



NATA Safety 1st eToolkit

Welcome to the 50th issue of the NATA Safety 1st eToolkit, our monthly online safety newsletter, supporting the NATA Safety 1st Management System (SMS) for Ground Operations.

The NATA Safety 1st Management System (SMS) for Ground Operations is underway and many of the tools discussed in this and other eToolkits will be provided to SMS and PLST participants.



This monthly newsletter highlights known and emerging trends, environmental and geographical matters, as well as advances in operational efficiency and safety. Flight and ground safety have been enhanced and many accidents prevented because of shared experiences.

The Importance of Training

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“Once you’ve made a good selection decision, everything else is training.” This quote came from the wisdom of a veteran corporate education and **training** director during my years at General Motors. He believed the statement could be applied across a variety of situations, both professional and personal. He also believed the opposite of that statement is also true, in that once you’ve trained someone to the best of their ability, if it doesn’t work out, then it was a bad selection decision. While there was no sitting at the feet of this wise guru, I couldn’t help but think how insightful the comment was and still is. The current competitive atmosphere has a number of companies trying to balance their restructuring and retention needs. In the midst of all that expanding and contracting decision making is one sure truth about remaining competitive. Maintaining a well trained, multi-skilled workforce is more than just an overhead cost consideration, but the recognition that without appropriate knowledge and skills, a company, irrespective of size, can lose its competitive and distinctive edge.

The unfortunate trend in short term cost cutting is to reduce or in some cases, completely eliminate the **training** budget. Embedded in that budget is skill **training**, knowledge acquisition and tuition reimbursement. It’s usually the easiest place to look because **training** is viewed as overhead costs. The

quick slash and burn approach to help bring up the numbers typically results in a return to the hands-on, learn-as-you-go, scattergun approach to skill competence. The organization is then left with those individuals who are willing to learn in order to survive as opposed to a skilled workforce that wants to grow. What makes this strategy particularly dangerous is the unprecedented labor shortage unfolding in the United States and the ‘free agent’ approach to career development as seen among the current crop of full time employees. All conventional wisdom supports the notion that **training** is critical to the efficient functioning of an organization, but the link between conventional wisdom and practical reality gets lost when the idea is to keep the ship afloat. This often translates into organizations having a bunch of highly skilled employees who are proficient in bailing water, but once the waters are calm and stability has been established, no one knows how to row the boat.

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INSURANCE CORNER

The Liability of Leasing a T-Hangar

By Jim Gardner
jgardner@jsslaviation.com

T-Hangars continue to be one of general aviation’s most popular and economical hangaring solutions. Aircraft owners leasing a hanger and FBO operator’s with hangar tenants, have a mutual need to understand the hazards and liabilities of occupying a T-hangar.

Whether it is a T-Hangar or a bay hangar with a defined and partitioned premises, from the aircraft owner/tenant’s perspective there are three basic liability issues to be concerned about: bodily injury to a visitor while in the tenant’s hangar or premises, property damage to the tenant’s leased hangar, and third party damage to the adjacent hangar.

The problem with T-Hangars is their close proximity to their neighbor as opposed to a stand alone facility. A fire or noxious fumes in one T-hangar could quickly spread to other T-hangars. The tenant’s AND the landlord’s exposure to loss could include a total loss of an entire T-hangar row, including aircraft, contents, and the building itself, not to mention bodily injury or loss of life. That is why hangar owners and landlords are increasingly implementing or improving hangar agreements which address basic risk management and insurance requirements.

Tenants can expect provisions to be included in a T-Hangar agreement that relate to aviation risk management: Use of Hangar, Safe Use of Premises, and Insurance. These provisions are designed to limit the exposure of the hangar owner to damage or liability from the tenant’s activities and to indemnify them or hold them harmless for any accident or occurrence resulting from the tenant’s occupancy.



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Landlords may want to define the purpose of use for the hangar. While allowing repair and maintenance to be performed on the tenant's aircraft, many may limit or exclude the T-Hangar from being used as a commercial repair/maintenance shop or facility. Some landlords who provide commercial services may not want to rent space to competition but all are trying to limit their exposure to an accident that could quickly escalate the damage to multiple tenants and expose them to a huge loss not of their making.

All T-hangar agreements should prohibit refueling aircraft inside the hangar as part of a Safe Use of Premises paragraph. The risk of a fuel spill and subsequent fire is far too great. In addition, the agreement might contain language to limit the use or storage of volatile and/or flammable chemicals, firearms, and ammunition. It may also contain requirements for proper housekeeping procedures such as disposing of trash or oily rags. While such common sense provisions may seem unnecessary to the tenant, from the landlord's point of view any serious violation pertaining to safety and proper use of the premises should be grounds for immediate eviction. Therefore these provisions need to be in writing along with the landlord's right to inspect the premises at any time. After all, the landlord needs to protect not only their own property but also the property of their other tenants.

Insurance Requirements in T-Hangar agreements will usually include two paragraphs: Insurance coverages and Certificates of Insurance.

Insurance coverages required by many T-Hangar agreements include the requirement that the tenant maintains aircraft hull and liability insurance in a minimum amount during the lease period. Many agreements include the requirement to provide hull insurance for reasonable replacement value as well as "liability for bodily injury to persons, guests, including passengers, and damage to property." It could also include the requirement to insure contents of the hangar such as furnishings, spare parts, equipment, and tools.

If a tenant is allowed the privilege of driving a car on the airport or landlord's premises, they could be required to maintain a minimum amount of automobile liability coverage that does not exclude operations on an airport premises (inside the fence).

Finally, the landlord most likely will require a Certificate of Insurance to be provided as proof that the required coverages are in force and that immediate notification will be made if the insurance lapses. To further protect themselves against loss or litigation, especially as it relates to any commercial operation, landlords could require that they be named as an Additional Insured on the tenant's insurance policy(s). Some may even require that the tenant's insurance company provide a waiver of subrogation to protect them from the insurance company's attempt to recovery any loss from the landlord.

