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## First Time's the Charm – Finding the Right First Floatplane

Many of Wipaire's customers take advantage of additional services while new Wipline floats are being installed on their airplane. However, Wipaire also has an experienced aircraft sales department that can find your dream airplane, or find one that's not quite perfect and transform it into your ideal aircraft by taking advantage of our in-house services. While many of our features focus on customers who purchased new floats, Barnaby worked with our aircraft sales team to select the right floatplane for his mission and is now a proud partner in a Cessna 185 on Wipline 3000 floats.

"This was an adventure," Barnaby commented when describing how his aircraft search brought him to Wipaire. "I've been flying since I was a teenager and I always thought it would be great to fly an amphib. I watched *Tales of the Golden Monkey* as a kid, which featured a Grumman Goose, and I remember thinking how cool it was that you could go places that no one else could get into."

Barnaby lives in upstate New York, and is near the heart of the spectacular Adirondack State Park. With a wealth of lakes, mountains, waterway access points,

and remote places to unwind, he was looking for a floatplane to take on fishing and hunting trips. He wasn't sure precisely what he wanted but found Wipaire's knowledgeable staff to be key in his search.

"About a year ago, I started talking to some friends at a birthday party who had gotten into a partnership on a Cardinal. One of them knew of someone looking for a



partner on an amphib, so I met Barry. We hit it off and we started looking at airplanes," Barnaby recalled. "I knew very little about floatplanes to begin with. I started in on the Cessna 206 because of the useful load."

Barnaby continued, "I first got acquainted with Wipaire when I called about a 206 Brittnie Brink (Cessna 206 and 182 sales) was representing. The thing that struck me right off the bat was that Brittnie is a walking encyclopedia of knowledge on the 206—what will work, what won't work, capacities and so on. I learned a lot about floatplanes from her. For me as a novice, that was of tremendous value."

Barnaby and his partner's goals in an aircraft were to find an amphibious airplane with a useful load close to 1,000 pounds, IFR certified, with minimal modifications or upgrades required. "In our experience, 206s that met our criteria were hard to find," Barnaby noted. "Brittnie explained the dynamics of that particular marketplace, like strong demand in South America, the necessary combination of float design and power plant to meet our needs, and so on. We even looked at importing a Canadian aircraft but the process was intimidating and possibly expensive."

Many airplanes didn't offer everything Barnaby and Barry wanted, so they kept looking. "One of the key things I really appreciate is when an airplane you look at is well-represented. I doubt many buyers have the time to go through everything thoroughly to know what the airplane is really like. Having someone experienced like Brittnie review the aircraft beforehand brought value. My experience with Wipaire is that you're very

meticulous in deciding what airplanes to take on and represent; not every aircraft will make the cut." As for working with Wipaire's sales department, Barnaby commented "It was nice to know that I was working with a division of a company that is the largest amphibious float manufacturer in the world. All of that bodes well for the buyer. It was especially valuable for me as a first-time buyer—I didn't want to have a bad experience with an airplane, especially after I purchased it."

As Barnaby and Barry's floatplane search continued, Barnaby earned his seaplane rating at Jack Brown's in Winter Haven, Florida in April of 2015. Along the way, the two expanded their considerations to a Cessna 185. Barry had significant experience in 185s on floats as he had previously owned one. As Wipaire frequently has 185s for sale, Barnaby and Barry began communicating with Bruce Thoele, Wipaire's sales representative that handles aircraft such as the de Havilland Beaver, Cessna 180/185s, and Aviat Huskies.

"My experience with Bruce, Brittnie, and the whole Wipaire team was that they were trying to provide solutions that were going to work for me and my partner Barry," Barnaby stated. "We were presented options within our budget, sometimes including modifications and upgrades. That's something too—Wipaire has the ability to do a lot of modifications on an aircraft so if we found a plane that needed modifications, we could have that taken care of at one location. It turned out we had GAMI injectors installed on our aircraft after we closed on the purchase. Bruce Thoele coordinated all the work for us."

