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Corn Boom:

Increased Yields With Fungicides Spur New Requests For Aerial Applications



- **Researchers Study Low Volume Fungicide Spraying**
- **The Method Behind The Madness – Agricultural Aviation Liability Drift Claims**



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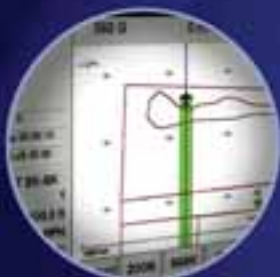


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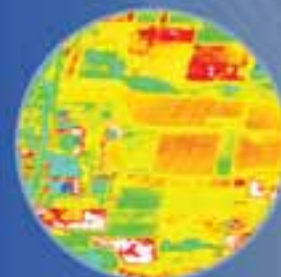
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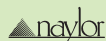


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President's Message

BOB BAILEY



PAINTING A PERFECT SEASON



As we finish up the state and regional annual conventions and begin to prepare for the upcoming season, there are a couple of issues that I would like to remind everyone to be focused on. The first and foremost issue and priority in every operation is safety. No matter how prepared you think you are for any situation in this industry, you can never take any focus or attention away from safety. Consistently ensuring that your aircraft is in the best possible condition that it can be is a big focus, but there are many other things that can be done in advance that will also help with safety.

It is important to prepare your ground equipment and staff, all of which can have a big impact on safety through the smoothness of the operation. Many operators have meetings with everyone on their staff before the start of the season. Important topics to discuss may be the crop protection products that will mainly be used for the season, growers in the area, whether or not any new pilots may be working at the operation during the busy season, and ensuring that all of the communications between the office and the plane work effectively. It also isn't a bad idea to ask your staff if they have any ways to improve safety, security or just the general everyday operations of your business.

You can shorten the hours that you work by working smarter and not harder. What I mean is to foresee early on in the season any issues that may arise. By doing so, you'll avoid stress and fatigue that may later impact your operation. When an issue arises at your operation, there is a certain amount of stress that is added into your day and everyone who works for the business feels the stress as well. Fatigue quickly follows stress, both of which then become contributing factors that compromise the safety of the people in our industry. The more kinks you can work out of the system

earlier in the season, the smoother a season you'll have. I have found that the more prepared the support staff is for the season, the fewer mistakes are made, which results in less stress and less fatigue.

Each operation has its own needs for training, but every operator and pilot should attend the PAASS program each year because it is a great training tool for pilots. The program includes information on safety, security and drift mitigation, which are three areas where there can always be improvement. Even though there are industry training programs like PAASS, take note of the training needs or procedures that may be specific to your own operation. As you add a new pilot to your crew, remember that he is unfamiliar with your operation's procedures; even something that may seem simple to you needs to be explained to him. Review your rules and procedures with new people, including office staff. Don't overlook the small things because they could be the cause of your issues throughout the year.

I would also like to remind everyone that we are the best, most professional people in the country at what we do. With that, it is the responsibility of each and every one of us to conduct our business in the manor that upholds the continued reputation that each of us has in our communities. Because we are the best at what we do, we should be compensated with the best pay possible. In a market where the profit margins have been shrinking in the past few years, it becomes more difficult to harvest a profit, so we must charge adequately for the service that we provide. A pilot once told me that when you finish a spray job, it should be just like a painting: you should want your name signed to it and have it hung on display. That is the way we should all look at our business as we go through the next season and beyond. ✖

No matter how prepared you think you are for any situation in this industry, you can never take any focus or attention away from safety.

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Executive Director's Message

ANDREW MOORE



A BRIGHT FORECAST FOR GOOD MARKETERS AND PROFESSIONALS



Recently, the weekly business magazine, *The Economist*, published a cover story about the rising cost of food prices throughout the world, which stated that this trend should continue into the foreseeable future. According to the magazine, food prices have jumped by 75 percent since 2005; in 2007 alone, food prices rose one-third. This fares well for our industry, as an important service provider to farmers and based on the trend that, when farmers earn more money for their crops, they are more likely to use professional aerial application services.

The reasons outlined for the increases in food include the increase in meat consumption in developing countries. Higher incomes in India and China have resulted in hundreds and millions more people wealthy enough to afford meat. In 1985, the average Chinese consumer ate 44 pounds of meat per year; now he eats 110 pounds. It takes eight pounds of grain to make one pound of beef. As a result, farmers are using 220-275 million more tons of grain to feed their animals than they did 20 years ago. Couple this with growing populations in Latin America and India resulting in increased demand for tortillas and chapattis (a type of Indian bread) and it makes perfectly good sense why demand for grains has increased.

Another, and probably more important, reason for the increased demand in grains (hence, price in foods) is the rampant demand for ethanol as fuel for U.S. automobiles. In 2000, around 16.5 million tons of the country's corn crop was turned to ethanol; in 2007, the quantity was around 93.5 million tons. The U.S. is the world's largest corn exporter. Because the nation is using a significantly larger amount of corn for fuel, the result is increasing demand and prices for such commodities. According to *The Economist* article, in 2007, "the overall decline in stockpiles of all cereals [was] about 58 million tons."

For those in agriculture enjoying higher prices, which should include a number of agricultural aviation operators, this trend of higher prices should continue into the future. For example, the International Food Policy Research

Institute (IFPRI), which is financed by governments and development banks, predicts cereal prices will rise by between 10 and 20 percent by 2015. The UN's Food and Agriculture Organization's forecast for 2016-17 is slightly higher. Supply can only increase if new land is brought into cultivation or yields go up. There are limits to how much harvests can be expanded in the short-term because the most arable new farm land is in remote parts of Brazil, Russia, Kazakhstan, the Congo and Sudan where infrastructure is poor to access the land.

For individual agricultural aviation businesses to continue to prosper in this positive agricultural economy, it is important to continue to positively market one's services to growers and to emphasize professionalism. A report conducted just last summer of Midwest agricultural aviation business owners by BASF indicates that 73 percent of aerial applicators have either a moderate, high or very high influence on growers' product decisions. This is a clear indication that growers associate a high sense of credibility with agricultural aviators when making decisions pertaining to their crop. As a result, it is important for aerial applicators to stay in communication with their growers. Another interesting finding in the report is that 53 percent of aerial applicators both apply and sell pesticides. Clearly, it is easier to market aerial application services if the grower must come to you to purchase product.

The BASF report also highlights some important data on the most professional applicators that are involved in industry education programs and are members of the NAAA. The report found that NAAA members are more likely to have a higher level of training and attend professional education programs such as PAASS. In addition, the average number of corn, soybeans and/or wheat acres treated in a typical year was significantly higher among NAAA members compared to non-members. It appears that based on the economic outlook for agriculture, there is a bright future for professional aerial applicators that market their services. ✕

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MAKING "HEALTHY" A HABIT



As spring approaches, thoughts of getting in shape and ready for the busy spray season enter our minds. It is the perfect time to develop a habit of healthy choices that will make your busy season an easier and safer one.

