

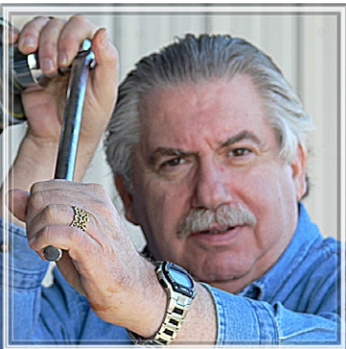


# eINFO

Volume 1 - February 2010

Welcome to Volume number one, Issue number one of the ASL CamGuard E-News letter. Hopefully this is a way for resellers, users and interested parties to gain information and have input in to the public perception of ASL CamGuard. Every issue we plan to feature an ASL CamGuard user, reseller and feature a Q & A with our Technical Director, Ed Kollin.

## Profile: ASL CamGuard user... Mike Busch



This month, we found an ASL CamGuard user that is a perfect example of an aviator in the know. Mike Busch, a highly respected aviation maintenance expert, is the founder and CEO of Savvy Aviator Seminars and Savvy Aviator Maintenance Management. Mike not only uses CamGuard in his own plane, but also feels that CamGuard is an integral part of keeping his customers happy.

Mike told us why he is a CamGuard proponent; "Corrosion is by far the biggest reason engines don't make it to TBO," he said, "ASL CamGuard is a corrosion inhibitor that's particularly helpful for preventing corrosion in engines that have periods of inactivity —typical of many owner operated airplanes." In his more than 40 years of owning airplanes, Mike's seen many products touted as "miracles in a can," and has tested his share of these products. "None of them did anything I could document...until I tried CamGuard" he added.

Mike describes himself as a "dyed-in-the-wool skeptic" when it comes to new products for aircraft maintenance. He had heard of CamGuard through Cessna Pilot Association forums (Mike is a respected technical representative for the association), but it wasn't until he had the chance to spend some time with CamGuard's Technical Director, Ed Kollin, that he decided to give it a try.

He first tested CamGuard in his own Cessna 310, which lives near the high corrosion environment of the Pacific Ocean, for a couple of years and monitored the results through frequent oil analysis. Both engines in his Cessna passed the normal recommended TBO many hours ago, and he says things are looking good for many more hours of use. He plotted the results of the oil analysis, and the change in iron concentrations found in the oil verified that corrosion-caused wear was being reduced. The results of the oil analysis convinced Mike that CamGuard really works.

About two-thirds of the 200 planes Mike manages in the Savvy Aviator Maintenance Management program are Cirrus 22s along with a broad mix of other high performance single engine and multi-engine light twins. "If you follow the oil analysis," Mike said, "it's easy to tell which planes are on CamGuard and when they started using it." An important part of the service provided by the maintenance management program is the systematic tracking of all maintenance issues. Mike now recommends the use of CamGuard in the planes of all those enrolled in his maintenance program.

We thank Mike for sharing his CamGuard story with our readers. For more information about Mike Busch and Savvy Aviator, visit [www.savvyaviator.com](http://www.savvyaviator.com).

*By Earl Downs*

# Best Oil Additive... ASL Camguard 2008 & 2009

**We won two years in a row! Read the excerpt below from The Aviation Consumer.**

“The oil companies hate when we test CamGuard™ and find that it beats the pants off their premium oils for corrosion protection and anti-wear properties. But it does. So for the second year in a row, we’re calling this product out for exceptional performance. Why? Because we continue to hear from owners frantic about corrosion problems in engines. Part of this is because of reduced flight activity.

For more information, go to [aslcamguard.com](http://aslcamguard.com)

**The Aviation Consumer**  
: PRODUCT OF THE YEAR :



## Interview with Aircraft Spruce & Specialties



ASL CamGuard won't do you a bit of good if you can't buy it, so we decided to talk with Aircraft Spruce & Specialties, Co. about how CamGuard is selling for them. Marketing Director Desiree Czaplinski said, “The sales history is phenomenal.” She continued, “Sales volume has been so much more than we expected that we find ourselves placing another order as soon as the previous order arrives.”