*Getting through the purchasing process—title search, escrow, and so on—we didn't even worry about that. Working through a broker provides a tremendous sense of comfort.*

[Click Here to See N519MQ in Action](#)





*"My experience with Bruce, Brittnie, and the whole Wipaire team was that they were trying to provide solutions that were going to work for me and my partner Barry,"*

When a 1983 Cessna 185 on Wipline 3000 amphibious floats became available, Barnaby and Barry paid attention. "It really looked turnkey—the paint was in really good condition, and the airplane had a number of desirable modifications as well. The panel was one of the best I've ever seen, plus the pairing of the Wipline 3000 float on the 185 is a really great match. It was an airplane we could just go fly instead of spending money on it."

"We closed on the airplane in September. Getting through the purchasing process—title search, escrow, and so on—we didn't even worry about that. Working through a broker provides a tremendous sense of comfort. You guys have done this so many times," added Barnaby.

"Obviously, I didn't have much floatplane experience since I had just gotten my rating in April," Barnaby said. "For insurance purposes, I needed to get 10 hours of dual instruction in a 185. I worked with Brian Addis (Lake & Air Flight Instructor/Designated Pilot Examiner) for a few days and flew off the time. We went through all of the airplane's paperwork and I was able to learn a lot about this new-to-me airplane. It was really great to have a chance to fly with Brian. Wipaire has the facilities to do modifications and training, and it makes it possible to really have a coordinated experience for the buyer. I didn't have to spend a lot of time thinking about how to get the insurance requirements met."

Soon, Barnaby was on his way home. "I was able to call Brian on the way back to New York with questions

about the aircraft performance on the cross country and Brian always made himself available. It is great to know I have a partner with Wipaire in terms of supporting me after the sales transaction. It's been a really fun experience."

Now that the airplane is home in New York, Barnaby reports that he is very much looking forward to bringing friends to go fishing, hunting, and camping. Since fall has arrived in the region, it sounds like Barnaby has a lot of planning and daydreaming to do over the winter!



# Scholarship Winners Recieve Their Seaplane Ratings

We're pleased to share that all four of our 2015 Ben Wiplinger Memorial Seaplane Rating Scholarship winners are now seaplane pilots! From the east coast to Alaska, these new seaplane pilots have made us proud.

**Sean Zottarelli** flew a Cessna 172N on Wipline 2350 amphibious floats operated by the Wallkill River Seaplane School in Wallkill, New York. He earned his seaplane rating on August 31, 2015, and is working to get a seaplane flying job next year. Sean shared a video of his training with us as well. [Click here to watch Sean's video!](#)

**Willow Hetrick** of Anchorage, Alaska, completed her seaplane training with Vern Kingsford of Alaska Float Ratings in Moose Pass, Alaska. She flew a Piper Super Cub on Wipline 2100 floats and passed her commercial single-engine sea checkride on September 5, 2015. Willow also provided us with an essay on her experience, which you can read below.

**Steve Huggins** traveled from Oregon to fly a Piper Super Cub with Kenmore Air Harbor in Kenmore, Washington. He passed his checkride on September 28, 2015, and hopes to provide seaplane instruction in the future.

**Tim Fowler** of Perham, Minnesota, passed his checkride on October 18, 2015, flying a Cessna 172 from Adventure Seaplanes in Lino Lakes, Minnesota. Tim has agricultural flying experience and would like to couple this with his new seaplane rating to continue pursuing a flying career.

*Pictured top to bottom Sean Zottarelli, Steve Huggins, and Tim Fowler.*



## Earning a Seaplane Rating in "Floatplane Heaven"

*Contributed by Willow Hetrick*

I wanted to learn to fly after learning about a pilot/biologist position for the U.S. Fish and Wildlife Service (Service). When I finished studying biology in college, I decided to finally learn. I received a private pilot rating on November 8, 2012, an instrument rating on May 8, 2014, and a commercial license on May 17, 2015. Alaska-based pilots in the Service are required to be commercially rated seaplane pilots. When I was granted the 2015 Ben Wiplinger Memorial Seaplane Scholarship to obtain a seaplane rating, I was finally able to realize this dream.