For Pleasure & Business or Part 91 operators, limited premises liability insurance for a hangar premises is usually included either in the basic aircraft policy or an expanded coverage endorsement. The expanded coverage endorsement also may contain Fire Legal Liability or Non-Owned Hangar and Contents insurance for physical damage to the hangar and loss or damage to the furnishing, parts, equipment or tools. Since policy language differs for each insurance company, reference must be made to the policy for specific coverages. Separate policies are available for Airport Premises Liability Insurance and Property Insurance which could provide broader coverage.

Commercial aircraft policies such as those insuring charter or flight school operators normally **exclude** premises and related coverages except as specifically endorsed. Usually, an Airport Commercial General Liability policy is required to provide airport premises liability as it pertains to a commercial operation. Coverage for Fire Legal Liability can be included in this policy if specifically requested. Property insurance for furnishings, parts, equipment, and tools is available on a commercial property policy available from a commercial property insurance company.

Depending on your aviation operation and insurance requirements, there may be a variety of available and affordable coverage solutions. The foundation of any proper risk management solution should include good safety policies,



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procedures and practices supplemented by the right insurance coverages to protect you against the risk of loss you can't afford or are unwilling to take.

This discussion of the risks and remedies of T-Hangars ownership or use is general in nature and not intended to address any specific situation. Each individual should consult their own insurance and legal professionals regarding their unique circumstances and exposures.

Whether you are an Airport Manager, FBO, or individual aircraft operator, providing a copy of your hangar agreement to your aviation insurance specialty broker BEFORE IT IS SIGNED will allow them to recommend the best and most economical solutions to meeting your insurance requirements.

About the author--Jim Gardner is a retired U. S. Air Force officer, a former professional pilot, and an aviation insurance broker with Insuramerica Aviation, one of the largest independent aviation insurance agencies in the Southeast. Contact him at 678-639-4108 or jgardner@jsslaviation.com with your aviation insurance questions. ©Copyright Jim Gardner, February 2006. All rights reserved.

REGULATORY, LEGISLATIVE AND OTHER UPDATES

TSA Delays Security Directive Requiring Security Threat Assessments (STAs) for Airport Tenants

The Transportation Security Administration (TSA) yesterday released the following notice to airport operators and tenants on the status of Security Directive (SD) 1542-04-8F. NATA, along with other general aviation industry associations, has been working closely with the TSA to minimize the impact this SD has on the general aviation community since its release late last year. The compliance date for SD 1542-04-8F, requiring personnel having access to the secure areas of commercial airports to undergo Security Threat Assessments and to be badged, has now been extended to June 1, 2009. NATA members affected by this SD should work closely with their Federal Security Directors (FSDs) and airport management to ensure they are in compliance by this new deadline. Many members have reported that FSDs and airports are working to identify alternative means of compliance, as provided within the SD, for general aviation entities affected by the SD, as appropriate. Members having compliance questions about this SD should contact [Eric Byer](#) on the NATA staff.

For Immediate Dissemination:

*TO: Airport Operators & Airport Tenants
FR: Douglas Hofsass, TSA General Manager For Commercial Aviation*

As you know, TSA has been working closely with AAAE and ACI on the implementation of SD 1542-04-8F. AAAE and ACI have been providing feedback and suggestions on your behalf since inception. Although TSA provided a fairly large lead time for section II.C, and while we understand that a number of airports have already indicated "compliance" with this section, we are also hearing that a large number of airports need additional time to reach compliance. Many of the airports requesting an extension have been working hard on this requirement for the past 4-6 weeks, but due to the size of the incremental population, reaching compliance by the current deadline is not feasible.

Rather than having a large number of individual airports go through their respective FSD's and TSA Headquarters for individual extensions, we have made the decision that we will extend the compliance date for section II.C until June 1, 2009. This means that the current deadline for Cat X's and Cat 1's (which is currently March 1, 2009) and the current deadline for Cat 2's, Cat 3's, and Cat 4's (which is currently April 30, 2009) will be extended until June 1, 2009. As a reminder, section II.C is the section which requires all employees who have unescorted access to the SIDA, Secure, and AOA areas of the airport to have an airport issued ID with an accompanying STA. TSA encourages airports to comply with section II.C sooner than June 1, 2009 if practicable. TSA is committed to providing permanent relief (under section II.M) to those airports who can establish compliance prior to June 1, 2009. As a reminder, TSA recently issued SD 1542-01-10G, which



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provides "name variance relief" for no-fly comparisons until June 1, 2009.

The extension for section II.C is not an extension for the entire SD. TSA will be issuing SD 1542-04-8G in the coming days, which will codify the new compliance dates for section II.C. As a reminder, TSA previously issued guidance exempting US Military and TSA Personnel from the STA requirement, which will also be codified in SD 1542-04-8G.

FAA Advisory Circular Highlights Newly Released Winter Safety Guidance

On December 9, the FAA published Advisory Circular (AC) 150/5200-30C on Airport Winter Safety and Operations. This AC provides guidance to airport operators in developing a snow and ice control plan and establishing snow removal procedures.

The FAA AC contains guidance on developing plans, methods and procedures for snow and ice removal, materials and equipment. The guidance offered is acceptable to the Administrator in accordance with Title 14, CFR, Part 139, Certification of Airports, Section 139.313, on Snow and Ice Control. Effective immediately, certificated airports are required to follow the requirements of paragraphs 5-6 and 5-7 contained within this AC.

All certificated airports must submit revised Snow and Ice Control Plans to the FAA **no later than April 30, 2009**, for approval. At that time, certificated airports will also be required to comply with the remaining portions of this AC. This AC offers best practices guidance for non-certificated airports.

