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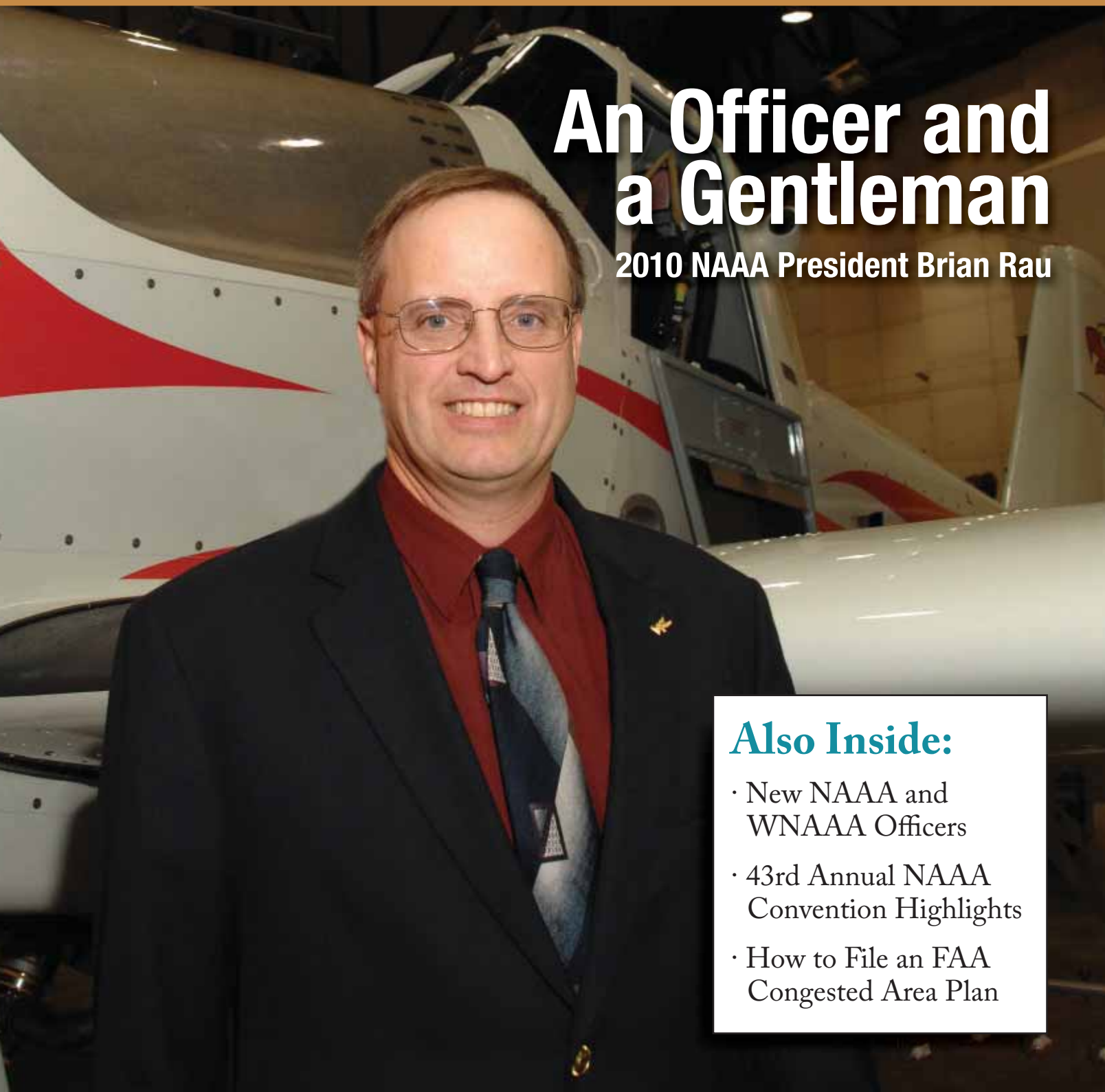

An Officer and a Gentleman

2010 NAAA President Brian Rau

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- 43rd Annual NAAA Convention Highlights
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The purpose of NAAA shall be to advance the aerial application industry and its members in their efforts to enhance agriculture, and to protect the public health and the environment.

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2010 NAAA President Brian Rau is ready to lead!

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President's Message

Brian Rau

Press On

As the incoming president of NAAA, thank you for the opportunity to serve the association and the aerial application industry. We have a great officer team that you will read about in this issue.

My career as an aerial applicator started 31 years ago with a herbicide application to wheat in a Pawnee PA 25 235. I had recently completed college with a degree in agronomy and had returned to the family farm in the rolling hills of central North Dakota. My father had started aerially spraying our farm and doing a limited amount of commercial work after gaining flying experience in Korea where he flew 100 combat missions in an F-80. As a young man flying just for our farm, the experience left me wanting to do more; so I went to work as a pilot for a couple of applicators in the fertile Red River Valley of the north in North Dakota and Minnesota. At some point during this early experience, I heard about NAAA and became a member.

This was a time when Rachel Carson's *Silent Spring* was still on the public's mind. The newly formed EPA seemed to be bringing more and more burdensome regulations to the industry, and the general public had a negative perception of pesticides. (Sound familiar?) During a state meeting, a representative of the pesticide industry was talking about the possibility of losing the registration of the herbicide 2,4,5-T. He also mentioned that if they lost that one, the other phenoxys such as 2,4-D would surely be lost also.

To make a long story short, I had misgivings about my chosen career and I decided that the future of aerial application was too unpredictable. In a recent article by the *Associated Press*, Terry Sharp from Iowa is quoted as saying, "It's the kind of business that keeps the sissies away." I guess as a young man I was a bit of a sissy in that I decided to return to the farm and make my living there. My skin has become a lot thicker since then. However, my grandchildren still find me to be a pretty easy pushover.

Back on the farm, I kept my hand in ag aviation with work on our own farm and a limited amount of work for the neighbors. At this time, the smartest thing that I did was maintain my membership in NAAA. I felt that aerial application was important to the farm. My continued membership helped others, with a better vision of the industry's future, to press on and move the industry forward in spite of the obstacles.

Thirty years later 2,4,5-T is not registered; however, my last application of 2009 was a mixture of products including 2,4-D applied to pastureland. There have been advancements in the industry, such as nozzles and additives that develop a better droplet spectrum, GPS guidance, reliable turbine engines and educational programs such as PAASS. Currently my wife Elly and I spend about 50 percent of our time farming and 50 percent of our time in the aerial application business.

I am passionate about production agriculture, of which aerial application plays an important part. I am concerned about developments that negatively affect aerial application, such as unnecessarily burdensome regulations, wind turbines and the effect they have on our safety and ability to access cropland, and the growing trend of judges and agency bureaucrats deciding they know more about crop protection products and the environment than hundreds of scientists do.

Moving forward into the next 30 years, I believe our industry will continue to see advancements in nozzles that produce a better droplet spectrum and drop boom systems that will get the droplets out of the wing vortices and the prop wash. Continuing to reduce the incidents of off target drift is essential for the industry.

Aerial application is still the fastest and least intrusive way to apply crop protection products. Production agriculture is good for the environment, and the future is bright if we, like our forebearers, have the vision to "press on." ■

Executive Director's Message

Andrew Moore

Rearview Mirror and the Road Ahead

The 2009 aerial spraying season is now committed to memory, and a new year and decade is upon us. It doesn't appear that last year was as active as 2008 and 2007 were in terms of total aerial application hours flown, but then again those were two phenomenal years for the farm sector in terms of profitability.

2009 was a challenge primarily due to a drop in commodity prices. The USDA indications are that farm profits for 2009 were approximately $9 billion below the 10-year average. Part of that decline is attributed to diminishing foreign demand. With that said, the economic outlook for this new year looks bright for agriculture, and aerial application should continue to play an important role in facilitating agriculture's prosperity. The top buyers of U.S. farm goods—Canada, Mexico, China and South Korea—make up nearly half of U.S. farm exports. These countries will return to stronger Gross Domestic Product growth this year, so it is expected their purchases of U.S. farm goods will increase.

According to global population projections, by 2050 there will be another 3 billion mouths to feed and bodies to clothe (not to mention increased demand for these new folks' bio-energy needs), making the total world population 9 billion half way through this century. These forecasts bode well for our industry since the best way to increase crop yields from an agricultural plant health application is to use aerial application because it does not disturb a crop, it is more reliable and it can do the job much faster than other forms of application.

Unfortunately, the brighter economic forecast conflicts a bit with the federal and regulatory forecast for aviation and agriculture. As of late, there has been a favoring toward a more regulatory approach in addressing key public issues. Furthermore, with the federal debt growing, coupled with the prospect of adding new, large entitlement programs to its inventory, the government is on the lookout to implement new fees and taxes to finance its hungry fiscal appetite.

The Long Arm of the Law

One issue that is a cause for concern for U.S. agriculture is the recent decision handed down by the U.S. Court of Appeals, 6th Circuit, which, in essence, will require federal water permits for entities making pesticide applications over or near water. As a result of this decision, EPA has two years—or until the 2011 spray season—to develop a permitting process for these types of pesticide applications. This is a concern to state enforcement officials, farmers and pesticide applicators alike because no regulatory infrastructure exists to handle the hundreds of thousands of requests for these permits that will be required to comply with this decision. Furthermore, additional burdens from permitting fees to pre-notification to water monitoring may be required as a result of this permit requirement.

NAAA is working with a national list of ag and other pesticide user organizations to lighten the burden of this prospective regulation. Instead of making multiple entities file for these permits, we are requesting that the Agency solely require the entity authorizing the application to file for the permit and the applicator conducting the work would fall under that permit. The authorizing entity is most familiar with the area needing the application and the information essential to satisfy the permit requirements. This will eliminate unnecessary duplication of permittees—an important point considering that EPA estimates 5.6 million pesticide applications will fall under this new permitting requirement, adding significantly to the burdens faced by the agencies responsible for issuing these permits. It should also take the burden away from most aerial applicators since they are not typically the entities authorizing an application.

NAAA is also attempting to generate Congressional action to eliminate this new regulatory burden. In addition, NAAA is co-authoring, along with a number of other applicator groups, a legal appeal to the U.S. Supreme Court to rehear the U.S. Court of Appeals, 6th Circuit, decision.

Another major proposal affecting the aerial application industry that was released late in 2009 was proposed EPA drift label language that the Agency would like to see placed on all commercial pesticide labels. One of the mandatory statements that is part of the draft drift notice is *"do not apply…in a manner…that could cause an adverse effect to people or any other non-target organism or site."* The terms *"could cause"* and *"harm"* are new legal standards, which EPA plans to apply to enforceable labels without having gone through proper legal procedures. The vagueness of the terminology will likely lead to unnecessary enforcement actions and frivolous lawsuits by overly litigious activist groups and those attempting to profit from weaknesses in our legal system.

NAAA believes that the aerial application industry has made and continues to make significant progress when it comes to mitigating drift incidents as indicated by American Association of Pest Control Official surveys, which show a 26 percent decrease in drift complaints between 1996 and 2004. NAAA also believes that language in EPA's proposal should acknowledge and reward the aerial application industry for the technological and educational advances it has made that have resulted in reducing drift claims. NAAA will be drafting comments to the Agency to this effect and urging each and every applicator nationwide to do the same. This grassroots response tabled another unnecessarily burdensome drift proposal EPA issued in 2001.

Greenhouse gas (GHG) emission reduction legislation is another issue on NAAA's radar. The House of Representatives passed legislation last summer requiring industries to markedly reduce their use of carbon over time. The estimated costs of this legislation on the agricultural industry, according to the American Farm Bureau Federation, is projected to be at least $5 billion a year by 2020—this after considering benefits to agriculture that were included in the bill. Iowa State University experts project the House bill's GHG caps would trim one percent or so from farm net income in the next decade. The Senate is currently considering its own version of GHG emission laws.

In terms of generating new federal revenues to address new programs and deficits, Congress may consider levying a user-fee system on general aviation (GA). President Obama, like his predecessor, went on record supporting user fees and stated he would like to begin levying these fees beginning in 2011. In 2007 the Senate went so far as to markup a bill through Committee that required GA aircraft to pay a $25-per-flight user fee in addition to the current federal excise taxes that are levied on fuels. NAAA scored a significant victory by successfully urging the Senate bill to exempt agricultural aircraft from the proposed $25 flight fee.

Congress still hasn't agreed on a multi-year plan on how to fund federal aviation infrastructure projects and services so proposals to implement user fees will continue until a long-term federal aviation funding plan can be agreed to. When Congress does get around to this, at a minimum GA is likely to see an increase in their tax rate on aviation fuels. Legislative proposals have increases to GA's Jet A tax rate of over 64 percent from 21.8 cents per gallons to 35.9 cents per gallon, and increases to the Avgas tax rate of over 24 percent from 19.3 cents per gallon to 24.1 cents per gallon. Currently, because of our past successful efforts in providing a full and complete exemption from the federal excise tax on aviation fuels used to make aerial crop applications, our industry is exempt from these fees and tax increases. But we must continue to monitor the issue and push for these agricultural aviation industry exemptions because what Congress giveth, Congress can taketh away.

The Bright Side

The federal policy outlook isn't all dire; last year NAAA was again successful in obtaining federal research funds for the development and testing of aerial application technologies. Over the past eight years, more than $4.5 million has been obtained in additional federal research conducted on the testing and development of aerial application technologies at the USDA-ARS aerial application research program in College Station, Texas. These technologies are designed to mitigate drift, make aerial applications more efficacious and achieve fuel reductions. Pointing to these technologies will be a key in attempting to mitigate the government's attempts to further regulate our industry through water permit requirements or buffer zone requirements on crop protection product labels.

NAAA is also planning to conduct a comprehensive pesticide use survey this year. Be on the lookout for this survey and be sure to complete it. Participants' responses will be completely confidential. The data collected from past NAAA pesticide use surveys have been used to counter overly conservative, theoretical risk assessments EPA might make about the aerial application of crop protection products and has resulted in keeping aerial use language on crop protection product labels.

NAAA is also urging the EPA to mitigate aerial use restrictions, such as expansive buffers on pesticide labels, by reconsidering the average droplet size spectrum used by

crop protection product applicators. EPA currently assumes a "fine to medium" droplet size when it evaluates the drift potential of applied product. Late last year NAAA, with the support of USDA, crop protection product company scientists and other ag stakeholders, met with EPA representatives and urged the Agency to assume a "medium" spray droplet when evaluating the drift potential of applied product because it is a much more common droplet size used in crop protection applications. Using a larger droplet assumption might also lead to reduced buffers since larger droplets with greater weight will fall more quickly to the ground than lighter, smaller droplets.

NAAA is urging the Agency to provide complete buffer zone relief to applicators when drift reduction technologies are used that determine wind speed, and wind direction is coming from the direction of sensitive areas toward the cropland.

Pointing to improved statistics will also be key to keep regulators and legislators at bay, and our educational program promoting safety, security and good stewardship, PAASS—the Professional Aerial Applicators' Support System—has been an important variable in improving aerial application statistics. We will complete the 12th PAASS Season in March and begin the 13th in October of 2010. Since PAASS hit the stage in 1999, the agricultural aviation accident rate has decreased by 20 percent per 100,000 hours flown and drift claims have decreased by nearly 26 percent, according to statistics gleaned from the Federal Aviation Administration and the American Association of Pest Control Officials, respectively.

Additional positive occurrences that made it into the public eye in 2009 were a number of encouraging and widely circulated media stories and public relations projects. In August of 2009, a front-page article in *The Wall Street Journal* was published examining the need for aerial application. The piece included a portrayal that agricultural aviation is hard work, but it contrasted the fortunes of the aerial application and airline industries, stating aerial application "is a hot field, thanks in part to the recent farming boom. … But airlines are struggling, canceling routes, cutting pay and laying off pilots." It included salary information stating skilled ag pilots typically make $60,000–$100,000 a year, whereas "pilots at small airlines start at $20,000 and rarely get anywhere near six figures."

The *Journal* has a hefty print circulation (1.7 million) and more than one million paid subscribers to WSJ.com so public exposure was broad for this article, plus it resulted in a number of other media outlets throughout the country doing copy-cat stories, including one from the Associated Press, which supplies news to 1,700 U.S. daily, weekly, non-English and college newspapers and 5,000 radio and television outlets. This coverage was a major shift from two years ago when the Associated Press released a widely circulated article in 2007 painting an ominous picture of our industry's inability to replace aging pilots in the industry.

Another successful public relations and recruiting product that was released in 2009 was NAAA's updated industry promotional video *Aerial Application's Growing Role*. The video was sent to ag pilots and operators throughout the country, as well as media outlets, government officials, agricultural trade organizations and over 500 flight schools throughout the country. The video promotes the important role our industry plays in food, fiber and bio-fuel production and also serves as a terrific recruitment tool for pilots interested in agricultural aviation. The video has been posted on YouTube.com and will be accessible directly from our completely updated Web site, www.agaviation.org, when it is publicly released early this year.

We have and will continue to face challenges. We need to stick together and support NAAA efforts through membership and volunteering to address our public relations and government regulatory challenges.

As we have experienced with recent economic conditions and government regulations, we have and will continue to face challenges. We need to stick together and support NAAA efforts through membership and volunteering to address our public relations and government regulatory challenges. Be on the lookout for NAAA requests that will be sent to you to comment on proposed EPA regs calling for water permits for pesticide applications made over or near water and proposed pesticide label language proposals pertaining to drift. In the past, these efforts have resulted in tempering and sometimes tabling unnecessary and burdensome regulations. It is a proven recipe for success that has sustained this industry's existence for nearly 90 years.

