




The Voice of Aviation Business

A high-angle photograph of a white twin-engine turboprop aircraft on a dark tarmac. The aircraft is viewed from the side and slightly from behind. A red ground support vehicle is positioned near the front of the plane. The registration number 'N265G' is visible on the side of the fuselage. The background is a dark, flat surface, likely an airfield at night or in low light.

NATA's Mission is to be the leading trade association representing the legislative, regulatory and business interests of general aviation service companies and to provide education, service and benefits to our members to help ensure their long-term economic success.

NATA Overview

■ Membership

2000 Member Companies:

- Own, operate and service aircraft.
- Satisfy the needs of the traveling public by offering services and products to aircraft operators and others.
- Offer products and services including fuel sales, aircraft maintenance, parts sales, storage, rental, airline servicing, flight training, Part 135 on-demand air charter, fractional aircraft program management and scheduled commuter operations.

NATA Overview (cont.)

- Board of Directors
 - 14-member Board representing various companies within general aviation located across the country.
- NATA Staff Members
 - 25 employees on staff to serve our members.



NATA Committees

■ Air Charter

- Promotes the interests of on-demand Part 135 air carriers by addressing legislative and regulatory issues.

■ Aircraft Maintenance and Systems Technology

- Monitors and advances legislative and regulatory language and procedures affecting aviation maintenance and operations.

■ Airports

- Promotes member interests regarding airport occupancy, airport security, competition, and environmental issues.

NATA Committees (cont.)

■ Business Management

- Develops programs and services designed to improve business management knowledge and skills of NATA member companies.

■ Environmental

- Develops programs to assist member companies in minimizing their impact on the environment.

■ Flight Training

- Assists flight training organizations in improving safety and security, customer service, competitiveness, quality of training and profitability.

■ Safety and Security

- Supports NATA members in developing safety and security measures appropriate to their operation, airport or line of business.

Airline Services Council

- Airline Services Council (ASC) was formed to further the interests of companies that provide services to scheduled air carriers as their primary business.
- ASC member company services include aircraft fueling, baggage service, catering, terminal services, cargo services, aircraft handling, de-icing, maintenance, security services, and aircraft cleaning.
- The primary goal of the ASC is to serve member companies and provide a voice within the public policy arena.

NATA Products and Services

- Safety 1st Program
- Compliance Services
- Worker's Compensation Program
- IC Check
- Scheduling Sidecar
- Pre-Employment Screening Exam
- Online Fire Safety Training
- Online Airport Training
- Major Events
- New NATA.Aero
- Newsletters
- Publications
- Industry Excellence Awards
- Grants & Scholarships

Safety 1st

- A comprehensive approach to create and sustain an industry-standard safety culture.
 - Safety 1st consists of a Safety Management System or "SMS" customized to operators
 - Risk analysis
 - On-site learning opportunities via NATA's seminar series
 - Many new seminars added designed to directly address members' needs
 - Up-dated and interactive content added to existing seminars
 - Online professional line service training (PLST) and safety awareness training
 - Flight crew briefings
 - Supporting webcasts, newsletters, publications, guides, safety posters and expert consultation by phone or email

Safety 1st - SMS

■ SMS Ground:

- The goal of the program is to reduce ground handling accidents and the resultant insurance claims by 50% within five years.
- A customized safety program is developed based on industry best practices and procedures, and involves continual monitoring of risks and collection and submission of incident and accident data for analysis.

■ SMS for Air Operators:

- Assists Part 135 on-demand air taxi community in raising the safety bar to improve operational safety performance by lowering incident rates and identifying potential risks for accidents.
- NATA believes that the SMS program will accomplish more to improve the safety of air operations than further regulatory burdens that do nothing to foster the necessary “corporate culture” essential to establishing a superior safety standard.

NATA Seminar Series

- Advanced Line Service Supervisor Training
- Accident Prevention via Human Factors
- Aviation Legal Compliance Workshop
- Aviation Management Innovation Workshop
- Environmental Compliance Seminar
- Financial Management Tools & Techniques
- How to Build a More Successful FBO
- Line Service Supervisor Training
- Line Service Technician Boot Camp
- NATA Safety 1st Trainer (Train the Trainer)
- Safety & Health Training (OSHA 10HR)
- Service Excellence Customer Satisfaction
- Tax Seminar for Air Charter Operators

SAFETY 1st Professional Line Service Training Program (PLST) *Online*

- Trains and recurrently trains FBO employees who marshal, fuel and manage general aviation aircraft.

