



Risk-Benefit Analysis for Seaplane Pilots

Brian Addis, Senior Flight Instructor - Lake & Air Pilot Shop

Type those words into your favorite search engine. Over sixty million results will appear. This says that “risk-benefit analysis” is a common and well known term in our language and culture. We all know what it means: weighing the risk against the benefit derived from the act of taking the risk. Of course, this means if there is no possibility for benefit, there is no reason to take the risk. We all understand this and use the principle in our daily lives.

Why is it, then, that very few of us express the language or even the philosophy of risk-benefit analysis while we are flying our seaplanes? It's there implicitly but we seldom talk about it. We have many more opportunities to use risk analysis in seaplanes than our landplane counterparts because we have the freedom of making more choices for our take-offs and landings. For example: “I want to land somewhat close to the dock so I don't have a long taxi.” The area around the dock is loaded with boats and jet skis coming and going. The risk: possible collision with a watercraft. The benefit: save six minutes. If we begin by expressing our risk benefit analysis to ourselves, often we find the benefit is very small for some rather large risks that we are willing to take. As I read accident reports and convert pilot error accidents to risk-benefit analysis language, I can't help but wonder if the pilot would have made a different choice if he or she

would have taken a few seconds to think about possible outcomes using risk-benefit analysis.

Happy—and safe—flying!

Brian Addis

Are You Newly Seaplane Rated?

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 for details and to claim your medallion!

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

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The Wipaire Window

Wipaire Expands Manufacturing Capacity

Wipaire has continued to expand in recent months, adding a new manufacturing facility to our growing campus. This new facility is near our existing manufacturing facility and offices in Minnesota. It adds 14,000 square feet (1,300 square meters) to our production floor, bringing the total manufacturing space to 36,000 square feet (over 3,300 square meters). It is the new home of our final float assembly and quality control. The first set of Wipline 8750 floats produced at the new facility came off of the five-station assembly line in February of 2014.

The addition of the assembly lines for small and large floats in the new Westgate South facility has yielded significant improvements in efficiency and capacity of float assembly. The investment in facilities, and the hiring of personnel with extensive experience in manufacturing engineering and process improvement, put Wipaire in a great position to continue improving our manufacturing capabilities. This will allow us to better serve our customers by decreasing production time on our most popular float models.

Our extensive facilities are only part of the equation. Most importantly, we are proud of our outstanding people. In addition to Wipline floats, our manufacturing team builds float rigging, installation kits, AirGlide skis, and numerous aircraft modifications. The people who build Wipaire's products do not simply piece together floats, skis, and modification components. They are true craftsmen who apply both art and science to create the quality products that Wipaire is known for around the world.



New Talent in Manufacturing

Tim Hendrickson
Director of Manufacturing

Tim Hendrickson has been appointed as Wipaire's new director of manufacturing and brings over 15 years of manufacturing expertise to Wipaire. Tim is skilled in manufacturing management, analysis, and planning, and has a background in manufacturing engineering. He brings knowledge and experience from working at large corporations, both publicly and privately owned. He is sure to be an excellent asset.



Ryne Nelson
Manufacturing Engineer

Ryne has joined Wipaire in the new position of manufacturing engineer. He has experience in a variety of metal manufacturing environments. He will use his skill and experience to develop and implement processes and fabrication methods to obtain high quality and cost effective production. He also works with engineering to develop new products for manufacturability.



Chinese Approval Received for Wipline 8750 Floats

We are pleased to announce that the Civil Aviation Administration of China (CAAC) has granted approval for the Cessna 208 Caravan, Cessna 208B Grand Caravan, and Cessna 208B Grand Caravan EX on Wipline 8750 floats. The Wipline 8750 features no landing weight limitations on water or land, an improved hull design shaped for better handling in rough water, and a new gear retraction design to provide years of trouble-free service.

The Wipline 8750 boasts a gross weight increase to 8,750 pounds (3,969 kg) on the Cessna 208 Caravan. The Cessna 208B Grand Caravan and Grand Caravan EX can operate at a gross weight of 8,807 pounds (3,995 kg) on Wipline 8750 floats.

Wipaire holds Chinese approval for a gross weight increase to 8,360 pounds (3,792 kg) for the Cessna 208 Caravan as well as the approval to install Wipline 2350 floats on the Cessna 172 Skyhawk.

New Procedure: Compliance Reporting

Wipaire is committed to continually improving our processes so that we can provide the best customer experience possible. Having accurate service letter and service kit compliance information is a valuable tool for our customers when it comes time to service their floats. In an effort to provide a more efficient inspection process, we have revised our service letter and kit process to include a compliance reporting segment. After a service letter or kit has been completed, we ask that the customer or maintenance professional who has serviced the floats visits our webpage and fills out a simple form. We will then update the status of the float in our records to show that the floats comply with that letter or kit. In the future, if there is a question as to the status of that set of floats we can reference our records and help resolve the inquiry.