HAPPY NEW YEAR! ■


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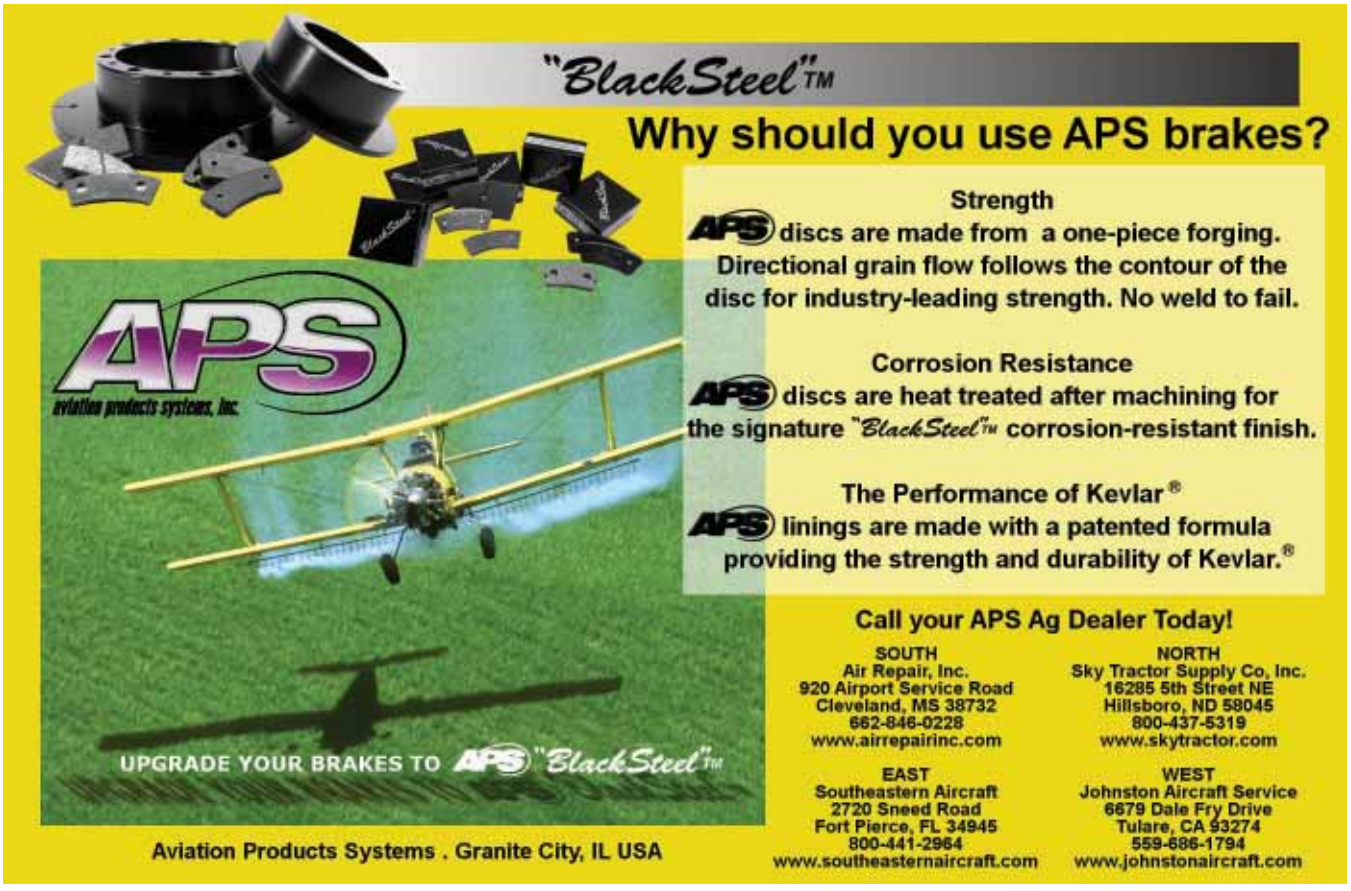
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WNAAA President's Message

Jane Barber

It is a Gift to Serve as WNAAA's New President

Those of us chosen to lead WNAAA for the 2010 year are proud to be able to serve this industry.

As Romans 12:6 says, "We have different gifts, according to the grace given us." Julie, Pat, Kathy and I will strive to use our "gifts" to the best of our potential.

Julie Broussard is from Morse, La., and will serve as the vice president. Pat Stamps, from Panhandle, Texas, will serve as the secretary. Kathy Diehl is from Garden City, Kan., and will be serving as treasurer. I have known each one of them for many years and appreciate the opportunity to work together with them.

I would be remiss if I failed to thank last year's officers who worked hard to promote the WNAAA organization. We also welcomed two new directors at our fall board meeting in Savannah, Leslie Craft from North Carolina and Cindy Hamilton from Minnesota. I would like to thank the directors they replaced, Shana Klindt (Minn.) and Lisa Otey (N.C.), for their years of service and friendships. With the previous slate of officers, we "newbies" have some big shoes to fill!

Outbound president Elaine Gustafson (left) congratulates Jane Barber on being installed as WNAAA's new president at NAAA's Farewell Banquet Dec. 10, 2009.

For those NAAA/WNAAA members who don't know me or where I come from, I will enlighten you. I was born and raised in central South Dakota. My family was not involved in agriculture. My dad had a carpet business on Main Street and mom worked for dad. It wasn't until I got married that agriculture became the nucleus in my life.

I had quite a bit to learn, going from managing the local pharmacy and gift store to flagging, loading and doing the books for an aerial applicator. Brett was a very patient "boss" and there were days I wondered how he ever managed all the high school flaggers and me at the same time. From loading hoses being dragged behind the water truck to broken windshields on the flagging pickups (caused of course by a pheasant) to four-wheelers breaking the pickup truck's back windows … you name it, we had it happen. As have most other aerial applicators.

At the end of the day, we always seemed to have plenty to talk about. That was the best part about being able to take the boss home with you. To this day, I enjoy that time of the evening when the spray planes are out, close to dusk, the sun is setting, the air is calm, birds are singing, and you can see the moon rising. Just watching the horizon for the planes is a very peaceful time to ponder.

My goals for the ensuing year will be increasing membership and involvement, both at the state and national levels. South Dakota in previous years had a large number of women involved in the organization, and I would like to get those numbers up again. I look forward to working with the NAAA staff and the 2010 NAAA officers. With NAAA President Brian Rau being from the northern half of the Dakotas, we speak the same dialect!

In addition to our own convention, representatives for NAAA and WNAAA staff a handful of other ag shows throughout the year, such as the FFA National Agricultural Career Show. We have quite a few tools in place to spread the word about the benefits of aerial application, including a terrific freestanding booth. I will strive to attend as many of these as time allows.

Feel free to contact me anytime. I look forward to the new year and the challenges it brings our way! ■

Washington Report

NAAA Concerned with EPA's Draft Proposal for Drift Labeling Language; Industry Response Required to Temper Proposal

NAAA has been working to confront what could be the most ominous policy initiative the agricultural aviation industry has seen in nearly a decade: restrictive drift labeling for all pesticide labels.

The Environmental Protection Agency (EPA) released its long-awaited proposal for label language to address pesticide spray drift in early November of last year. The Federal Register Notice, entitled "Pesticide Registration (PR) Notice 2009-X: Draft Guidance for Pesticide Registrants on Pesticide Drift Labeling," was released on Nov. 4, along with two supporting documents, one an interpretive document offering guidance to state and tribal regulators and another offering additional information and questions for commenters. EPA has stated that its intent with this proposal is to provide guidance to applicators and registrants on labeling statements concerning pesticide drift.

As soon as the notice was released, NAAA began crafting its response to this proposal in order to relay to the Agency the serious implications such label language could have on the agricultural aviation industry.

This drift labeling proposal comes as activist groups are ramping up their pressure on the Agency to provide additional protections to endangered and threatened species and water, which activist groups believe are negatively affected by pesticides. The Agency's current policy is to include restrictive drift label language only on products it considers to be more toxic.

Some of the language included within the proposal and supplemental documents is of great concern to NAAA and the aerial application industry. One of the mandatory statements in the draft drift notice for commercial applications is "do not apply…in a manner…that could cause an adverse effect to people or any other non-target organism or site."

EPA's draft language prohibiting drift that "could cause an adverse effect" has the potential to make any pesticide application a violation. In the past, the Agency has concluded that some levels of spray drift would occur from nearly all pesticide applications. The Federal Insecticide, Fungicide and Rodenticide Act (FIFRA) allows for the registration of a pesticide if "when used in accordance with widespread and commonly recognized practice it will not generally cause an unreasonable adverse effect on humans or the environment." Therefore, logic and the statute should dictate that label language should state that a level of spray drift that does not cause an *unreasonable* adverse effect on human health or the environment is permitted under FIFRA.

However, noticeably absent from the phrasing in the Agency's Draft PR Notice: 2009-X is the word "unreasonable." The word "unreasonable" is an essential part of the legal standard set forth in FIFRA. Removing the term drastically expands what could be considered an adverse effect. NAAA and other ag groups strongly believe that this language surpasses the scope of FIFRA and is therefore not consistent with current statute.

Within the Agency's interpretive document, it is stated that "Human exposure cases do not have to show contact or adverse effects in order to constitute a violation… Case file evidence showing that drift could have caused an adverse effect to humans is also sufficient grounds." NAAA believes such language is an open door for frivolous litigation, especially

without the requirement of tangible evidence to determine that the "adverse effect" occurred as the result of spray drift.

Another phrase states, "Do not apply this product in a way that could contact people, or that results in spray [or dust] drift that could cause harm to people, pets, property, aquatic life, wildlife, or wildlife habitat." In the supporting documentation, EPA defines harm as, "any negative physical impact, health symptom or illness, regardless of whether it requires medical treatment or is temporary in nature or term."

Again, the terms ***"could cause"*** and ***"harm"*** are new legal standards, which EPA plans to apply to enforceable labels without having gone through proper legal procedures. The vagueness of the terminology will undoubtedly lead to unnecessary enforcement actions and frivolous lawsuits.

Open interpretation of the Agency's proposed drift language could cover any and all pesticide applications and leave applicators vulnerable in the case of a complaint or lawsuit.

Technology, Stewardship and Educational Initiatives

The Spray Drift Work Group, a subcommittee of the Agency's Pesticide Policy Dialogue Committee (PPDC), discussed at length, but did not reach consensus on, what constitutes "harm" or "adverse effects" from spray drift. The group also could not reach consensus on whether new labeling restrictions were necessary. One topic on which consensus was reached was that educational programs were an essential component of drift reduction. NAAA believes the Agency's time and resources would be better spent and would do more to further environmental protection if they were focused toward technology, stewardship and educational initiatives rather than enforcing onerous new policies that serve no guarantee of mitigating drift.

The Drift Work Group final report also emphasized the development of new drift reduction technologies (DRTs) as effective ways to mitigate drift. The work group stated that, "training and education programs and programs to communicate with the affected community are a critical complement to regulatory requirements and recommended that such programs should be continued or expanded…The workgroup recognizes that adoption of new technologies will occur more rapidly if there are appropriate incentives. The work group also recognizes that efforts to encourage adoption of new technologies should be part of a larger program that includes appropriate training."

The work group recommended that EPA explore with appropriate experts and practitioners establishing performance standards for pesticide application equipment and practices designed to minimize drift.

NAAA has received EPA support on a number of key educational efforts to strengthen applicator professionalism. For example, the Agency has provided

Some of the language included within the pesticide drift labeling proposal and supplemental documents is of great concern to NAAA and the aerial application industry. One of the mandatory statements in the draft drift notice for commercial applications is "do not apply…in a manner…that ***could cause*** an adverse effect to people or any other non-target organism or site."

financial support to the industry's premier applicator educational program *PAASS*—the Professional Aerial Applicators Support System—and assisted with funding the development of the aerial pesticide applicator exam and core manual.

NAAA has reiterated to the Agency that the aerial application industry has made and continues to make significant progress when it comes to mitigating drift incidents. One of the stated goals of the *PAASS* program is to reduce incidents of off-target drift by reaching a large audience of our nation's aerial applicators (*PAASS* reaches approximately 1,800 each year).

The *PAASS* program's success in this area is reflected in data collected through surveys conducted by the Association of American Pesticide Control Officials (AAPCO). AAPCO conducted a pesticide drift survey in 1999, which covered the years 1996–1998, and another survey in 2005, which covered the years 2002–2004. The first survey showed that the confirmed aerial drift complaints for the years 1996, 1997 and 1998 were 342, 280 and 378, respectively. This yields an annual average of 333 complaints for the period covered by the survey. The second survey indicated that the years 2002, 2003 and 2004 resulted in 244, 237 and 260 complaints, respectively. The annual average for these years is 247. A comparison of these surveys indicates a reduction in the three-year average of confirmed aerial drift complaints from 333 in the 1999 survey to 247 in the 2005 survey—a decrease of 26 percent.

The *PAASS* program began after the 1998 aerial application season, and the corresponding decrease in confirmed drift incidents indicates a definite improvement in terms of mitigating drift within the industry through the use of education and technology, rather than increased restrictions.

NAAA believes that language in EPA's proposal should acknowledge and reward the aerial application industry for the technological and educational advances it has made that have resulted in a reduction in drift claims rather than punish the industry with unnecessary and burdensome drift language.

NAAA has recommended to the EPA that it keep its recommended drift language as simple and flexible as possible. Technologies to address drift mitigation have been developed and are commonplace in the industry. These technologies will also continue to evolve; some of these technologies include GPS units, boom lowering systems, electrostatic spray systems, more effective nozzles and state-of-the-art tools like AIMMS.

AIMMS, which stands for Aircraft Integrated Meteorological Measurement System, is a high-tech application system being used by a number of agricultural aviators to ensure more targeted and efficient aerial applications. AIMMS incorporates a real-time onboard wind speed and direction measurement system; the atmospheric data collected by AIMMS is then synchronized with the aircraft's onboard GPS unit. This enables the variable rate controller to apply product while taking into account outside wind speed and direction, thus resulting in an even more precise application.

Cutting-edge technologies and tools like AIMMS are continually being developed and tested at the USDA-ARS Aerial Application Technology Program in College Station, Texas. Researchers at this facility have been working closely with EPA's Office of Pesticide Programs to test and develop these technologies and develop incentives to encourage applicators to take advantage of these advancements.

NAAA has urged the Agency to promote the use of DRTs rather than a punitive, burdensome regulatory approach, such as highly restrictive drift language. NAAA has been supportive of the Agency's DRT program, which is intended to reward applicators for using DRTs by

Another phrase states, "Do not apply this product in a way that could contact people, or that results in spray [or dust] drift that ***could cause harm*** to people, pets, property, aquatic life, wildlife, or wildlife habitat." In the supporting documentation, EPA defines harm as, "any negative physical impact, health symptom or illness, regardless of whether it requires medical treatment or is temporary in nature or term."

mitigating buffers when DRTs are in use. NAAA does have concerns with how DRT policy will move forward if the testing requirements for DRTs are too high for the DRT manufacturers and result in them not being able to compete in the marketplace.

And, as previously mentioned, EPA's Spray Drift Work Group also regards advances in drift reduction technology as being a promising way to reduce spray drift over the long run and recommended that EPA should continue its support for the DRT project and encourage the use of such equipment and practices.

Contradictory to the beliefs of the Agency and activist groups, NAAA maintains that Agency risk analysis in regards to drift is far too conservative and overly stringent. The Agency assumes that droplets coming from crop pesticide applications are, on average, of a fine to very fine size. Because these smaller droplets have a smaller mass it is assumed they move a greater distance, hence the EPA assigns more restrictions in the form of buffer zones and best management practices on pesticide labels to prevent damaging effects from drift. In actuality, these droplets are medium in size and have a much larger mass and are less likely to drift. NAAA has presented this documentation to the Agency and requested that it reconsider its overly conservative drift risk assessments in this regard.

Enviros Petition for the Sake of the Children

In a related development, EPA requested comments on a petition filed Oct. 14 by an alliance of environmental and farmworker groups including Earthjustice, United Farmworkers, the Pesticide Action Network of America and others. The petition claims that EPA does not adequately consider the exposure of children to pesticide drift. The groups are asking the Agency to mandate no-spray buffer zones near schools, parks, hospitals and other areas where children congregate for the "most dangerous and drift-prone" products. NAAA will be filing comments to the Agency expressing its opposition to this petition based on the extraordinary lengths the Agency follows to test the safety of these products to all populations, including animals and endangered and threatened species.

The proposed pesticide registration rule, as written, will require labels to instruct users not to make an application if it "could cause an adverse effect." Does this mean all applications will be subject to a violation?

A Call to Action for Aerial Applicators

Comments from aerial applicators to the Agency addressing concerns with the Agency's drift proposal and suggesting more reasonable alternatives is the best approach to working out a more reasonable drift policy. An outpouring of comments was critical in tabling a similar drift initiative in 2001.

NAAA is requesting that aerial applicators and other stakeholders submit their concerns with this initiative to the Agency and encourage others to do the same.

Detailed NAAA comments on the Draft PR Notice, as well as draft comments responding to the petition filed by the environmental groups, will be made available on NAAA's Web site, www.agaviation.org. The EPA Draft PR Notice and environmental activists' petition can be accessed via www.regulations.gov using Docket No. EPA-HQ-OPP-2009-0628. If you have questions, do not hesitate to contact NAAA at 202-546-5722.

NAAA has and will continue to send details to aerial applicators via its e-newsletter and Web site on how to respond to EPA to voice opposition to these proposed drift policies. Be on the lookout and please respond to the call! ■

NAAA President Brian Rau
Medina Flying Service
Medina, N.D.

NAAA's New President

Speaks Softly and Wields a Big Influence

By Jay Calleja
Manager of Communications

Early in his career as an aerial applicator, Brian Rau joined NAAA and began attending meetings for his state association in North Dakota. At one of those meetings he learned, based on the "pulse of the nation" at the time, products used commonly in his area were subject to losing their registrations. This caused concerns for Rau about the predictability of the industry's future. He concluded that, while continuing to fly, he should focus more on farming than flying.

