

TBM850

by DAHER-SOCATA

NEWSLETTER
FALL 2010



Narsarsuaq Fjord as viewed
from a TBM 850 cockpit
(photo C. Peyton)



**COUNTDOWN TO THE
100TH ANNIVERSARY**

As you will read in this issue, Patrick Daher has symbolically launched the countdown for our 100th anniversary celebration as an active aircraft manufacturer at EAA AirVenture Oshkosh. We may be one of the world's oldest companies to continuously manufacture airplanes throughout the century.

What does that mean for us today?

This gives us the legacy as aviation pioneers, providing DAHER-SOCATA with a rich history and extensive expertise in manufacturing airplanes. Most importantly, it provides us a unique relationship with customers and operators that has helped our company in evolving its products.

This is a legacy that is recognized by our customers and operators. Participants at the 2010 edition of the annual TBM Owners and Pilot Association Convention proved it again with their enthusiasm and involvement in advisory panels, along with their willingness to support improvements to the aircraft. This attitude is contagious, as some new customers admit they have chosen the TBM after becoming acquainted with owners of the aircraft.

The passion also extends to our network, and is nowhere more apparent than at New Avex, our Southwest U.S. distributor – which recently celebrated its 10th year in partnership with us. For the second year in a row, DAHER-SOCATA ranked second in the Pro Pilot Magazine Product Support Survey. We are very proud of this result in the publication's 2010 poll, although our ultimate goal remains to become number one. Thanks to the continuous improvement of our support to you.

I can reassure you that DAHER-SOCATA is committed to providing excellent service to customers, and to provide the most efficient, competitive aircraft in its category. We always welcome your feedback – either via your representatives or directly through the members of our team.

Nicolas Chabbert

Senior Vice-President Airplane Division
DAHER-SOCATA

The DAHER-SOCATA TBM team
at 2010 AirVenture Oshkosh .
(Photo C. Peyton)



EDITORIAL



CONTENT

EVENTS

100TH ANNIVERSARY COUNTDOWN
STARTS IN OSHKOSH

TBMOPA CONVENTION IN VIRGINIA

100,000 FLIGHT HOURS FOR THE
FRENCH AIR FORCE'S TBM FLEET

CERTIFICATION AWARDED
FOR THE SURVEILLANCE VERSION
OF DAHER-SOCATA'S TBM
MULTI-MISSION AIRCRAFT

STÉPHANE MAYER IS
DAHER-SOCATA'S NEW CEO

CUSTOMER PROFILES

ROBERT KOWALCZYK,
POLISH OWNER, SN 547

SANDY RAND, SN 363

NETWORK

OPEN HOUSE
AT AVEX MARKS
THE 10TH YEAR OF
TBM DISTRIBUTORSHIP

SUPPORT

DAHER-SOCATA
FIGHTS AGAINST
HIGH PRICES
FOR SPARE PARTS

A NEW LOOK FOR THE
TBM 850 WEBSITE

BRUNO MANDON,
NEW VP CUSTOMER
SUPPORT OF
DAHER-SOCATA
AIRPLANE DIVISION

HISTORY

LINDBERGH AND
MORANE-SAULNIER
- 80 YEARS AGO

TBM FLEET STATUS REPORT



DAHER-SOCATA STARTS THE COUNTDOWN AT EAA AIRVENTURE FOR ITS 100TH ANNIVERSARY

A symbolic clock marking the countdown for next year's 100th anniversary celebration of Aeroplanes Morane-Saulnier – the predecessor of DAHER-SOCATA – was formally started at the 2010 EAA AirVenture fly-in during July.

The countdown kick-off was initiated by Patrick Daher, Chairman and CEO of the DAHER Group, and Nicolas Chabbert, president of SOCATA North America, during a press conference held on July 27 in Oshkosh.

Aeroplanes Morane-Saulnier was created in 1911 by two French pioneer aviators and brothers, Leon and Robert Morane, with engineer Raymond Saulnier. During its operation, the company and its aircraft were responsible for numerous aviation milestones, including: winning the first World Air Race in 1911; performing the first Mediterranean aerial crossing in 1913; developing the first four-seat business jet in 1954; and producing and the TBM 700 – the first pressurized civilian single turboprop aircraft, which was certified in 1990.