NATA Safety 1st PLST *Online*

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SAFETY 1ST NATA Topic 1: Introduction to PLST

■ CONCEPT MENU ■ GLOSSARY ■ HELP

PLST Program Overview:

- Module 1: Introduction & Ground Servicing
- Module 2: Safety
- Module 3: General Fuel Servicing
- Module 4: General Towing
- Module 5: Fuel Farm Management
- Module 6: Customer Service
- Module 7: Fire Safety
- Module 8: General Aviation Security

X ↺ || Concept 3: Program Overview ▶▶ 1 of 10

NATA Compliance Services

■ NATA's Human Resource Capital Subsidiary provides the following to the general aviation community:

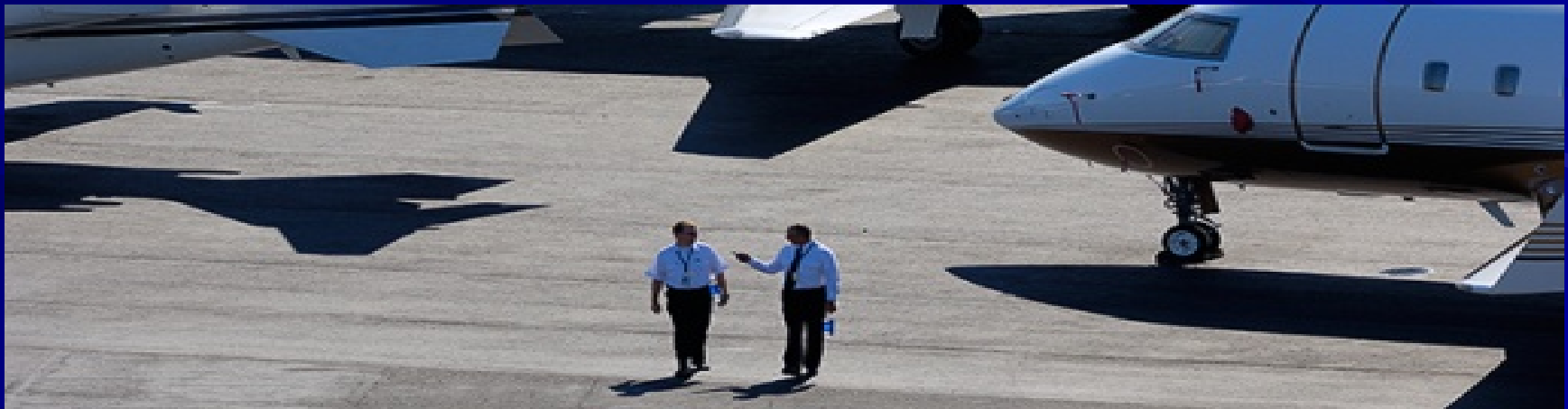
- CHRC Fingerprinting for TSA-regulated pilots
- PRIA and other background checks
- Online security training
- Alcohol and Drug Program Management
- Biometric Identification Badges
- H/R Document Management

Worker's Compensation

- NATA has sponsored a group worker's compensation insurance program, underwritten by USAIG, to qualified member companies for over 30 years
 - 505 companies participated in 2008
- Over \$60 million returned to plan participants since inception, effectively lowering their annual premiums by an average of 19%.

IC Check

- The only comprehensive compliance-driven flight release system for professionally flown general aviation aircraft operations.
- NATA IC Check is an online application similar to online banking or airline reservations systems that checks 685 data points to confirm compliance with all applicable Federal Aviation Regulations as well as other government regulations and company, customer, industry and insurance standards applicable to professionally flown general aviation flights.



IC Check (cont.)

- If IC Check's calculations indicate that the flight is "in compliance" with all operator-specified requirements, the program issues a "release" prior to flight in a process similar to that followed by many Part 121 air carriers.
- Once initially configured for an operator, the IC Check flight release process typically requires two minutes of data entry per flight, much of which is automated. Results are instantaneous.