I am an exercise nut. I admit it and can't seem to function well without it. However, my intent is not to push exercise on you. You already know how important it is for good health. What I would like to do is encourage you to start thinking healthy. Start it now; don't wait until your busy season is upon you, when change would just be impossible to do. If you make being healthy a habit now, it will stay with you through the busy and slow seasons.

It is not just exercise I am encouraging, but good nutrition, rest and play. Each of these things is so important to our physical and mental health. Imagine your life without what you have now (health, family, business) and then make the changes you need to keep it.

Of course exercise is important – even a 15 minute walk counts, and we all have time for that. It clears the mind, increases our stamina and builds a healthy heart. Do it as a family; take a walk together, children too. You can make it a time to talk with each other without the phone, radio, television or computer to interrupt.

Start the season with good nutrition as a goal for most of the time. Ron and I eat like we are on a diet most days and then we truly enjoy those splurges – guilt free. Eating healthy becomes a lifestyle that will help your body's ability to handle the stressful times.

We all know the importance of fueling our bodies with the good things and keeping hydrated. I was one of those "no breakfast for me, thank you" people for years. My body and mind struggled to keep up by midday because breakfast just didn't sound good early in the morning. Finally, I read

enough on the subject and realized I was starving my body and brain for fuel. I encourage you to eat a breakfast of some kind. One of my favorites in the cooler months is soup, which is easy, light and warm. Make your family eat something, especially your pilots before they start the day. Keep them fueled for the stress they could encounter. The body can fuel itself from what it has stored; the brain cannot. It needs good carbohydrates for fuel, which is one of the most important facts I read about that encouraged me to learn to eat breakfast.

You can read about the benefits of living a healthy lifestyle everywhere. There is enough information out there to overwhelm you and make you wonder about all the different advice on eating, how much sleep you should get, and how long and how hard to exercise. I believe in the common sense approach. Do what works for you and your family, and choose a lifestyle that you can actually live by.

The stress of busy days pushes all of this aside too easily in our culture. It seems that, unless we are moving at a fast pace with a full calendar, then we are not meeting the expectations of the world around us. Often, when I find myself talking to others, it seems we are comparing calendars to show how busy we are, and we're somewhat satisfied if we can prove that we are indeed busier than someone else.

Rest and play are also very important to live a healthy lifestyle. The spray season will be here before you know it, so enjoy this time to play, and take a nap! I love to read; it is an opportunity to go somewhere I haven't been, revisit a place I have been and meet new people. In the busy season, it is rare to find the time to just sit back with a cool drink and a book. Some solid advice given to me was to find what soothes you and, in that, find restoration. By restoring balance in your life you will be happier, healthier and safer ✦

*Imagine your life without what you have now
(health, family, business) and then make the
changes you need to keep it.*



NAVIGATING PUBLIC SENTIMENT

As discussed in an article of this current issue, aerial application is important in extending the yields of corn. There are some very effective products that can extend the yield and profitability to farmers by aerially applying them. The unique ability to treat this high standing crop by air with effective products, including fungicides, can be very valuable to the farm customers and our industry. Unfortunately, not everyone welcomes these developments, and we must act to minimize the adverse reactions by the public and the regulators.

I have been an operator in the Corn Belt for over twenty years. The current high value of corn, soybeans and wheat are all a product in some way of the combined effects of the low value of the dollar, high global demand and also the use of corn to make ethanol. This high market value of crops does increase the crop protection opportunities for us. The public and the local regulators are not as accustomed to seeing large numbers of ag planes working the area as they may be in other areas. I do note that areas where we do more work

The unique ability to treat this high standing crop by air with effective products can be very valuable.

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have fewer complaints than areas that are sporadic in using aircraft for crop protection needs. With more work being done in other areas, this translates into more calls to regulators by the public — not always as complaints, sometimes just wanting to know why there are all of these low flying airplanes. The regulators who were accustomed to having only a few calls and complaints on aerial application are now faced with many, and many of those are not legitimate complaints, but they do all take time and attention, which wears on the patience of the regulators.

While this gives our industry added potential, I believe that operations must be conducted under the supervision of a local, experienced aerial application firm. A few months ago in this column, I remarked, and I am repeating it here: *In the Midwest, a common practice is to subcontract planes and then set them up with a fertilizer plant to organize and operate them. I contend that the experience that a local, established operator brings to the situation by directly organizing and supervising the operation is invaluable to reduce complaints and increase effectiveness. Many times, a ground dealer will assign fields with no regard to drift concerns or built up areas. These are the very things that local aerial experts will look out for and reduce those exposures and complaints.* A recent development is that registrants get into the brokering of airplanes from remote locations and, here again, I do believe that this practice is detrimental to our best interests.

This is an exciting time to be in the aerial application business as an operator or a pilot. Local experience and knowledge are essential elements to successful operations. The current opportunities may even increase, but only if we can effectively, considerately and safely conduct these operations. We must conduct our activities in a considerate manner of operations to insure that we have continued opportunities. ✖



THE IMPORTANCE OF PACS AND POLITICAL ACTIVISM



We are now well underway into another presidential election year. This is a very important year because not only will a new President be elected but also all Members of the House of Representatives and one-third of the U.S. Senate are up for reelection. Voter turnout, as we have seen from the caucuses and primaries already held, are at record highs. With so much at stake politically for our country and our industry, it is important that we do what we can to ensure that our nation’s policymakers are supportive of the aerial application industry. One way NAAA has tried to do this is by establishing a PAC.

A political action committee, or PAC, is, as the name indicates, a political committee organized to elect candidates running for government office that are supportive of issues important to that political committee. Trade associations, corporations, unions and other entities are known to organize PACs as a way to generate funds from their members or employees, enabling them to contribute to these candidates’ campaigns. NAAA’s PAC, known as AgAv PAC, was established to contribute to candidates running for public office that are supportive of the aerial application industry and the issues it faces.

PACs are not without controversy. Some believe that PACs corrupt politicians by bringing outside money into the political arena to buy favors from politicians. Regardless of one’s opinion about PACs, the fact of the matter is that they are actively used by a number of different lobbying entities in Washington, DC. They are a valuable tool to have available to help ensure supportive politicians remain in office. In addition, it is important to know that a number of environmental activist groups that take opposing positions on issues impor-

tant to small businesses have very large PACs. For example, according to the Federal Election Committee, the League of Conservation Voters, which often takes positions counter to U.S. business positions, as of the end of November 2007, had a PAC with over \$424,000 on hand to distribute to the campaigns of politicians supportive of their environmental activism. NAAA’s AgAv PAC, on the other hand, had just over \$27,000 on hand as of the beginning of this year.