AC 150/5200-30C may be found at http://nata.aero/data/files/g%20&%20i%20affairs/airport_misc/150_5200_30c.pdf

New "Playbook" Security Measures By Local TSA Officials Raises Concerns

The association continues to address the actions of local Transportation Security Administration (TSA) officials who recently incorporated new "Playbook" security measures at some commercial airports, including Nashville International Airport in Nashville, TN. These "Playbook" security measures included physical screening and searches of passengers and baggage.

TSA Headquarters staff states that the intent for utilizing "Playbook" security measures is to enable local TSA and FBO officials to coordinate a time where both entities can prepare and execute enhanced security measures. Incidents at Nashville and other locations have unfolded otherwise. TSA HQ staff has indicated that additional guidance will be provided to local TSA officials to be certain that "Playbook" security measures involve more coordination with FBOs to ensure that business is not interrupted. Part of the purpose of these enhanced security measures is to allow input from FBO personnel to local TSA officials to identify the best ways to improve security for GA operations.

The association has expressed concern over the use of "Playbook" security measures and has urged TSA HQ to encourage local TSA officials to work in conjunction with FBO personnel to ensure minimal disruptions to business operations.

Association members are strongly urged to contact NATA Vice President of Government and Industry Affairs [Eric Byer](#) to report this type of activity at any airport in the U.S. as soon as possible. Byer may also be reached directly at (703) 575-2043.

SPCC Rule Date Extension

On January 29, 2009, the U.S. Environmental Protection Agency (EPA) announced that it will delay the effective date of the final rule that amends the Spill Prevention, Control, and Countermeasure (SPCC) regulations published in the *Federal Register* on December 5, 2008. The amendments will now become effective on April 4, 2009. This will allow an additional 60 days for the regulated public to comment on the new regulations and will also allow the new administration to interpret the comments. The White House had issued a memorandum titled "Regulatory Review" that formed the basis of the additional comment period.

The rules published on December 5, 2008, included several items listed below that may affect aviation.

- ➔ A new definition of "facility"
- ➔ A new definition of "loading/unloading rack."
- ➔ A new streamlined approach for smaller facilities
- ➔ Amendment to the facility diagram requirement
- ➔ Amendment to the integrity testing requirement

NATA published a complete analysis of the December 2008 rules that is available for members at



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<http://www.nata.aero/Login.aspx?ReturnURL=Issues/Default.aspx?IssueID=19&SectionID=828>.

Included in this new analysis will be the implementation date of November 20, 2009. This is currently the date by which the new parts of the regulations must be integrated into a facility's SPCC Plan and physical requirements must be installed. The aviation industry will have to wait to see if this date remains in place or if the

EPA will make further changes. Changes to the December 2008 rules are also possible.

NATA will continue to provide detailed information to its members regarding new EPA rules and regulations. Questions and comments can be directed to [Eric Byer](#).

For Immediate Release

February 28, 2009
Contact: Marcia Adams
Phone: (202) 267-3488

Engineered Material Arresting System (EMAS) Background

The Federal Aviation Administration (FAA) requires that commercial airports, regulated under Part 139 safety rules, have a standard Runway Safety Area (RSA) where possible. At most commercial airports the RSA is 500 feet wide and extends 1000 feet beyond each end of the runway. The FAA has this requirement in the event that an aircraft overruns, undershoots, or veers off the side of the runway. The most dangerous of these incidents are overruns, but since many airports were built before the 1000-foot RSA length was adopted some 20 years ago, the area beyond the end of the runway is where many airports cannot achieve the full standard RSA. This is due to obstacles such as bodies of water, highways, railroads and populated areas or severe drop-off of terrain.

The FAA has a high-priority program to enhance safety by upgrading the RSAs at commercial airports and provide federal funding to support those upgrades. However, it still may not be practical for some airports to achieve the standard RSA. The FAA, knowing that it would be difficult to achieve a standard RSA at every airport, began conducting research in the 1990s to determine how to ensure maximum safety at airports where the full RSA cannot be obtained. Working in concert with the University of Dayton, the Port Authority of New York and New Jersey, and the Engineered Arresting Systems Corporation (ESCO) of Logan Township, NJ, a new technology emerged to provide an added measure of safety. An Engineered Materials Arresting System (EMAS) uses materials of closely controlled strength and density placed at the end of a runway to stop or greatly slow an aircraft that overruns the runway. The best material found to date is a lightweight, crushable concrete. When an aircraft rolls into an EMAS arrestor bed, the tires of the aircraft sink into the lightweight concrete and the aircraft is decelerated by having to roll through the material.

Benefits of the EMAS Technology

The EMAS technology provides safety benefits in cases where land is not available, where it would be very expensive for the airport sponsor to buy the land off the end of the runway, or where it is otherwise not possible to have the standard 1,000-foot overrun. A standard EMAS installation extends 600 feet from the end of the runway. An EMAS arrestor bed can still be installed to help slow or stop an aircraft that overruns the runway, even if less than 600 feet of land is available.

Current FAA Initiatives

The Office of Airports prepared an RSA improvement plan for the runways at approximately 575 commercial airports in 2005. This plan allows the agency to track the progress and to direct federal funds for making all practicable improvements, including the use of EMAS technology.

Presently, the EMAS system developed by ESCO using crushable concrete is the only system that meets the FAA standard. However, FAA is conducting research through the Airport Cooperative Research Program (project number 07-03) that will examine alternatives to the existing approved system. The results of this effort are expected in 2009. More



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information on the project can be found at the Transportation Research Board web site at <http://www.trb.org/CRP/ACRP/ACRP.asp>.

Many of the EMAS beds installed prior to 2006 need periodic re-painting to maintain the integrity and functionality of the bed. FAA is working with ESCO to develop a retrofit of the older beds with plastic lids that are used on newer installations. This lid should eliminate the need for the periodic re-painting.

