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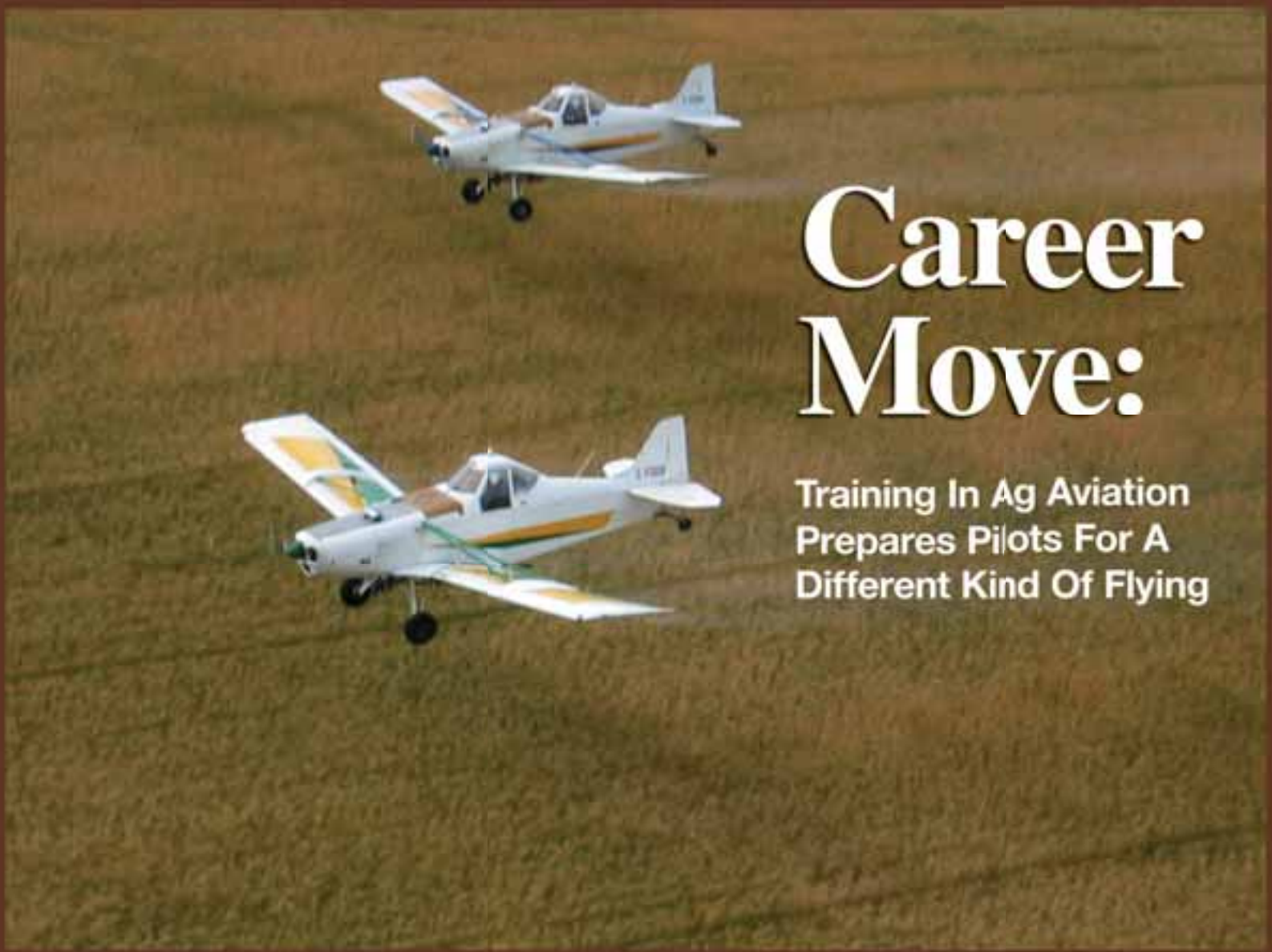

Career Move:

Training In Ag Aviation Prepares Pilots For A Different Kind Of Flying

- The Benefits of Being An Ag Pilot
- 'Cool' Is The Word Used By Young Wannabe Pilots
- NAAA Annual Convention Preview

NAAA
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“WHO SAYS YOU CAN’T TEACH AN OLD DOG NEW TRICKS?”

William E. Smith
Senior Manager, Marketing
PT6 Program

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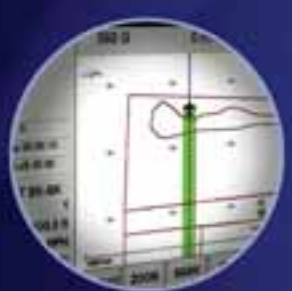
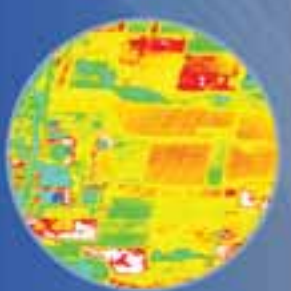


See It

Guide It



Control It

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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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President's Message

BOB BAILEY

Help Bring In The Next Generation Of Pilots

One of the main objectives for the Association and our industry over the past few years has been bringing more pilots into aerial application. I think everyone can agree that there is no shortage of interested people out there because I always hear from ag operators and pilots who are fielding calls from people interested in working in the industry. I encourage and challenge everyone involved in this industry to introduce someone to aerial application. You can talk to your local high schools or agriculture departments at the local college, participate in local agriculture shows and hire someone to start working as ground crew or in the office. You never know when a short discussion with someone or small job at an operation will lead to a lifelong passion for an individual.

Because I encourage and challenge you all to do this, I would like to share that I have taken my own challenge to introduce new people to our industry. I've hired a new person to work as a ground crew employee and he has decided that he wants to learn ag flying. I recently purchased a Piper Cub with the intent of teaching him when he learns more of the ropes around the operation. Having him as ground crew for the next year or two will help him get accustomed to the aerial application lifestyle. Bringing on someone new, who's never been involved in the industry, is good and bad. It's good because he doesn't bring excess baggage – no bad habits, he doesn't argue with our ideas because he doesn't have preset notions and we can get him to start thinking the way we do. It's bad because, well, he doesn't bring excess baggage – he has no experience and no flight time built up. It is a cost that we'll have to incur, but I'm okay with that if it means that we can bring in a new ag pilot.

Introduce someone to aerial application.

We've also hired a new manager at the Plainview operation. Although he has no experience in the ag world, he is a pilot with a lot of flying experience and he has gone through one of the ag flying schools to learn more. He wants to become an ag pilot but because of the cost of insurance and the inflated cost of equipment today, he can't start his own operation, so he came to work for us and hopefully one day we can get him in the plane. But the benefit of hiring him is the same as hiring our new ground crew employee, we can get him to start thinking the way we do and mold him into a great pilot who knows everything about running an operation.

The aerial application industry offers people a very unique lifestyle, and it's one that I like because you only work a portion of the year. Our industry isn't different than any other job; we just don't get Saturday and Sunday off during the busy season. The down time doesn't come periodically, but it comes all at once, which is just like the teaching profession. And like teaching, you have to be passionate about what you're doing to work in this industry. Aerial applicators provide food, fiber and bio-fuel for the people who live in their community and across the country and planet. When I start to look at the big picture in what we provide, it makes me passionate about what we're doing. When you're talking with people interested in the industry, pay attention to how passionate the person is about agriculture because they may be a great fit for aerial application. So, I offer my challenge again: during your down time, make the time to educate people about the aerial application industry.

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Executive Director's Message

ANDREW MOORE

Push and Pull

Modern agricultural production is experiencing interesting times. On one side of the coin, there are a number of positive developments facing the industry. A number of agricultural commodity prices are at record highs. Corn traded on average at $1.90 per bushel in 2000 whereas, during the Midwest floods this past June, it traded at over $8.00 per bushel! In addition, we are seeing more and more recognition from academics and certain media outlets on the importance of modern agricultural practices.

On the other side of the coin, the industry faces real challenges, such as record high input prices on fuel, fertilizer and crop protection products. Furthermore, proposed government regulations could pass additional regulatory costs onto our industry. The push and pull the industry is undergoing resembles a taffy-making process. If agricultural commodity prices increase in line with input costs, and if the government neutralizes its regulatory reach, farmers should be able to chug along and be alright. Although these are all big "ifs."

One issue that will place challenges on agricultural input prices involves efforts dealing with global climate change. In July, President Bush agreed for the first time to join other major industrialized countries in setting a goal to reduce green house gas (GHG) emissions by 50 percent. It appears highly likely that legislation addressing global climate change to lower GHG emissions will be considered by Congress next year—just as it was this year, but unsuccessfully. Both presidential candidates, John McCain and Barack Obama, are supportive of enacting laws to cap emissions. Efforts to reduce GHG emissions cannot occur without costs—significant costs. Doane Advisory Services recently conducted a study for The Fertilizer Institute (TFI) that estimates that U.S. growers' costs of doing business could increase from $6 billion to $12 billion as a result of new climate change regulations and rising energy prices. Estimates also indicate such GHG emission legislation would cost the U.S. economy $6.7 trillion over 50 years. This comes at a time when agriculture has already experienced its largest operating price increases in history as a result of rising fuel and fertilizer costs.

Another disquieting regulation is being considered "across the pond" in Europe. According to the July 5, 2008 issue of *The Economist*, the European Parliament is moving to enact a law that will shift the regulation of plant-protection products from a risk based approach to a hazard based approach. The current risk based approach, which is the approach now used in the U.S. by EPA, considers not only a chemical's toxicity but also how it is used in the field, how much of it is used and how often it is used. The hazard-based approach is a much more stringent approach outlawing chemicals that are hazardous even it they pose little risk if used properly. According to British and Italian agricultural scientists, this law change could have widespread and alarming consequences on farming in Europe that could reduce food production by a quarter by outlawing a multitude of insecticides including all but one of the pyrethroids. Modern farming advocates need to keep such a proposal on the eastern shore of the Atlantic.

California Aerial Applicators gathered in Yuba City, California recently to support U.S. Representative Wally Herger (R-CA). Congressman Herger is a senior member of the House Ways & Means Committee which has jurisdiction over all federal tax matters. In the past he led efforts in the House to provide full and complete tax relief on aviation excise taxes used to make aerial applications on cropland. From left to right: Nick and Rick Richter, Richter Aviation Inc.; Ralph Holsclaw, Growers Air Service; Andrew Moore, NAAA; Russ Stocker, Bob's Flying Service; Congressman Wally Herger (R-CA); Marty Brill, Marty's Flying Service; Clarence Williams, Williams Ag Service; Chris Jones, Jones Flying Service; and Gary Del Carlo, Haley Flying Service.

Even though real challenges face today's modern farming practices there is plenty of positive information—both economic and environmental—that modern agricultural producers can use to push back. Such information can be found in a recent paper written by Dr. Thomas E. Elam, an adjunct fellow of the non-partisan policy research organization the Center

for Global Food Issues, a project of the Hudson Institute. Dr. Elam's paper focuses on the efficiencies of modern agricultural production in the U.S. since 1960. He states that in 1961 the U.S. had a population of 184 million people that depended on 111.6 million acres to grow the major crops used to meet the U.S. feed supply; today our population is 300 million people, and the total acreage of the five key crops needed to produce our livestock, dairy and poultry feed has declined by 32.7 million acres thanks to modern agricultural production methods. The land once used has either gone back to forests or to some other undisturbed state. For example, from 1990 to 2005 the U.N.'s Food and Agriculture Organization reports that the total land in forests in the U.S. increased from 738 million to 749 million acres. There is also an additional 36 million acres currently enrolled in the Conservation Reserve Program—a program that did not exist in 1960. Increases in agricultural productivity, such as the judicious use of crop protection products, are what make this possible.

