



"Searching For Summer"



Landing TEX! Photo Credit: PJP'er Daniel Magby

PJPers seek out the warmer temps

Temperate weather is looking up as snow still covers the earth - let's see your spring time flying photos!.....Details on page 15

PJP wraps up Part 2 with "Phoenix"

"The Man, The Mission, The Vision" Jeff Coursey clues us in about the humble beginnings of Private Jet Pilots.....Please turn to page 2

4

The "ROP"

This "Retired, Old Pilot" finds a home at PJP

6

Convective Chaos

PJPers think back on thunderstorms

10

Good Business

Ken Forester brings PJP into the know about his FBOs we know and love

“The Man, The Mission, The Vision”

Jeff Coursey
Owner, PJP

It was June, 2014, I'm doing contract work, flying all over the place, and I'm getting burned out; I need some time off. So I call a bunch of guys and ask them, “Hey can you fly for me?” That works for a while and then I have an idea. I go on Facebook and see all these groups.

PJP: Built BY Pilots, FOR Pilots

I see where I can create a group there so I type in “Private Jet Pilots.” I send a message to my pilot buddies and say, “Hey guys, I added you to this Facebook group called PJP, love to have you in the group.”

I think, I'll give this a try so I write in there, “We need a G4 pilot, at TEB” and I tag whomever I think would be available. Then those guys tag everybody else, or they just respond and give me a phone call if they're available.

So that's how it started. “We need a G5 pilot from PBI to TEB onWe need a Hawker pilot on.....” More friends start to come on board. I was also checking each guy, “I like this guy, I don't like that guy, etc.”

I was making notes, “He flies a G4, he flies a G5, etc. And it's growing by, 100 people a month, the guys are getting more work and they're like, “This is the best thing in the world, Man!” These are all contract guys and even full time ones, picking up extra time.

One of the things that I became aware of was that Facebook groups can only take it so far. Tech is changing so fast that a Facebook page that is going great one day may get run over by the next, “bright shiny object.” The Facebook page was up and humming, gathering upwards of

100 to 200 pilots a month when one of my tech partners started playing around with an app that would work for FBO's; Voila! PJPFBFO was born!

PJPFBFO Facebook is Born!

Our Private Jet Pilots (PJP) Facebook group has over 6500 active members and per our recent census, over 80 percent of our members aircraft are Wi-Fi equipped. It's no accident that PJP is now able to negotiate fuel discounts because of our group's size.

As the group grows, so does our ability to negotiate bigger and better discounts and also get freebies for our pilots because we all know that pilots like free stuff!

What PJPFBFO is doing is moving us into the tech sector and making it easier to communicate and request services with the fuel memberships (aircraft) that are shared with the FBO's.

PJPFBFO identifies aircraft by tail number and aircraft type. This simplifies requests, keeps communication between team members visible, accountable and accessible. The inbound aircraft are able to request services, uplift fuel and submit other questions that can be automatically answered by our programmed bot or manually by a CSR via email or text.

PJPFBFO will not replace your current FBO management system: it is designed to simplify the communication between the flight deck and the FBO. The service is free to the FBO.

Each FBO within PJPFBFO creates an account and supplies their data to keep their customers up to date with the services they provide. The data is continuously monitored to stay accurate.



Photo Credit: Jeff Coursey

PJPFBFO is designed to be in your hand to quickly submit your requests prior to arrival, instead of speaking to an empty frequency and showing up as a “surprise” to the FBO CSR.

As soon as an aircraft signs up on PJPFBFO, they're able to buy fuel. I was talking to some guys in a Hawker 800XP at Jet Aviation in TEB and they asked me, “How long does it take for this to kick in?” I said, “As soon as you pay!”

So this guy signs up, he orders fuel, comes back and says, “I ordered 1000 gallons! The price was \$7.22 and you were at \$4.99! You just saved me \$2200! Man, that was a no brainer, the rest of the year is free!”