Moose Pass is often referred to as "Floatplane Heaven." I can attest to that as my family has called Moose Pass "home" since I was four years old. There was no question

that I should get my seaplane rating from Alaska Float Ratings on the shores of Upper Trail Lake. I called Vern Kingsford, owner/operator of Alaska Float Ratings, to



*Willow Hetrick pictured with instructor Vern Kingsford.*

schedule my week of training. He congratulated me on the scholarship and promptly donated extra funds to my flight training – I had come to the right place indeed! I've been watching Vern fly above our little town for years and it was finally my turn. From the floatplane dock on Upper Trail Lake there are at least a dozen alpine lakes within a few minutes' flight. Every lake has different winds, shorelines, approaches, and obstacles and each one of these lakes is surrounded by 5,000 foot tall mountains, so with every flight I was also receiving mountain flying instruction and techniques.

There were several other students that started the training on that same Monday morning. Every morning we would meet in the training room, study, fly, watch videos, study, and fly some more. Being able to fly at least two times a day helped me quickly understand any questions that arose while studying. I also wanted to get PA-18 time and the seaplane training hugely improved my stick and rudder skills. On September 5, 2015, I took my check ride with Vern. We went to his favorite lake, Bench Lake, in his favorite airplane, N917VK. After I successfully demonstrated the entire seaplane

practical test standards, Vern asked me "do you want to see what this little (Super) Cub can really do?" I promptly responded with an "oh yeah," and Vern took the controls. It's hard to believe that I had any more capacity to learn immediately following a check ride, but I learned even more in that 15 minute flight back to the dock.

Through the seaplane rating process, I've become much more observant of the surrounding environment before and during my flights, and much more aware of my decision-making process—two of the ultimate keys to flying safely. For me, float flying in Alaska is the ultimate flying adventure. I can't wait to fly more seaplanes. I'm excited for what is to come, and patiently waiting for a pilot/biologist position to become available with the Service. There are few jobs that combine raw Alaskan adventure with the challenges of flying and opportunities to study biology and manage wildlife. Thank you to the Ben Wiplinger Scholarship committee for choosing me as a 2015 recipient of the scholarship.



# Introducing the Aurora Interior for the Cessna Caravan

Earlier this year Wipaire unveiled the Aurora interior for the Cessna Caravan series. Fitted with executive appointments and conveniences, the Aurora interior transforms the utilitarian aircraft into a comfortable yet versatile traveler. Wipaire's engineering and interiors teams coordinated to develop hard goods such as cabinets and divans that are durable yet lighter than competitive products.

"The Cessna Caravan series has been recognized as one of the finest working airplanes in the world over the last 30 years," commented Chuck Wiplinger, President and COO of Wipaire, Inc. "However, it's unfair to label the Caravan and Grand Caravan as strictly a workhorse. True to the phrase 'Swiss army knife of the skies,' the Caravan series can be transformed into a luxurious retreat with our Aurora interior. While we have converted many Caravans to executive arrangements in the past, we were not able to offer standard floor plans until now."

Paul Wells, Vice President of Aircraft Services, added, "Our interiors and engineering teams worked together to design this interior cohesively and intelligently. While

we have standard layouts and color selections, we are also equipped to customize to meet the desires of our customers. Our interiors department has always specialized in custom requests, and we look forward to making dream interiors a reality for owners of both landplane and floatplane Caravans."

The Aurora interior is available in two configurations for the Cessna 208 Caravan (a six-passenger forward club and a full-capacity eight-passenger version), as well as four floor plans for the Cessna 208B Grand Caravan. The Grand Caravan configurations include an eight-passenger full-capacity version, an eight-passenger forward club, and two eight-passenger aft club arrangements (one with forward cabinets, and one with midship cabinets).

