



**Aviation Council
of Pennsylvania**

Serving Pennsylvania AviationSM

Pennsylvania Aviation News

News

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SALES TAX IMPEDES AVIATION IN PA

The Commonwealth of Pennsylvania via the state sales tax is placing many aviation service firms located across the state at a disadvantage compared to other states in the Northeast. Connecticut, Delaware, Massachusetts, New Jersey, and most recently New York have all eliminated the sales tax on aircraft sales, maintenance, and repairs.

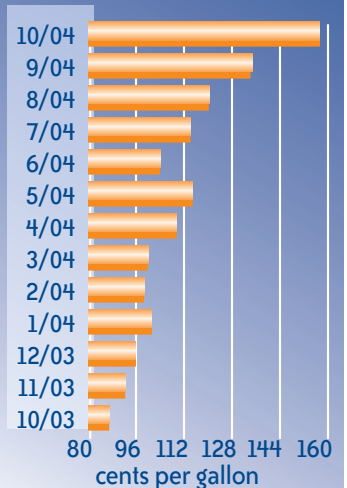
In the State of New York it is estimated that each private jet located in New York produces three to five skilled jobs. According to a recent report by the New York State Department of Transportation, the general aviation airports in New York generate 12,000 jobs and \$760 million in annual economic activity. Tax-exempt services to aircraft include but are not limited to:

- Cleaning, repairing, or replacing upholstery of seating, etc.
- Painting and repairing interior or exterior of aircraft

- Cleaning of aircraft interior or exterior
- Mechanical services
- Ramp services
- Towing aircraft
- Exempt items sold by firms who perform exempt services to aircraft
- Machinery and equipment installed on aircraft
- Engine parts
- Waxing and polishing agents
- Headsets
- Paint
- Light bulbs
- Cloth and other material used in upholstery services

The Aviation Council of PA is continuing to research the negative economic impact that exists due to the current PA state sales taxes that are imposed on aviation service firms located in Pennsylvania. At present, these firms are unable to compete with their counterparts in the surrounding states. ✈

AVERAGE JET FUEL PRICES OCT 03 - OCT 04



Source: U.S. Department of Energy

U.S. SENATOR SPECTER RECEIVES COUNCIL PRESIDENT'S AWARD

U.S. Senator **Arlen Specter** was presented the Aviation Council President's Award by Immediate Past President, **Lawrence J. Krauter**. The honor was bestowed upon Senator Specter for his dedication to the aviation industry in Pennsylvania.

Senator Specter knows firsthand the tremendous economic benefits that are derived by the diverse aviation businesses located in Pennsylvania. The economic vitality of this great Commonwealth is directly linked to the overall health of the network of airports that are maintained for both commercial air service as well as general aviation. Many small business owners rely on the local airport in order to gain

access to the many services they need in the support of their respective industries. Having a U.S. Senator who understands the economics of the aviation industry is key to maintaining a highly visible network of airports for the many users.

Krauter thanked the Senator for his ongoing support of the aviation industry. Senator Specter was grateful for being recognized and pledged to continue his support of the aviation infrastructure for all Pennsylvanians. ✈



Lawrence J. Krauter (left), Immediate Past President of the Council, presents the President's Award to Senator Arlen Specter along with his wife Joan Specter.

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VIEWS



from the president

Welcome to the New Year and a new look for *Pennsylvania Aviation News*.

I am honored to be elected President of the Aviation Council of Pennsylvania and look forward to serving you and "Serving Pennsylvania Aviation." Never before in the history of aviation in Pennsylvania have we seen so much dynamic change. Many eyes are now focused on Pennsylvania due to the evolution of the airline industry and the resultant changes that are occurring here on an almost daily basis.

As one of my first official acts, I wish to thank the outgoing Board Officers for their time, dedication, and service. I want to especially thank and recognize our Immediate Past President, **Lawrence J. Krauter**, for his leadership, passion and positive contribution to the aviation industry in Pennsylvania. I would like to acknowledge and commend **John Rinehart** and the 2004 Conference Committee for planning and coordinating a great Pennsylvania Aviation Conference in 2004. Our next Conference will be held September 14-16 in Harrisburg. Please mark your calendars now.

2005 will be a busy year for the Aviation Council. We are in the process of setting goals and establishing an aggressive agenda. We have established three priority areas of attention: communication, membership, and funding.