Other positive developments for modern agricultural production include the development of new markets supplying even more than just food, fiber and bio-fuel to a hungry population. One such market–chemurgy—refers to a branch of applied chemistry that turns agricultural raw materials into industrial and consumer products. High oil prices have led to using agricultural raw materials to make plastics, paints, textile fibers and other industrial products. The major chemical companies expect their sales of these products to grow by almost 20 percent a year over the next five years and these industrial biotech sales are expected to be 40 percent greater than sales for bio-fuels in the near future.

The good news keeps coming as do the hurdles. The only way to bring the public to fully accept the value of modern agricultural practices is to continue to spread the word on the importance these practices play in controlling the costs associated with growing food, fiber and bio-fuel crops while preserving undeveloped wild lands.

Spread the good word!

WNAAA President's Message

PATTI CLINE

You Are Invited To The 2008 Las Vegas WNAAA Convention Program!

The WNAAA is planning a terrific, jam packed program this year for all the ladies to attend at the NAAA Convention from December 8-11 in Las Vegas! The program is filled with fun, educational, exciting activities, all included with your registration fee.

The annual convention is the place where we all come together to celebrate our lives in the agriculture aviation industry. It is a time to renew friendships and make new ones, which means lots of visiting and hugs to go around. This is my favorite time of our year!

The WNAAA Convention schedule will start Monday morning, December 8 at the NAAA Kickoff Breakfast with Brian Udell speaking. You can read more about Brian in the convention section on page 31. This is a great way to start the day! If that breakfast is too early for you, the WNAAA will be hosting a Continental Breakfast at 9:00 a.m.

After the breakfast, Kristi Udell will present "A Spouse's Perspective on Crisis Management" to the WNAAA. I think this program is something we could all use, even if you work outside the business. Crisis Management programs are usually something we don't want to think about, but they are an absolute must in planning for those "what if" times, big or small.

On Monday at 1:00 p.m., the WNAAA Convention Committee and I will be hosting a WNAAA Open House in the WNAAA President's Suite. A perfect time to stop by, have a beverage and a snack (something about chocolate…) and just visit away! I am really looking forward to having this time together.

On Tuesday, don't miss the morning Athena Presentation and a Continental Breakfast. The Athena program this year will only be offered at the annual convention, so please plan to attend this presentation.

After the Athena program, Karen Voepel will give us a presentation on "Yoga is for Everyone." Wear your casual clothes, such as yoga pants or sweats and come see how the benefits of yoga will work for you. By the way, you can wear those comfy clothes to the Athena program and be ready to go with Karen! I recently incorporated some yoga into my workout rotation and really enjoy it. You do not need to know anything about yoga to attend this activity. In fact you can just watch and listen if that is more comfortable for you. Just come!

The Trade Show opens on Tuesday at Noon, which is a must to attend! You will have the opportunity to visit with vendors that you use and meet new ones. The WNAAA Ways & Means Committee always has an awesome booth at the trade show enabling you to purchase gifts for your family and yourself. This year there will be returning favorites and new items to add to your shopping bag.

Make sure you purchase a book of raffle tickets while at the Trade Show. The WNAAA Raffle Committee has worked hard to bring us three incredible prizes again this year! Prizes include a travel voucher for $2500 to be used anywhere you want to go, a Garmin 496 GPS to get you anywhere you want to go and the much requested NASCAR Lovers weekend sponsored by DuPont Crop Protection. Raffle tickets will be available at the Ways & Means booth or you can purchase them from a WNAAA Director.

The program continues on Wednesday morning with a breakfast sponsored by Chuck and Marie Stone (whom we love) of Southeastern Aerial Crop Service, Inc. After breakfast I will present my President's Awards to those that have worked so hard to make this year a success for our organization and introduce the new officers for 2009.

Then we will be entertained by "Big Joy" with the Fame Game and a Cabaret Show. This will be too much fun! Make sure your calendar is clear for this morning's program.

The Trade Show will be open on Wednesday for one last browse through. The Silent Auction closes at 3:00 p.m., so make sure to stop by and check your auction bid.

Thursday will be a perfect day to relax, enjoy the sites and activities available at the South Point Hotel. From the casino, to the spa, to shopping and sightseeing, your day will be filled! There will also be NAAA concurrent sessions that day for those that may be interested. Thursday evening we'll see you at the Farewell Reception and Awards Banquet.

For more details on the convention schedule, you can go to the NAAA Website at www.agaviation.org, click on the WNAAA tab and then the convention schedule. Karen Voepel's and Big Joy's websites are listed there so you can read more about their programs and entertainment.

As you can see, this year's WNAAA Convention program offers a tremendous number of different activities to provide a bit of education, a bit of laughter and bunch of networking. I personally would like to invite each of you to attend all of the activities and enjoy our time at The South Point Hotel, Casino & Spa. See you there!

NAAREF President's Message

SCOTT SCHERTZ

Don't PAASS This Up!

The time that I have spent serving on various committees representing the NAAA, NAAREF and the aerial application industry has shown me the great value placed on education and training by government officials, regulating agencies, and the general public. In our industry, a good steward is a person that knows and performs the best management practices when handling and dispensing agricultural products. We can be proud of the fact that we have one of the premiere educational programs in the agricultural industry, known as the PAASS program, which stands for Professional Aerial Applicator's Support System. In October, the program will begin its eleventh season of providing relevant and timely topics for everyone involved in the application business, whether or not they are NAAA members.

The PAASS program has verification of its high esteem by the various state regulatory agencies in that they allow CEU credits toward pesticide application license recurrent training in their states. Some aviation insurance underwriters give financial discounts to attendees for attending the PAASS programs. The program is supported and touted by organizations such as the Environmental Protection Agency (EPA), the Federal Aviation Administration (FAA) and the National Association of State Departments of Agriculture (NASDA).

PAASS was developed with two major goals in mind – to minimize agricultural aircraft accidents and mitigate drift. This is done through education, not regulation. Statistics show that we have been successful in these goals since the program originated. An additional goal of increasing airfield security was added as a result of the terrorist acts on September 11, 2001 and a perceived threat that they may employ aerially applied products.

The new 2008-2009 PAASS Program will have something valuable and informative for everyone. The program will begin with a security module that will review the NAAA's Airfield Watch program, which has been successful in informing ag operators of how to provide additional security for aircraft, equipment and inventory that will protect against terrorist acts, theft, vandalism and hazards such as fire. This module will include a video that gives insight into the background, culture and thought processes of potential terrorists and why they might represent a danger to our society.

The Human Factors module will explore the topic of stress, an unwelcome interloper which can force its way into the cockpit with the pilot. Many of the mishaps involving aircraft accidents and drift incidents can be traced back to inattention caused by business pressures originating outside the cockpit. A survey of aerial applicators has become the basis for studying the cause, effect and potential handling of business and personal stress. Join with us as we listen to hints and suggestions given by other attendees.

This season's Drift Mitigation module will address several different aspects of the handling and application of agricultural chemicals to help prevent damage to the environment by these products. Special emphasis will be placed on NAAA's Operation S.A.F.E. and the results that can be expected by analyzing and correcting liquid and dry material application patterns for maximum efficacy while minimizing off-target drift.

Operation S.A.F.E., which is the acronym for Self-regulating Application and Flight Efficiency, was developed in 1981 to provide education, professional analysis of application, and commitment to the principles outlined by the NAAA Board of Directors and its Professional Operating Standards (POS). NAAA is convinced that full implementation of Operation S.A.F.E. offers substantial advantages to the operator, his customers and the producers of chemicals applied by air. These advantages are found in economy of operation and application, as well an in increased safety and reduced health and environmental concerns.

Information will be presented on Colony Collapse Disorder (CCD) which has had a devastating effect on honeybee population and could have a negative effect on crops that require bees for pollination. According to USDA reports, U.S. beekeepers lost a record 36 percent of their colonies this year which is twice the typical loss. Although it has not been proven, pesticides are being blamed for at least part of this loss. In some parts of the country and with certain crops, the loss of bee pollinators is critical. Aerial applicators will learn preventive procedures to limit bee exposure to the pesticides and this program will provide suggestions on protection of bees.

The drift mitigation module will also include updates on the EPA Pesticide Container and Containment Regulations, the first part of which is scheduled to take effect in August 2009, as well as the Endangered Species Protection Program.

As usual, the program will wrap up with a hangar flying session to discuss accident data for the previous spray season and attempt to identify any causes that may be apparent. Timely topics will be presented as needed to clarify rules, regulations and happenings in the industry.

Make plans to join us when the PAASS Program is presented at your local State or Regional convention. You will be glad you did!

The New $100,000 Agricultural Aviation Industry Tax Credit

By Charles Goulding, Jacob Goldman and Taylor Goulding

The Food, Conservation and Energy Act of 2008, or Farm Bill, that was recently enacted created Section 450 of the Internal Revenue Code which provides a substantial new $100,000 agricultural chemicals security tax credit per facility for the agricultural chemical industry that specifically includes agricultural aviation facilities. Recognizing that the ag fertilizer and chemical industry is subject to an increasing number of legally mandated and recommended federal, state and local and security improvements, this new law provides a substantial tax credit to offset some of the economic costs of creating and improving new and improved security plans.

The potential credit amount is $100,000 per facility up to $2,000,000 per year and a maximum $10,000,000 over 5 years. The ag tax credit is available for expenditures occurring as of May 22, 2008.

The new law defines an eligible agricultural business to include sellers of fertilizer and ag chemicals to farmers and ranchers and those that manufacture, formulate, distribute or *aerially apply fertilizer and/or ag chemicals.*

The Legislative Conference Committee describing the provisions intent stated the following: "The Conference Committee believes that a security tax credit would help the agricultural industry to properly safeguard agricultural pesticides and fertilizers from the threat of terrorists, drug dealers and other criminals. This credit will help ease the substantial increase in production costs faced by agriculture related to installing improved security measures that will better protect the American public from the potential threat of terrorism or other illegal activities."

Under Section 450 "Qualified Chemical Security Expenditures" Are Amounts Paid For:

(1) Employee security training and background checks;
(2) Limitation and prevention of access to controls of specified agricultural chemicals stored at a facility;
(3) Tagging, locking tank valves, and chemical additives to prevent the theft of specified agricultural chemicals or to render such chemicals unfit for illegal use;
(4) Protection of the perimeter of specified agricultural chemicals;
(5) Installation of security lighting, cameras, recording equipment and intrusion detection sensors;
(6) Implementation of measures to increase computer or computer network security;
(7) Conducting security vulnerability assessments;
(8) Implementing a site security plan; and
(9) Other measures provided for by regulation.

How To Approach This Tax Credit

In order to best use this credit, ag aviation facility operators need to integrate facility security expertise with facilities' tax experts who understand facility security plans and know how to apply the tax law and calculate the proper tax credit.

Energy Tax Savers, Inc., has developed software that tracks existing, qualifying, security measures, integrates the qualifying ag security credit measures and creates the resulting required ag chemical security plan. More information about Energy Tax Savers, Inc. can be found at their website, www.energytaxsavers.com.