We negotiate the price by calling and talking to the FBO manager. We're growing so fast that I'm not able to handle it all by myself so I'm hiring a team of people as a sort of call center, reaching out to all the FBO's.

PJP Fuel

We tell the FBO's, “We're a flying fraternity with 6500 members, growing by 100 – 200 a month. We have our own app that's a digital directory and when you come on board, no cost, you instantly become part of the directory.” Here's a link to a short introductory PJPFBFO video: <https://bit.ly/2DSocMA>

PJP Fuel is simply registering your aircraft with PJPFuel thereby opening the door to fuel discounts at thousands of FBO's worldwide. Our network has established pre-negotiated PJP Fuel discounts at these FBO's, which you will automatically receive when requesting fuel through the PJPFBFO app.

Earn Points & Cash In!

PJP Fuel has developed a point-based system where every time you purchase fuel through PJP Fuel you will receive points that are redeemable for cash rewards.

Pilots Serving Pilots

Recently one of our PJP pilots had a stroke. I posted a picture of him on the PJP Facebook page in his hospital bed all bandaged up with a request for contributions to help with his medical expenses. Within a few days, PJP pilots raised over \$10K for him!

I was actually surprised that we donated that kind of money for him. It was kind of unusual because the pilots weren't getting anything in return and that kind of blew me away.

I'm just trying to keep this whole thing positive and now I want to build a mentorship program to pay it forward, to help out younger pilots, even students on the way up.

When the lottery was up to over \$1 billion a few months back, I

Check out the PJPFBO Demo Video!



sent out a message asking guys if they wanted to start a pool. Even though we didn't win much, we raised a few thousand dollars and had some fun. That may not seem like a big deal but to me it shows there's a level of trust and camaraderie that is building daily in this group.

Jobs are posted daily on the Facebook page, allowing pilots to pick up trips that help them make extra cash. The board also helps vendors whose trips might need to get sold off or lost because of a lack of flight crews.

Glory Stories!

We already have some "glory stories!" One of our guys whose charter business was going belly up called me and said, "Jeff, can you help me find an investor! I either gotta sell this thing or close the doors!"

So I told him, "Start doing some posts in the group, tell them what a great tech stop you are, how you're doing a special fuel price for customers, start doing some videos, every day, keep reaching out to the group."

Shortly after he starts posting, Journey, the rock band, started doing tech stops there, then more guys started stopping there and now he's rockin' and rollin' and business is booming!

PJP Newsletter

What you've read in our first issue is the beginning of a newsletter that has the potential to hugely benefit our group and aviation in general in ways we don't

even know yet! Going forward we'll continue to highlight your favorite FBO's, reporting on pilot's personal stories and doing anything else that will inform and benefit our group. We'll have advertising in here as well, making the newsletter better and more interesting to the different tastes of our members.

The Latest

As the last issue went to press, one of our pilots lost his life in a CJ accident in Indiana. The community immediately came together once again in prayer and support to raise money for his wife and young family left behind.

I'm constantly blown away by the generosity and talent we already have in this group so I encourage you to jump in, share your stories and/or whatever you want to contribute because if what you have to share is important to you it's going to be important to others and just may be what they need to hear.

Because as the Farmers insurance TV ad says, "We know a thing or two, because we've seen a thing or two!"

See you on the road, in the crew lounge or wherever we meet because soon you won't be able to go anywhere in the world without seeing this newsletter lookin' at you from the desk of some otherwise distant FBO or you'll run into one of us, saying, "Hey Man, aren't you a PJPPer?"

And that's a good thing...

Give me a call at: 561-719-9692 or go to:

- (1) www.PrivateJetPilots.com
- (2) www.PJPFBO.com
- (3) www.PJPfuel.com

Jeff



Join the PJP Newsletter Team!



- Network!
- Create!
- Contribute!
- Collaborate!
- Communicate!

