

✈ BEFA Newsletter ✈

BEFA: Phone (425) 237-2332, M/S 94-35

840 West Perimeter Road, Renton, WA 98055

Welcome New Members!

<u>Name</u>	<u>Class</u>	<u>Location</u>
Dan Crevensten	II	RNT
James Gannett	III	RNT
Kenton Hahn	III	RNT
Barron Miller		RNT

New Solos!

<u>Name</u>	<u>Date</u>	<u>Instructor</u>
Rob Henderson	7/1	M. Dubbury
Mike Norton	8/23	R. Koehne
Einar Ask	8/30	R. Koehne

Congratulations!

<u>Name</u>	<u>Date</u>	<u>Rating</u>	<u>Instructor</u>
Frank Marshall	8/1	CFI	Wolvington
Jo Diamond	8/2	Comm MEL	Thomson/ Rocha
Dino Vallala	8/4	Private SEL	J. Yager
Brad Ryll	8/5	Private SEL	L. Fields
Ken Hunziker	8/9	Private SEL	K. Davis
Les Kyger	8/12	Comm SEL	Stiemert/ Yager
Eric Lund	8/17	Commercial	Wolvington
Amy Randall	8/17	Private SEL	Turlington
Joe Avila	8/27	Commercial	Wolvington
Les Kyger	8/29	Comm MEL	Wolvington

Coming Events

<u>Event</u>	<u>Time</u>	<u>Date</u>	<u>Location</u>
• <u>Aircraft Maintenance Team.</u> (Contact Walt Cameron)	6-9pm	TH	RNT
• <u>Board Meeting</u>	5:00p	9/19	RNT

From Your President
Howard Wolvington

Fuel Surcharge: As most of us can see at the auto pump, gas prices are again on the rise. Our current cost for aviation fuel

is once again above our budget level, and therefore the Board has implemented a fuel surcharge, to be effective September 1, 2003, to recover the increased cost. The surcharge amounts will automatically be added to the hourly aircraft usage rate and included in our bills. The amounts are as follows:

<u>Aircraft</u>	<u>GPH</u>	<u>Base Rate</u>	<u>Surcharge</u>	<u>New Rate</u>
C150	5.5	\$49.00	\$1.05	\$50.05
C172XP	7.6	\$91.00	\$1.44	\$92.44
Citabria	7.9	\$68.00	\$1.50	\$69.50
C172	7.9	\$68.00	\$1.50	\$69.50
C172S	7.9	\$87.00	\$1.50	\$88.50
PA-28-151	7.9	\$68.00	\$1.50	\$69.50
PA-28R200	9.0	\$92.00	\$1.71	\$93.71
C182Q	13.0	\$90.00	\$2.47	\$92.47
C182RG	13.2	\$96.00	\$2.51	\$98.51
BE76	20.0	\$143.00	\$3.80	\$146.80

We hope that these costs will decline after the East Coast refineries come back online and the Labor Day holiday passes.

Training: BEFA is a recreational organization and most of our members fly for the pure joy of flying. However, we do have the finest training program in the area for various certificates and ratings. The addition of the Beech Duchess has completed the capabilities of our fleet, and Les Kyger was our first member to complete his Commercial Multiengine Land checkride in this BEFA aircraft. We have had outstanding weather this summer, with mostly warm and sunny VFR days. The emergency upset training held in the Citabria in August was a great success.

Fall is a great time to begin other ratings such as the Instrument Rating. The first portion of the preparation for this rating is done in VFR conditions, and then the following phases can be flown in the soup that we tend to get in late fall and early winter. The instrument rating provides much improved utility for travel in our aircraft, improves safety, and actually makes members better VFR pilots as well. Thus, I would encourage members who do not yet have their instrument rating to call one of our several CFIs and get started while the weather is still great.

Our floatplane should be online in September after installation of our refurbished floats, and there is still plenty of time to add a SES rating to your certificate.

Publicity News: BEFA Radio Ad Scores Big Success

By John Scarce, BEFA Vice-President

This month, we have news about upcoming Boeing Family Day events, the BEFA PR Committee and our recent success with a month-long radio ad campaign.

Boeing will host two September Open House events at the Renton and Everett plants. The Open House event dates are as follows:

Renton Family Day: Sunday, September 7, 2003

Everett Family Day: Sunday, September 14, 2003

I have a team preparing the Everett booth and I will be the primary host of the Renton booth. Handouts and other BEFA PR materials are already updated and ready to give away to the estimated 20,000 people who normally show up for each of these events.

