

# THE NOR'EASTER NEWSLETTER

Vol. 2, No. 2

<http://www.airportnet.org/nec>

July/August 1998

## AFTER BUFFALO, IT'S ON TO ROCHESTER!

The 1998 International Aviation Snow Symposium (IASS) in Buffalo during April was another resounding success for the Northeast Chapter and for all attendees. This year's conference once again highlighted the use of the popular "Idea Corner," which resulted in prizes and awards for some creative airport's and members. In addition, veteran attendees know that it is during the symposium's finale that awards are officially announced for the Balchen/Post Awards for excellence in snow and ice control.

Attendees were treated to the usual Buffalo hospitality including the famous "Beef on Weck," as well as the many edible and non-edible treats offered by the many exhibitors and sponsors at the Street Fair. IASS Chairman Bob Nowak stated that although this year's symposium featured a significant number of first time attendees, the exchanges during the break-out sessions were easily the most rewarding and informative part of the event. Finally, attendees heard exciting and eye opening presentation by John Goglia, vice chair of the National Transportation Safety Board (NTSB), and David Dinges, University of Pennsylvania, who presented a session entitled "How Long Can You Go" (Sleep Deprivation). NEC would like to thank all of the exhibitors who once again helped to make the IASS a resounding success.

ACLA USA Inc	Cranberry Twp., Pa.
ADB (Siemens)	Columbus, Ohio
ARTCO Equipment Sales Inc.	Cohoes, N.Y.
BATTS Inc.	Advance, Ind.
Bowmonk (North Am.) Ltd.	Hamilton, Ontario
C-MAP Aviation	Mashpee, Mass.
Chemtek Incorporated	Research Triangle, N.C.
Control Products Inc.	Vancouver, Wash.
Crash Rescue Equipment Inc.	Dallas, Texas
Crouse-Hinds Airport Lighting Prod.	Windsor, Conn.
J.W. Speaker Corporation	Germantown, Wis.

K.J. Law Engineers Inc	Novi, Mich.
Kodiak Northwest Inc.	Paul, Idaho
M-B Companies, Inc	Chilton, Wis.
Monroe Snow & Ice Control	Monroe, Wis.
Old World Industries	Northbrook, Ill.
Oshkosh Truck Corporation	Oshkosh, Wis.
Pleiger Plastics Company	Washington, Pa.
R.P.M. TECH Inc.	Cap-Sante, Quebec
Root Spring Scraper Company	Kalamazoo, Mich.
Schmidt Eng. & Equipment	New Berlin, Wis.
Sherwin Industries	Milwaukee, Wis.
Sicard-SMI Snowblast	Watertown, N.Y.
Snead & Associates Inc.	Baton Rouge, La.
Stewart and Stevenson Power	Commerce City, Colo.
Superior Engineered Elastomers	Warren, Pa.
Surface Systems Inc. (SSI)	St. Louis, Mo.
Sweepster Inc.	Dexter, Mich.
Tanguay Industries	Saint-Foy, Quebec
Tapley Sales Limited	Toronto, Ontario
Tenco Machinery	St.-Valerien-de Milton, Quebec
Torrey Industries Inc.	Marlboro, Mass.
Trackless Vehicles Limited	Courtland, Ontario
Tradewind Scientific Ltd.	Ottawa, Ontario
Trecan Combustion Limited	Hubley, Nova Scotia
Tyler Industries Inc	Benson, Mich.
United Rotary Brush Corp.	Marysville, Ohio
Viking Cives Group	Harrisville, N.Y.
Wear Parts Inc.	Guedan, La.

## 1998 BALCHEN/POST AWARDS ANNOUNCED

At the 32nd Annual International Aviation Snow Symposium on April 29th in Buffalo, awards were presented to the snow crews of the airport in the Snow Belt for their dedication efforts in maintaining their airports in safe and operational status during the 1997-98 winter season.

