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## Welcome New Members

Fabin Evans  
 Alan Greene  
 Steve Marks  
 Steven Miller  
 Manny Petersen  
 Jonathan Taylor  
 Vince Tyson

## Upcoming Events

### January

18, 6:00-9:00PM  
 Private Pilot Ground class starts

31, 6:00-9:00PM  
 Private Pilot Ground Class Starts

### February

4, 9:00-11:00AM

## We Need Your Help, To Keep Your Fellow Pilots Flying

A belated Happy New Years. May the New Year be the year you fly many places with family and friends.

For those of you who are not aware of it, I want to share with you that the majority of the aircraft that make up our rental fleet are owned by private individuals. These individuals have chosen Trade Winds Aviation to manage their aircraft. They know that their investment is well taken care of. It is through partnerships such as these that we are able to keep our members in the air flying.

Some of you may have noticed that our rental fleet has decreased in size recently. From time to time owners decide to relocate their aircraft to different airports. The Trade Winds Aviation team is actively working to replace and add new aircraft to our fleet.

We want to add multiple Cessna 172s, especially aircraft with G1000. We also plan to add additional Light Sport Aircraft such as another Remos. And for those pilots who require more capacity and endurance from an aircraft, we are committed to adding an additional Cessna 182.

This brings me to my final point, we are looking for current aircraft owners or investors who would like to purchase an aircraft and add them to our rental fleet under a lease-back arrangement. By doing so, you will enjoy the benefits of our professional management services and receive income in return. We can help you with the purchasing process, financing, and establishing partnerships.

Please do not hesitate contacting me to explore this great opportunity of owning an airplane.

Walter Gyger  
 Owner and President

Pancake Breakfast & Fly-out

9, 7:00-9:00PM  
FAA Safety Team Seminar

17, 6:00-9:00PM  
Friday Evening BBQ

### **March**

3, 9:00-11:00AM  
Pancake Breakfast & Fly-out

8, 7:00-9:00PM  
FAA Safety Team Seminar

16, 6:00-9:00PM  
Friday Evening BBQ

## **Private Pilot Ground Classes Starting Soon**

Attending Private Pilot Ground class is an excellent way to get started on your Private Pilot training. We will start a new class later this month:

Tues., January 31

Classes run for 12 weeks, one session per week, and three hours per session. Weekday classes start at 6:00 PM and Saturday classes start at 9:00 AM. The cost is \$250.

Please contact Dispatch at [408-729-5100](tel:408-729-5100) if you are interested in enrolling in one of these classes.

## **Wings Safety Seminar**

## **Is Your Co-pilot Nervous?**

Has your significant other ever wondered how the radios or instruments work in an aircraft? Have they considered learning how to land the plane in case of emergency? Then a Pinch Hitter course is exactly what they need.

Trade Winds Aviation offers Pinch Hitter courses for anyone who wants to learn more about airplanes, but might not be interested in getting their license. Each course is custom tailored to the needs and desires of the individual. It could be as simple as just a ground class to help them understand the radios and instruments better or it could be as sophisticated as learning to fly the plane well enough to land it. Some participants in Pinch Hitter courses have enjoyed it so much that they continued on and obtained their Private Pilot's license.

If you know of someone who is interested in learning more about our Pinch Hitter courses give us a call and speak to an instructor. We can create a course that exactly meets their needs.

Ken Maples  
Chief Flight Instructor

## **The Bright Side to the Housing Crisis**

It unfolded over the last year of the Bush administration and into the Obama administration. Our banking system weakened and in some cases failed and the effects have been far reaching. Who would have thought that it would be such a nice gift for those of us who love aviation?

Take a look at the world's most amazing trainer. A 2000 Cessna 172S was valued at about \$119,000 in 2006 (composite pricing from VREF) and started a decline as the market adjusted for the mortgage problem. The value plummeted to an eye popping low of \$95,000 in 2009 and has since found its way back to \$102,000. The decline from \$119,000 to \$95,000 is a 20% discount in value of the 2006 pricing.

The Cessna 172 Skyhawk has held its value better than most every other aircraft on the market. But having said that, it is still like someone else is looping off the value of your down payment! If you have watched aircraft pricing in awe and think this is a great time to purchase an airplane then you will not be surprised that over 1,000 buyers from Brazil agree with you. Our fleet of US aircraft declined by 1,000 in 2010 to Brazil alone.

On Thursday, February 9th starting at 7:00 PM we will host a FAA Wings Safety Seminar at Reid-Hillview Airport. CFI Gene Hudson will talk about "Flying in the Soup without Going Nuts" or how attitude instrument flying can be easy. Checkout the [FAA Safety Team's web site](#) for further details and registration information.

The market over reacted. From the low price point of 2009 or a selling price of \$95,000 the market has recovered over 7% to \$102,000 for the Cessna 172S. The production of new planes is low and the inventory of resale aircraft is low. That combination supports a stable pricing forecast for the industry and certainly speaks well for the value of the Cessna 172.

I have the graphs and other data available if you would like to get a closer look. Stop by and let's discuss your dream of owning your own airplane. The market is trying to help!

Terry McGee  
Sales Manager

## Take Your Flying To The Next Level **Protect Your Investment**

Do you want to improve your navigational skills? Do you want to become more comfortable when working with Air Traffic Control? Do you want to expand your options when faced with less than ideal weather conditions? Then adding an Instrument Rating is just what you need.

A great way to get started on the Instrument Rating is to enroll in an Instrument Ground Class. The class will cover all the subject matter necessary to pass the FAA knowledge test. The class will run for ten weeks, one session per week, and typically three hours per session.

We will start a new Instrument Ground Class in the February - March timeframe. If you are interested in enrolling in the class or just have questions about it please

The [Maintenance Team](#) is here to help aircraft owners keep their aircraft airworthy and safe as well as preserve the value of their investment. Please do not hesitate to contact us if you need our assistance. We are open weekdays 8:00 AM - 6:00 PM.

Tom Nicholson  
Director of Maintenance

## Fly-out News

Following pancake breakfast on the first Saturday of each month pilots and guests gather and then head out on a day trip by air (aka a fly-out). Our destinations are typically one hour flight time from Reid-Hillview Airport.

On January 5th a group of four pilots flew to San Luis Obispo airport (SBP) in two airplanes. The group enjoyed a wonderful lunch at the Spirit of San Luis restaurant on the field.

contact us at [408-729-5100](tel:408-729-5100).

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It was a stunningly clear and beautiful day to fly along the Central Coast.

The next fly-out is scheduled for February 4th. It is open to all pilots and aspiring pilots. Suggestions of places to fly to are always welcome.

If you have questions about future fly-outs or would like to sign up for one please contact Dispatch at [\(408\) 729-5100](tel:408-729-5100) or [dispatch@tradewindsaviation.com](mailto:dispatch@tradewindsaviation.com)