Through its 99 years of existence, the company has continuously built airplanes reputed for their high

quality of manufacturing and high maneuverability up to the TBM 850 very fast turboprop.

To celebrate the 100th anniversary, DAHER-SOCATA will introduce a special anniversary edition of its TBM 850, and hold a host of events : Tarbes Celebration (June 18), Paris Air Show (June 20), 100th Anniversary Fly-In as a part of the 2011 EAA Air Venture Gathering.

“This celebration of aviation excellence will highlight the prestigious roots of our aircraft manufacturing activity, and underscore our company’s confidence in the business aviation market despite today’s difficult economic times,” Patrick Daher stated. “We are committed to the further development of our TBM 850, which is true asset for the DAHER Group, and we look forward new aircraft projects in the near future.”

1. Starting the Countdown Clock are Cory Ravetto (EAA/SOCATA Young Eagle Intern), Patrick Daher, (DAHER Group Chairman and CEO), Nicolas Chabbert (President of Socata North America) and Kylie Fencil (EAA/SOCATA Young Eagle Intern)
2. The DAHER-SOCATA booth at AirVenture
3. Patrick Daher and Tom Poberezny, President of EAA, at the Gathering of Eagles Gala Dinner
4. Dr. Ian Fries, owner of TM 850 SN 500, provided entertainment at the TBM barbecue by playing the accordion

- ▶ QUIT
- ▶ BACK TO THE TABLE OF CONTENTS
- ▶ 100th anniversary countdown starts in Oshkosh
- ▶ TBMOPA Convention in Virginia
- ▶ 100,000 flight hours for the French Air Force’s TBM fleet
- ▶ Certification awarded for the surveillance version of DAHER-SOCATA’s TBM multi-mission aircraft
- ▶ Stéphane Mayer is DAHER-SOCATA’s new Chief Executive Officer





TBMOPA CONVENTION IN HOT SPRINGS

The TBM Owners and Pilot Association's annual convention brings the TBM operator community together in Virginia.

The annual convention of the TBM Owners and Pilot Association (TBMOPA) – the user organization of DAHER-SOCATA's TBM 700 and TBM 850 very fast turboprops – drew a large audience to this year's event, which was held September 9-12 at Hot Springs, Virginia.

A total of 61 TBM aircraft landed at Ingalls Field – the mountaintop airport close to the convention site at the Homestead Resort, which is a historic luxury resort in Virginia and one of the world's noted golf and spa destinations. The convention attracted TBM owners from across the United States and Canada, and as far away as Australia and Belgium.

"The attendance this year was fantastic, with over 200 participants representing TBM owners, the DAHER-SOCATA aircraft manufacturer, distributors and service centers, as well as

vendors," stated TBMOPA President John Hinshaw.

Nicolas Chabbert, the President of SOCATA North America, said the 2010 TBMOPA convention underscored this owner association's excellent working relationship with the aircraft manufacturer. He also noted that DAHER-SOCATA's customer support was given high marks by the TBM community, rewarding the company's continuous efforts.

"The TBMOPA convention's success perfectly illustrates the special relationship based on confidence that we have established with TBM pilots and owners," Chabbert said. "Thanks to them, the TBM very fast turboprop is now a proven aircraft, logging more than 800,000 flight hours in a global fleet of some 530 TBM 850s and TBM 700s."

 **NEXT**

QUIT

BACK TO
THE TABLE
OF CONTENTS

100th anniversary
countdown starts
in Oshkosh

**TBMOPA Convention
in Virginia**

100,000 flight hours
for the French Air
Force's TBM fleet

Certification
awarded for the
surveillance version
of DAHER-SOCATA's
TBM multi-mission
aircraft

Stéphane Mayer is
DAHER-SOCATA's
new Chief Executive
Officer



TBMOPA CONVENTION IN HOT SPRINGS (CONTINUED)

The 2010 TBMOPA convention was opened by Ed Bolen, President of the National Business Aviation Association (NBAA); DAHER Aerospace Chairman François Lepinoy; and Stéphane Mayer, CEO of DAHER-SOCATA. During the four-day meeting, information on user fees also was provided, along with briefings on government regulations and updates on continued support of the TBM fleet.