This is the twenty-second consecutive year that such awards have been presented. All categories of airports - commercial, general aviation and military-throughout

**PRESIDENT'S MESSAGE**

As 1998 moves forward, we continue to enjoy the current aviation economic up-cycle. The financial guru's claim that barring another Mideast or Asian crisis, there isn't anything on the horizon that is likely to change the favorable future for the aviation industry in the near term.

In particular, the airlines are enjoying robust passenger growth, strong load factors and firm pricing. The only group of airlines not performing well are the low-fare, no-frills startups that continue to be plagued by intense pricing competition by the major airlines. The fundamentals underlying the industry's generally good health are largely (1) moderate but consistent economic growth; (2) favorable fuel prices, and (3) capacity expansion that has been in line with growth in passenger volumes.

The general aviation industry is also showing strong growth. General Aviation Manufacturers Association (GAMA) President, Ed Bolen announced at a recent Annual Industry Review Meeting that, "1997 was a banner year for general aviation manufacturers and all indicators strongly suggest that 1998 will be even better."

According to GAMA statistics, 1997 had the highest industry billings ever, and the highest shipments since 1985. Single-engine piston sales were up 70.8 percent and jet aircraft sales were up 44.4 percent. GAMA credits the industry's recent success to the General Aviation Revitalization Act, new technologies coming to market, and the increased attention of the business community to the bottom-line.

Although the aviation industry as a whole is doing great, airports need AIP reauthorization legislation. At the annual AAAE conference in Nashville last month, we heard FAA Administrator Jane Garvey, give her view on the subject when she said "...we thought \$1.7 billion was a very good starting point and sends a signal to Congress that we really do think this is important." It was also stated that increasing the cap on the PFC from \$3 to \$4 is estimated by the FAA to provide \$400 million in revenue to airports for use on AIP-approved projects, providing \$150 million in non-allocated AIP funds to be reapportioned to small airports. While we believe the cap should be lifted entirely, or at least increased to \$6, it is a step in the right direction.

The message we received at the Annual AAAE Conference in Nashville regarding AIP reauthorization and PFCs was clear. If you have a member on the House Aviation Subcommittee, particularly if they have not indicated a position, or they are undecided, please contact them immediately. They need to support a \$1 increase in the PFC, linked to a shift of more AIP funds to smaller airports. It will allow airports of all sizes to benefit and will help to close the infrastructure investment gap that exists today.

We will all have another opportunity to get an update on Washington issues at the annual chapter conference in Rochester, New York. The conference is scheduled from August 22-26 at the Crowne Plaza Hotel. A full business program will be provided along with AAAE President Chip Barclay, A.A.E., and AAAE Chairwoman Loretta Scott, A.A.E., giving us the latest news on the current and proposed legislation affecting our industry. If you haven't made your hotel reservations and sent in your registration form, don't wait any longer.

Have a great summer...and, I look forward to visiting with you at our annual conference.

Barbara Patzner, A.A.E.  
*President  
Northeast Chapter*

**THE NOR'EASTER**  
**NEWSLETTER**

NEC OFFICERS

President .....	<b>Barbara A. Patzner, A.A.E.</b> Phone (617) 274-7200
Vice President .....	<b>S. Elaine Roberts, A.A.E.</b> Phone (401) 737-4000
Treasurer .....	<b>Alex M. Kashani, A.A.E.</b> Phone (703) 417-8718
Secretary .....	<b>Jeanne M. Olivier, A.A.E.</b> Phone (201) 961-6060
Immediate Past President .....	<b>Robert L. Bogan, A.A.E.</b> Phone (201) 538-6400

THE NOR'EASTER is published quarterly by the Northeast Chapter of the American Association of Airport Executives.