Wipaire, Inc. invested heavily to bring cabinet and hard goods manufacturing in-house. All cabinets and divans are produced by Wipaire's highly skilled team utilizing lightweight materials. Wipaire's cabinets and divan offer a significant weight savings over comparable products, maintaining the Caravan's legendary versatility, even on floats.



[Click Here to Learn More About the Aurora Interior](#)

**Aurora**  
INTERIOR  
by  WIPAIRE, INC.



# Joy Air Places Order for Wipline Float Fleet

Joy Air, a Chinese regional carrier serving the northwestern region of the country, placed a fleet order for 20 sets of Wipline 8750 floats at EAA AirVenture Oshkosh. This coincides with Joy Air's order for 20 Cessna Grand Caravan EX aircraft.

AVIC Joy Air Holdings Limited is a Part 121/Part 135 operator and aviation specialty company based in China. Joy Air operates a regional airline service within China and elsewhere in Asia. The company already has a number of Part 135 operations along the coast of China utilizing Cessna 208B Grand Caravan EX aircraft on Wipline 8750 floats.

"This is an exciting time for us as a company," commented Chuck Wiplinger, President and COO of Wipaire, Inc. "We applaud Joy Air's vision in developing China into a center of seaplane operations and look forward to seeing their seaplane segment grow alongside the rest of general aviation in China."

Patrick Carroll, Vice President of International Business for AVIC Joy Air Holdings Limited, stated, "We are happy to be a major user of Wipline floats and hope to further expand our business opportunities over the next few years." Mr. Carroll also added that AVIC Joy Air Holdings Limited expects to become the largest operator of seaplanes in the world over the next five years.



# Wipaire Leesburg Named Cessna Service Facility

Cessna Aircraft Corporation, a brand of Textron Aviation, has appointed Wipaire's Leesburg, Florida facility as an authorized service facility for Cessna propeller aircraft, including the Caravan series. The appointment further confirms Wipaire's position as the leading maintenance provider for wheeled and float-equipped Cessna aircraft in central Florida and surrounding areas. Wipaire's South St. Paul, Minnesota headquarters has been an authorized service facility for Cessna propeller aircraft since 1981.

"Being appointed a Cessna authorized service facility is a key development for our Leesburg facility," commented Chuck Wiplinger, President and COO of Wipaire, Inc. "Owners and operators of Cessna aircraft, especially those on Wipline floats, can have the utmost confidence in Wipaire to maintain their aircraft and floats, whether in Minnesota or Florida."

Bill Pike, general manager of Wipaire's Leesburg service

center, added "Our team in Leesburg is excited to have earned this appointment and we look forward to serving our neighbors in Florida and surrounding areas."

Wipaire's Leesburg service center was established in 2013 to offer a convenient new location for customers based in the southeastern United States and the Caribbean. In addition to being a Cessna authorized service facility for propeller aircraft, the facility is also a Viking factory-endorsed service center with capacity for aircraft ranging in size from the Aviat Husky to the Viking Twin Otter.



# Tropic Ocean Airways Helps With Hurricane Relief

In early October, Hurricane Joaquin hit the southern Bahamas causing destruction and leaving residents isolated and without access to relief services. While the tourist areas of Nassau and Freeport were largely untouched, Out Islands such as San Salvador, Rum Cay and Long Island suffered heavy damages.

Tropic Ocean Airways, which operates a fleet of Wipline float equipped Cessna Caravan and 206 aircraft, routinely flies between the Bahamas and Florida. When they heard about the destruction, and the lack of response to these isolated areas, they launched into a full scale relief operation donating supplies, transportation and over 100 man hours to help the island nation they call a "second home."