Even better, nearly every person at these events is eligible to join BEFA. In theory, at least, Family Day should be effective and very low-cost marketing for new BEFA memberships. Actual measurements prove the Family Day events are not effective ways to find new members, but we intend to be there anyway, generate some positive image buzz and show the flag.

Boeing employees and family members at these events are generally all eligible to join BEFA and they like talking to club members of the various clubs who set up booths. If you can spare an hour or two, we would appreciate it if you can stop by the booth and just talk to people who visit us to explain why you fly, and why you chose BEFA.

One of the new duties I accepted this year was to form a committee to engage in marketing for BEFA. I call this team the BEFA Public Relations Committee. The new BEFA PR Committee did a lot of work earlier this year preparing and deploying several different club membership marketing opportunities. We spent two-thirds of our allocated budget (total: \$6,000) on a one-month radio ad campaign. We also authorized, participated in or helped with several other PR activities. These activities included a print ad in the Boeing Museum of Flight Member newsletter, a \$500 booth at the "2003 Northwest Aviation Conference & Trade Show" in Puyallup, another booth at the 2003 "Paine Field General Aviation Appreciation Day and Pancake Breakfast" and the two Boeing plant "Family Day" events mentioned above. Committee members also lobbied Board members to approve BEFA membership in the Washington Seaplane Pilots

Association, which was done for the first time this year. The Committee also investigated several other options, but none of those has panned out yet.

The current goals of the PR Committee and the goal of all BEFA PR activities are the same: To increase BEFA membership enough to arrest and reverse the recent decline in BEFA membership. The number of active BEFA members is down about 14% from two years ago, from 320 down to 274 as of August 14, 2003. If this trend continues, BEFA will eventually need to reduce the fleet and cut other costs and services.

The BEFA PR survey process was conducted during normal business by Mike and Diana as they took phone calls and met people asking about new memberships. By analyzing survey results, we learned that of all the PR activities BEFA performed this year, only one had a measurable effect on membership. The only successful PR activity was purchase of a month-long radio ad campaign on KOMO AM 1000. The cost, \$4,050, was 4 tenths of one percent of the total BEFA budget, which seems reasonable for the 8 new members it brought us. Those members are included in the membership decline above, so it would have been worse without the radio ad.

Please feel free to call me if you have questions about this or other PR activities. I would like to suggest that as a BEFA member, you have the right to contact me or other Board members if you are concerned about the decline in active membership and want BEFA to buy more radio ads or seek other means to stop the steady erosion in membership. I certainly am willing to listen, but ultimately decisions about BEFA investments and activities come from members, through elections, personal persuasion and phone/or email messages. The Board is duty bound to represent you, so please make your wishes known.

The BEFA PR Committee is small and needs a couple of additional members, but we could also use some one-time volunteer help for coordinating specific projects committee members have suggested but are not able to perform themselves. Some of these involve primarily writing down information and making phone calls. If you want to volunteer some time, please call me or attend the next PR Committee meeting at BEFA, 4:30 PM on Friday, September 12.

BEFA Finances

By Lawrence E. Day, BEFA Treasurer

Since becoming Treasurer almost four years ago, I have been working with the rest of the BEFA Board to develop and implement a working system for budget planning and tracking. I haven't written anything in the BEFA Newsletter

before this because I wanted to have something that would be of value to the members in helping them understand the financial operation of BEFA. It has taken a while, but I am now ready to announce that there is an artifact that I produce on a monthly basis that the BEFA Board uses to make strategic financial policy decisions. It is posted on the wall in Darlene's office and is available to all members. It's called the Budget/MEAC. MEAC stands for Management Estimate At Completion.

For each month there are two columns. The first column (in green) is what the BEFA Board's proposed budget was at the beginning of the year. That doesn't change. The second column (in blue) is the actual (in bold) or latest estimate. The combination of the actuals plus the latest estimate is the MEAC.

The top part of the Budget/MEAC contains Operations calculations and allocations of cost based on hours flown. The sections include hours flown, flight revenue, fuel cost, maintenance, A/C replacement fund, and overhaul fund. The bottom two major sections (Expense and Cash In) for the Budget columns are populated from the top section, if they are aircraft dependant, or from last year's actuals if they have to do with fixed costs. The bottom two sections for the MEAC columns are populated from the monthly Profit and Loss (P&L) statement generated by Darlene with a couple of adjustments that a P&L report doesn't contain.

