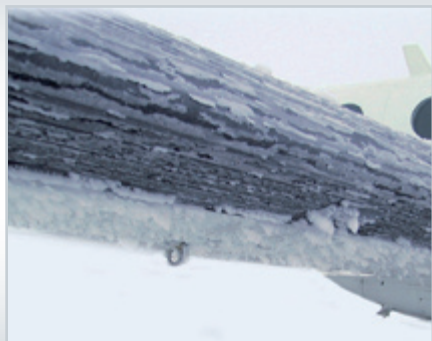


NAVIGATION NEWS

I/2010

Moving Terrain Air Navigation Systems AG · Sparenberg 1 · 87477 Sulzberg, Germany · Phone +49 (0) 8376-9214-0 · Fax -14 · www.moving-terrain.de



Icing Season has started

... Icing can be avoided using
MT-Satellite Radar?!

By circum flying areas of heavier precipitation or condensation showing on MT-VisionAir icing can be avoided.

The logic behind: No droplets – No ice!

Radar Special to 15 December 2010:
MT-Satellite Radar module: ~~2.900 €~~ **1.900 € (NET)**



Imagine IFR flying becomes inexpensive – and nobody realizes!

A large part of the IFR budget every year is the Jeppesen chart cost.

Back to the roots: a) completed, b) up-to-date and c) legally compliant collection of **original AIP charts**.

New Announcement for January 2011



Terminal Charts as a) Moving Map and b) Chart Service directly out of AIP

AIP Charts georeferenced as moving GPS charts all over Europe.
With full update service at official 28 day AIRAC cycle

a) AIP Charts on MT-VisionAir: MT-AIP Service



Referenced and up-to-date original AIP charts usable as Moving Map in two versions:

- a) Full European Coverage
- b) Light Version

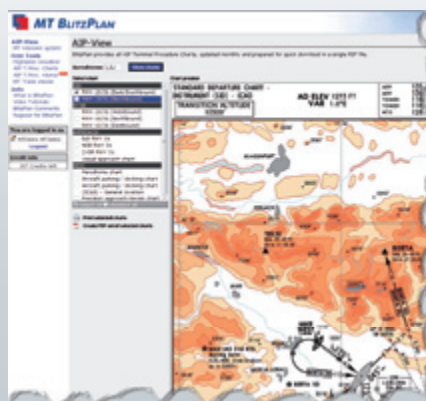
Both versions including:

- Referencing
- optimization for screen and print: standardized format and appealing resolution
- Update every 28 days

With buying the MT-AIP-Service, you get access to the AIP-View for free.



b) AIP Charts on the Internet: AIP-View



For screen and printing optimized up-to-date original AIP charts in a unique format with appealing resolution.

AIP-View works hand in hand with the MT-AIP-Service for your MT-VisionAir:

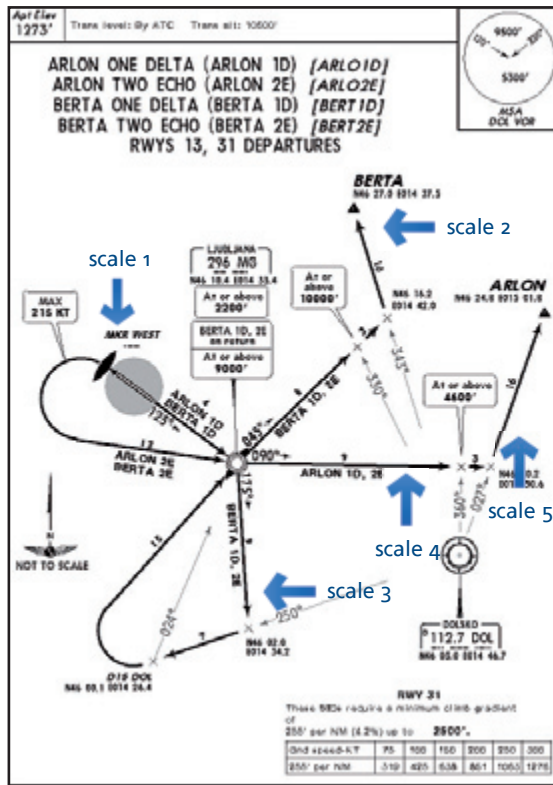
Study the AIP charts online and print them. In your cockpit, you

have the same charts available as flyable Moving Map.