Contributing to a PAC is just one tool to use to make a difference with policymakers. There are a number of ways, which include writing to your congressperson(s) on issues important to you. Often times NAAA has sent grassroots requests to its members asking for help in contacting policymakers – via fax, letters, emails – on issues important to the aerial application industry. These efforts have contributed to NAAA’s success on issues pertaining to increasing federal funding for aerial application research and obtaining a full and complete exemption on federal aviation fuel taxes. Please be ready to respond in the future when you receive these grassroots requests.

Also, visit with your congressperson(s) and/or their staff on the issues. When Congress is not in session, your Representative and Senators are usually at home, visiting with constituents. This is a great time to schedule an appointment at their offices or invite them to your operation for a tour and discuss with them the issues. NAAA is always available to help schedule such appointments.

Remember, it is important to participate in the political process, even if only minimally. Edmund Burke, the famous 18th century British political writer once said “Nobody made a greater mistake than he who did nothing because he could only do a little.” ✈

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CORN BOOM: INCREASED YIELDS WITH FUNGICIDES SPUR NEW REQUESTS FOR AERIAL APPLICATIONS

By Mary Lou Jay

For U.S. corn growers, 2007 was a very good year. According to the U.S. Department of Agriculture, corn production reached a record high of 13.1 billion bushels. Ag aviation played a role in this achievement. Since pilots began treating field corn with fungicides a few years ago, yields per acre have grown significantly.

BT Corn: Farmer's Gain Is Ag Pilot's Loss

Corn has been an important market for the ag aviation industry for many decades. "This company and its founders have been spraying corn since 1947," says Terry Sharp of Agri-Tech Aviation in Des Moines, Iowa. "From the time I started in 1979 up through the mid 1990s, corn was always our bread and butter crop. We sprayed commercial corn – regular production corn – primarily for European corn borer and corn rootworm beetle adults."

But in the mid 1990s, the seed industry introduced a corn plant genetically modified with the bacterium *Bacillus thuringiensis*. BT corn produces a protein that kills the European corn borer and similar pests.

"In just a matter of years, we went from basically relying on corn as our core business to having virtually no market with corn," says Sharp. Farmers still needed insecticide applications on seed corn, however, since it does not have BT corn's resistance to insects during all parts of its life cycle. But seed corn is a very small percentage of the overall corn crop.



The 'X' and the thick horizontal line down the field were created using Headline® fungicide. The other areas of the field are untreated. In the areas of the field that were treated, the grower picked up an extra 18 bushels per acre of corn over the untreated acres.



The corn in this field was treated using Headline® fungicide. The corn stood tall all through the harvest and the combine was able to easily work through the field. This reduced the grower's time in the combine, which results in less money spent on fuel and other resources.



The corn in this field was left untreated, which resulted in the corn stalks falling over. This makes it more difficult for the grower because he spends more time in the combine.

Photos courtesy Craig Bair of AgFlight, Inc.

Better Yields And Stronger Plants

Because of the value of the seed corn crop, ag aviators routinely treated it for diseases like gray leaf spot, rusts and leaf blights.

“The farmers would get five to seven bushel yield increases, and on seed corn, that’s huge,” notes Eric Klindt, a pilot with Tri-State Air Ag in Wahpeton, North Dakota. It was still not cost effective for farmers to treat their regular field corn with fungicides, however.

Several things happened to change that. One was the introduction of new, more effective fungicide products. Originally, Mancozeb was the active ingredient in most fungicides used on corn, but in the mid 1990s, Syngenta’s Tilt and a few other chemicals containing Propiconazole came into the market.

With the introduction of strobil-based fungicides (BASF’s Headline®, Syngenta’s Quadris® and Bayer’s Stratego®) in the early 2000s, farmers began taking another look at their benefits.

“When the Asian soybean rust scare came about three years ago, everybody really started looking at fungicides for disease prevention,” says Sharp. “The first year, we made applications on several thousand acres of soybeans as a preventive measure. Because of my experience spraying fungicide on corn, and because of the results we’d seen on seed corn, I started spraying a few fields of corn with fungicide as a trial. The response was exceptional. At the same time, BASF and other manufacturers started looking at their fungicide products as part of a yield-enhancing, disease reduction process.” BASF in particular took a lead in promoting the use of its Headline® product for corn.

Craig Bair of Ag Flight, Inc. in Nebraska started experimenting with Headline four years ago, starting with 250 acres of test plots the first year, going to 500 the next, 10,000 the third and 80,000 acres last year.

“The least increase I had was 5 bushels per acre, and one field went to 42 bushels per acre,” Bair says. “The difference is that some plants are more

susceptible to gray leaf spot than others. The fields where they’re only seeing five bushels per acre increase have some pretty good disease tolerance built into the plant already.”

Scott Schertz of Schertz Aerial Service, Inc. in central Illinois says he has seen yields grow from 10 to 30 bushels per acre. “Some genetic developments in the corn have compounded this,” he says. “There are some very high-yielding corn varieties that usually respond very well to the fungicide.”

Fungicide also improves the corn’s standability. “The pulp of the stalk is a lot stronger and lasts longer in the season when the plant has been treated with fungicides,” says Garrett Lindell of Lindell Aerial Ag Service in Aledo, Ill. “I’ve had some people tell me they’re willing to do the treatment just for the harvestability.”

Rising Prices Fuel Fungicide Demands

Treatment with the strobil fungicides costs somewhere around \$20 an acre, however, so its more widespread



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use would not have occurred without a rise in the demand for and the price of corn.

“With land prices and fertilizer prices and everything else going up, farmers need to maximize what they can get out of the crop,” says Klindt. “With the price of corn around \$4.50 a bushel – double what it was a year ago – I think you’ll see an even bigger demand for spraying because the return on investment is even greater.

“Before, you would look at a 15 to 20 bushel increase, and dollar-wise, you were looking at right around \$35 to \$40 an increase per acre. Now with these prices, you’re looking at around a \$60 to \$80 increase. If those prices hold, I see a pretty substantial increase in spraying with fungicides for the next couple of years.”

Prices are likely to stay high for at least the next few years, with greater demand for U.S. corn in the export market and for ethanol. In 2007, almost 25 percent of the U.S. corn crop – 3.2 billion bushels – went to the production of ethanol and co-products. The U.S.

General Accountability Office estimates that usage could increase to 30 percent by 2011.