Along the bottom there are three rows that are BEFA's holding funds. We maintain three funds now. The first is an A/C Replacement Fund that is being accumulated with the idea that eventually our A/C will start to wear out and need to be replaced. The next is a fund set aside to finance planned major maintenance items such as engine replacements. The last fund is a Self-Insurance fund. We no longer have hull insurance on our C-150s. Instead we put the money saved on those insurance payments into this fund.

As you can see (or will see when you stop by the office) from the figures, BEFA is a million dollar plus operation. We have a paid staff with all the compensation and management intricacies that accompany that function. We deal with all sorts of government entities (federal, state and local). We have lease contracts with A/C owners and we also do a limited amount of business with the public. We have property and operations at two different sites (Renton and Paine). In addition, we have multiple commercial banking relationships.

I hold weekly Treasurer Staff meetings with Darlene and Wes every Thursday around 5:00. We meet to discuss any outstanding items and I sign checks. If any member wishes to meet with us then, just let me know and we'll add it to our agenda. If you have any questions or concerns, feel free to contact me by phone or e-mail. Let me know what things

you'd like to see in the BEFA Newsletter on a regular monthly basis.

Two Great Days in August

By Rochelle Oslick, CFI

On August 12 and 13, Rich Stowell, NAFI Master Flight Instructor – Aerobatics, visited BEFA to provide flight training on spins, unusual attitude recovery procedures and aerobatics in our Citabria. During these two days, the Citabria flew 12 training flights for a total of 10.8 hours, 46 spins, and 0 sic-sac deployments. These training flights were a great experience for the twelve BEFA pilots who had the



Rich Stowell (L) and Bob Guthrie with our Citabria

opportunity to participate. On the evening of the 12th, Rich also conducted a seminar covering Emergency Maneuver Training and Landings. About 35 people attended this seminar in BEFA's hangar at Renton. For helping make this event a success, I'd like to thank Bob Guthrie and Fred Bahr for helping with flight coordination, Clay Cox for washing the Citabria, Gary Pipkin for getting the pizza and soda for the seminar, Bob Carter and Clay Cox for photography, and everyone who helped with set-up for and clean-up after the seminar. I'd especially like to thank the crew who re-built the Citabria, so BEFA could have such a wonderful airplane in our fleet.

Please Fasten Your Seatbelts

By David Henle

I consider myself to be a very safe and conscientious pilot. I have detailed checklists, and I follow them religiously... well not exactly. Here's a story about what happened one day when I didn't.

My older brother, who lives in Maryland, was in Seattle for a few days so I decided to give him an aerial tour. I reserved

4801D for Monday afternoon and we decided to fly to the San Juans. The flight north was spectacular... perfect weather, no turbulence whatsoever, and decent visibility. We were treated to stunning views of the Cascades, Olympics, and the Islands themselves. As we approached the northern tip of San Juan Island, I asked him if he'd like to stop for a cup of coffee at Roche Harbor. He was amazed. "You mean we can just land on this island for a coffee break?" I said, "Sure, Roche has a private strip and you can land there for a \$5.00 fee. It's only about a five minute walk to the resort." We did an overflight of the field at 1500' and maneuvered for the 45. While we were on the downwind he commented, "That's a pretty narrow strip... it looks more like a highway than an airport." "No problem", I said, "I've been here several times before. One of the biggest problems landing here can be when there's a crosswind, and there is no crosswind today, see the windsock?" The landing was one of my best at Roche and I was feeling pretty good about myself as we sipped coffee at the Madronna Café.

After spending about an hour at the café, it was time to return. We walked back to the plane, did the pre-flight and got in. We were about to start up and he noticed that his sunglasses were missing. Thinking that he may have left his glasses at the café, he got out of the airplane. "Hold on", I told him, your sunglasses are right here on the seat... you were sitting on them". Relieved, he got back into the airplane and I started up. As we were back-taxiing to 25, he asked me why we didn't just takeoff from the West end of the strip. I explained to him, "All other things being equal and with no wind, you want to takeoff downhill, and Roche slopes slightly with the high end to the East. Also, see the gap in the trees on the west end of the airport? That gives us an extra measure of safety."