Security Plans

Obtaining a credit requires a facility to complete a security plan. Many of the new security regulations now impacting the ag chemical industry are "risk based" recognizing that each ag chemical facility is unique and will need to tailor its security plan to its unique circumstances and existing security measures.

As a first step, the ag chemical facility should identify all the existing security measures that fall into the enumerated security categories. It is crucial to identify all of the existing and ongoing credit measures since the 30 percent credit is based on the annual combined *existing and proposed new measures*. For example, a large chemical facility may already have major commitments for employee verification software that integrates into its enterprise and HR system. Those facilities, that already have preliminary security plans on file with other government federal and government agencies, should use the existing plans as a tax credit road map. The next step is to conduct a security vulnerability assessment to identify measures needed.

Higher Risk Facilities - Learning From The Larger Facilities

Certain upstream facilities that may be part of the agricultural aviation supply chain and fit certain higher risk profiles, are required to complete top-screen-risk profiles, and may be obligated to provide the Department of Homeland Security with Vulnerability and Site Security Plans. In these situations, the Vulnerability Plan presents

the actual facility vulnerabilities, and the Security Plan is expected to address those vulnerabilities. Accordingly, in these situations, the Vulnerability Plan is actually an excellent tax planning tool, since presumably; the organization will be making the expenditures necessary to address weaknesses. (Note: For security reasons, the security officer may not be able to give the tax adviser complete access to the security plan but should be able to summarize the expenditures necessary to become compliant for tax evaluation). On Thursday, December 28, 2006 in Part II of the Federal Register, the Department of Homeland Security indicated that for higher risk facilities, the security plan should address the checklist items described in the sidebar article.

Improving Existing Security

Although many ag tax credit chemical facilities already have perimeter fencing, there are many intrusion and access enhancements that can improve security.

Certain security technologies such as access security, intrusion security, infrared security cameras and chemical sensors have greatly improved in recent years, and are likely expenditure candidates for this new tax credit.

Infrared-Based Camera Security Systems

The ag security tax specifically includes security cameras in the eligible expenditure category. Because all objects generate heat, infrared thermal cameras operate as well at night as they do during the day. Major improvements in infrared technology are spurring a widespread introduction of infrared camera-based-security systems for both security perimeter protection and leak detection. Infrared cameras are particularly well suited for aviation perimeter applications because thermal energy penetrates through smoke, dust, modest foliage and light fog. Thermal images can discern the characteristics of an environment that is not normally apparent, such as open windows or recently parked vehicles.

Although there are multiple providers of infrared cameras, Flir Systems is by far the industry leader. Using the Flir systems network and connectivity options as a tax example, we can analyze how the ag tax credit can be used as economic support for a multi-component investment in a comprehensive security system.

The Flir infrared camera system can be integrated with Nexus middleware software to provide video analytics utilizing thermal and multi-sensor cameras. Basic sensors can be configured with a variety of optional sensors including digital magnetic (DMC), laser rangefinder (LRF) and ground positioning systems (GPS) that provide precise threat geo-location information.

Accordingly, a computer networked infrared security camera system would be covered by 3 expenditure categories listed in the Section 450 Ag Security Tax Credit as follows:

Qualified Security Expenditure (Section 450 Paragraph references)

(4) Protection of the perimeter

(5) Installment of cameras and intrusion detector sensors

(6) Implementation of measures to increase computer or network security

Calculating Tax Benefits

Example 1:

Presume an ag chemical aviation facility operator invests $100,000 in an infrared security system and has no other eligible expense for the year.

• In this case, the Ag Security Tax Credit will be $30,000 *(30 percent of $100,000)*

Example 2:

Presume that before investing in the same camera system, the same operator had already invested $100,000 in eligible perimeter fencing and other security measures in the same tax year.

• In this case, the combined new $100,000 camera system and the previous investment would result in a $60,000 Tax Credit *(30 percent of $200,000)*

Additional Facility Tax Benefits For The Ag Chemical Aviation Industry

The ag aviation industry is also eligible for Energy Policy Act (EPAct) tax benefits for installing energy efficient building hanger and office lighting. Qualified energy efficient lighting is entitled to an immediate tax deduction ranging from 30 cents per square foot to 60 cents per square foot. This provision is currently effective for the period January 1, 2006 through December 31, 2008, but is expected to be extended. An ag aviation facility can combine both tax benefit programs as follows:

Example 3:

Presume a facility with a 10,000 square foot facility installs:

(1) $20,000 worth of energy efficient interior lighting including $10,000 worth of energy efficient interior security lighting, and

(2) The $100,000 infrared camera based security system described above

The combined first year tax incentive results will be as follows:

Investment Category	Ag Security Credit	EPAct Tax Deduction
Interior Hanger Lighting (EPAct)	$3,000	$12,000
Infrared Camera Security	30,000	--
Total First Year Tax Incentives	$33,000	$12,000

Please note that tax credits are more valuable than tax deductions. Using the 40 percent combined federal and state tax rate, the $12,000 EPAct tax deduction is worth $4,800. Note, however, that the energy efficient lighting investment has an important added economic benefit in that it will result in a perpetual savings in lighting electrical costs worth thousands per year.

continued on page 17

continued from page 15

Conclusion

The ag security tax credit is expected to drive tremendous investment in ag chemical facilities security equipment. Many companies will use the new opportunity to improve security and meet current and anticipated regulatory requirements. Ancillary benefits from an improved security plan should be reduced theft, reduced vandalism and the benefits of reduced risk profile.

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Security Plan Measures Checklist

This is a checklist of the measures and type of expenditures that the Federal Government listed as of December 28, 2006 in the Federal Register as appropriate for a security plan.

Secure and monitor the perimeter of the facility;	
Secure and monitor restricted areas or potentially critical targets within the facility;	
Control access to the facility and to restricted areas within the facility by screening and/or inspecting individuals, deliveries, and vehicles as they enter; including, ■ Measures to deter the unauthorized introduction of dangerous substances and devices that may facilitate an attack or actions having serious negative consequences for the population surrounding the facility; and ■ Measures implementing a regularly updated identification system that checks the identification of facility personnel and other persons seeking access to the facility and that discourages abuse through established disciplinary measures;	
Deter vehicles from ~penetrating the facility perimeter, gaining unauthorized access to restricted areas or otherwise presenting a hazard to potentially critical targets;	
Secure and monitor the shipping and receipt of hazardous materials from the facility;	
Deter theft or diversion of potentially dangerous chemicals;	
Deter insider sabotage;	
Deter cyber sabotage, including by preventing unauthorized onsite or remote access to critical process controls, Supervisory Control And Data Acquisition (SCADA) systems, and other sensitive computerized systems;	
Develop and exercise an emergency plan to respond to security incidents internally and with assistance of local law enforcement and first responders;	
Maintain effective monitoring, communications and warning systems, including, ■ Measures designed to ensure that security systems and equipment are in good working order and inspected, tested, calibrated, and otherwise maintained; ■ Measures designed to regularly test security systems, note deficiencies, correct for detected deficiencies, and record results so that they are available for inspection by the Department; and ■ Measures to allow the facility to promptly identify and respond to security system and equipment failures or malfunctions;	
Ensure proper security training, exercises, and drills of facility personnel;	
Perform appropriate background checks on and ensure approximate credentials for facility personnel, and as appropriate, for unescorted visitors with access to restricted areas or potentially critical targets;	
Escalate the level of protective measures for periods of elevated threat;	
Address specific threats, vulnerabilities, or risks identified by the Assistant Secretary for the particular facility at issue;	
Report significant security incidents to the Department;	
Identify, investigate, report, and maintain records of significant security incidents and suspicious activities in or near the site;	
Establish official(s) and an organization responsible for security and for compliance with these standards	
Maintain appropriate records; and	
Address any additional performance standards the government may specify.	

Career Move: Training In Ag Aviation Prepares Pilots For A Different Kind Of Flying

By Mary Lou Jay

Photo courtesy of Fran DeKock, Battleford's Airspray

Instructors and students practice flying over fields.

With the demand for ag aviation pilots growing, some would-be aerial applicators are looking for formal training in the field. The four schools profiled below — three in the United States and one in Canada — offer a range of classes that can prepare almost anyone from a novice flyer to an experienced commercial pilot for a lucrative and exciting career.

In regards to the schools below, NAAA does not offer any recommendations. It is suggested that you ask for past students' contact information for the purpose of interviews regarding their experiences at the flight school, along with pilots still working in the industry who graduated from these schools.

Battleford's Airspray

North Battleford
Saskatchewan, Canada
NAAA Member

Program history/owner: Owner Fran DeKock has been in the aerial application business since 1980 and has trained many pilots since that time. In 2000, he launched a formal ag aviation training program with the purchase of specific aircraft for that purpose.

Training offered: Private and commercial training, float training, and ag aviation training. Ag aviation lessons are offered only from April 1 to June 1 since the instructors still work as ag pilots during the summer months. "We average about eight full courses a year, and we do between 10 and 12 competency or recurrency checks every year for people moving up to larger aircraft or for people that need a little additional training," said DeKock.

"For GPS, we probably provide as sophisticated a training as you can get because of our forestry background. We work with the most complicated Satloc GPS system that's available," said DeKock. "We stress GPS because that's a tool that allows us to do as close to a perfect job as possible when we spray."

"We always follow up with the operators that our students are working with and talk with them about where they think we can improve our training," he adds.

Students: Students come from all over the world, including Canada, Australia, New Zealand, France, Italy and Russia. The hangar has living quarters for four students; other stay at a nearby bed and breakfast or live in motor homes at the school. "The cost of living is not very high up here," said DeKock.

"I can pretty much make an ag pilot out of anybody, but if they don't have a good attitude, I'm very reluctant," said DeKock. "Sometimes someone comes in with an arrogant attitude like 'I already know everything, I just need to do this because I want to get a job.' Those kind of people are dangerous."

Graduation: "We have standards that students have to attain after certain hours of flying," said DeKock. Students completing the course get a flight suit and a certificate.

DeKock estimates that about one-third of those he has trained are still flying aerial application. "Some get discouraged; others only took the course to prove they could do it," he said.

Cost: Ag course only, $15,500 Canadian (approximately $15,220 U.S.)

Time required: Six weeks for ag aviation course, which includes 40 hours of flying time, according to DeKock.

Planes: Two seat Piper PA 25; (2) two seat Gippsland GA200s; single seat Piper PA 25

Safety: "We spend a significant amount of our time on safety and emergency procedures," says DeKock, who is the education and safety chair for the Canadian Aerial Applicators Association. "We try and teach people that we're not putting on an air show when we're spraying, we're simply doing a job in as safe a manner as we know how."

More information:
www.batairspray.com

Flying Tiger Aviation

Oak Ridge, LA
NAAA Member

Program history/owner: Edwards Barham has been flying his whole life but became involved in ag aviation 10 years ago. That's when he began teaching instrument training for the University of Louisiana at Monroe's ag aviation program. When that program ended in 2003, Barham decided to continue it privately with the assistance of long-time ag pilot Robert McCurdy.

Training offered: "We offer all classes necessary to go from zero experience to ag pilot," says Barham. "That includes private license, instrument rating ("not necessary, but we encourage it"), commercial license and ag aviation training. The school provides a basic ag aviation course and a turbine transition course for experienced ag pilots.

"We start with a framework of a program, but since everyone who comes through the door is different we end up modifying that basic program to suit the needs of the student," said Barham.

