Looking Forward
Promoting Passion in Aviation
Empowering Technology
Top Dealers Forge New Paths
Serving for the Long Term
Design for the Future

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The Universal Flyer is a quarterly print publication featuring product and program announcements, company milestones, spotlights, and more.

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About

Looking Forward

With the ADS-B Out mandate clock ticking, CEO Paul DeHerrera is focused on the future of NextGen upgrades.

Promoting Passion in Aviation

Universal Avionics involvement in local communities helps promote passion in aviation.

Top Dealers Forge New Paths

Special missions programs contribute to top dealers’ success in 2016.

Serving for the Long-term

The man who delivered the first UNS-1, Dave Upchurch, retires after 33 years.

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About

It’s hard to believe that 10 years have passed since we launched our first issue of the Universal Flyer. As we start 2017, we’d like to thank you for your readership and support over the years.

We are excited to introduce our newly designed Universal Flyer. Looking toward the future, we’ve paired this publication with additional resources to support you in obtaining helpful information as you interact with our products. Our new communications “Hub” at uasc.com features a blog with industry updates, and customer eNews that’s operations-focused.

In this kickoff issue of the Universal Flyer, our CEO, Paul DeHerrera, will take a glance at 2016 and offer his outlook on 2017. In addition, this issue features a spotlight on Dave Upchurch and his recent retirement from the company, and dealer spotlights on our two top Authorized Dealers for 2016, Field Aviation and Heli-One Norway. You will also be able to learn more about how we are supporting the local technology community.

With that, we welcome you to read on with hope that when you finish this issue, you’ll have learned something new and feel better connected with Universal Avionics.

Cheers!

Michelle James
Editor-in-Chief

Stacy Honda
Managing Editor

Universal Avionics involvement in local communities helps promote passion in aviation.

Embracing Technology

Commitment to the local technology community brings award recognition.

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It’s difficult to believe that 2016 is behind us, and I want to take this opportunity to thank you for making it another successful year for Universal Avionics. We’re off to a terrific start doing our part in making air traffic control systems safer and more efficient than ever. ADS-B will significantly reduce delays and cancellations, saving huge amounts of fossil fuels and greenhouse gases to make the world a better place to travel.

With only three short years left to comply with the ADS-B Out deadline, which for all practical purposes is actually the end of the year 2019 (deadline is January 1, 2020), we are renewing our efforts to assist our customers. We are committed to working with our dealers, integrators, customers and partners to provide resources, education and the tools they need to support the mandate.

We want all our customers to have the best resources available to assist in making an informed decision regarding aircraft avionics. We introduced a “roadmap” document late last year that helps provide a guide for NextGen updates, which I believe does an excellent job at explaining that there is more to meeting the mandate when one considers the benefits of LPV approach capability, future requirements for lateral separation, CPDLC, etc.

Please take advantage of these materials, our team’s knowledge of the future mandates, of our white papers, brochures, and seminars. All of us at Universal are committed to finding the right balance of avionics upgrade for your operation to meet mandates... I promise you will never receive a hard-sell, but rather, useful information to help guide you toward a well-informed decision, no matter which solution you choose.

Paul DeHerrera
Chief Executive Officer
With worldwide offices, Universal Avionics has the unique opportunity to become involved in local communities to promote interest in the aviation industry. We believe developing the workforce of the future begins at home. Supporting economic and workforce development activities that benefit our community and students is important to us as building a pipeline of candidates who love aviation as much as we do.

At our Tucson (Arizona), Redmond (Washington), and Duluth (Georgia) facilities, we are focused on growing technology sector companies to help invoke excitement among high school and college students. The Tucson facility has a longstanding relationship with the Engineering Exploration classes at Amphi Middle School located in Tucson, AZ. Each January, volunteers from Universal Avionics will visit the students to introduce an aviation-themed project that the students develop over the course of the months. At the end of their project, the students tour our facility where they can see our manufacturing process and visit our aircraft hangar as part of their tour. Additionally, the students are given the opportunity to present their project to a group of Universal Avionics experts. The experts then select the top project and the winners receive a much-anticipated flight in Paul DeHerrera’s Cessna 172. Surely, a lasting memory that few students forget. This January marks our fifth year with the program, which we are proud to continue.

The worldwide shortage of qualified aviation workers – pilots, technicians and engineers – is well known in the aviation industry. It’s a complex issue that many of us in aerospace will soon be forced to address.

14,200
Pilots at the big four U.S. carriers (American, Delta, Southwest and United) that will reach mandatory retirement age between 2015 and 2022

25,000
New aircraft needed to support increasing airline traffic. This is in addition to the airlines’ existing 17,000 commercial fleet.

350,000
New pilots needed by 2026.

480,000
New technicians needed by 2026.

On October 13th, Universal Avionics was proud to be the recipient of the Southern Arizona Technology Council ‘Member Organization of the Year’ award. Vice-President of Operations, Steve Pagnucco (above), was on hand to accept the award on behalf of our 250+ Tucson-based employees. This award recognized us for our support and alignment with the Arizona Technology Council’s vision, which is to make Arizona the fastest growing technology hub in the nation, to connect and empower Arizona’s technology community. Our contribution to this vision involves continued support of both start-up and established advanced technology companies, visionaries, entrepreneurs and students working in various technology fields.
International Top Dealer – Heli-One Norway

In 2016, Heli-One proved to be a skilled and strategic partner with UASC, going as far as to be awarded the distinction of Top Dealer - International. It is the first time a helicopter company achieved this honor, a significant accomplishment that marks a substantial foothold in the helicopter market.

