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Keep in Touch!

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NEW HORIZONS

VOL. 20 NO. 4

NATIONAL NEWSLETTER

JANUARY 2014

PRESIDENT'S REPORT

Paul O'Carroll

Another great NAAA Convention in Reno with good support from the Canadians...great to see! Mark your calendar for Bourbon Country in Louisville, Kentucky December 2014.

I would like to welcome Colin Bevan to the CAAA Board. Colin is also actively involved at the provincial level of the association and serves as Vice President for the SAAA.

It's that time again...for those of you who have never been a member or have yet to renew your membership for 2014; we invite you to become a member today. The CAAA is the voice for our industry.

UAVs are here to stay! So, keep your head up and your eyes open. Section 603.66 of the CARs prohibits the commercial flight operation of an unmanned air vehicle unless the provisions of a special flight operations certificate are complied with. Where it is found that operations are being conducted without SFOC's, detailed information shall be passed on to the Regional Enforcement branch for action (e.g. Detection Notice). Section 602.41 as a designated provision, has an individual penalty in the amount of \$5,000.00 and a corporation penalty of \$25,000.00.

David White from Transport Canada (Operations Division, Winnipeg) will be attending our CAAA conference in February (Regina) to clarify the Flying Farmer regulations. In the past there have been several misinterpretations of this regulation, leading to problems within the entire industry. I strongly recommend all members attend this meeting!! Don't let lack of information or knowledge lead to Transport having to enforce penalties within your operation.

To add some perspective on the flying farmer situation/confusion; UAV's have regulations that must be followed, as does a Commercial Operator; the Flying Farmer is no

different. When regulations are not followed, then the end result is enforcement. Be proactive and know the Regulations!! Any industry that strives to better itself, will follow a set of 'professional' guidelines and regulations, and has a regulatory body that will enforce those standards to ensure both public and worker safety.

Another long standing issue that CAAA has been working on is the 'Over Weight Exemption'. This is another important update David White (Transport Canada) will discuss at the CAAA conference in February.

Transport Canada has indicated to the CAAA that they will be visiting all 702 operators within the next 24 months to conduct audits.

The CAIR board reports no claims this year. I believe this is evidence that the seminars at our conferences are proving to be invaluable to those who have been attending these sessions.

Ongoing training, education seminars, and networking, are all essential components for pilots and operators in a fast paced and rapid changing industry. It is crucial to stay up to date in order to maintain a safe and professional environment.

See you all in February in Regina for the unveiling of our new logo and video at the Annual General Meeting.

NEW CAAA LOGO

The new CAAA Logo will be unveiled at this year's Annual General Meeting on February 20, 2014 at 2:00 pm. Make sure you are attending to see the association's new logo and new look, you won't want to miss out!

PROVINCIAL REPORTS

ALBERTA

Pat Stinnissen

Time is flying by, and now we find ourselves at 2014. I hope you all had a very excellent Christmas and New Years with your family and friends.

Here in Alberta, the AAAA's held their AGM on November 4th & 5th 2013 and was well attended. Thanks to the speakers, exhibitors and our sponsors for making it all possible. With Jill at the helm along with Shauna and Tamara's help, the AGM went very well, thank you to all three. At our AGM, our speakers were Laura Hammer from Alberta Environment, Dr. Medhat Nasr, who is with Alberta Agriculture and Rural Development and also Scott Meers from Brooks who is the Insect Management Specialist for Alberta. James Maxwell from Executive Flight Center also spoke to the AAAA's members; he is in charge of fuel quality control for the company among other duties. James is very knowledgeable in the subject of fueling systems, quality control and troubleshooting on contamination issues. He brought some interesting points for our own fuel quality control and made us realize a couple of tasks that we should have accomplished. James and his colleague, Mike Cuncannon, will be at the CAAA AGM in Regina to answer any of your aircraft fueling system and quality control questions. It's well worth talking to them to learn more on preventing problems with fuel or aircraft fuel systems.

At the AAAA's Board level, we have some changes. Rufino Bravo has completed his Director's term and we thank him for his involvement with the Board the past couple of years. Clark Oberholtzer has joined the Board in his place and we look forward to have him work with us. I have been placed in the President's position and I would like to thank Shaun Kinniburgh for his great efforts as President of the AAAA's and as an advocate for the aerial application industry the past few years.

An issue has arisen for one of our members this past season concerning washing the exterior of spray planes and the runoff from doing so. The amount of crop protection products that are on an exterior of a spray plane are usually limited, but still something to consider when choosing a location to wash your aircraft.

We are all looking forward now to the CAAA AGM and Conference which is being held in Regina this year on February 20 – 22, 2014 at The Delta Regina. There are some interesting topics to discuss and with what the CAAA Board along with Jill and her team has arranged at this point, it is promised to be a well sponsored and attended AGM. I'm looking forward to seeing everyone there!

SASKATCHEWAN

James Pottage

I hope everyone enjoyed their Christmas, and are having a good new year!

Saskatchewan Farmers are reporting full bins, but with a slow delivery and lower prices currently. I think most growers saw worthwhile returns from the inputs. I find it interesting talking to our local growers these days - the common complaint is the amount of time spent riding in their high clearance sprayers. This is usually where I interrupt to remind them I can help if they are looking to spend a weekend at the lake.

I had the opportunity to partake in the Syngenta sponsored Leadership Training Program. The first session was in New Orleans, and the second half will be in Virginia in February. No question this course has a lot to offer and it's been a great learning experience. Networking with American operators has been a highlight, and it was fun to see other participants down in Reno for the NAAA convention in Reno.

The Reno convention had solid content and was a great tradeshow. The NAAA put together another good Stall/Spin video which I hope they will make available

through their website or on YouTube. It's definitely going to be a part of our spring training syllabus. Another memorable session talked about UAV's, and they had a professor from University of California (who has been doing studies on their applicability in North America) and the VP of the International UAV Association there to present. The most interesting comment was that there is more unmanned aerial application happening in Japan (2.5 million acres) than manned. There is no question this isn't right around the corner in Canada, but on the horizon?