"It was a process of trying to look ahead," Rau said. "Things, to me, didn't look good for the pesticide industry or the aerial application industry. Well, I should say they looked less certain. It was proven to me that was not a correct vision of the future. It's been proven there was even at that time and continues now to be a bright vision for the future in spite of all the things you look at right now."

Although rumors of the industry's sustainability were exaggerated in his own mind, the fact that he thought long and hard about the viability of the industry is instructive. Multiple sources contacted by *Agricultural Aviation* praised Rau for his thorough, analytical approach to issues. Those qualities should serve the membership well as Rau fulfills his term as NAAA's president this year.

"I believe others had a better vision of the future back then when I was a young man, and hopefully that I have a better vision of it now," Rau said.

Even though he no longer was working as a full-time ag pilot, Brian continued to perform aerial spraying on the family farm and do a limited amount of work for neighboring farms. He also maintained his membership with NAAA.

"I always recognized the importance of ag aviation to agriculture. I was going to keep doing that as long as I could. It was just a matter of I didn't want to focus all of my energies to that. I wanted to be a grower also," he said. "And I think from that standpoint—I think actually it has worked out for me. My success has been as much in agriculture as it has in ag aviation."

An Effective Yet Humble Leader

Brian Rau and his wife Ellen own Medina Flying Service in Medina, N.D., a town of about 300 people in the central part of the state. "I fly the airplane and Elly does pretty much everything else," Brian said, including mixing chemicals, bookkeeping and scheduling.

Brian sprays numerous crops including potatoes, wheat, sunflowers, soybeans and other minor use crops with a 500-gallon Thrush. He spreads cover crop for erosion control and assists with fire suppression for their local fire department. He is also involved in his family's farm with his brothers, Bruce and Neal, and his father Duane.

Rau has been involved in the aerial application business since 1979 and has been a member of NAAA since 1985. He has served as the legislative representative for the North Dakota Agricultural Aviation Association (NDAAA) and spent five years on NAAA's board as the director for his state. He served as chairperson of NAAA's Communications & PR Committee for the last four years and was elected NAAA's treasurer in 2008.

Despite his impressive résumé, on the surface, Rau is quiet and unassuming. Friends and colleagues know that his disposition is an asset for him and the association.

"He's humble and down to earth and very easy to talk to," Doug Chanay, NAAA's 2009 president, said. "He's very diplomatic and courteous in everything he does. You have to have thick skin at times, and you have to know the right things to say, because

2009 NAAA President Doug Chanay (left) passes the leadership gavel to 2010 President Brian Rau.

you're talking from more than your own personal perspective—you're representing the industry when you talk."

Bob Bailey, NAAA's 2008 president, chaired the nominating committee that recommended Rau as president of the association. They got to know each other well when Rau was NAAA's treasurer and Bailey served as president. At a glance, the two men couldn't be more different. Gregarious by nature, Bailey likes to needle and joke around. Perhaps it's the Texan in him. Rau is more reserved. He speaks softly and chooses his words carefully.

In truth, they share several common bonds. Both men care deeply about the industry. They are deeply engaged in the issues affecting the industry and deeply involved in the activities of the association. Moreover, they are both savvy businessmen.

In the time they spent working together on the association's operating budget, Bob learned they had a very similar approach to analyzing NAAA's needs. Although the budget could have been hashed out over phone and e-mail exchanges, Bob and Brian both decided it would be more efficient and effective to meet face to face. They flew to Washington, D.C., and met at NAAA's headquarters. Bailey appreciated Rau's businesslike approach and willingness to role up his sleeves.

A major consideration for anyone chosen to serve as an NAAA officer is the time commitment involved. It is no small sacrifice to serve as NAAA's president. In a sense, each president assumes the role as "the voice of the aerial application industry" and "the ear of the membership" for a year. It is not out of the ordinary for the president to crisscross the country several times to attend meetings hosted by NAAA, its state associations and other groups.

Add in the combination of having your ear bent three times a day by an ag pilot that wants to talk and the time it takes to communicate with NAAA's staff, and it all has to come at the expense of something—family time, the amount of hours you log in the air, the business's bottom line or all of the above.

The Nominating Committee weighs those things carefully when considering whom to nominate for NAAA's officer positions. The committee also looks for a good mix of personalities, backgrounds and experiences.

"When asked to take this position, I questioned my ability to give it the time and expertise it deserves," Rau said. "Ultimately, I accepted because aerial application is an important part of production agriculture of which I am a proponent. I hope to be able to assist the aerial application industry from that standpoint."

While it's natural to have doubts, such concerns should prove to be as unfounded as Rau's initial reservations about the long-term prospects of the industry were. NDAAA Executive Director Cindy Schreiber-Beck has no qualms about Rau's ability to lead. She has worked with Rau on state legislative issues, including a recent rewrite of the state's pesticide laws.

Responding to an e-mail request, Schreiber-Beck wrote, "Brian takes a proactive role in the agricultural aviation industry at all levels—grower, local, state, regional & national. His nature is a quiet approach but he is passionate about sustaining

The husband-and-wife team of Brian and Ellen Rau own Medina Flying Service in Medina, N.D. "I fly the airplane and Elly does pretty much everything else," Brian said.

and growing the industry through technology and education while insuring safety for all involved (public and pilots)." She also credits him for his "understanding of owning, operating and building a business that is affected by public perceptions, the EPA and the FAA."

NAAA Executive Director Andrew Moore concurred. "Brian brings a tremendous amount of experience to the association, particularly in two major areas," he said. "The first is in public relations. Environmental activism will continue, but its message can't logically address how eliminating modern agricultural production, aided greatly by ag aviation, will address global agricultural needs without plowing up undeveloped wetlands, forests and other special, untainted land types. Brian is articulate and able to speak logically on these topics as has been proven in his chairmanship of the NAAA Communications Committee for several years.

"The growth of wind energy in ag areas is another issue area we face nationally," Moore said. "Brian has fought for the sound placement of these towers in his local area so they don't interfere with aerial application operations. His experience on this front at a national level, heading NAAA, has and will continue to be a great benefit."

Rau was instrumental in helping Fergus Falls, Minn., operator Bryan Hauschild become an active participant in the met tower and wind turbine issues in his state. "He was the wellspring of information I needed to communicate to my local governments on issues aerial application has with wind energy," Hauschild wrote in an e-mail. "He freely shared documents and other information that he had gathered or put together to help me be well informed."

The Listener in Chief

Type A personalities are common in ag aviation, especially among operators, Bailey said. That spirit of independence and members' willingness to speak their minds can be a double-edged sword, but Bailey is certain Rau has the temperament, fortitude and presence to handle things. "He runs a good meeting," Bailey said.

"Communication is 99 percent of the success of this association," Chanay said. "When you have good communication with all that are involved, you can resolve things much more easily."

Hot topics are nothing new for a person who literally puts out fires and deals with emergencies. In addition to be being an ag pilot and grower, Rau has been a paramedic for 19 years and does EMS instructing for first responders. It's an admission that comes up as an afterthought, and a humble one at that.

"He's humble and down to earth and very easy to talk to," Doug Chanay, NAAA's 2009 president, said. "He's very diplomatic and courteous in everything he does."

Chanay cited a "calmness that he has about himself when he talks to people about hot topics or not-hot topics" as a strength of Rau's.

Sometimes a person just needs to get something off his chest. As president in 2009, Chanay spent quite a bit of time acting as the Listener in Chief. "Be open to everybody's concerns," he offered, when asked to provide some advice. "You have to have something of a sympathetic ear, [especially] when they come at you mad or angry, and there are certain issues that are close to people's heart. So, when they come at you without probably the most congenial attitude at first, don't take it personally. If you do give that listening ear, then you're more apt to reach an understanding."

"I don't know if anybody is interested or not. I don't mean to sound boisterous, but I do actually spend considerable time involved in emergency services here in our area [which covers much more territory than just Medina]," he said. "I carry a radio and a pager and everything right there with me in the airplane, and I've had to stop spraying at times to assist someone. … But you find as you talk to guys across the country, a lot of aerial applicators are involved in something like that or other community involvement."

It's easy to see how a man of Rau's grace and humility should be able to maintain a steady handle on the affairs of the association. ■

Eight Things You Should Know About

Drew Keahey, NAAA's new vice president, also represents the Louisiana AAA on NAAA's board.

NAAA Vice President

Drew Keahey

Keahey Flying Service
Columbia, LA.

Tom Harkin is DuPont's Area Sales Manager for the Northern and Central Plains and an active member of NAAA and NAAA's Board.

NAAA Secretary

Tom J. Harkin

DuPont Crop Protection
Lakewood, CO.

Garrett Lindell owns Lindell Aerial Ag Service, a six-plane, 18-person operation in Aledo, Ill.

NAAA Treasurer

Garrett Lindell

Lindell Aerial Ag Service
Aledo, IL.

NAAA's New Officers

1 Please describe your company.

DREW KEAHEY, VICE PRESIDENT
My father and I were partners until 1991 when I became sole owner. Keahey Flying Service is a one-plane operation in northeast Louisiana. I generally fly between 500–600 hours per year. I have two full-time employees at the flying service, but I do all the flying and bookkeeping.

TOM J. HARKIN, SECRETARY
DuPont Crop Protection manufactures and sells products that control weeds, insects and plant diseases to help farmers grow safe and abundant crops that are used in the production of food, feed and fiber.

GARRETT LINDELL, TREASURER
My wife and I, along with the help of six pilots, a business manager, a full-time loader, three secretaries and about five other seasonal loaders, run this business. Our operations usually start around April, with some pasture spraying and then run into the vegetables. Shortly after the first crop of vegetables is out of the field, we begin our fungicide push on the corn. We typically run that for three to four weeks before we start the fungicide and/or insectide work on the soybeans. Then it's right into the second crop of vegetables. The seed corn work is thrown in there sometime during all of this. We are typically finished up mid October, but sometimes run into November.

2 How or why did you get into the industry?

DREW KEAHEY, VICE PRESIDENT
I started loading planes as a teenager and started ag flying in 1984. I have accumulated over 15,000 hours of ag flying.

TOM J. HARKIN, SECRETARY
I took a job in agricultural sales because of my strong interest in helping farmers be more successful. My involvement with NAAA started because many of the DuPont Crop Protection products are applied by aerial applicators, and I worked closely with a number of applicators on a local basis to provide technical advice and service to deliver optimum results. Once I moved into management and marketing roles within DuPont Crop Protection, I became more involved in activities at the national level such as serving on NAAA committees and being elected to the CoAAA, NAAA and NAAREF Board of Directors.

GARRETT LINDELL, TREASURER
When I was in college for Ag Business, I just, by chance, got a part-time job at the local airport doing the line crew thing. During my two- to three-year job at the airport, I met John Ogle, a fellow member, who operated at the airport. After countless questions, John told me about Harold Miller and that he was starting an agricultural pilot training program. I ended up being one of his first two students.

3 What type of aircraft do you fly?

DREW KEAHEY, VICE PRESIDENT
AT-402B

TOM J. HARKIN, SECRETARY
Commercial

GARRETT LINDELL, TREASURER
We have an Air Tractor 400, a 402B, three 502s and will soon have a 602. We also lease a 502A during our peak season.

4 What type of crops do you spray?

DREW KEAHEY, VICE PRESIDENT
We fly mostly cotton, rice and soybeans. In the past when I had a larger plane, we would fertilize timber in the winter. I also farm 1600 acres of cotton, corn and soybeans.

TOM J. HARKIN, SECRETARY
None

GARRETT LINDELL, TREASURER
Mainly corn and soybeans. However, we do take care of some seed corn and a few vegetables.

5 First joined NAAA?

DREW KEAHEY, VICE PRESIDENT
I think I first joined the NAAA in the late '80s.

TOM J. HARKIN, SECRETARY
Mid to late 1990s.

GARRETT LINDELL, TREASURER
I believe I first joined the NAAA in 1992.

6 Best experience since you've been a member?

DREW KEAHEY, VICE PRESIDENT
I have to say that meeting so many great people and getting their thoughts and ideas has been my greatest gain.

TOM J. HARKIN, SECRETARY
Being able to actively participate in the various Board of Directors' decision-making processes and being able to provide my ideas and opinions. It is the rare organization that permits its Allied Industries to participate in its decision-making process, and NAAA is to be commended for providing this opportunity and welcoming the input.

GARRETT LINDELL, TREASURER
There have been so many good experiences in the 19 seasons I have been spraying; it is difficult to narrow it down to one. If I had to narrow it down, I believe it would be the wind-down time of every season. I know that is not one, but there cannot be just one. The times I am talking about are when the season—all of the problems, all of the fret that we all put ourselves through every year—comes to an end. When the people that we surround ourselves with are all there, safe and sound and together, we can all breathe a sigh of relief, together. Those are the best experiences.

7 Why did you volunteer to serve as an NAAA officer and what would you like to accomplish in 2010?

DREW KEAHEY, VICE PRESIDENT
I believe that the future of ag aviation is in the hands of the NAAA and its members. That is why it is critical for aerial applicators to band together and provide NAAA with the resources it needs to protect our livelihood.

TOM J. HARKIN, SECRETARY
From my perspective, the aerial applicator industry, like the agricultural industry, is aging, and "rejuvenation" is a critical issue that needs to be addressed. I look forward to working with my fellow officers and the NAAA organization to develop ideas to bring new, young pilots and operators into the industry, and to participate in NAAA.

GARRETT LINDELL, TREASURER
Volunteering to do something for the Association is an honor. One of the items I would like to explore as treasurer is a way to distill the association's financial statements down into a format that members can process quickly and easily.

8 Tell us about a memorable piece of advice that has stuck with you over the years.

DREW KEAHEY, VICE PRESIDENT
Advice is something that is always available, whether wanted or not. Mine is stay focused.

TOM J. HARKIN, SECRETARY
The importance of communication in all that we do. No matter if it involves our personal, business or even potentially antagonistic relationships, if we fail to communicate clearly, things can fall apart and go awry. Thus, I strive to communicate well in all situations. The other piece of advice regarding communication that is critical for me is that active listening, not (just) talking, will improve the chances of communicating effectively.

GARRETT LINDELL, TREASURER
To this day, I still hear it from my dad. *Don't just stand there with your teeth hanging out. Do something. Even if it is wrong. Just do something*. Of course, in this industry, we really have to watch what we do. However, with running a business, I hear myself wanting to say this time and time again.

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Meet the 2010 WNAAA Officer Team

The Book on Jane Barber is Anything But Plain

WNAAA President

Jane Barber

Brett's Spray Service Inc.
Onida, S.D.

The Women's National Agricultural Aviation Association elected Jane Barber as its new president for 2010, after she had served as its vice president for the last two years. She is part of Brett's Spray Service in Onida, S.D., a small town with fewer than 700 residents 35 miles north of Pierre, the state capital.

As is evident by her commitment to organizations inside and outside of the industry, volunteering and service are very important to Jane. She has been involved with NAAA since 1992 and began her first term as Women of South Dakota Director in 1994–95. She has been president of the Women of South Dakota Aviation Association (WSDAA) several times, often alternating that responsibility with Marci O'Connell. In addition to her various state and national level officer roles, Jane has been an Athena presenter since 2005.

Outside of her obligations with Brett's Spray Service, Jane occupies her time as Worthy Matron of the Onida Eastern Star No. 138, an Elder for the Onida Presbyterian Church, Secretary for the Okobojo Chapter of Pheasants Forever, and—this is not a misprint—the Sully County Coroner.

Barber ran for county coroner in 2008 after the county's longtime coroner retired. The retiring coroner told her it was an easy job that only involved two to three cases a year. "Well, that was a flawed statement," she said. "My first case happened 21 days after being sworn in. It was a murder/suicide attempt! And here in Onida!"

It was a difficult case for Jane and a traumatic event for the community that resulted in five motherless children and a father headed to prison. "It is times like these that you are fortunate for a supportive community that pulls together to help in any way needed," Jane said.

"I feel privileged to be a part of the healing process for the families involved in any unattended death." (Unintended deaths apply to any case where the deceased was not under the care of a physician.)

Fortunately, Jane spends much more of her time dealing with matters of life. Nothing gives her more joy than spending time with her seven grandchildren—Sully (6), Lilly (3), Walker (2), Gavin (2) Avery (19 months) and the newest additions (twins), due in June.

Brett's Spray Service has been in business since 1986, when Jane's husband, Brett, purchased it from Dale and Colleen Uhl. Brett passed away in 2003. Today, the business is owned by Jane's stepson Terry Barber who runs the spray service operation and serves as the company mechanic. Jane works hard maintaining the office. While she does do some of the mixing and

loading, Jane leaves the remaining "heavy stuff" to Terry.

Since Terry has taken over the business, he has upgraded from one AT-502 and an AT-301 to two AT-502s. Jane's brother-in-law, John Barber, also works for the operation as a full-time pilot.

The Barbers' season generally begins around mid-April and runs through September. Their company treats winter wheat, spring wheat, corn, a few soybeans and sunflowers. The area around Onida is exceptional for generating the largest sunflower production in the U.S. It is also fertile territory for aerial application businesses. Eight spray operations are within a 35-mile radius. Jane says that everyone stays busy and the competition is friendly.

Terry and Jane also own Star-Flex, a business that sells antenna mounts through dealers across the United States. The antenna mounts were designed and patented by Brett Barber and Terry Gross, who died in 2007.

One of Jane's areas of focus as WNAAA president will be on promoting membership at the state and national levels. With everything membership has to offer the owner, pilot, loader, office worker and crop consultant, Jane believes it is a win-win, dollars-well-spent decision.