EMAS Arrestments

To date, there have been four incidents where the technology has worked successfully to arrest aircraft which overrun the runway and in several cases has prevented injury to passengers and damage to the aircraft.

- May 1999: A Saab 340 commuter aircraft overran the runway at JFK
- May 2003: Gemini Cargo MD-11 overran the runway at JFK
- January 2005: A Boeing 747 overran the runway at JFK
- July 2006: Mystere Falcon 900 airplane overran the runway at the Greenville Downtown Airport in South Carolina

EMAS Installations

Currently, EMAS is installed at 41 runway ends at 28 airports in the United States, with plans to install 9 EMAS systems at 6 additional U.S. airports.

Airport	Location	No. of Systems	Installation Date
JFK International	Jamaica, NY	2	1996/2007
Minneapolis St. Paul	Minneapolis, MN	1	1999
Little Rock	Little Rock, AR	2	2000/2003
Rochester International	Rochester, NY	1	2001
Burbank	Burbank, CA	1	2002*
Baton Rouge Metropolitan	Baton Rouge, LA	1	2002
Greater Binghamton	Binghamton, NY	2	2002
Greenville Downtown	Greenville, SC	1	2003**
Barnstable Municipal	Hyannis, MA	1	2003
Roanoke Regional	Roanoke, VA	1	2004
Fort Lauderdale International	Fort Lauderdale, FL	2	2004
Dutchess County	Poughkeepsie, NY	1	2004
LaGuardia	Flushing, NY	2	2005
Boston Logan	Boston, MA	2	2005/2006
Laredo International	Laredo, TX	1	2006
San Diego International	San Diego, CA	1	2006
Teterboro	Teterboro, NJ	1	2006
Chicago Midway	Chicago, IL	4	2006/2007
Merle K. (Mudhole)	Cordova, AK	1	2007



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Airport	Location	No. of Systems	Installation Date
Smith			
Charleston Yeager	Charleston , WV	1	2007
Manchester	Manchester, NH	1	2007
Wilkes-Barre/Scranton Intl.	Wilkes-Barre, PA	2	2008
San Luis Obispo	San Luis Obispo, CA	2	2008
Chicago-O'Hare	Chicago, IL	2	2008
Newark Liberty International	Newark, NJ	1	2008
Charlotte Douglas Intl	Charlotte, NC	1	2008
St. Paul Downtown	St. Paul, MN	2	2008
Worcester Regional	Worcester, MA	1	2008

*Widened in 2008

** General aviation airport

Additional Projects Currently Under Contract

Location	No. of Systems	Expected Installation Date
Key West, FL	1	2009
Winston-Salem, NC	1	2009
New Castle County, DE	1	2009
Lafayette , LA	2	TBD
Telluride, CO	2	TBD
Groton-New London, CT	2	TBD

SAFETY CORNER

Southwest planes touch on ground in San Diego

SAN DIEGO —Southwest Airlines says no one was injured after two of its jets touched on the ground at San Diego's Lindbergh Field.

Southwest spokeswoman Whitney Eichinger says a wingtip of one jet clipped the tail of another jet as it was backing out of the gate. Both were Boeing 737s.

Both planes were taken out of service and customers are being moved to other aircraft. Federal Aviation Administration spokesman Ian Gregor said the aircraft were not under FAA air traffic controllers' direction at the time.



PPE EXCUSES – NOT!

“How do I get all my employees to wear their safety gear all the time?” It’s one of the top challenges safety professionals face year after year.

We asked safety managers how they deal with the problem. Here are the results:

Fit/comfort

“It doesn’t fit “right” or “it’s uncomfortable” are the reasons 30% of safety pros hear most often when they ask workers why they aren’t wearing their PPE.

Solution: Get workers involved in PPE choice. Ask what the comfort and fit issues are with their safety gear.

Work with a few select employees to order several different trial samples of regulatory-compliant gear.

Then have these employees test it. If there isn’t a consensus, note whether people with certain physical characteristics prefer certain types. You may have to order more than one type to satisfy your workers.

‘I didn’t know’

Some workers will try to put the blame for their lack of PPE on someone else - many times their supervisors or trainers.

“I didn’t know I needed safety gear” was the top reason heard by 10% of safety pros.

Solution: When safety gear training is given, have workers sign a paper stating that they’ve received and understand the training.

To make this policy work, supervisors will have to follow up with disciplinary action when workers don’t wear PPE.

Time factor

“I didn’t have time,” or “it takes too much time” are the main reasons 18% of safety pros hear as excuses from workers without PPE.

The first step to solve this problem: Ask workers why and listen carefully to their answers. You may have a conflict between production and safety. In that case, ask production supervisors to emphasize that work doesn’t start until safety gear is on.

You may also find out these workers weren’t properly trained about donning PPE. Another possibility is that workers are rushing to get to their stations on time because of tardiness. Disciplinary measures may be necessary in those cases.

They’re invincible

“I won’t get in an accident” is heard most often by 8% of managers.

Oddly enough, this sentiment is expressed by two very different groups.

Young workers often think they’re invincible — that nothing bad will ever happen to them. If they haven’t been exposed to a serious injury, it may seem to them like “that only happens to other people.”

More experienced workers who have gone their entire career without a serious workplace injury adopt this rationale: I’ve always done it this way and haven’t been hurt so far.

Solution: Show them how it has happened. Invite someone who suffered a serious — and possibly debilitating — workplace injury to speak to an all-hands safety meeting.

Ask the person to explain in detail how the injury has affected his life — how everyday activities others take for granted are now much more difficult for him.

Another tactic: Tell employees to put an arm behind their back. Now, ask them to perform a simple task such as tying their shoes.

Memory lapse

The rest, 34%, say “I just forgot.” Check first if fit, comfort or time is a factor before accepting this excuse.