At the run-up area, I again explained the procedure to him, carb heat, mag check, vacuum check, etc. as I checked each item off the list. When I got to the point where the door locks are checked, and as I reached over his lap, I noticed that his seat belt was not fastened. All the good feelings I had earlier about the flight vanished. I knew that I had blown it... taxied with an unbelted passenger. Damn it! I said, "Ok, let's get you belted." He found the seatbelt, but for some reason wasn't able to pull it up. Sure enough, the belt was still hanging out the airplane out of the closed door. The situation was getting worse. "Crack your door open see if you can pull the belt back in so that we can taxi back to parking and check for damage to the airplane." He cracked the door open and pulled the belt into the cockpit. "The buckle is missing", he said. I groaned to myself, this is turning into a nightmare. I could just picture the dents in the fuselage as the belt buckle was slammed into it by the prop wash. Back at the parking area, we shut down and got out to examine the airplane. Unbelievably, there didn't appear to be any damage. I told my brother he'd have to sit in the back seat on the way home, since the passenger seat belt was now useless.

The trip home was uneventful, but it was difficult to not think about what had just happened. I told myself that now was not the time, I needed to concentrate on flying. When we got back to BEFA it was after-hours and so I wrote up a "squawk" on the seat belt with a short description of how the seat belt buckle had been lost. I received a phone call from Wes the next day and he explained that I'd be responsible for replacing the seat belt and would be required to write this article for the newsletter.

How had this happened? I think the root cause of the problem was made up of more than one component (as always seems to be the case in flying). The problem first started when the routine of the before-flight checklist was interrupted by my brother leaving and then returning to the cockpit. It was then compounded by a serious flaw in my before-flight check process. One of the checklist items is a passenger brief during which (among several other items) the passenger is instructed on how to use the seat belts and is told to always have the seat belts fastened whenever the aircraft is in motion whether on the ground or in the air. I always do the passenger brief... at BEFA. I don't repeat the passenger brief when we've gone to another airport and are returning home. It took 2 years to happen, but it finally caught up with me. FAR 91.107 says "No pilot may cause to be moved on the surface, take off, or land a U.S. registered aircraft ... unless the pilot in command of the aircraft ensures that each person on board has been notified to fasten his or her safety belt and, if installed, his or her shoulder harness". You can be sure that I will be performing this check each and every time I get into an airplane with a passenger. The seat belt is now checked before starting the engine and is then rechecked during run-up.

I've since spent a considerable amount of time thinking about what had happened. It could have been much worse, the aircraft could have been damaged and I would have been responsible for some very expensive repairs. We could have taken off from Roche and the buckle could have separated in flight landing on something (or much worse, someone) at the Roche Harbor Marina. In spite of being extremely embarrassed by this incident, I'll use it to improve my piloting skills. Checklists are very good things, they help us remember the many steps that are required for safe flight. Checklists should be followed... always. Interruptions to the flight regime are unavoidable. A safe pilot needs to be able to handle a variety of distractions and stay focused on some very important tasks. Seemingly minor events can combine to cause major problems. If there is a deficiency in your flight procedures and processes, you'll probably "get away with it" for a while, but eventually you'll get bitten.

Notes From The Office

‘Attaboys For Our Volunteers

Your fellow members continue to pitch in to keep us running smoothly, often saving money in the process. This month we thank:

- Chris McKelvey (CFI) for help with data base updates.
- Charles Manry and Rob Laird for moving airplanes and supplies.
- Chris McKelvey (CFI) for installing lights.
- Matt Ray (CFI) for organizing and washing BEFA planes.
- Matt Shaw for donating lawn mower.
- Jim Goodnow for running office errands.
- Doug Roberts for BEFA donation.
- Craig Thompson (CFI) for driving.
- Matt Tavares for helping staff with filing.
- Mike Bonney for running tiedowns to BFI and for rigging up rope tie-downs for the south-west corner parking.
- Craig Thompson (CFI) for driving to Auburn.
- George Johnson (CFI) for driving.
- Maynard Winchester for filling oil bottles.
- Fred Bahr (CFI) and Bob Guthrie (CFI) for helping work the invoices.
- Matt Ray for organizing the BEFA library.
- Shawn Ripple and Craig Thompson (CFI) for help with positioning tiedown blocks.
- Rob Root and Bob Guthrie for moving aircraft to the south-west parking.
- Big thanks to Larry Shook and his wife, who are not even BEFA members. (They rent a tiedown space from us). Larry and his wife donated and installed a sink in the men's bathroom to thank BEFA for the hospitality. Thanks much!

VFR and tailwinds to all of you for your generous support.

Volunteer Help Is STILL Needed

BEFA has a regular need for volunteer help. Unfortunately, Boeing work demands are making it increasingly difficult to provide community service. BEFA has many needs and cannot satisfy them without member help. If you can contribute, please call the office to volunteer. Some of the things that require volunteers are:

- AIRCRAFT WASHERS/POLISHERS NEEDED!!
- Someone to help install a blower fan and vent for the upstairs classroom.