Careful Stewardship Required

There’s a relatively narrow window during which ag aviators can treat cornfields with fungicides. “What they’re telling us now is that they want the flag leaf that wraps around the tassel to be exposed before you start treating. Then you have up until the brown silk stage, when you should start shutting down operations,” says Lindell. Fungicides are applied just once for field corn.

Aerial application is the preferred method of fungicide treatment because the corn is so tall at this stage. “Ground rigs have done some of it, but the results aren’t as good, and they damage quite a bit of the corn,” says Mike Bartholomew of Bart’s Flying Service in Iowa. “There are also some concerns about the possibility of spreading disease when ground rigs are going from field to field with the fungicide. With an air-

plane, we’re not in the crop, so there’s no cross-contamination.”

In northwest Nebraska, some farmers have tried chemigation from a center pivot since they’re already irrigating their crops. Most have gone back to spraying by air. “But that’s something we have to watch,” says Bair. “If the operators don’t do a good job of applying this product and the growers can see that, they have an alternative method in my area.”

Bair applies the fungicide flying about 10 feet above the tassel. “You have to make sure that your aircraft is set up right. We spend a lot of time going over our operation safety equipment to make sure that we are getting the pattern evened out, because the corn will show streaks if your airplane is not putting the fungicide out evenly.”

“I really hope that everyone does the best job they can rather than as many acres as they can,” says Sharp. “We’ve learned over the years that you can see every mistake that you make. It’s real visible from the air, it’s visible from

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"I believe that it is very important that people coming in are working with a local operator, someone who knows the area and has the proper facilities, knowledge and equipment to conduct operations."

-Scott Schertz

the ground and it's visible from the combine."

"I think it can be a challenge to treat as much as people want in a timely manner," says Schertz. "We have to be really careful in operating our businesses to meet demands, so that we do it in a good way and offer proper stewardship of the materials."

"I believe that it is very important that people coming in are working with a local operator, someone who knows the area, and has the proper facilities, knowledge and equipment to conduct operations," he continues. "We've got a potentially big market for the industry, and, in many cases, it's being done in areas where it is unusual for the majority of fields to be sprayed by air. It really does need to be done in a conscientious manner."

"We all have to be more proactive as we visit with different people in the agricultural community," Sharp adds. "I'm talking to my customers and to others, explaining there's more to the process than just having an airplane show up and fly. We have to tell them what it takes to do a good job."

"I'm very concerned that this opportunity could self-destruct if we don't approach it with the highest level of professionalism that we can muster."

Good Outlook For The Short Term

Several aerial applicators have actively marketed the use of fungicides on corn to local farmers and co-ops, often in conjunction with BASF's efforts with *Headline*®. They've received mostly positive responses, but they understand that this opportunity may not last forever.

"I think we're going to see a good demand for it for a few years yet, at least until the seed corn companies figure out a way to develop resistance to these diseases," says Bair. "I think when that happens, we will be back in the same boat as we were a few years ago with BT corn."

The rising prices of all farm commodities may persuade some farmers to plant something other than corn. "You don't have to put as much fertilizer on the ground for wheat and soybeans as you do for corn, and fertilizer prices are way up," observes Klindt.

Although increased ethanol production could continue to spur the demand for corn, researchers are looking at ways to use other materials, such as switch grass, wood chips or plant stalks in the process. If they are successful, corn could be in less demand and its price could go down, making fungicide treatments less cost-effective.

Bair is also concerned that the price of corn could get so high that ethanol plants will cut production because they'd have to charge too much for their fuels. "Ethanol is not as efficient a fuel as fossil fuel. Right now, at its current price, it pays to burn ethanol, but if it gets up to the price of regular gas, it doesn't pay to use it."

"There is certainly an increase in application right now, and there will be a decrease," observes Lindell. "I don't know that I see that happening for several years, but when the price of grain goes down, I believe we will see a decline in application. That's just the law of supply and demand." He believes, however, that when the hot corn market cools off, ag aviators will find new opportunities. "Mother Nature has a unique way of creating work for people." ✕

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RESEARCHERS STUDY LOW VOLUME FUNGICIDE SPRAYING

By Lindsay Barber, NAAA Director of Communications

During 2007, corn became the frontrunner crop in the United States. This was great news for the aerial application industry because, once corn begins its tasseling stage, the only way to protect the crop with products is via aerial application. Aerial is the ideal method of application at this stage because aircraft are not hindered by heavy canopies that cover the rows, which prevent ground rigs from entering. In addition, an airplane or helicopter can accomplish three times the amount of work in a day than ground or any other form of application can. Many fungicide applications begin during the tasseling or pollinating stage. *Read more about the importance of aerial application on corn in this magazine on page 15.*

In conjunction with the high amount of corn crops in 2007, BASF announced that their fungicide called Headline® can be used for aerial application with only 2 gallons per acre (GPA) of spraying, which is the first low volume fungicide. This is beneficial to farmers and applicators because there is less water per ounce of active ingredient, which results in less

fuel used and fewer take offs and landings allowing for less expense for both the farmer and applicator.

Following BASF, Syngenta announced that their fungicide called Quilt could also be used with 2 GPA for aerial application. The American Society of Agricultural and Biological Engineers (ASABE) presented two studies at the 2007 NAAA Convention in Reno, NV, which were conducted during the 2007 flying season in regards to the low volume spray coverage of the corn.

BASF's fungicide Headline® label states that Crop Oil Concentrate (COC) is the adjuvant or additive that can be added to the crop protection product when making applications at two GPA. Both studies were conducted to determine if other adjuvants or additives could work as well or better than COC.

Aerial Application (Low Volume) Spray Coverage In A Corn Canopy

One of the two studies recently presented at the NAAA Convention pertaining to making more effective applica-

tions to corn was, "Aerial Application (Low Volume) Spray Coverage in a Corn Canopy." It was conducted by several BASF employees, including Dr. Gary Fellows, Technical Manager; Alvin Rhodes, Technical Service Representative Sr.; Brady Kappler, Technical Service Representative Sr.; Mark Storr, Technical Service Representative Sr., as well as Bob Klein, Extension Cropping System Specialist of the University of Nebraska.

The two objectives of their study were to evaluate multiple levels of low volume spraying aerially applied under high evaporative conditions and to evaluate how High-Load COC compared to COC adjuvants for deposition and coverage. High-Load COC (Hi-Load) is an adjuvant containing 60 percent oil concentrate and 40 percent surfactant and COC contains 80 percent oil concentrate and 20 percent surfactant. The Hi-Load COC is a widely used adjuvant that contains about 20 percent less oil but more surfactant.

To meet the first objective of the study, the researchers worked in four corn fields in Iowa, Nebraska (two locations) and Louisiana and with four different pilots.



