



MEMORANDUM

Date: June 13, 2002

To: Mr. Wayne Pollack, NTSB

From: Walt Adair, General Manager and Chief Pilot

Subject: Mr. Arlen Braunstein

Attached please find a copy of the "pilot experience" matrix provided to me by Mr. Braunstein prior to his completion of our introductory program to allow him to fly company aircraft. Also attached is a copy of my correspondence with our insurance broker that outlines the training program and syllabus provide to Mr. Braunstein. Beyond that we show the following:

On March 26, 2002 I flew with Arlen from Santa Barbara to Camarillo in Trinidad TB20 N163GT. This was an introductory flight in which I provided a brief overview of the cockpit, controls, power leavers, and procedures. Under my direction, Arlen started the engine, powered up the avionics and autopilot, obtained ATIS information and a class "C" VFR departure clearance. After taxi clearance was obtained he taxied, did the run up, take off, climb out and entered cruise flight. During that phase, I handled radio communications. In route I had him do standard rate 90 degree right and left turns in level fight. Following those turns I had him do 45 degree bank turns for 360 degrees right and left in level fight. I instructed him as to power settings and pitch angles to use during those turns. He actually did quite well for someone who had been away from flying for a few years. His past experience was evident in his aircraft handling. He then made a VFR arrival at Camarillo, flew the traffic pattern and landed the aircraft with only verbal coaching. This flight lasted approximately 35 minutes including ground time.

On April 6, 2002 a Saturday, I met Arlen at the Avex hangar to complete two to three hours of flight instruction. The aircraft we intended to use (N328CG) was inspected and we found that the Certificate of Airworthiness was missing. Following an extensive search of the airplane, offices and files we could not locate the C of A. I had Arlen get the POH and apply ground power to the airplane in the hangar. We spent 2 hours that morning sitting in the cockpit in the hangar going over the POH, demonstrating the KMFD 850 features, the GPS, Autopilot – flight director interface and discussing presenting the aircraft to prospective buyers. The following Monday I drove to the FSDO in Van Nuys and obtained a new Certificate of Airworthiness for the airplane.

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During the week of April 8th, I gave Arlen one hour of ground training on the Beechcraft B36TC aircraft. We also met in my office to go over the L.A. Terminal Area Chart, the NOS low altitude instrument charts, NOS and Jepp Terminal Procedures charts.

On April 11, 2002 I gave Arlen instrument training in N328CG. He flew Tower in Route in IMC from CMA to SMO where he completed a VOR approach in IMC to a landing. He then flew Tower in Route from SMO to VNY for an ILS approach to a landing. Following that, He flew Tower in Route from VNY to CMA for a VOR approach to a landing. This flight provided 2 hours of formal instrument flight instruction in IMC conditions. I began the flight by handling communications and then increasingly turned over communications to Arlen as he regained his instrument scan. He was required to copy and read back all clearances. The autopilot was allowed only in cruise while he was setting up the radios and briefing the approaches.

On April 18, 2002 Mr. Colin Warner, an Avex pilot and instructor, gave Arlen 2 hours of cross-country instruction in a flight from Camarillo to Reid-Hillview airport (RHV). From RHV to Burbank (BUR) Mr. Warner gave a demonstration flight to a prospective buyer while Arlen observed from the back seats. Arlen flew the return leg from Burbank to Camarillo (0.7 hours PIC) with Mr. Warner sitting in the right front seat as observer.

Later in the day on April 18th Mr. Warner conducted a demonstration flight for a prospective buyer in Trinidad N713TB. Arlen sat in the back seat as an observer.

On April 23, 2002 I gave Arlen 1 hour of IFR training in B36TC N8167K on a flight from CMA to CRQ Palomar Airport. Part of this flight was simulated IFR and part was designed to show him how to transit the LAX class B airspace, the Santa Ana Class C airspace and enter the Class D at an unfamiliar airport. I returned to CMA in a different airplane and Arlen returned solo as PIC in N8167K. This is estimated to be a flight of 1.0 hours.

On April 29, 2002 I gave Arlen 1 hour of IFR training in N328CG. This flight consisted of an IFR Tower in Route clearance to Oxnard (OXR) for a LOC approach, missed approach, holds at Squid Intersection followed by vectors the CMA VOR26 approach to a missed approach. Following the missed approach we set up for a GPS to Camarillo but did not begin that procedure. Arlen had not done a manual gear extension in the Trinidad so we decided to complete that procedure.

