(P/N: various)
Window Seals	(P/N: various)

The door seals were sold between January 1997 and December 1999. The total number of door seals sold during this time period is approximately 564. Aero Improvements instructed customers that the door seals could be installed with a FAA field approval using FAA Form 337, Major Repair and Alteration.

## **RECOMMENDATIONS**

Regulations require that type-certificated products conform to the type design. Aircraft owners, operators, manufacturers, maintenance organizations, and aircraft parts distributors are encouraged to inspect their aircraft and/or aircraft parts inventory for parts manufactured by Aero Improvements. Appropriate action should be taken if any of the referenced parts have been installed on aircraft. If found in existing aircraft parts inventory, it is recommended that the referenced door and window seals be quarantined to prevent installation on aircraft until a determination can be made regarding each part's eligibility for installation.

## **FURTHER INFORMATION**

Further information may be obtained from the FAA Manufacturing Inspection District Office (MIDO) listed below. The FAA would appreciate any information concerning the discovery of the above-referenced unapproved parts from any source, the means used to identify the source, and the actions taken to remove the parts from aircraft and/or stock.

This notice originated from the FAA Los Angeles MIDO, 3960 Paramount Blvd., Lakewood, CA 90712-4137, telephone (562) 627-5291, fax (562) 627-5293; and was published through the FAA Suspected Unapproved Parts Program Office, AVR-20, telephone (703) 661-0581, fax (703) 661-0113.

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# UNAPPROVED PARTS NOTIFICATION



U.S. Department  
of Transportation  
**Federal Aviation  
Administration**

SUSPECTED UNAPPROVED PARTS PROGRAM OFFICE, AVR-20  
45005 AVIATION DRIVE, SUITE 214  
DULLES, VA 20166-7541

No. 98-071  
August 29, 2000

UPNs are posted on the internet at <http://www.faa.gov/avr/sups.htm>

Published by: FAA, AFS-610, P.O. Box 26460, Oklahoma City, OK 73125

## AFFECTED AIRCRAFT

American General: AA1A, AA1B, AA5A, AA5B

Beechcraft: 19A, 23A, 24R

Bellanca: 7GCAA, 7KCAB, 8GCBC, 8KCAB

Cessna: 150, 152, 172, 175, 177, 177RG, 180, 182, 206, 210, T206, T210, P210, 310, 320, 336, 337, P337,  
401, 402, 411, 414, 421, 421B, 421C

Machen: 600, 601, 601P, 602

Mooney: M20(C, D, E, F, G), M20J (201), M20K (231)(232), M20M (TLS), M20R (OVATION)

Piper: PA24-180, 250, 260; PA28-140, 150; PA28-151, 161, 180, 181, 235; PA28-200R, 201T, 236, 236T,  
PA 30

Rockwell: 112-114, 112TC-114TC

## PURPOSE

The purpose of this notification is to advise all aircraft owners, operators, maintenance organizations, manufacturers, and parts distributors regarding aircraft seals produced without benefit of a Federal Aviation Administration (FAA) production approval.

## BACKGROUND

Information received during a FAA suspected unapproved parts investigation revealed that since 1995, GEE-BEE, 16 Flying F Dr., Palm Springs, CA 92263, had produced silicone baffle seals and landing gear door seal kits for installation on type-certificated aircraft. GEE-BEE does not hold any FAA production approval to produce the seals.

## RECOMMENDATION

Regulations require that type-certificated products conform to their type design. Aircraft owners, operators, maintenance organizations, manufactures, and parts distributors should inspect their aircraft, aircraft records, and/or aircraft parts inventory for the above-referenced seals and kits. If any of the referenced seals are installed on type-certificated aircraft, appropriate action should be taken. If any of the seals are found in existing parts inventory, it is recommended that the seals or kits be quarantined to prevent installation until a determination can be made regarding each part's eligibility for installation.

## FURTHER INFORMATION

Further information may be obtained from the FAA Manufacturing Inspection District Office (MIDO) given below. The FAA would appreciate any information concerning the discovery of the above-referenced parts from any source, the means used to identify the source, and the action taken to remove the parts from service.