The CAAA Board is working on a few initiatives, and we're looking forward to revealing a couple of projects at the 2014 AGM in Regina. We'll be happy to finally show the membership our new CAAA promotional video series and a new CAAA logo. I would like to encourage everyone to participate in the CAAA Business Survey, as it always provides some interesting stats. By the February AGM, the Board is hoping to have some positive news regarding overweight exemptions and their validity periods.

I would also like to encourage members to have a look through the "Members Only" section of the website. There are some great resources that have been made available by some very generous CAAA members. This year there should be some great training resources, information on importing aircraft, audit information, and examples of operator manuals. A PVI audit in our industry is a reality and it is important to be prepared in advance.

We here in Saskatchewan are looking forward to hosting the CAAA AGM February 20-24, 2014. I'm sure everyone is excited to come bask in the glory of the Saskatchewan Roughriders!! There is going to be some great speakers and some interesting technical sessions. Hope to see you all there!

MANITOBA

Mike Alarie

Aerial applicators should take pride knowing their timely services played a major role in delivering a bin-busting crop for Canadian farmers. Headlines of record yields across the Prairies could be seen from every media source and outlet at harvest time. In their quest for higher yields, Canadian farmers have become more comfortable increasing their budget for fungicide use on their crops.

A recent article published in the Manitoba Cooperator reads, "Wheat researcher gets 30-bushel bump from dual fungicide application." The article goes on to say the Provincial agronomy researcher tested 48 management practices and found dual fungicide application to have the biggest impact on wheat yields. Similar findings were observed from Industry operators in the Prairie Provinces as a result of dual application of fungicide.

In other news, Manitoba Crop Insurance have reinstated aerial and broadcast seeding insurance coverage for Manitoba farmers in 2014. Insurance provisions will be subject to the following:

1. The seed must be incorporated into the soil by mechanical means by June 20th.
2. Farmers must identify aerial seeding on their seeded acreage report by June 22.

Manitoba Hydro - St. Vital Transmission Complex Project is nearing the end of the consultation phase. I had a scheduled meeting for December 16, 2013 with Manitoba Hydro to provide further details on a preferred route selection. Details will be forwarded to all MAAA members via email in due course.

A well-attended fall meeting took place in Portage la Prairie on November 7th. A total of 4 presentations included:

1. Robert Wozny from Sound Strategy Communications gave a thoughtful

presentation on media relations and interviews. Rob has 15 years' experience as a reporter and News anchor. He will provide a media workshop for David Frisch and I who have been nominated as MAAA spokespersons. A CEC credit is awarded for Rob's presentation under Professionalism.

2. Jeanette Gaultier from MAFRI presented a session on "Drift: Air vs. Ground." She expressed concern over an alleged incident that took place in south-western Manitoba in 2013 that nearly sent the media into a frenzy. Another CEC credit awarded for Regulations.

3. Assiniboine Community College was represented by Jo-Anne Lenton and Leanne. They presented the MAAA with the new Pesticide Manual and indicated 2014 license exams will be based on the new manual. No CEC credits for this presentation.

4. David White, Associate Director of Operations with Transport Canada made a presentation covering topics of concern for the industry including SMS, Overweight Exemptions, Flying Farmer, TDG, UAV's and Staff Instruction 513-003 as it applies to the importation procedures of a US aircraft into Canada. The MAAA will continue to develop their relationship with TC. I have found Mr. White to be genuine in his concern for our industry and have been instrumental in moving industry issues forward, another CEC credit awarded under Regulations.

Hope you all had a joyful Christmas with your families and a prosperous New Year to all.

Until then, see you in Regina!



ECC

Paul Zimmer

With amazement I recently listened to Amazon CEO Jeff Bezos announcing they will be delivering packages to your doorstep with drones called Octocopters within 5 years. I may even be around to see a financially viable commercially operated drone applying crop care products to a grower's crop. Not those little make believe units we saw at the NAAA Exposition that carry a 20 gallon load; I am referring to real drones like the US Military predators. They will have a service life, just like the Huey helicopter, and we know where many of those ended up, and are still being used today; in fire-fighting and spraying roles. Anyhow back from the future.

We have put another aerial application season to bed. In the beginning it had held such promise. More work on the books than any previous year. To meet the challenge we added another aircraft to our fleet, and brought on some more staff to keep the rotors turning. Yet when all was said and done we completed close to 20% less this year than last. I guess we forgot to pray to the weather gods. Every year seems to be an increasing blur, and my memory is getting pretty short so I do not recall in recent memory another year when we had so many windy days, some with, some without precipitation, limiting our ability to get the job done. Or was last year the exceptional year and we are now just back to normal? Either way, there is room for improvement.

I talk a lot about forestry as it is our bread and butter here in Ontario and probably all of Eastern Canada, although some Ag work does get done in Quebec, and Ontario. Forestry budworm insecticide application in Quebec is going strong, expected to remain that way for many more years to come and appears to be heading east. All operators involved have enjoyed a welcome bump in revenues.

Continued on page 4

Continued from page 3

Forestry herbicide applications are another story, and seem to be increasingly challenging with each successive year. For whatever reason over the last couple/three years, there seems to be more efficacy issues than in past years using glyphosate forestry herbicides. This has prompted a general trend in the industry to start increasing water volumes, and utilize large droplet nozzle technology which is definitely going to have an effect on production numbers. Decreased profitability will follow if operators are not addressing these changes with comparable higher per hectare pricing rates. I speak with firsthand experience, and was surprised to see lower production numbers than expected using this technology.

In Ontario some forestry customers have seen a long overdue correction in rates resulting in a 30% + increase to the mid-\$70 range, for full service contracts over last year, using existing technologies. As part of my due diligence I have looked at what other rotary operators in the Western Provinces are charging their customers for this high volume, large droplet technology. I was not surprised to hear that those numbers ranged between \$125 and \$145/ha on similar type work. I however was a little surprised to hear how few hectares per hour, and hectares per season they were completing on average. When you look at their production numbers the pricing is certainly not out of line.