The school teaches students the use of GPS and has systems in all their training aircraft.

Students: The school now trains about 40 students a year, working with just four or five at a time. They come from all over the Unites States. A nearby motel offers reduced rates, some students rent apartments and others stay in campers at the school.

Graduation: "We have both written and flying tests that we give students as we go along," says Barham. Students will also have to pass the licensing test for aerial applicators in the state in which they want to work. "We can't give those tests, but we can get the study guides and help students study for it," said Barham.

Barham says about 90 percent of his graduates work in ag aviation. "Sometimes people will change their minds, or get into other kinds of work, but as far as we can tell everyone who wants to be working in ag aviation is doing it," he said.

Time required: Pilots with commercial licenses can complete basic ag training in about three weeks, according to the instructors. The turbine transition course takes three or four days.

Someone with no experience can become a beginning ag pilot in about four months if they're willing to work at it, Barham says.

Cost: Basic ag training is $9,500; students with no flying experience can expect to spend $40,000.

Planes: Citabrias, to teach flying tailwheel aircraft, as well as GPS navigation, work patterns and ag turns; dual-control Ag Cat for ag operations and flight training; Pawnee, for students to fly solo at the end of the course; dual-control Turbine Thrush for transition to turbine aircraft.

Safety: "Safety is the top issue," said Barham. "We try to incorporate all of the basics of the PAASS program and attend those programs on a regular basis ourselves because we have to regularly recertify our state licenses."

More information:
www.flyingtigersaviation.com/index.html

Ag Flight Inc.

Bainbridge, GA
NAAA Non-Member

Program history/owner: Billy Howell had been an ag pilot for 15 years when he decided to open Ag Flight Inc. in 1984. "There was no place east of the Mississippi River for anybody to get ag aviation training," he said.

Training offered: Everything necessary to take a person with no experience to ag pilot: private ground school, commercial ground school and ag school, according to Howell. "They leave here with 250 hours and all the certificates they need to go to work," he said. "Out of the 250 hours, they'll probably have 200 hours in a tail wheel airplane." Pilots who already have commercial licenses can take just the ag training.

The ag aviation classes include GPS training. "I just put a $16,000 guidance system in one of my airplanes. I have GPS in two planes," says Howell.

"I turned my training syllabus over to the insurance companies years ago, and put two people from two different insurance companies through the ag course without charge," says Howell. "They came back and said, 'We'll insure anybody who goes through the course.' "

Students: Working with 40 to 50 students a year (10 or 11 at a time), the school has trained more than 1,400 people from the United States and from 22 different countries. Students can stay for free in the 19-bed dormitory.

Graduation: Just as for all pilots, students who need commercial or instrument tickets get the necessary tickets by passing the FAA tests. As far as the ag aviation courses, "We have certain standards that students have to meet," said Howell. They depend on why the student is here, but often include hours flown.

Not everybody makes it through the program. "Over the last 20 years, I've probably given 25 people their money back and told them to go find something else to do. There are some people who just can't do this," Howell said. "My instructors have been here so long that they can just ride with somebody and find out if they're going to be able to do it or not."

According to Howell, the school has a job placement program and graduates of the ag aviation program are eligible for first year ag pilot insurance. "Ninety-eight percent of the people whom I train get jobs," he said.

Time required: Students with no experience: four to six months, according to Howell. For commercial pilots who want ag training, it takes four to five weeks.

Cost: $48,000 for students with no flying experience; $17,000 for ag training.

Planes: Air Tractors (AT 503 Dual Cockpit and AT 301); a Piper Pawnee; a Supercub.

Safety: "We are very safety conscious, and we have safety meetings all the time. We drill in our students' heads, 'Watch what you're doing. Don't get out there and start hot dogging and do things that you ought not to do,'" said Howell.

More information:
www.agflight.com

University of Minnesota, Crookston

Crookston, MN
NAAA Non-Member

Program history: The University of Minnesota offers four aviation degree programs including ag aviation. The ag aviation program has been in existence for many years, according to Mike Vivion, a teaching specialist who took over coordination of the program in 2005.

Training offered: Students earn a four-year, bachelor of science degree in aviation with an emphasis in agriculture. They must take 40 liberal education credits, three credits in computer technology, 29 credits in aviation and an additional 33 credits in agricultural aviation (with a choice of classes like entomology, plant pathology, crop and weed identification and soil science).

The classes will help ag aviators prepare for their role as experts/consultants to farmers, said Vivion. Students can also tailor their courses to focus on ag business or ag system management. "The four-year degree prepares a person better for the job of being a small business person in the agricultural

Merced College, CA, Starts Ag Aviation Program

In the spring semester of 2008, Merced College in central California introduced a new certificate in agricultural aviation to its curriculum.

To earn an agricultural aviation certificate, Merced students must take classes similar to those required of the state's pest control officials, who are approved to handle restricted materials. These classes involve learning about the different crop protection products and their purposes on crops. "We're trying to put in place some classes specific to application by air," says Doug Thiel, operator of Thiel Air Care in Chowchilla, CA, and an aerial applicator who sits on the advisory board for the ag department at Merced College. Students working toward the certificate in agricultural aviation take classes in subjects such as crops and crop protection products. The credits they earn go toward an associate's degree in agriculture from the college.

The college hopes to coordinate the program with one or more of the flight schools in the area so that students will eventually be able to get ag aviation flight training as well, said Thiel. "This is a work in progress." Merced College's Website is www.mccd.edu/. *The Agricultural Aviation magazine will have a follow-up on this school's program in the next year or two.*

industry. And if they change their minds or decide to go in a different direction, they have something else to fall back on," said Vivion.

Flight training is contracted through the University of North Dakota Aerospace Foundation, which is one of the biggest aviation flight training programs in the country.

Students earn commercial certification and chemical training for an applicator's license in Minnesota. The school does not maintain an ag aviation aircraft, but does provide 20 hours over and above commercial training in a tail wheel airplane. Students must do an internship with an operator (for which they receive college credit). The school relies on several different operators each year to provide the additional ag aviation flying training.

Students: The program currently has only three students enrolled. Another three are expected to start this year.

Students must meet the basic entrance requirements of the university and need a flight physical before they begin flying lessons. Vivion says they encourage students to get this done as soon as possible. "There can be behavioral issues and medical issues that can stop a student cold," he said.

Graduation: Since this is a college degree program, students must pass all of their course credits to graduate from the university. Like all pilots, they must obtain the commercial pilot's license and pesticide applicator license from the state they want to work in.

Costs: The yearly tuition and fees for students living off campus is approximately $10,200. Fees for flight training are additional: private pilot, $9,202; commercial and instrument aviation, $7,185; tail wheel training, $1,731.

Planes: Tail wheel training takes place in a 180 Top Cub, which is equipped with a basic GPS system.

Safety: UND provides a very safety-oriented flight training program, said Vivion. "We have a lot of oversight by flight instructors throughout the program."

Additional information: www.umcrookston.edu/academics/NatR/Aviation/ProgramRequirements.htm#Agri

Example Pilot Training Schedule

An example of what a potential ag pilot would go through when training with an operator is on page 23. This particular example was provided *courtesy of Paul Gould, Agratech, Inc. in Webbers Falls, OK. It was approved by Mr. Gould's insurance providers as a worthy curriculum to follow for an ag pilot in training making him eligible under his insurance policy.*

In most cases, a potential ag pilot who would learn from an operator who already has a private pilot's license, unlike a school where a non-pilot could begin. Insurance companies require operators to submit a letter and curriculum to the insurance provider, which decides that the course work is a substantive curriculum to build ag aviation experience to insure the new ag pilot. An operator can choose how long each

continued on page 23

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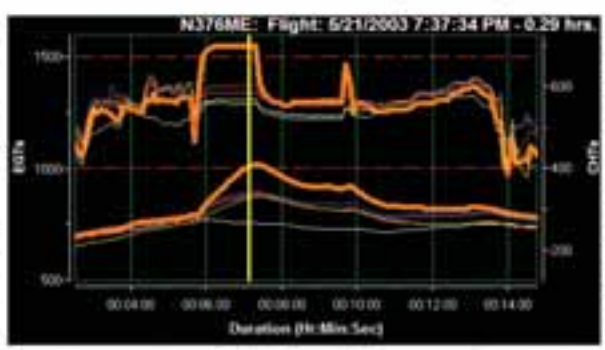

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of these sections will take based on how much experience a potential pilot already has and how quickly they learn on the job.

In addition to this training schedule, operators send a letter to the insurance company giving background information about the potential ag pilot and further explanation of the schedule. The insurance company decides to write a policy for a new pilot based on several factors and no one person is the same. There are several factors including experience, training, tail wheel time, type of aircraft flown, GPS knowledge, memberships in NAAA and the state/regional association, PAASS and Operation S.A.F.E. participation and other examples of professionalism.

Section 1

Ground Training

1. Assist in servicing the aircraft during spraying operations.
2. Learn the correct procedure for handling various pesticide products and safely loading the aircraft.
3. Learn how to calculate the proper amount of pesticide to load into the aircraft and the correct mixing procedure utilizing the product label.
4. Evaluate the aircraft spray system for operations fitness, such as leaking nozzles, hoses, etc., and the corrective actions for each.

Section 2

State Certification

1. Obtain certified applicator license for state for the appropriate categories: aerial, ag plant, etc.

Ground Training

1. Travel with aircraft ground crew to support aircraft during spraying operations in surrounding states.
2. Learn to observe different meteorological conditions which determine work to be accomplished. Learn how to make the proper spraying decision based on the current and forecasted weather conditions.
3. Begin learning crop recognition and the crop-sensitive areas.

continued on page 24

Section 3

Ground Training

1. Continue ground support of aircraft spraying operations. Evaluate chemical products being used and the proper and improper conditions under which to use these products.

Flight Training

1. Begin to learn proper starting procedure, taxiing and ground maneuvering of aircraft (name the type of aircraft).
2. After sufficient knowledge is demonstrated of the aircraft starting procedure and ground maneuvering, trainee may begin flying locally with an empty hopper.
3. After a minimum of 20 hours of empty flight, trainee may begin ferrying empty aircraft to satellite airstrips.
4. After a sufficient number of ferrying flights are completed successfully, trainee may begin to fly with small load (50-75 gallons) consisting of water only and spraying in the immediate location of the airstrip from a height of 20 feet.

Section 4

Ground Training

1. Continue ground support of aircraft spraying operations.

Flight Training

1. Begin to learn the proper use of the Satloc GPS navigation system in aircraft ground training procedures.
2. After sufficient knowledge of GPS system is demonstrated, allow trainee to utilize the Satloc GPS guidance while spraying water over designated areas of the local area at a minimum height of 20 feet.
3. After sufficient knowledge of aircraft and navigation system is demonstrated, allow trainee to spray selected vegetable fields. The (name type of aircraft) will be the aircraft utilized. The fields will be fungicide and/or insecticide applications with careful selection of the fields with minimal obstructions and minimal risk of off-target applications.

AG AV Careers Section

The Benefits Of Being An Ag Pilot

By Lindsay Byrne, NAAA Director of Communications

Being an ag pilot is one of the most exciting jobs in aviation. It requires tremendous skill and precision. Who knows? If you enjoy aviation video games or enjoy the outdoors and rural living, you may be a perfect addition to the agricultural aviation industry. It's a challenging job that takes a significant amount of training, and the hours during the busy flying season can be long; but it can be a fulfilling job. Ag pilots provide an essential service to farmers, foresters and the public at large. Ag pilots love their ability to soar through the skies in beautiful and serene farm and forestry country. In many areas across the country, it is also a seasonal job, which can allow for other leisure or professional opportunities in the off season.