This notice originated from the Los Angeles MIDO, 3960 Paramount Blvd., Lakewood, CA 90712-4137, telephone (562) 627-5385; and was published through the FAA Suspected Unapproved Parts Program Office, AVR-20, telephone (703) 661-0581, fax (703) 661-0113.

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# UNAPPROVED PARTS NOTIFICATION



U.S. Department  
of Transportation  
**Federal Aviation  
Administration**

SUSPECTED UNAPPROVED PARTS PROGRAM OFFICE, AVR-20  
45005 AVIATION DRIVE, SUITE 214  
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No. 99-1823  
August 18, 2000

UPNs are posted on the internet at <http://www.faa.gov/avr/sups.htm>

Published by: FAA, AFS-610, P.O. Box 26460, Oklahoma City, OK 73125

## **AFFECTED AIRCRAFT**

DeHavilland DHC-6 Aircraft, Series 100/200/300.

## **PURPOSE**

The purpose of this notification is to advise all aircraft owners, operators, maintenance organizations, and parts suppliers and distributors regarding hydraulic pump and motor assemblies applicable to the above-referenced aircraft that have been overhauled without using data approved by the Federal Aviation Administration (FAA).

## **BACKGROUND**

Information received during a FAA suspected unapproved parts investigation revealed that prior to March 1999, Avitech Engineering Corporation (Avitech), 21300 Cloud Way, Hayward, CA 94545, overhauled and approved for return to service various hydraulic pump and motor assemblies without using technical data approved by the FAA.

Hydraulic pump and motor assemblies overhauled by Avitech include the following:

### ***Great Lakes:***

- Part No. 100-689-4 Hydraulic pump and motor assembly
- Part No. 4100-689-4 Hydraulic pump and motor assembly
- Part No. 100-689-3 Hydraulic pump and motor assembly

### ***AC Delco:***

Part No. A9375 motor (of any of the above hydraulic pump and motor assemblies)

### ***Delaval Turbine:***

Part No. 4217-544000 motor (of any of the above hydraulic pump and motor assemblies)

## **RECOMMENDATION**

Regulations require that type-certificated products conform to their type design. Aircraft owners, operators, maintenance organizations, and parts suppliers and distributors should inspect their aircraft, aircraft records, and/or aircraft parts inventories for any above-referenced hydraulic pump and motor assembly overhauled prior to March 1999 by Avitech. If any referenced pumps and motor assemblies are installed on aircraft, appropriate action should be taken. If any of the pump and motor assemblies are found in existing stock, it is recommended that the parts be quarantined to prevent installation until a determination can be made regarding each assembly's eligibility for installation.

## **FURTHER INFORMATION**

Further information may be obtained from the FAA Flight Standards District Office (FSDO) given below. The FAA would appreciate any information concerning the discovery of the above-referenced unapproved parts from any source, the means used to identify the source, and the action taken to remove the parts from service.

This notice originated from the Oakland FSDO, 8517 Earhart Road, Suite 100, Oakland, CA 94621-4500, telephone (510) 273-7155, fax (510) 632-4773; and was published through the FAA Suspected Unapproved Parts Program Office, AVR-20, telephone (703) 661-0581, fax (703) 661-0113.

UPNs are published by the FAA's SUPs Program Office. They are republished here as a service to our readers. The Association is not responsible for claims made by the Notification. All questions should be directed to the FAA contact office listed in the Notification.

# UNAPPROVED PARTS NOTIFICATION



U.S. Department  
of Transportation  
**Federal Aviation  
Administration**

SUSPECTED UNAPPROVED PARTS PROGRAM OFFICE, AVR-20  
45005 AVIATION DRIVE, SUITE 214  
DULLES, VA 20166-7541

No. 99-228  
August 29, 2000

UPNs are posted on the internet at <http://www.faa.gov/avr/sups.htm>

Published by: FAA, AFS-610, P.O. Box 26460, Oklahoma City, OK 73125

## AFFECTED PART

Aircraft Altimeters.

