

Aerosecure weighs precision over speed

STORY BY CHRISTINE KNAUER

As avionics technician Richard Snider clips wires in a Beechcraft Baron, he recalls the time he and his team at Aerosecure pulled out a 55-gallon barrel's worth of wiring from a Cessna 210. The extraneous cables gobbled up some 40 pounds of the single-engine's maximum takeoff weight.

"When we get into an aircraft, 90% of the time the old wiring is still in there," said Snider, who founded Aerosecure in 2016. "Most 50-year-old aircraft that come in have had 100 hands behind the panel. It's an absolute rat's nest. Most people wouldn't want to drive their car if it looked like that, much less fly in an airplane."

Based at Glendale Municipal Airport just west of Phoenix, the FAA-certified Part 145 repair station services experimental aircraft through Beechcraft King Airs as well as light helicopters for flight schools, private owners and local companies.

Particular about details, Snider attributes the extra wiring to some shops' preference for the ease and speed of cutting and capping instead of pulling out everything.

"We have certified calibrated scales that can weigh things up to 12,000 pounds," said Snider, a private pilot with 25 years of avionics technician experience. "Half the time, I find mistakes in people's math. If I'm



WEBSITE: aerosecureavionics.com

FACILITIES: Varies between 4,000 and 9,000 square feet as needed

EMPLOYEES: 11

WHAT THEY DO:
Aerosecure is a Part 145 repair station that installs and services avionics and electrical systems for general aviation aircraft.

FOUNDED: 2015 by Richard Snider

AEA MEMBER SINCE: 2019



ABOVE: Richard Snider, avionics technician and founder of Aerosecure, selects wire to build a wire harness.

OPPOSITE PAGE: All of Aerosecure's avionics technicians and management staff have served in the U.S. military. Flags for each of the branches are on display in the repair station's hangar in honor of all veterans.

finding a mistake on the last revision, how many other revisions over the last 50 years have had mistakes? We're finding that some aircraft are 100 pounds off from where the owners thought they were, sometimes more, sometimes less. It's pretty dramatic."

Highlighting safety along with regulations, Snider suggests operators take the time to have their aircraft properly weighed. Finding the issue now could save a tremendous amount of money and hassles in the future.

"When you're bringing an aircraft up to gross because you're flying across country and you want to add as much fuel as possible, that's a big factor," he said. "If you crash and are over-gross, I bet your insurance company isn't going to pay. People are tired of constantly getting nicked and dined for squawks on airplanes. We believe in doing things 100%, doing it

right. Not only is it the right thing to do, but it's also a warranty issue."

Seizing the opportunity

Snider comes from a military family – independent, resourceful and hardworking. Multiple generations attended The U.S. Military Academy at West Point. His grandfather flew fighters in World War II and trained other pilots in a variety of aircraft. Snider worked his way through college, attending Arizona State University, and served 10 years in the U.S. Army as an avionics technician and an attack helicopter pilot.

For Snider, military service instilled high standards and a sense of precision. It may be why he's so

Continued on following page

AEROSecure LLC

Continued from page 47

insistent on pulling out all the old wires and starting from scratch, and why his career has been filled with success.

Snider worked on Apache Longbow avionics at Boeing, installed avionics and electrical systems for MD Helicopters, and serviced Apache and Black Hawk helicopters for the Arizona Army National Guard's 285th Aviation Regiment as well as flew for the National Guard supporting desert operations. Then, he took a break from maintenance in favor of flying but eventually returned to start his own avionics business.

"Several years ago, I decided I'm going to get back into aviation," he said. "I was flipping through a magazine and read about ADS-B. I started doing the math on how many people are in compliance, how many people need to be in compliance, including

"WE BELIEVE IN DOING THINGS 100%, DOING IT RIGHT. NOT ONLY IS IT THE RIGHT THING TO DO, BUT IT'S ALSO A WARRANTY ISSUE."

military, commercial, general aviation and everything else. There were hundreds of thousands of aircraft out there that needed the equipment and not enough shops to do it. That's a ton of demand and very little supply. Most shops are extremely overloaded. On our side of Phoenix, there just aren't any shops, so we've been extremely busy."

In addition to numerous ADS-B installations, AeroSecure spends much of its time working on full-panel installations for owner-operators. Along with making all the behind-the-panel connections, Snider's

applied avion

technicians handle CAD design and powder coating in-house while outsourcing water jet cutting and laser etching. Aerosecure also handles all the avionics work for a local company that completely restores single-engine Cessna aircraft.

“As we’re getting more well known, people are contacting us from all over the country,” Snider said. “Plus, probably 40% of our retail business is out of state as far as New York, Ohio, Tennessee, all over California and Nevada, Utah, Colorado and New Mexico.”

Nailing the processes

While the team is focused on small general aviation aircraft at the moment, they plan to work up to light jets and serve the business aviation market. For now, Snider is concentrating on fine-tuning his processes.

“There are so many moving parts to this business that it’s intriguing to me,” he said. “If you think about it, there are tens of thousands of combinations of avionics

in an airplane, and you’re trying to get it all to talk and work. There are times where you think it’s a 30-hour job, and it ends up taking 50 hours, and you eat 20 hours of it. We’ve been working really hard on all our processes. I study the market and products so I can talk about all of it. It’s a matter of survival.”

For Snider, his business isn’t just about installing or repairing avionics. He wants to make sure that what he and his team installs truly matches the customer’s mission – no over-equipping or under-equipping. Above all, he wants the aircraft to be as safe as possible.

“I absolutely love avionics,” Snider said. “I love what we do. I have a great group of guys. All of us are ex-military avionics technicians from the Army, Navy, Marines and Air Force. Our high standards come from that military background. We’re all very passionate about this, so it’s fun. We’re proud of what we’ve accomplished. It didn’t come easy but we’re very excited about what’s next.” □

AVweb:

Not for wanna-be’s or used-to-be’s.

**Over 230,000 news-hungry subscribers,
More than 82% are owner-pilots who fly and buy.**

AVwebFlash and AVwebBiz e-newsletters are published four days weekly, providing the latest GA news to active owner-pilots who want to keep up with the latest industry news, new products and technology—delivered to their iPhones, iPads, Androids, tablets and desktops.

AVweb advertisers including Avidyne, Aspen Avionics, BendixKing, Bose, Flightcom, ForeFlight and Sennheiser know that Avweb delivers.

That’s because AVweb subscribers are tech-savvy, owner-pilots who fly and buy—not wanna-be’s or used-to-be’s.

They want news they can use: expert video in-flight demos, new product analysis and comparison, industry commentary and blogs, and now, features about proficiency, safety and the emergence of restored, rebuilt and remanufactured aircraft.

You read AVweb, your customers read AVweb. It’s **free** and it’s **fast**.

Find out how AVweb advertising, webinars and videos can **deliver customers** for you.

Ask about special ad rates for AEA members. Call Tom Bliss at 602-625-6815. Or, email: tom@avweb.com.

The world’s premier independent GA news source.

AVweb
WWW.AVWEB.COM