This is where a strong safety policy comes into play. Each workplace has to decide how often it’s acceptable for someone to “just forget” and what will happen to the employee each time. Universal enforcement — up to dismissal if appropriate — will send a message to others to always wear their PPE.

BEST PRACTICES – LESSONS TO LEARN FROM LANDMARK AVIATION - LAX



Now here's a great best practice implemented on Landmark Aviation's LAX ramp...a foot activated parking brake on a baggage cart! Excellent idea, particularly on windy ramps!



Another baggage cart best practice— a place for your cones, chocks and carpet.

Do you have a best practice that enhances safety on your ramp? Please email, <mailto:safety1st@nata.aero>, and we will share it with our readers. Remember, none of us knows as much as all of us.



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EDUCATION CORNER

[Air Charter Summit](#)

(Held Back-to-Back with the FBO Leadership Conference)
June 8-10
Chantilly, VA

Chief pilots, directors and company executives of Part 135 operations are invited to receive an exclusive FAA regulatory briefing by the agency's highest-ranking officials. Charter providers will gain a clear market edge by meeting face-to-face with the DOT's and FAA's top regulatory officials and learning about key market drivers affecting their economic future from industry experts. As a representative of one of the most heavily regulated industries in the U.S., you must stay one step ahead of the regulatory and business conditions on the horizon.

The Summit's agenda includes sessions on certificate revocation, your rights in responding to enforcement actions, planning for Safety Management Systems, and the latest developments on the Large Aircraft Security Program.

The second day of the Summit overlaps the first day of the FBO Leadership Conference and offers several early sessions vital to every aviation business including: a panel on the future of general aviation manufacturing, marketing to a Ritz Carlton standard and clientele, and rebutting the public and media blitz against business aviation. NATA's Industry Excellence Awards will be presented in a morning ceremony.

[FBO Leadership Conference](#)

(Held Back-to-Back with the Air Charter Summit)
June 9-11
Chantilly, VA

Managers and senior-level executives of fixed base operations and vendors are invited to attend top-notch sessions, including courting your customers for repeat business, working with your airport for mutual success and using the economic stimulus package as a source of long-term growth instead of just a short-term solution, plus a panel on the future of aviation manufacturing, high-end customer service and rebutting the media blitz sessions.

You will also receive knowledge on the economic front, broaden your scope of new business, and exchange best

practices with industry peers. The 2009 FBO Leadership Conference is the best opportunity for you to explore new and better ways to manage your FBO, maximize your business success and win in a tightening market.

Visit the events calendar at www.nata.aero for more information or to register.

Confidence Under Fire

Many are calling the survival of all passengers and crew members of US Airways flight 1549 a miracle. While that may be true, it is also a real testament to the experience, training, and professionalism of the captain and crew members.

The flight was reportedly brought down by the ingestion of birds in both engines. Pilots prepare for such incidents through comprehensive initial and recurrent training as well as simulated emergency exercises.

FBO line service supervisors and staff require similar training in order to prevent and prepare for any danger on the line, including fire safety training.

NATA offers many ways to receive the crucial and FAA-required 14 CFR Part 139 fire safety training at our [LSST](#), [ALSST](#) and [LST Boot Camp](#) seminars as well as on our PLST Online (<http://www.nata.aero/plst>) and www.139firesafetytraining.com sites.

Attendees may receive hands-on fire extinguisher training at most of the aforementioned seminar locations. In locations in which live demos are not possible, simulated exercises will be substituted. Experiencing a fire in a controlled environment is essential in developing proper extinguisher technique.

Fires may be sudden and can come from a variety of sources. Recent stories shared on the www.139firesafetytraining.com site included instances of fires started by engine exhaust, a visitor's cigarette and faulty wiring in the dash of a ground vehicle.

Don't rely on miracles to keep your staff, customers and operation safe from accidents and incidents such as these. Be prepared by equipping your staff with the training, experience and confidence needed to handle any emergency. Don't put it off...enroll today at www.nata.aero (Event Calendar).



NATIONAL AIR TRANSPORTATION FOUNDATION (NATF) SCHOLARSHIP SUCCESS STORIES PART IV – 2004 DAN L. MEISINGER SR MEMORIAL LEARN TO FLY SCHOLARSHIP RECIPIENT: LAURIE JESSUP

When she became a recipient of the Dan L. Meisinger Sr, Memorial Learn to Fly Scholarship in 2004, Laurie Jessup had only recently discovered her passion for aviation. At the University of Wisconsin, from which she earned a degree in communications, she followed a whim and attended a meeting of the college hang gliding club. Before long, she became a hang glider pilot and felt compelled to pursue a career in aviation. This decision led her to Blackhawk Technical College in Southern Wisconsin, where she began work on her Airframe and Power plant mechanic's license. The Meisinger scholarship provided her with funding for flight training, which allowed her to experience the pilot's side of the aircraft on which she was working in A&P school. She describes her training in a Piper Warrior as "exciting, challenging, and definitely fun."

Though Jessup has yet to achieve her ultimate goal of obtaining a private pilot's license, she feels that the flight training she received as a result of the scholarship was invaluable for both the experience and the networking connections she made at the FBO where she took lessons. After graduation from A&P School in 2004, Jessup went on to work as a mechanic at the Experimental Aircraft Association (EAA) in Oshkosh, WI. There, she enjoyed the privilege of working on airworthy WWII aircraft that the EAA flew on tours across the country. Jessup moved on to Louisville, KY, where she currently works for UPS Airlines in the Aircraft Maintenance Department. Each day, she is challenged by the work of "maintaining and improving the reliability of the UPS fleet of Boeing 767s." Her department collaborates with engineering in order to develop solutions for any chronic mechanical problems, helping to ensure that all planes depart within six minutes of their scheduled departures in keeping with UPS standards.