I am not suggesting we charge exactly what our Western counterparts are charging "Just Cause", as there are regional differences. I am suggesting we take a long hard and realistic approach to pricing on these high volume, low production technologies.

There has been a growing number of forestry herbicide projects not completed in Ontario in recent years because collectively we try to do more hectares/aircraft than is possible in an average operational window in an effort to increase revenues without increasing pricing. This practice has not worked.

To compound matters, the use of airplanes in forestry in Ontario is all but gone along with the practice of clear

cutting. We have seen spray block sizes decrease to where we are now expected to treat a .2 hectare block with accuracy, regardless of shape. We see requirements for decreased drift potential while flying higher because of snag trees left to provide wildlife habitat. We have to try to find spray blocks imbedded in forest landscapes where no definition is discernible between what needs spraying and what doesn't. We are increasingly answering issues of quality because the plantations that should have been sprayed three + years ago are now so overgrown that a single application cannot penetrate all the competition.

Our reward for stepping up to the plate and trying to do the best job we can has been fairly predictable; variable results and 0 Tolerance enforcement actions for non-conformance based on intense reviews of our completed shape files and subsequent ground surveys. As applicators, one decade ago we could not possibly spray with any accuracy or quality, what we are now expected to spray today as routine. The FSC (Forestry Stewardship Council), SFI (Sustainable Forestry Initiative) and other such organizations have helped drive an agenda to reduce the use of pesticides, which has made our job substantially more difficult. If forest products companies don't comply with the initiatives, as verified through auditing, the Home Depots of the world simply won't put their lumber on those big box store shelves, and the Green Environment Organizations will vilify them in the media.

There has to be a realistic balance of expectations and deliverables which seems to be slipping from our grasp.

Perhaps with a little more time, and money, we aerial applicators will be able to sit back and let technology and the use of drones take over and solve these issues.

CAAA Website New Members' Section

The Members' section of the CAAA website is now up and operating. Make sure you register your account to gain access to this exclusive Members' only section. This section includes templates for SMS, Operators Manual and Maintenance Control Manuals. Thus allowing members to stay informed about the newest and latest information about their industry and their association.

To create an account you will require to create a username, password, first and last name, company name, phone number and email. Your account can take up to 2 business days to be approved after it has been completed. Please contact the office if you have any problems registering an account or having any trouble logging into your account. We will be a good assist to you.



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Plan your Aircraft Trade or Purchase

Sam Miller

Ag Air Update

"When is the best time to purchase or trade an aircraft?" As you know, many factors affect this decision. The following observations are based upon over 45 years experience in the aviation industry.

AIRCRAFT COST OF OWNERSHIP

So we are singing from the same hymnal on cost issues, let me define the method of determining total ownership cost. Total ownership cost is calculated as follows:

Calculate the total after-tax cash flow of three items: 1) Initial capital expenditure 2) Monthly after-tax cash flow including all capital expenditures, financing, depreciation, income if any, and all operating expenses associated/allocated to the aircraft for the number of months the aircraft is owned and operated 3) After-tax cash flow upon aircraft disposal.

Use a Net Present Value (NPV) function to calculate today's value of the after-tax cash flow after disposal of the aircraft. This is the one and only time you know the true ownership cost: (i.e. You acquired it. You operated it. You disposed of it. The NPV of the after-tax cash flow provides the total ownership cost in today's dollars.)

Finally, the long-term cost of usage/ownership/operation can be calculated on a \$/Yr, \$/Mo, \$/Flight Hour, \$/Mile, \$/Passenger or by just dividing today's dollar NPV by a divisor unit you desire.

Now that you have a reference on ownership cost, let's take a look at other items that will impact operation and cost.

AIRCRAFT AGE CONSIDERATIONS:

Aircraft age has a major impact on operating procedures and the total cost of ownership for any aircraft. The older and more complicated the machine: the more it breaks, the harder it is to obtain parts, to obtain knowledgeable assistance, the longer it takes to return it to service, the more repair costs you have, etc. The additional expenses caused by the loss of use due to the aircraft being out of service can be significant.

The resale value of used aircraft is a major cost factor in determining the overall ownership cost of operating an aircraft. Remember the aircraft disposal value (Item #3) will influence ownership cost by providing cash if sold or trade-in value on a replacement aircraft. Many factors influence the value of a used aircraft: aircraft age, flying hours, number of landings, paint age and condition, aircraft maintenance history, aircraft damage, engine hours since overhaul and engine modification status, airframe service bulletin status, current technology of systems, manufacturer service and support, operating costs, delivery dates on new aircraft, tax benefits available on new aircraft, the current economic situation, resale market conditions, etc. Over a long time

period, I believe the following general rule of thumb applies to actual aircraft depreciation when trying to estimate used aircraft values: Used aircraft values depreciate about 30% of the purchase price when it was new after five years with normal economic conditions. After five years, the value continues to fall to a scrap value at a pace determined by many of the items discussed above.

BENEFITS of NEWER AIRCRAFT and PERIODIC REPLACEMENT

Owning and operating newer aircraft offers many advantages over operating aircraft that are older than five years. Some major advantages are briefly reviewed. New aircraft have warranty periods and degrees. Newer aircraft are more reliable, have outstanding service and support with priority from manufacturers, immediate access to spare parts, and fewer major maintenance inspections. New aircraft offer up-to-date technology in aircraft design, maintenance procedures, safety, structure, instrumentation, control systems, and engine design, etc. The current tax laws provide financial incentives for the purchase of new aircraft from the manufacturer by allowing bonus depreciation in 2013 and maybe 2014 for aircraft purchased in 2013. This bonus depreciation benefit will probably be eliminated when the economy recovers so now is the time to plan purchases if it is important to take advantage of the bonus depreciation.

Aircraft Cost Analysis is a financial model that performs the analysis we have discussed. It will save you many hours of building and checking the math in your own financial model. See www.AircraftCostAnalysis.com for the details.