In combination with MT-Blitzplan, you have everything available needed for IFR planning – you receive all from one source.

(same distances = different lengths)

Reproduced AIP chart (Departure, source: JeppView)



Departures

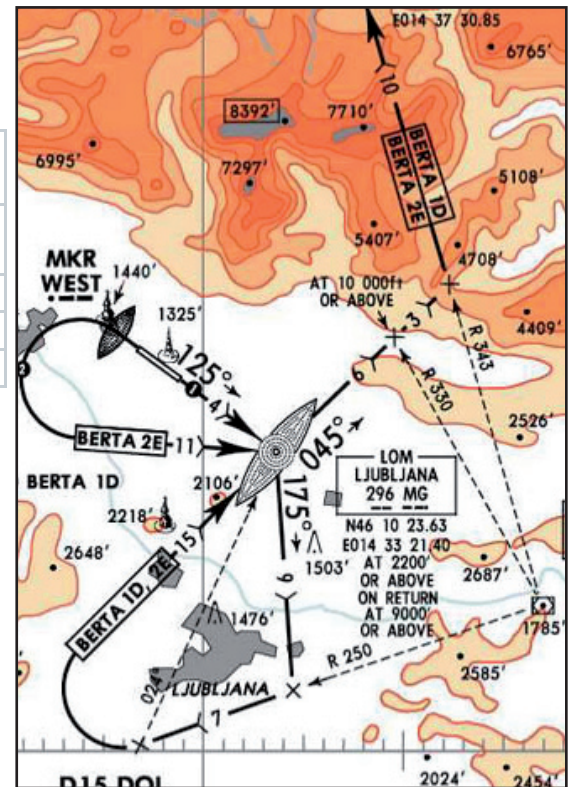
	JeppView		MT-AIP-Service	
	Chart	Geo-refer.	Chart	Geo-refer.
Appr.	✓	✓	✓	✓
SID	✓	✗	✓	✓
STAR	✓	✗	✓	✓

See gallery on
www.moving-terrain.de
for more pictures

TO SCALE: Moving GPS chart

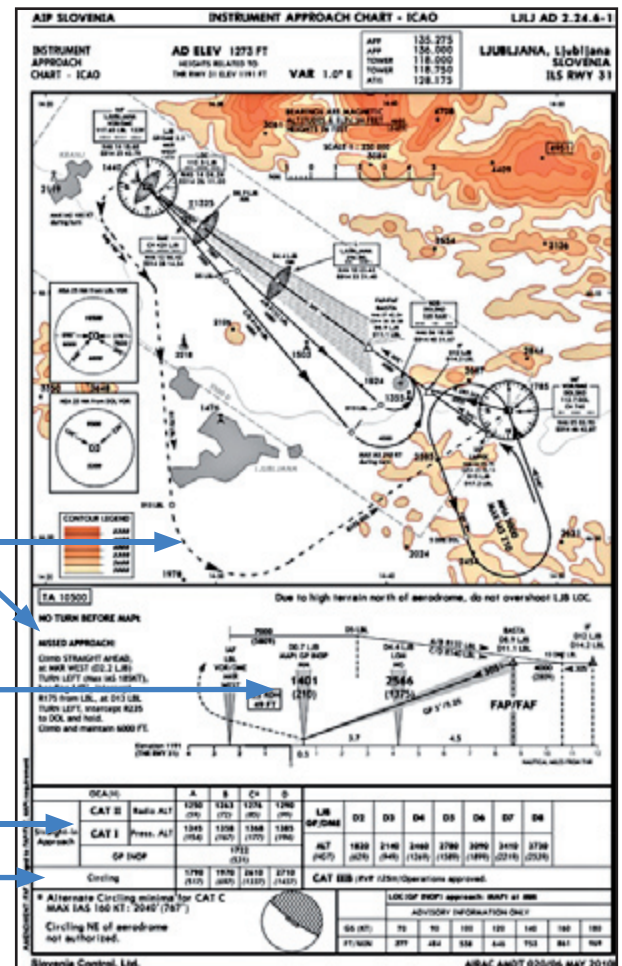
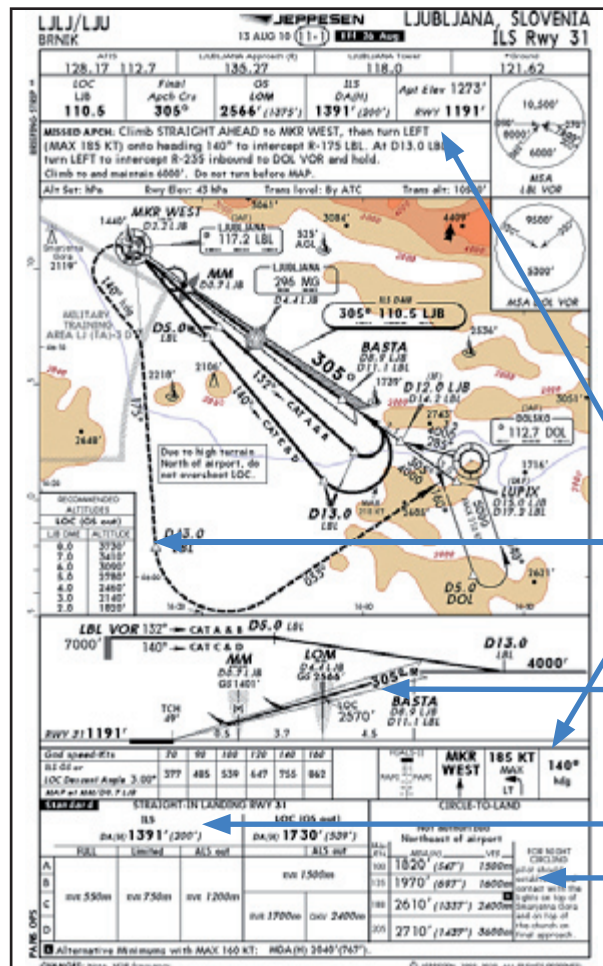
(same distances = same lengths)