The Benefits Of Being An Ag Pilot: Pride In Job

Aerial application is extremely important in treating fields that are too wet for ground rigs, as well as applying products to crops when the crop canopies, such as orchards or mid to late stage corn, are too thick for ground rigs. An airplane or helicopter can accomplish three times the amount of work in a day than ground equipment or any other form of application. This means less fuel used, less air pollution and no soil compaction. Also, ag aviation assists in providing a safe, affordable and abundant supply of food, fiber and bio-fuel for the world's growing population. It is also vital in protecting our natural resources and combating pests that threaten public health, such as West Nile Virus-carrying mosquitoes. Aerial application also protects forestry from pests and fires.

To produce future food, fiber and bio-fuels and leave room for wildlife we must increase production on the land we are now using. High-yield agriculture benefits the environment by producing maximum crop yields from fewer acres. Aerial application is a critical component of high-yield agriculture. For example, corn fungicide applications assist to produce more corn for use as food and/or bio-fuel. Corn fungicide applications begin during the tasseling, or pollinating, stage of the corn. The use of fungicides, as well as fertilizers, insecticides and herbicides has helped to increase yields by large amounts over the past several years during the later stage of production, which allows more people and animals to be fed, clothes to be made and bio-fuels to be produced.

One of the benefits about working in this industry is that ag pilots can travel all over the country to work. For example, while one area of the country's agricultural economy may be struggling from a drought or natural disaster, another area of the country might be experiencing a bumper crop where more aerial applicators may be needed to work. It is not uncommon for aerial applicators to travel to where there is work during the different seasons. This was seen last year—while the Southeast area of the country was in a drought, the Midwest had an abundance of work due to the high amount of corn planted and needed fungicide applications. Several southern ag pilots were able to travel to the Midwest to help other pilots.

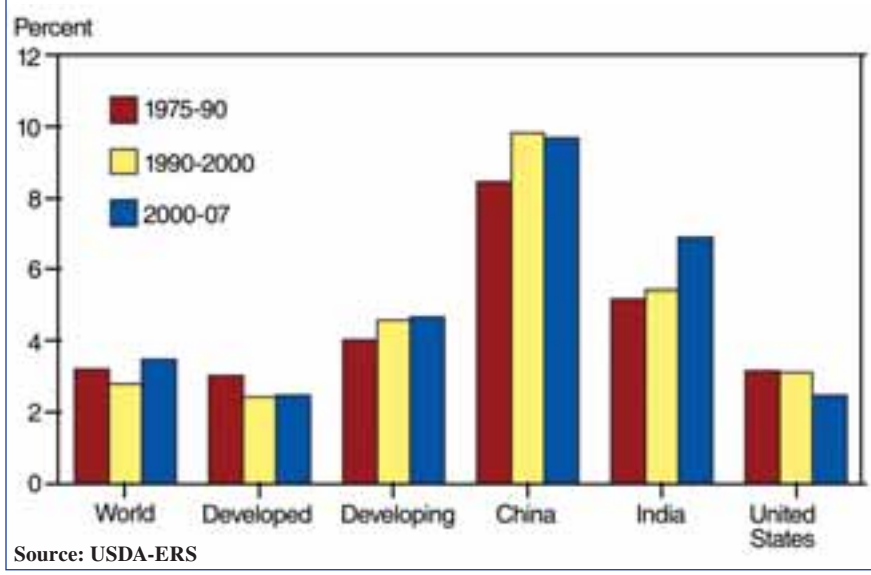
Without aerial application, it would be impossible for U.S. farmers to grow today's yields from shrinking farmlands. Today there are 6.6 billion people populating the planet, but it is estimated there will be just over 9 billion by 2050. World food needs will substantially increase, but land area suitable for farming is not increasing. With the worlds growing demands, aerial applicators will be needed to continue to assist agriculture with modern farming practices for the foreseeable future.

The Benefits Of Being An Ag Pilot: Necessity Of Agriculture

As stated earlier, with the increase in the world's population, food, fiber and bio-fuel production will need to double around mid-Century to meet this demand. The growth rate of available agricultural land to farm comes nowhere close to the rate of food demand. As the chart on the next page from USDA's Economic Research Service (ERS) indicates, there has been, and probably will continue to be, large economic growth in China and India. As a result of this economic

growth both countries have a stronger, growing middle class, which allows them to spend more money on food. The rapid economic growth of these two countries, which make up nearly 40 percent of the world's population, has provided a powerful demand for agricultural products, especially beef. As the demand for meat rises, the demand for grain and protein feeds used to produce the meat rises because it takes eight pounds of grain to make one pound of beef. As these countries and the world's economies grow, more food will be needed to feed the growing population. According to the USDA, the growth rate for global area harvested has averaged only about 0.15 percent per year during the last 38 years. This rate is not expected to change dramatically. As a result, demand for modern agricultural practices to maximize yields will increase. This benefits aerial application because aerial application is a vital component in high-yield agriculture in quickly and effectively treating crops in conditions where other methods of applications cannot.

Economic Growth



Source: USDA-ERS

The Benefits Of Being An Ag Pilot: Testimonials

Gavin Morse, a 24 year old ag pilot, works for Royal Flying Service in Quincy, WA, and did not grow up in the agriculture or aerial application industry. His interest in the ag pilot profession was prompted by his aspirations to become an aerial firefighter. Morse stated, "I wanted to fly heavy tankers or SEATs (Single Engine Air Tankers) and had no knowledge of the ag aviation industry. Once I started learning more about firebombing, I learned more about ag aviation and it became more appealing to me than fire fighting. Although my original intent was to fight fire, my long term goals have shifted from fire to ag because I learned so many great things about the industry."

When asked about the benefits of being an ag pilot, Morse stated, "First of all, it is definitely a lifestyle, not just a job and it helps to have a very supportive family. You don't always get holidays and you don't know how long you'll be at work, but there is a huge satisfaction to working in this industry. I love being an ag pilot; it's fun, hands on and exciting. I feel like I'm accomplishing something and helping a greater cause than just flying other types of aircraft. I also get to come home and sleep every night, which doesn't happen when you're a fire bomber or work for an airline. Although I don't get to see my wife a lot during our busy season, the off season is a great opportunity to travel, visit family for extended periods of time and do hobbies, like ride my dirt bike. Because I have an entrepreneurial personality, this industry appeals to me because I know that I can one day

own my own operation and control what I'm doing. It's a great industry to be a part of."

Eric Klindt, 33 years old, is a pilot for Tri-State Air Ag in Cambell, MN and did not grow up in the aerial application industry, but he did grow up on a farm. He did some work as a farm hand and was introduced to aerial application. "I was intrigued with aerial application after working on the farm and when I pursued my degree at the University of Minnesota, Crookston, I found that they had a degree in agriculture focusing on aerial application; therefore, I made the decision to undertake their Bachelor's Degree program. After I graduated, I was hired by Tri-State Air Ag. I also enjoy working with farmers and I wanted to continue that in some way in my future, but I was not interested in working as a crop consultant full time."

Klindt stated, "When thinking about my future when I was younger, I wanted to do something that included 'spur of the moment' work and not knowing what was going to happen the next day. I looked at becoming a fire fighter or EMT, but I decided on aerial application because the industry is often 'spur of the moment' and I can work with farmers and fly. It is an exciting profession and one where you receive great financial rewards for doing a lot of work. I am really busy during the summer, but once the season slows down, I can pick up the other things that I enjoy doing, such as driving a truck and managing my small limousine company. Both of these things can be put aside during the spray season and picked up again without any issue. This industry allows me to fulfill my interests and reap the financial rewards."

When asked about running his own business, Klindt stated that the aerial application industry is one where you can own a business if you see that in your future. He has chosen not to own an operation right now because he doesn't want to carry the risk that a business owner has. He also stated that he's had the opportunity to manage the business, which has been a great experience for learning how the business operates, which will help him determine whether or not he wants to own an aerial application business in the future. Klindt recommends that people interested in the industry work for an operation to learn every aspect of the business, not just flying.

Marty Owen, 43 years old, is a pilot for Desert Air Ag in Terreton, ID and he grew up in rural areas and has been involved in agriculture most of his life. He started out in the industry doing mixing and loading of ag aircraft, as well as basic aircraft maintenance for Leif Isaacson, the operator of Desert Air Ag. After receiving his private and commercial pilot's license, Owen began flying ag. "I decided that agricultural aviation was a good way to combine agriculture and aviation, two things that I really enjoy. I was also never in the position to own my farm, but now I can fly over and treat everyone else's farms."

Owen stated, "I am involved in this industry because I feel like I am contributing something to life and society. In this country, we have the best, most safe and most abundant food supply and part of that is because of the work that ag pilots' conduct. We work hard to contribute to the U.S. food supply, just as the farmers and everyone else involved in agriculture and food safety do. At times this industry can also allow ag pilots to enjoy their hobbies, such as snowmobiling and snowboarding, but I can also work in other states during our downtime or stay put in my home state."

Want More Information?

If you're interested in becoming an ag pilot, the NAAA offers a program called Com*paass* Rose, which are educational sessions led by veteran ag pilots introducing potential recruits into the world of aerial application. These sessions take place at state/regional association conventions, as well as the NAAA Annual Convention in December. More information on Com*paass* Rose and the agricultural aviation industry may be found at www.agaviation.org.

'Cool' Is The Word Used By Young Wannabe Pilots

By Bryan Hauschild, Operator of Otter Aviation, Inc. in Fergus Falls, MN

Photo courtesy of Bryan Hauschild, Otter Aviation, Inc.

Becky Crockett and Bryan Hauschild man the booth at the FFA Convention last October.

COOL was the word used by most young students passing by and visiting the National Agricultural Aviation Association (NAAA) booth at the 80th National Future Farmers of America (FFA) Convention held in Indianapolis last October. The convention theme was "Blue Coats, Bright Futures" and there were an estimated 55,000 attendees, which was a great number of young people who could learn more about the agricultural aviation industry. They are called the Blue Coats because members of FFA wear blue jackets to their events.

Becky Crockett of Devil Dusters, Inc. in Artesia, NM and I volunteered to work the booth for the Women of the National Agricultural Aviation Association (WNAAA) who handle the coordination of the educational booth at different trade shows. I applaud the FFA organization for a well-planned convention and I also applaud the young attendees for their conduct. It was commented to me more than once that, "these kids are well behaved," and that "they can come back any time." This is a testimony to the FFA organization, advisers, supporters and members for their exemplary conduct and leadership in the agricultural industry.

Becky and I agreed that these are the kind of people we hope to draw into the ag aviation industry, which is one of our purposes for attending this convention. Bill Stagg, Division Director of Info Services for the FFA said, "We've got to bring the best and brightest into the (agricultural) industry."

Besides bringing awareness to the attendees, our other purpose for exhibiting at FFA was to provide information to ag educators. "Our goal is to speak to the educators about teaching our future farmers of America about the importance of ag aviation to the world's food economy," Crockett said. "I was astonished by how many people were surprised that we still exist."

A very high percentage of ag educators visited the booth and showed an interest in learning more about the ag aviation industry, as well as the curriculums offered by the WNAAA. They were also interested in watching the Agriculture's Air Force video and many showed an interest in obtaining copies of the new updated DVD that will be available later this year.