Laurie Jessup feels grateful to do the work that she does today, and she continues to enjoy extracurricular activities that are made more satisfying due to the flight training she experienced through the NATF scholarship. In her spare time, she attends fly-ins and airshows, takes advantage of every chance she has to fly with pilot friends, and reads up on single-engine propeller aircraft and private-pilot course material, all with the goal of finishing her license firmly fixed on her horizon.

Think story is compelling?

The National Air Transportation Foundation's (NATF) mission is to enhance the safety and quality of service provided to the flying public by assisting deserving individuals to reach their academic and flight training goals. One way of achieving this mission is through scholarships.

NATF provides an academic scholarship, flight training scholarship and a scholarship for employees of NATA member companies to continue their education. By awarding these scholarships annually, the NATF has been able to achieve its goal of assisting outstanding candidates to pursue careers in aviation service businesses.

Find out more about the NATF: <http://www.nata.aero/web/page/1112/sectionid/554/pagelevel/3/tertiary.aspx>. NATF relies on member support and encourages you to make a [tax-deductible donation](#) today.



NATA Safety 1st eToolkit

CONTINUING EDUCATION

General Education Offerings Coming in 2009

Environmental Compliance

May 11, 2009 in Windsor Locks, CT

<http://www.nata.aero/Event.aspx?page=1248§ionid=553>

Line Service Supervisor Training Seminar

May 12/13, 2009 in Windsor Locks, CT

<http://www.nata.aero/Event.aspx?page=1228§ionid=553>

How to Build a More Successful FBO

May 14-15, 2009 in Windsor Locks, CT

<http://www.nata.aero/Event.aspx?page=1250§ionid=553>

Air Charter Summit

June 8-10, 2009 in Washington, DC (Dulles)

<http://www.nata.aero/Event.aspx?page=1259§ionid=553>

FBO Leadership Conference

June 9-11, 2009 in Washington, DC (Dulle)

<http://www.nata.aero/Event.aspx?page=1260§ionid=553>

NATA Safety 1st Management System (SMS) Workshop

June 15-16, 2009 Omaha, NE

<http://www.nata.aero/Event.aspx?page=1262§ionid=553>

Line Service Supervisor Training Seminar

May 14-15, 2009 in Clearwater, FL (during FATA)

<http://www.nata.aero/Event.aspx?page=1232§ionid=553>

Accident Prevention Via Human Factors

June 17, 2009 in Clearwater, FL

<http://www.nata.aero/Event.aspx?page=1256§ionid=553>

Line Service Technician Boot Camp

August 19, 2009 in Minneapolis, MN

<http://www.nata.aero/Event.aspx?page=1252§ionid=553>

NATA Safety 1st Management System (SMS) Workshop

September 16, 2009 in Windsor Locks, CT:

<http://www.nata.aero/Event.aspx?page=1264§ionid=553>

Advanced Line Service Supervisor Training

September 23, 2009 in San Diego, CA

<http://www.nata.aero/Event.aspx?page=1255§ionid=553>

October 23-24, 2009 in Baja, Mexico

<http://www.nata.aero/Event.aspx?page=1249§ionid=553>

2009 Schedules: Aviation Safety and Security Offerings

Embry-Riddle Aeronautical University's Center for Aerospace Safety/Security Education (CASE)

Details online:

http://www.avsaf.org/programs_events.html

Southern California Safety Institute

Website: <http://www.scsi-inc.com/>

The GW Aviation Institute

Aviation Safety and Security Certificate Program

http://www2.gwu.edu/~aviation/safetyandsecurity/ss_courses.html

Transportation Safety Institute

Details online:

<http://www.tsi.dot.gov/Catalog/Default.aspx?value=DTI-20>

University of Southern California

Aviation Safety and Security Program

Details online: <http://vitserbi.usc.edu/aviation/>

Knowledge talks,
Wisdom listens



The National Air Transportation Association (NATA), **The Voice of Aviation Business**, is committed to raising the standard on ground safety. NATA began with the Safety 1st Professional Line Service Training (PLST) Program in 2000 and expanded with the adoption and implementation of the NATA Safety 1st Management System (SMS) for Ground Operations in 2004. The eToolkit provides continuing education in support of the PLST and SMS programs.



Subscribe to NATA Safety 1st eToolkit. If you are not currently a subscriber to NATA Safety 1st eToolkit and would like to receive it on a regular basis, please <mailto:akoranda@nata.aero>. The NATA Safety 1st eToolkit is distributed free of charge to NATA member companies and NATA Safety 1st participants.



Professional Line Service Training Enrollment

Safety 1st
4226 King Street, Alexandria, VA 22302
Phone: 703-575-2045 Fax: 703-845-0396
www.nata.aero/plst safety1st@ata.aero

ONE FORM PER LOCATION

Company: _____ Contact: _____
Address: _____ City/State/Zip: _____
Phone: _____ Fax: _____ Company website: _____ Airport code: K _____

Step-by-Step Enrollment in NATA's Safety 1st Professional Line Service Training, PLST Online:

1 Annual Safety 1st Subscription Fee

Companies pay an annual subscription fee for each location based on their NATA membership status and prior Safety 1st participation.

- NATA Member, Safety 1st Participant Renewal (if applicable) \$150* NATA Member, New to Safety 1st \$295*

2 PLST Online Per Student Fee

The PLST Online Per Student Fee includes all eight modules and a volume discount. To take advantage of the discounted fees per student, training must be purchased for 4 or more students within the same year. **Trainers/Administrators must register as students to participate in training.**

Students	NATA Member Rate*
1-3	\$299
4-10	\$254.15 (15% discount per student)
11+	\$209.30 (30% discount per student)

students x rate (see box, left) = total

_____ x _____ = _____

+ _____ subscription fee
(see section 1)

= _____ total due

*PLST participation is available to non-NATA members for twice the NATA member rate. Modules may also be purchased separately. Purchasing all eight modules at once saves money over per module fees. Visit www.nata.aero/plst for more information.