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Pratt & Whitney Canada Invest \$275 Million in Cutting-Edge Technologies and Upgrades to its Facilities

October 28, 2013

LONGUEUIL, QUEBEC — Accompanied by Quebec Premier Pauline Marois, Quebec government representatives, members of the aerospace industry and academic/research sectors and many employees, John Saabas, President, Pratt & Whitney Canada (P&WC), announced investments totaling \$275 million over five years, including the creation of a World-Class Centre of Excellence for Intelligent Manufacturing in Longueuil. P&WC is a United Technologies Corp. company (NYSE:UTX).

At the heart of these investments is the World-Class Centre of Excellence for Intelligent Manufacturing, an \$80-million initiative. The Centre of Excellence will come to fruition with the development and implementation of three new intelligent production lines featuring cutting-edge equipment and technology. The production lines will be dedicated to manufacturing highly complex key components for the new-generation family of PurePower(R) engines recently launched by Pratt & Whitney.

“The announcement of this project is great news, as it will propel P&WC into the future,” said Mr. Saabas. “P&WC is

a global company whose roots have been firmly planted in Canada for 85 years. These investments once again demonstrate our long-standing approach to innovation and productivity, as well as our ongoing efforts to improve our technologies and modernize our infrastructure. It underscores P&WC’s commitment to being a leader in the design, manufacture and maintenance of high-performance, highly dependable engines while pursuing a sustainable development approach across our operations.”

Benoit Beaudoin, Vice President, Operations, P&WC, explained: “The unique properties of the new materials used in key parts for our next generation of engines, as well as the extreme conditions to which these materials are subjected, inspired us to design new, fully integrated, ultra-efficient production lines. Equipped with automation, closed-loop process control and high-precision machining technologies, the World-Class Centre of Excellence for Intelligent Manufacturing will propel us into a new era in manufacturing.”

The introduction of the three intelligent production lines will require extensive

upgrading of P&WC’s Longueuil plant, which is set to begin in the next few months, with the objective of being fully operational in 2015.

In addition to the intelligent cells, the investments announced today will help support further development of manufacturing, assembly, tests and information technology, enabling the company to continue improving productivity, innovation and technological capability at its Quebec facilities.

These investments will lead to the creation of 90 new permanent jobs and maintain 166 existing jobs in Quebec.

The government of Quebec will contribute \$19 million to support these future investments.

These investments and the announcement regarding the launch of the World-Class Centre of Excellence for Intelligent Manufacturing come as P&WC celebrates a milestone year in 2013, which marks the 85th anniversary of the company and 50 years since the delivery of the first PT6 engine - the flagship product that changed the face of aviation.

New to the Industry Session

The Yorkton Aircraft Thursday morning session at the CAAA Conference & AGM is open to those “new” to the aerial application industry. Attendance is limited to those with less than 5-years experience as pilots, ground crew, and support

personnel to keep the session as intimidation free as possible. An experienced pilot will share his story and pass along some helpful lessons learned. Our maintenance team will be on hand for a Q&A session and to present some maintenance videos.



Even the best gets better.

Continuous improvement—that wasn’t just a catchphrase to our founder. It was what drove him to create the most versatile and popular line of agricultural aircraft in the world. Look for Leland Snow’s legacy to continue in the performance, the productivity, and the many pilot safety features of every Air Tractor flying.

Garmin D2 Pilot GPS Watch

The Garmin D2 Pilot watch is largely targeted as a gift for pilots and as such is a perfect target for catalog customers with unique consumer lifestyle appeal. It will have GPS capability and a worldwide airport database that feature Garmin’s signature direct-to and nearest functions so instantly the thousands of Garmin customers will be at home with the experience. Additionally, pilots can easily start their “time off” using the stopwatch and set a vibrating reminder to switch fuel tanks using the timer. Also, automatically starts the GPS when altitude detects that you’ve taken off. Other handy features for aviators include display of multiple configurable time zones including zulu/UTC, compass with HSI, GPS and adjustable baro altitude, moving map, and user defined waypoints.

Educational Video

The CAAA has produced an educational video that will be premiered at the CAAA Annual General Meeting on February 20th. The video explains the benefits and advancements of aerial application in Canada over the last century. The video will be provided to all AGM attendees.

Keeping You in the Air for 25 years

2014 marks our first 25 years in business!

Thank you to Canadian Aerial Applicators

& our Industry Partners

It has been our pleasure to serve and the future looks AWESOME!

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Business Survey

The CAAA office has sent out this year’s business survey via email and would like to ask you to take the time to complete the survey. The information gathered from this survey is invaluable, not only will it benefit your individual company, but it will also provide the CAAA with statistics to use with sponsors and regulators when lobbying for industry change or support. All Members who complete the survey will receive a compilation of the survey results. All individual information is completely confidential. If you have any problems with the survey please contact Shauna at 780-413-0078. The survey will close February 28, 2014.



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CELEBRATING 28 YEARS!

CAAA 2014 Conference, Annual General Meeting and Trade Show

PLEASE BE ADVISED OF THE SCHEDULE CHANGE AND THE NEW START TIME OF THE CONFERENCE

February 20-22, 2014

**The Delta Regina
1919 Saskatchewan Drive
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The Canadian Aerial Applicators Association is proud to announce the 28th Conference, Annual General Meeting & Trade Show.

Registration, sponsorship, and exhibitor registration forms are available for download at <http://www.canadianaerialapplicators.com/>. Special room rates starting at \$159.00 have been negotiated with The Delta Regina. You can book your room online for the Conference by visiting <https://www.deltahotels.com/Groups/Delta-Regina-Groups/Canadian-Aerial-Applicators-Association> or by calling 1-800-209-3555. Be sure to mention you are a Canadian Aerial Applicators Association delegate.

If you have any questions regarding the AGM or any other conference information please contact Shauna or Tamara at 780-413-0078 or via email at events@canadianaerialapplicators.com.