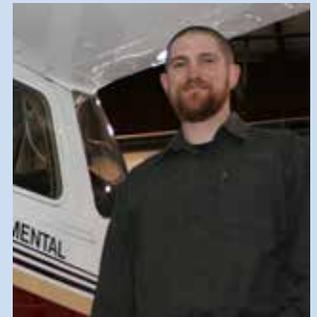
A Cessna 208 Caravan on Wipline 8750 floats will be in the Wipaire display at Sun 'n Fun in Lakeland, Florida, from April 1-6. Wipaire will also have an indoor display at ABACE in Shanghai from April 15-17.

New Leadership in Engineering

Chris Woken

Engineering Manager

Chris Woken has been named as our new engineering manager. Chris previously held the position of composites engineer and brings extensive experience in aviation, composites, and regulations.



As a pilot, Chris is able to relate to the operational considerations of the products Wipaire designs and manufactures. His wealth of experience is sure to benefit both the company and our customers.

Another benefit of this effort is that it will allow us to better understand the Wipline fleet status as a whole. This gives us the insight to provide more efficient technical support for our products and help us understand the fleet's current configurations and geographic distribution worldwide.

Please consider joining this effort by visiting our website and filling out the simple form by following the link titled "Update Service Letter & Kit Compliance Status" located under the "Customer Support" tab.

Thank you for your participation!

[Click Here to View the Compliance Reporting Form](#)

The Wipaire Window

Wipaire Adds New Interior Capabilities

We're pleased to announce the expansion of our interior capabilities. In order to better serve our customers, we've added a full cabinet shop at our Fleming Field facility. "By bringing these operations in-house, we will be able to offer increased quality with more control over both the construction process and delivery timelines," stated Will Perez, Wipaire's interiors manager.

The new cabinet shop is comprised of several new pieces of equipment, including a table saw, band saw, jointers, and work space for assembly. Cabinet components are cut using a CNC router for the ultimate in precision fit and finish. These pieces are then assembled in the interior shop's assembly area. Following assembly, they will have the finish applied. Commonly a thin wood veneer, the finish is another area of personalization for a unique interior. After the finish is applied, the cabinets have a protective film applied that will not be removed until installation is complete to ensure that the finish is pristine upon delivery.

We added our interior shop over 20 years ago, and have been providing high-quality refurbishing ever since. Our specialties include custom work of all kinds, including custom cabin layouts, fabrics, leathers, and even creating a special seat contour to match a customer's back profile for optimum comfort. "We work with each customer to determine what will match their style and needs," adds Will. Wipaire boasts an interior design center where customers can sit down and see, touch, and combine different samples to brainstorm ideas for their perfect interior.

Wipaire's soft goods capabilities cover cutting new carpet (typically using existing carpet as a template for an excellent fit) and finishing the carpet with either tape or stitching. Additionally, we can re-upholster seats with a variety of leathers and fabrics, and even cut new foam to refresh your old seats or create a plush retreat. We also refinish sidewalls and headliners, and can add options like drink rails and tables. We can even coordinate custom embroidery for a truly personalized look.

Don't forget—we're also available for repairs and touch-ups in addition to complete makeovers. Contact us today to learn what we can do for your airplane.



A completed cabinet next to a two drawer unit that has not received its veneer finish.



The new planer creates smooth, flat surfaces on the wood allowing for a perfect fit.



A special upholstery machine designed for binding carpet edges for a neat finish.

INTERIOR CARE TIPS

Whether your interior is brand-new or has been serving you for years, it's always a good time to give your aircraft interior a little TLC. Will Perez, Wipaire's interiors manager, has the following tips:

1) Leather components should be conditioned at least every six months. Leather can dry out over time, and conditioning keeps your leather soft and supple for years. Additionally, if your aircraft is stored outside, sun shades can help prevent drying due to sun exposure.

2) Do not spot clean leather. This can lead to color differences between the spot-cleaned area and the rest of the leather.

3) Plastic panels should be cleaned with a soft cloth material and a mild detergent at least once a month.

4) Fabric materials should be vacuumed regularly. This includes sidewalls, drapes and seats.

5) Carpet should be vacuumed regularly. It's best not to attempt to wet clean carpets yourself. When it's time to really get them clean it's best to trust the professionals who will ensure that the flame retardant properties of the carpet aren't damaged during cleaning.

As for products, there is a wide variety available, but look for gentle cleaners and aviation-specific products. One brand with a wide variety of aviation products is Celeste, which offers high-quality non-toxic, non-corrosive products for every use you can imagine.