Pre-Employment Screening Exam

One of the most difficult tasks an FBO manager faces today is finding the right person for the job. High employee turnover not only affects safety, but also costs employers an average of \$17,000 per hiring mistake. Competitive pressures make hiring right the first time a necessity.

NATA's Pre-Employment Screening Exam, specifically for Line Service Technicians and FBO Customer Service Specialists, will help members:

- Reduce costly turnover
- Increase the caliber of employees they hire

Online Fire Safety Training

Online FAA 14 CFR 139.321 Fire Safety Training for non-seminar participants. This fire safety course has been certified by the FAA to provide the training required by 14 CFR 139.321 for all aviation fuel handlers every 24 calendar months.

Training Offered Through 139FireSafetyTraining.com

NATA Major Events

- Air Charter Summit
- FBO Leadership Conference
- Aviation Business Roundtable (Invite only)





*NATA events can be found at
www.nata.aero. Click "Events Calendar."*

Online Airport Training

Teterboro Airport Flight Crew Briefing

■ MAIN MENU ■ HELP

TETERBORO AIRPORT FLIGHT CREW BRIEFING

	SAFETY
	SECURITY
	NOISE ABATEMENT
	ATC PROCEDURES

Move your cursor over any of the topics on the left to expand the topic menus.

Select items to review from the expanded topic menus.

Introduction: Welcome To Teterboro Airport

1 of 2

www.airportflightcrewbriefing.com/teterboro

The New NATA.Aero

The new Web site, launched in October 2008, features:

- Up-to-the-minute industry news
- Information by area of interest
- Online training (PLST, 139 Fire Safety Training and Teterboro Airport Flight Crew Briefing)
- Aviation issue information and resources in a new format
- Classifieds (news, member press releases, RFPs, buy/sell items, jobs)
- Individual/company profile access
- Improved search engine
- Library of newsletter and *ABJ* articles
- Event photos
- Weekly issue poll

The screenshot displays the NATA.Aero website. At the top, the NATA logo (National Air Transportation Association) is on the left, and navigation links for 'Update Your Profile', 'NATA Store', and a search bar are on the right. Below this is a horizontal menu with categories: NATA, Ground Ops, Flight Ops, Flight Training, Maintenance, and Airline Services. The main content area features a banner with the text 'The Voice of Aviation Business' and an image of an aircraft on the tarmac. To the right of the banner is a text box stating: 'NATA's mission is to be the leading national trade association representing the legislative, regulatory and business interests of general aviation service companies and to provide education, services, and benefits to our members to help ensure their long-term economic success.' Below the banner is a sidebar with a 'Safety 1st' section containing links for Government Affairs, Insurance, Aviation Business Journal, Newsletters, and Issues. The main content area is titled 'Industry News' and lists several news items with timestamps, such as 'Nov. 4 Letters to the Editor...' and 'DJ AM to Tour with Jay-Z...'. On the far right, there is a 'Sustaining Members' section featuring a logo for 'UNIVERSAL' and a promotional box for 'Save Up To 20% On Your Workers' Comp Premium'.

NATA Newsletters

■ Newsletters

- NATA News (Weekly)
- Arrival Times (Monthly)
- ASC Monthly Update (Monthly)
- Flight Training Business Report (Quarterly)
- The Plane Facts (Quarterly)

NATA newsletters can be found at www.nata.aero. Click on the “Newsletter” button in the left column.

NATA Publications

- Aviation Business Journal
- Aircraft Ground Service Guide
- Refueling & Quality Control Procedures Reference Manual
- 2008 NATA Compensation Report
- 2008 NATA Aviation Resource Book & Membership Directory
- Aviation Businesses and the Services They Provide (Fact Book)
- Community Relations Toolkit

All NATA publications can be found at www.nata.aero. Click the "NATA" tab at the top and then click "Publication."

NATA Industry Excellence Awards

■ William A. “Bill” Ong Memorial Award

- Named in memory of the association’s co-founder and first president, given for extraordinary achievement and meritorious service to the GA industry.

■ Distinguished Service Award

- Recognizes individuals or organizations active in the GA industry for their service and ongoing contributions to the industry.

