2010 - A Good Year!  The saying, “Discipline is the bridge between goals and accomplishments” has shown to be true at Banyan. As we navigated through last year we knew where we needed to go and we were focused on how to stay on that path. In a sailboat race, you can’t control the winds. The race can only be won if you have the ability to adjust the sails.

Banyan’s year started by supporting hundreds of flight departments headed to Haiti with medical personnel and supplies, followed by welcoming many travelers during the Super Bowl. We were awarded the International Business Award and expanded our hangar space by 40,000 sq. ft. Then later in the year, a group of volunteer Banyan teammates completed renovations to homes used for foster care, and we added Falcon aircraft to our FAA repair station capabilities.

Our team has big plans for 2011 to include additional hangars and expanding operations to another airport. **We extend a big thank you to so many customers who have made Banyan the FBO with Teammates that Dream Big!**

**Happy New Year!**

Don Campion, President
John Mason recently joined the Banyan team as the Director of FBO Services. He is responsible for the leadership, organization and management of Banyan’s customer support and line service teams along with exploring opportunities for Banyan to grow.

John has over 20 years of aviation experience and previously held positions with Jet Aviation in West Palm Beach, and most recently at Orion Jet Center at Opa Locka, Florida. One of John’s goals at Banyan is to encourage larger aircraft to utilize the Banyan complex. “Banyan has a great reputation for servicing turbine aircraft but we also provide first class service to larger aircraft, such as, Gulfstreams, Challengers and Falcons. FXE has less air traffic delays than other airports and our location, facilities, hangar space and service are second to none. Passengers like the convenience of having their Hertz rental car or personal car driven right up to the aircraft and pilots enjoy receiving AVTRIP® points,” says John.

John can be reached at 954.492.3547 or via email at jmason@banyanair.com

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**Congratulations to these Lucky Winners**

Krista Nikiforos presents James Carter a $100 gift card to Hangar63 for being one of the Banyan’s boat show promotion winners.

Co-pilot Omar Bonilla (shown in photo) recently visited Banyan for Alberto and accepted the iPad from Tonya Reeder.

**Flight Bag Winners**

We recently ran a promotion asking our email subscribers for feedback on our e-newsletters. We are happy to announce that Teddy C. Alexander and Tim Sexton each received Banyan Flight Bags for participating in that promotion.

Please FAN us on Facebook to participate in our next promotion.

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**Banyan Bus**

Over the years, as a courtesy to our customers, Banyan has provided ground transportation to and from U.S. Customs and area hotels. To make this easier, faster and more convenient, Banyan has purchased a new air conditioned bus with seating for 14 passengers, a large luggage compartment in the rear, and even a built-in PA system. This will enable us to accommodate larger groups of customers at a time with ease.
The FAA recently released their cumulative 2010 data for runway incursions. Unfortunately, Fort Lauderdale Executive Airport (FXE) is currently 10th nationally, with a total of 12 runway incursions year to date. These 12 include 2 operator errors and 10 pilot deviations.

Please help prevent runway incursions and keep the following in mind when operating on the movement area:

• Take time to review the airport diagram.
• Remain clear of the red & white runway “Hold Short” signs.
• Stop and wait for further instructions before crossing a runway.
• Controllers must issue explicit runway crossing clearance.
• Read back “Hold Short” instructions.
• Always confirm with the ATC if you are cleared to cross a runway.
• Taxi instructions to cross multiple runways cannot be issued.
• Keep your head up & maintain situational awareness while taxiing.
• If in doubt, ask ATC for additional information.
• Runway incursions can result in serious injury and even death.

Please remember how important your attention and cooperation is to eliminating runway incursions. For additional information on runway safety, please visit: www.faa.gov/airports/runway_safety

Upcoming Events

NBAA’s SMS Workshop January 12-14, at Banyan - provides practical knowledge necessary to implement a Safety Management System (SMS) by using the International Business Aviation Council SMS Toolkit. To register visit NBAA.org.

The Challenge Air Fly Day program will offer disabled and seriously ill children free 30-minute plane rides. They are currently recruiting volunteers, pilots and participants for the event to be held Saturday, January 29th at Banyan from 8 am - 5 pm. Register at www.challengeair.org

Shop on-line at TropicAero.com or from our new catalog. Call 800.351.9272 to request a catalog.
On October 29, King Air owners assembled at Banyan to learn about upgrades for their aircraft. Speakers from Banyan, Raisbeck Engineering, Blackhawk, Garmin and BLR gave presentations on a variety of topics including cabin networking and communications, avionics upgrades, modifications, engine upgrades and winglets. Attendees enjoyed the event and the opportunity to ask specific questions about their aircraft. Here’s what some participants had to say:

Thank you for putting together “King Air Day”. The event was top notch, and as a King Air operator, I was impressed with every aspect.” — J. Lowe

Thank you for the wonderful presentations you had at King Air Day. It was an excellent opportunity to learn about all the upgrades for the King Air. — C. Barreto

The King Air program for owners was outstanding. Please thank your staff and the speakers for a great job. — H. Goldstock

Garmin’s Dave Brown presented the benefits of both the Garmin G600 & G1000 and spoke about the benefits of the Primary Flight Display, Synthetic Vision Technology (STT) and how the Multifunction display supports datalink weather,

BLR’s Dave Marone presented information on BLR’s Super King Air Winglet System for King Air 90, 200 or 300 aircraft which improve the speed, performance, and handling of the aircraft.

Thank you to Hawker Beechcraft for providing a King Air for the static display.