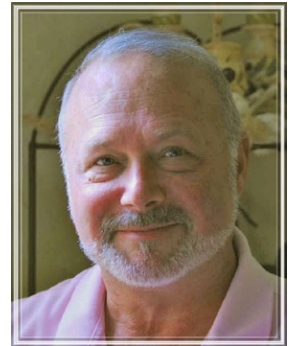
Aircraft Spruce & Specialties is the worldwide distributor of certified and homebuilt aircraft supplies. Their catalog is so large that just lifting it could be part of an exercise regimen. With four locations in the United States and one in Canada, it's remarkable that such a large company can truly achieve the first paragraph in their Mission Statement; “We recognize that the Customer is number one. We will do everything in our power to make sure the customer is satisfied with their experience with Aircraft Spruce & Specialty.”

Aircraft Spruce & Specialty keeps the customer number one because they are a family owned business; they always have been, and their more than 150 employees are part of the extended family. In 1965, Bob and Flo Irwin founded a business in Fullerton, California that sold only one product—aircraft-grade spruce lumber for aircraft construction and restoration. The Aircraft Spruce Co. quickly added more products to its small catalog and adopted the name Aircraft Spruce & Specialty Co., with the goal to offer everything pilots and aircraft builders need. Today's company President, Jim Irwin (oldest son of Bob and Flo), and Vice President, Nanci Irwin (Jim's wife) are leading the company into the 21st century.

The second paragraph in the company mission statement reads, “We will sell only the highest quality products at the lowest price.” Desiree explained, “We often notice new products through press releases. Sometimes a manufacturer calls and we ask for product information if we are not familiar with them. If we see merchandise that fits our product line, we contact the manufacturer and market it through our catalog.” Desiree also commented on their commitment to quality control. “The company owners and I review new products. We also have experts on staff that check-out new items. These experts review the product data to assure it fits into what we market. We listen to our customers and will remove an item from our product line if quality is a problem.” Aircraft Spruce & Specialty Co. has a 100% customer satisfaction guarantee policy.

ASL CamGuard is proud to be on the shelves of a company like Aircraft Spruce & Specialties. For your next order for CamGuard, or for any other of the thousands of aviation products marketed by Aircraft Spruce & Specialties, visit [www.aircraftspruce.com](http://www.aircraftspruce.com).

*By Earl Downs*



**Q** What is CamGuard and why do I need it?

**A** CamGuard is a supplemental additive package for piston engine motor oils. It is a 100% active blend of 11 components and improves the performance of any oil in the areas of:

- Rust and corrosion protection
- Wear protection
- Deposit control
- Seal conditioning

CamGuard offers an advanced level of protection to every engine. Infrequently used engines will see the most benefit as rust and corrosion dramatically reduces engine life.

**Q** Will CamGuard work with any oil?

**A** Yes. CamGuard is designed to benefit all aircraft oils including conventional mineral oils, semi-synthetic oils, and fully synthetic oils. It is compatible with all commonly used oil components including dispersants, phosphorus anti-wear compounds, antioxidants, friction modifiers and basestocks.

**Q** Is CamGuard like any other additives?

**A** NO! CamGuard is a complex formulation using proven additive technology. It is not just an additive diluted in baseoil and backed up with a slick marketing campaign or some historic mystical potion. We present our data from both industry-standardized tests and in house testing along with our experimental procedures for comparison and evaluation.

**Q** Can I use CamGuard in other engines?

**A** You should use the appropriate Camguard for the application. Aircraft – Automotive – Marine  
Each version is optimized for the application and the oil chemistries used in the particular engines.



# eINFO

## Photo Opportunity!

We would like you to share experiences and photos of your aircraft that actually use CamGuard. As for the photos we'd like you to submit, they should be medium to hi resolution JPEG's. If you submit an Air-to-Air photo of your aircraft, this would put you in the running to have your plane in an actual ASL Camguard advertisement. If you are chosen in this category you would receive a complimentary 4 pack of CamGuard for your help. If you have a picture of you with your aircraft on the ground, you can submit it as well because we are looking for people to interview for this E-News Letter. If you are selected in this category you will also receive a free 4 Pack of ASL CamGuard. With all submissions please include your name, address and a daytime phone or cell phone where we can reach you to arrange to get your CamGuard to you or arrange for a short interview. Submissions should be sent to [RandyB@ASLCamguard.com](mailto:RandyB@ASLCamguard.com).

Finally ASL CamGuard will be in Booth B-23 at this year's Sun-N-Fun Fly-In at Lakeland, Florida. Since this is the annual hooray its spring get together, most all the CamGuard staff will probably be there for you to talk to. We hope to hear from you soon!

**For more information visit us at our website or call toll free!**



[www.aslCamGuard.com](http://www.aslCamGuard.com) • 1-800-826-9252