Total FFA membership is more than 500,000 with young adults aged 12-21. There are more than 7,200 chapters in all 50 states, Puerto Rico and the Virgin Islands, with nearly 10 percent of those attending this year's convention. Statistics show that 38 percent are female; 27 percent live in rural, farm areas and the remainder live in

Do your part to help recruit new pilots into aerial application!

- Always maintain your professionalism. Thousands of children grow up on farms and they watch ag pilots work. Some people decide to become an ag pilot from watching pilots spraying fields while they were growing up. It is important to be a role model to the youth in your area.
- Have a booth and speak at your local college and high school career days. You don't have to spend a lot of money or have a fancy booth. Contact NAAA for "Why? Because" brochures and magazines. Invite students to your operation if they show a strong interest in aerial application.
- Hire college and high school age students to work at your operation as ground crew or in the office during their school breaks.
- Submit press releases to local newspapers about the industry. A press release in a newspaper may bring awareness and education to people interested in the industry. Sample press releases are available in NAAA's Media Kit, which is available on the NAAA Member's Only Website at www.agaviation.org.
- Take time out of your day to answer incoming phone calls and e-mails from potential future ag pilots. Do your part and help recruit someone!
- Be patient with new pilots to turn them into successful pilots.

rural non-farm (39 percent), urban and suburban areas (34 percent). You get a sense that agriculture is alive and well in the Unites States when you look at all of the blue coats and the enthusiasm of the young adults in attendance. The convention exceeded my expectations for organization, exhibit area size, how elaborate those exhibits were and the huge number of FFA members attending. The exhibitors realize that if they can bring these young adults into the agriculture industry now, they could be employees or customers for life.

Becky and I had a wide range of visitors to the booth, ranging from ag teachers, parents, other vendors, older pilot wannabees, children and of course the FFA members themselves. With the high amount of traffic past the booth, it was easy to tell who was interested. They would either take a 90 degree turn and head straight for the booth, or their head would turn slowly as they went by. Many would stop, ponder a moment and walk against the flow of traffic with a look on their face that their brain was deep in thought. Interested persons were also shown a spraying video provided by Eric Klindt, of Tri-State Air Ag in Wahpeton, ND. The SATLOC Mapstar program was also used as a tool to further explain the technology available and used in ag aviation.

Other comments we heard were, "I didn't realize this was still a viable industry," "I try to teach students that this (agricultural aviation) is a very important part of the agricultural industry." The pilot wannabees would say, "If I had to do it all over again …," "If I knew then what I know now … ," or "If I were younger …" and so on. Another visitor said, "Man, am I glad you're here!" Three young men said, "This is what I'm going to do."

I attended this convention after reading several columns from 2007 NAAA President Rod Thomas about working to recruit and mentor new pilots into our industry, as well as the fact that I never had the opportunity to attend this convention as a youth because there was no FFA chapter in our area.

I would encourage those who have an interest in helping with this event to do so. It is important to teach children of all ages (as well as many adults) about agriculture and the important role agricultural aviation provides for American people. It is a useful and enjoyable tool to attract young people into the agricultural industry that we all love.

Las Vegas Welcomes The Aerial Application Industry This December

Visit the 100+ exhibitors at the trade show.

Bright lights, big city, great restaurants and 1,000-plus aerial applicators will take over Las Vegas and the South Point Casino, Hotel and Spa from December 8-11, 2008. Celebrate the end of the year at one of the most exciting locations in the United States.

NAAA General Session Information

Don't miss this year's NAAA General Session, which will feature Dr. Debbie Edwards, the Director of the Office of Pesticide Programs for the Office of Prevention, Pesticides and Toxic Substances under the Environmental Protection Agency (EPA). Edwards will update the NAAA Convention attendees on EPA programs that impact the aerial application industry. The second speaker for the General Session will be well-known, Bill de Decker, Co-Founder of Conklin & de Decker Aviation Information, who will speak about hedging to reduce aviation fuel costs, as well as effective tips for marketing your business. Read about the speakers online at www.agaviation.org under Convention link.

Kickoff Breakfast Speaker – Capt. Brian Udell, Supersonic Survivor

Attend NAAA's Kickoff Breakfast on December 8 and hear a compelling story of survival, rescue and personal success from accomplished military Strike Eagle pilot Brian Udell. He holds the record for surviving the highest speed ejection from a U.S. fighter aircraft at nearly 800 mph. His riveting story of how he survived with a crushed body and crippling injuries for hours 65 miles off the Atlantic Coast is remarkable. Udell applies the principles of determination, faith and the sheer will to survive to facing life's everyday challenges. His triumphant return to the Strike Eagle is an inspiring story about perseverance and character. You won't want to miss this Kickoff Breakfast!

Book Your Room Today at the Headquarters Hotel

Don't delay! Make your room reservations today by calling (866) 791-7626 and give the code "NAAA Annual Convention & Trade Show" or book online at www.southpointcasino.com. The room rate is $69/night for Dec. 7-11. The weekend before and the weekend after have a room rate of $199/night. Please be advised that the National Rodeo is also in town during the same time; therefore, please make your room reservations as early as possible.

Exhibit at the 2008 NAAA Convention

2008 Exhibitor Booth sales have begun, but good spaces are still available! All of the exhibitor details are online at http://www.agaviation.org/2008exhibitors.htm. You can view open booth space, as well as download a booth contract and booth personnel form. To book your space, send in the booth contract with a 50-percent deposit today!

Every company involved in the aerial application industry should consider exhibiting at the NAAA Convention. The trade show is the most widely attended event during the convention and it's your opportunity to do business with 1,000-plus attendees who are looking for ways to improve their business and their bottom line. Exhibiting companies offer cutting edge technology and services to the convention attendees and you should take advantage of this opportunity to showcase your products and services this year! The NAAA Convention is the one place where you can reach hundreds of operators, pilots and other allied companies.

If you have any questions about exhibiting, please contact Peggy Knizner by phone at (202) 546-5722 or by e-mail at information@agaviation.org.

2008 NAAA Convention Events Schedule

Schedule subject to change. Changes to the schedule will appear in future issues of this magazine and on the NAAA Website at www.agaviation.org/conventionpage.htm. All activities will take place at the South Point Casino, Hotel and Spa.

Sunday, December 7th

10:30 a.m. – 6:00 p.m.	Registration
9:00 a.m. – 4:00 p.m.	Pratt & Whitney Seminar
4:00 p.m. – 6:00 p.m.	NAAA/WNAAA Board Meetings
4:30 p.m. – 6:00 p.m.	Concurrent Sessions

Monday, December 8th

7:30 am – 7:00 p.m.	Registration
8:00 a.m. – 9:45 a.m.	Kickoff Breakfast
10:00 a.m. – Noon	ASABE Sessions
1:00 p.m. – 2:30 p.m.	ASABE Sessions (continued)
2:45 p.m. – 4:15 p.m.	Concurrent Sessions
4:30 p.m. – 6:00 p.m.	Concurrent Sessions
6:30 p.m. – 8:00 p.m.	Welcome Reception/PAC Slot Tournament

Tuesday, December 9th

7:00 a.m. – 8:30 a.m.	CP Products Breakfast
7:30 a.m. – 5:00 pm	Registration
8:45 a.m. – 11:30 a.m.	NAAA General Session
10:30 a.m. – 11:30 a.m.	Allied Industry Meeting
Noon – 6:00 p.m.	Trade Show Hours
5:30 p.m. – 7:00 p.m.	Live Auction & Reception

Wednesday, December 10th

8:00 a.m. – 9:30 a.m.	Concurrent Sessions
10:00 a.m. – 4:00 p.m.	Trade Show Hours
3:00 p.m.	Silent Auction Closes
4:00 p.m. – 5:30 p.m.	Concurrent Sessions

Thursday, December 11th

8:30 a.m. – 10:00 a.m.	Concurrent Sessions
9:00 a.m. – 5:00 p.m.	Registration
10:15 a.m. – 11:45 a.m.	Concurrent Sessions
1:00 p.m. – 2:30 p.m.	Concurrent Sessions
2:45 p.m. – 4:15 p.m.	Concurrent Sessions
5:30 p.m. – 6:30 p.m.	Farewell Reception
6:30 p.m. – 9:00 p.m.	Farewell Banquet & Awards Ceremony

Current Convention Exhibitors (as of August 4, 2008)

- Acorn Welding
- Aero Recip Canada
- Ag Air Update
- Ag-Air Turbines
- AG-NAV
- Agrinautics
- Air Repair, Inc.
- Air Tractor, Inc.
- Allianz Aviation Managers
- BASF
- Cascade
- Covington Aircraft
- CP Products Co., Inc.
- Curtis Agri-Line
- DTC Duat
- DuPont Crop Protection
- Dynanav Systems
- Executive Aircraft Maintenance
- Falcon Insurance Agency, Inc.
- First Pryority Bank
- Frost Flying
- Garrco Products
- Gibson & Barnes
- Hardy Aviation Insurance
- Hemisphere GPS
- Isolair
- Kawak Aviation Technologies
- Lane Aviation
- Makhteshim Agan NA - (MANA)
- Micronair Sales & Service
- Mid-Continent Aircraft
- NationAir Aviation Insurance
- Northstar Aerospace
- Pickett Equipment
- Pratt & Whitney Canada
- Prime Turbines
- Proair/PARMA
- Professional Insurance Management
- Queen Bee Air Specialties
- Rocky Mountain Propellers
- Rosen's
- RT Turbines
- S & T Aircraft Accessories, Inc.
- Sky Tractor Supply
- Spectrum Electrostatic Sprayers
- Syngenta
- TECH
- Teledyne Battery Products
- Tennesee Aircraft
- Thrush
- Transland
- Turbine Dromader
- Turbines Inc.
- Valley Air Crafts
- Western Skyways

Sponsor an Event at the 2008 NAAA Convention

Thank you to the following companies who have already committed to sponsoring events at the NAAA Convention:

Diamond Sponsors

Syngenta – Auction Reception

BASF – Kickoff Breakfast

Gold Sponsors

Air Tractor, Inc. - Program Guide (Back Ad)

DuPont Crop Protection - Farewell Banquet/ Awards Ceremony (Co-sponsorship still available)

Bronze Sponsors

AgNav – (3) 1 Meter Signs

Program Guide Ad

Museum Booth

continued on page 34

Sponsor an event at this year's NAAA Convention! Available sponsorships include the welcome reception, farewell banquet, general session program, coffee breaks and several other options or you can contact us to create a custom sponsorship. The earlier you sponsor, the more advertising you'll receive! Get your company's name and logo in front of the attendees' eyes on signs, banners and in convention materials. Sponsorships are listed in the Convention Program Guide, Jan./Feb. 2009 Agricultural Aviation magazine and on the NAAA Website so your generosity will be noted by the industry! The NAAA Website averages 156,680 hits a month and 5,256 hits per day. For more information, please call the NAAA office at (202) 546-5722 or visit the NAAA Website at www.agaviation.org and click the Convention link.

Are you a new pilot to the industry or feel you have more to learn about the industry?

Plan on attending this convention! There are educational sessions for you to attend, networking events to introduce you to people in the industry and you can earn possible CEU's at several of the sessions. Participate in the session titled Com*paass* Rose, which is designed to provide professional support and direction for ag pilots who want to learn more about the industry or for seasoned pilots who are interested in learning about other opportunities in aerial application, such as aerial firefighting. If you want to know more about aerial application and how it relates to production agriculture; if you wish you had more flying hours; if you want to know more about technologies, such as GPS, then Com*paass* Rose is for you! Attending this session will answer some of your questions and allow you to network with and meet other pilots in the industry.