Jane also wants to encourage more spouses and significant others to get involved in WNAAA activities. Some women work in the business, some are stay-at-home moms and others work in a different profession, but every woman married to an NAAA member belongs to WNAAA, whether they realize it or not. "I have to find something that's interesting to them and bring them back," she said. "We have to make it fun for them."

Broussard Blossoms into WNAAA Leadership Role

WNAAA Vice President

Julie Broussard

Lewis Flying Service Inc.
Morse, La.

WNAAA's new vice president is another familiar face—Julie Broussard, the organization's treasurer in 2009. She and her husband Lewis have owned and operated Lewis Flying Service Inc. in Morse, La., for 31 years.

After attending the same small high school, Julie and Lewis got married while Lewis was serving in the U.S. Air Force. Forty-three years later, the Broussards and Lewis Flying Service are still going strong.

Julie primarily serves as the scheduler for the business and manages the ground crew and pilots when Lewis is out. She also does bookkeeping and payroll and cooks for the crew, in addition to babysitting grandchildren at times during work hours. "We ag women can handle a lot!" she said.

The Broussards have four children, Chris, Paula, Jennifer and Kayla, three granddaughters and four grandsons. "We love and cherish our children who fill our lives with joy," Julie said. "Getting together at our lake house is always a blessing. There, we can visit, boat, fish, fly in Lewis's floatplane or just relax. This atmosphere eases the anticipation of another season coming soon."

Julie became involved with WNAAA when she started accompanying Lewis to conventions. During this early period, LAAA Director Joan O'Brien, who eventually became WNAAA president, invited Julie to tag along to committee meetings. "I found out what WNAAA was about and [realized] this was much more interesting than shopping my time away. I felt it would be educational to know what NAAA was all about because this is the way we all make a living."

The camaraderie that comes with shared experiences is another plus. "Meeting all the women of the WNAAA is a pleasure and getting together to plan the convention, discuss and solve issues, hear stories that have happened since the last meeting, both personal and business, is very satisfying," Julie said. "I have always been very shy and these experiences have allowed me to grow in confidence and be a bit more comfortable in this atmosphere."

Shy Southerner or not, she has blossomed into a capable spokesperson. Asked about her goals for 2010, Julie said, "As a WNAAA officer, my desire is to inform many more people and help them become aware of what truly goes on in the everyday life of agriculture aviation and how important this industry is to our economy. The expressions of awe I receive in regular life when I explain what our firm does is emphasized when I hear, 'Gee, I just get my rice out of a bag!'

"It has been a pleasure being a member, and I appreciate the opportunity to continue to serve this organization as an officer."

Pat Stamps: It's Her Nature to Nurture

WNAAA Secretary

Pat Stamps

Stamps Spraying Service
Panhandle, Texas

After spending most of her adult life as a homemaker, Patricia Stamps is making herself at home as WNAAA's secretary for 2010. Pat is a relative newcomer to WNAAA who only got involved with the organization within the last few years.

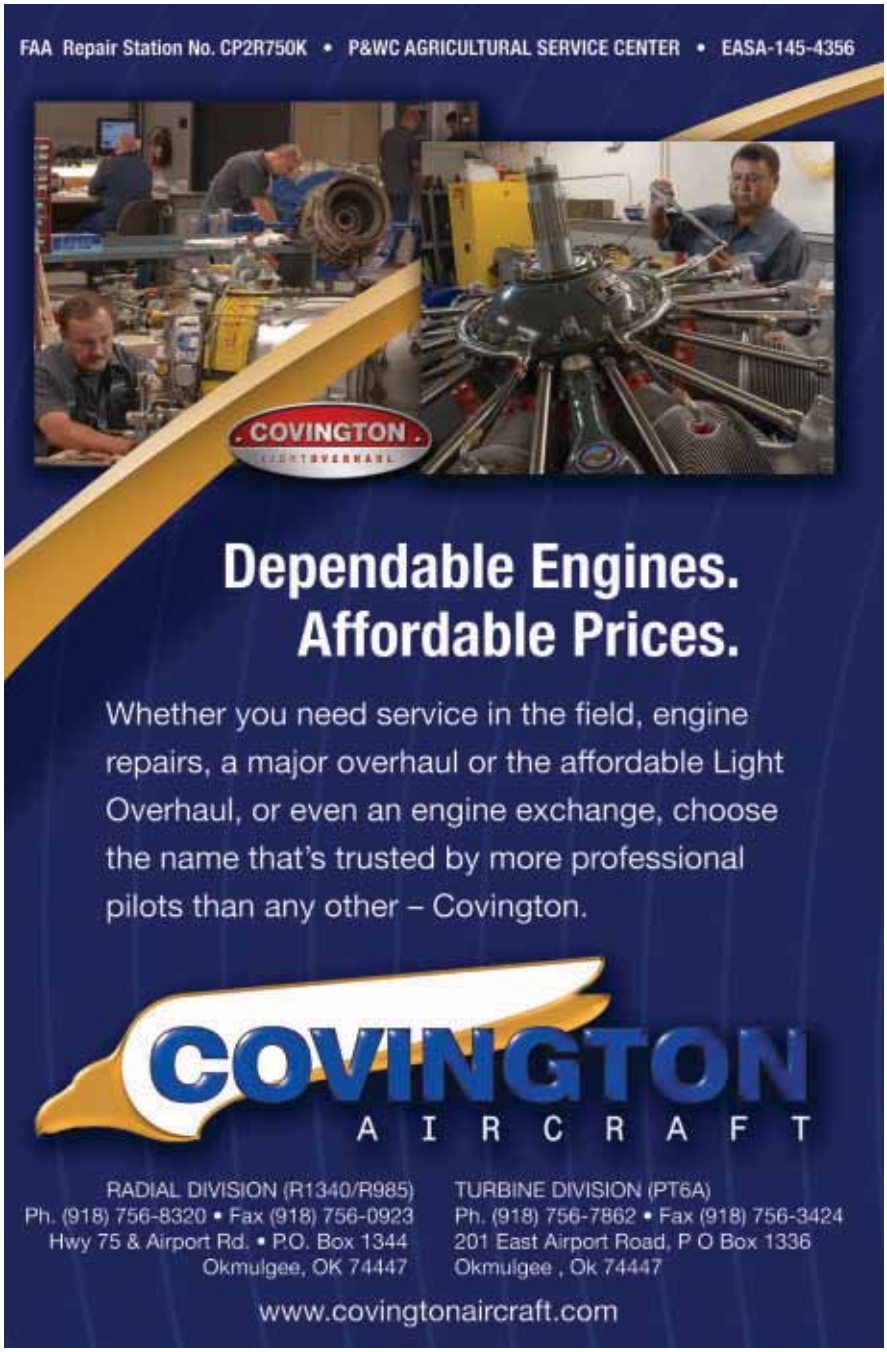
Pat was raised in Carlsbad, New Mexico, by an ambitious businessman who subscribed to the Golden Rule: "Do unto others, as you would have them do unto you." Her father John Osborn was on the board of Lubbock (Texas) Christian College, a school she and her twin sister both attended. That's where Pat met a lanky kid named Gaylon who dreamed of becoming a crop duster and a family man.

As Gaylon tells it, she really wanted to be a homemaker more than a student, and since they had fallen in love, they married in the summer after their first year of college. From there the young couple set up housekeeping in his hometown of Panhandle, Texas, and started their life together.

With the Army's draft threatening to inhibit their plans as a crop dusting family, Gaylon preemptively joined the Air Force. After four years of active duty in the service, Gaylon and Pat returned to Panhandle in 1972. By this time they had two sons, Wayne and Wes.

Gaylon went to work for Stamps Spraying Service, the business his father JW Stamps had started in the mid 1960s. Meanwhile, in addition to raising two young boys, Pat became aware of the need for foster parents. Her childhood training of "do unto others" led Pat to accept her first foster child. Eighteen months later, no home had been found for this child, so she and Gaylon adopted Jamie.

In those 18 months several other foster children passed through the Stamps' home, and Pat loved and cared for each



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of them as if they had been her very own. With the passage of time, Gaylon and Pat adopted another child named Angela. Pat continued to foster until their fifth child, Carissa, was born. After she was born, Pat took a 10-year break from being a foster mother before volunteering again.

Over the years, Pat has served as a foster mother to more than 90 children. NAAA recognized this extraordinary commitment to children and family by presenting the 2007 Larsen-Miller Community Service Award to Pat, an honor she tearfully accepted.

Now that her children are grown, Pat agreed to work with WNAAA since Gaylon serves on NAAA's board as the representative for the Texas Agricultural Aviation Association. She credits longtime Texas representative Sheila Murphrey for showing her the ropes. "It has been an interesting time meeting and making new friends and sharing stories with women who are just like me of the industry," Pat said.

Like her fellow officers, she would like to see more women from more states involved in WNAAA. "We've had too many states drop representation because it seems no one is interested in the work," Pat said. "I hope we create new activities which encourage more women to be active—to have a purpose to become involved."

Pat and Gaylon have been married for 42 years. Between their five children, they have 14 grandchildren and another one on the way. Stamps Spraying Service remains a family business. Their oldest son, Wayne, flew for them for a time but decided he'd rather be an airline pilot. He flies for Southwest Airlines. Now, their daughter Carissa and her husband Jason work in the business.

"Jason is the No. 1 pilot and keeper of all outside the office, and Carissa takes care of all the monetary accounts and the coffee pot," Gaylon said. "They are the future of our family business and we are glad to have them!"

A Treasurer You Can Bank On

WNAAA Treasurer

Kathy Diehl

Women of Kansas AAA
Garden City, Kan.

Who better than a banker to keep track of WNAAA's finances? As the vice president and branch manager of an ag bank in Garden City, Kan., Kathy Diehl is uniquely qualified to serve as WNAAA's treasurer this year.

Donnie Diehl, Kathy's husband, is a licensed applicator in Kansas, South Dakota, and Iowa. He spent the 2009 season flying for Chanay Aircraft Service, filling in for Doug Chanay while he served as NAAA's president. Donnie began flying agriculture aircraft part time in 1989 in a Cessna AG-wagon before moving to a S2R Thrush. He began spraying full time in 1997, flying AT-502Bs and Garrett Thrushes. He sprays wheat, milo, corn, sunflowers, soybeans, cotton and alfalfa.

In addition to her involvement in the women's arm of NAAA as its new

treasurer and the director representing the Kansas WNAAA, she has served the last five years as KAAA's treasurer.

Kathy has gotten as much out of her involvement in WNAAA and KAAA as the two organizations have from her ag banking knowledge. Most of all, she has enjoyed "getting to know this diverse group of women."

"I had always been impressed by the passion for the industry this group presented at many of the convention programs I have attended," she said. "Since I did not come from an agricultural background I felt it was important to learn as much as possible about the aerial application industry, and this group has provided much of that information."

In terms of her goals this year, Kathy said, "My main objective will be to help keep the WNAAA financially healthy in order to continue supporting the important programs they promote such as education and the mentor program for new pilots."

The Diehls have two sons, Chris who lives in Albuquerque, N.M., and Kevin who lives in Garden City. Their daughter Audrey is married and lives in Ingalls, Kan. They also have an 18-month-old granddaughter named Shae. ■

Clockwise from far left, Mickey Tinnes chats with the 2009 WNAAA officers, Ellen Rau, Jane Barber, Elaine Gustafson and Julie Broussard, at the 2009 convention.

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That's a Wrap,

Attendees file into the exhibit hall at the Reno-Sparks Convention Center.

NAAA President Doug Chanay welcomes everyone to the 2009 Convention & Exposition.

Folks! NAAA's 2009 Convention Full of Memorable Moments

NAAREF President Randy Hale (center) converses with Brenda and Steve Gross at NAAA's Welcome Reception.

ASABE members presented their research findings at the ASABE/NAAA Technical Program.

By NAAA's Staff

The weather outside was frightful, but NAAA's 43rd Convention & Exposition was delightful all the same. Attendees delivered that verdict throughout the week and at the end of a convention that saw a larger turnout than expected.

NAAA's Annual Convention was held in Reno, Nev., Dec. 7–10, 2009. The city has hosted NAAA several times before during the same time of year. This time, a heavier than usual snowfall on the Sunday before the start of the convention caused flight delays and prevented the aircraft move crew from transporting all of the aircraft from the airport to the convention center. Thanks to some improvisation on the part of NAAA's exhibitors, the convention committee managed to get three ag planes into the exhibit hall in its first daytime move.

Those obstacles couldn't dampen the spirit inside the Silver Legacy Resort & Casino or at NAAA's Trade Show. "Cultivating our Future" turned out to be an appropriate theme. The convention was buoyed by a substantial number of new and prospective pilots, many of whom were attending their first NAAA show. What follows are some of the highlights from the week that was the 2009 NAAA Convention.

A Kickoff Classic

NAAA's kickoff speaker, Capt. Denny Fitch, set the tone for the convention by delivering a spellbinding address filled with humor, emotion and drama. His message captivated pilots and non-pilots alike (see sidebar below).

Cultivating the Industry's Future Through ASABE-led Research

After the Kickoff Breakfast, 11 researchers presented their findings at the ASABE/NAAA Technical Sessions. ASABE's members conduct cutting-edge research and develop new technologies to improve safety, mitigate drift and make ag pilots more efficient and profitable. For example, research conducted by the USDA Agricultural Research Service's Brad Fritz and others examined spray drift reduction technologies and practices. Their research showed that the combination of multiple drift

Lessons in Cockpit Resource and Life Management Skills

By Jay Calleja
Manager of Communications

Capt. Denny Fitch, a retired pilot who flew for United Airlines for 34 years, set the tone for NAAA's 2009 Convention by delivering a spellbinding address filled with humor, emotion and drama. His message of grace under fire resonated with pilots and non-pilots alike at the Kickoff Breakfast.

On July 19, 1989, Denny Fitch had a bad day. His job then was as an instructor who trained DC-10 pilots. He was flying home from Denver to Chicago as a passenger onboard United Airlines Flight 232, a DC-10. They put him in seat 5F, a window seat in first class. Shortly after the plane had reached its cruising altitude there was a violent, muffled explosion. The plane lurched to the right followed by 10 seconds of violent aircraft shuttering. Then it stopped and smoothed.

A little while later, the copilot announces, "Ladies and gentleman, we have shut down the No. 2 engine, and we'll

reduction techniques could greatly reduce spray drift.

If you would like more information on any of the ASABE technical sessions presented at NAAA's convention, go online to http://apmru.usda.gov/downloads/downloads.htm. Abstracts, manuscripts, PowerPoint presentations and the presenting author's contact information should be available for all 11 of the technical papers presented.

NAAA and BASF Team Up on New Scholarship

Before Capt. Fitch spoke at the Kickoff Breakfast, NAAA President Doug Chanay announced that NAAA and BASF have teamed up to create a new Agricultural Aviation Scholarship. The goal of the scholarship is to strengthen the aerial application industry by helping NAAA operators bring new pilots into the field. The Agricultural Aviation Scholarship is valued at $5,000 and being funded by an educational grant provided by BASF.

Complete details about the scholarship application process will be announced soon. However, the general parameters are that each applicant must be sponsored by an NAAA Operator, and scholarship winners must use the proceeds for flight training or

be a few minutes late to O'Hare." When he learned the full extent of the situation, that the plane had lost all hydraulics and therefore its flight controls, Fitch told the flight attendant to tell the pilot he has a DC-10 flight instructor onboard who is available to help if needed. The pilot's response was immediate: "Get him up here!"

Denny Fitch's life changed irrevocably after that. Several lessons emerged as he regaled the kickoff crowd with the dramatic events that unfolded. Here are five of them.

Lesson 1: Get involved. "When I learned the truth I volunteered," Fitch said, "and when I volunteered I became part of the solution!"

When he got to the cockpit, he saw something he had never seen before. The co-pilot, Bill Records, was using his knee to push the stick as far as it can go. "Their tendons were raised on their forearms and their knuckles were white as can be."

Lesson 2: Stay focused. There was no time for small talk. The pilot reached his hand back over his head and said, "Hi, I'm Al Haynes." That was the extent of the formal introductions. "Captain Haynes never looked at me in the 35 minutes I was up there. That's how focused he was."

Lesson 3: Cockpit Resource Management. It was more than a simple handshake to Fitch. A handshake is a gesture

agricultural coursework at a college, university, community college or other institution of higher learning. The winner of the first NAAA Agricultural Aviation Scholarship will be announced at the 2010 Annual Convention.

"BASF has been an important partner to NAAA and the agricultural aviation industry over the years, and I would like to thank them for their continued generosity," Chanay said. "BASF is truly committed to cultivating our future in every way possible."

EPA Discusses New Pesticide Permits for Applications Made 'Over or Near Water'

On Tuesday, the NAAA Convention's General Session kicked off with a presentation by the EPA's Kevin Costello regarding some of the Agency's ideas about how it will require permits for pesticide applications made over of near water, something EPA was mandated to do after a decision by the U.S. Court of Appeals, 6th Circuit, came out last year.

Costello, a team Leader with the Pesticide Reevaluation Division at

of acceptance. Captain Haynes didn't know him from Adam but made him part of the team. "How much freer do you feel to contribute if someone takes down the barriers?" he said. "The next thing I heard him say is, 'You're the instructor. … Now deliver."

As they prepared for an emergency landing, air traffic control informed them that the Sioux City, Iowa, airport had a closed runway. It was 6,600 feet long, adjacent to a cornfield. If they are going to make it to the Sioux City Airport, Fitch told Capt. Haynes, it's better to land in a cornfield. It was Capt. Haynes' call, but he agreed with Fitch. Before they began their descent the flight engineer, Dudley Dvorak, switched seats and Fitch took control of the throttles.

With a quarter tailwind behind him, he went for the runway. It was a tough approach. Fitch paused at this point to share snippets of the dramatic cockpit exchange between the crew and air traffic control and video footage of the landing.