On May 16, 2002 Arlen flew N328CG for approximately one hour in the locale area. Following that he flew the airplane to Van Nuys and then on to the Phoenix. I would estimate that flight would be accomplished in 2.5 hours at minimum.

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I have searched the database for Arlen's email history. Three outgoing messages were located dealing with his trip from May 16th through the weekend. He had planned to tour several clients to demo the airplane. Those messages are attached herewith. Our records show that Mr. Dave Reaveley first contacted Mr. Terry Winson, President of Avex, at 9:23 a.m. on November 21, 2001 to inquire about a new Trinidad. Mr. Winson's recorded notes indicate that the conversation lasted about 10 minutes. He recorded the information pertinent to sales such as the types of airplanes the potential buyer was considering. In the case of Mr. Reaveley, he was considering a Mooney Bravo and Turbo Saratoga. His base performance number was an airplane with a cruise speed of 150 knots or faster. Mr. Winson recorded during that conversation that Mr. Reaveley said he could fly to Camarillo for a demo.

Later during that conversation Mr. Reaveley told Mr. Winson that he had owned a Skyhawk and a Mooney, he was 6'6" tall, only has a 35" inseam on his pants and wanted a demo the next time we were in PHX. The note on this prospect was forwarded to Arlen on March 27, 2002. The next entry is a note on April 2, 2002 stating "busy RC". This note indicated Arlen called Mr. Reaveley but the lines were busy and the number should be Re-Called. On May 9, 2002 Arlen's note indicates a contact with the prospect say "buying and will be ready in November or sooner. Wants a Demo in the TB20". The file was reviewed without comment on May 13, 2002. On May 20, 2002 Mr. Winson called the listed number to express his concern.

I interviewed Mr. Winson about his recollections of his conversation with Mr. Reaveley. He said that Mr. Reaveley was quite specific about the types airplane and performance levels he was looking for. He seemed self-assured and confident, as one would expect of a person searching the market for this class of airplanes. He told Mr. Winson the airplane would be used as a business tool for business travel. He gave the impression, by recounting the airplanes he had owned, mentioning he height (would he fit the pilot seat?) his use of aeronautical language and the nature of his questions that he would be buying and flying the airplane. He never mentioned having someone else fly the airplane other than himself. Mr. Winson's experience (16 years in aircraft sales) is that when someone who is not a pilot is looking at an airplane he or she arranges for his or her pilot to fly the demo flight. In such cases the prospective buyer will ride along during the demo flight as a passenger.

Arten Braunstein

Pilot History US license # [REDACTED] Canadian License # [REDACTED]

Canadian Private License since 1972

Canadian Ratings: Single engine, Multi engine, Amphibious Float, IFR

US Ratings: Single engine, commercial, IFR

Type Experience:

Cessna 150	35 Hrs	Beech Travel Air	100 Hrs	
Cessna 172	25 Hrs	Beech Baron 56/58	50 Hrs	
Cessna 185	500 Hrs	Cessna 402	500 Hrs	
Beech Bonanza F33A	250 Hrs	Cessna 340	200 Hrs	
Beech Bonanza V35	100 Hrs	King Air C90	25 Hrs	Dual
Beech Bonanza A36	250 Hrs	TBM-700	8 Hrs	Dual
Beech Bonanza B36TC	200 Hrs			
American General Tiger	100 Hrs			

	Dual	PIC		
Single Engine Day	73.6	938.1		
Single Engine Night		254.5		
Multi Engine Day		459		
Multi Engine Night	25	175		
Amphibious Floats		500		
Total	98.6	2326.0		

↪ 99.6

Other Training:

Flight Safety 1997

King Air C90B Initial PIC/ Pilot Proficiency Card 6/96

Instrument Competency Check

Flight Review

King Air C90B simulator & flight checkout.