## 40th Annual Northeast Chapter Conference IMAGES IN THE AIR

Crowne Plaza ■ Rochester, New York  
August 22-26, 1998

The program committee has come up with an exciting and thought provoking lineup of business sessions to examine a wide range of timely topics of concern to the airport industry. Sponsored by the Northeast Chapter / American Association of Airport Executives, this year's conference will address:

- the effects of airport marketing
- air cargo developments
- runway incursions
- AIP-eligible pavement maintenance programs
- safety/security updates
- Washington updates
- media relations
- key environmental issues
- creative funding for airports

### YOU SHOULD BE THERE IF YOU ARE...

- chief of facilities/maintenance
- assistant operations manager
- engineering/maintenance manager
- airport operations supervisor
- airport deputy director
- executive director
- manager of aviation operations
- airport architect
- manager of utilities
- airport engineer
- aviation planner
- public relations representative
- airport marketing manager

In fact, anyone involved in the day-to-day airport activities should attend this conference!

## SCHEDULE OF EVENTS

### Saturday, August 22

9 a.m.-noon Conference Registration  
12:30-1:30 p.m. 1998 NEC/AAAE Conference Committee Mtg.  
2-6 p.m. Rochester Int'l Air show & VIP Tent

### Sunday, August 23

8:30 a.m.-4 p.m. Conference Registration  
10-11 a.m. Snow Symposium Committee Meeting  
11 a.m.-noon NEC Business Meeting  
11:30 a.m.-3:30 p.m. Exhibitor Ballrooms Open  
Noon-2 p.m. Brunch with Exhibitors  
2-3 p.m. General Session I  
Topic: ***Airport Marketing for Low-Fare Air Service***  
3-3:30 p.m. Refreshments with Exhibitors  
3:30-4:30 p.m. Concurrent Sessions  
Topic 1: ***AIP Eligible Pavement Maintenance Program***  
Topic 2: ***Air Cargo Developments***  
6-10 p.m. Center at High Falls Laser Show Event

### Monday, August 24

7-8 a.m. Buffet Breakfast with Exhibitors  
7 a.m.-noon Exhibitor Ballrooms Open  
8-8:20 a.m. Official Conference Ceremony  
8:20-9:20 a.m. General Session II  
Topic: ***Washington Update***  
9:20-9:45 a.m. Refreshments with Exhibitors  
9:45-10:45 a.m. General Session III  
Topic: ***Safety/Security Update***  
10:45-11:15 a.m. Raffle Drawings with Exhibitors  
11:30 a.m.-6 p.m. APCOA/AM Parking Golf Tournament  
OR Fishing Excursion  
OR Internet Marketing for Airports Workshop  
OR GRIA Technical Tour

### Tuesday, August 25

7-8 a.m. Breakfast with Exhibitors  
7-8 a.m. Exhibitor Ballrooms Open  
8:30-9:30 a.m. General Session IV  
Topic: ***FAA Runway Incursion Program***  
11 a.m.-noon Concurrent Sessions  
Topic 1: ***Key Environmental Issues***  
Topic 2: ***Media Relations-How to Relay Your Message***  
12:15-2 p.m. Delegate Conference Luncheon  
Noon-3 p.m. Exhibitor Breakdown  
2-3 p.m. Concurrent Sessions  
Topic 1: ***Creative Funding for Commercial Airports***  
Topic 2: ***Creative Funding for GA Airports***  
3:15-4:15 p.m. NEC Business Meeting  
6-7 p.m. NEC/AAAE Reception  
7-11 p.m. The 40th Annual Banquet

### Wednesday, August 26

7:30-9:30 a.m. Farewell Breakfast  
8:30-10 a.m. NEC/AAAE Executive Committee Meeting  
10-11 a.m. 1999 NEC/AAAE Conference Committee Mtg.

NORTHEAST CHAPTER / AMERICAN ASSOCIATION OF AIRPORT EXECUTIVES

**40th Annual Northeast Chapter/AAAE Conference  
IMAGES IN THE AIR**

August 22-26 ■ Rochester, New York

**Hotel Reservations**—Rooms are being held at the Crowne Plaza Rochester Hotel, 70 State Street, Rochester, NY 14614. All attendees will receive a special rate of \$84 for single occupancy and \$91 for double occupancy. To make your reservations, please call (716) 546-3450 and identify yourself as an AAAE/NEC Conference attendee.