Original AIP chart (Departure, source: **MT-AIP-Service**)



The main advantage of Jeppesen Approach Chart format is the uniform layout. It is the same in every country. The format as such is not nicer than any of the other charts and not easier to read in general. The IFR AIP Charts follow the ICAO standardized format. One point is essentially different. Jeppesen Charts give the Decision Altitude (Height), most original charts give the Obstacle Clearance Altitude (Height). The difference is: Decision Height is higher than one of 1) OCH, 2) licenced altitude and 3) company procedures. In practice it means to the private pilot, who is licenced to 200 feet Decision Height, that he can legally descend only to 200 ft above threshold, not lower. If the OCH is more than 200ft, DH = OCH.

Approaches



Pricing

MT-AIP-Service

Prices include georeferencing

Full European Coverage:

670,00 € (797,30 €)*

Albania (LA), Austria (LO), Belgium (EB), Bosnia/Herzegovina (LQ), Bulgaria (LB), Croatia (LD), Czech Republic (LK), Denmark (EK), Estonia (EE), Faroe Islands (XX), Finland (EF), Former Yugoslav Rep. of Macedonia (LW), France (LF), Germany (ED), Greece (LG), Hungary (LH), Ireland (EI), Italy (LI), Kosovo (BK), Latvia (EV), Lithuania (EY), Luxembourg (EL), Madeira (LP), Malta (LM), Netherlands (EH), Norway (EN), Poland (EP), Portugal (LP), Romania (LR), Serbia and Montenegro (LY), Slovakia (LZ), Slovenia (LJ), Spain (LE), Sweden (ES), Switzerland (LS), United Kingdom (EG)

Light Version: 335,00 € (398,65 €)*

Coverage: Austria (LO), Belgium (EB), Germany (ED), Luxembourg (EL), Netherlands (EH), Switzerland (LS)

* Prices in brackets incl. 19% VAT.



MT-AIP-Service free:

with any
new MT-VisionAir
bought before
30th November 2010



255 Early Birds & Specials

instead of 670,00 Euro (NET)

1 x	0,00 Euro	(0,00 Euro)*	(100% discount)
2 x	67,00 Euro	(79,73 Euro)*	(90% discount)
4 x	134,00 Euro	(159,46 Euro)*	(80% discount)
8 x	201,00 Euro	(239,19 Euro)*	(70% discount)
16 x	268,00 Euro	(318,92 Euro)*	(60% discount)
32 x	335,00 Euro	(398,65 Euro)*	(50% discount)
64 x	502,50 Euro	(597,98 Euro)*	(25% discount)
128 x	603,00 Euro	(717,57 Euro)*	(10% discount)

Reserve MT-AIP-Service NOW on
www.moving-terrain.de

Order confirmation will be issued after online reservation.