## PURPOSE

The purpose of this notification is to advise all aircraft owners, operators, maintenance organizations, and parts suppliers and distributors regarding foreign-manufactured aircraft altimeters that have not been produced under a Technical Standard Order Authorization (TSOA) or other Federal Aviation Administration (FAA) approval, and are being sold as acceptable for installation on type-certificated aircraft. Some of the altimeters carry a TSO marking (see Figures 1 and 2). Instrument and Flight Research, Inc., 2716 George Washington Blvd., Wichita, KS 67210, has distributed the altimeters in the United States.

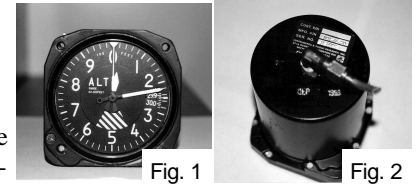


Fig. 1

Fig. 2

## BACKGROUND

During a FAA Suspected Unapproved Parts (SUP) investigation conducted in 1993, it was discovered that aircraft altimeters manufactured in China, Japan, and Taiwan were being produced without benefit of FAA production approval and subsequently sold in the United States as acceptable for installation on type-certificated aircraft. FAA Advisory Circular 43-16, "Alerts," No. 183, dated October 1993, previously advised of the distribution of these altimeters in the United States. The Alert indicated that several of the altimeters had been tested to TSO standards and failed the tests.

A current SUP investigation has revealed that one of the referenced altimeters had been installed in an aircraft involved in an accident.

## RECOMMENDATION

Regulations require that type-certificated products conform to their type design. Aircraft owners, operators, maintenance organizations, parts suppliers and distributors should inspect their aircraft, aircraft records, and/or parts inventories for any altimeter distributed by Instrument and Flight Research, Inc. If any referenced altimeter is installed on an aircraft, appropriate action should be taken. If any of the altimeters are found in existing parts inventory, it is recommended that the altimeters be quarantined to prevent installation until a determination can be made regarding each altimeter's eligibility for installation.

## FURTHER INFORMATION

Further information may be obtained from the FAA Flight Standards District Office (FSDO) shown below. The FAA would appreciate any information relating to the source of an above-referenced altimeter, the means used to identify the source of the altimeter, and the action taken to remove the altimeter from an aircraft or parts inventory.

This notice originated from the Des Moines FSDO, 3021 Army Post Road, Des Moines, IA 50321, telephone (515) 285-9895, fax (515) 285-7595; and was published through the FAA Suspected Unapproved Parts Program Office, AVR-20, telephone (703) 661-0581, fax (703) 661-0113.

**DATA TAG ON THE INSTRUMENT  
CONTAINS THESE MARKINGS:**

INSTRUMENTS & FLIGHT RESEARCH, INC.  
2716 GEORGE WASHINGTON BLVD.  
WICHITA, KS 67210

Mfg. P/N: IFR 46-20  
S/N XXXXX

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## UPCOMING EVENTS

\* = *Schweitzer, Lewis or Dickstein will be speaking there*

- Oct. 10-12**      **NBAA 2000 Convention**, New Orleans, LA. Call (202) 783-9000 for more information.  
**Nov. 5-7**        **Regional & Corp. Aviation Industry Suppliers Conference**, Rancho Mirage, CA. Call (310) 203-9603.  
**Nov. 6**            \* **ASA Workshop**, Wyndham Garden Hotel, Newark, NJ. Call (202) 730-0270 details!  
**Nov. 9**            \* **ASA Workshop**, British Airways, London, UK. Call (202) 730-0270 for details!  
**Nov. 29-30**      **European Regional Airline Conference**, Barcelona, Spain. Call Carol Everest at (44) 1892 515364.  
**Dec. 13-14**      **Heavy Maintenance, Upgrades & Conversions**, Dublin, Ireland. Fax for info. to: (44) 171 931 7186.

Need more information on identifying airworthy parts and "unapproved" parts?

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Airline Suppliers Association  
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Washington, DC 20006  
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September 2000