THURSDAY, FEBRUARY 20, 2014

8:00 a.m. – 10:00 a.m.	New to the Industry Session
10:00 a.m. – 12:00 p.m.	CAIR Safety Seminar (2 Credits)
12:00 p.m. – 2:00 p.m.	Opening Luncheon Donald Cooper, Keynote Speaker (1:00 p.m. – 2:00 p.m.)
2:00 p.m. – 4:00 p.m.	CAAA AGM
4:00 p.m. – 6:00 p.m.	Exhibits Open (with Reception)
4:00 p.m. – 6:00 p.m.	One-on-One sessions with Donald Cooper (4 sessions available)
6:30 p.m. – 10:30 p.m.	Icebreaker (Buses start to depart at 6:15 p.m.)
11:00 p.m. – 1:00 a.m.	Hospitality Suite

FRIDAY, FEBRUARY 21, 2014

7:30 a.m. – 8:30 a.m.	Breakfast
8:30 a.m. – 10:30 a.m.	Covington Session Part 1
10:30 a.m. – 12:00 p.m.	Exhibits Open (with Coffee Break)
12:00 p.m. – 1:45 p.m.	Awards Luncheon
2:00 p.m. – 3:00 p.m.	Transport Canada Presentation (1 Credit)
2:00 p.m. – 5:00 p.m.	Spouse Program
3:00 p.m. – 5:00 p.m.	Exhibits Open (with Coffee Break)
6:30 p.m. – 7:00 p.m.	Hosted Reception
7:00 p.m. – 11:00 p.m.	Dinner & Auction
11:00 p.m. – 1:00 a.m.	Hospitality Suite

SATURDAY, FEBRUARY 22, 2014

7:30 a.m. – 9:00 a.m.	CAIR AGM with Breakfast
9:00 a.m. – 11:00 a.m.	Covington Session Part 2
11:00 a.m. – 12:00 p.m.	Drift Mitigation (1 Credit)

2014 ICE BREAKER

This year's Ice Breaker will be off property at Evraz Place. Make sure you wear your best Canadian apparel for the festivities as we cheer on Team Canada during the 2014 Winter Olympics in Sochi, Russia! This year's Ice Breaker will be focused on the concept of a "game" and will typically run for an hour and a half,

and there are teams of 4, which will be determined in advanced. There will be 4 main components of the game...physically gathering items, team challenges, digital camera pictures and puzzle type questions. Each item/challenge/picture/puzzle is given a point value, so the element of choice is front and center. The game will

replicate "The Amazing Race" TV show, and will incorporate a lot of "interactivity" with other CAAA delegates. The clues are designed to pull you in many different directions, creating a frantic, hectic atmosphere with plenty of fun! Buses will start to leave the hotel for the Ice Breaker at 6:15 pm.

SPEAKERS & SPECIAL GUESTS

Back by popular demand, Les Kletke as the Master of Ceremonies and Wayne Kauenhofen from Wayne's Auctioneering Service will perform the 2014 auction.

2014 CAIR Safety Seminar

Fran de Kock will be hosting the CAIR Safety Seminar this year at the conference, along with a representative from Transport Canada. The subject for 2014 will be dealing with Program Validation Inspections (PVI) relative to operation and safety. Make sure you don't miss out!

Drift Mitigation Session

Keystone, Prairie Protective Fund and Wild Rose Protective Fund will each take 15 minutes to present a generic drift or misapplication issues that have been experienced and settled in the past. Pictures will be used to discuss factors and details of what happened, why it may have happened and what could have done to prevent it in the future. After each presentation there will be five minutes for discussion and questions.

Covington Session

Covington's session at the CAAA Conference will start out with a brief PT6A Familiarization, 30 – 45 minutes, followed by a segment focusing on the operational causes of damage to PT6A engines and, the basis of repair: Light Overhaul. The session will finish up with a question and answer period as well.

Ron Hollis will be speaking to all the CAAA delegates during the session and he has seen a lot of things in his 28+ years of

experience in airplane overhaul and maintenance at Covington Aircraft. He learned his trade working in Covington's Radial Division as well as a stint working on his own as a Field Service Provider selling Covington overhauled aircraft engines and accessories. Ron came back to Covington in 1988 and assisted Covington Aircraft in an effort to diversify its overhaul services. Research that he helped to conduct led the company to choose the Pratt & Whitney Canada PT6A series engine as an addition to its existing R-985 and R-1340 overhaul capabilities. The company felt that the reputation of quality of the PT6A series engine aligned well with the reputation of quality at Covington Aircraft. Ron served as Chief Inspector for the Radial Division and his personal commitment to quality helped the company to launch its Turbine Division in the mid 1990's. Ron says that Aircraft maintenance is not for the faint-hearted; it requires a strong commitment to quality!

WELCOME TO REGINA!

Regina is the capital city of the province of Saskatchewan and home to the 2013 CFL Grey Cup Champions, the Saskatchewan Roughriders. Regina has an abundance of parks and greenspaces. The city experiences dry, humid summers and cold, dry winters, prone to extreme temperatures all times of the year, much like the rest of the Prairie Provinces. Often called, 'Rider Nation,' Regina is home to the Mosaic Stadium, where the community-owned CFL team play for a loyal fan base; the Mosaic Stadium hosted the 2013 Grey Cup in November 2013, where the Roughriders won the Grey Cup on home turf against the Hamilton Tiger Cats. Regina is also home to the RCMP Heritage Centre, the Royal Saskatchewan Museum and the Saskatchewan Provincial Legislative Building.

2014 Exhibitors

Make sure you stop by to visit the following exhibitors at the 2014 CAAA Conference & AGM in February; these are a handful of the companies that keep the association thriving every year.

- Omex Agriculture Inc.
- Vector Aerospace
- Covington Aircraft
- Yorkton Aircraft Services Ltd.
- Propworks Propeller Systems Ltd.
- United Agri Products Canada Inc.
- Pratt & Whitney Canada Inc.
- Bayer CropScience Canada Inc.
- Ag Air Update
- Sky Tractor Supply
- Syngenta Canada Inc.
- Dow AgroSciences Canada Inc.
- MICCAR Aerial Ltd.