Happy flying!

Introducing Our New VP of Aircraft Services, South St. Paul

Wipaire is excited to have Paul Wells join our talented services team as the new vice-president of aircraft services. Paul comes to Wipaire with over 15 years of experience in the general aviation industry, along with another 20 years of aviation experience with the US Marine Corps.

Most recently, Paul was the service manager for a nationwide aviation service provider where he grew their service department in terms of staff, sales and product lines. He has also held management positions at several other prominent aviation companies.

While in the military, he was responsible for managing and training personnel in aviation maintenance performance and applications for civilian and military services.

In addition, Paul holds a bachelor of science degree with a major in professional aeronautics and a master of aeronautical sciences with management specialization from Embry Riddle University.



The Wipaire Window

Things to do at Sun 'n Fun

Long considered “spring break for pilots,” the annual Sun 'n Fun International Fly-In and Expo marks the unofficial start of the float flying season. Sunny Lakeland, Florida is a warm respite from the many locations still thawing after a lengthy winter. With pleasant temperatures and plenty of aircraft, here are a few of the things to look for at this year's event:

- Exhibits—exhibitors from all around the world make the trek to Lakeland each year to show off their new products and offer visitors a chance to see them up close and ask questions. Stop by the Wipaire booth in space MD-003D and introduce yourself!
- Florida Air Museum—the museum features a variety of aircraft with focuses such as Florida aviation history, Howard Hughes, the Tuskegee Airmen, Charles Lindbergh, and more. Admission to the museum is included with a ticket to the fly-in.
- Daily movies—see the schedule on the Sun 'n Fun website.
- Parts exchange—find the rare part you've been searching for or sell the one taking up space in your hangar!
- Forums—from planning your first trip to the Caribbean, to new ways to use your iPad in-flight and unique history presentations, forums start at 9 am and go to approximately 2 pm each day and offer something for everyone.
- Daily airshow—with some of the premier airshow acts in the world, the daily airshow includes warbirds, vintage aircraft, state-of-the-art aerobatic aircraft, helicopters, gliders, and jets. Don't forget the popular night airshow on Saturday from 7:30-9:30.

- Splash-in at Lake Agnes— on Thursday, April 3rd take a break from the hustle and bustle of the main event at the Lakeland airport and make the short trip to Fantasy of Flight on Lake Agnes for a day filled to the brim with seaplane fun! Precision “bomb dropping” contests and spot landing competitions, combined with a wide variety of seaplanes, make this event one of our favorites.

- Seabirds banquet—following the splash-in, stay over for the Seabirds banquet and enjoy some good food and great seaplane-oriented company. Tickets are available online via the Sun 'n Fun website.

We hope we'll see you there!



Register to Win!

Visit Wipaire in booth MD-003D and register to win a **Stratus 2**

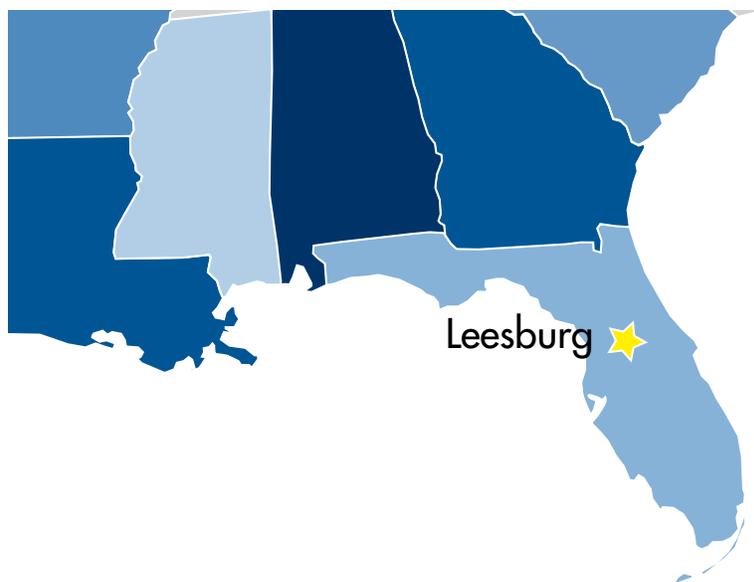
ADS-B Receiver for use with an iPad or iPhone + a **6 month ForeFlight** subscription.