"It was a horrific experience," Fitch said. There was tearing of metal. The tail broke off and became a 200 mph-plus bowling ball. The landing gear went right through the

EPA's Office of Pesticide Programs, provided some early hints about the Agency's direction on this issue. For example, he stated that the entity authorizing an application will be responsible for filing for a permit, but in some cases applicators that reach a certain threshold, which has yet to be determined, might also have to file for a permit. NAAA has met with the EPA and is urging that the entity authorizing the application file for a permit covering the application, not any other entity, in order to avoid unnecessary duplication. Costello also mentioned that water monitoring, the use of Best Management Practices (BMPs), Integrated Pest Management (IPM) and recordkeeping are requirement criteria EPA is considering under the permit.

The proposed permit draft is due out in April for public comment. In the meantime, EPA is preliminarily providing drafts to the state water control agencies for their comments in late January. NAAA is advising aerial applicators to reach these state agencies and state their concerns with applicators having to file for such permits so these concerns will again be registered with the EPA.

runway as the plane hurtled along, exiting the runway at about 1,500 feet and continuing into the cornfield. The plane tipped over and snapped in half. Tragically, 112 people died; miraculously, 184 survived.

Fitch attributes their success to Cockpit Resource Management, a system that emphasizes the cognitive and interpersonal skills needed to manage a flight.

Lesson 4: 'Keep both seats out of the dirt.' "By the way, the survivor's guilt never goes away," he said. "Talking about it [is cathartic], but obviously it's painful." The way he deals with the pain is by looking at it like a teeter-totter. On one side, 112 people died. On the other side, 184 lived. "My job each day is to keep both of those seats out of the dirt."

Lesson 5: K.I.S.S. "I am a devotee of K.I.S.S.: Keep It Simple, Stupid. And I'll be simple all day long, because simple will get you home," Fitch said. He added, "It's important when you fire up that airplane, do it right. Don't take shortcuts. Do it well and do it right."

NAAA would like to thank BASF, which sponsored the Kickoff Breakfast, for helping make this captivating presentation possible. Capt. Fitch is a speaker with AviationSpeakers.com. ■

Attendees examine one of Air Tractor's planes on display at NAAA's Trade Show.

To understand the repercussions, consider that, under the proposed permit, if an applicator is responsible for getting a permit and monitoring his application he must go to the application site and visually check to make sure no damage was caused by his application (i.e., no negative effects to water critters, etc.). That could lead to trespassing on private property to monitor the applications, meaning one law would be violated to comply with another. NAAA believes monitoring requirements will be much more aptly and legally conducted by the entity authorizing the application.

General Session's Mentoring Program Generates Buzz

The second portion of the General Session addressed the challenges of finding qualified pilots and helping them enter the ag industry. The NAAA Insurance Committee presented an informative and entertaining series of skits showing the procedure by which a new pilot, an existing operator and ag aviation insurers make decisions on qualifying a new applicant.

Each group has its own challenges and concerns. The pilot wishing to enter the industry must gain enough experience to be accepted by the operator and his insurance underwriter. Experience can be gained by attending an ag pilot school program or by being given on-the-job training. Each way can have advantages, but the bottom line is patience is required to find a satisfactory entry situation.

The operator knows he or she needs new employees occasionally and eventually will want to sell the business and retire. The selection of a new pilot is not easily arrived at. The pilot should be capable, insurable, likable and trustworthy so that the operator will feel comfortable hiring him for long-term employment.

The interest level was palpable among the pilots in the audience looking for an opportunity, but so were the twinges of frustration expressed by some people on both sides of the fence. As one attendee commented in the question and answer period, "When an operator places a pilot in his aircraft, he is gambling his reputation and financial future on the actions of the pilot."

NAAA Convention Photos Available Online

Hundreds of photos from NAAA's 2009 Convention & Exposition are available for viewing and purchase at www.LRPeckPhotography.PhotoStockPlus.com. The prints can be purchased in standard sizes (4 x 6, 5 x 7 and 8 x 10), and customized orders also are available. For details on custom products, visit LRPeckPhotography's Web site, click "preview" on any photo you like and select "preview available products" from the dropdown menu.

Stressing the importance of loading, another operator stated, "Flying is part of the job, but the job is applying crop protection products safely and efficiently. Flying the airplane just happens to be the method."

An additional part of the program touched upon the considerations insurers must review when deciding whether to insure a prospective pilot. The skit illustrated that new pilots can be insured if their training and maturity in the industry is closely monitored. Many in attendance stuck around for an impromptu networking session after the program ended.

FAA/Security Panel

The annual FAA/security panel is an important part of NAAA's concurrent sessions that offers attendees the opportunity to hear from various government officials and ask them about regulatory and security issues. The panel, moderated by Ron Cline, chairman of NAAA's Safety/FAR Committee, included representatives from the FAA, TSA and FBI. Together they tackled a wide range of issues.

Kerwin Wilson, TSA Assistant General Manager for General Aviation Programs, reported on the Large Aircraft Security Program (LASP) that was introduced to the aviation community in a Notice of Proposed Rulemaking (NPRM). The NPRM proposed security regulations for aircraft at or above 12,500 pounds, which would make several ag aircraft applicable. With the comment period closed, a supplemental NPRM is expected to be released in March or shortly thereafter. Wilson was not able to discuss the details of the changes but did offer the opinion that the ag aviation industry will be happy with the proposed changes.

Inclement weather at the start of NAAA's convention resulted in the first-ever daytime aircraft move. For locals and attendees alike, it was a sight to see.

Mary Pat Baxter, a manager in the General Aviation & Commercial Division of FAA headquarters, discussed operational safety matters that involve ag operators as well as explaining the confusion about the issuance of Operation Specifications (Ops Specs) for ag operators. She emphasized that there are no Ops Specs for Part 137 operators. The confusion originated when the FAA began using what had been (but is no longer) the Ops Spec database for tracking of 137 operators, since no nationwide listing was readily available. FSDOs have been instructed to gather certain information on 137 holders and enter it into this, but it is for monitoring who has a certificate and where they are located, not for establishment of Ops Specs.

Dave Childs, a senior intelligence analyst in the FBI's Civil Aviation Security Program, expressed his appreciation for being asked to be involved with the security portion of the PAASS program and for the way the industry is policing itself to make operations more secure. He presented examples of aviation and security incidents that illustrate there is no way to judge a threat simply by the appearance of an individual. Any suspicious activity should be reported to law enforcement agencies or to the hotline at 1-866-GA SECURE.

Chemical Session

Another educational session held at the NAAA Convention laden with good information for aerial applicators was the chemical session organized by John Garr of Garrco Products Inc. Dr. Megh Singh, from the University of Florida, provided a great analysis of crop and oil surfactants to mix with chemical products. Pros and cons were given for each; for example, water has deeper canopy penetration, whereas oil is resistant to rain and has reduced evaporation, particularly in hot and dry conditions.

Dr. Dennis Gardisser, our newest inductee into the National Agricultural Aviation Hall of Fame, discussed pesticide label interpretation and warned the audience that if a pesticide label states that you "should" do something, you best have a good, scientific reason for not abiding by the "should" command. Dr. Scott Bretthauer discussed the effects that foliar fertilizers and spray adjuvants have on droplet size and spray pattern uniformity. More information is currently being tested on this important topic in the field and more concrete conclusions should be available next year when Bretthauer intends to present additional findings at the 2010 NAAA Convention ASABE Session in Savannah, Ga.

Chemical manufacturers also discussed a variety of new products at the session, including BASF's Sharpen herbicide, which is tough on broadleaf weeds, and Syngenta's new insecticide Endigo for mid- to late-season insect pests. At the convention Dow

Santa Claus works the room at NAAA's Live Auction (above) and jokes with DuPont Crop Protection's Tom Harkin (left).

also made reference to its Powerflex herbicide for broadleaf weeds and DuPont spoke about its effective insect control active ingredient Rynaxpyr used in its Coragen and Altacor products.

All in all, the chemical session was chockfull of great information for aerial applicators to ensure proper use and efficacy of the products they apply.

Standing-Room Only Crowd Clamors for NAAA's Com*paass* Rose Program

"This was one of the best aviation meetings I have ever attended," Harlow Voorhees, an official with the FAA Safety Team, said after attending one of the two Com*paass* Rose sessions in Reno. Both sessions were well attended and well received by those who participated.

The discussions were led by presenters of the Professional Aerial Applicator Support System (PAASS), a program implemented by the National Aerial Applicators Research and Education Foundation (NAAREF) and sanctioned by NAAA. Both seasoned aerial applicators and pilots seeking opportunities in the industry attended the sessions.

The purpose was to give direction—both philosophically and practically—to individuals seeking involvement and/or positions as pilots in the aerial application industry. Ideals were covered from both perspectives, the expectations of seasoned operators looking for replacement pilots, and the needs and desires of pilots seeking positions in the industry. In both sessions, moderators led discussions focusing on points including, but not limited to, attitude, commitment and safety.

"The sincerity and honesty expressed by all the participants speaks very well for your industry," Voorhees said.

For Jeff Johnson, a graduate from Flying Tiger Aviation's flight school trying to get into the business, NAAA's Com*paass* Rose and General Session programs on mentoring were invaluable. "They really brought to light some of the issues concerning operators willing to take on a new pilot," Johnson said. In addition, he walked away with a "better overall understanding of what it means to be an aerial applicator."

If you have not been to a Com*paass* Rose program before, check the schedule of your state association meeting and be prepared to participate in what is becoming one of the most beneficial, informative meetings your association has to offer.

"As I listened to comments by some of the younger pilots, I recognized one or two who will undoubtedly become the old hands in time," Voorhees said. "The passing along of wisdom and experience is an invaluable part of our life's endeavors, and NAAA should be very proud of the Com*paass* Rose Program."

Graduates of Flying Tiger Aviation pose with chief flight instructor Robert McCurdy (front row, third from right) after a Compaass Rose session.

Aerial Firefighting Session

Mark Bickham, from the U.S. Bureau of Land Management's Office of Fire & Aviation, returned to lead an informative session on aerial firefighting on the third day of the show. He discussed the history of the federal government's National Single Engine Air Tanker Program and highlighted changes that have occurred in the past few years.

In 2008, the federal government began using a "preferred vendor" list, which allows the government to hire the best available resources first and to place the appropriate resource when and where it is needed most.

In addition, starting in 2008 and continuing through 2010, the government introduced two new types of vendor contracts. "On call" contracts replaced "call when needed" contracts, and "variable term" contracts replaced "exclusive use" contracts. Variable term contracts can be for 30, 60 or 90 days. New three-year contracts will be available in 2011, but in essence, the contracts end up being a one-year contract with two renewable years, Bickham said. Complete contract specifications are available at http://amd.nbc.gov.

The second half of the session focused on pilot experience and training. Pilots require a significant amount of training before they can become aerial firefighters. In 2010 and beyond the Federal SEAT Program will focus on recruiting pilots from the military and professional pilot industry in addition to pilots with agricultural experience. This is due to an independent "human factors" study conducted in 2009. "What they are telling us is not to eliminate anyone, but to allow more [pilots] into the contract process," Bickham said.

The number of hours flown by aerial firefighters fell from 16,000 in 2006 to 3,000 in 2008. Someone asked if aerial firefighting is a mature or growing industry, to which Bickham replied, "We're at a Y in the road on whether we're going to get larger or smaller as an industry."

Mark Bickham from the U.S. Bureau of Land Management's Office of Fire & Aviation walks attendees through the National Single Engine Air Tanker Program during NAAA's aerial firefighting session.

Application Technology Session

The application technology concurrent session offered an exciting peek at some of the newest advancements in aerial application technology.

DynaNav demonstrated their new DynaFlight system that offers real-time job review with a touch-screen interface. In addition to being synced with the onboard GPS, the DynaNav system can also be integrated with the Dyna bucket for full flow control of dry chemicals, which is helpful when performing prescription work.

The pilot operates DynaFlight using buttons on a specialized control. Any information the pilot needs can be called onscreen with the touch of a button. All job history and data are then stored onto a disk and may be uploaded to a personal computer for easy job review.

A representative from Micronair Sprayers LTD also gave a presentation on Micronair atomizers. Micronair offers two options for their atomizers—wind-driven or electric-driven. The company offers different variants for both helicopters and fixed-wing aircraft, and the proper device can be selected based on the type of application, speed the aircraft and the desired droplet size.

The company's most popular atomizer is the AU5000 model, which is used for fixed-wing applications of insecticides, herbicides and fungicides. ■

From 2009 President Doug Chanay (second from left) and NAAA's staff, Peggy Knizner, Ken Degg, Andrew Moore, Keeley Mullis, Margaret Dea and Jay Calleja, happy new year!

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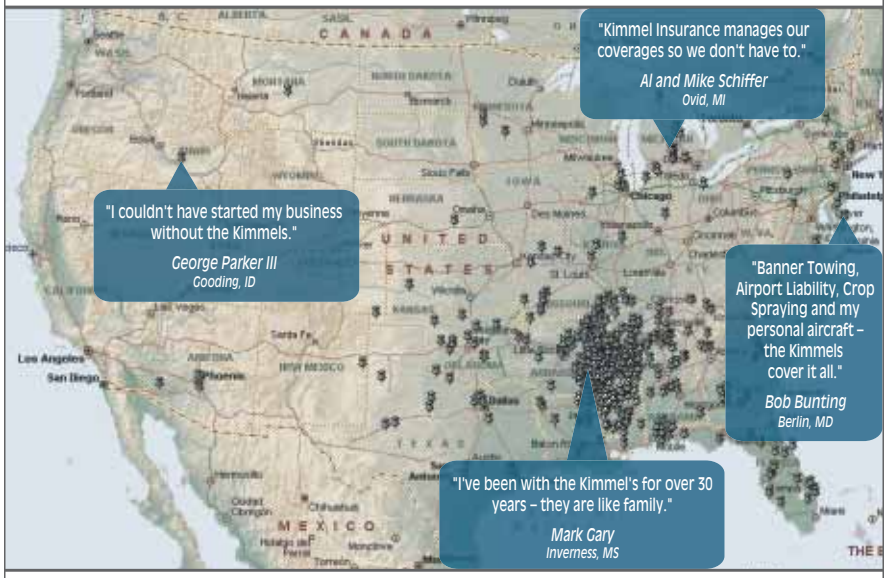

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Congratulations to the 2009 NAAA

AGRINAUT AWARD

Bill Hubler, Valley Air Service Inc., Caldwell, Idaho

Presented to an agricultural aircraft operator or operating organization that has made an outstanding contribution in the field of ag aircraft operations.

ALLIED INDUSTRY INDIVIDUAL AWARD

Scott Bretthauer, University of Illinois, Urbana, Ill.

Presented to an allied industry individual whose efforts have contributed significantly to the allied industry.

JOHN ROBERT HORNE MEMORIAL AWARD

Kurt Jantzen, Tri Rotor Crop Services, Buckeye, Ariz.

Presented to a pilot with five years or less experience in the agricultural aviation industry who has an exemplary safety record and/or has contributed to safety in ag aviation.

LARSEN-MILLER COMMUNITY SERVICE AWARD

Stan Jones, Top Hat Aerial Applicators Inc., Benkelman, Neb.

Recognizes outstanding contributions by a member to his or her local community.

OPAL & BILL BINNION MEMORIAL AWARD

Ralph Holsclaw, Grower's Air Service, Woodland, Calif.

Presented to an individual who contributes to the WNAAA's efforts to educate the public about aerial application.

OUTSTANDING SERVICE AWARD

Dr. Clint Hoffmann, USDA-ARS, College Station, Texas

Presented to an individual for outstanding service to the commercial agricultural aviation industry or to its association.

From left to right, Linda Larsen Warne and her daughter Stacy; Stan Jones, Kurt Jantzen, David Hagert, Bill Hubler, Dennis Gardisser, Clint Hoffmann and Scott Bretthauer show off their hardware. Gardisser was inducted in the National Agricultural Aviation Hall of Fame.

Award Recipients

RELATED INDUSTRY AWARD

David Hagert, AgriData Inc., Grand Forks, N.D.

Recognizes outstanding contributions by an allied industry member and his company.

WILLIAM O. MARSH SAFETY AWARD

"Butch" (Alfred) Graves, Aero Applicators Inc., Sterling, Colo.

Presented to an individual who has made significant achievements in safety, safety education or an outstanding operational safety program.

Nominations for the 2010 NAAA Awards are now being accepted. Visit www.agaviation.org for more information.

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Dow AgroSciences	General Session
syngenta	Auction Reception
Gold Sponsors ($5000+)	
AIR TRACTOR	Convention Program
DUPONT The miracles of science	Farewell Banquet
Silver Sponsors ($2,000+)	
GPS AG-NAV	Lobby Signage
Allianz	Farewell Reception
CHARTIS	General Session
FMC	Attendee Lounge
Southeastern Aircraft Sales & Service	Registration Gift Bags
Southwest Turbine Inc.	Coffee Breaks
Bronze Sponsors ($1,000+)	
AgriSmart	Convention Program
TULSA	NAAA Museum Booth

Emerald Sponsors (Up to $999)

Acorn Welding	Bench at Trade Show
AeroFlow	Daily Newsletter
AgSync	Daily Newsletter
Emco Wheaton	Aisle Signs
Souther Field Aviation	Bench at Trade Show
Star-Flex	Aisle Signs
Texas AAA	Compaass Rose Sessions
Transland	Firefighters Session
Wilbur-Ellis Co.	Gift Bag Items

2009 AUCTION FESTIVITIES

Raise Funds for NAAA/WNAAA Programs

When it comes to high-stakes entertainment, the casino games at the Silver Legacy couldn't hold a candle to the intrigue, drama and downright zaniness of NAAA's Live Auction on Dec. 8, 2009. Auctioneers Ralph Compton and Scott Wall set the tone for the festivities with their rapid-fire cadence. Spotters Stan Jones, Jim Hirsch, Gaylon Stamps and Bob Bailey egged on the crowd and each other. And everyone got a laugh out of the surprise helper for the evening—Santa Claus (a.k.a. Minnesota's Eric Klindt).