2326 TT / 875 ME / 33 TURBOPROP / 1675 RG



April 17, 2002

To: Conrad Geeslin, Falcon Insurance
From: Walt Adair, General Manager, and Chief Pilot *WPA*
Subject: Request to add Mr. Arlen Braunstein to our policy
FAX: 512-891-8473

Arlen Braunstein, DOB [REDACTED]
Commercial SEL, IFR, Canadian Private, SEL, MEL, Float, + IFR

Mr. Braunstein has recently joined AVEX in an aircraft sales position. Attached is an outline of his pilot experience and qualification. On April 16, 2002 one of our instructors signed off his Flight Review following 7 hours of instruction in TB20, TB21 and B36. He will receive his Instrument Proficiency Check endorsement in next few days. It will help us substantially if you can get him named on our policy ASAP for VFR operations in our aircraft and for IFR as soon as I endorse his IFR proficiency by logbook entry. His training program at AVEX includes:

- Review of all sections of the POH
- Weight and Balance problems
- Preflight inspection - interior and exterior
- Flight planning
- Obtaining weather briefing from FSS and other sources
- Filing IFR flight plans
- Starting: use of check lists - normal - hot starts - flooded starts
- Taxi procedures: use of checklists -communications - engine run up and preflight checks
- Obtaining and copying ATC clearances
- Take off: normal - short field - soft field and cross wind
- Climb: pitch - airspeed - power settings
- Cruise: use of checklists - power settings - enroute procedures
- Descent: use of checklists - airspeed control - power settings
- Traffic Pattern: See and be seen - entry procedures - aircraft configuration
- Approach to landing: aircraft configuration - speed - power settings
- Landing and roll out: pitch - power - flair - normal and x-wind - brakes.
- VFR Maneuvers: Turns R&L, Steep Turns 60 degree banks R&L, Slow Flight in all configurations, Stall Series.

205 Durley Avenue, Suite A Camarillo, California 93010
Phone: 805.389.1188 Fax: 805.389.3323 E-mail: twinson@vcnet.com www.avexinc.com

IFR Procedures: Take Off, Climb, Enroute, Descents, Approaches missed approach and landings, Navigation by VOR and GPS. Approaches: ILS, VOR, GPS

Emergencies: Land Gear manual extension, Electrical Failure, Flap Failure, Engine Failure, Lost Communication, Fire in Flight



Notes/History

Terry Winegar Avex, Inc.
205 Durley Ave
Camarillo CA 93010

Date Range: All Dates

Number of Contacts: 1

Contact: B R Legal and Financial Services

Dave Reveley

Note	5/20/2002	8:09 AM
Note	5/13/2002	2:58 PM
Note	5/9/2002	1:36 PM
Note	4/2/2002	2:21 PM
Note	3/27/2002	3:00 PM
Note	11/21/2001	9:25 AM
Note	11/21/2001	8:23 AM

LMTCB on extension 7, seems that these are lawyers.

I buying and will be ready in November or sooner. Wants to Demo the TB20
busy RC

Imovm Arlen

Owned Skyhawk and Mooney, is 6'5" tall, only has a 35" inseam on his pants though wants a
demo when we are next in PHX.

Mr. Dave Reveley
[Redacted]
Phoenix, AZ 85032
Phone number: [Redacted]

We just spoke for about 10 minutes. He sounded interesting. He was also looking at a Moony
Bravo and a Turbo Saratoga. He is looking for a 150 knots or faster aircraft.

I told him I would contact you right away and you will call him ASAP. He said he could fly to
Camarillo for a demo.

Arlen Braunstein

From: Arlen Braunstein [REDACTED]
Sent: Tuesday, May 14, 2002 5:04 PM
To: 'skipbush' [REDACTED]
Subject: New Trinidad Demo In Your Area

Hi Skip,

FYI, I will be at the Double Eagle Airport most of the day on Friday and then heading to Denver. If you get back and want to reach me call my cell.

Best Regards,
Arlen Braunstein
Aircraft Sales

New Avex, Inc
[REDACTED]

205 Durley Avenue Suite A
Camarillo, California 93010

Arlen Braunstein

From: Arlen Braunstein [REDACTED]
Sent: Wednesday, May 15, 2002 1:55 PM
To: 'BASSFLY' [REDACTED]
Cc: 'bassfly' [REDACTED]
Subject: Trinidad Demo

Hi David,

Thanks for the return call. I may not have access to email as I will be on the go. Is it possible for me to call you on Saturday evening to confirm a time? Can you give me a cell or home number to reach you. I expect to fly in from Denver leaving on Sunday morning, and arrive late morning or early afternoon. What airport are you based out of? I will be leaving tomorrow around 9 or 10am so if you could reply to this before I leave would be helpful.