Heli-One brought forward several key special mission programs in 2016, including the Royal Malaysian Air Force (S-61), His Majesty the Sultan of Johor (S-76) and German Federal Police (AS332). These installations promote integrated cockpits with the EFI-890H Advanced Flight Display and Flight Management System. Heli-One’s customized modifications are ideal for helicopter retrofit programs.

Heli-One Norway is located in Stavanger, Norway - next to a major North Sea helicopter operator. The facility also includes an EASA-approved (Part 21 J) Design Organization that recently celebrated their 10-year DOA anniversary.

We are proud and honored to receive this recognition. Even though this recognition is for Heli-One, we consider this as an award for our successful partnership. The Design Team at Heli-One Norway, led by Tor Baustad, has done exceptional work. The new systems and technology allow our customers to rejuvenate older aircraft with new advancements, which reduces operating costs and adds value to the fleet.

– Eddie Lane, GM European Operations, Heli-One

Americas Top Dealer – Field Aviation

Field Aviation has been making ordinary aircraft extraordinary for over 70 years; 30 of those years with Universal Avionics. In 2016, the company garnered two key programs that would prove to be main contributors to their successful year; the U.S. Army’s Airborne Reconnaissance Low – Enhanced (ARL-E) and the Golden Knights. In addition, the flight deck modernization package for the classic Dash 8 / Q Series aircraft, featuring EFI-890R Advanced Flight Displays, proved to remain strong.

Their success can also be contributed to their engineering and production teams’ extensive experience and expertise to meet operator requirements; design, manufacture, integration, flight testing and civil certification of unique interior and exterior modifications to aircraft systems and structures. At Field, standard passenger turboprop and jet aircraft are transformed into specialized operations platforms, primarily for maritime patrol, search and rescue, and intelligence gathering missions.

The company has two locations in Canada; an aircraft modification and avionics center in Toronto, and an aerospace parts manufacturing facility in Calgary. Their sister company, Field Aerospace, is an aircraft modification center located in Oklahoma City.

We are proud to be recognized as Americas Dealer of the Year for 2016 by Universal Avionics. This is our 5th time receiving this award, and is evidence of our extensive customer base, the strong relationship that we have developed with Universal Avionics over the years, and the quality of our combined products and services.

– Robert Baseggio, Vice President of Business Development, Field Aviation
On September 26th, our longest-tenured employee, Dave Upchurch, packed up his desk at the end of the workday and kicked off his retirement. Dave was the “go-to” guy for over 33 years at Universal Avionics, maintaining an in-depth knowledge of everything Universal ever built, including fielded products dating back to the inception of the company in 1981. Working in Sales and Sales Administration throughout his tenure, Dave handled outside and inside sales, order entry, and delivery coordination, and much more “in-between,” doing anything that was asked of him… especially in the early years of the company.

In 1983, Dave drove from Universal Avionics’ first office in Torrance, California down to AirResearch Aviation’s facility in Long Beach, California; just a short distance of 15 miles. AirResearch would be installing the very first Universal UNS-1 Flight Management System (FMS) in Southland Corporation’s Falcon 50. At the time, the delivery didn’t seem too historical; there was no fanfare, big bands or photo shoots. To Dave, he was just a new, 26-year old employee putting some equipment into the back of his car to drop off to a customer. Many years later, after Universal became established and successful, Dave would realize the historical significance of that first delivery.

The early days of Universal were tremendously exciting and rewarding, but like many other start-up companies, only time would tell if they’d ultimately become successful. Everyone, including Dave, would work long hours, sometimes through the night. Intently focused on building the infrastructure for the sale and support of the flagship UNS-1, early employees like Dave found that the days, months, and years would fly by. Almost 27 years after that fateful Long Beach trip to AirResearch, Dave would personally deliver the 20,000th FMS sold to Field Aviation at the National Business Aviation Association’s (NBAA) Business Aviation Convention and Exhibition (BACE).

In addition to being well-known in the industry, Dave was just as admired within the company. Throughout his tenure, Dave mentored a multitude of new Universal Avionics employees, providing them with facility tours and sharing company history. Everyone enjoyed hearing his stories throughout his time with Universal Avionics, such as meeting celebrities like Elizabeth Taylor, Farrah Fawcett, Ryan O’Neal, Neil Armstrong, and movie producer, Sydney Pollack, as well as many founders of large corporations. Dave was even on hand one day for a demo in the penthouse of the Beverly Wilshire Hotel for a Learjet owner, whose family once owned all of the land that would eventually become known as “Beverly Hills.”

We all wish Dave the best with his retirement and thank him for his many years of hard work and dedication!

“Dave was the face of Universal Avionics, he knew our customers on a first name basis, and they all knew him.”

– Paul DeHerrera, Universal Avionics CEO