Reach out to the team by emailing:
Bert@PrivateJetPilots.com

COACHELLA

COACHELLA VALLEY MUSIC AND ARTS FESTIVAL

APRIL 12TH - APRIL 21ST

STAGECOACH

CALIFORNIA'S COUNTRY MUSIC FESTIVAL

APRIL 26TH - APRIL 28TH

ROSS AVIATION

Visit Ross Aviation at Jacqueline Cochran Regional Airport (KTRM) for the 2019 Coachella and Stagecoach Music Festivals!

- More operational ramp space than anyone else on the field
- Maintenance & Avionics on-site
- Newly remodeled facility with a large lobby, pilots' lounge, conference room and showers
- Most hangar space on the field - Over 100,000 sq. ft. for up to a Global Express/G650
- Complimentary valet parking
- Ramp-side WiFi, patio seating and vehicle access
- Make your own trail mix station, pretzels, fresh baked cookies, popcorn and more
- Full amenities including big screen TVs with premium cable, plus new and clean crew cars

Your Editor Finds The Meaning of Life at PJP!

Bert Botta

Editor - In - Chief

So here's my story...When Netjets gave their senior pilots a buyout package a few years ago I took it. It was time. Before Netjets, there was 26 years at TWA.

After 35 years pretending that I worked for a living I lost a vital connection with my aviation family. Now that I'm a ROP – Retired Old Pilot - I have been trying to get back in the air but it hasn't happened, yet. So as a typical pilot I figured if I can't fly, I'll talk about it! So, aren't you guys lucky, here I am, the editor of this new PJP Newsletter.

Unless corporate flight departments get more desperate for pilots than they already are, I'm probably going to have to settle for some other legal way to get high besides lurking around FBO ramps, snorting jet fuel!

But the good news is that since I've been part of PJP for the past few months, you guys have made

me feel like I belong, almost like I was back in the bowels of the old TWA STL Ops office, standing in front of the “wailing wall.”

That was where TWA pilots made our daily pilgrimages, between legs to and from the “hub,” to wail and beat our heads against the wall over the postings that suggested the demise of our airline.

Come to think of it that was pretty close to the definition of insanity, “doing the same thing over and over again and expecting a different result!”

Before finding PJP I used to go online, looking for something, anything to make me feel like I was still worth something. But alas, nothing, except...when I was surfing Facebook and I came across PJP; I immediately felt like, Hey, I can pretend I'm still a pilot and maybe they'll let me in! For sure, Jeff felt sorry for me and now I'm part of some flying thing again. He made me recite what I remembered of the

phonetic alphabet to see if I qualified so I passed with the required 70% so here I am!

Not only did I feel welcome here but you guys made me feel right at home especially when I saw the smart remarks, the straight out rebuttals of ignorant posts and endless photos of winter winds on your MFD's!

I tell other ROP's if they're tired of getting dressed up in their old company threads and leaving home early in the morning, pretending they're looking for work so they can dodge the wife's Honey-do list, then come on over and check out PJP!



When I found you guys, I put my qualifying info into the PJP comments box and sent it off. A few days later I was notified that I had passed the top secret security check and was admitted to the inner sanctum of PLP; Man, I didn't even have to sign a training contract! How cool is that? But I think I'm still on some kind of probation since Jeff still hasn't taught me the secret handshake.

I'm here to learn new stuff from you guys so I don't embarrass myself, saying something stupid trying to fit in. And I love to serve so if 35 years of breathing thin air qualifies me for anything, hit me up so I can give back in some way that makes your life easier and mine better.

Observations

I see this guy, Jeff Coursey, the “Phoenix,” who is a rare combination of dudes, a very smart guy who cares deeply about others and takes that caring to the next level by creating a place like this, that serves in ways that makes your lives on the road, not just more bearable but rich and enjoyable. I see this place as a resource where we can plug in, for Av related information, for support, to be heard, and, in some cases, to be healed.