Stop By Our Leesburg, FL Location Open House

Wipaire is pleased to welcome pilots on their way to Sun 'n Fun to our facility at the Leesburg International Airport (KLEE) in Leesburg, Florida, on Sunday, March 30. We will provide cold water and soft drinks as well as hot dogs and hamburgers with a selection of condiments. Additionally, pilots and passengers visiting will be able to enter Wipaire's 2014 sweepstakes early. This year's sweepstakes prize is a Stratus 2 portable ADS-B receiver and a 6-month subscription to Foreflight. "We want to welcome both visiting and local pilots to learn about what we do, and to get a refreshment on their way to Sun 'n Fun," says Lee Webb, vice president of aircraft services for Wipaire's Leesburg location. "As a bonus, they can enter our sweepstakes before the show even begins."

Leesburg International Airport is conveniently located approximately 50 miles north of Lakeland Linder Regional Airport, making it an ideal place to stop for fuel prior to entering the arrivals process into Lakeland. Full-service and self-service fuel are available at Sunair Aviation. Sunair will be providing a Sun 'n Fun fuel special on Sunday, March 30th, to coincide with the open house as well.



Spring Trade Show Schedule

Dates	Show	Location
March 24-25	MN Aviation Maintenance Conference	Brooklyn Center, MN
March 25-28	FIDAE	Santiago, Chile
April 1-6	Sun 'n Fun	Lakeland, FL
April 9-12	AERO Friedrichshafen	Friedrichshafen, Germany
April 15-17	ABACE	Shanghai, China
April 25-30	NATA Conference & Tradeshow	Whitehorse, Yukon
May 2-4	MN Seaplane Safety Seminar	Brainerd, MN
May 3-4	Great Alaska Aviation Gathering	Anchorage, AK

AIRCRAFT FOR SALE

Questions? Call Diane at 651-209-7190

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1998 Cessna Caravan, 2,550 Hrs TT, 30 Hrs SHOT, Garmin 530W/430, Air Conditioning, De-Ice, Executive Interior or 10 Pax Seating - \$1,540,000 on 8000 Floats or \$1,740,000 on 8750 Floats - Trades Considered



2004 Cessna Caravan, 2,000 Hrs TT, 260 Hrs SHOT, New Wipline 8750 Amphibs, 8750 GW, Single Point Fuel, Full De-Ice, Air Conditioning, Garmin 530W/430W. \$1,879,000



1999 Cessna Caravan, 1,358 Hrs TT, 0 Hrs SHOT, Wipline 8000 Amphibs, New Prop, Garmin 530W/430W, 8360 GWI, Prop Pitch Latches, New Paint, Commuter Interior \$1,390,000



2009 Quest KODIAK, 285 Hrs TT, Garmin G1000 integrated Avionics System, TKS System, Very Low Hours, Midwest Based and Operated, Like New. Available Immediately. \$1,365,000



2000 Cessna Caravan, 2015 Hrs TT, Wipline 8000 Amphibs, 8360 GWI, Extended Baggage, Garmin G530 w/Taws, KCS 55A HSI, New Prop, Commuter Seating. \$1,495,000



1957 De Havilland DHC-2, 5,194 Hrs TT, Wipline 6100 Amphibs, 5600 lbs GW, Garmin 430W, STEC 50 Auto Pilot, Garmin GMX 200 MFD, Lifetime Wing Struts, NEW Paint/Interior by Wipaire 2011. \$850,000



1979 Bonanza V35B, 1,269 Hrs TT, Engine 890 Hrs, Pristine, Always Hangared, Flown in Midwest, Complete Log Books, NDH, MUST SEE THIS ONE OF A KIND. \$179,000



1980 Cessna TU206G, 3,393 Hrs TT, 1,315 Hrs SFRM, 3730 Amphibs, Flint Tip Tanks, Robertson STOL, VG's, JPI 700 EDM, GAMI's. \$220,000



1969 Cessna U206D, 3,944 Hrs TT, IO-550 300HP Continuous @ 2700 RPM, Wipline 3450 Amphibs, Flint Wing Tip Extensions, STOL, Co-Pilot Door, Fresh Annual 05/2013. - \$225,000



2001 Cessna 206H, 1,748 Hrs TT, 100 hrs STO, Garmin GNS 530W Nav/Com/GPS w/WAAS, TIS Traffic, H.S.I., GDL 69A XM WX & Radio, Wipaire Co-Pilot Door, Factory Float Kit. Custom New Paint 10/10. Call for Details.



1976 Cessna A185F, 1,390 Hrs TT, 940 Hrs SFRM, 252 Hrs SPOH, NDH, Edo 3500 Amphibs, Robertson STOL kit. - \$200,000



2001 Scout, 450 Hrs TT, Wipline 2100 Amphibs, 70 Gallon Long Range Tanks, Lt Side Baggage Door, GNS 150XL GPS, Always Hangared, NDH, Looks Like New. \$134,500

View Full Specs and All Aircraft Listings at www.wipaire.com