Potential savings with MT-AIP-Service

JeppView

New: MT-AIP Service

	€ (NET)	€ (incl. 19% VAT)		€ (NET)	€ (incl. 19% VAT)
JeppView Licence for reproduced AIP Charts: "Europe"	1.350,-	1.606,50	Original AIP charts – free	0,-	0,-
JeppView Licence for reproduced AIP Charts: "Eastern Europe Special"	470,-	559,30	MT-AIP-Service:	670,-	797,30
			• AIP-View (platform hosting)		
			• Georeferencing		
			• Optimization for screen and print: standardized format + appealing resolution		
			• Update every 28 days**		
Annual costs	1.820,-	2.165,80		670,-	797,30
			price difference	1.150,-	1.368,50

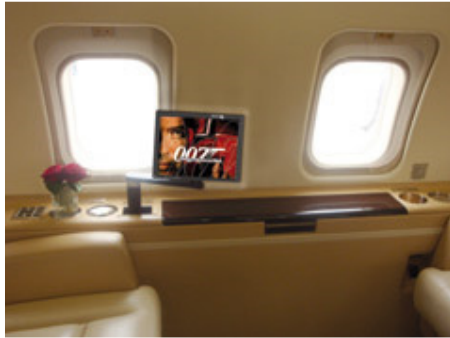
** AIRAC Cycle 2011:

13 Jan, 10 Feb, 10 Mar, 07 Apr, 05 May, 02 Jun,
30 Jun, 28 Jul, 25 Aug, 22 Sep, 20 Oct, 17 Nov, 15 Dec

Saving sum up to 13.685,- € in 10 years.

Now: Do 160 Certification and DDP

Moving Terrain recently achieved Do 160 certification for its Tharsys Converter and the Passenger Entertainment & Information System.



MT-Passenger Entertainment and Information System, bulkhead installation

As described earlier, the Tharsys Converter enables pilots to display the Moving Terrain information on the Thales PFDs in the EC135, EC145 and EC155 series. The extensive testing and the documentation including the DDP facilitates installation paperwork significantly.

Also the Passenger Entertainment & Information System is Do 160 certified since July. The Display interfaces to : a) Moving Map, b) iPod video, c) camera and d) DVD. It is also a perfect tool for the technical observer who need to monitor both, outside Camera (including FLIR) and the location on the map.



Tharsys Converter: MT-VisionAir Signals on Thales Displays

New: Round the clock support?

Not quite, but still, since September, 1st, the BlitzPlan team has a personalized support in the back offices around Europe 13 hours 7 days. From 7.00 a.m. to 8.00 p.m. an officer on duty is alerted if any routing has some trouble and he offers his help immediately.

„BlitzPlan team is informed about the „No route“ to your ELLX-LSGS flight and is working on the solution. Do not reply to this sms, we will keep you informed.“

This is a SMS you would typically receive. The supporter uses the pilot's mobile number that is in the flight plan. You will only see this service if you are registered for SMS service. Some minutes later you usually get a second message with the solution of the problem and a valid FPL in your account.

The support crew is only alerted if there is a routing problem (actually very rare these days, as 99% of routings are fully automatic at BP). They are not alerted if there is an ATC problem, such as already acknowledged flight plans that are kicked out of the system e.g. because of the pope visit blocks all flights over parts of southern England without or extremely short notice. By the way: this actually happened to a customer who was denied startup in EIDW Ireland recently. The language used by ATC in such a case is something like: „Flightplan suspension because of a CDR1 between..." meaning: go to hell, the pope has priority now on his way to heaven...



Yulia (trained air traffic controller) and Andrea at the support backoffice.

MT-BlitzPlan: The only fully computerized flightplan service with personal care and support.



MT-BlitzPlan Dispatch Service

Reliable even while national ATC and AIS is on strike!

On Mai, 27.th, Pilot Dr. Schmidt-Möbinger planed his flight home out of Olbia on his birthday just to find out that his flightplan through the french Airspace in the Ajaccio area was cancelled by ATC and could not be redone in Olbia by any means.

He called Moving Terrain's Dispatch service, who was able to reroute him around the airspace concerned and developed a new flight plan for him manually.

Literally: "Many thanks! The BlitzPlan support team was really helpful. Good to know that I can call competent and friendly people when there's trouble – and not to be on hold or listen to a computer voice."