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Aerial application is the ideal method of application at corn's tasseling stage because aircraft are not hindered by heavy canopies that cover the rows.

In all locations, Kromecoat® paper was attached to corn leaves to collect the spray droplets. The cards were attached to the top leaf, the ear leaf and to the third leaf below the ear leaf; they were all attached about 8-10 inches from the stalk and they were attached to a plant centered on the first pass of the airplane and at plants in every other row perpendicular to the plane spraying direction until it reach the center of the return (parallel swath) path. By using this method, the entire spray pattern of the plane was represented. After applications, the cards were col-

lected and analyzed using DropletScan™ analyzers to find the median droplets and percent of coverage.

The first objective of the study found that spraying with low volume applications, which consists of 2-5 GPA, can provide excellent coverage and efficacy; but, as the GPA of the product is reduced, the role that environmental conditions play on spray droplets becomes very important. Special care should be taken under high- evaporative conditions, which means high temperatures and low relative humidity. In this type of weather condition, increas-

ing water volume may provide better coverage by ensuring that more droplets hit the target crop canopy.

“The preliminary findings indicate that when water per acre applied is lower, calibration and accuracy become more important to ensure excellent coverage,” said Dr. Fellows. “That’s important because we want to help aerial applicators deliver the maximum value to their customers of Headline® fungicide in corn while being able to take full advantage of the efficiencies of the lower volume label.”

To meet the second objective of the study, the researchers tested High-Load COC vs. COC adjuvants for deposition and coverage. The studies compared the effect of ½ pint per acre of High-Load COC (Hi-Load) to 1 pint per acre of COC. Oils are used with low volume applications to prevent evaporation of the droplets from the nozzle release at the aircraft until deposition onto the crop canopy.

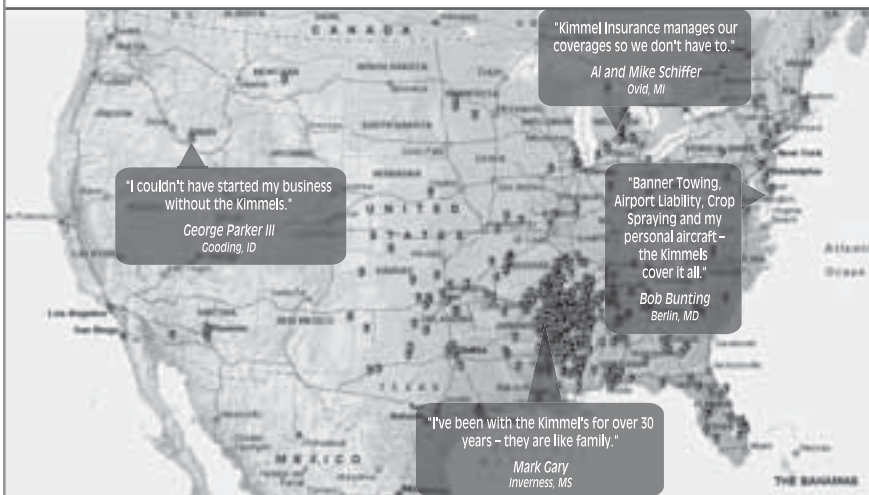
The second objective of the study found that the Hi-Load COC adjuvant performed statistically equal to the COC and can be used as an alternative adjuvant to low volume applications. Visual droplet analysis of treated plants confirmed that a properly applied aerial application of fungicide at 2 GPA will provide excellent coverage of the entire corn plant, especially the critical ear leaf and above.

Dr. Fellows applauded the work of the National Agricultural Aviation Association (NAAA) and its members in helping American agriculture produce record yields. “Aerial application of crop protection products is essential to increasing the output of American agriculture and meeting the demand for corn and soybeans. The NAAA led the way – doing a tremendous amount of work to ensure that happened in 2007 and will again in 2008.”

Enhancing Low Volume Fungicide Applications On Corn With Additives

The second study that was presented at the NAAA convention is titled “Enhancing Low Volume Fungicide Applications on Corn with Additives,” and was conducted by Dr. Dennis Gardisser of the University of Arkansas; Dr. Robert Wolf of Kansas

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State University; Dr. Scott Bretthauer of the University of Illinois; Dr. Andy Mauromoustakos of the University of Arkansas; and Lynn Baxter of the University of Arkansas.

This study was conducted to help determine what additives could be utilized as tank mix partners to enhance deposition efficiency within the corn canopy when pilots make aerial applications of fungicide at 2 GPA. Additives included COC, liquid fertilizers, non-ionic surfactants and other adjuvants. A list of the treatments is listed on the next page. Adjuvants have been utilized for years to increase coverage, efficacy and application efficiency.

The study was conducted with fungicide applications being made in full size production fields in four locations in three states, Arkansas, Kansas and two locations in Illinois (Kankakee and Bushnell). Aircraft models, nozzle and boom setups were different in every location, as was the size of canopies and weather. The studies were designed so that statistical techniques could be utilized to fully explore how the various additive treatments affected spray deposition, droplet spectrum and crop yield. Other variables including wind speed and direction, temperature and relative humidity were also monitored.



Many aerial fungicide applications begin during the tasseling stage.

The three objectives of this study were to evaluate aerial applications with multiple adjuvant combinations with BASF's Headline® fungicide, compare droplet deposition based on adjuvant types in low volume aerial application and compare yields and disease control (if present) among the adjuvant treatments in corn when sprayed with low volume aerial applications of Headline®.

There were a total of nine treatments at the four locations for yield comparisons and droplet analysis. Like in the first study, Kromecote® cards were placed

at three different levels within the crop canopy during the application to evaluate deposition quantity – the top corn leaf, ear leaf and three collars below ear leaf. After applications, all of the cards were collected and evaluated using the WRK DropletScan™ system.

The results of the study were different in every location due to unforeseen circumstances. Some of those items could consist of the canopy, aircraft, weather, humidity, etc. According to Bretthauer, "Everything can have an impact on the results of this type of study. While we

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used some of the same treatments in different locations, there were different factors in each location including different aircrafts and nozzles, as well as the fact that the canopy height and structure was different in all locations."