1. COMMUNICATION

- Enhance communication between the Council and our membership
- Enhance communication between the Council and the Bureau of Aviation and other state bureaus and departments
- Enhance communication between the Council and the Pennsylvania Legislature

2. MEMBERSHIP

- Increase Council membership
- Increase the level of services the Council provides its members

3. FUNDING

- Lobbying to ensure adequate funding for various aviation grant programs
- Lobbying to increase funding for all airports in the Commonwealth

We are excited about the New Year and the many opportunities to serve you and Pennsylvania Aviation. Within the aviation family, it has been stated time after time that we tend to talk too much to ourselves. 2005 is the year to reach out and find new branches on the tree.

On behalf of the Council Board of Directors, I wish you a successful and prosperous 2005.

Dan Gallogly,
President
Aviation Council of Pennsylvania

KEEP IN TOUCH

If you have any comments or suggestions, please contact me at:

724-449-1179

Fax: 724-449-1179

Email: dgallogly@airbpaviation.com

council mission statement

To represent the Pennsylvania aviation community in matters involving government and private sector interests; to improve aviation in partnership with the Commonwealth and the Federal government; and to increase public awareness of aviation.

PA AVIATION CONFERENCE 2004 RECAP

The 24th Annual Pennsylvania Aviation Conference was held in Reading from September 29-October 1, 2004. **John Rinehart**, Conference Chair, along with his committee, did an outstanding job. Thanks for a great Conference.

Conference highlights included presentations on Airline Service in Pennsylvania, Northeast Corridor Airspace and Demand Study, and Business Planning and Funding Issues. Members of the **Pennsylvania Aviation Advisory Committee** provided overviews on their respective assignments. It was emphasized that the quarterly Advisory Committee meetings are open to all persons who are interested in advancing aviation in Pennsylvania. (*More information on page 6.*)

This year's Conference saw a record attendance by exhibitors. The Council urges all our readers to support the exhibitors and sponsors who participate in the Council's activities. On behalf of the Council's Board of Directors, we thank you. (*A complete list of sponsors appears on page 9.*)

Representatives from the **Aircraft Owners and Pilots Association** (AOPA) provided insight into the future of general aviation aircraft. At present, there are at least four aircraft manufacturers who are preparing to begin delivery of personal jet aircraft with seating for three to five passengers. There are many airports in Pennsylvania which may see these aircraft over the next several years.

One of the highlights that all attendees will recall is the amazing memory skills of **Keith Matheny**. Keith was able to recall the first names of over 100 Conference attendees. He taught attendees how to better use "recall" in their daily lives.

This year's Aviation Conference Chair, **Fred Testa Jr.**, Executive Director of the Harrisburg Int'l Airport, along with our **Conference Committee**, have begun the planning process for our 25th Annual Conference, scheduled for September 14-16, 2005, in Harrisburg. ✈



Lawrence J. Krauter (*right*), Immediate Past President of the Aviation Council, presents Larry Kelly, Manager of the Northeast Philadelphia Airport, with the 2004 Airport Service Award.

idea corner

WEATHER ACCESS ALTERNATIVE

At DUJ we purchased a **Dell** desktop computer for about \$550, including shipping, and **CyberSitter** software for about \$30. We connected the desktop to the existing Internet line and installed CyberSitter. This software allows access to only the sites that you authorize. We have about a dozen weather and aviation sites authorized which we modify based on input from the pilot community. This provides an easy and inexpensive way to provide weather service to both based and visiting pilots.

Submitted by Robert Shaffer, Airport Manager, DuBois-Jefferson County Airport

These are the sites that we have authorized at the present time:

accuweather.com
airnav.com
aopa.org
aviationweather.gov
duat.com
duats.com
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noaa.gov
nws.noaa.gov
weather.gov

COMING APRIL 5 PA AVIATION ADVOCACY DAY



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ramp security

"The obvious need for continued ramp security education has prompted Air BP Aviation Services to develop and offer a security and safety training program to assist the aviation industry, Air BP Dealers, and FBOs at large."

Michael W. Delk

Air BP Aviation Services



RST

Ramp Security Training



quality



There are few industry resources available to communicate to FBO's what they are expected to deliver in the area of security. This, along with the insurance industry's scrutiny of the aviation business, has prompted development of Air BP's newest educational offering: Ramp Security Training or "RST". Attendees will be exposed to the causes for high

insurance rates and suggested solutions on managing risk and exposure reduction. The courses will focus on specific security reforms including perimeter security, security standards for airport workers, background checks, and social security numbers checked against terrorist watch lists.