**Airline Reservations**—US Airways has been designated the official air carrier for the 40th Annual AAAE/NEC Conference. For reservations, call US Airways' Meeting and Convention Reservations Office at (800) 334-8644, 8 a.m.-9 p.m. Eastern Time. **Refer to Gold File Number 26620632.** This special fare offers a 5 percent discount on all first class and lowest applicable published US Airways fares. A 10 percent off discount with 60 day advance reservations/ticketing required. Unrestricted applicable coach fares offers a 10 percent off with a seven day advance reservations/ticketing required and 15 percent off with 60 day advance reservations/ticketing required. All rules and restrictions apply. Discounts may not be combined with other promotions or discounts. Roundtrip travel is only valid on US Airways, US Airways Express, August 19-29, 1998.

**Complete information below as you wish it to appear on the meeting roster.**

Nickname for Badge \_\_\_\_\_ E-Mail Address \_\_\_\_\_

Full Name \_\_\_\_\_

Title \_\_\_\_\_

Spouse/ Guest Name \_\_\_\_\_

Child (1) Name and Age \_\_\_\_\_

Child (2) Name and Age \_\_\_\_\_

Airport/ Company \_\_\_\_\_

Street Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Telephone Number \_\_\_\_\_ Fax Number \_\_\_\_\_

Date of Arrival \_\_\_\_\_ Date of Departure \_\_\_\_\_

*If you, a spouse, or any member of your party require special needs due to a disability, please attach a separate piece of paper with requirements and send it with the registration form. If you require child care services, please make arrangements either prior to or upon arrival on an individual basis with "Nannies Plus." The contact person for child care services is Gordon Links at (716) 381-7910. Please be advised that this service is not offered as a function of the conference.*

**REGISTRATION FEES:**

Qty.	Before 7/22	After 7/22
_____ REGISTRATION	\$200	\$250
_____ RIGHT TO DO BUSINESS*	\$225	\$275
_____ SPOUSE/ GUEST	\$75	\$90
_____ CHILDREN (OVER 5)	\$50	\$70

*\*This fee should be added to the registration cost for the first company representative of an organization who is an exhibitor or sponsor (i.e., 1st registrant from XYZ Corp. Would pay \$200 registration + \$225 right to do business fee). All others pay \$200.*

**Please complete and mail along with your check/money order made payable to:**

**1998 NEC/AAAE Annual Conference Committee**  
c/o The Greater Rochester International Airport  
1200 Brooks Avenue ■ Rochester, New York 14624

Telephone: (716) 464-6013 ■ Fax: (716) 436-7264 ■ E-mail: crozzi@servtech.com

## HIGHLIGHTS OF NEC MEETING IN NASHVILLE

- A motion was passed for the chapter to contribute \$500 annually to the support of the National Airports Conference in concert with other AAAE chapters.
- The Academic Relations Committee reported that it is looking for volunteers to assist in outreach to schools with airport management curricula, such as Dowling College, and Daniel Webster. Members interested in volunteering should contact committee chair, Bill Hopper.
- The Scholarships and Grants Committee reported that two Snow Symposium grants were awarded this year. Members are encouraged to apply for grants, and can contact committee chair Bill Smith for information on those grants with deadlines coming up in July and August. There was some discussion among members of the objectives and dollar amount of the chapter's internship grants, and how such internships can be of value to member airports as well as the students seeking work experience. We will be seeking further ideas from members about this at the next chapter meeting.
- Barbara Patzner formally presented to representatives of the AAAE Airport Defense Fund our chapter's \$7,500 donation to the Fund.
- The Membership Committee reported the chapter currently has 422 members. Barbara Patzner and Will James of the national office of AAAE reported on Will's work on behalf of our chapter for our internet website, new membership directory and manual, and membership processing. Directories, membership cards and chapter pins will be issued to our members following dues close-out at the end of May.
- Preparations are underway for our chapter's annual conference in Rochester, New York, August 22-26. Great sessions, and many special events are planned and we are looking forward to seeing lots of members there.
- The Annual Conference Site Selection Committee reported that the Canadian city of Quebec, Harrisburg, Penn., and possibly Atlantic City, New Jersey, would be submitting proposals to host the conference in the year 2000. There was a lot of discussion following this report about whether NEC membership and vendors would participate in a conference if it were held in Canada, even though our chapter has undertaken efforts to recruit members from Canadian airports. Many vendors have expressed problems with doing business in Canada and in particular, with Canadian Customs authorities. Some members have indicated problems with authorization for travel to Canada, as it is considered international travel. We expect this discussion to continue at our next chapter meeting.