3 Trainer Information

Trainers must register as students and have a separate User Name and Password to participate in training. Trainer/administrator User Name is included in the annual Safety 1st subscription fee. Create a trainer User Name for administrative privileges by completing the following. The trainer User Name and Password will be sent to the trainer email address and may be used to monitor student progress, exam scores and eligibility for certification. The Password may be changed Online, but the User Name is permanent.

To create Trainer User Name: Use a company abbreviation, followed by city then write the word "ADMIN" Ex: NATA Alexandria ADMIN

Full Name: _____ User Name: _____ Email: _____

4 Student Information

Enroll student(s) by completing the following. To enroll additional students, please attach a list with additional student's information or email list to safety1st@ata.aero. Please supply any known student information, additional information may be entered online.

First Name	Last Name	Email

5 Payment Information

Payment may be made by check (payable to Safety 1st) or by credit card. Check (check # _____)

Visa Master Card Amex Credit card number: _____ Exp. Date: ____ / ____

Name on Card: _____ Signature: _____

All fees and prices are subject to change

Commit to a Safety 1st Culture

You need to work every day to ensure the safety of your customers, employees and equipment.



NATA's Safety 1st program is a comprehensive approach for training and sustaining an industry-standard safety culture within your company.

Safety 1st consists of several interrelated components that include a formal Safety Management System or "SMS" customized to your operation, risk analysis, "live" training via NATA's seminar series, online professional line service training or "PLST" incorporating extensive online references for daily use, supporting webcasts, newsletters, publications, guides, safety posters and expert consultation by phone or email.

A Safety 1st Culture:

- Prevents accidents and incidents
- Lowers costs
- Accelerates business growth
- Certifies your good name



www.nata.aero/safety1st

PARTICIPATION AGREEMENT

NATA Safety 1st Management SYSTEM (SMS) FOR GROUND OPERATIONS



Yes, we want to sign up for the NATA SMS for Ground Operations! We understand the following will be included in the price of our participation in the SMS:

- SMS Guide
- SMS Webcast Tutorials
- SMS Consultation by Telephone or email
- SMS Secure, Online Event Reporting Form
- SMS Monthly Online Newsletter
- SMS Root Cause Analysis

Contact Information (please print legibly)

CEO/Owner	Email	
Safety Coordinator	Email	
Company		
Street Address		
City	State	Zip
Phone	Fax	Email

Pricing

The prices below reflect the total number of employees at your facility. This number should include all you FBO locations. Please note that we will correspond with one Safety Coordinator per company and will require additional company information once established in the program. Please check appropriate box below.

- \$600 for NATA Safety 1st participants / NATA Members with 0-50 employees
- \$1,200 for NATA Safety 1st participants / NATA Members with 51-150 employees
- \$1,800 for NATA Safety 1st participants / NATA Members with more than 150 employees

Non-NATA Members please call for pricing. If you are currently an Air Operations SMS participant, you are eligible for a 25% discount on the Ground Operations SMS.

Payment

- Check enclosed (Please make payable to Aviation Training Institute, LLC.)
- Please charge my MasterCard Visa American Express

Credit card number _____ Expiration _____
Signature _____ Name on card _____

Fax to (703) 845-8176 or mail to NATA Safety 1st SMS, 4226 King Street, Alexandria, VA 22302

Agreement

I understand as CEO/Manager of this facility, safety is a core value. As such, the authority and responsibility to implement this program is placed with me. I will provide the resources necessary to ensure the safety of our customers, their equipment, our employees and the environment in our daily operations.

Signed this date _____ CEO/Owner Signature _____

4226 King Street / Alexandria, VA 22302 / (703) 845-9000 / Fax: (703) 845-0396

March 4, 2009

The Honorable Barack Obama
President of the United States
The White House
1600 Pennsylvania Avenue, NW
Washington, DC 20500

Dear President Barack Obama:

At a White House gathering this week you spoke about your helicopter, Marine One, as a new experience. I'm sure you're also learning to appreciate Air Force One and have already become very familiar with all the benefits of personal (or what some call 'general,' 'private,' or 'business') aviation during the campaign. The President of the United States is literally the most important consumer of personal aviation in the world, and the nation's private air transportation system supports your activities with fuel, facilities, equipment, maintenance, training and the highest level of professional service at hundreds of airports around the country every year. In addition, the taxpayers spend over a million dollars per flight hour to give you and your family a level of personal aviation that no one else in the world is privileged to experience.

Personal aviation is something very special – but the industry that makes this all possible is under attack and may soon face economic collapse. Tens of thousands of jobs have already been shed and the industry is in a tailspin. What threatens these world-class American businesses most of all, you ask? The statements and actions produced by the Administration and Congress since you were elected have been, I believe, unintentionally catastrophic.

It was heartwarming to see you pay tribute to Chesley Sullenberger during your address to Congress this week. President Reagan paid a similar tribute in his first State of the Union address to Lenny Skutnik, a heroic citizen who rescued passengers when an Air Florida plane crashed into the Potomac in 1982. It seems that presidents appreciate the heroism of citizens who try to save victims of plane crashes. It's now time for a different kind of heroism to save aviation itself – and it won't require anyone to walk on water. All that is needed is an understanding in Washington that it's not fair for private aviation to become a political punching bag in some perverse populist version of class warfare in the skies. It's time for you to be the hero.

That's not to say that private aviation is perfect. Three auto executives in November misused their planes, but so have presidents. President Bush surely regrets sitting comfortably in Air Force One in the skies over New Orleans, while thousands suffered in the wake of Hurricane Katrina, and

President Clinton must regret getting a haircut in Air Force One on the ramp at LAX while ordinary airline passengers had to wait. But just as 99% of presidential air travel is justified, even essential, so too is the overwhelming majority of private aircraft use.