For more information on Air BP Ramp Security Training and other QC Training Seminars, contact Walter Chartrand at 281-386-8512.



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PA AVIATION NEEDS ADDITIONAL FUNDING

The Aviation Council of Pennsylvania is deeply concerned about the lack of grant funds for the airport industry in the Commonwealth. Without adequate airport funding, communities across the Commonwealth run the risk of seeing their airports close. The Council has been communicating with various State Legislators about the need to increase the funding levels.

Dan Gallogly, President of the Aviation Council, is guiding the Council's Board of Directors on a pathway to potentially increase the funding levels.

At present, there are 133 eligible airports enrolled in the State Grant Program. Of those 133, there are only seventy airports which currently have active grant projects under way. For the record, a majority of the funds that are allocated for airport development come directly from the **Aviation Restricted Account**. This special account was specifically established by law over twenty years ago by the Pennsylvania Legislature.

Healthy Airport, Healthy Community

There are many small business owners across our great state that rely on general

aviation aircraft to keep their businesses moving forward. Studies have shown that the local airport is a key ingredient to the economic development and welfare of communities across Pennsylvania. Not having adequate funding for our airport system, we will see a continued reduction in the number of businesses that are retained and/or are relocated to Pennsylvania.

The Aviation Council is looking forward to working with the State Legislature, Governor Rendell, and his Cabinet to insure that funding levels do not continue to drop. The Pennsylvania airport infrastructure plays a vital role in the economic wellness of communities across the Commonwealth. The Council is committed to not allowing our airport infrastructure to deteriorate.

The Aviation Council calls upon all State Legislators to be aware of this issue and work with us as we develop adequate funding mechanisms for our airports. One familiar saying worth noting goes as follows, "If you want to get the pulse of your community, take the pulse of your airport." This saying speaks directly to the relationship between an airport and the community that it serves. ✈

2004 AVIATION COUNCIL SCHOLARSHIPS

Each year, the Aviation Council of Pennsylvania receives scholarship applications from a wide selection of applicants seeking financial assistance. The Council typically awards scholarships in the amount of \$1,000. The 2004 scholarship winners were announced this past September at the Pennsylvania Aviation Conference in Reading, Pa.

The **PROFESSIONAL PILOT SCHOLARSHIP**, named for Arnold Palmer, went to **Shady Hegab** from the Lehigh Valley. Shady is currently taking advanced flight instruction at Ace Pilot Training at Lehigh Valley International Airport.

The **AVIATION MANAGEMENT SCHOLARSHIP** was awarded to **Christopher Harrison** of Tobyhanna. Christopher is currently attending Marywood University in Scranton, Pa.

The Council congratulates the winners and wishes the very best as they pursue their aviation careers.

AVIATION COUNCIL AWARDS RECIPIENTS

Each year, the Aviation Council selects various individuals and/or organizations to be recognized for their outstanding contributions to the aviation industry in Pennsylvania. The recipients are nominated by their peers and selected by a special committee which reviews the applicants by their respective categories. The 2004 Award winners were announced at the PA Aviation Conference awards luncheon in Reading, Pa.

The **ACHIEVEMENT AWARD**, which is the Council's top award, was presented to **Vern Moyer**, President of Moyer Aviation in Easton, Pa. The Achievement Award is presented to an individual who has demonstrated significant and positive contributions to aviation. Vern, a humble and talented individual, has logged over 25,000 hours of flight time since starting to fly. From crop dusting, flight instructing, corporate pilot, mechanic and FBO, and airport manager,

there is almost no facet of aviation that he has not been involved. Vern is always willing to help or lend a guiding hand for new or existing aviation enthusiasts as well as industry peers.

Other winners were as follows:

Wings Field in Montgomery County received the **FBO CUSTOMER SERVICE AWARD**.

Larry Kelly, Manager of Northeast Philadelphia Airport, received the **AIRPORT SERVICE** and **EDUCATION AWARDS**.

Jim Carol from the Erie Newspaper received the **NEWS MEDIA AWARD**.

News Media was a new category established by the Council in 2004. The News Media Award is presented to an individual from the news media who has provided outstanding coverage in support of the aviation industry via newspaper, television, or radio. ✈

Pennsylvania Aviation News

a publication of the Aviation Council of Pennsylvania

ACHIEVEMENT AWARD RECIPIENTS PAST AND PRESENT

The **Achievement Award** is the highest award presented to an individual by the **Aviation Council of Pennsylvania**. The recipients of this award have all made significant and positive contributions to the aviation industry in the Commonwealth of Pennsylvania.