Among the technical sessions were numerous safety seminars, at which attendees received credits for possible rebates on insurance policies. Additionally, the event welcomed a record number of vendor displays.

This year's convention also focused on safety and support issues, with presentations by Rich Stowell – master flight instructor and well-known “Spin Doctor” from the Aviation Learning Center – on angle of attack, while SimCom and TSI provided continued training for the companions of TBM pilots. Seminars also were organized on cockpit

complacency, as well as operations to maximize battery life.

Pratt & Whitney Canada, which produces the TBM's PT6A turboprop engine, provided an update on its ESP maintenance program. In addition, an insurance briefing was delivered, with details on TBMOPA's new program that allows members who complete the association's Safety Awareness Program to qualify for discounts of up to 10 percent on their hull premium.

Alain Jaubert, an EASA certified flight instructor and the head of DAHER-SOCATA's TBM training, came from France to refresh TBM pilots on approaches and go-arounds.

The next TBMOPA convention is scheduled for the Fall of 2011 at the Broadmoor Resort in Colorado Springs, Colorado.

For more information at:

 www.tbmowners.org

Ingalls Field control tower (Photo: Ken Dono)
Homestead Resort, a historic luxury resort in Virginia,
hosted the TBMOPA Convention (Photo: R. Maitre)
The 2010 TBMOPA Convention focused on safety
and support issues (Photo: R. Maitre)

QUIT

▶ BACK TO
THE TABLE
OF CONTENTS

→ 100th anniversary
countdown starts
in Oshkosh

→ **TBMOPA Convention
in Virginia**

→ 100,000 flight hours
for the French Air
Force's TBM fleet

→ Certification
awarded for the
surveillance version
of DAHER-SOCATA's
TBM multi-mission
aircraft

→ Stéphane Mayer is
DAHER-SOCATA's
new Chief Executive
Officer



Photo by A. Paringaux

100,000 FLIGHT HOURS FOR THE FRENCH AIR FORCE'S TBM FLEET

The TBM 700 fleet in service in the French Air Force – which now counts 15 aircraft – passed the symbolic milestone of 100,000 flight hours at the end of the summer of 2010.

First ordered in 1991, the initial two TBM 700s were delivered to the French Air Force's Liaison Squadron on May 27, 1992.

The fleet now is deployed to liaison transport units of the French Air Force at bases in Villacoublay, Bordeaux and Metz.

These aircraft, like all the 28 French military TBMs, are maintained by DAHER-SOCATA

through a global support contract awarded in January 2007 for an eight-year period.

As it was announced in a previous TBM Newsletter, this fleet will soon benefit from a "youthful makeover" following DAHER-SOCATA's selection by the French Ministry of Defense for a full avionics renovation and associated upgrade services.

QUIT

▶ BACK TO THE TABLE OF CONTENTS

→ 100th anniversary countdown starts in Oshkosh

→ TBMOPA Convention in Hot Springs

→ **100,000 flight hours for the French Air Force's TBM fleet**

→ Certification awarded for the surveillance version of DAHER-SOCATA's TBM multi-mission aircraft

→ Stéphane Mayer is DAHER-SOCATA's new Chief Executive Officer



CERTIFICATION AWARDED FOR THE SURVEILLANCE VERSION OF DAHER-SOCATA'S TBM MULTI-MISSION AIRCRAFT.

DAHER-SOCATA has received the certification for its ISR (intelligence, surveillance and reconnaissance) version of the Multi-Mission TBM from the European Aviation Safety Agency (EASA).

DAHER-SOCATA has received the certification for its ISR (intelligence, surveillance and reconnaissance) version of the Multi-Mission TBM from the European Aviation Safety Agency (EASA).

Following this approval, any TBM 700 or TBM 850 may be converted to the ISR version. The ISR configuration is equipped with a rear under-fuselage Thales AGILE 2 gyro-stabilized multi-sensor turret, which already is in service around the world on many air and sea platforms. This fully-retractable turret can accommodate up to four state-of-the-art sensors, including electro-optical (E/O) or infrared systems, along with a laser rangefinder and a laser designator

for marking targets. Control of the device is performed from a portable console inside the cabin, and is configured to display video images as well as handle signal processing. A joystick is provided for the operator to control the turret's aiming. A recording function also is available to process data, either in the cabin or via a data downlink to a ground-based control station.