The CAAA Welcomes Donald Cooper to the 2014 Conference & AGM



Donald Cooper will be the Keynote speaker at the 2014 Opening Lunch this year. Donald combines a rare blend of wisdom, passion and humanity, as he fills the room with dozens of concepts, insights and bottom-line ideas that will help any business to sell more, manage smarter, grow their bottom line and have a life.

Simply put, Donald transforms businesses and business people! He is respected in over 40 industries throughout the world as both a thought leader and a passionate visionary.

Donald has an MBA from the Ivey Business School at the University of Western Ontario followed by 18 years at

Cooper Canada. From humble beginnings Cooper Canada became a world leading maker of sports equipment and a Canadian brand icon. Then, as a fashion retailer Donald fundamentally redefined the customer experience for which he received 7 awards of excellence for marketing; service and business innovation, including the Retail Council of Canada's Innovative Retailer of the Year.

Donald is a recipient of the Certified Speaking Professional designation, the highest earned designation in professional speaking. He has also been inducted into The Canadian Speakers Hall of Fame.

Donald Cooper Presents: Accelerate Your Business...

How to Sell More, Manage Smarter, Grow your Bottom Line...and Have a Life!

Managing any business today is tough...and getting tougher. We're all faced with more demanding customers, more and stronger competition, increased complexity and shrinking margins. Mediocrity is no longer an option!

As business owners and managers our first job is clarity about what we commit to deliver, what we commit to become, how we'll get there and the bottom line that we commit to generate. Without clarity, we cannot lead.

Then, we must create extraordinary value and experiences that will 'grab' our target customers, clearly differentiate us from our competitors, make us 'famous' and grow our bottom line. Then, we need to market, sell and promote like never before in this crowded confused and cynical marketplace.

Next, we need to create a top performing team and world-class operating efficiency. Without those two things we cannot grow our business.

Finally, we must understand the math of profitability and control expenses carefully. Performance must be measured, acknowledged and rewarded...and non-performance must be dealt with promptly. Lack of clarity and failure to deal with non-performance are two of the biggest challenges facing many businesses today. So we must all manage smarter.

Simply put, Donald creates more effective managers, owners... and more successful businesses. Make sure you don't miss this incredible keynote speech at the 2014 Opening Lunch on February 20, 2014!

One-On-One Mini Business Coaching Sessions with Donald Cooper

Four One-on-One mini business coaching sessions will be auctioned off following Donald Cooper's Keynote address, just before 2:00 pm. You don't want to miss out on these highly

informative sessions; each session will be half an hour long and will occur between 4:00 pm – 6:00 pm on Thursday, February 20th.

Turbine Student Recommendations

By: Robert McCurdy
Ag Air Update

My recommendations for new turbine transition students are about the same for most pilots moving into a turbine-powered ag plane for the first time.

1. Take your time in becoming acquainted with your new ride. Fly it empty at first and take it up to altitude where you can determine its stall characteristics, the engine-out best glide speed and the minimum altitude lost in a 360 degree turn. Do not practice accelerated or cross-control stalls in an Air Tractor.

2. Start flying with light or medium loads and gradually work up to the maximum load you will be hauling.

3. If your airplane does not have a balance ball in it, install one. It is the cheapest and best flight instrument you can have. Also, use lots of smoke, especially when spraying a herbicide. Paraffin-based smoke oil is expensive, but it is still the cheapest and best insurance you can have that will keep you out of a drift claim court!

4. Ferry at 500'agl. It takes only an additional few seconds (maybe a minute) to reach 500' and it is much safer.

5. If traffic stops to watch you, mark your place with the GPS and go someplace else. The only people you want to impress are the farmer and your boss.

6. Guard against complacency. It is my opinion that this may be the most insidious danger an ag pilot must deal with and is even more prevalent in the young and exceptionally good ag pilots.

7. Post the pre-takeoff and post takeoff checklist as published in the POH of your aircraft in the cockpit and read them aloud every time you take off. Remember, you can add to a check list, but you cannot take away from a manufacturer's published checklist.

8. Don't get complacent about preflighting your airplane. If you do not preflight prior to every flight, at least do it on the first flight of the day and especially after someone else has flown your airplane.

9. Keep in mind, as the gross weight and the angle of bank increases, so does the stall speed. An accelerated stall can occur violently and with little or no warning. At 200' AGL, it may be very difficult, if not impossible, to recover.

10. In the event of an emergency dump with a full load in the hopper, the airplane may try to stand up on its tail (vertical). If you cannot push the stick forward, step on a rudder. This will return the nose attitude to level flight.

11. When taking off with a heavy load, retract the flaps slowly and in increments. Don't get in a hurry to do anything immediately after takeoff.

And so, as per always, be safe, have fun and make money, in that order.

CAAA 2014 Auction: Sneak Peak

Auction items have been arriving in our office in anticipation of the 28th Annual Conference in Regina, Saskatchewan on Friday, February 21, 2014. Here is a quick preview of some of the items available this year. Check it out!

Name	Item
Omex Agriculture Inc.	\$500.00 Towards First 30 Days Program
Univar Canada Ltd.	4 Winnipeg Jets Tickets
Can Pro Gator Centre	4-20 Acre Jugs of ProSaro & 4-40 Acre Jugs of Proline
DuPont Canada	2 Jugs of DuPont Acapela
Lane Aviation Inc.	Lane Electronic Brake
Covington Aircraft	Gift Certificate for Aircraft Maintenance (\$15,000.00)
PolyWest	85-H43P65 Handler IV
SAAA	Husqvarna Chain Saw with 16" Blade
AEF Global	Gardening Basket
Pratt & Whitney Canada Inc.	PT6 Leather Jacket & List of Spare Parts
Arystra LifeScience Canada	80 Acre Jug of Everest 2.0
Turbine Conversions Ltd.	\$1,250 Gift Certificate

Are you Protecting One of Your Largest Investments?