Personal History

When I got hired as a “pilot/flight engineer” at TWA with the ink still wet on my instrument ticket, one of the things I struggled with was trying to get my left hand around a set of four throttles, I mean thrust levers, to maintain a semblance of control when the instructor pilot piled me into the right seat of a Boeing 707 to do my “three bounces.”

I was one of 13 new hire flight engineer/pilots that the instructor loaded into the 707 cabin where he would then bark orders for the next “nugget” to file up to the cockpit where we would take our place in the right seat of this behemoth so we could get “pilot qualified” by doing the three bounces over at St. Joe, Missouri.

Since all I had in my sweaty little palm before I found myself in this predicament was a skinny little, knurled push/pull throttle that fed juice to 145 horses of Skyhawk power that I had recently completed my instrument check ride in; needless to say, I was definitely swimming upstream!

The only thing I got out of that “baptism of fire” besides now being “pilot qualified” before I was banished to sit sideways for the next 10 years at “the panel,” was the bragging rights I exercised with the guys at the hotel bar afterwards. In addition little did I know that I would jerk gear for another 13 years before being given a shot at being a Captain.

My kind of challenges are probably not something that most of you will face in your careers, but something equally as challenging for you could very well surface at some point down the airway.

If so, I see this place as somewhere where you can hang, where you can be heard, where you can “debrief” and get feedback as needed because of the unique combination of trust, camaraderie and intelligence piled here.

And since pilots “don't need no help” you'll save a ton of mon



Photo Credit: Bert Botta

Can you tell where I am and that I was having a great time!?! This happened to me back in the day when I kept asking my chief pilot in SFO when I was going to upgrade to captain and he sent me far away so I wouldn't bother him anymore...



ey that would ordinarily go to psychotherapy by having a place to come where you are known, accepted and loved...

If any of you feel like you have a story that will inspire, educate or entertain our group and you want to set yourself up for ridicule and you're not in the witness protection program, let me know and you just might be the next one in the barrel accompanied by your mug shot for all the aviation world to poke fun at!

And don't forget the rule when you log onto PJP, "Since light travels faster than sound, some people appear bright until you hear them speak!"

Bert Botta
bert@privatejetpilots.com
+1 (415) 320-9811



Hard Work Pays Off In Issue # 2

Bert Botta
Editor - In - Chief

They said it couldn't be done! But here we are, with another edition of the PJP Newsletter! Nobody really said it couldn't be done, I just made that up! But I felt that way a few times after doing interviews, spending hours transcribing them, then hacking away at the raw data to make something you guys would hopefully *comprende!*

This has to be a labor of love because it just doesn't make sense that we'd spend that kind of time to get some rag in your hand that we don't even know you'll like! But what makes this all worthwhile, besides the booze and candy you guys send us, is having guys like Jeff whose boot is on my backside to get this out, and Matt Rutowski who jumped on board to help with his awesome editorial, organizational and newsletter creation skills.

You should've seen Jeff and me, thrashing around on the floor, creating the first issue, trying to make something that resembled a newsletter on Mac Pages; cutting, pasting, cursing, organizing, moving pictures around then having to find out how and why the last story disappeared off the page, cursing, then finally arriving at

something that we felt was worthy of you guys.

But this time around it's different, with Matt around, there has been no cursing yet, just slow, methodical, rational assembly of issue #2 that will hopefully meet your lowered expectations.

There's an old quote that I like to use of questionable origin that fits how this newsletter is getting done. Most people attribute the quote to the German poet, Johann Wolfgang von Goethe but that's always been debatable. Some people think William Hutcheson Murray, 1913-1996 was the one who came up with it.

What really matters is the power and absolute truth in the quote as it applies to what's taking place here at PJP as we trudge along, building this place out to befit the talent and resourcefulness of the people who make it up. Thanks to all you pilots, flight attendants

and other aviation crazed people who have found a way to make a life out of doing something you love and having the audacity to call it a job!