DAHER-SOCATA will offer this new version of TBM to all armed forces, governmental agencies and contract operators as an answer to their surveillance needs in domains as diverse as urban safety, the fight against trafficking, pollution, border and coastal surveillance, aerial detection of forest fires and other applications.

QUIT

▶ **BACK TO THE TABLE OF CONTENTS**

→ 100th anniversary countdown starts in Oshkosh

→ TBMOPA Convention in Hot Springs

→ 100,000 flight hours for the French Air Force's TBM fleet

→ **Certification awarded for the surveillance version of DAHER-SOCATA's TBM multi-mission aircraft**

→ Stéphane Mayer is DAHER-SOCATA's new Chief Executive Officer



STÉPHANE MAYER
IS DAHER-SOCATA'S NEW
CHIEF EXECUTIVE OFFICER

Stéphane Mayer has joined DAHER-SOCATA as its Chief Executive Officer, bringing an experienced industry executive into the management team responsible for further developing DAHER's Aerospace sector activity – including investments and future projects with the company's General Aviation Division.

In his new functions, the 47-year-old Stéphane Mayer works directly with François Lépinoy, the Chairman of DAHER-SOCATA. Mayer also has become a member of DAHER's Executive Committee.

Stéphane Mayer has direct expertise with DAHER-SOCATA, having been the Chairman and CEO of EADS SOCATA from 2003 to 2007, which was prior to DAHER's acquisition of this EADS company in 2008.

Before assuming his new responsibilities at DAHER-SOCATA, he was CEO of ATR, the European manufacturer of regional turboprop airliners.

His other industry experience includes assignments with the Lagardère group, where he was the Senior Vice President of Spare Parts, and CFO at Matra Automobile – later becoming a member of its supervisory board.

Stéphane Mayer graduated from France's Ecole Polytechnique engineering school in 1984, and has further qualifications from ENSAE (Ecole Nationale de la Statistique et de l'Administration Economique) and Institut d'Etudes Politiques de Paris. He started out his career in external auditing. He's also a pilot whose airplane ratings include DAHER-SOCATA's TBM very fast turboprop aircraft.

QUIT

▶ BACK TO
THE TABLE
OF CONTENTS

→ 100th anniversary
countdown starts
in Oshkosh

→ TBMOPA Convention
in Hot Springs

→ 100,000 flight hours
for the French Air
Force's TBM fleet

→ Certification
awarded for the
surveillance version
of DAHER-SOCATA's
TBM multi-mission
aircraft

→ **Stéphane Mayer is
DAHER-SOCATA's
new Chief Executive
Officer**



QUIT

▶ BACK TO
THE TABLE
OF CONTENTS

▶ **Robert Kowalczyk,
TBM 850 SN 547**

▶ Stanley (Sandy)
Rand III,
TBM 850 SN 363

ROBERT KOWALCZYK, TBM 850 SN 547

This Sat Film owner and pilot belongs to the new generation of self-made entrepreneurs in Poland. The 46-year-old Kowalczyk graduated as an historian, and created Sat Film 18 years ago from scratch. The company now counts 60,000 subscriptions to its cable, telephone and internet services. In the next step, Sat Film is anticipating a license for mobile phone services.

Obtaining a pilot's license was a dream come true for Kowalczyk, and he started flight training in 2004. While preparing for his instrument rating in 2007, he decided to order a very light jet to extend his operations all over Europe.

"During my instrument rating training course, I realized the very light jet couldn't land on the

short runways close to my final destinations, and this would add travel times to my typical trips," he explained. "So I looked for another airplane."

Ultimately, he found that the TBM 850 very fast turboprop aircraft, which was exactly what he was looking for in terms of speed, range and operating efficiency."

"We are extremely pleased that our TBM 850 was selected by a successful entrepreneur as Robert Kowalczyk," said Nicolas Chabbert, DAHER-SOCATA's Senior Vice President - Airplane Division. "His acquisition demonstrates how our TBM 850 is perfectly tailored to link Eastern and Western Europe, based on its performance and flexibility."



