

Best Full-Service Private Aviation Company - Texas



Specializing in airframe maintenance for a number of household business jet names, Baker Aviation

Maintenance LLC has continued to expand its offerings to include a stocking distributorship of PMA Parts from Omega Aircraft Articles, a dealership for LED Lighting with Aircraft Lighting International, and recently, they announced an alliance with Contact Aviation to provide Nex-Gen avionics solutions to the business aviation market.

In addition to operating as a complete FAA Part 145 Certified Repair Station for the most popular turbine powered business aircraft, Baker is the proud master distributor of one of the most important aircraft safety products available today, HOT-STOP® 'L' EVO Fire Containment Kits. As pioneers in the lithium battery fire containment industry, HOT-STOP 'L' solutions were first introduced more than a decade ago to private aircraft operators and commercial airlines, flying around the world.

The HOT-STOP 'L' EVO Fire Containment Kits are the solution that many airlines and business jet operators are putting on board their aircraft to keep millions of the flying public and flight crews safe from this real threat. Not only does HOT-STOP 'L' eliminate the fire and toxic smoke threats in the cabin and cockpit created by a lithium-ion battery thermal runaway, but it also prepares these aircraft operators for any future aviation authority directives (FAA, EASA) to mitigate this threat, whenever such regulations may be put in to place.

Additionally, the HOT-STOP 'L' EVO Fire Containment product line incorporates the latest airtight, zipper technology, comes in multiple sizes,

and can be custom-made to fit a variety of devices, including military grade drone batteries. The HOT-STOP 'L' EVO bag and gloves are burn certificated, and are designed, proven, and tested at a UL approved laboratory to contain a battery in full thermal runaway until it has burned itself out, without releasing any toxic smoke, fire, melting plastic, or battery fluids. HOT-STOP 'L' Kits can also be used as safe storage for a device while unattended, or as a preventative measure when a device shows signs of overheating before it becomes a fire threat. Ray Goyco, Jr., President and COO of Baker Aviation Maintenance, gives us an overview of some of the other services that the firm provides within the aviation industry and what the company does to ensure that it offers the best products and services possible.

"Alongside specializing in airframe maintenance for turbine-powered business aircraft, we are always looking for opportunities to expand our services and increase our market bandwidth. This is a competitive business and our quality and exceptional service is what sets us apart. The Baker management team includes an Accountable Manager and Quality Manager & Director of Aviation that have worked collectively to develop our Repair Station Quality Manual as well as instituted numerous programs to ensure customers are receiving the highest level of services, day-in and day-out."

Talking about what the firm aims to achieve, Ray alludes to Baker's overall mission and what it plans to do in order to reach its goals. Focusing on delivering the best products and services in the market to stay ahead of the competition is something Ray feels is integral to the company's continuing success.

"Being the exclusive master distributor for HOT-STOP 'L' products, Baker Aviation Maintenance's mission is to provide products and maintenance services with integrity, excellence and honesty. We do this by holding to a higher standard and always building up to that standard and not down to match a price point. Therefore, we are passionate about results and developing innovative products, like the HOT-STOP 'L' EVO line of fire containment kits with Zero Tolerance. We continue this commitment by following disciplined systematic processes that include research and development and the evolution of our products, all with long-term and short-term goal setting as a part of the process."

Fundamentally what makes the company stand out from similar firms within the industry is its visionary abilities. Being proactive rather than reactive has been vital to the company's success. As Ray points out, the firm is a frontrunner in the market, predicting trends well before they arise and keeping well ahead of developments within the industry. This can be linked to the way that the firm creates a safety culture, something Ray is keen to point out.

"Essentially, we are the pioneers in the fire containment market space and we documented the need for HOT-STOP 'L' more than 10-years ago. Our fire containment kits are made of firefighting materials and include fire protective gloves. HOT-STOP products come from a long line of firefighters and are manufactured in the USA in Mount Joy, Pennsylvania. This is the only fire containment solution with vertical flammability approved

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MAINTENANCE & PARTS SALES



Baker Aviation Maintenance is a full-service FAA Part 145 certified repair station with more than 25,000 square feet of maintenance hangar space at the Addison Airport in Addison, Texas. President Ray Goyco Jr. discusses the mission of the firm as we further explore the secrets behind its success.

burn certifications and are tested in a UL approved laboratory. HOT-STOP is also fast and easy to deploy, as well as easy to store in a convenient location on board, when time is of the essence. Quite simply, this product is the leader in the industry."