The additives/adjuvants that were tested using Headline® at 2 GPA and the application rates include:

- Crop Oil Concentrate (COC)
- Non-ionic Surfactant (NIS) at 0.25% v/v
- Methylated Seed Oil (MSO) and NIS at 4 ounces per acre and NIS, as well as Controlled Release Fertilizer at 1 gallon per acre
- NIS at 0.25% v/v and Interlock at 2 ounces per acre
- Quilt at 14 ounces per acre and NIS and 0.25% v/v
- MSO and Organosilicone Surfactant Blend at 4 ounces per acre and Controlled Release Fertilizer at 1 gallon per acre
- High Surfactant Oil Concentrate at 0.5 pints per acre and Interlock at 2 ounces per acre
- Control at 4 ounces and COC at 1 pint per acre (only tested in Arkansas)
- Deposition Aid A - NIS + deposition aid at 1% v/v (only tested in Bushnell, IL)
- Deposition Aid B = NIS + deposition aid at 1% v/v

Some treatments did show a significant difference in some locations, but when they were tested in the additional locations, they did not always follow the same trend. There were no significant yield differences among the treatments, but this effect could be due to the low amount of disease that existed in the crop canopy. There were also differences notes in the canopy structure that were hard to address, such as some fields were more upright and open than others, which could have made a significant difference. COC had significantly lower coverage at two of the four locations and NIS had significantly lower coverage at three of the four locations. ✕

Thank you to Dr. Gary Fellows and Dr. Scott Bretthauer for assisting with this article. All of the ASABE studies that were presented at the NAAA Convention, including the two studies above, are available online at <http://apmru.usda.gov/downloads/downloads.htm>.

THE METHOD BEHIND THE MADNESS – AGRICULTURAL AVIATION LIABILITY DRIFT CLAIMS

By NAAA Insurance Committee

Nobody plans to have a drift claim, but it is part of life as an aerial applicator. Even with the utmost prevention and preparation, drift does happen, and knowing how to work with your insurance company and your duties when a loss occurs becomes critical in helping you to resolve a drift claim with the least amount of frustration.

There are three key elements to consider when working with your insurer:

1. Timely notification of a claim,
2. The settlement process – why payments are made, sometimes,
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Regardless of the type of claim you are dealing with we always wonder what is going to happen to our rates. Let's look at these components individually and how they work for your benefit.

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If you're having trouble sleeping one night, break out your hull and liability policy, which is probably buried on your desk or stuffed away in the filing cabinet. Look for the "Conditions" section of your policy, which is usually found in the back part of the policy provisions and specifically look at the section which deals with Notice of Occurrence, Loss, Claim or Suit. Now, if you are still awake, you'll probably find language similar to this:

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- How, when and where the occurrence took place; and

- *The names and addresses of any injured persons and witnesses.*

The first item which stands out is the requirement of the insured to notify the insurance company *promptly*. This condition is not there to let the insurance company raise your rates, but rather to start the process of investigation as soon as possible. This is particularly important when dealing with a drift claim as your insurance company will generally have access to individuals who are experts in the field and are automatically on your side. In cases where damage to the crop was in fact caused by drift from the insured aircraft, your insurance company can often times help to minimize the loss by finding alternatives to just paying a claim. A few examples include replanting the crop if time permits, finding alternative buyers for the damaged product if they exist, such as turning grapes into raisins for Raisin Bran, or treating the damaged crop with fertilizers to recover the damaged crop. Of course, if the insurance company doesn't know about the loss, then they can't help you! The insurance company also has a duty to defend you; thus, by not informing your insurance company in a timely manner, the company is unable to gather the vital information needed to prepare a defense on your behalf. Sometimes a late notice may result in a claim payment being made if the allegations from the claimant are simply indefensible – meaning no way to prove your innocence. You paid good money for drift coverage – why not put the insurance company to work?

The Settlement Process – Why Claim Payments Are Made, Sometimes

Insurance companies have a duty to defend you, indemnify you (within the policy limits) and, lastly, settle

within the limits of liability you purchased. Sometimes due to a lack of defense or to settle within the limits of liability purchased and protect your out-of-pocket expenses, your insurance company may settle the claim, even if you think you did nothing wrong! Believe me, the insurance company has no desire to hand out checks for frivolous claims, and in the long run, this benefits nobody (except maybe the claimant). But considering the three basic duties of the company when it comes to your insurance policy, sometimes this is the only option to fulfill the contractual obligations an insurance company has to its insured.

If there is a lack of defense (sometimes resulting from the late notice



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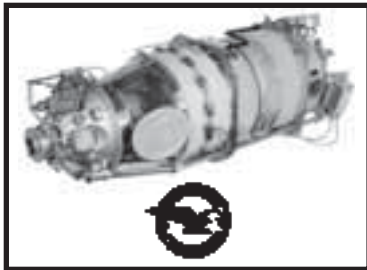
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of a claim) the insurance company is stuck – meaning the insurance company can't investigate and gather evidence on your behalf, thus your defense against these allegations will be weak at best. Therefore, the only two options or basic duties the company has left is to offer a settlement and hope to contain it within your limits so you have no out of pocket expenses. The last thing you want to hear is it is time to go to court and the demands exceed your policy limits. When this juncture is reached, any judgment rendered against your business exceeding the limit of liability you purchased in your insurance policy will be out of your pocket.

Which is the lesser of the evils – settling and protecting your business or pushing an allegation against your business when the evidence is not in your favor? In the aerial application industry, when it comes to drift claims, there are battles which are sometimes lost. The good news is that overall, the trend in the industry is winning the war and with the cooperation of the insured, many cases can be resolved with little or no payment for claims which are frivolous.

Can your insurance company pay your policy limits and walk away? For most insurance policies the answer is "NO" unless the insurance company secures a release of all claims pertaining to the incident in your favor. Then everyone walks away with the provision that no further claims can be made regarding this incident.

The Legal Basis For The Release

The release is probably one of the most misunderstood documents in the

insurance business. The release is simply a contract or an agreement between the insurance company, the claimant and the insured which acknowledges consideration and settlement and prevents the claimant from coming back against the insured for additional damages concerning the incident involved.

Each insurance company uses their own release form, which are all very similar in nature; and, depending on the complexity of your claim, the release may be modified to suit the specific needs of the claim. The bottom line is, once a release is accepted, signed and a payment (consideration) is made, the insured is generally "off the hook" for any other damages sought by the claimant pertaining to the accident or drift incident. This is another reason why it is so important to get your insurance company involved with a potential claim. Without a properly structured release, there really has been no settlement or agreement to the conclusion of the claim, even if you offered payment from your own pocket. Lacking a proper release the claimant now has a legal basis to pursue further damages against your business.

Other Concerns

Mentioned earlier, another concern regarding any claim filed with your insurance company will be what is going to happen to my rates? The honest answer is, "it depends."

Some of the factors an underwriter will consider when evaluating loss experience will be the type of claim involved (bodily injury or property damage), the amount of damages involved, your previous track record and also what the

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circumstances involved with the loss were. Your best plan of attack to deal with this concern is not to wait until the loss is filed with your insurance company to discuss rates and claims. Have an open discussion with your broker and/or underwriter to find out what the company's philosophy is when it comes to evaluating loss experience. Also be sure your broker understands all of the pertinent details surrounding the accident or incident. The more information the insurance company has, the better off you will be when it comes to pricing. Your broker is your representative to the insurance company – why not put them to work for you?