The frolicking festivities are very important to NAAA and WNAAA from a fundraising standpoint. All told, proceeds from the 2009 convention's live and silent auctions raised needed funds for NAAA and WNAAA programs!

Thank you to everyone who made the auction such a success, especially Syngenta Crop Protection for sponsoring the live auction reception and the individuals and organizations that donated goods and services to both auctions.

2009 NAAA LIVE AUCTION WINNERS

ITEM	DONATED BY	PURCHASER
Benelli 12-Gauge Shotgun, 3.5" chamber, Matte Finish	Cropdusters.biz	Sean Penner
Leather Jacket & Ray Ban Sunglasses	GE Aviation	Jane Bailey
Two RG24-20 Batteries and one Battery Minder (12- or 24-volt)	Crowley Ridge Aviation	Steve Rye
50 CP -11TT Flat Fan Nozzles	CO Products & Distributors	Paul Newby
4" Vintage Wooden Propeller	Tennessee Aircraft Co.	Jane Bailey
50 CP-06 Swivels	CP Products Co. & Distributors	Jerry McDonald
One 1111 Small Electric Brake and one 111F Blade Assembly	Lane Aviation	Tim Whitfield
Thrush Print	California AAA	Tiger Jones
One Aux. Fuel Boost Pump & Motor and one AN4101-CE Fuel Pump	S & T Aircraft	Bob Bailey
Matching Bid Certificate--up to $5,000 in Dynanav Products/Services	Dynanav Systems	Bradley Reed
Two Matching Bid Certificates--up to $1,500 each in Dynanav Products/Services	Dynanav Systems	Bradley Reed
PT 51 Mustang Ride	Tall Towers Aviation--Tim McPherson	Rick Boardman
Jeff Gordon Helmet	DuPont Crop Protection	Jane Bailey
14" x 16" Wooden Plaque with hand-painted 2009 NAAA Convention Logo	Stokes Flying Service	Perry Galloway
Nintendo Wii & Wii Fit Plus with Balance Board	AgriSmart Information Systems	Tommy Owen
Six Teledyne Gill Batteries # 246	Air Tractor & Teledyne Battery Products	Dan Kubal
Hand Pained Wooden Rocking Chair	Lou Stokes	Mary Boardman
30 AFS Standard Check Valves	Aero Flow Systems	Dan Kubal
Two $500 Gift Certificates for Ag-Nav Inc. products or services	Ag-Nav	Matt Crabbe
Two APS Brake Disks and 30 APS Brake linings	Dan Andrews & AERO	Randy Everett
One Amsafe Air Bag Retrofit Kits for AT 400-800 Single Seat ($200 certificate toward instillation)	Air Tractor Inc.	Steve Rye

ITEM	DONATED BY	PURCHASER
Two Amsafe Air Bag Retrofit Kits for AT 400-800 Single Seat ($200 certificate toward instillation)	Air Tractor Inc.	Stan Jones
One Amsafe Air Bag Retrofit Kits for AT 400-800 Single Seat ($200 certificate toward instillation)	Air Tractor Inc.	Wilbur-Ellis
NAAA Museum--Harold Miller Trophy	NAAA Museum Committee	Al & Mike Schiffer
$20,000 Pratt & Whitney Gift Certificate	Pratt & Whitney Canada	Al & Mike Schiffer
$500 Certificate toward a Fiberglass Repair	Professional Fiberglass Repair	Tiger Jones
One set of Fuel Nozzles for Small PT-6 Engine (includes adapter assemblies, sheaths & gasket kits--14 each)	Prime Turbines	Rick Reed
Black Powder Revolver	Turbine Aircraft Marketing	Mike Bartholomew
One Set Custom-made Stainless Steel Booms--shipped to winner	Transland	Guy McClary
Orange "Gerry Beck" Signature Cap	Tri-State Aviation Inc.	Tiger Jones
Covington R-985 Nose Case Clock featuring DeHavilland Beaver	South Dakota AAA	Craig Bair
Case of Ferrari-Carano Wine, 6 Chardonnay and 6 Merlot	Silver Legacy Hotel	Jane Bailey
One 24-Volt Gill Battery Charger	Teledyne Battery Charger	Tommy Owen
SPH 4 Flight Helmet	Farm Air	Wade Porter
Exhaust Stacks	Air Tractor Inc.	Rick Reed
Past President's Hat	NAAA	Bob Bailey
TPE331-6-25M Turbine Engine, 1-year/1,000-mile warranty (whichever comes first)	Honeywell	John O'Connell

Air Tractor introduced attendees to the AT-1002A, which will have the largest hopper capacity on the market once it receives FAA certification.

NAAA's exhibitors introduced a host of new products and services at the 2009 Convention at the Trade Show and in the concurrent and company sponsored sessions. Here is a synopsis of *some* of these innovations. NAAA requested information from all exhibiting companies via its November 2009 Allied Industry Newsletter and a separate follow-up e-mail. The following reflects information submitted to the Association. For more information, please visit each company's Web site.

2009 NAAA Convention Wrap-up:

New Technology, Products & Highlights

By Jay Calleja
Manager of Communications

Ag-Nav Inc.

Ag-Nav Inc. came to Reno touting several new products, including its new P-500 antenna and receiver. According to the company, the rugged antenna does not receive interference from other equipment in the aircraft. With the P-500, pilots have 5, 10, 20 and 50 Hz options. Ag-Nav also displayed the Ag-Flow control. Ag-Flow ensures a steady distribution of application rates by automatically adjusting its flow. The flow rate is adjusted automatically by the valve position, which controls the required flow to the spray booms. Ag-Flow is easy to install and calibration is fast and effective, Ag-Nav said.

Finally, the company introduced Ag-Nav Connect, a product that allows applicators to upload and download files to and from their aircraft wirelessly. Ag-Nav Connect eliminates the need for media such as floppy disks, USB keys and memory cards, making the process of downloading and uploading spray data more efficient.

AgriData Inc.

AgriData Inc. introduced enhanced-mapping features for its Surety® Online Mapping system. New features from Surety® include custom labeling that allows users to add additional details to all maps, such as area names, field entrances, notes and locations of various land features or potential obstacles. Labels can be colored, sized and positioned according to need. To access, select the "Labeling" tool, then click on the map.

Another new feature is the Satloc Job File Export, which allows users to export drawn and selected field borders directly to a Satloc Job File. This eliminates the need to convert shape files to Job files. On the menu, select "Tools" then "Export".

Surety® Customized Online Mapping from AgriData Inc. is designed to help ag pilots, crop consultants, land managers and farmers increase the accuracy, productivity and efficiency of their work. Surety® utilizes current Farm Service Agency (FSA) acreage, field borders and the latest National Agriculture Imagery Program (NAIP) to generate custom maps and reports.

AgriSmart Information Systems LLC

AgriSmart Information Systems demonstrated Flight Plan Online at its booth and company-sponsored session. Flight Plan Online uses a centralized online system to process job orders. Among its features, Flight Plan Online allows applicators or their customers to submit accurate jobs orders with geo referenced field maps powered by Surety® Online Mapping from AgriData. Job orders can also include sensitive area alerts and adjacent crop identification to let you assess the level of risk. You can see all outstanding jobs on a map screen to filter those jobs into the most efficient batches for spraying. After spraying you can record actual application information and if desired, download the data from your guidance system to include as-sprayed imagery.

AgSync Inc.

AgSync displayed its online service designed to manage customer information, create digital field boundaries, place and track work orders, plan and complete missions, generate verification maps and export billing information into accounting systems. Since 2006, air applicators, pilots, retail outlets, growers, crop consultants, and hardware manufacturers have consulted in the development of AgSync. The company's goals are to alleviate staff limitations and improve communication between air applicators and their customers.

Air Tractor

Air Tractor unveiled the new 1002-A for aerial firefighting and aerial spraying. Once it receives FAA certification, which Air Tractor anticipates will be before the end of 2010, the AT-1002 will have the largest hopper capacity on the market. The hopper capacity for the firefighting model Air Tractor had on display is 1,060 gallons. The gross weight at takeoff and landing is certified at 20,000 pounds.

ApplicationMGMT.com

ApplicationMGMT.com displayed a complete, pre-configured work order system designed with aerial applicators' customers in mind. The workflow system was designed by aerial applicators for aerial applicators. ApplicationMGMT.com simplifies the work order process and is accessible on any computer that has an Internet connection. Highlights include:

- A web-based job tracking and project management software system
- No downloads or backups required
- Customizable tracking reports
- Flexibility in mapping
- Permanent online record keeping
- Reporting functions for both applicators and customers

BASF

With its recent full EPA registration, BASF has added Headline AMPTM to its portfolio of foliar fungicides. According to BASF, Headline AMP is the first combination fungicide specifically developed for corn growers that want maximum protection from foliar diseases and improved plant health. Headline AMP is a combination of the same active ingredient in Headline® fungicide with the addition of a unique, best-in-class triazole.

Covington Aircraft Engines

Covington's focus at the convention was its Light Overhaul Program which has been expanded to include large 60 series engines. The Light Overhaul is a repair alternative to a typical overhaul that focuses on the most crucial parts of an engine and can add up to

Thrust Aircraft and GE Aviation unveiled the new H80-powered, 510-gallon Thrush aircraft. The ag plane is expected to gain FAA certification this summer.

2,500 more hours beyond TBO. The Covington Light Overhaul costs less than half of a regular overhaul.

DuPont Crop Protection

DuPont touted several new insecticides and herbicides, including DuPont™ Altacor® insecticide, which is used to control key pests in grapes, pome and stone fruits; DuPont™ Coragen® insecticide, used to control key pests in fruiting and leafy vegetables; and DuPont™ Accent® Q herbicide, which is used for postemergence grass weed control in corn, popcorn and sweet corn. Watch for more new products from DuPont Crop Protection in 2010.

Hemisphere GPS

Hemisphere GPS unveiled Air IntelliStar, the latest addition to its precision aerial product line. IntelliStar builds upon the features of the popular Hemisphere GPS Air M3™ guidance system adding many new features including increased processing power and memory, additional serial and USB ports and internal controllable relays.

The IntelliStar system includes the IntelliStar CPU, a touch screen display, an enhanced version of the company's IntelliTrac™ advanced guidance software, a Lightbar, an integrated Crescent® GPS receiver, an A21™ antenna, and MapStar® planning and analysis software. The new IntelliTrac software features a real-time graphic moving map display that provides visual guidance including swaths sprayed, field boundaries, skips and overlaps, and mark points.

The software also gives pilots the ability to fly various precise spray patterns, using constant and/or variable rate flow control, to maximize flight efficiency for any selected area, track acreage sprayed and log flight and spray job data. IntelliTrac enables users to program shortcut keys directly on the touch screen, import GIS shape files directly into the system, control spray application rates with automatic flow control and much more.

Junge Control Inc.

Junge Control Inc. introduced two new products that make the process of applying crop protection products faster, easier and accurate, the company says. The new Outbound Connector is an automated blending system that will accurately measure products from one or more tanks, record the transaction and transfer these records to accounting within a matter of minutes. It is designed for typical aerial applicator businesses that want records of each airplane load that are legal for trade, accurate, and accountable.

Junge Control's new Runway Tank allows aerial application businesses to have multiple loads of chemicals ready in advance. It is a 150-gallon poly tank, with water rinse, and is easily expandable. These products can stand alone or work together.

Prime Turbines

Prime Turbines is now offering the revolutionary brand of PT6A engine overhaul services introduced to the market by Avatas Engine Support Services. Prime offers operators a variety of options and build specifications to customize the R&O process. Engine overhaul will complement Prime's strong list of capabilities, allowing them to offer operators a comprehensive assortment of services for the Pratt & Whitney Canada PT6A Engine Series. Avatas Engine Support Services purchased Prime Turbines in the fourth quarter of 2008.

Sikorsky Global Helicopters

To meet the needs of agricultural operators, Sikorsky Global Helicopters partnered with Simplex to introduce the Simplex-Helipod Model H269 spray system and cargo pods, which was on display at NAAA's trade show. The spray system and cargo pods have been designed specifically for S-300C and S-300CBi helicopters and will soon begin the FAA certification process. These systems are already certified in New Zealand.

The Sikorsky Global Helicopters S-300C™ helicopter has been proven as a versatile option for rotary operators around the world. Agricultural aviation operators in particular depend on aircraft that are safe, durable, and economical.

According to the company, the S-300C helicopter's capabilities, which include agility, responsiveness and 360-degree visibility, can support any operation and its direct operating cost is one of the lowest in the market.

Thrush/GE Aviation

Thrush Aircraft and GE Aviation unveiled the new H80-powered, 510-gallon Thrush ag aircraft. The H80 engine combines the robust turboprop design of the M601 engine family with GE Aviation's 3D aerodynamic design techniques. According to GE, the resulting technologies deliver more shaft-horsepower, improved engine fuel efficiency and increased temperature margin, enabling Thrush 510 operators to carry larger loads in hot weather. The H80 engine features an extended service life of 3,600 hours and 6,600 cycles between overhauls.

GE expects to receive certification for the H80 in mid-2010. The H80-powered Thrush is expected to gain FAA certification this summer.

Transland

Transland introduced three new products at NAAA's Trade Show, two-inch and three-inch Stainless Steel Loader Valves and a redesigned Meterate. According to the aerial application parts company, these new stainless-steel loader valves are proving to be a popular option. Aerial operators are finding that part life-expectancy is greatly extended for little additional investment.

The Transland Meterate has been specifically redesigned to be easier to maintain, it has added durability, and still preserves the operators ability to use the low-volume applications efficiently.

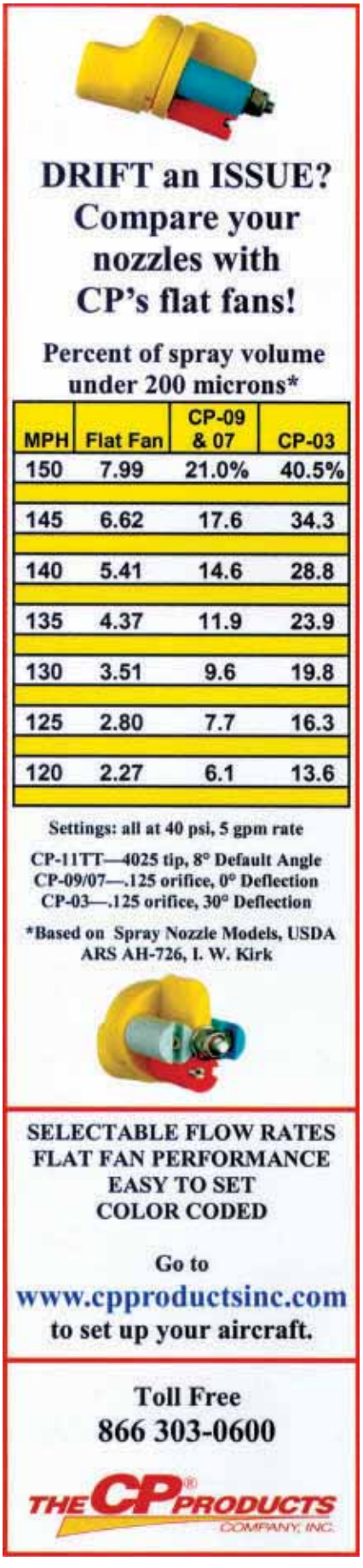
Turbine Conversions Ltd.

Turbine Conversions Ltd. introduced the TCL Hydraulic Dry Gate. With greater capacity than other dry gates in the marketplace, the TCL Dry Gate can deliver up to 800 pounds of dry materials per acre for the heaviest work, but can also disperse loads as light as two pounds per acre. The Dry Gate is actuated with GPS systems for accurate dispersal and equipped with a Fast Change System for quick changes from dry to liquid products.

Turbine Engine Consultants Inc.

Turbine Engine Consultants Inc. (TECI) announced that it has expanded its sophisticated consignment program, Excess Inventory Management (EIM), which gives customers an easy, reliable and profitable solution for excess and surplus inventory. TECI will house, manage, market, and sell any size package of excess inventory, providing the customer with profit.

TECI has a 75,000-square-foot climate controlled facility with multiple loading docks and inventory of over 100,000 items in house and ready to ship. TECI supplies parts for the Honeywell TPE331 series engines, various corporate and commercial auxiliary power units, as well as several regional aircraft. ■



Selecting an Industry Partner

BASF Products, Research and Stewardship Support the Industry

Article provided courtesy of 2009 Convention Sponsorship by BASF

BASF created a new section of its Web site dedicated to aerial applicators. The site is located at www.plant-health-pilots.com and contains lots of useful information.

In the aerial application industry, selecting a partner to trust is just as important as selecting a plane to fly. With BASF, aerial applicators can be confident they've chosen an industry partner that provides the products, research and stewardship needed to help their industry and businesses thrive.

"BASF is working hard to make sure aerial applicators' business continues to expand and that the aerial segment of the industry stays healthy for years to come," said Jim Gaffney, Technical Market Manager at BASF.

BASF knows an aerial applicator's ultimate success depends greatly upon the products they apply. Effective, reliable products like **Headline® fungicide** for corn, wheat and soybeans have helped many aerial applicators achieve success. **Headline** provides broad-spectrum disease control and improves Plant Health. Aerial applicators who use **Headline** provide growers with healthy, stress-resistant crops with higher yields than those treated with competitive products or left untreated.