QUIT

▶ BACK TO
THE TABLE
OF CONTENTS

Robert Kowalczyk,
TBM 850 SN 547

▶ **Stanley (Sandy)
Rand III,
TBM 850 SN 363**

STANLEY (SANDY) RAND III, TBM 850 SN 363

Among DAHER-SOCATA's faithful customers is 66-year-old Sandy Rand, who has attended every TBM meeting during the past 10 years. He is the very active owner of Rand Insurance, Inc., a US. insurance brokerage firm in Connecticut.

A self-described "happy customer," Rand explains why he is a true fan of the TBM and stated "the franchise of the TBM is great!":

"My passions in life are family, fishing, hunting and golf...and the success of my financial support system allows me to enjoy these passions.

Sandy Rand at the Los Cabos TBM Gathering in 2002
(Photo: Jim Winn)
Sandy Rand's current TBM 850

▶ NEXT

I learned to fly in 1966 while stationed in North Carolina with the United States Army Special Forces. Although I was not a military pilot, it was the beginning of my love affair with aviation. Among my earlier aircraft were a Piper Archer, an A36 Bonanza and a Malibu Mirage.

"In 1996, I was looking for my next step-up in aircraft, and reviewed twin turbines such as the King Air, as well as used Cheyennes and Cessna Conquests – but having been a 'single engine' guy, I quickly became intrigued with the TBM 700. My first TBM was a slightly used 'A' model, followed five years later by a new 'B' model. In 2006, shortly after the introduction of the TBM 850, I bought a new 'non-glass' cockpit version. Although I knew a 'glass' model would be available someday, I was intrigued with the aircraft's enhanced performance and did not want to wait. Today, after 14 years with the TBM family, I have 1,600 hours in the type.

"During these years I have watched SOCATA, now DAHER-SOCATA, grow and prosper. The strides made over these years in customer service and product enhancements by SOCATA and its dealer network have only confirmed that I have made the correct buying decisions. A reliable, fast, well-built and sturdy product is what I want for my family and business associates. In its class, there is no

other product like the TBM.

"I use the aircraft for business and pleasure mostly on the East Coast of the United States. My children and grandchildren all enjoy the benefits of the speed and comfort the TBM offers. Making day-long business trips without long airport and airline delays allows an unparalleled efficiency in the business application.

"I have many memories of flights over the years, but my favorites are long cross-country trips. I am always fascinated and never disappointed at the expanse and beauty of the country that can be seen from an aircraft operating as we do with the TBM. Perhaps one of my favorites was a trip to Cabo San Lucas for a TBM Owners conference a few years ago. The planning, and scenery from Connecticut to Baja on the west coast of Mexico, were unforgettable.

"Each time I considered buying a new TBM, I again researched the market for alternatives – particularly with the advent of the Very Light Jet. Each time, after considering operating cost, mission requirements, speed and dispatch reliability, I returned to the TBM. Clearly, I truly am a 'happy TBM customer.'"



QUIT
BACK TO
THE TABLE
OF CONTENTS

Robert Kowalczyk,
TBM 850 SN 547

**Stanley (Sandy)
Rand III,
TBM 850 SN 363**





QUIT
BACK TO
THE TABLE
OF CONTENTS

Open House at AVEX
marks the 10th year of
TBM distributorship

OPEN HOUSE AT AVEX

During the weekend of June 5, Avex welcomed West Coast U.S. TBM owners to their Camarillo, California facilities for a Safety Open House. The TBMOPA came up with the idea of setting up a more local arena to give owners the opportunity to expand their safety awareness and help mitigate rising accident rates as a result of pilot error. Avex took this idea and ran with it, crafting a comprehensive curriculum promoting an exploration of vital topics in TBM operational safety.

The program kicked off with introductions by TBMOPA officers Garry Rohr and Cliff Runge, who stressed the importance of better overall safety awareness and thanked the participants for their attendance. The first speaker on the agenda was Philippe Santoro, SOCATA's Network and Warranty Manager and NTSB Liaison, who taught the owners about items that are commonly missed on pre-flight inspections and the effects they could have on the outcome of the flight.

