

was shocking to me when I heard it, but it's just the way it is," Perkins says. "These are the windshields on the commuter airplanes, regionals and business jets that we work on. And if you look at a typical commuter or business jet aircraft, the windshields are in the \$40 to \$60,000 price range per window! On many of these windshields, if you look in the maintenance manual, if it has any delamination at all it needs to be replaced. So, if you have a Lear 45 windshield that has a silver-dollar sized delamination, according to the manual it needs to be replaced. Those windshields are taken out and a new \$40 to \$60,000 windshield is installed. So what do you do now? You've spent all that money, and you have a windshield that still works, but it has a bubble in it.

"Our process will remove that bubble, and we will warrant that repair for a year," Perkins continues. "We'll charge a fraction of what the new windshield costs. So, all of a sudden, instead of spending \$60,000 for new windshield, you'll spend a fraction of that for the repair. And if it happens again, we can repair it again. And it takes a long time to get up to that \$40 or \$60,000 number. And those windshields are very easy to remove and replace.



For more information, contact Perkins at [sales@perkinsaircraft.com](mailto:sales@perkinsaircraft.com) or (800) 880-1966.

### CUSTOM PROJECTS

Perkins has a full tooling shop at its facility. This gives the company the ability to manufacture windows for unique custom projects. For example, two years ago Perkins developed a replacement window for a company that had converted Grumman S-2 aircraft into fire bombers. The laminated side windows in the cockpit are bubbled. This allowed the Navy crew to lean out and see what they were doing — a perfect benefit for fire fighting crew. However, the windows were getting beat up from the pilots' helmets hitting the windows. Unfortunately, there were no more replacement windows available in the supply chain.

Perkins took some sample windows and the technical data that was available and reverse-engineered it — and the fire fighting missions continue to this date!

Perkins has worked on several other custom projects over the years including custom windows for aerial photography.

### SERVICES

Another way that Perkins helps customers save time and money is through its installation service. "We have crews that we send anywhere in the world to do window installations," says Jim Perkins. "The reason it's something that's viable is because a lot of these older aircraft like the Learjets, Westwinds and some of the others were not jig-drilled at the factory, so the hole patterns are never the same. If you buy a blank, an undrilled, untrimmed window from Bombardier for a Lear 35, that's exactly what you get, an undrilled, untrimmed window. Then your mechanics need to figure out

how to trim it and drill it to the specifications, which is very difficult. Your typical A&P is not really qualified to do that.

"What we offer is a turnkey deal where the customer buys the window from us, we ship everything to the location, and our team shows up with their tools and drills and trims the window to the aircraft onsite," Perkins continues. "We give customers a one-year warranty on the windshield and the installation. That's been a big part of our business for a long time because it's something that people don't want to do. We've done Learjet windshields in Singapore. We've done Citation windshields in Denmark."

A huge benefit of Perkins' installation services is peace of mind knowing the window and installation are guaranteed. "There was an occasion where one of our teams broke a hole when they were drilling and trimming," Perkins shares. "They got a little heavy-handed and broke it — but it didn't affect the customer because we just shipped another window overnight, and they continued with the installation. It didn't cost the customer an extra penny, and that's part of our service. Where as if the customer was doing that and broke the window, they would need to buy a new one and start all over. But it doesn't happen often with us because of our experienced technicians!"

Perkins continues to develop new products to meet customers' needs.

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**The Clear Choice in aircraft windows**