Of course, broad international economic forces have depressed aviation, like all businesses, but private aviation has been singled out in recent months as something unworthy by our nation's political leaders, as though the 1.3 million men and women in our industry are somehow expendable. Congressmen have ridiculed businessmen for merely owning a plane and passed laws prohibiting private air travel in companies receiving bail-out funds -- without even allowing the affected firms to prove that their use of a private plane is just as essential to them as it is to you. Despite these attacks, personal aviation is a critical tool for many businesses even when times are tough and profits are scarce, especially if their competitors are hunkered down and clueless about new opportunities.

But my message is not that your use of Air Force One (or Marine One) is inappropriate. Not at all! It is a great value to the taxpayers. Even at a million dollars per flight hour, given the time pressures on our nation's chief executive and the responsibility you have around the world (not to mention the importance of getting home at the end of the day to see your family), it is obviously cost effective. Personal aviation brings your enthusiasm to every corner of our nation and allows you to arrive refreshed for summit meetings around the world, anytime, anywhere.

Rather, I want to point out -- as I hope someday you will proudly admit -- that thousands of business leaders across America are just as justified to use private aviation as you, even if *their* companies have only a tiny fraction as much red ink on their balance sheet as *your* federal government has on its. And it's not just business leaders: presidents, CEOs, and leaders of universities, foundations, associations, unions, hospitals, law firms and individuals as diverse as Tiger Woods, John Travolta, and Yo-Yo Ma all depend on personal aviation as much as you do.

It's time to stop the populist demonizing. It's time, instead, to support, if only with words, an outstanding American success story. Compare our industry and products with all other transportation modes. We once had five other world-beating transportation sectors: Our maritime, railroad, mass transit, car, and truck industries were the finest and largest in the world. Now all these have declined and millions have lost their jobs. Only in personal aviation are we still number one in the world. Only in personal aviation do we dominate markets around the globe. Only in personal aviation were 21st-century employment levels at all-time highs. And only personal aviation has become a pariah in Washington. Why?

Some people say it's just politics. Three tin-ear auto executives perhaps needed to be criticized, but why shoot every personal airplane out of the sky? Others say it's envy and a new form of class warfare. Don't they understand that not everyone has the same transportation requirements? Buses may be fine for some people to get to work, and bicycles, subways, and taxis for others, but millions of us need personal automobiles to be effective. It's the same with aviation. The airlines don't meet the needs of thousands and thousands of businessmen and women. They need more flexibility, more speed, more security, more availability, better schedules, and more control. Just as the President of the United States does!

But it was the President of the United States who denigrated personal aviation in his address to Congress this week, as so many politicians have been doing lately. No one wants, as you said in your speech, "CEOs to use taxpayer money to ... disappear on a private jet," but is anyone really doing that -- disappearing? What if the CEOs, when they get on that jet, are actually increasing sales, making investments, evaluating major projects, delivering speeches, building morale, motivating their troops, making new loans, expanding plants, exploring new markets, finding new resources, beating competitors, attracting investors, and saving their company? Are they allowed to do that -- because most of the time that's what they're doing!

They're not "disappearing," they're trying to be as active as possible, doing as much with their 24-hours-a-day as you try to do with yours. They think it's wrong to just hunker down like a cowering groundhog. They want to soar, seize the day, and build their businesses. Isn't that exactly what we need to get out of a recession? In fact, we need more personal and business aviation activity now than ever before -- it's the get-the-job-done tool that's vital for American business.

The fact of the matter is that since mid-November, when our industry was famously a victim of a drive-by shooting by three auto executives and a hostile Congressional committee, personal aviation activity in America has fallen by more than a third. Corporations are being forced to sell their airplanes and aircraft resale prices have fallen to the lowest levels in history. Billions of dollars of aircraft values have disappeared and employment has been slashed at virtually every aviation business in the country.

But we know that you will continue to use personal aviation. We know that you depend on it to do your job. Why then is our government denigrating the thousands of others in all walks of life who simply want to do the same? You're not the only president in America who needs to fly.

The Honorable Barack Obama
March 4, 2009

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So what can you do? First, make promotion of aviation a reality within the federal government, just as we promote all other transportation modes. The FAA used to do it, but no more. Tell them jobs are at stake, because they are.

Second, create a program to foster our nation's world-leading businesses, like personal aviation. These are exactly the business sectors that need government as a partner, not an enemy. Explore ways that government can grow these businesses and expand exports.

Third, integrate private aviation into our total transportation system more fully. We're losing airports and making it harder to operate aircraft. Aviation's most important century is at hand, and yet we ignore it. The FAA is dysfunctional and desperately needs new leadership and a spirit of innovation.

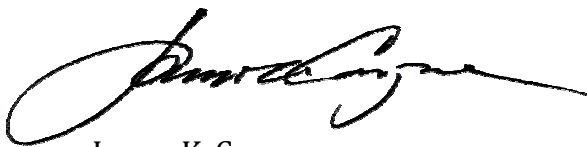
Finally, encourage all Americans to be as active as you are. A dramatic increase in all forms of activity – economic and physical, as well as political -- is the only thing that will end the recession.

It is interesting to note that 100 years ago, this year, the Wright brothers sold their first airplane, to the U.S. Signal Corps. Called the *Wright 1909 Flyer*, it was truly the first personal aircraft. Ever since, the government has supported personal aviation – until now. Hopefully, this is a brief exception, when political rhetoric fell from its normally lofty heights and was used hurtfully, perhaps innocently, in ways that has severely harmed this proud, American industry.

But personal aviation isn't asking for a bailout or a line item in the budget. We only want our government's leaders, who use personal aviation more than anyone, to acknowledge our value and include us in their vision of a new America, or as Aretha Franklin might say, "give us a little R-E-S-P-E-C-T."

If you can find the time, I'd be honored to discuss this with you more personally.

Respectfully,



James K. Coyne
President
National Air Transportation Association