

JULY | 2020



Aircraft Sales • Insurance • Parts • Maintenance & Satloc

Mid-Continent Employee Named One of Area's Influential Women in Business



Congratulations to Insurance Division Manager Sharon Watkins for being profiled as one of our area's influential women in business.

Watkins began her career in the aviation insurance industry after a friend told her about an opening at Mid-Continent.

"She said she thought I'd really enjoy the job, and boy was she right," says Watkins. "I have been truly blessed to have the opportunity to be a part of this organization. Not only is it a unique industry, Mid-Continent is a respected international industry leader located right here in Pemiscot County."

Watkins has lived in the Missouri Bootheel her entire life and attended Arkansas State University after graduating from Caruthersville High School.

A typical day for Watkins revolves around conversations with both long-term customers and potential customers shopping for insurance and trustworthy brokers.

"There is a lot to be said for doing your best to see each are properly taken care of and to build lasting relationships in the insurance business," Watkins explains.

Watkins did not have her insurance license when she began working at Mid-Continent in September 1981. She was eventually selling personal aircraft insurance to individual and business aircraft owners in addition to handling all the claims for the entire agency.

"That was a very important step in my opinion," Watkins explains. "Your learning curve excels when you get into the claim's side of insurance."

The next step, while still maintaining other duties, included getting involved in the specialized niche of agricultural aviation, most often called crop dusters. On September 8, 1997, she became a corporate officer of the company.

Watkins adds that aviation is an exciting field that affords opportunities for advancement in any direction due to the network of people and companies that a person comes in contact with.

"In this field you must have a good attitude and have a willingness to work with people in regards to their needs. Being a good listener with flexibility, empathy and a can-do attitude can add a lot to your knowledge and basic skills required to do the job. People who are goal oriented, tenacious and maintain grit are well suited for this field."

Watkins says the most rewarding part of her job is dealing with the account that wants to do something different and has found it difficult to get others willing to invest their time to help them accomplish their plans.

"If you can find ways to help them to work toward their goals and see it through," she explains, "you should have an account for life."

Watkins says that the team mentality is evident in the company's insurance division.

"It's unbelievable how many people I know all over the country. I am so fortunate to have this opportunity with a company that does business all over the United States as well as Internationally. It has given me the opportunity to travel to so many states as well as being able to visit Lloyd's of London in London, England. And an added bonus, I was able to tour Windsor Castle while there."

She calls Mid-Continent founder and President Dick Reade a great inspiration and motivator.

"I am very fortunate to have someone like him around on a daily basis. I can only hope I, too, can inspire young people to look toward this rewarding field."

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SPECIAL OF THE MONTH



N17747

1977 Beechcraft F33A Bonanza

2060.0 A/F TT, 625 SFOH

340 Audio Panel With 3-Light Marker and Intercom, Garmin 430 WAAS, Garmin 122 Com, Garmin 327 Mode C Transponder, , Garmin ADS-B In and Out, Aspen Evolution PFD with AOA and SVT, Garmin G-5 Second AHARS, GPSS Stearing, Beech Electric A/H, KFC 200 Autopilot Coupled, Electrim, Control Wheel Stearing, Autopilot Disconnect, Map, OAT and Compass Light, Dual Yoke, Three-Point Strobes, Rotating Beacon, Rosen Sun Visors, 4-Place Intercome, Nexttrad Weather, Large Baggage Door, New Pain in 1999, Very Nice Interior with Tan Seats and Panels

[More Info](#)



2019 Bonanza, G36, N55JU

78 A/F TT, 3-Blade Hartzell De-Ice Prop, G1000 NXI Integrated Avionics System, ADS-B In and Out, Garmin Synthetic Vision Technology, Garmin XM Weather and Radio Data Link, Garmin Traffic Advisory System, Garmin Flight Charts, Garmin GFC-700 Fully Integrated Autopilot, Fully Automatic Climate Control System, Fold-out Cabin Table, ELT, Avionics Master Switch

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SOLD
**2020 THRUSH DUAL
COCKPIT
N705MC**
0.0 A/F TT
READY FOR WORK!

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2013 Thrush, S2R-H80, N3046N

2700.0 Engine & A/F TT, 0.0 SIRAN, Fresh Annual, 800 HP, Load Hawg, VGs, Bottom Fuel/Dual Load, Leading Edge Lights, Stainless Steel Booms, Hopper Rinse, Smoker, Spreader w/ Kicker Plate, CPs, G4 Intelliflow

[More Info](#)



1989 Air Tractor, AT-402, N1012B

12623.4 A/F TT, Left and Right Bottom Load Fuel, Left and Right Loader Valve, Flow Control, Vertex Generator, Heat and A/C, Aluminum Boom, Satloc GPS, Less Spreader

[More info](#)



LEASED **1996 AYRES-41, S2R-T34, N2243J**

8352.0 A/F TT, 850 HP, Satloc M-3 w/ Intelliflow, Lane Electric Fan Brake, Smoker, Cool Seat, Air Conditioner/Heat, Hopper Rinse Tank, Bottom Load Fuel, Stainless Steel Boom

[More Info](#)



2009 Thrush, S2R-T34, N5298F

4200.0 A/F TT, Sprayer, Nav Lights, 228 Gallon Fuel System, Intelliflow, Smoker, G4, VGs, Bottom Fuel, Lane Electric Brake, New Glass, Fresh Annual, Load Hawg

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1997 Ayres, S2R-G10 N773CC

6500.0 A/F TT, 400.0 SPOH, Cool Start System, Hatfield Single Point Fueling, ATS-VGs, Ag-Tips-Marburger, Kawak Hydraulic System, Satloc, G4, Load Hawg

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1999 AT-402B N51967

7922.0 A/F TT, PT6A-15AG, 8950 TT engine, Covington light OVH at 6500 engine hours, SATLOC Bantam with G4 screen, flow control, A/C, heat, Garmin G5 attitude indicator, CP 11 nozzles, smoker, very little fertilizer, Transland 10 vane, overhauled FCU and fuel pump at 7322.0 TTAf, wing spars done in June 2019 at factory. One owner, always hangared

[More Info](#)



1974 Grumman Ag Cat, G- 164A N9688

6042.6 A/F TT, 600 HP, Del Norte GPS, Smoker, Spreader, Transland Gate, Stainless Belly Skin, 80 Fuel Cap, CP 09 Nozzles, Stainless Steel Booms

[More Info](#)



2006 Thrush 550-10, S2RHG-T65 N41024

4194.0 A/F TT, 4287.4 TT SCAM, A/C & Heater, Satloc G4



SOLD **2012 Thrush, S2R-T34 N3006C**

2562.0 A/F TT. Bantam Satloc Flow Control, Lane Pump,



1995 Ayres, S2R-G6 N3160M

11,024.0 A/F TT, Stainless Booms, Transland Slim Line Spreader, Bantam w/ 9" Screen and Flow Control, Load Hawg, 2"

w/ Flow Control, Fast Start,
Transland 3" Pump, Stainless
Steel Booms, CP-09 Nozzles,
Stainless Steel SLK-41
Spreader, 228 Gal Fuel

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Fan/Electric Brake, Bird Lights,
Long Stock Mod, Concorde
Battery, Field Approval, 4 Each
RG35-AX Replace 2 ACH Gills,
HIS Included, New Segments
And O/H Of The CT Vane By RT
Turbines, "O" Time Since New
Urethane Paint

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Load Valve, Pump w/ 4-Blade
Electric Brake, 63 T Jet Check
Valves and CP09-3P Nozzles

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Aircraft Corporation

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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.

Mid-Continent Aircraft Corp. 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.