Here is a listing of past winners of this award. The Council is honored to present this list of prestigious awardees for our readers.

**Vern Moyer (left),
President of Moyer
Aviation, receives the
2004 Achievement
Award from Aviation
Council Immediate
Past President
Lawrence J. Krauter**



- 1970 – Alfred “Sime” Bertolet
- 1971 – John W. MacFarlane
- 1972 – Wilfred M. “Wiley” Post
- 1973 – William T. Piper Jr.
- 1974 – Leslie Barnes
- 1975 – Alfred “Gabby” Reinninger
- 1976 – Joseph A. Diblin
- 1977 – Richard C. Estler
- 1979 – Joseph Williams
- 1980 – Ralph Duvze
- 1981 – Marjorie E. Bryant
- 1982 – Alfred L. Wolf
- 1983 – L.W. “Roy” Clark
- 1984 – Paul D. Braden
- 1985 – Paul C. Heintz
- 1986 – Charles H. Hostetter
- 1987 – Stephen A. George
- 1988 – R. H. Breithaupt
- 1989 – Norman D. Lamar Jr.
- 1991 – Lawrence W. Walsh
Edwin S. Braden
- 1992 – Tom Foerster
- 1993 – Peter Wright
- 1994 – George W. Martyn Jr.
- 1995 – Louise Sacchi
- 1996 – Russell Fairchild
- 1997 – Arnold Palmer
- 1998 – Frank “Bun” Grazier
William Mummery
- 1999 – Congressman Bud Shuster
- 2000 – Arlene B. Feldman
- 2001 – Senator Edwin Holl
- 2002 – Gene Laken
- 2003 – Louis J. Beemer
- 2004 – Vern Moyer

GOVERNORS AVIATION ADVISORY COMMITTEE

During the time period that former Governor Tom Ridge was in office, the State Legislature enacted law creating the Governors Aviation Advisory Committee. This Committee is comprised of a variety of individuals who are actively involved in the aviation industry throughout the Commonwealth. Several State Legislators also participate as members of the Committee. The Governors Aviation Advisory Committee meets four times per year. Anyone interested in the development, enhancement, or related areas of aviation are welcome to attend. Meetings are held in the Keystone Building located at 400 North Street in Harrisburg. The meeting is usually held in Room 8N1. Meetings start at 11:00 AM and conclude by 3:00 PM. Meeting dates for **2005** are as follows:

- Wednesday, February 23**
- Wednesday, April 20**
- Wednesday, July 20**
- Wednesday, October 12**

If you have questions, please contact Anita Everhard at 717-787-2913 or email her at aeverhard@state.pa.us
If you are planning to attend, it would be appreciated if you would R.S.V.P. to Ms. Everhard.

US AIRLINE REVENUES AND EXPENSES 1995-2005*

Year	Operating Revenues (000,000)	% Chg.	Operating Expenses (000,000)	% Chg.	Operating Profit (000,000)	Net Profit (000,000)
1995	\$ 95,117	6.8%	\$ 89,266	3.4%	\$ 5,851	\$ 2,283
1996	102,444	7.7%	96,300	7.9%	6,144	2,727
1997	109,917	7.3%	101,375	5.3%	8,542	5,119
1998	113,810	3.5%	104,528	3.1%	9,282	4,847
1999	119,455	5.0%	111,119	6.3%	8,336	5,277
2000	130,839	9.5%	123,840	11.4%	6,999	2,486
2001	115,526	-11.7%	125,852	1.6%	-10,326	-8,275
2002	106,985	-7.5%	115,552	-8.2%	-8,567	-11,295
2003	115,906	8.3%	118,107	2.2%	-2,201	-3,500
2004	128,308	10.7%	132,870	12.5%	-4,562	-6,000
2005	138,573	8.0%	139,646	5.1%	-1,074	-2,200
Total 2005-1995 increase:						
	\$ 43,456	45.7%	\$ 50,380	56.4%		
Avg. amount increase:						
		3.8%		4.6%		

Data Source: Air Transportation Assoc. Estimate/forecast: Air Transport World *Scheduled service