Call for NAAA Award Nominations

Who will be recognized as "the best" in our industry by receiving an award this year? The NAAA Awards Committee is accepting nominations for the 2008 NAAA Awards. If you've attended the awards ceremony in the past and have thought of a person who should be nominated, don't delay! Nominees don't need to be known nationwide; they can be an outstanding individual in your area. Nominate someone today. It is easy to make a nomination for a fellow NAAA member by just filling out a form.

Nominations are only accepted for individuals who are NAAA Members (Contact NAAA if you are unsure of their membership status by phone at (202) 546-5722 or by e-mail at information@agaviation.org). For a list of the available awards, a nomination form and further details, please visit the NAAA Website at www.agaviation.org/awards.htm. Awards will be presented during the Farewell Banquet on December 11.

2008 WNAAA Convention Information

WNAAA 2008 Convention Information

This year's convention will be packed full of events for female convention attendees. Whether you're a spouse or business employee, there are events for you! Schedule is subject to change. Final details will be posted online at www.agaviation.org/wnaaapage.htm.

Sunday, December 7th

4:00 p.m. – 6:00 p.m.	WNAAA Board Meeting

Monday, December 8th

8:00 a.m.– 9:45 a.m.	NAAA Kickoff Breakfast Speaker: Brian Udell
9:00 a.m.	Continental Breakfast
10:00 a.m.	Welcome & Presentation by Kristi Udell "A Spouse's Perspective on Crisis Management"
1:00 p.m.	WNAAA Open House – WNAAA President's Suite

Tuesday, December 9th

8:30 a.m. – 9:30 a.m.	Athena Presentation & Continental Breakfast
9:30 a.m. – 11:30 a.m.	Yoga is for Everyone: 5 Principles of Yoga with Karen Voepel. Further information online at www.yogaattheranch.info
Noon – 6:00 p.m.	Trade Show Hours
5:30 p.m.	Live Auction and Reception (Trade Show Floor)

Wednesday, December 10th

8:30 a.m.	Breakfast sponsored by Chuck & Marie Stone of Southeastern Aerial Crop Service, Inc.
9:00 a.m.	WNAAA President's Award & Presentation of New Officers
9:45 a.m.	Fame Game (Interactive Game Show)
10:00 a.m. – 4:00 p.m.	Trade Show Hours Silent Auction Closes at 3 p.m.

Thursday, December 11th

5:30 p.m. – 6:30 p.m.	Farewell Reception
6:30 p.m. – 9:30 p.m.	Farewell Banquet/Awards Ceremony

WNAAA Raffle Prizes

The annual WNAAA Raffle will take place at the NAAA Farewell Banquet/Awards Ceremony on Thursday, December 11. Raffle tickets are $10 each at convention. Winners do not need to be present to win.

- Garmin 496 GPS
- $2,500 Travel Voucher to anywhere
- NASCAR Lover's Weekend - Donated by DuPont Crop Protection

Seeking Auction Items

Donate your items to the NAAA and WNAAA Live and Silent Auction. Support the aerial application industry by donating an item to the auction. To donate an item, contact NAAA by phone at (202) 546-5722 or by e-mail at information@agaviation.org to donate an item.

2008 Auction Items: (As of July 28, 2008)

- Agriflite Services – 30 Check Valves
- AgNav – Ipac Organizer and $500 gift certificate
- Air Tractor - Ram Air Engine Retrofit Kit (no installation)
- BASF – Men's XL Bomber Jacket with BASF & Top Gun Logos and Ray Ban® Aviator Sunglasses
- CP Products –
- 50 CP-11TT Flat Fan Nozzles and 50 CP-06 Swivels
- California AAA – Ag Plane Print
- Hardy Aviation Insurance – Aviation quilt designed and made by Janell Hardy (Supports WNAAA)
- Lane Aviation – one 1111 Small Electric Brake, one 111F Blade Fan Assy & Prime Turbines & Doncasters - One set (58) New PMA CT Blades for small PT6 Engine (includes installation on the disc)
- Prime Turbines & Turbo Products – one set of new, corrosion resistant Turbo Products PMA CT blades for a PT6 Engine, including installation in the disc by Prime Turbines
- S&T Aircraft Accessories - Boost Pump & Motor (A4949 Motor & AN4101CE Fuel Pump)
- Syngenta – Two $500 Exxon Gas Gift Cards
- Transland – Two '56600' booms. 2.5" Streamline SST
- TumbleWeed Lodge – 2 day/3 night Bird Hunt at the TumbleWeed Lodge in Harrold, SD (Supports WNAAA)

42nd Annual NAAA Convention & Exposition

Las Vegas, NV - December 8-11, 2008

Pre-Registration must be received in the NAAA Office by Thursday, December 4, 2008. Use this form and send today!
Registration is also available online at www.agaviation.org.

ON-SITE REGISTRATION (AT CONVENTION) WILL COST AN ADDITIONAL $50 PER REGISTRANT.

NAAA Member	Registration With Banquets	Registration Without Banquets
Member	$320	$220
Spouse	$265	$165
Child (under 12)	$170	Free

Non-NAAA Member	Registration With Banquets	Registration Without Banquets
Non-Member	$440	$340
Spouse	$380	$280
Child (under 12)	$170	Free

MEMBER REGISTRATION: You must be the designated member of an Operator, Allied Industry Company, State Assn, or have a Pilots, Affiliated Operator, Affiliated Allied, Associate, International or WNAAA Membership in your name, or be the spouse of a NAAA member to qualify for member rates.

RECEPTIONS: Attendance at the Welcome Reception, Auction Reception and Farewell Reception are included in your registration fee. Free to all registrants!

EXTRA BANQUET/RECEPTION TICKETS:

Monday 12/8	Kickoff Breakfast	$40 Each # extra Kickoff Breakfast Tickets Needed _____
Monday 12/8	Welcome Reception	$40 Each # extra Welcome Reception Tickets Needed_____
Thursday 12/11	Farewell Reception	$30 Each # extra Farewell Reception Tickets Needed _____
Thursday 12/11	Farewell Banquet/Awards	$75 Each # extra Farewell Banquet Tickets Needed_____

REGISTRANT: First Name _____ MI _____ Last Name _____
(Name as it will appear on your convention badge.)

Company _____ Phone _____
Address _____ City _____ State_____Zip Code _____
Country _____Fax_____Email _____

SPOUSE REGISTRANT: First Name_____ MI _____Last Name_____
(Name as it will appear on your convention badge.)

ADDITIONAL REGISTRANTS:
First Name_____ MI _____Last Name_____
First Name_____ MI _____Last Name_____
First Name_____ MI _____Last Name_____
First Name_____ MI _____Last Name_____

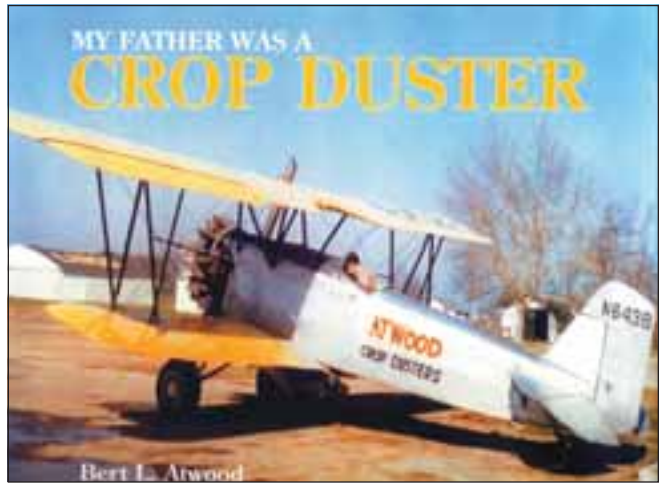
Registrant Fee $ _____
Spouse Fee $ _____
Additional Registrants $ _____
$ _____
$ _____
$ _____
Total Event Tickets $ _____
(Extra Tickets Only)
TOTAL DUE $ _____

PAYMENT (U.S. Funds only, must accompany registration)
☐ Credit Card ☐ Check # _____
Total Amount $ _____
Card # _____
Exp. Date_____
Cardholder _____
Street Address_____
Zip Code _____
Cardholder Phone # _____
Cardholder Signature _____
(Signature is authorization to bill credit card)

- Mail Payment & Form to: NAAA - 1005 E Street, SE - Washington, DC 20003
- Register online at www.agaviation.org - Fax (202) 546-5726 - Questions? Call (202) 546-5722

Book Review:
'My Father Was A Crop Duster'

By Peggy Knizner, NAAA Assistant Executive Director



Bert Atwood, son of Bud and Leila Atwood, has provided us with a very interesting memoir of the "crop dusting" industry and its development in California from the early '30s through the late '70s in his new book "My Father Was A Crop Duster." He gives an insightful prospective of the industry by relating the history of his family and the Atwood Crop Dusters company, which was located in Salinas, CA.

Atwood highlights the evolution of technologies and advances in equipment in the industry, often lead by the trial-and-error of pilots and mechanics seeking a better and safer way to serve their farmer-clients. He relates his dad's early years as a crop duster and his parents' building and operation of Atwood Crop Dusters. He also follows the evolution of the industry and outlines the development of formal training and safety programs for pilots and ground crew under his parents' leadership. Atwood accomplishes all this by incorporating his memories and those of many who had known and worked for the Atwood family business.

It's an interesting story told from a different perspective. With more than 200 photos and more than 70 cameos of company associates, this is very special slice of aerial application history. It will be of particular interest to anyone active in California's ag pilot community during the last century and especially to anyone interested in Stearman aircraft and their use after the war. It's a very interesting addition to the material available outlining the history of this very unique industry.

The book is 11" x 8 ½" with 192 pages, full color and 200 photos. To purchase a copy of the book, send $39.95 plus $6 shipping (plus $2.90 tax if mailed to a California address) to AAAA Publishing, 9730 Soda Bay Road, PMB 5077, Kelseyville, CA 95451. For this price the author will autograph and/or personalize (To Whomever …) the book for you.

Additional details are online at www.aaaapublishing.com.

Participate In The 27th Annual NAA Museum & Hall Of Fame Golf Tournament

Join us in Olive Brach, Mississippi for the 27th annual museum golf tournament and social during the weekend of October 18-19, 2008. Golf will take place Saturday at Wedgewood and Sunday at The Club at North Creek. Hotel accommodations will be at The Drury Inn & Suites. Please call (662) 349-6622 by October 10 to make your reservation. This year's event will raise money for the National Ag Museum and Hall of Fame located in Jackson, MS. We want to emphasize that your golf skills have nothing to do with your enjoyment of the weekend.

Please fill out the form below and return to Lou Stokes ASAP at 1373 Hwy 149 S., Earle, AR 72331. Entry deadline is October 10.

If you would like to schedule a practice round before Saturday's event, please call (662) 893-4444.

Prices:

___Golf Package.....$185 (includes golf Saturday and Sunday, all meals and cocktail party)

___Social Only Package ...$95 (includes all meals and cocktail parties)

Registration:

Golfer:_____

Address: _____

Social: _____

Address: _____

Arriving:_____Thursday _____Friday _____Saturday _____

PAASS - Does It Work?

