



## WHY BUY AN AWOS

There are two main reasons for the purchase of an AWOS system:

### 1) Safety

Weather is one of the main causes of accidents involving aircraft. AWOS is ideal for the small to mid-sized airport or heliport as it provides fully certified weather data to pilots on approach as well as in route data. The data is also available over a phone link to assist pilots in flight planning.

Don't be fooled by others who claim to have a lower cost system, there are only two fully FAA certified suppliers of AWOS and AWI is one of them. Others may claim to have an equivalent because they have one or two sensors certified, but ask yourself, if safety is a priority shouldn't I have a fully certified system?

The claim to be lower in cost is also doubtful. The cost of an AWOS III system, which includes fully certified sensors for Winds, Temperature, Dew Point, Altimeter Setting, Density Altitude, Visibility, Cloud Base and Sky Condition is around \$48,000. True this does not include the site preparation and installation, but these can be done by a local contractor with the assistance of AWI.

Maintenance is also vital, some other companies claim their systems do not require maintenance, however, the FAA will not commission any system that does not include maintenance. The FAA recognize that for a system to be truly safe it must be properly maintained by a competent and certified technician. We all know that things can go wrong, especially if they are not looked after.

State and federal governments often recognize the positive implications that come with AWOS installation at their airports. A little research can tell you if government dollars are available for your facility to purchase an AWOS. The Federal Government have a program called the Airport Improvement Program that is administered by the FAA. This provides Federal Funding to assist an airport to install an AWOS, but only if the AWOS is certified by the FAA.

If Safety is your concern you really deserve an All Weather, Inc. AWOS.

## 2) Financial

Many small or medium size airports are always looking for ways to increase their revenue by collecting more landing fees, selling more fuel and attracting more pilots to use their airport as a stopover. Facilities with an AWOS will often realize benefits through increased traffic, as they are viewed by pilots as safer and more convenient than those without. Ask your pilots if they would prefer to have a constantly broadcast Met Report on a specific frequency from a fully FAA certified weather reporting system or if they want the hassle of trying to get the data from the Unicom in the hope no one else is using it. If someone else is already speaking on the Unicom, the weather data will not be available. And even if it is, its still not certified, and because it is not maintained it may not even be working!

The AWOS is also considered a FAA approved source of weather for all commercial flight operations, making the airport accessible to commercial operators in all weather conditions.

Given that Government Funding is available through the AIP program to assist in the procurement of an AWOS, and having an AWOS could well increase your revenue, don't you owe it to yourself and your Airport to get started on your AWOS procurement now?

Additionally, communities often support an AWOS installation at their local airport because of the increased traffic and safety, which can translate to positive economic impacts.

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**Call 1-800-824-5873**

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