"Until one is committed, there is hesitancy, the chance to draw back. Concerning all acts of initiative (and creation), there is one elementary truth, the ignorance of which kills countless ideas and splendid plans: **that the moment one definitely commits oneself, then Providence moves too. All sorts of things occur to help one that would never otherwise have occurred. A whole stream of events issues from the decision, raising in one's favor all manner of unforeseen incidents and meetings and material assistance, which no man could have dreamed would have come his way.** Whatever you can do, or dream you can do, begin it. Boldness has genius, power, and magic in it. Begin it now."

Blessings to all...

Bert



Convective Chaos

Two PJPers Reflect on Thunderstorm Avoidance



Pete Combs
PJP Contributor

The trip from San Juan, Puerto Rico (SJU) was uneventful for the PJP member we'll call Wilson Khors (we agreed to change his name in order to protect his current employment status) and his copilot aboard a Pilatus PC-12. They landed at Vance W. Amory International Airport (NEV) on the island of Nevis to pick up passengers and return to San Juan.

But on the return leg that May morning in 2014, Khors noticed a rapid buildup of convective weather near San Juan. That was nothing unusual—both he and his copilot were accustomed to picking their way through storms. But this was different.

As they approached San Juan, Khors said he followed a friend on a similar course, flying a Cessna 402. The storms grew quickly. The Cessna headed for a small sliver of green on his radar screen, wedged between two blossoming areas of yellow signifying heavier rain.

“We were about five miles behind when he punched through and as he did—within two sweeps of the radar, that area went from green to yellow, bordering on red. I looked over at my copilot and passengers and said... ‘Hold onto your butt!’”

The Pilatus drove into the maw of the storm, encountering severe turbulence and rain falling so hard that it prevented Khors from communicating with his copilot. Khors banged

his head on the cockpit ceiling. Passengers were rattled, “horrified” as the plane pitched up and down, tossed like a toy by the winds within the storm.

“It seemed like six years,” Khors recalled. “In reality, it was like ten seconds and we came through on the other side.”

But here's the thing: they could have easily diverted, avoiding the very real risk of damage and injury.

So why didn't they?

“Had either one of us said to the other, ‘Let's turn 90 or even 180 degrees,’ we would have done it without question,” Khors said.

Instead, both pilots became so focused on picking their way through the growing storms, they never even considered diverting.

AIN's Tales from the Flight Deck Episode 18, “Into the Storm,” documents Khors' convective weather experience, noting that no pilot is immune to the temptation to brave fierce weather. We look at the fatal crash involving a Cessna 414A in Yorba Linda, CA, last month, where the 75-year old pilot was specifically warned by the tower at Fullerton Municipal Airport (FUL) of convective weather near the airport along his proposed route of flight. Pilot Antonio Pastini died in the

crash. So did four people on the ground.

It also happened to an aviation legend—famed test pilot Scott Crossfield, once heralded as the “fastest man alive,” after flying at twice the speed of sound in the early days of supersonic flight. He died in April 2006, at the age of 84, as he was picking his way through convective weather over the north Georgia mountains.

AIN's Tales from the Flight Deck Episode 18 posts on Monday at www.ainonline.com/podcasts. You can also subscribe to this podcast on Apple's iTunes, Google Play or wherever you get your podcasts. If, like Wilson Khors, you'd like to share your tales from the flight deck, contact the podcast's producer, Earful, LLC at info@myearful.com. Earful's Pete Combs, who produces AIN's Tales from the Flight Deck, is a PJP member and newsletter contributor. He's also an ABC News Radio Correspondent based in Atlanta.

Do You See What I See?

As a professional jet pilot, what form of weather radar do you use in the cockpit? NEXRAD? XM? Do you also have a Stormscope to depict lightning activity



The radar depiction you see in the cockpit is likely to be very different than the one you saw during your preflight briefing. It's also very different from what dispatchers and air traffic controllers see. And in each case, there are differing levels of time lag—that is, the time between the images are captured, processed and correlated and the time those images are received by various aviation constituents. In truth, none of these aviation professionals—pilots, dispatchers, forecasters and controllers—sees the same thing at the same time.