By NAAA Insurance Committee

On any given Sunday, you may hear the term "In the beginning, there was God." Well when it comes to developing an educational platform to increase the understanding of risk factors, "in the beginning, there was a concept and we called it PAASS," which is the Professional Aerial Applicators Support System.

After the shock of the acronym wore off, the PAASS concept started to grow, both in acceptance by our members and as a tool to educate and promote safe practices throughout our industry.

PAASS, established in 1996, is designed to improve understanding of the "human factors" role in critical agricultural aviation decision making skills. The goal is to reduce the number of aviation accidents and drift incidents associated with the aerial application of fertilizers and crop protection products.

The most difficult part of the program is determining, "does it work." As seen by the aviation insurance community, "It's an immeasurable aspect – how do you place a value on a life that was saved through the knowledge gained from a PAASS program or the drift claim that never happened?"

They are right. So, how do we know? Let's look below at the numbers that NAAA Director of Education & Safety, Ken Degg has compiled.

Accidents:

These figures are from the National Transportation Safety Board (NTSB) accident and Federal Aviation Administration (FAA) general aviation survey. Of hours flown in our category, the six years prior to PAASS (1993-1998):

Average accidents:	138.7
Average accident rate:	9.50 accidents per 100,000 hours of ag flown
Average fatalities:	13.3
Average fatalities rate:	.91 per 100,000 hours of ag flown

The figures below are for the period after PAASS began (1999-2006), which are from the beginning year of PAASS through 2006, which is the last year that the FAA has hour estimates for our category:

Average accidents:	88.8
Average accidents rate:	7.63 accidents per 100,000 hours of ag flown
Average fatalities:	10.5
Average fatalities rate:	.90 per 100,000 hours of ag flown

Improvements:

Average accidents:	36 percent (rounded off)
Average rate:	20 percent
Fatalities:	21 percent
Fatality rate:	1 percent

Drift:

The American Association of Pest Control Officials (AAPCO) completed two drift report surveys from the state lead agencies (SLAs) for the time period that is discussed above. The first three-year survey covered the years 1996-1998 and developed an average number of confirmed aerial drift complaints at 333.3.

The second survey covered the years 2002-2004 and the average confirmed aerial drift complaints were 247.

A PAASS program underway at a state convention.

The drop in complaints is a 26 percent reduction in drift claims during this time frame!

Based on these numbers, it appears we're headed in the right direction, certainly better than before. I've been asked the question, "Does this take into account possible reduced aircraft and flying hours?" Yes it does, because we're basing this on rates. The number of accidents doesn't really mean anything unless you look at the exposure, or rate, of hours performed and calculated by the survey each year. The number of accidents doesn't tell the whole story, the rate per hour does.

As a former PAASS presenter, Randy Hardy of Hardy Aviation Insurance stated that he has always enjoyed the PAASS sessions where pilots had the courage to stand up and tell about an accident, incident or even a potential accident, in the hopes that others would listen and learn. In life, we all learn from our own mistakes, but maybe more so, we learn from the mistakes and advice of others. PAASS has provided a forum to listen, learn and to engage with others in a relaxed atmosphere in the hopes that you'll apply the information you gather and maybe save a crop or a life.

PAASS has provided a renewed interest in attending the state and regional conventions, which can offer insurance credits and discounts to operators and pilots for participating in local and national associations. Dr. Dennis Gardisser of the University of Arkansas, who is a PAASS presenter and Operation S.A.F.E. analyst, has long stated in his seminars, "Your efforts towards professionalism in your business is vital in your defense should you ever be called on the carpet." It's a business my friends, and you should run it that way.

So, "Does it work?" You bet it does!

At the end of the day, knowing you've done all you can to manage a successful business, provide a greater value and service to others, and go home to your family and friends at the end of the day is what it's really about!

NAAA Calendar of Events

Please visit the NAAA Website at www.agaviation.org for all events.

September 2008

25-26
Colorado AAA Operation S.A.F.E. Clinic
LaJunta Municipal Airport - LaJunta, CO
Dolle Lehrkamp (719) 768-3367

11-13
Colorado AAA Convention
Crowne Plaza - Colorado Springs, CO
Dolle Lehrkamp (719) 768-3367

October 2008

10-12
NAAA/WNAAA/NAAREF Board Meetings
(Open to all Members)
Leadership Training Program
The Grove Hotel - Boise, ID
NAAA Office (202) 546-5722

15-16
Michigan AAA Convention
McCamly Plaza Hotel & Western Michigan University - Battle Creek, MI
Lucille Schiffer (269) 685-5751

22-24
Kansas AAA Convention
Grand Prairie Hotel - Hutchinson, KS
Angie Banz (316) 617-5680

November 2008

2-4
Pacific Northwest AAA Convention
Sun River Resort - Sun River, OR
Patti Cline (509) 968-3386

5-7
Mid-States Convention
Isle of Capri - Bettendorf, IA
Rick Reed (217) 234-9439

6-8
AOPA Expo
San Jose McEnery Convention Center - San Jose, CA
www.aopa.gov/expo

10-12
California AAA Convention
Embassy Suites - San Luis Obispo, CA
Terry Gage (916) 645-9747

December 2008

8-11
NAAA's Annual Convention & Exposition
Las Vegas, NV - South Point Casino
See page 31
NAAA Office (202) 546-5722

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.ntsb.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	City	State	Aircraft Type	N #	Injury	Description of Accident
01/29/08	Brawley	CA	OH-58A	902SF	None	Collision with power lines while night spraying
03/11/08	Oxnard	CA	Bell 206B	7028J	None	Caught skids in crop
03/13/08	Back Gate	AR	AT-602	602KP	None	Slid off runway on wet grass while landing
03/22/08	Genesee	ID	G-164B	8148K	None	Partial rudder separation-lost control on landing
03/22/08	Colfax	WA	G-164B	63D	None	Unable to clear power line on downwind TO on one-way strip
03/24/08	Blythe	CA	S2R	5674X	None	Hit berm due to dusk light conditions
03/25/08	Dayton	WA	G-164A	48629	Minor	Lost control on landing-strong quartering tailwind
03/28/08	Abbeville	LA	G-164B	36289	None	Collided with another non-ag airplane on landing
04/07/08	Quinton	OK	UH-12E	34SD	None	Damaged during precautionary landing due to vibration
04/13/08	Coleman	TX	We 620B	2035J	None	Lost control on landing in gusty winds
04/16/08	Angleton	TX	G-164B	8237K	Minor	Hit powerline
04/20/08	Paragould	AR	AT-602	8517M	Serious	Hit powerline-damaged elevator-crashed during landing attempt
04/25/08	Carlsbad	NM	AT-402	402SK	None	Unable to climb after TO on upsloping runway
04/27/08	Waitsburg	WA	AT-502	1519U	None	Unable to outclimb rising terrain during field reconnaissance
05/05/08	Butte City	CA	G-164	703Y	None	Total power loss - forced landing
05/05/08	Mountain Grove	MO	PA25-235	6944Z	Minor	Hit powerline
05/05/08	New Lisbon	WI	PA25-235	4352Y	FATAL	Hit trees for unknown reason
05/05/08	DeWitt	AR	G-164C	6671K	None	Door opened, pilot throttled back, unable to power up before impact
05/09/08	Thomas	OK	PA36	2368Y	None	Engine lost power-throttle linkage bolt missing
05/10/08	Holtsville	CA	S2R	8860Q	Minor	Power loss caused forced landing
05/14/08	Wheatley	AR	AT-502B	6112D	FATAL	Lost control in turn-crashed into terrain
05/15/08	Nickerson	KS	We 201B	1264W	None	Lost control on TO - tail wheel unlocked
05/20/08	East Bernard	TX	G-164A	5083	None	Power loss - #3 valve stuck open
06/12/08	Wilder	ID	G-164B	48571	Minor	Power loss - flipped over on forced landing
06/15/08	Lyons	KS	A188B	9639G	Minor	Power loss - forced landing
06/18/08	O'Kean	AR	G-164B	6601Q	Serious	Hit terrain for unknown reason - suspect prop failure
06/19/08	Garwood	TX	AT-301	3166H	None	Power loss - #2 cylinder failure
06/20/08	Pine Bluff	AR	S2R-G6	61374	None	Power loss - hit tree on forced landing
06/23/08	Bethany	MO	AT-502B	5005G	None	Power loss
06/24/08	Glenn's Ferry	ID	Snow S2C	1661S	FATAL	Stall/spin while circling - waiting to land

NAAA Membership Application

Mail/Fax to: NAAA, 1005 E Street St., S.E. Washington, DC 20003 • (202) 546-5722 • Fax: (202) 546-5726
Join online: www.agaviation.org

Membership Year That You're Paying: _____

Name: _____
Company: _____
Address: _____
City, State, Zip: _____
Bus: (_____)_____ Home: (___)_____
Fax: (_____)_____ E-mail: _____
Website: _____ Spouse: _____

NAAA Dues $_____
NAAREF Donation $_____

NAAREF depends on your donations to pay for PAASS and other programs such as Com*paass* Rose, Operation S.A.F.E., Fly Safe and Athena. PAASS attendance fees do not completely offset program costs. Your additional donation, made out to NAAREF, is greatly appreciated and is tax deductible.

Total $_____

Payment via: ❑ Check Enclosed ❑ Credit Card
Card #:_____Exp. Date:_____
Signature: _____
(NOTE: Signature authorizes billing credit card.)
Cardholder Name:_____
Cardholder Address: _____

Membership Categories (please select one):

NOTE: Dues amounts are subject to change by NAAA Board. Operators and pilots who do not belong to a state aerial application association must pay Participating Operator or Participating Pilot dues.

$450	___ Operator
	___ $10 each aircraft over 3
$170	___ Affiliated Operator
$900	___ Participating Operator
$170	___ Pilot
$340	___ Participating Pilot
$450	___ Allied (1-10 employees)
$680	___ Allied (11-50 employees)
$850	___ Allied (51-100 employees)
$1,000	___ Allied (101-500 employees)
$1,700	___ Allied (500+ employees)
$170	___ Affiliated Allied
$85	___ Associate
$225	___ International
$680	___ State/Regional Association
$170	___ 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%. *NAAREF contributions are tax deductible.* ***Agricultural Aviation*** **subscription cost ($30 for domestic, $45 for international) is included in membership dues for all membership categories.**

_____ **Auto-Renewal Requested**
Entering your initials here authorizes NAAA to hold this credit card information on file for annual automatic payment of your NAAA dues each January until further notice. You will no longer receive yearly dues invoices, but a reminder notice will be mailed to you at the address on file 30-60 days prior to the date of payment. Those paying by check will receive renewal statements in the fall for the next year.

NAAA Welcomes Our New Members

As of July 11, 2008

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Su Dong Lim
Korea Business Air Service Co., Ltd
Seoul

OPERATOR
Charles Drinkwater
Double D Flying Service
Edison, GA

Mike Lewis
L & L Flying, Inc.
Glen Allan, MS

PILOT
David McGee
Montgomery, LA

Vince Muzzi
Shelby Air/LA Delta Dixie Ag
Greenville, MS

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Darla Meise
Meise, Darla
Moses Lake, WA

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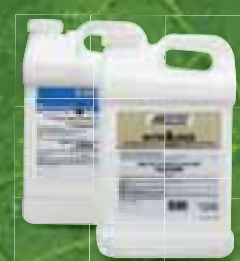

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