NATA Industry Excellence Awards (cont.)

■ Aviation Journalism Award

- Awards journalists, writers, or publications that excel in consumer education or editorial support that benefits the FBO/Air Charter industry.

■ Excellence in Pilot Training Award

- Recognizes outstanding contributions in safety, professionalism and leadership in pilot training.

■ Airport Executive Partnership Award

- Recognizes airport managers for nurturing the relationship between aviation businesses and airport operators.

NATA Industry Excellence Awards (cont.)

■ FAA Customer Service Excellence Award

- Recognizes an FAA staff member who displays the highest degree of customer service and elevates the quality of communication.

■ ATP/NATA General Aviation Service Technician Award

- Acknowledges the exceptional performance of a licensed airframe or power plant mechanic who has practiced his or her craft for over 20 years.

NATA award information can be found at www.nata.aero. Click the “NATA” tab and then click “Awards.”

NATA Grants & Scholarships

■ Aviation Curriculum Education Grants for Teachers

- Teachers in public schools or home studies, grades K-12, are eligible to receive \$250 per year.

■ The National Air Transportation Foundation (NATF) – the research and educational arm of the National Air Transportation Association – provides three scholarships given annually to deserving college students enrolled in aviation programs in two areas: academic and flight training.

Available scholarships:

- Dan L. Meisinger, Sr. Memorial Learn to Fly
- NATA Business
- Pioneers of Flight

NATA Grants & Scholarship information can be found at www.nata.aero. Click the “NATA” tab.

AIR CHARTER
SAFETY
FOUNDATION

- The Air Charter Safety Foundation (ACSF) advances charter and shared aircraft ownership industry standards and best practices through research, collaboration and education.
- Promulgates safety, security and service benchmarks.
- Promotes the universal acceptance of Safety Management Systems (SMS).
- www.acsf.aero

ACSF Initiatives

- Air Charter Safety Symposium
 - March 3-4, 2009 -- Ashburn, Virginia
- Industry Audit Standard
- Safety Event Reporting via AVSiS
- Top 10 Most Needed Safety Action Items

AIR CHARTER
SAFETY
FOUNDATION

Air Charter Safety Symposium

- Second Annual Air Charter Safety Symposium is *March 3-4, 2009*, at the NTSB Training Center.
- Educational event that provides opportunity for discussion of current safety issues and offers practical guidance to implement safety measures.
- Media is welcome. Advance registration is requested.

AIR CHARTER
SAFETY
FOUNDATION

Air Charter Safety Symposium

- Respected speakers will address numerous safety topics, including:
 - Managing security threats
 - Development of an FAA-approved ASAP system
 - Family disaster assistance planning for small operators
 - “Selling” SMS programs to corporate leadership
- Announcement of the
ACSF Top 10 Safety Action Items

Industry Audit Standard

- The ACSF Industry Audit Standard is designed to be an industry-wide, single-system safety audit standard
 - Eliminate the need for repetitive auditing
 - Ensure a consistent, high-quality standard throughout the industry
- Developed by operators, auditors, shared aircraft ownership program managers and charter consumers
- Initial Audits Completed in December 2008
- Key Audit Details:
 - Supported by leading audit companies
 - Validity period is 24 months
 - Developed with FAA and ICAO requirements in mind



Aviation Safety Information System (AVSiS)

- AVSiS is a safety event reporting and management system.
- AVSiS is *free* to all Part 135 and Part 91, Subpart K operators. Register at www.acsf.aero/avsis.
- AVSiS logs safety events as incidents (events with a direct safety implication) or occurrences (events which could have resulted in an incident).
- AVSiS enables the user to categorize the event and apply a severity rating.
- AVSiS provides statistical reports and graphical trend analyses by incident type, aircraft model location, or other specified field.