US AIRLINE TRAFFIC 1995-2005*

Year	Revenue Passengers (000)	% Chg.	RPKs (000,000)	% Chg.	Freight TKs (000,000)	% Chg.
1995	547,773	4.2%	869,916	4.1%	21,283	5.7%
1996	581,234	6.1%	931,069	7.0%	22,339	5.0%
1997	594,725	2.3%	970,901	4.3%	26,220	17.4%
1998	612,885	3.1%	994,502	2.4%	26,471	1.0%
1999	635,959	3.8%	1,049,144	5.5%	28,203	6.5%
2000	666,150	4.7%	1,114,646	6.2%	30,869	9.4%
2001	622,129	-6.6%	1,048,585	-5.9%	29,374	-4.8%
2002	612,877	-1.5%	1,031,533	-1.6%	33,935	15.5%
2003	646,523	5.5%	1,055,626	2.3%	35,928	5.9%
2004	700,184	8.3%	1,159,077	9.8%	38,802	8.0%
2005	743,595	6.2%	1,252,962	8.1%	42,100	8.5%
Total 2005-1995 increase:						
	195,822	35.7%	383,047	44.0%	20,817	97.8%
Avg. amount increase:						
		3.1%		3.7%		7.1%

Data Source: Air Transportation Assoc. Estimate/forecast: Air Transport World *Scheduled service

welcome new members

The Council extends a special welcome to the following individuals who have recently joined the Aviation Council of Pennsylvania. We appreciate your support and look forward to your participation in our activities and committees. New members from 9/10 through 12/7/04:

- ▶ SANDY BASCHORE
Skelly and Loy, Inc.
- ▶ SCOTT T. BORTON
Quest Diagnostics
- ▶ FINLAY GRAHAM
Ricondo & Associates, Inc.
- ▶ ROBERT E. IHLEIN
Pottstown Municipal Airport
- ▶ MICHAEL JECK
Philadelphia International Airport
- ▶ ALBERT A. MURRER III
Quest Diagnostics
- ▶ ROY STANLEY
RADA Systems, Inc.
- ▶ ALAN D. TABACHNICK
A. D. Marble & Company
- ▶ JOHN TAYLOR
Brandywine Airport
- ▶ ELIZABETH VORAS
Skelly and Loy, Inc.
- ▶ GUS G. YIALAMAS
Ace Pilot Training, Inc.

If you would like to join the Aviation Council of Pennsylvania or would like additional information on membership, please call 610-797-6911.

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Capital City Airport, referred to by pilots as CXY, is the general aviation airport for the capital city of Harrisburg, Pennsylvania. Averaging more than 57,000 corporate, charter, and private aircraft operations per year. It is conveniently located near the following attractions: State Capital, Civil War Museum, Hershey, Gettysburg, Ski Round Top, Ski Liberty, PA State Farm Show Complex. The airport is located at N40-13.2 W076-51.08

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THANK-YOU! 2004 PA AVIATION CONFERENCE SPONSORING PARTNERS

The Aviation Council of Pennsylvania and the PENNDOT–Bureau of Aviation thanks the following Sponsors for their generous contributions that has made the 24th Annual Pennsylvania Aviation Conference a success! (See Conference Recap on page 3)

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PBS & J

SAFE FLIGHT 21

The Federal Aviation Administration (FAA) is in the process of implementing a no-fee weather and air traffic broadcast system for pilots flying along the East Coast of the United States. Formally called the East Coast ADS-B, which stands for Automatic Dependent Surveillance Broadcast, this new service will be available at key locations between Atlantic City and Miami.

This new service, named Safe Flight 21, will provide real-time text and graphical weather and traffic information in the cockpit via a single data link. Safe Flight 21 will provide pilots with locations of other aircraft and at the same time provide weather information in one integrated picture.

Aircraft capable of participating in Safe Flight 21 will require some type of positional source such as a GPS receiver.

For more information, contact James McDaniel at FAA. Call 202-493-4707. You can email James at james.mcdaniel@faa.gov.

The FAA Website is www.faa.gov/safeflight21

newsletter advertising rates

The Aviation Council newsletter is now accepting advertising to be included in the publication. Placing your organization in front of the Pennsylvania aviation community is a great way to highlight your firm. The Council's newsletter is published 3-4 times per year. Contact the Council office for reservation information at **610-797-6911**. Reservations being accepted now. Rates appear at right.

Newsletter ad rates per insertion are as follows:

Full page	\$ 600.00
Half page	350.00
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Eighth page	125.00

Pennsylvania Aviation News

a publication of the Aviation
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If you have news regarding events or projects at your Airport, Fixed Base Operation (FBO), Flight Department, Flight School, etc. or ideas for future newsletters, please forward them to:

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**SAVE THE DATE
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