Happy flying and see you on Sunday.

Arlen

PS: you can also reach me at any time during the day or evening on my cell. If I don't answer it is because I am flying.

New Avex, Inc

[REDACTED]
205 Durley Avenue Suite A
Camarillo, California 93010

Arlen Braunstein

From: BASSFLY [REDACTED]
Sent: Wednesday, May 15, 2002 10:26 PM
To: arlenbraunstein [REDACTED]
Subject: Re: Trinidad Demo

Thanks Arlen!

Arlen Braunstein

From: Arlen Braunstein [arlenbraunstein@████████████████████]
Sent: Monday, May 13, 2002 3:07 PM
To: 'PLEXARINC@████████████████████'
Subject: RE: New Trinidad Demo Tour

Thanks for the reply. I have a demo in Denver on Saturday and can meet with you on the way home if that works. Sunday would work for me if it fits with your schedule. Let me know. You can also reach me on my cell in the evening if it is more convenient.

Arlen

New Avex, Inc
████████████████████

205 Durley Avenue Suite A
Camarillo, California 93010

-----Original Message-----

From: PLEXARINC@████████████████████
Sent: Monday, May 13, 2002 2:48 PM
To: arlenbraunstein@████████████████████
Subject: Re: New Trinidad Demo Tour

Arlen

Sorry for the delayed response, I've been on vacation out of the country, and I'm on business travel this week. I'm still interested, if an appropriate time comes. I intend to attend the AOPA convention at Palm Springs this fall if nothing else works.

Tom Berry

Arlen Braunstein

1728 Edwards Drive, Suite 1
Point Roberts, WA 98281

RE: (NEW AVEX INC. Aircraft Sales Professional)

Objective: To leverage my previous 7 years experience as Sales Manager for Woodland Aviation, Inc., (Raytheon Corporate Center), and apply this knowledge towards the Professional Aircraft Sales Position being offered by New AVEX Inc.

Experience: President Empower Net Technologies, Inc
1999 to Present
Developed sales and marketing tools specifically for the Direct Sales industry.

Sales Manager Woodland Aviation, Inc., Woodland, CA
January 1990 to August 1996
My core responsibilities included the development and growth of the sales department to market new and used Raytheon Aircraft.

I coordinated and performed all aspects of the sales process including customer qualification, demo flights, sales prospectus and closing.

I was responsible for new aircraft ordering including design coordination of exterior colors and interior layout, avionics and accessories as well as aircraft pre-delivery inspection and delivery from the factory in Wichita.

I continually worked with Beech Acceptance plus other outside financial institutions to establish financing arrangements for our clients and facilitated the paper flow through closing and delivery.

I developed and managed the marketing department focusing on lead generation and product promotion.

I established an agency program to represent our clients as their exclusive broker for aircraft acquisition and sale, and worked with such distinguished clients as Mr. Robert Hass, President and CEO of Levy Straus.

I researched and purchased on behalf of our clients many corporate aircraft mostly turboprop and jets, and coordinated the acquisition, pre-purchase inspection and sale by working exclusively with the CEO of these companies and their corporate pilots.

I coordinated all aspects of each aircraft sale with our maintenance and avionics departments to assure product representation and client delivery schedules and satisfaction levels were attained.

I trained and managed a sales associate to assist in aircraft sales, and air show exhibits.

I sold additional aircraft and avionics upgrades if applicable.

I was privileged to be a member of the Board of Directors of Woodland Aviation, Inc.

I won numerous sales awards from Raytheon Aircraft.

Education: University of Winnipeg Winnipeg, Manitoba
1975

I discontinued my university education due to the death of my father. At 24 I decided to take over the family heavy equipment and aircraft salvage business and eventually purchased it. I developed the business for 12 years before moving to the United States. I continued ongoing personal development and education through numerous programs such as Dale Carnegie and Jay Abraham's "Gorilla Marketing." I excel in customer acquisition and negotiations plus creative financing and analysis. I am self motivated and very productive.

Flying

Experienced: Commercial pilots license with multi-engine, instrument rating and amphibious floats. C90SE check out through Flight Safety in Wichita. Approximately 2000 Hrs. PIC.

References: Available upon request