In response to growers who desire a combination fungicide for corn, BASF has introduced **Headline AMP™**, a new fungicide available for the 2010 growing season. **Headline AMP** combines the proven efficacy of **Headline** with a unique, best-in-class triazole to provide the first combination fungicide specifically developed for corn growers who want broad-spectrum, maximum protection from major foliar diseases that can threaten yield, crop quality and Plant Health.

In addition to providing excellent products, BASF also supports aerial applicators with research and information to help them make educated business decisions. For instance, BASF is conducting research to optimize applications and identify best practices to help advance the aerial application industry. Developed from an evaluation of various tools, technologies and services in the industry, the research allows BASF to provide recommendations that include precautions to minimize drift and other non-target incidents, maximize efficacy and improve operator efficiency.

"Based on the results of these evaluations, this information is useful for applicators looking for ways to meet the numerous challenges facing them in their industry by making informed decisions about their aircraft and operation," said Gaffney, who presented the BASF findings during the National Agricultural Aviation Association (NAAA) convention in December.

That research, and many other resources, is available on a newly launched section of the BASF Crop Protection Web site dedicated specifically to those who apply crop protection products from the air.

The Aerial Applicators section—www.plant-health-pilots.com—contains a variety of information helpful to those in the industry, such as information about upcoming workshops, links to helpful Web sites, Hemisphere GPS Interfaces with Google™ Earth, cell towers and other obstacles and a profile of the "Applicator of the Month." This site also features an "ask the expert" functionality that allows applicators to directly ask questions of BASF experts.

In addition to supplying aerial applicators with effective products and important industry information, BASF has taken an active role as a steward of the industry by sponsoring many industry workshops and programs and providing funds to educate the next generation.

A committed partner with NAAA, BASF was a platinum-level sponsor of NAAA's 2009 Convention & Exposition in Reno, Nev. BASF also works with NAAA to ensure programs like Operation S.A.F.E. (Self-regulating Application and Flight Efficiency) and Professional Aerial Applicators' Support System (PAASS) remain successful. In fact, BASF sponsored many Operation S.A.F.E. fly-in workshops in 2009 to help pilots make safe and accurate applications and has committed to sponsoring more of these important events in 2010.

"BASF and NAAA are each devoted to sustaining and improving the field of agricultural aviation," said Andrew Moore, Executive Director of NAAA.

To that end, BASF recently announced the development of a new NAAA scholarship aimed at helping its recipients pursue careers in agricultural aviation. BASF will annually provide a $5,000 educational grant to support the scholarship program, which will be managed by NAAA.

"This scholarship presents an opportunity for us to work together to help foster scenarios in which new pilots are provided with a foundation for success in the field of aerial application," Moore said.

Just as your business is multi-faceted, make sure your industry partner is, too. Choosing a partner like BASF that provides products, research and stewardship helps sustain success for the industry and your own business. ■

About the Crop Protection division

With sales of € 3.4 billion in 2008, BASF's Crop Protection division is a leader in crop protection and a strong partner to the farming industry providing well-established and innovative fungicides, insecticides and herbicides. Farmers use these products and services to improve crop yields and crop quality. Other uses include public health, structural/urban pest control, turf and ornamental plants, vegetation management, and forestry. BASF aims to turn knowledge rapidly into market success. The vision of BASF's Crop Protection division is to be the world's leading innovator, optimizing agricultural production, improving nutrition, and thus enhancing the quality of life for a growing world population. Further information can be found on the Web at http://agproducts.basf.us.

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BASF is the world's leading chemical company: The Chemical Company. Its portfolio ranges from chemicals, plastics and performance products to agricultural products, fine chemicals and oil and gas. As a reliable partner, BASF helps its customers in virtually all industries to be more successful. With its high-value products and intelligent solutions, BASF plays an important role in finding answers to global challenges, such as climate protection, energy efficiency, nutrition and mobility. BASF posted sales of more than €62 billion in 2008 and had approximately 97,000 employees as of the end of the year. Further information on BASF is available on the Internet at www.basf.com.

Always read and follow label directions.

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How to File an FAA Congested Area Plan

By Ken Degg
NAAA Director of Education & Safety

Ag operators sometimes find themselves needing to work in the vicinity of built-up areas that fall or at least could fall under the loose definition of a "congested area." A draft FAA document stated the following with reference to congested areas: "No precise mathematical or geographic definition has been developed, which determines the allowable number of people, the amount of ground traffic, the proximity of buildings to each other, the number of buildings or residences, or other conditions that exist in a particular area, to both protect persons or property on the ground and to allow agricultural aircraft operations to take place."

The presence of people is important to determine whether a particular area is congested. However, the size of the area is not controlling. For example, a factory with adjacent occupied parking lots, filled with employees and vehicles, might be considered a congested area unless the parking lots and employees are vacated and necessary precautions are taken to prevent vehicles and persons from reentering the area. The following are examples of areas that were determined to be congested in past cases:

- Approximately 10 houses and a school
- The campus of a university
- A crowded beach area along a highway
- A boys' camp where numerous people were on the docks and the shore.

If you think an area is congested or that it might be congested, the best solution to remain legal and avoid a possible letter of investigation from the FAA is to file a Congested Area Plan. If the FAA Flight Standards District Office (FSDO) does not believe the area is congested, it will inform you of this finding.

The information in this article comes from the following sources: first and foremost, the rules for operating the ag aircraft are found in Title 14 Code of Federal Regulations, Part 91, which specifies the General Operating and Flight Rules, and Part 137, which provides the rules for Agricultural Aircraft Operation. Part 91 is the basic operating regulation for an aircraft and Part 137 allows deviation from selected paragraphs of that regulation's requirements. Part 137 also sets certain requirements for ag operations that are not covered by Part 91.

The second source of information and one that should be used as reference material by all operators is an Advisory Circular AC 137-1A titled, "Certification Process for Agricultural Aircraft Operators." AC 137-1A is available through the NAAA Web site at http://www.agaviation.org/AC137-1A.pdf. This document, issued in October 2007, supersedes AC 137-1 dated November of 1965

and was written with input from a working group of NAAA operators. As with all Advisory Circulars, the information supplied is for the guidance of aviators and is meant to give them the FAA's interpretation of the regulations involved.

The third source is the Aviation Safety Inspectors' (ASI) handbook, which provides guidance material for the way an ASI should perform his or her day-to-day activities. This handbook is called FAA Order 8900.1 and is available online at http://fsims.faa.gov. Referring to this document will give insight into what an FAA inspector will require from the operator in order to show compliance with the intent of the regulations.

The 8900.1 advises ASIs that agricultural operators may occasionally ask for assistance in determining whether an area is considered congested. The inspector is instructed to use his or her best judgment or if in doubt, consult other inspectors or regional council for any precedent.

If the operator determines that a congested area plan should be filed, an established procedure should be followed. FAR §137.51 (a) and (b) requires that the operation should be conducted with maximum safety to those on the surface, consistent with the operation and that certain other requirements be met. Among those requirements are that prior written approval must be obtained from the governing body of the political subdivision effected, notice must be given to the public and a plan must be submitted to and approved by the applicable FSDO. There are also certain operational restrictions for single or multiengine aircraft as well as pilot experience requirements. We will address each of these issues individually.

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FAR §137.51 (b) (1) states, "Prior written approval must be obtained from the appropriate official or governing body of the political subdivision over which the operations are conducted." The inspector's handbook advises that the appropriate official or governing body can include the following: Mayor, City Manager, City Council, County Board of Supervisors, County Commissioner or any similar elected public official. Remember that this approval must be in writing.

FAR §137.51 (b) (2) states, "Notice of the intended operation must be given to the public by some effective means, such as daily newspapers, radio, television, or door-to-door notice." The inspector's handbook further clarifies that if time allows, the notice should be given at least 48 hours before the dispensing operations begin. Any of these notification methods may be chosen by the operator and are considered acceptable.

FAR §137.51 (b)(3) requires that "A plan for each complete operation must be submitted to, and approved by appropriate personnel of the FAA Flight Standards District Office having jurisdiction over the area where the operation is to be conducted. The plan must include consideration of obstructions to flight; the emergency landing capabilities of the aircraft to be used; and any necessary coordination with air traffic control." The inspector's guidance requires an aerial photograph, large-scale map or computer generated map or diagram of the area to be worked. The depiction used should be appropriately marked to show all obstructions that could be expected to present a hazard during the operation and the areas that could be used for an emergency landing and dumping of agricultural materials. The maps used must be drawn to scale.

The plan submitted must also describe the altitudes maintained, approaches, departures and turnaround considerations during the operation. The plan must also include:

- The name and type of material to be dispensed
- Type of pest or work to be accomplished
- Dates and hours of dispensing operations
- Coordination with air traffic control
- Special operating procedures or limitations to ensure safe operations
- Method of public notification
- An indication of coordination with the appropriate state, local or municipal authorities
- Methods for complying with the restrictions to operations by single or multiengine aircraft and the aircraft's ability to jettison the agricultural material load.

FAR §137.51 (b) gives the requirements on the use of single engine aircraft in these operations. Except for helicopters, no person may take off a loaded aircraft or make a turnaround over a congested area. This means that turns must be made outside of the limits of the congested area. No person may operate over the congested area below the Part 91 minimum altitudes except during the actual dispensing operation including approaches and departures. Furthermore, no person may at any time, operate the aircraft unless it is operated in a pattern and at such an altitude that the aircraft can land, in an emergency, without endangering persons or property on the surface.

Although operators using multiengine aircraft are given relief from some of the limitations in the preceding paragraph, additional considerations must be addressed. With a multiengine airplane, the pilot may take off over a congested area providing that certain aircraft takeoff performance conditions are met. Likewise, the pilot may make turns over the congested area as long as the operating weight of the airplane will allow it to climb under certain conditions with the critical engine inoperative. The regulation further explains the conditions to be used while calculating the aircraft's performance capabilities. As with the single engine, the aircraft must maintain the Part 91 altitude requirements except during the actual dispensing operations, except during approaches and departures, and in the case of the multiengine airplanes, during the turnarounds necessary for that operation.

FAR §137.53 gives additional pilot and aircraft restrictions for operating an aircraft over congested areas. The pilot-in-command (PIC) must have at least 25 hours of PIC flight time in the make and basic model of the aircraft, of which at least 10 hours must have been acquired within the preceding 12 calendar months. The pilot must have 100 hours of flight experience as PIC dispensing agricultural materials or chemicals.

The aircraft used must have had, within the preceding 100 hours of time in service, a 100-hour or annual inspection by a person authorized to complete such inspections or have been inspected under a progressive inspection system. In the case of a large or turbine-powered multiengine civil airplane, it must have been inspected in accordance with the applicable inspection program requirements of §91.409.

The aircraft, except for helicopters, must be equipped with a device capable of jettisoning at least one-half of the aircraft's maximum authorized load of agricultural material within 45 seconds. If the aircraft releases the tank or hopper as a unit, there must be a means to prevent inadvertent release by the pilot or other crewmember.

According to AC 137-1A, it is important to remember that the plan submitted should provide insight as to how the applicant intends to ensure maximum safety of the persons and property on the surface. It should provide assurance that the operator has established appropriate emergency precautions consistent with the proposed operation. Remember that once the plan is approved, the operator must follow this plan without exception.

The advice from one FAA inspector is to "think outside the box" and plan ways that will guarantee the safety of everyone concerned (see sidebar). In some cases, it might be possible to complete a plan where the area residents agree to be away from the area during the proposed operation time. Also in the case of residential areas, streets may be closed and parking prohibited along those streets during the operation to provide an emergency landing area for the aircraft. Analyze the situation and look for a possible solution that might be approved.

NAAA is developing a generic Congested Area Plan application for operators to use as an example and will post it on the NAAA Web site at www.agaviation.org. The site will also contain a worksheet for gathering information to submit to the FSDO along with the application. ■

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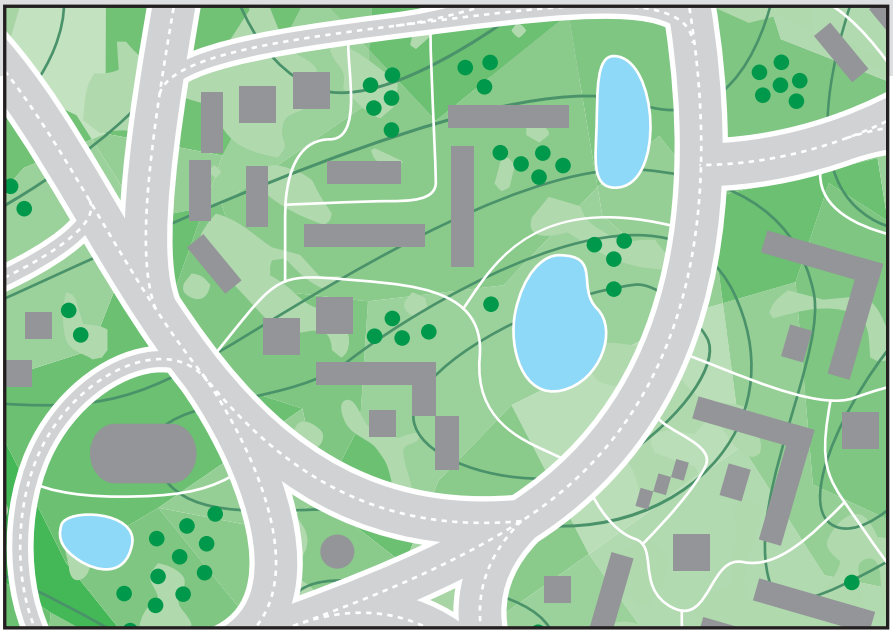
Need to file a Congested Area Plan?

An FAA inspector offers six tips for getting it right

By Scott J. Burke
FAA Principal Operations Inspector



A little extra homework and planning can go a long way toward getting a Congested Area Plan (CAP) approved. Here are six suggestions that should help you get it right the first time.

1. Read everything thoroughly. Before you file, my advice would be to completely read and understand the regulation(s) and the associated guidance material. Don't approach submitting a Congested Area Plan with a cavalier attitude; the FAA's Principal Operations Inspectors don't take these lightly. They expect you to have the same amount of concern for the general public as they do.

2. Establish a professional relationship with the FAA. Hopefully, you already have a solid working relationship with the Flight Standards District Office (FSDO) holding your certificate and the principal inspectors assigned to your certificate. If not, take the time to cultivate one. Your principals can be a valuable resource. Keep in mind, your principals normally will be highly experienced in some facet of aviation; however, they may not have had exposure to agricultural aircraft operations. This may be a perfect opportunity to provide them with knowledge of your operation in particular and the aerial application industry as a whole.

3. Regard your CAP as a risk management document. Whenever the FAA provides relief from regulatory requirements, we expect that the operator will provide an equivalent level of safety. Think of the CAP as a risk management document. You (the operator) need to show that the risk associated with a particular operation will not create undue hazard to the nonparticipating public and property because of certain specific procedures you will use during the operation.

4. Follow the guidance to the letter. Provide all the information requested. One of the most frequent reasons inspectors deny a CAP is because the applicant did not provide a current, to scale, detailed map and/or aerial photograph. You might even provide lat/long coordinates so the inspector can research the site using a satellite photo Web site. If the inspector decides to do a physical site survey, consider going along so you can get an idea of his or her concerns.

5. Give the public ample warning. Make every effort to advise the general public of the operation as far in advance as possible and with as much widespread dissemination as possible. It is a relative certainty you wouldn't like it if your backyard barbeque was suddenly disrupted by the appearance of a large yellow airplane dispensing who knows what in the field next door.

6. Plan your flight and fly your plan. It may seem obvious, but make sure you follow your plan. If conditions change during the operation, don't improvise. Stop the operation, come back and do it later when conditions are better, or revise the plan.

By following the advice in this article, you will be off to a great start. Finally, don't forget to completely read and understand the Letter of Authorization when you receive it. ■

Scott J. Burke is a Principal Operations Inspector with the FAA's Springfield, Ill., Flight Standards District Office. He is a former ag and airline pilot who has been with the FAA for 20 years.

SEND TO:
Operations Inspector
Flight Standards District Office
Hometown Airport
N. Airport Dr.
Yourtown, ST 65432

SAMPLE REQUEST FOR APPROVAL OF A CONGESTED AREA PLAN

Dear *Inspector*:

This is an application for authorization to aerially spray the town of *City, State* for the purpose of mosquito control. A letter from the Director of Public Works requesting the operation is attached. The following is the information supporting the request.

1. **Date of operation:** Monthly, as needed; first application on or about July 22, 2009. Notification will be made to the *Yourtown* FSDO on the day of, and prior to, any spray application.

2. **Pilot and experience:**
   Pilot's name
   Holder of Part 137 Certificate *Number*
   FAA Certificate Class and Number
   State Commercial Pesticide Applicator's License Number
   Total time: 14,000+ hours
   Total ag time: 12,000+ hours
   Time in type: 6,000+ hours

3. **Aircraft:** Air Tractor AT-502 powered by a P&W PT-6 turbine engine. The aircraft will be within 100 hours of a 100 hour inspection/maintenance at the time of each application.

4. **Chemical/Rate:** Synthetic Pyrethroid insecticide at .0035 oz. a.i. per acre using ULV methods. Total volume will be 10 oz. per acre.

5. **Altitude/Airspeed:** The operation will be conducted at 200 feet AGL and at 140 mph. No turns will be made over the congested area. All dispensing operations, including approaches and departures, will be conducted in such a manner that an emergency landing can be effected without endangering persons or property on the surface. The aircraft is capable of gliding 2 1/2 miles from an altitude of 200 feet AGL with no power and the propeller feathered. At no time during the operation will the aircraft be more than 1/2 mile from the city limits, outside of which are unlimited areas for an emergency landing.

6. **Obstructions:** A water tower and several communications towers are located in the area of operations. Their locations are noted and will be avoided.

