

MID-CONTINENT AIRCRAFT CORPORATION

Planegram

Everyone enjoyed the fried fish, crawfish tails & trimmings at the Annual Customer Appreciation Fish Fry held March 18, 2014 at Stokes Flying Service in Earle, AR

Thank You Dennie and Lou Stokes.



The Bottom Line

As you establish or revise your credit policies we encourage you to pay attention to the following chart. We often times fail to realize how much additional income is required to overcome uncollected accounts.

Don't let your customer's credit problems become yours.

Net Profit Margin	Additional Sales Needed To Break Even				
	\$	\$	\$	\$	\$
5%	\$ 20,000.00	\$ 100,000.00	\$ 200,000.00	\$1,000,000.00	\$2,000,000.00
10%	\$ 10,000.00	\$ 50,000.00	\$ 100,000.00	\$ 500,000.00	\$1,000,000.00
15%	\$ 6,670.00	\$ 33,350.00	\$ 66,700.00	\$ 333,500.00	\$ 667,000.00
20%	\$ 5,000.00	\$ 25,000.00	\$ 50,000.00	\$ 250,000.00	\$ 500,000.00
25%	\$ 4,000.00	\$ 20,000.00	\$ 40,000.00	\$ 200,000.00	\$ 400,000.00
30%	\$ 3,330.00	\$ 16,650.00	\$ 33,300.00	\$ 166,500.00	\$ 333,000.00
35%	\$ 2,857.00	\$ 14,285.00	\$ 28,570.00	\$ 142,850.00	\$ 285,700.00
40%	\$ 2,500.00	\$ 12,500.00	\$ 25,000.00	\$ 125,000.00	\$ 250,000.00
45%	\$ 2,222.00	\$ 11,100.00	\$ 22,200.00	\$ 111,000.00	\$ 222,000.00
Bad Debt	\$ 1,000.00	\$ 5,000.00	\$ 10,000.00	\$ 50,000.00	\$ 100,000.00

Our Mission:

To keep you flying.

Since 1949, Mid-Continent Aircraft has been the leader in Agricultural Aviation by providing a variety of services that exceed our customers' expectations.

We are committed to the advancement of general and agricultural aviation technology.

As we move into each day, we will continue to grow with your business and provide the tools you need to be a success.

Aircraft Sales
Aircraft Insurance
Aircraft Parts
Aircraft Maintenance
GPS Sales & Service

Mid-Continent E-Mail Directory

A/C Sales
sales@midcont.com

A/C Parts
parts@midcont.com

A/C Insurance
acinsurance@midcont.com

GPS Sales/Service
cpatterson@midcont.com

MID-CONTINENT AIR-CRAFT CORPORATION is located in Hayti, Missouri, 80 miles north of Memphis, Tennessee. Although Hayti is not the geographical center of our nation, **MID-CONTINENT** is the center for all ag aviation needs.

With excellent daily truck freight lines, air freight, Federal Express, and UPS delivery capability, **MID-CONTINENT** has and will continue to cover the world.

As we get into the swing of the 2014 flying season, let's all remember to start safe and fly smart.

One way that can help make us safer is possibly a vortex generator kit. There are two types that both have their own merits. For most of the aircraft 300-502 and Thrush 400/ 500 series there are two kits available. You have either the Micro kit or the Aeronautical Testing Services kit.

At this time there is not a kit for the AT602 but a kit is available from Fire Boss for the AT802 aircraft.

The main advantage is better handling characteristics in the turn and quicker recovery in a stall.

Ag Vortex Generators Boundary Layer Research /Aeronautical Testing Service

Ag Series vortex generator kits are designed from the ground up to address the unique problems ag operators encounter with the various makes and models of ag aircraft. Aeronautical engineer Paul Robertson, along with his engineering team at A.T.S., thoroughly analyze the flight characteristics of each model of aircraft and then design a solution to maximize the performance and safety of that particular model.

ATS/BLR kits incorporate four different designs of vortex generators to control or modify airflow. Each is designed to address a particular kind of problem at different locations on the aircraft. ATS/BLR is the only vortex generator manufacturer that sizes their vortex generators in order to optimize performance on individual aircraft models. In the wing walk areas solid aluminum, triangular shaped vortex generators are used which can be stepped on with- out damaging them.

A major concern of ag operators is what effect the vortices created by the delta wings have on their spray pattern. More than 1,000 hours of actual spray operations have shown there to be no adverse effect on the pattern.

By using various combinations of vortex generators, strakes, and delta wings, Boundary Layer Research ag series vortex generator kits reduce stall speeds up to 16%, increased productivity 12-15% and add safety margins well beyond those of any other vortex generator kits on the market. All kits are fully FAA STC 'd, all parts PMA manufactured.

Call Mid-Continent for more information and pricing.

Planemart

MID-CONTINENT AIRCRAFT CORPORATION

Check our website
for more pictures
and specs.
www.midcont.net

AG-Aviation's most complete inventory of new and used aircraft, ground support systems
with parts and maintenance service - backed by 64 years of experience and integrity.

AG CAT

1975 Ag Cat 450
"0" Covington, 7650 TT,
80 fuel, sprayer, new
annual, No damage,
extended wings.

1968 Ag Cat R1340

Open mount, complete
refurbish, 391 SMOH,
Heavy Gear.

THRUSH

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Thrush with -65 or -67
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Stock

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AIR TRACTOR

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450 TT, Bantam, smoker,
CP's, Lane Brake, air/
heat.

-- SPECIAL --

2008 AT-602 PT6-60

2950 TT, 630 Hopper,
216 Fuel, Intellistar w/
flow control, **\$50,000.00**
JV hydraulic gate.

AT-502

3900 TT, Shadin, Wing
Man, M3, Intelliflow.

1982 Air Tractor -15

"0" Since hot, 437 since
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1976 Cessna Ag Truck

Like New, "0" SMOH, Prop
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1976 Cessna Truck

3200 TT, 400 SMOH, new
annual, Bonaire 550.

We Need Cessnas

PIPER

1974 PA-25 Pawnee D

Lyc 0-540, 2780 TT, New

Lite Star II GPS, 375
SMOH, Smoker, NDH.

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MAY

2014

SUN	MON	TUE	WED	THU	FRI	SAT
				1	2	3
4	5	6	7	8	9	10
11 Mother's Day	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26 Memorial Day	27	28	29	30	31