"It is also important to note that we always looked beyond aviation authority recommendations. Today, there are no government regulations for a containment solution, therefore no specific requirements. This means operators need to create their own safety protocol for this common threat and we can help them with this task. Even though we do not support the recommendation of the use of water to cool a device while waiting for it to smoke up your cabin or cockpit with toxic fumes, HOT-STOP can be used with water if the operator chooses to follow this advice. Just keep in mind many devices today are waterproof and most are water repellent, to say the least. We have worked closely with safety committees of major airlines, and their flight crews, to help establish safety protocol that does not include water.

"Currently, thousands of private aircraft, helicopters, military, and OEM demonstrator aircraft carry HOT-STOP 'L' containment kits on board, as well as 16 airlines, including Virgin America and Alaska Airlines. Virtually all of these aviation operations are establishing their own safety protocol to eliminate this on-board battery runaway threat. We are also going beyond aviation to other industries, including the Mining and Medical fields, to fill their need for protection as well.

"The electronic industry continues to evolve, and as such, HOT-STOP 'L' will also continue to evolve. We currently offer a variety of kit sizes, depending on the need, and accessories to accommodate storage. As a manufacturer, we have the unique capability to customize the HOT-STOP bag to fit and we are seeing more demand from medical, military, and government agencies for custom fire containment solutions to fit their needs."

In order to operate at maximum efficiency, Baker must integrate technology into its work. Therefore, they must keep up with the latest



Ray Goyco, Jr. President and COO of Baker Aviation Maintenance LLC

lithium powered devices and the threats that these batteries create, Ray mentions that the firm continues to test its fire containment solution with the latest personal electronics on the market.

Regarding the internal culture in the firm, Ray comments on how he ensures that all staff are equipped to provide the best possible service and products to clients. The quality of the product and services is more important than any cost-cutting measures and this helps to keep the staff motivated to do their best. Training is put in place for employees, as well as a variety of other activities and seminars to keep staff up to date with any developments, something Ray believes is beneficial to both employees and the company.

"As previously mentioned, we will build up to a standard, not down to a price point. We will customize a solution to meets the customer's requirements and we instill a can-do attitude with everyone that works with us. Successful companies are only as good as their employees and we believe that this culture is the key to our success. In

addition to intense bi-annually training, our staff participates in a multitude of safety forums, meetings, workshops, conferences, tradeshows and events to be well educated on all cutting-edge quality and safety protocol."

Ultimately, Ray believes that the company will continue to create innovative solutions and ideas for global markets, and not just inside the aerospace and defense markets.

"Looking ahead, we predict more interest from market segments outside of aviation, and we are exploring several opportunities for expansion into these new markets. We are confident that we can expand our HOT-STOP 'L' lithium battery safety solutions to more industries outside of the aerospace marketplace and look forward to the challenge."

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HOT-STOP® 'L'
 LITHIUM ION FIRE CONTAINMENT KIT

VERSIONS	MEASUREMENTS
HOT-STOP® 'L' EVO XL Includes Gloves & Carry/Stowage Strap	27" x 26"
HOT-STOP® 'L' EVO Laptop Includes Gloves & Carry/Stowage Strap	24" x 21"
HOT-STOP® 'L' EVO Oversized Tablet Includes Gloves	18" x 21"
HOT-STOP® 'L' EVO Tablet / iPad® Includes Gloves	15.5" x 16.5"
HOT-STOP® 'L' EVO Phone	9.5" x 6"

*ALL HOT-STOP® 'L' EVO ARE APPROXIMATELY 1" THICK AND WEIGH 4-8 LBS



Master Distributer for HOT-STOP® 'L'