7. **Emergency dump:** The aircraft is equipped with a typical Transland gatebox with full width emergency dump capability. Time to dump entire load is estimated to be 2 seconds.

8. **Public notification:** The public will be informed of the pending spray operation prior to the actual operation in the local newspaper and/or radio.

9. **Area map:** Attached. Lines through the target area indicate flight path direction. Areas most suitable for emergency landings are highlighted in orange.

10. **Load carried:** The entire load will consist of 117 gallons or 936 lbs. The maximum hopper payload of the aircraft is 4000 lbs.

If additional information is required, please contact me at the number or address listed on the letterhead. Thank you in advance for your attention to this request. I look forward to hearing from you.

Sincerely,

Pilot/Operator Name

CONGESTED AREA PLAN

1 Part 137 Operating Certificate: Name _____

Certificate No. _____

2 Name of Responsible Person _____

Business Phone Number _____

Phone Number During Operations (Cellular or Other) _____

3 Aircraft Information (must comply with section 137.51) (See notes at bottom of page):

Make/Model _____

N Number _____

Last Inspection Date and Total Time _____

Current Total Time _____

4 Is Aircraft Capable of Jettisoning One Half of Load within 45 Seconds? Yes No

5 Does Aircraft Have 2-Way Communications? Yes No

6 Pilot Name and Certificate No _____

* Time in Make/Model Last 12 Months? _____

Does Pilot Have 100 Hours Dispensing Ag Materials? Yes No

7 Name Of Area To Be Sprayed _____

Proposed Date & Times of Operation _____

* Name of Approving Official _____

* Phone Number of Approving Official _____

8 Method of Public Notification _____

Date Notification Will Be Given _____

(CAP) WORKSHEET

9 Emergency Landing/Dumping Sites _____

_____

10 Name of and Phone Number of Emergency Contact (i.e., Police Department, Dispatch, Fire Department) _____

_____

11 How Will Site Be Established? (i.e., road block, open field marked on map, etc.)

_____

_____

Note 1. Single-engine aircraft may be utilized provided:
- No takeoff over congested area
- No turnarounds over congested area
- No flight below Part 91 minimums except during actual dispensing operations
- Emergency landing & dumping sites are established

Note 2. Please provide copies of all records indicated by asterisk (*) above.

You Have a Claim… Now What?

When you are involved in an accident, the last thing you are probably thinking about is the paperwork and documentation your insurance company will need. You are more concerned about the safety of everyone involved in the incident. Here are answers to four important questions that will help you through the claims process.

Q. What is the process if I have a claim?

A. First and foremost, notify your agent in a timely manner. Timely reporting preserves your rights under the policy and allows the company to begin its investigation. Failure to timely report hinders the company's ability to obtain witness statements, document damages and so forth. Each company has a provision in its policy that requires timely reporting. In addition to hindering the investigation, not replying can jeopardize coverage itself.

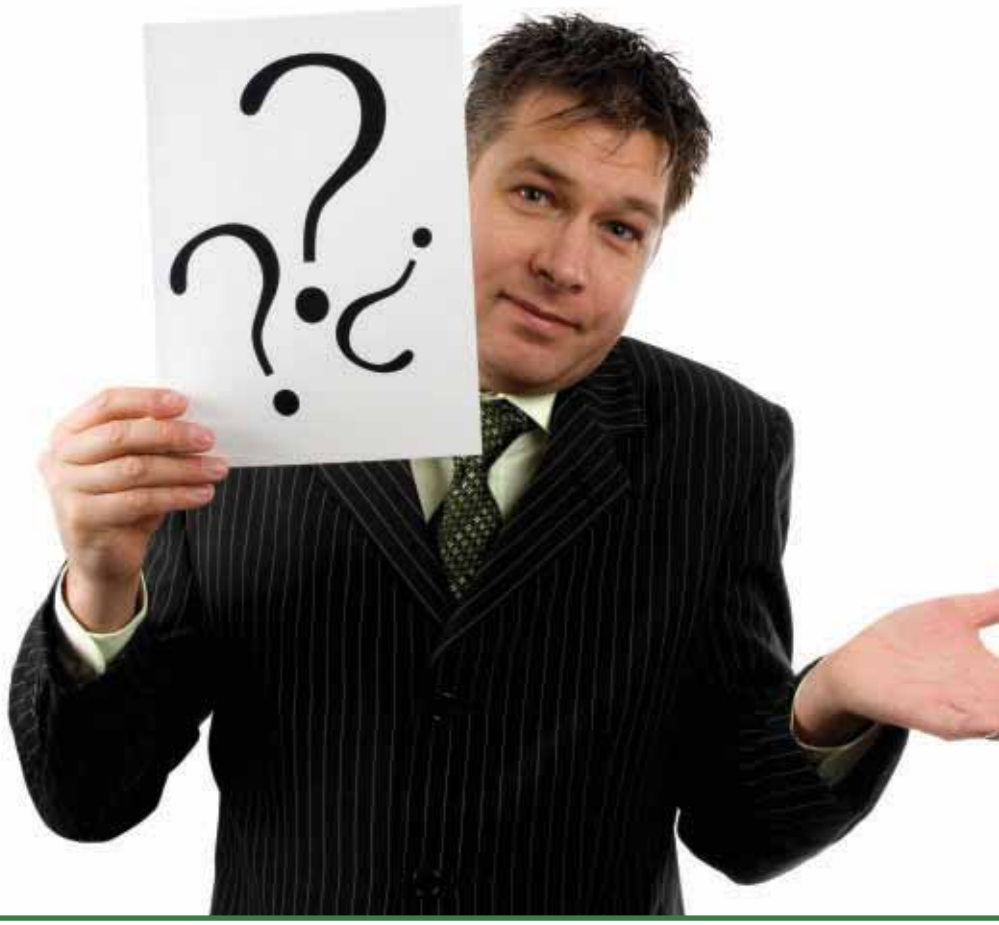
Q. Look, it's just a drift claim and I want to handle it myself. Why do I have to report it?

A. For the reasons stated above. However, just because you report it doesn't mean the company isn't willing to let you try to resolve it yourself. If it is a good customer and you can resolve it quickly yourself, insurance companies are often willing to let you do that. If it doesn't work out, you have preserved your rights by reporting it and the company can step in to resolve things. If you are able to settle a claim on your own, it is always a good idea to get a signed release. Your agent can assist you in getting a company representative to provide you with a signed release.

Q. What information do I need to provide when reporting a claim?

A. It varies depending on whether it is a first-party hull claim to your aircraft or a third-party liability claim to someone else's person or property. However, basic information collected would be as follows:

- A general description of facts surrounding the loss
- When and where the claim occurred
- The aircraft involved and who the pilot was
- What the extent of the aircraft damage, if any, was
- If there were any injuries, include the name, address and contact information of the injured party
- Extent of injuries if known
- If there was any third-party property damage, include the name, address and contact information of the claimant



By Darryl Marshall
On behalf of the NAAA Insurance Committee

If a drift claim:

- Who was your customer and what were you spraying?
- What was damaged and how many acres were affected?

Your agent will take the information you provide and submit it to the claims representative along with your policy information. Policy information includes things such as name of insured, address, policy number, policy effective dates, coverage carried, any lien holders, loss payees, premium finance, etc.

In addition to providing the basic facts of a loss, tell your insurance company about any issues you are aware of that could impact settlement of a claim. For instance, say your customer and the claimant can't stand each other because one dated the other's wife back in high school, or they are cousins and one was left out of the will.

Q. What else do I need to know?

A. A quick note about the importance of professionalism and recordkeeping. Good documentation, records and professionalism will assist your attorney in defending you. A lack of good documentation, records and professionalism will allow opposing counsel to make you look ridiculous.

With regard to recordkeeping, write it down in a timely fashion and file it away to be used as evidence if needed. Demonstrate professionalism by participating in continuing education programs, reviewing professional materials and being a member of your national, state and local associations. ■

Are You a Pilot Looking for Work? An Operator Looking for a Pilot?

Fill out the form below and return it to NAAA to be included in our Ag Aviation Career Database.

Mail to: NAAA, 1005 E Street, SE, Washington, DC 20003

Fax to: (202) 546-5726

Email to: information@agaviation.org

NOTE: Applications prior to December 31, 2009 have been deleted. Please resubmit your application for 2010. You must be a member of NAAA to be listed on the website.

Are you a (circle one): **Pilot looking for work?** **Operator looking for a pilot?**

Name: _____

Company: _____

Address: _____

City, State, Zip: _____

Phone: (_____)_____ Fax: (_____)_____

Email: _____

Dates Available: _____

Experience/Hours: _____

Total Time: _____

Turbine Hours: _____ Piston Hours: _____Helicopter Hours:_____

Are you an NAAA member? Yes No

State(s) Licensed in: _____

PAASS Qualified: Yes No

GPS: Yes No Type: _____

Additional Experience or Information: _____

_____

_____

_____

_____

New rice herbicides from Dow AgroSciences offer more convenient control of the toughest grasses and broadleaf weeds

Dow AgroSciences introduces Grasp® *Xtra* and RebelEX™ rice herbicides. The two new herbicides provide growers with more convenient, broad-spectrum control of grasses and broadleaf weeds, such as sprangletop and barnyardgrass.

Additionally, the dual mode of action in each herbicide supplies producers with less product mixing and fewer products to handle.

"Grasp *Xtra* and RebelEX round out our rice herbicides portfolio and give growers more control options," says Hub Miller, marketing specialist for Dow AgroSciences. "These products were developed with direct input from rice producers and consultants."

"These products will provide growers with a level of broad-spectrum control they haven't seen before."

- Hub Miller, marketing specialist for Dow AgroSciences

Grasp® *Xtra* Rice Herbicide

Grasp *Xtra* contains two proven modes of action by combining penoxsulam, the active ingredient in Grasp SC herbicide, and triclopyr. Conveniently packaged Grasp *Xtra* delivers the comprehensive weed control needed to complete the CLEARFIELD® Production System. It can be tank-mixed with Newpath® herbicide in early season applications to provide highly effective control.

Rice consultant Keith Shelton of Lonoke, Ark., got a firsthand look at the performance of Grasp® *Xtra* rice herbicide in plot tours near Stuttgart, Ark.

"Grasp *Xtra* seems to work well on the weed spectrum we see in central Arkansas. We have heavier ground, more clay soils, so we fight mostly barnyardgrass, indigo and sedges," Shelton says. "I will recommend Grasp *Xtra*, particularly since it will be one less product a producer will have to handle and, thus, less cost."

RebelEX™ Rice Herbicide

RebelEX is a unique, targeted solution for growers utilizing nonconventional or water-seeding planting practices. Containing the active ingredients penoxsulam and cyhalofop-butyl, this dual mode of action controls sprangletop, barnyardgrass and broadleaf weeds. RebelEX offers growers added residual control with a wider window for application timing. The new RebelEX also works well in both CLEARFIELD and conventional systems and can be tank-mixed with Newpath or Beyond® herbicide.

Consultants like Mitch Leger from Crowley, La., a field representative with G&H Seed Company, helped monitor the performance of RebelEX in tests throughout the summer.

"RebelEX controlled just about everything out there," Leger says. "It took out alligator grass, bull tongue, signalgrass, sprangletop and fall panicum, smartweed — they had everything under the sun in that field — hemp sesbania, joint vetch, yellow nutsedge, roundleaf plantain, barnyardgrass. RebelEX took it all out."

For more information on Grasp *Xtra* or RebelEX, contact your local sales representative or go to www.RightForRice.com. Also look for information on these products at the USA Rice Outlook Conference, which is scheduled for Dec. 9 to 11, 2009, in New Orleans.

Science. Yield. Success.™ Dow AgroSciences

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Date	City	State	Aircraft Type	N #	Injury	Description of Accident
01/02/09	Philadelphia	MS	AT-602	5013C	FATAL	Entered bad weather while ferrying
04/29/09	Arvin	CA	OH-58A	175SJ	None	Hit power line
05/07/09	Iowa	LA	G-164B	8080K	None	Power loss—#8 cylinder separated
05/08/09	Lissie	TX	AT-502A	248LF	Minor	Power loss for undetermined reason
06/18/09	Yerington	NV	G-164A	9723	Minor	Stalled during turn-around
07/10/09	Hertford	NC	S2R-T34	357CA	FATAL	Impacted terrain during transition training
07/11/09	Burlington	WA	Bell 206B	302PD	None	Rolled off trailer on landing—crosswind
07/20/09	Rockland	ID	M-18B	7813T	Minor	Stall during spray turn due to wind shear
07/21/09	New England	ND	We 620B	2027K	Minor	Power loss
07/29/09	Dundee	MS	AT-502	502AJ	Minor	Settled back onto ground after TO
08/09/09	Donalsonville	GA	S2R-T34	2292E	Minor	Landing gear broke at weld repair on landing
08/10/09	Harlan	IA	G-164	4598	None	Settled onto terrain after TO
08/12/09	Evansville	WI	G-164A	9794	None	Unable to move control stick on TO
08/13/09	Westley	CA	G-164B	6697Q	None	Settled after TO
08/15/09	Corning	IA	AT-802A	802LL	FATAL	Impacted terrain while ferrying
08/16/09	Worthington	MN	S2R-T660	660RB	None	Loss of elevator control
08/17/09	Whittenmore	IA	AT-502B	5003C	None	Settled onto ground after TO
08/17/09	Leland	IL	AT-301	73102	None	Power loss
08/22/09	New Miner	WI	AT-301	3651R	Minor	Power loss—forced landing
08/24/09	Gumboro Twp.	DE	Bell 206	98KR	None	Exited running helicopter—rolled off platform
09/06/09	Arvilla	ND	UH-1B	204JB	Serious	Separation of tailboom
09/08/09	Kimball	NE	G-164A	6761Q	None	Power loss—forced landing
09/27/09	Myrtle Creek	OR	OH-58A+	298CP	Minor	Hit trees on takeoff
10/25/09	Eupora	MS	Bell 206B	57PH	Serious	Fuel contamination from fuel truck

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If You Host It, They Will Come

On Dec. 12, 2009, Blue Earth Aviation's Tim, Barb and Luke Steier hosted an Introduction to Ag Aviation Seminar at its facility in Blue Earth, Minn. After hearing from numerous pilots that wanted to learn about the industry, they decided to bring as many folks from northern Iowa and southern Minnesota together as possible to discuss the profession. Several flight schools brought students considering all aspects of aviation.

Approximately 30 prospective pilots attended and five experienced ag operators were on hand to help facilitate the discussion of various topics affecting the industry. Ag aircraft were on display for each attendee to sit in and understand controls. Six hours of programming was barely enough time to introduce the wide variety of topics that factor into agricultural aviation. It is one thing to work in aerial application every day, but quite another to explain all of its aspects to other people, Tim Steier noted!

Blue Earth Aviation would like to thank aerial applicators Ralph Storm, Webster City, Iowa; John Larson, Buffalo Center, Iowa; Dennis Meyer, Whittemore, Iowa; Steve Jones, Winnebago, Minn.; Tim Fowler, Frazee, Minn.; and Quentin Childs, IAAA director and insurance salesman, for their participation. For an outline of the program content they used, please contact Tim or Barb Steier at steier@bevcomm.net. ■

Blue Earth Aviation led a seminar on ag aviation for approximately 30 prospective pilots on Dec. 12.

Delbert Williams Receives Master Pilot Award from FAA

The FAA honored Delbert Williams, a longtime aerial applicator from Wasco, Calif., with a Wright Brothers Master Pilot Award on November 10, 2009, at the California AAA awards banquet. The Master Pilot Award is given to pilots who have 50 years or more service and who have not had accidents or other problems during their career. The FAA does not hand out this award often, so those receiving it really stand out in the aviation world.

Delbert soloed in 1953 and began his aerial application career in 1958. He started out at the ground level washing airplanes and performing other apprentice activities. He quickly became a pilot and has flown over 30,000 hours with only one accident (an engine failure in a Stearman in the early 1960s, from which he walked away). In addition to agricultural flying, Delbert has flown a variety of classic warbirds including P-51s, Hawker Sea Fury, and Curtiss P-40 aircraft.

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"He is undoubtedly one of the finest pilots in our country and one of whom the aerial application industry should be most proud," said the FAA Safety Team's Harlow Voorhees, who presented the award to Williams.

In conjunction with this award, the FAA presented a pin to Loretta Rogers who has been Delbert's office manager for 23 years. "Her dedicated service has allowed Delbert to direct his attention to flying, and we believe that this is an important aspect of aviation safety that should be recognized," Voorhees said. ■

Delbert Williams accepts the Wright Brothers Master Pilot Award from Harlow Voorhees of the FAA Safety Team's Fresno, Calif., office.

Membership Application

Mail to: NAAA, 1005 E Street St., Washington, DC 20003
Ph: (202) 546-5722 Fax to: (202) 546-5726
Join Online – www.agaviation.org

Membership Categories: (please select one)

Dues amounts are subject to change by NAAA Board. Operators & Pilots who do not belong to a State Aerial Application Association must pay Participating Operator & Pilot dues.

$450	___ **Operator**	$850	___ **Allied (51-100 employees)**
	___ $10 each aircraft over 3	$1000	___ **Allied (101-500 employees)**
$170	___ **Affiliated Operator**	$1700	___ **Allied (500+ employees)**
$900	___ **Participating Operator**	$170	___ **Affiliated Allied**
$170	___ **Pilot**	$85	___ **Associate**
$340	___ **Participating Pilot**	$225	___ **International**
$450	___ **Allied (1-10 employees)**	$680	___ **State/Regional Association**
$680	___ **Allied (11-50 employees)**	$170	___ **WNAAA**

Allied Industry: ***(indicate 1)***

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___ Dealer ___ Insurance ___ Propulsion ___ Support

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