## THE 32ND INTERNATIONAL AVIATION SNOW SYMPOSIUM

**Top Photo:** Don Higgins, NEC poet laureate, gives his closing remarks at the snow symposium's final banquet.

**Left Photo:** Tom Long, chairman of the Idea Corner, announces his winners. Looking on from left to right are Jeanne Olivier, A.A.E., of Newark; Don Higgins, NEC poet laureate; Charlie Hostetter, A.A.E., chairman of the Balchen/Post award committee, and Jane Post, widow of Wiley Post.

# BALCHEN/POST SNOW AWARDS



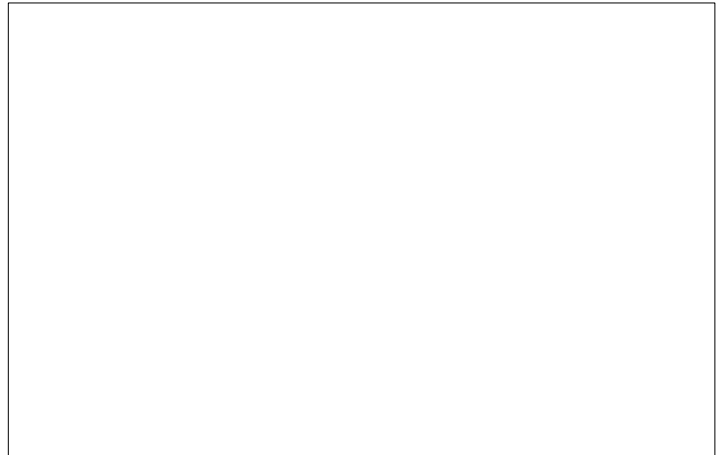
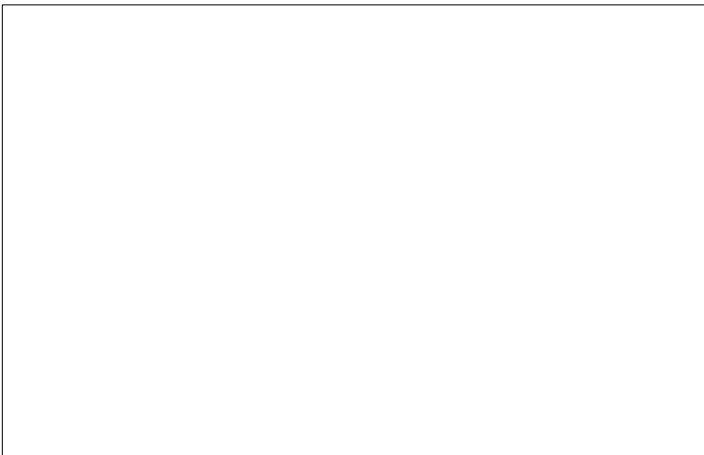
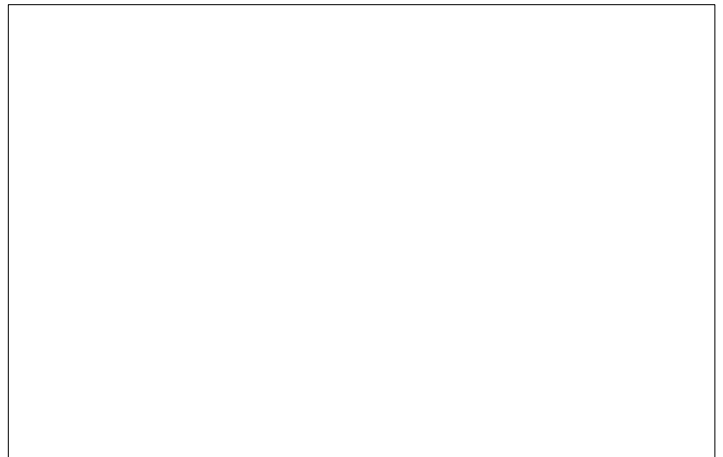
**Top Left:** Jane Post and Barbara Patzner, A.A.E., present an award to Wayne Gordon.