Thank you to all the sponsors of King Air Day
Piaggio aircraft requiring gear overhaul and 10 year items may have the gear overhaul accomplished right here in Banyan’s backyard by APRO, the worldwide overhaul facility headquartered in Boca. As an authorized service center, Banyan customers can have all avionics, airframe and engine work performed in one stop.

Bombardier Lear 60 fully supported, Lear 31A - 12 year inspections and Lear 45 has recently been added to our FAA Repair Station capabilities. Cessna Citation and Hawker operators are being fully supported. Banyan handling the Pro Parts claims and administering numerous Citation Excel Beechjet and Hawker inspections. Falcon - The Banyan Falcon customer base continues to grow as our clients learn of our Falcon maintenance services including a recent Falcon 2000 4A+ inspection completed ahead of customer scheduler. We are best known for inspections on the 50, 900, and 2000.

Vendors were eager to showcase their new lines of SwiftBroadBand (SBB) products at the NBAA this year in Atlanta. Until recently, the price of the components and the size of the antenna made SBB only available for the larger airframes, corporations and individuals with deep pockets. Technology and competition coupled with demand always benefits the consumer and now is the time to outfit your aircraft with the same conveniences you enjoy in your home or office.

Banyan Avionics has been a leader in the High Speed Data market since our first installation in November 2007. Banyan Avionics has continued to perform installations over the last three years and is receiving STC approval for the Thrane and Thrane AVIATOR200 with WI-FI which covers the Citation series aircraft.

Our sales team has attended many conferences and trade shows to keep abreast of the latest technology. Banyan personnel have presented at many local business aviation associations, have been published in local and international magazines and have received factory training and certification on all the products we install. Whether it’s simple email, internet or VPN access, Banyan Avionics has the right solution for any aircraft and can help decide what you need based on the use of your aircraft and where you fly. Call us now to stay “connected” while you are in the air.

Congratulations to Piaggio Aero on receiving approval to operate in Brazil.
The year 2010 has been an interesting reminder of the lessons learned in Economics 101. Every week we track a variety of different aircraft models as it relates to the quantity available on the market and have seen an interesting economic trend. What we’ve seen is; those specific aircraft models that are popular for whatever reason and have a declining quantity available have both sold reasonably quick and maximized their sale price. This is not to suggest that aircraft values are on the rise as we’re not there yet! What the data does suggest is that sellers of many popular aircraft models are becoming resistant to further discounting their sale prices. In economics 101 we learned that a seller is often less willing to reduce his price when he has something unique and there is a perceived high level of interest. Many aircraft dealers feel that as demand increases and the quantity of available aircraft diminishes price increases are sure to follow.

While our data over the last 12 months has shown several aircraft models with reducing inventory trends there are just as many aircraft models with further increasing inventory levels. Using that same economic reference it is safe to assume further price declines will follow in those markets. The 2010 calendar year has seen numerous aircraft selling to operators outside the US with the largest concentration being from Brazil. It is safe to assume that if foreign demand for discounted US aircraft continues and supply diminishes price increases will soon follow.

Banyan Aircraft Sales specializes in aircraft selection, valuation, negotiation, inspection and management of turbine aircraft.

Call Today To See How Banyan Aircraft Sales Can Help You

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954.491.3170

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Egbe Update

In a previous Banyan Approach (Winter 2009), we featured an article on the Egbe Hospital Revitalization Project that Banyan is spearheading. Much has happened since then and in October, Don and Sueanne left for Nigeria on the last day of NBAA from Atlanta. Here’s an update from Don about the trip:

Our trip to Africa was very successful in many ways. The purpose of the trip was to wrap up a year of planning so we can begin to methodically move forward with a detailed plan on the Revitalization of Egbe Hospital - a rural Christian hospital located about 100 miles from the next hospital in a small town serving many villages in the region.

On this trip we hosted 18 people from the USA, Canada, England, Australia and New Zealand - all came with an assignment to be completed within the two weeks.

We took six laptops, two servers and 300 pounds of computer equipment, wiring and installed satellite internet powered by eight truck batteries requiring only two hours of power a day to result in 24 hour internet service. This has opened up the world to the Nigerian doctors that feel isolated working in this rural hospital.

The revitalization includes repairing, re-roofing, modifying buildings, repairing/replacing water pumps/pipes from the bore holes and reservoir and rewiring many buildings that are powered from the compound generator. In addition to replacing hospital equipment, we are recruiting several missionary families to include doctors, a maintenance manager, an administrator and a head nurse for 2 plus years service.

The next step -- starting January several organizations will start sending skilled building volunteers (plumbers, electricians, roofers etc) to begin rebuilding.

If you would like more information, or would like to donate to this cause, please visit www.egbehospital.org

Customer Spot Light

Need a wonderful gift idea for someone special? Why not plan a trip and start with a private charter? Sky Limo can assist with your charter and provide concierge service for your hotel, restaurants, shows, and car rental reservations.

Keep your shoes on, avoid the security lines and enjoy the luxury and numerous benefits from flying a private charter: spacious comfortable seats, gourmet meals, bar, in-flight movies, service to over 30 countries, no fuel surcharge, no hidden fees, no airport parking (they pick you up) and your pet is also welcome. There are choices of 28 private jet aircraft, including Gulfstreams, Hawkers, Beechjets, Citations and more.

In addition to air charter, Sky Limo provides fractional aircraft sales. They are located at Fort Lauderdale Executive Airport, with offices in Orlando, Sarasota and St Petersburg/Tampa. They have flown in excess of 25,000 flight hours and safely carried thousands of customers to their destination airports throughout the US, the Caribbean, Canada, Mexico & Europe.

Their charter department operates 24 hours a day, 7 days a week, 365 days a year. Visit them online at skylimoaircharter.com or by phone 954.776.9004.
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