Speaking of insurance rates and claims, there are several things you can do to help keep your rates down, and they might even help you avoid a future drift claim. The act of prevention I am talking about relates to your participation in the industry. Most insurance companies will look favorably upon attendance at PAASS or an Operation S.A.F.E. clinic when it comes to pricing your policy (for more information on PAASS and Operation S.A.F.E., visit the NAAA Website at www.agaviation.org/). Beyond attending these programs and clinics, your membership in the NAAA, state and/or regional associations will also be viewed favorably in the eyes of the insurance company. Not only could it help keep your insurance rates down, but it also makes you a "professional" in the eyes of your non-aerial applying peers. Take a moment and imagine yourself on the witness stand testifying on your own behalf. If a

judge or jury sees that you are involved in all of these "professional" activities and that you are an active member of "professional" organizations relating to your vocation, then you have just gained valuable credibility which an insurance company can't provide. It's up to you to get involved!

In conclusion, this may seem like a lot of information to deal with, but that's okay because all you really have to do is remember these five key points when you suspect a claim might be in play:

1. File any suspected claims immediately with your insurance company.
2. Gather initial evidence after you report the claim. Pictures can be worth a thousand words – or thousands of dollars – when it comes to a drift issue.
3. There is never too much information – insurance companies want to know it all.
4. Gather names, addresses, phone numbers/contact info of parties involved, and names of other applicators involved (if applicable). Be aware of other spaying operations in the area (ground rigs etc.)
5. Don't admit fault – empathize; don't sympathize.

Remember that your insurance company has a contractual obligation to work with you, but if a claim is not filed, then the company can't go into action. By making a timely notice to the insurance company and executing these five key points, your premium dollar investment will begin working for you! ✕

Congratulations to 2007 WNAAA Scholarship Winners Danny Prickett of Chicago, IL and Susan Crawford of Oregon, WI. Visit the NAAA Website at www.agaviation.org/scholarship.htm to read their winning essays.

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YOUNG, HEARING-IMPAIRED PILOT TAKES ON AGRICULTURAL AVIATION: AARON PETERSON

By Lindsay Barber, NAAA Director Of Communications

Aaron Peterson was born in 1979 to Dwight and Kathleen Peterson in Minnesota. Growing up, he never thought he would follow in the footsteps of his father and enter the exciting world of agricultural aviation. He also never considered working in the industry because he is hearing-impaired. Peterson was born with his hearing, but after complications from meningitis at a very early age, he lost his hearing.

Growing up in the industry, Peterson was raised on a family farm with his father, his grandfather, an uncle and two brothers, all of whom were involved in the farming business. He grew up helping his family farm the land. Peterson's father Dwight owned and operated the aerial application company Radium Airspray Inc, which is still in business today.

After graduating from high school, Peterson attended college in Rochester, New York to become a Machinist. He graduated in 2003 from Rochester Institute of Technology (RIT). After returning to North Dakota from New York, he pursued a degree in Agricultural Engineering at North Dakota State University (NDSU) in Fargo ND. But on his way to class one day, Peterson stopped at Vic's Flying School, thinking about earning his pilot's license, which he ultimately received in 2004.

Peterson stated, "I informed the flight school that I was deaf, and they told me that they could help me obtain my private pilot's license. The main problem that I had while working to receive my license was obtaining the first medical I applied for. It took several months to get it processed, and several times, I thought that it was never going to happen. I also had to



Aaron and his pilot's license in 2004.

take a check ride with an FAA official for my SODA.”

SODA is the Statement of Demonstrated Ability which is granted through the Federal Aviation Administration (FAA) to persons with disabilities. SODA is granted to a person whose potentially disqualifying condition is nonprogressive and who has been found capable of performing airman duties without endangering public safety. SODAs are valid for an indefinite period or until an adverse change occurs that results in a level of defect worse than that stated on the face of the document. Peterson was able to receive the SODA because he is completely deaf; therefore, his hearing impairment cannot get worse. FAA also found that he did not endanger the lives of people or himself while flying.

“I was so nervous because they threw a lot of hoops at me during the SODA check ride, but I got through it. That was in 2003, and in 2004, I completed my commercial pilot’s training,” Peterson said.

At that time, Peterson didn’t have any interest in completing his degree at NDSU because he wanted to focus his time and energy on spraying.

According to Vic Gelking of Vic’s Aircraft Sales in Fargo, ND, “Aaron was a great student, and we taught him how to fly. We hired an interpreter to work with us so that each of us could understand what the other was saying. He is very adept at learning new things, and he learned how to fly very quickly. Aaron is a pleasant young man, and he was fun to have around.”

Peterson stated, “I have been around ag aviation for as long as I can remember, but I never had any intent on getting involved in the industry. I was more interested in farming, but that all changed when I started my flying lessons. I sold all of my sugarbeet stock and took the plunge into aviation. I’ve never looked back.”

Peterson is entering his fourth spraying season in the Northern Minnesota area and did one year of winter spraying in Yuma, AZ. He

operates Thrushes with Walters ME-11 turbine engines, and this summer will be his third year flying turbines.

According to Peterson, “We treat many different types of crops, wheat, beans, sunflowers, corn, beets, organic fields and several other types of crops. I have also done broccoli, cauliflower, onion, spinach, melons, cotton and hay.”

Peterson has also had the opportunity to work with a few other operators in his area. According to Eric Klindt, pilot for Tri-State Air Ag in Campbell, MN, “In 2007, my operation was looking for someone to help spray herbicide. After making several phone calls, someone mentioned that we should contact Aaron Peterson from Warren, MN. They told me to call his dad, Dwight, and he will relay the message to Aaron. He was interested in working for our operation and, although I was worried about communicating with Aaron, it turned out to be no big deal. He is really quick when he sends text messages on the cell phone, and most communication barriers were gone



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once we learned that texting and just talking with Aaron is like communicating with someone who is not deaf.

Aaron can read lips really well, and he understands what is going on in the plane and on the ground. He enjoys working in this industry, and we enjoyed having him as part of our operation. My manager, Kyle Gowin, was also very impressed with Aaron's work and his work ethic. Needless to say, we will be texting Aaron again for more help in the future."

Peterson received his part 137 certification from the FAA to operate an aerial application business in the spring of 2007. "I own Advantage Ag Air and I work for various operators throughout the country, but I am mostly working for my dad at Radium



Aaron in Yuma, AZ where he did a year of spraying during the winter.