**Top Right:** Jane Post and Barbara Patzner present an award to representatives of Grand Forks (N.D.) Air Force Base, winner of the military airport category.

**Center Right:** Honorable Mention awards are presented by Barbara Patzner and Jane Post.

**Lower Left:** Honorable Mention winners accept their award from Barbara Patzner and Jane Post.

**Lower Right:** Officials from Minneapolis-St. Paul International accept an award in the large commercial airport category.



(Continued from page 1)

the United States and Canada compete for these awards.

Nominations for consideration for an award come from the users of airports-airlines, airline pilots, general aviation, corporate pilots, regional airlines, the military; even non-airport users such as hotel owners, parking lot and ground transportation operators, chambers of commerce, and so forth submit nominations on behalf of the local airport in recognition of the business importance of keeping the airport operational at all times.

This year's awards were presented to the following airports:

**Small General Aviation** (less than 50,000 operations/year), Truckee Tahoe Airport, Calif.

**Large General Aviation** (greater than 50,000 operations/year), Centennial Airport, Colo.

**Small Commercial** (less than 10,000 operations/year), Marquette County Airport, Mich. Honorable Mentions went to Bangor International Airport, Maine; Lebanon Municipal Airport, N.H., and Tompkins County Airport, N.Y.

**Medium Commercial** (10,000 - 75,000 operations/year), Greater Rochester, N.Y. Honorable Mentions went to Albany International Airport, N.Y., and Greater Rockford Airport, Ill.

**Large Commercial** (greater than 75,000 operations/year), Anchorage International Airport, Alaska. Honorable Mentions went to Minneapolis-St. Paul International, Minn., and Salt Lake City International, Utah.

**Military Airport**, Grand Forks Air Force Base, N.D.

Charles Hostetter, A.A.E, Chairman of the Balchen Post Award selection Committee, would like to thank the Committee members who donated their valuable time and effort to this year's process.

*Jeffrey Gilley, Aircraft Owners and Pilots Association; Don Minnis, Air Transport Association; Ben Castellano, Federal Aviation Administration; E.H. "Moe" Haupt, National Business Aircraft Association; Jerry D. Wright, Air Line Pilots Association; Jeffrey Barrows, U.S. Department of Defense; Walter Coleman, Regional Airline Association; Richard DeiTos, Jr., Metropolitan Washington Airlines Committee.*

## AROUND THE REGION

**Delta Express** adds routes—In May, Delta Express expanded its service by adding two daily, nonstop roundtrip flights between Boston and Fort Lauderdale, and it also added two daily nonstops between Wash-

ington Dulles and Tampa.

**The Capitals of three Northeast states** have no scheduled air services, according to Morten Beyer & Agnew. The northeast cities are Annapolis, Md.; Concord, N.H.; and Montpelier, Vt.

**American** was able to avoid cardiac-related diversions nine times in the past six months because it had a defibrillator on its aircraft. Most of the passengers were found ultimately not to be suffering serious cardiac problems, but each diversion cost American \$10,000 to \$30,000.

**Comair** is on track to become the 11th major U.S. Airline sometime in 2001, when its revenues should top \$1 billion. The regional carrier currently serves 80 cities—50 percent more than Southwest—and recently took delivery of its 60th regional jet.