***Read more about Tropic Ocean Airways' relief efforts:***

[Part 135 Operator Stages Heroic Hurricane Response](#)

[In Joaquin-slammed Bahamas, relief still streaming in beyond unblemished tourist zone](#)

***View more videos, articles and photos on the Tropic Ocean Airways website:***

[Tropic Ocean Airways Relief Information](#)



***Above Left: Hurricane Joaquin wipes out local business in Long Island, Bahamas.***

***Above Right: Donation supplies ready to head out to the affected islands of the Bahamas***

***Below: Relief supplies delivered to the Bahamas by a Tropic Ocean Airways seaplane***

***Photos Courtesy of Tropic Ocean Airways***





## Chuck Wiplinger Appointed to GAMA Technical Policy Committee

At the October 24 meeting of the General Aviation Manufacturer's Association (GAMA) board of directors, Chuck Wiplinger was appointed to chair the Technical Policy Committee. He succeeds Phil Straub of Garmin International.

The Technical Policy Committee serves as the authoritative industry organization for establishing a vision and developing and implementing certification processes and effective technical policies pertaining to general aviation products and components.



## Calling All Seaplane Instructors and Students!

### Are you a seaplane student?

Let us be the first to welcome you to the seaplane flying community! As you have already discovered, the seaplane pilot's lifestyle is one of adventure and freedom. In celebration of this accomplishment, Wipaire extends to you the opportunity to receive a custom-engraved "Freedom to Explore" medallion\*.

Visit [www.wipaire.com/medallion](http://www.wipaire.com/medallion) for details and to claim your medallion!

\*Valid for ratings issued after May 23rd, 2012. While supplies last.



### Are you a seaplane instructor or flight school?

Wipaire maintains an online listing of seaplane flight schools to help connect prospective seaplane pilots with training facilities. For more information on this program or to request more forms for your students, please contact Amy Gesch 651.414.6839 or email at [agesch@wipaire.com](mailto:agesch@wipaire.com).

Visit [www.wipaire.com/training](http://www.wipaire.com/training) to be added to the list!

\* Wipaire does not endorse any flight schools or instructors listed on the Wipaire website, in print materials, or referred to by employees.



## 2015 Headset Giveaway Winner

*Wipaire congratulates  
Phil McLanahan of Lynchburg, Virginia,  
Winner of the 2015 Headset Giveaway!*

In celebration of Wipaire's 55 year anniversary we will be sharing highlights from our company history throughout the year. In this issue we will be looking at the years 1991-2010.

## Reaching New Markets

The 1990s saw many new modifications and float certifications. Wipaire's largest float, the Wipline 13000, was certified on the de Havilland Twin Otter in 1992 and the smallest float, the Wipline 2100, was certified in 1997. The Wipline 2350, 3000, and 4000 also joined the Wipline family of floats during the 1990s. Among other modifications, Wipaire certified a co-pilot door and Wip Tip wing extensions for the Cessna 206 and gross weight increases for the Piper Cub and the Cessna Caravan.

Wipaire introduced the Boss Beaver in 1996. The Boss combined a selection of Beaver modifications, a turbine engine and Wipline 6100 floats to create a high-performance seaplane. The last float approved of the century was the Wipline 3450 for the Cessna 206 in 2000.

## The Tradition of Innovation Continues

The year 2000 brought about the next generation of Wiplingers coming to work at Wipaire. Nancy graduated from Gustavus Adolphus with a degree in business management in 2000. Chuck graduated from the University of Minnesota with a degree in aerospace engineering in 2003. Both have held various positions in Wipaire since.



In 2001 Wipaire moved their headquarters to a new 54,000-square-foot facility on Fleming Field. The new facility includes over 10,000 square feet of space for research and development for the growing engineering department. With their added capabilities, the team was able to certify several projects by the end of the decade. The Wipline 10000 float was approved for the Air Tractor 802A in 2003 and on the Air Tractor 802 in 2008. Wipaire, Inc. received Supplemental Type Certification (STC) the Wipline 7000 amphibious float installed on the Quest KODIAK in 2010.