Airspray. My company only has one plane and one pilot, but you gotta start small somewhere!" Besides ag spraying, Peterson enjoys flying just for fun. His first plane was a 1949 Cessna 140A. He also flies a Bonanza whenever his father lets him take it up.

According to Klindt, "We received a call one day from another operation asking if anyone was able to help with extra work. Because Aaron did such great work for us, we recommended him. The manager from the operation had the same communication concerns that we had, but I explained that you just text message on the phone and look at him when you speak and there will be no issues. After proving himself at the new operation, they were interested in keeping him on longer as well. I received a call asking, 'How many more Aarons are you hiding from us? This man can get some work done!' He makes a big impression on everyone he meets."

When asked what one of the biggest advantages of being deaf in the aerial application industry is, Peterson responded, "The airplanes are quiet!" He also stated that he hasn't experienced many disadvantages except

for being unable to radio the office, but that problem was solved by using cell phone text messaging.

It is important to Peterson to introduce more people to agricultural aviation. "There are many operations up for sale and more pilots need to get involved in the industry. I hope to set up a booth at the University of North Dakota Aerospace career day to inform student pilots about the industry and get them interested in this industry."

Klindt stated, "As long as I live and fly, I will continue to be amazed at what Aaron accomplished to become an aerial applicator. I would call him a special person, but now knowing Aaron, he isn't different than anyone else in this industry. He is a very humble man with the work ethic and determination to be a better person everyday. If you think something cannot be accomplished, don't let Aaron know about it, because he will go out and do it."

Peterson has a perfect safety record with no accidents and no drift issues. At this past year's NAAA Convention in Reno, NV, Peterson was awarded the Robert Horne Memorial Award, which is 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. ✖

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Since 1995, the National Agricultural Aviation Association (NAAA) has offered the Leadership Training Program (LTP), and, each year, the costs have been generously underwritten by Syngenta Agricultural Products. The LTP provides leadership training to operator and pilot members of the NAAA. The program includes training that enables its participants to develop a strong ability to clearly communicate to the public, media and government the important role aerial application plays in the production of our country's agricultural products.

Congratulations to the 2007-2008 LTP class who graduated from the program this February.

- Nelson Almey, Eagle Agro Service (Canada)
- Matthew Brignac, Lowry Inc. (MS)
- Bernard "Marty" Brill, Marty's Flying Service (CA)
- Richard Calhoun, Gladeview Aerial (FL)
- Jeff Chanay, Chanay Aircraft Service (KS)
- David Glover, Glover Aviation (AR)
- Heath Kretschmar, Dakota Airspray (SD)

- Robert Lejeune, Kib's Aviation Inc. (LA)
- Boyd Morgan, Quality Spraying Service (MT)
- Kevin Palmer, Palmer Flying Service (IL)
- Rod Studer, Crop Care Co. (MI)
- Brian Wilcox, Wilcox Flying Service (NE)

Participate in the Next Class

NAAA is now accepting applications for the 2008-2009 class. If you're interested, contact your state/regional association director today! *The application deadline to participate in the next class is May 2, 2008.* Participants are required to attend two training sessions, which will take place during the NAAA Board Meeting from October 10-12, 2008 in Boise, ID and from February 13-15, 2009 in Washington, DC.

Criteria for qualification include:

- Ag Operator – You must be involved in an agricultural aviation business. This includes partial or total ownership of a least one agricultural aircraft; and/or a managing employee, stockholder or pilot of an agricultural aviation business.

- Leadership Involvement – You must have leadership experience developed from past involvement in regional or state industry associations, community service involvement and/or school or professional organizations.
- Industry Future – You must indicate intent of future involvement in the aerial application industry.
- NAAA Membership – You must be a member or employee of the appropriate state/regional agricultural aviation association and NAAA or WNAAA.
- Application & Photo Submission – Applicants must complete an application and submit a photo.

This is an exciting opportunity and one that every past class member says has helped them get ahead in the industry! Many past class members have served on their state or regional association board of directors, the NAAA board of directors and officer team, as well as several who have served as NAAA President. Again, if you are interested in being a member of future Leadership Training Programs, talk to your state or regional Executive Director/Secretary and visit the NAAA Website at www.agaviation.org. ✈

NTSB ACCIDENT REPORT

The National Transportation Safety Board (NTSB) investigates all aviation accidents. Accidents that will be reported in the *Agricultural Aviation* magazine are preliminary reports of agricultural aviation accidents, meaning that the probable cause of the accident may not have been determined. If you are interested in learning more about accidents, you can visit the NTSB Website at www.nts.gov/aviation/aviation.htm. Please Note: *Some accidents are not listed here because there has to be a certain severity of an accident before the incident becomes an accident.*

Date/Description of Accident	City	State	Aircraft Type	N #	Injury
10/10/07 Lost control on crosswind take off	Taft	TX	AT-402B	5006K	None
11/19/07 Lost directional control on landing	Calexico	CA	S2R-G10	2237D	None

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NAAA Calendar Of Events

For a complete list of events, please visit the NAAA Website at www.agaviation.org under the Membership link. To have your state or regional association meeting listed here, please contact Lindsay Barber by phone at (202) 546-5722 or by email at lbarber@agaviation.org.

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| \$170 | <input type="checkbox"/> Affiliated Operator |
| \$900 | <input type="checkbox"/> Participating Operator |
| \$170 | <input type="checkbox"/> Pilot |
| \$340 | <input type="checkbox"/> Participating Pilot |
| \$450 | <input type="checkbox"/> Allied (1-10 employees) |
| \$680 | <input type="checkbox"/> Allied (11-50 employees) |
| \$850 | <input type="checkbox"/> Allied (51-100 employees) |
| \$1,000 | <input type="checkbox"/> Allied (101-500 employees) |
| \$1,700 | <input type="checkbox"/> Allied (500+ employees) |
| \$170 | <input type="checkbox"/> Affiliated Allied |
| \$85 | <input type="checkbox"/> Associate |
| \$225 | <input type="checkbox"/> International |
| \$680 | <input type="checkbox"/> State/Regional Association |
| \$170 | <input type="checkbox"/> WNAAA |

Allied Industry (indicate one):

- Airframe Application Technology Chemical Dealer
 Insurance Propulsion Support

Dues, contributions or gifts to the NAAA are not tax deductible as charitable contributions for income tax purposes. Dues and similar payments may be deducted as ordinary and necessary business expenses subject to restrictions imposed as a result of the NAAA's lobbying activities as defined by Section 13222 - Omnibus budget Reconciliation Act of 1993 (IRS Code 162[e]). NAAA estimates the non-deductible portion of dues paid during calendar year 2008 as 19.4%. **Agricultural Aviation subscription cost (\$30 for domestic, \$45 for international) is included in membership dues for all membership categories.**

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