Among the other guest speakers were: Tom Chappell, President and CEO of Chappell Smith & Associates, Inc.; Dr. Vutetakis, Director of Advanced Battery Technology at Concorde Battery Corporation; and Eldon Anderson, Sales Manager for the Michelin Aircraft Tire Company. They were joined by Dale Tauton, President and CEO of The Trend Group, who spoke about engine trend monitoring; Ryan Densham, the Technical and Commercial PT6A Customer Manager for Pratt &

Whitney, who addressed engine safety operations; and Rich Stowell, the National Flight Instructor of the Year - CFI-Aerobatic, and one of the eminent authorities in high angle of attack aerodynamics.

Chris Cannon – Avex's Chief Pilot, ATP, CFI, A&P, with 9,300 hours total time and type rated on airliners such as the Airbus A320 – spoke about Threat and Error Management in the cockpit, and the role it plays in every flight. Chris' presentation used flight scenarios to help pilots identify threats, classify errors, and use this information to better manage cockpit workloads.

Spouses enjoyed such options as a day at the Four Seasons Spa, shopping trips, tennis, and cooking classes. After the seminars, everyone met for cocktails and dinner, where Wally Obermeyer, founder of Obermeyer Asset Management Company, gave a keynote speech on the economy and investing.

TBMs parked at Camarillo Airport on the Avex ramp
(Photo Veronica Slavin),
Rich Stowell, National Flight Instructor of the Year - CFI-
Aerobatic, speaking about high angle of attack aerodynamics.



QUIT

▶ BACK TO
THE TABLE
OF CONTENTS

▶ Open House at AVEX
marks the 10th year of
TBM distributorship

AVEX AND SOCATA, A DECADE OF DEVELOPMENT

In 2000, there were two TBM aircraft operating in the Southwestern region of the U.S. market. In the 10 years since Avex was appointed as SOCATA's first U.S. distributor, this number has climbed to 91. The reason? A natural result of word of mouth referrals from satisfied owners and operators.

Customers aren't the only ones taking note of this progress. For three consecutive years, the FAA has given Avex its Diamond Award, recognizing the company's commitment to training for mechanics. Avex recently was appointed Pratt & Whitney's Mobile Repair Team for its PT6-64 & PT6-66 engines.

New developments are always in the works at Avex, including state-of-the-art facilities for component overhauls, and on-line customer accounts for tracking daily workshop progress.

Terese Winson, president of Avex Inc. (photo New Avex)
Terry Winson, director of sales of Avex Inc. (photo C. Peyton)
The Avex staff of mechanics

Additional information:



www.newavex.com



QUIT

▶ BACK TO THE TABLE OF CONTENTS

▶ **DAHER-SOCATA fights to keep spare parts price low**

▶ New layout and new videos for the TBM 850.com website

▶ Bruno Mandon, new VP Customer Support of DAHER-SOCATA Airplane Division

DAHER-SOCATA FIGHTS TO KEEP SPARE PARTS PRICE LOW

To contribute to a significant reduction in the TBM's operating cost, DAHER-SOCATA's Customer Support department has decided to give all customers access upon request to the Manufacturer's Suggested Retail Price for new parts. This will allow them to know the exact price for parts delivered from the factory (excluding shipment and administration fees), and provides transparency on the price list.

DAHER-SOCATA has accepted the challenge from the TBMOPA owner and user organization to reduce price on components they identified, and different actions have been undertaken.

Should you need this access, after logging in to the mysocata web site: ▶ www.mysocata.com

GO ON THE LOGIN ACCESS COLUMN WITH YOUR DEDICATED LOGIN, AND SELECT:

▶ **On-line price catalog** All the prices of the items manufactured by Socata

PRICES FOR LRUs ARE ALSO AVAILABLE ON:

▶ **On-line price catalog** All the prices of the items manufactured by Socata

Another way to reduce the operating cost is to increase the number of repair parts available for maintenance purposes. We have set up a catalog listing the services proposed to customers on major components installed in the TBM 700/850 with the relevant Recommended Price List.

All repairable units are not listed in this catalog but main units are proposed. It is also updated when new equipment becomes available.

MAJOR COMPONENT MAINTENANCE MANUALS (CMM) ARE ALSO AVAILABLE ON :

▶ **On-line documentation** All the TBM 700 documentation published on-line by DAHER-SOCATA

These manuals can be used by different repair shops under their local approval to carry out repairs and maintenance, at their cost.