“I see something different than a TRACON controller sees,” says Atlanta Center Air Traffic Controller Dan McCabe. “It’s not what you see on the Weather Channel. It’s not even what you see depicted at the Watch Desk. So you have all these different weather products. They look great—they may have

lots of different colors and lots of different filters and layers. But what really matters is what’s depicted on the scope and what does the person behind the scope know about that weather?”

Elements of FAA’s NEXT-GEN program are aimed at addressing these issues.

“They’re working to come up with guidance as far as what colors mean regarding the severity of precipitation... so that no matter what aircraft [a pilot] is

flying, what he’s looking at—whether it’s on the panel or on his EFP iPad or tablet he’s got sitting next to him on the flight deck, there’s going to be instantaneous recognition of” weather that should be avoided,” said John Kosak, Weather Program Manager at the National Business Aviation Association (NBAA). John mans the NBAA Air Traffic Services Desk at the FAA Air Traffic Control Command Center in Warrenton, VA.

Together with business pilot Dan Boedigheimer, CEO of Advanced Aircrew Academy (www.aircrewacademy.com) in Colorado Springs, CO, Kosak and McCabe join PJP Member Pete Combs for a roundtable discussion on weather radar depiction—now and in the future. They also discuss issues and even occasional conflicts that arise between controllers and flight crews as both try to determine the safest

routes to avoid convective weather.

This AIN Podcast Extra: “Do You See What I See?” is part of the exciting and informative podcast series AIN’s Tales from the Flight Deck. You can hear all 18 podcasts, plus “Do You See What I See” at www.ainonline.com/podcasts. You can follow this podcast series and post your comments on the [Private Jet Pilots Facebook Group](#) and the [AIN Tales from the Flight Deck Facebook page](#).



The Aluminium Downside

Why Aluminium has no known function in the human body and its negative impact on your health

Gary Scott
PJP Contributor

The fastest way for any element good or bad to get into the blood stream is via the lungs and the skin. Everyday living bombards most of us with all types of toxicity, from the air we breathe, to the water we drink. Even the receipts at the health-food store may be toxic! Merri and I compensate for this by taking care in what we eat, drink and especially breathe and put on our skin. Now there is a better way to replace a daily toxin with a purifier. Since it is difficult for most of us to avoid toxicity in the West, this message looks at a longevity alternative. In the early 2000s, the FDA approved a product that may encourage cancer, create dementia, Alzheimer's and complicate kidney problems. The FDA issued a final rule which said "over-the-counter (OTC) antiperspirant drug products are generally recognized as safe and effective and not misbranded as part of FDA's ongoing review of OTC

drug products". Part of this ruling was influenced by scientists with the Personal Care Products Council. This trade association represents the cosmetic and personal care products industry. They have claimed that "antiperspirants can be used with high confidence of their safety. They've been used for many years, and there's no evidence that suggests a problem".

Many people use over-the-counter antiperspirant drug products every day because almost everyone does. That's the way it seems like it has always been.

Is this wise? Or is this simply the massive repetition of an error?

"How much should we trust the FDA?"

The FDA's claims of safety are not entirely correct, because antiperspirants contain aluminum.

An article at Duke University's Nicholas School of the Environment helps clarify the risks of placing aluminum under our arms every day. (1)

This article says of aluminum, a main ingredient in antiperspirants, "What's it good for in humans? Simple answer: not very much. Except for possible involvement in some enzymatic reactions, aluminum "has no known function in the human body." While there is little or no upside for aluminum in the body, there is a most definite downside: aluminum is a neurotoxin."

The Aluminum Downside
A Duke article contains numerous links to a number of negative health effects, including impaired mental and motor function, Alzheimer's and other brain diseases, and bone diseases.