Proper Engine Preservation During The Offseason Is Essential

By: Fletcher Sharp, PT6A Customer Support, Covington Turbines

The aircraft engine is one of the largest single investments an aerial applicator makes for his or her business when we consider the cost of operating turbine-engine equipment. In addition to keeping it well maintained, the ongoing care an engine requires extends to properly preserving it during the offseason. Failure to do so could invalidate your warranty. Nobody wants to see that outcome, least of all you.

This article addresses how to store a large PT6A series engine. It is intended for anyone who has an Air Tractor 602, AT-802, Thrush 550, Thrush 660, Fire Boss or Dromeder with a large PT6 engine installed/ This information is especially for operators of all large PT6 engines, -60AG, -65AG, -67AG, -67F and any other model with a -60 series engine installed, such as -67R, -68B or -67D. In short, if there's a 6 after the PT6A dash number of your engine model, this article is for you.

It is especially relevant to large PT6As primarily because all of these engines have FCUs (Fuel Control Units) that are very different from the Bendix, and now Honeywell, FCUs found on all the smaller PT6A AG engines. All of the -60 series PT6As have FCUs manufactured by Woodward, the same people who make the propeller governors and overspeed governors.

What makes this FCU different? While the Bendix/Honeywell FCU has some fuel flowing through it, the primary material flowing through those small FCUs is air. Its pneumatically controlled (P3) fuel control unit. On the other hand, the Woodward FCU is full of fuel, and therein lies a potential storage issue. While the Woodward FCU is also regulated by P3 (Compressor Discharge Air), the vast majority of moving parts within the Woodward FCU are working while submerged in fuel.

I used the PT6A-60AG maintenance manual for the data I gathered, but you will find the same type of information in all of the PT6A maintenance manuals. In Section 72-00-00, around pgs. 306-310, Pratt & Whitney Canada provides the preservation guidelines operators are expected to follow, complete with logbook entries. Failure to follow these guidelines give the manufacturer all the ammunition they need to walk away from you, with a very firm "Warranty Denied." Given the large investment operators have made in their turbine engine, it's only smart to follow the recommended guidelines spelled out in the maintenance manual.

There are several preservation schedules: Engines inactive for 0-7 days, 8-28 days, 2-90 days and engines expected to be inactive for more than 90 days. P&WC provides some easy option to keep your engine in good conditions as well as some not-so-easy options, depending on your choice.

The simplest solution? Move the aircraft to an area where it can be run safely start it up and let it run until you have a good, solid indication of oil temperature. Cycle the prop several times, including some beta and minor reverse checks, and just prior to shutdown, run the engine in feather at high idle for 3 to 5 minutes to ensure all of the oil that was in the propeller dome was scavenged back to the oil tank. Select low/ground idle and once the ITT is the lowest stabilized temperature, shut the engine down and make a logbook entry.

If running the engine is not going to be possible, you can follow the other option in the P&WC maintenance manuals, but notice that for engines inactive for 29-90 days the FCU will need to be drained of all fuel. Then a Pratt & Whitney approved preservation oil has been run through the fuel system up to, but not including, the fuel nozzles. This procedure fills the FCU with a preservative oil in place of the fuel that was originally inside/ the FCU. It's important to exercise caution and take great care. You don't want to allow any of the preservation oil to reach the ITT probes because the preservative oil will contaminate the probes and render them unserviceable!

Engines expected to be inactive for more than 90 days require all of the previous maintenance checks, plus draining the oil system, tagging the oil camp and installing humidity indicators to notify you when the relative humidity in the engine has become most enough to require replacement desiccant bags. Desiccant bags attract moisture and can be purchased from several of your local vendors as well as P&WC.

For engines stored for 29-90 days or longer, the maintenance manual has specific procedures for depreservation of the engine prior to going back to work. Make a logbook entry for whatever long-term preservation maintenance you do.

The penalty for ignoring these maintenance provisions is steep! I am aware of an operator who did NOTHING! After almost five months of offseason shutdown, he noticed some fuel puddled on the hangar floor under his fuel control unit. Upon further investigation after removing the FCU and sending it back to Woodward and P&WC for repair under warranty, it was discovered that moisture had collected on a daily basis inside FCU, which was full of fuel. The water at the bottom of the FCU corroded through the body causing the small leak the operator found. After an \$18,000 repair, where warranty was denied, the operator was back in the air. If he had done the long-term storage specified in the manufacturer's manual instructions and documented the work with logbook entries, the operator would have had documentation showing he had followed P&WC guidelines. It is a lot easier to pursue warranty coverage than warranty denial. This is something we don't want happening to anyone else.

CAAA 2014 Membership Renewals

Become a part of the solution and support your industry!

Make sure you renew your CAAA membership before February 28, 2014 to ensure your name, company name and contact information will be included in the 2014 Directory. Here is a list of some of the many services and benefits the association provides on your behalf:

- Representation with government and the monitoring of current changes in regulation impacting aerial applicators in Canada.
- Increased public awareness through media and partnership collaboration.
- Educational forum at the Annual General Meeting and Trade Show that provides education on new product development, research, governmental regulations and industry trends.
- License re-certification credit courses.
- Guidelines for members and improved public perception through a Code of Ethics.
- Association website providing on-line training, current industry and association information, event listing, and downloadable forms, membership directory programs and how to become an aerial applicator.
- Availability of Calibration and Patternization (CAP) clinics.
- National hull insurance program.
- Business Survey to provide valuable industry specific information to assist participants with future management decisions.
- The Self-Audit program provides operators with a checklist of regulatory requirements and is designed to assist with spring start up.
- Misapplication Insurance program.
- Current information regarding the aerial application industry and association provided in the quarterly newsletter.
- Annual Membership Directory distributed throughout the industry.
- Annual planner providing important dates throughout the year.
- Access to a Members' Only page on the CAAA website.
- Providing valuable business tools for members.