On some specific items, the parts are sold at cost. DAHER-SOCATA does not add any fees and hence, they are sold at a loss. The network should work in the same way, so the end-user will pay the same price that the manufacturer provides for the supplier.

▶ NEXT

Negotiations have been launched with suppliers. A repair catalog has been issued, and is implemented according to the agreements signed between DAHER-SOCATA and its suppliers.

Here are examples of some significant cost reductions that have been implemented:

TORQUE TRANSDUCER

By selling at cost and ordering large batches of parts from the supplier, DAHER-SOCATA has achieved a 30% cost savings for customers.

CABIN PRESSURE CONTROL

Working with the supplier, DAHER-SOCATA developed a repair capability which enabled the offering of standard exchange units, reducing the price by 80% compared to a new unit.

COOLING TURBINE

The development of repair capability with the supplier allowed the offer of exchange units, reducing the price by 35% compared to a new unit.

ACTUATORS

A joint effort with the approved overhaul shop DRJ allowed it to offer customers a 20% reduction on the basic overhaul of the actuator.

This challenge is continuing permanently, and we are committed to making it work. Other actions will be taken in the near future, with updates being provided regularly. In the meantime, DAHER-SOCATA invites its TBM customers and operators to use these tools in checking our prices and comparing them with the competitors.

A specific email address is available to provide documented comments when customers and operators believe a part is not priced appropriately:

▶ partsprice@socata.daher.com



QUIT
▶ BACK TO THE TABLE OF CONTENTS

▶ **DAHER-SOCATA fights to keep spare parts price low**

▶ New layout and new videos for the TBM 850.com website

▶ Bruno Mandon, new VP Customer Support of DAHER-SOCATA Airplane Division



NEW LAYOUT AND NEW VIDEOS FOR THE TBM 850.COM WEBSITE

A streamlined design, enhanced graphics and improved navigational tools are facilitating visitors' access to a full range of TBM 850 information on the TBM850.com Website, enabling them to learn more about DAHER-SOCATA's wide variety of general aviation services – including maintenance and avionics upgrades.

In addition, the website benefits a large audience, providing details on DAHER-SOCATA's history, along with contact information for sales and support.

Four recent TBM 850 video clips can now be viewed on the website:

- "Turbine Comfort Zone," which is a video treatment of the tagline for DAHER-SOCATA's 2010 advertising campaign,
- "State of the Art," presenting the TBM 850's avionics,
- "Reliable Pratt & Whitney," which puts a focus on the TBM's turbine engine, and
- "Atlantic Crossing," an account of a ferry flight from DAHER-SOCATA's Tarbes, France production facility to the New York area.

QUIT

BACK TO THE TABLE OF CONTENTS

DAHER-SOCATA fights to keep spare parts price low

New layout and new videos for the TBM 850.com website

Bruno Mandon, new VP Customer Support of DAHER-SOCATA Airplane Division



**BRUNO MANDON, THE NEW VICE PRESIDENT
OF CUSTOMER SUPPORT**

Bruno Mandon is now officially heading up Customer Support at DAHER-SOCATA. He will work with Charlie Holomek, Vice President Customer Support for the Americas. Raphaël Maître is now the Deputy Vice President of the DAHER-SOCATA Airplane Division, seconding Nicolas Chabbert. The 42-year-old Mandon brings 18 years of experience dedicated to the customer support organization, with proven management for large teams of technicians, mechanics, engineers and administrators.

Having been responsible for the development of SOCATA North America's Customer Support activity for three years, he has knowledge of both European and North American operations.

Mandon graduated in 1989 from ESTACA, a French engineering school in the Paris area, and he had his first working experience with Dassault Falcon Service at Le Bourget Airport. He joined SOCATA Customer Support in 1991, at a time when the first TBM 700 deliveries began.

QUIT

▶ BACK TO
THE TABLE
OF CONTENTS

DAHER-SOCATA
fights to keep spare
parts price low

New layout and new
videos for the TBM
850.com website

**Bruno Mandon,
new VP Customer
Support of DAHER-
SOCATA Airplane
Division**



LINDBERGH, MORANE-SAULNIER, AND THE TBM

On December 13, 1927, just a few months after his successful New York to Paris non-stop transatlantic flight, Charles Lindbergh undertook a Latin America demo tour with his Ryan NYP "Spirit of Saint Louis." This flight was an idea of Dwight W. Morrow, the recently-appointed U.S. Ambassador to Mexico, who thought Lindbergh's prestige could heal the tense relationships between the United States and Mexico.