- Helpers to assist the Crew in a regular once a month cleaning of the hangar.
- Bamboo rollup type sun shades needed for the office.
- Need to fix the dripping faucet by the coffee machine.
- Someone to spray paint the BEFA reserved logos on the aircraft parking spots, we have the templates.
- Volunteers needed for yard work at BEFA.
- Donation of a silent air-conditioner.

If you can head up or help on any of the above projects please let Wes know. Your contribution of your valuable time is greatly appreciated!

**From Your Safety Officer
Mike Sievers**

For many of us, the greatest part of earning a pilot certificate is the ability to hop in an airplane with family or friends and go somewhere. No waiting in lines at the airport, no beeping metal detectors. Plus, you enjoy the ability to set your own schedule. One cross country flight for my family cost half as much as the airlines and got me there faster since I didn't need to have them at the airport two-hours before the flight along with the TSA search of my four year-old daughter's Winnie-the-Pooh backpack. The flexibility of general aviation travel, whether it is for business or pleasure, can make it a personal time machine. But getting from here to there requires good navigation skills. General aviation aircraft in the United States, and within BEFA, are increasingly equipped with GPS systems for students and rated pilots. With their color moving map displays, they help tremendously to navigate on cross-country flights. The advent and incorporation of this system is not only a powerful tool, but in time will be the primary standard for navigation. Mastering the GPS is becoming more and more important for continued long-term participation in the airspace system with VOR and NDB transmitters supplementing the satellite perspective, as opposed to the other way around a few years ago. However, the fundamentals which we all learned as students should not be discarded, nor the skills to use them. Pilotage and dead reckoning are a combination that will never become obsolete. They give a pilot a way out should electronic aids become suspect or unavailable. This goes for both the old systems (VOR/NDB) as well as the new (GPS). Pilotage depends on good aeronautical chart skills – both knowing and being able to interpret sectional-chart symbology. Enhancing your knowledge of chart symbols and topography will help you master the art of choosing checkpoints. Sooner or later, you will select a checkpoint that you cannot identify from the air. Perhaps it will be the intersection of two roads, but when you look down, you may see several intersections. Unique topographical features like dams, locks, and breakwaters can be good choices if they are in the right place. Look for something that stands out from its surroundings like a highway/railroad intersection or a bridge

across a lake or river. A bend in a river is good, provided the river is fairly straight, but if it is just another twist in a winding river, it may not be. Dead reckoning (a term I have never been comfortable with) requires the skills needed to operate the E6B or electronic equivalent while in the air. When was the last time you pulled one out during a flight to check ground speed, fuel management, leg times, etc. We were all supposed to be able to do this as students and demonstrate the skill to an examiner. Could you do it now if a situation in the air demanded it? Being able to put pilotage and dead reckoning together provides a time-tested means of getting from point A to point B safely, either by choice (for the challenge) or by necessity (system problems). But remember, these techniques require that you know where you are if the navigation system becomes a problem. Simply following the GPS course guidance or the VOR needle without the situational awareness of knowing where you are could leave you without a starting point to begin the manual process. And following the GPS moving map does not compare with knowing where you are on the sectional charts, due to the greater accuracy of the charts. Also, simply following the moving map without much thought as to where it is taking you can have terrible consequences. The map will only follow the waypoints you entered and will not know if you typed the identifier correctly. One mis-entered letter can have you heading for Reno (KRNO) instead of Renton (KRNT). Keep your head in the game by keeping an eye on where the systems are taking you and have the skills in your back pocket to fall back on. This will increase your safety and provide you with that much additional insurance.

Classified Ads

For Sale: Garmin GPSMAP-195, all accessories, like new, \$600 obo. Call Bob Kenin 425-227-9405

For the Web Heads

SCHEDULE MASTER:

<http://www.schedulemaster.com/smlogin.htm>

(There's a link from BEFA's homepage)

Not near the web? You can also use

Schedule Master Telephone Scheduling:

1-800-414-6114

using your user ID, password and the touch tone phone menu

BEFA ON THE WEB:

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		1) Ops Manager: Leave voicemail (425) 237-2332 or page 206-540-7720
		2) Ops Officer
		3) Any Board Member
Everett		
Office		Voice: 425-717-2332 Fax: 425-717-2336
Maintenance Mgr:	Larry Fields	Wk: 425-266-9787
Facilities:	Oscar Naimi	Wk: 425-342-8853
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