**AMR Corp. stockholders** approved a two-for-one stock split for shareholders of record as of May 26. The stock of the American Airlines parent has more than doubled in the last three years, making it the highest-priced airline stock in the U.S.

**US Airways** launched its new low-fare operation, MetroJet, on June 1 with flights from Baltimore to Cleveland, Fort Lauderdale, Manchester, N.H., and Providence, R.I. The carrier has five dedicated aircraft.

**FAA announced a new policy** that will provide digital information directly to the cockpits of general aviation pilots. The Flight Information Services (FIS) will feed pilots weather graphics and text, special-use airspace information, notices to airmen and other information. Such data is presently provided through voice radio communications by air traffic controllers and flight service stations. FAA said access to up-to-date weather information will help pilots make critical decisions. More than 200 GA fatalities a year result from hazardous weather, FAA said. FAA said it will work with industry to develop a joint petition to the FCC to assign four 25 KHz radio frequency channels in the 136.0-136.9 MHz VHF spectrum and select qualified vendors to provide FIS.

**As of May 1, 1998**, PSA Airlines announced it would begin service under the US Airways Express banner in the Elmira, NY to Philadelphia and Pittsburgh markets using the new Dornier 328 aircraft. This new service will replace the Beech 1900 aircraft now used with the larger Dornier in the ELM-PHL, and add one additional frequency in the ELM-PIT market.

**Just when you thought that the FAA was no longer in the airport ownership and operation business.....**a March 17, 1998 press release from the

South Jersey Transportation Authority (SJTA) announced that its Board of Commissioners voted unanimously to take over full operations of Atlantic City International Airport (ACY). The SJTA, a state agency, has owned the airport's terminal and civil operations ramp since 1992 but until now has not controlled the runways, taxiways, or related facilities, which were owned by the FAA. In the last situation of its kind in the nation, those revenue-producing facilities have been held solely by FAA. According to airport officials, "FAA gains from this agreement because they can focus more of their resources on their core mission at ACY—research and testing to improve aviation safety throughout the country." The massive FAA William J. Hughes Technical Center research facility is located at the airport and will continue its vital testing operations, but will no longer have to operate the runways and related facilities. Anne Harlan, technical center director said, "Transfer of the airport will enable the technical center to focus on its mission of aviation safety, and the SJTA to develop ACY to its fullest potential. The land transfer consisted of approximately 2,000 acres.

**Speaking of snow removal.....**the May 25, 1998, edition of *Aviation Week & Space Technology* was devoted to "Wings Over Antarctica" and stated in part

THE NORTHEAST CHAPTER  
OF AAE  
4224 King Street  
Alexandria, VA 22302

that Antarctica is "a place where 'normal operations' would be considered highly unusual elsewhere. How else can you describe a place where, for example, crews blow snow *onto* a runway? Or where pilots, looking for hidden crevasses before landing at a remote site, routinely skim the snow with snow equipped aircraft."

**Topping off personnel** changes around the region is the news that Newark International Airport's General Manager, **Benjamin DaCosta** has been named Commissioner of Aviation for Atlanta's Hartsfield International Airport. Additionally, late breaking news has it that **Angela Gittens**, his predecessor at ATL, has been appointed vice president, Southeast region for Airport Group International. NEC's very own **Charles Hostetter, AAE**, is now a senior aviation consultant with McFarland-Johnson. **Patrick Northway, A.A.E.**, has been named airport manager at Atlantic City International Airport, after serving as Assistant Airport Manager at Republic Airport on Long Island. Patrick replaces **Eric Billowitz** who has been named manager-business development of Amercian Port Services, Inc at Teterboro. **Michael Gobb, A.A.E.**, has taken the position of Airport Administrator at Bradley International Airport in Windsor Locks, Conn.

FirstClass  
U.S.Postage  
PAID  
Permit No. 1034  
Alexandria, VA