This famous aviator drew crowds upon his arrival, and he was asked to give flight rides to his guests. However, the low visibility offered by the Ryan NYP

led him to request another aircraft. As a result, the Mexican Army provided him with one of their two-seaters, a Morane-Saulnier MS 35. According to Mexican records, Lindbergh gave six rides with the MS 35 for Mexican officials, as well as for another U.S. celebrity – the comedian Will Rogers. Lindbergh was said to be delighted by the handling qualities of the agile Morane-Saulnier, especially facing the mountainous, high-altitude conditions with gusty winds at Toluca Airport. It was during this visit that he met his future wife, Anne Morrow, daughter of the U.S. Ambassador.

Shown in this picture, taken on May 27, 1927, are (from left to right): Major Pinsard, WWI ace and then commanding officer of Le Bourget military station; Myron Herrick, U.S. Ambassador to France; Flight Sergeant Michel Détrouyat, future chief pilot of Morane-Saulnier; Charles Lindbergh, and two French Army pilots: Colonel Poli-Marchetti, and Major Weiss.



A few years later, Lindbergh came back to France for a visit with his acquaintance, Michel Détroyat. Détroyat was a fighter pilot on duty at Le Bourget Airport near Paris when Lindbergh completed his historic flight on May 21, 1927. Détroyat became friends by offering Lindbergh an opportunity to fly the Nieuport 29, which was the standard French fighter aircraft at the time. After almost a week of official functions following his famous transatlantic crossing, Lindbergh was anxious to get back to the air, so he accepted the flight opportunity, which ended in a mock dogfight over Paris between the two aviators. At Lindbergh's next return to Paris in 1933, Détroyat was the chief pilot of Morane-Saulnier and a master of aerobatics, and he gave Lindbergh an intensive course of aerobatics on an MS 230. Lindbergh's report about the impressive agility of the Morane-Saulnier trainer led to its selection by the U.S. military attaché as a liaison aircraft.

Only the premises of World War 2 could alter those good relationships. Lindbergh was convinced that

war should be avoided at any cost and upon his return to America, he took the lead of the anti-war movement. His French aviator friend tried to push France's government to start preparing war against Germany. Lindbergh only returned to Europe several years after the war.

Half a century later, the TBM 700 (which was the world's first pressurized single to enter production), was promoted using same argument that "Lucky Lindy" used in 1927 to convince his Saint Louis-based sponsors for his transatlantic challenge: "Multiple engines result in a greater chance of failure than a single-engine design." As an echo to his historic achievement, the Intertechnique company's Lindbergh Trophy – created for the fastest single-engine plane to fly non-stop over the Atlantic – was won by Jacques Lemaigre du Breuil with a flight from Teterboro, New Jersey to Le Bourget, Paris. He covered the 3,100 naut. mi. during a flight performed in 10 hours, 55 minutes, with a 280-kt. average speed – a speed record that still stands today!

Lindbergh and the Morane-Saulnier MS 35 he used during his stay in Mexico.

Charles and Ann Morrow-Lindbergh.

Jacques Lemaigre-Dubreuil's TBM 700 over New York for his 'Lindbergh Trophy'-winning Flight on June 27, 1994.



- QUIT
- ▶ BACK TO THE TABLE OF CONTENTS
- TBM Fleet Status Report

As of September 22, 2010

TBM700

Total delivered aircraft:	324
Fleet total time:	712,962 hrs.
Average total time per aircraft:	2,221 hrs.
Average usage:	210 hrs./year
Average flight duration:	1.35 hrs./cycle

TBM850

Total aircraft delivered:	205
Fleet total time:	88,613 hrs.
Average total time per aircraft:	527 hrs.
Average usage:	188 hrs./year
Average flight duration:	3.28 hrs./cycle

Total TBM Fleet: 529

Total fleet time: 801,575 hrs.



Thanks for helping us keep our fleet data up-to-date.
Please record your data by clicking here:
http://www.mysocata.com/TTR/customer/fleet_track.php