**Watch for more about the history of Wipaire in future emails or visit [www.wipaire.com/history!](http://www.wipaire.com/history!)**

# AIRCRAFT FOR SALE

Questions? Call Diane at 651-209-7190



**1999 Cessna Caravan**, 1,767 Hrs TT, 446 Hrs SHOT, Prop 446 Hrs SNEW, Wipline 8000 Amphibious Floats, Garmin GNS 530W/430W WAAS Nav/Com/GPS, Air Conditioning, Commuter Seating and more. \$1,450,000



**2006 Cessna Caravan**, 660 Hrs TT SNEW, 18 Hrs SHOT, Wipline 8000 Amphibious, Extended Baggage, Garmin GNS 530/430 Nav/Com/GPS, Air Conditioning, KMD 880 MFD, Useful Load on Amphibs 2,727 lb. \$1,650,000



**N580ZZ 2015 Wipaire Boss 182 Amphib Conversion**, New Lycoming 580, Ly-Con Ported & Polished 340 HP, New Wipline 3000 Amphibs, Gross Weight Increase to 3500 lbs, New Custom Boss Paint Scheme, Upgraded Garmin GTN 750, Garmin GDL 88 TIS Traffic, EDM 730 Glass Engine Monitor, Call for Details



**N580XX 2015 Wipaire Boss 182 Amphib Conversion**, New Lycoming 580, Ly-Con Ported & Polished 340 HP, New Wipline 3000 Amphibs, Gross Weight Increase to 3500 lbs, LYNX NGT 9000+, Active Traffic, ADS-B, MVP -50 Glass Engine Monitor. Call for Details



**1959 DeHavilland DHC-2 Beaver**, 10,793 Hrs TT, 205.3 SMOH, 1,797.8 SPOH, 6100 Amphibs, rebuilt in 1996, Shoulder Harness, Pilot-Co-Pilot, Large Aft Bag Door, Enlarged Bubble Rear Winds and Bubble Cabin Window, very clean with many mods and 5,370 lb GW. Fresh Water Only! \$490,000



**1948 DeHavilland DHC-2**, 26,100 Hrs TT, 1,500 Hrs since rebuild in 2001, 327 Hrs SMOH, 460 Hrs SPOH, Garmin 340 Audio Panel, KC 165 Nav/Com, Cabin Extension, Kenmore Sea Fins. Call for Details.



**2006 Cessna T206H**, 975 Hrs TT SNEW, Wipline 3450 Amphibs, G1000 Nav III Suite Active Traffic, TAWS B, Wipaire Co-Pilot Door, operated the past 5 years within central MN. \$465,000



**1999 Cessna Turbo 206H**, 1,090 Hrs SNEW, 260 Hrs STO, Prop 625 Hrs SNEW, Wipline 3450 Amphibious Floats, Wip Tip Extensions, Co-Pilot Door, all high performing seaplane modes already completed, NDH. Call for Details.



**1975 Cessna A185F**, 550 Engine upgrade, custom paint & interior, new panel with many avionics upgrades, all completed when Aircraft refurbished 2014. Aerocet 3400 Amphib Floats, oversized Air Hawk 29" tires, P-Ponk Prop. \$335,000



**1974 Cessna 185F**, 3,340 Hrs TT, 1,399 Hrs SMOH, Prop: 1,399 Hrs SNEW, Wipline 3000 Amphibs, Garmin GTN 530W Nav/Com/GPS, Wing Extension, Sportmans STOL & upgraded panel. EAA Oshkosh AirVenture Outstanding Amphibian in 2006, Always been hangared, painted 1999 - shows as an 8.5/10! \$239,000



**2005 Found Aircraft FBA-2C**, 1,450 Hrs TT, Aerocet 3400L Amphib Floats, Airglide 3600 Hydraulic Skis (both excellent condition), Garmin 250XL Com/GPS, Garmin MX20 MFD. Call for Details



**NOW CERTIFIED! 2015 Wipaire Boss 182 Landplane Conversion!** Factory New Lycoming 580 Engine 315 HP, Hartzell 82" Trailblazer "super prop", Garmin G500 Avionic Suite, G530W/G430W, XM WX, SVT, Garmin 800 Active Traffic, perfect paint and interior! **Sale Pending**

View Full Specs and All Aircraft Listings at [www.wipaire.com](http://www.wipaire.com)