2009 Policy Agenda



2009 Policy Agenda

- Aviation Infrastructure Funding in Economic Stimulus Legislation
- FAA Reauthorization
- Large Aircraft Security Program
- FAA Standardization of Regulatory Interpretations
- Emergency Suspension of Part 135 Certificates
- Expedited Employee Badging Procedures
- Environmental and Energy Legislation



2009 Advocacy Efforts

- During the first six months of 2009, NATA President James K. Coyne and staff will meet with approx. 250 Members of Congress and staff with jurisdiction over aviation issues who serve on the following congressional committees:
 - House Committee on Transportation & Infrastructure
 - Senate Committee on Commerce, Science & Transportation
 - House & Senate Committees on Appropriations
 - Senate Committee on Finance
 - House Committee on Ways & Means
 - House and Senate Committees on Small Business
 - House Committee on Homeland Security
 - Senate Committee on Homeland Security and Governmental Affairs
 - House and Senate Committees on Budget

Economic Stimulus Bill – Aviation Infrastructure

- House appropriations committee approved an \$825 billion bill that includes \$550 billion in spending, \$355 billion discretionary.
- \$3 billion was included for Airport Improvement Project – however, these funds are subject to the local match requirement whereas highways and transit match requirements were waived.
- House is scheduled to consider the legislation on the floor this week.
- The goal is to have the bill passed by the Senate and given to President Obama before President's Day.

FAA Reauthorization

- House T&I Chairman James Oberstar announced in a full-committee meeting on January 15th that FAA Reauthorization would be completed in the House by March.
- Supported provisions:
 - No User Fees
 - Repeal of 2005 Highway Bill Fuel Fraud Tax
 - Prohibiting Airports From Providing Aviation Services
 - Accelerating NextGen

Large Aircraft Security Program

- In October 2008, the Transportation Security Administration published a proposed rule that will govern operations for all aircraft weighing more than 12,500 pounds and require operators to implement an approved security program. The proposed rule, titled the Large Aircraft Security Program (LASP), seeks to combine a number of security programs currently in place for general aviation, including the Twelve-Five Standard Security Program, and would impose security programs on thousands of privately operated general aviation aircraft
- [Members are encouraged to comment on the proposed rule by February 27, 2009, utilizing the association's LASP Membership Comment Tool.](#)
- [Association has developed an LASP Resource Web Page.](#)

FAA Standardization

- One of the biggest burdens confronting the general aviation industry is the varying interpretation of the FAA regulations by the agency's Regional, Aircraft Certification (ACOs) and Flight Standards District Offices (FSDOs).
- A General Accounting Office report has been requested to review how inconsistent regulatory interpretations are costing the FAA and the aviation industry hundreds of millions of dollars in resources, while raising serious concerns about unified safety standards. NATA is hopeful that the results of the report will prove the significance of the issue and signify a need for change within the FAA.

Part 135 Certificates

- FAA has issued numerous emergency suspensions or revocation orders to Part 135 carriers, which later were ruled by the National Transportation Safety Board (NTSB) as unwarranted.
- A reliable mechanism for compliance is essential to ensure that actions taken against an operator aren't discriminatory.
- NATA is pushing for legislative language that would require the NTSB to consider all validly adopted interpretations of laws and regulations when conducting a hearing related to operator appeals to the FAA.

Expedited Processing of Employee Access Badges

- America's airline services providers continue to encounter inefficiencies in seeking to obtain identification and clearance for airport employees for access to the secure area of commercial airports.
- NATA continues to push the Transportation Security Administration to implement a comprehensive, national policy governing the screening and credentialing of airport employees. A streamlined process for screening and badging airport employees will benefit all stakeholders in the aviation industry, and will ultimately move us closer to our goal of a seamless airport security operation.