CAAA Mentorship Program

The CAAA's Mentorship Program provides a confidential source of advice and mentoring to all new applicators. The CAAA has gathered names of mentors who have agreed to confidentially dialogue with applicators throughout the year. Below is a list of applicators who have agreed to participate in

the program, with their contact information. They are available to speak with any new applicator on a totally confidential basis. Contact anyone of them if you have questions or need advice during the season.

Jon Bagley	Operator	Bus: 204-763-8998	Cell: 204-729-7723
Matt Bestland	Pilot	Bus: 204-736-2467	Cell: 204-771-1980
Allan Denesowych	Maintenance Engineer	Bus: 306-786-7007	
Fran de Kock	Operator/Training	Bus: 306-445-3099	Cell: 306-441-0547
Bruce Gair	Pilot	Bus: 780-352-7833	Cell: 780-352-1278
Brent Lange	Operator/Farmer	Bus: 780-352-7833	Cell: 780-361-8831
Clarion Seib	Pilot	Bus: 306-786-6072	Cell: 306-621-7171
Wayne Silzer	Operator/Farmer	Bus: 306-598-2033	306-231-7109



Meet the New Kids On the Crop.

The new Thrush 510G now available in both single and dual cockpit versions. Powered by the revolutionary GE H80 turbine engine, the 510G is quickly becoming the talk of the fields thanks to its higher cruise speeds, enhanced hot and high performance and increased fuel efficiency. Not to mention it requires no hot section inspections and boasts a TBO of 3,600 hours. Like every Thrush, the 510G is built to work as hard as you do – and to deliver the superior productivity, security and value you've come to expect from the most innovative aircraft manufacturer in the business.

Come meet the single and dual cockpit 510G – the newest airplanes in ag aviation. Visit us online, or call Eric Rojek at 229.789.0437.



Where innovation is nothing new.

www.thrushaircraft.com

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AgResource
AgriSmart Information Systems
Alpine - The Starter Fertilizer Company
Arysta LifeScience Canada
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TracMap Aviation Ltd.
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Turbine Conversions Ltd.
Univar Canada Ltd.
Valent BioScience Canada, Ltd.
Vector Aerospace
Wetaskiwin Aerial Applicators Ltd.



CLASSIFIED ADS



AIRCRAFT

FOR SALE: 1989 Air Tractor AT401, 4526 TTSN, 802 TSOH, 1330 TSPOH, Satloc M3 with Flow Control, VG's, Air Conditioning, CP Nozzles. Call Jon at 204-763-8998

PARTS, EQUIPMENT AND SERVICES

We have converted our AT401B's to Walter Turbine engines and therefore have for sale the following parts: Propellers- 2 and 3 blade Hydromatic, exhaust parts, Firewall forward parts, and some instruments. Please contact Ken Kane at 204-867-3147 or e-mail at kenkane@inetbiz.ca.

Ag aircraft parts, services all lines for 56 years. Mid-Continent Aircraft Corp. Hayti, MO 63851. 1-800-325-0885.

Ag operators - got a hangar full of used parts? List and sell them at cropdusterparts.com. Then find bargains on the equipment you actually need. Over 60 new listings are now live at cropdusterparts.com!

FOR SALE

2-P202 Picodas Pilot Indicators

2-P202B Picodas Pilot Indicators

2-Novatel Smart Antenna, 1 rev. 6.03, 1 rev. 4.00

2-Wingman

4-Wingman GX screen

4-Wingman Control

1-Wingman Module

Contact Tim Scott @
tscott@forestprotectionlimited.com or
call 506-446-6930 ext. 224

Cessna A188B AgTruck For Sale - Selling well equipped 1978 Cessna A188B AgTruck 3932 hrs TTAF. IO520D Teledyne Continental 1324 hrs TTSN, 676 hrs STOH. Hartzell 3 blade prop 530 hrs SOH in Dec. 2009. SATLOC Bantam GPS new in 2011. Crophawk 7 flowmeter, VHF radio, Garmin 100 GPS and many extras. Call Dan with inquiries 306-625-3922 or cell 306-625-7505.

EMPLOYMENT OPPORTUNITIES

Pilot Wanted for 2014 Season. Must have a clean flight record. Must have experience in flying an AT502B for ag and an AT802F for fire fighting. Also, must possess a valid commercial helicopter license and be experienced in aerial spraying with a helicopter. Must have some experience in a Robinson R44 Raven II. Pilot will be responsible for operating these aircraft for aerial application and/or aerial wildfire suppression based from Brandon, Manitoba. Beginning wages are \$62.50 per hour. All applicants must contact Jon Bagley, Westman Aerial Spray (1994) Ltd. at 204-763-8998 or jon@westmanaerial.com.

CHIEF PILOT/ADMINISTRATOR REQUIRED

Forest Protection Limited is looking for a chief pilot/administrator, to qualify, a candidate must possess a minimum 3000 PIC, a commercial pilot licence (IFR) with tail dragger and turbine engine experience; a thorough knowledge of CARS relative to an Aerial Work Service and the Chief Pilot position; experience in low altitude, field operations, and on aircraft weighing over 12,500 lbs; a multi-engine rating and night VFR endorsement; an excellent safety record; a mechanical aptitude and knowledge of aircraft systems in use.

Additional assets would be experience in aerial applications, fire suppression programs on Air Tractor 802F, Fire Boss, and float-equipped aircraft, an ability to communicate in both official languages, an ATPL, and supervisory experience.

Located in New Brunswick (Miramichi or Fredericton), this position offers a salary commensurate with experience and a comprehensive benefits package. Candidate must be a Canadian citizen or possess landed immigrant status, or valid Canadian work permit. Please direct, in complete confidence, enquires and/or your resume (including times PIC by type):

Chris Collette, Human Resources Manager

Phone: (506) 446-6930 ext 236

Fax: (506) 446-6934

Email: accounting@forestprotectionlimited.com

www.forestprotectionlimited.com



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