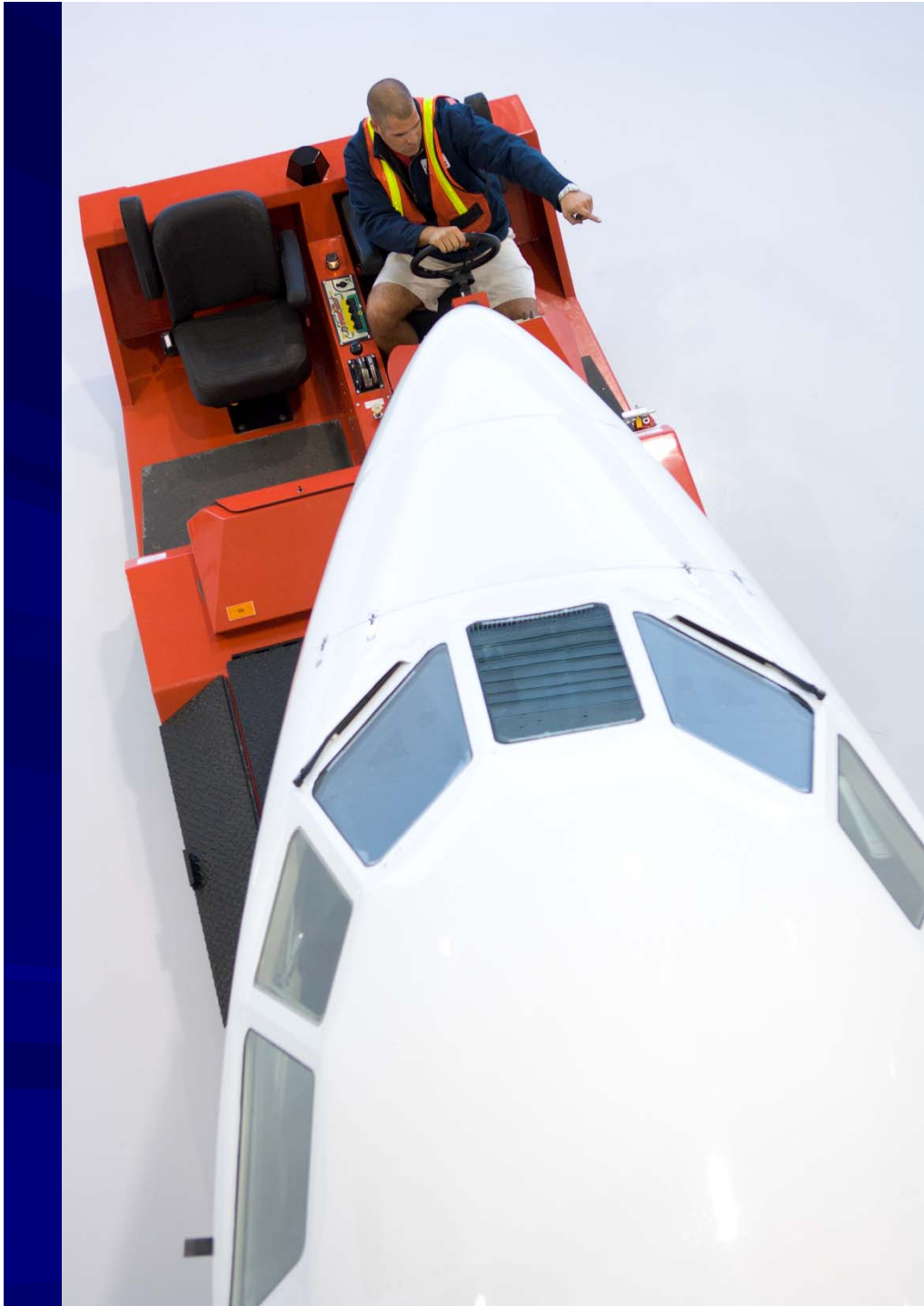


Environmental Policy

- As the issue of climate change becomes a priority for the Obama administration and Congress, it is important to note the efforts of the general aviation community.
- NATA will monitor activity by the Obama administration and Congress including:
 - Carbon emissions offsets / Cap & Trade program
 - Fuel efficiency standards
 - New de-icing standards
 - Amending *The Clean Water Act*
 - Amending *The Clean Air Act*
- NATA established an [Environmental Committee](#) to develop programs and policies to aid the aviation industry and its member companies on environmental issues impacting general aviation. These programs include:
 - [NATA Clear Skies Program](#)
 - [Best Management Practices](#)
 - [Environmental Compliance Tools](#)
 - [Public Relations Campaign](#)

NATA Press Room

- Information from today's luncheon can be found at www.nata.aero. Click on "NATA" and then "Press Room."
- All NATA-issued press releases, as well as policy and member information, can be found at www.nata.aero. Click on the "NATA News" tab.



Questions?

NATA
4226 King Street
Alexandria, VA 22302
(703) 845-9000
Eric R. Byer
ebyer@nata.aero
(703) 863-8818 - cell



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