It points out a number of questions about aluminum's impact on human health and explains there is not much study on aluminum antiperspirants.

Then it says: So, while the FDA regulates antiperspirants as over-the-counter drugs and deems them safe, it hasn't based its decision on a large body of work specifically examining these products. So rather than a stamp of approval, FDA's aluminum regulation seems more an indication that, given the ubiquitous nature of aluminum, exposure from antiperspirants isn't believed to be unsafe."

Antiperspirants and Disease: It's the Pits

In other words there's no definitive answer. There are links between aluminum and disease, yes. There is a link to Alzheimer's, dementia, diminished thinking and cancer but, no study provides specific proof of a direct link between antiperspirants and these problems.

Some people who have kidney disease store a lot of aluminum in their bodies. Sometimes, these people developed bone or brain diseases that doctors think were caused by the excess aluminum.

Although aluminum-containing over the counter oral products are considered safe in healthy individuals at recommended doses, some adverse effects have been observed following long-term use in some individuals.

Studies in animals show that the nervous system is a

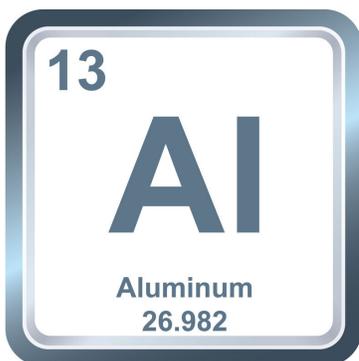


sensitive target of aluminum toxicity.

Then there is the question of parabens.

A health warning from Mercola.com (3) says: 99% of Breast Cancer Tissue Contained This Everyday Chemical (NOT Aluminum). Recent research found higher concentrations of parabens in the upper quadrants of the breast and axillary area, where antiperspirants are usually applied, suggesting they may contribute to the development of breast cancer. The data from this study, the most extensive examination of parabens in human breast so far published, confirms previous work and raises a number of questions on the entire parabens, personal care product and human health debate, particularly relating to the source and toxicological significance of the paraben esters.

Merri and I have not used antiperspirants for decades. We eliminated this potential toxicity and instead used a purifying essential oil formula. Let me be clear by saying that essential oils have not been evaluated by the FDA as cures for any specific illness. This product is not intended to diagnose, cure or prevent disease. It simply a common sense approach to assume that putting organic, all natural essential oils under your arms is better for you than chemical laden deodorants and antiperspirants.



100 Years Ago, The First Ever Trans-Atlantic Flight

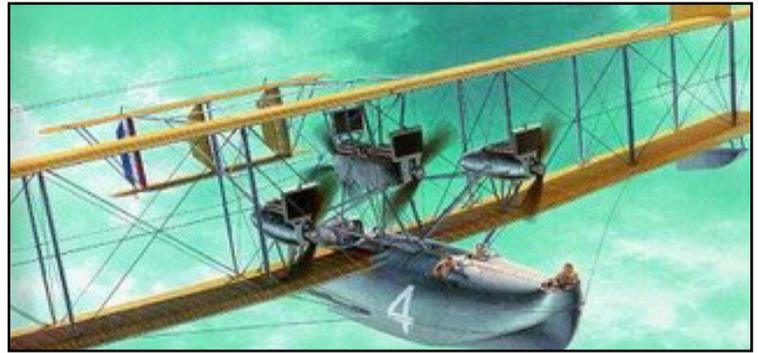
Mike Lentes
PJP Contributor

In 1919, the U.S. Navy made front-page news when its Curtiss NC-4 completed history's first trans-Atlantic crossing. The flying boat was one of four built by the Curtiss Aeroplane Company, but only the NC-4 completed the flight. "NC" derived from Navy and Curtiss – the crews affectionately called their flying boats "Nancies." But there was nothing ladylike about them. They weighed in at a whopping 28,000 pounds each with a wingspan of 126 feet and powered by four 400hp, V-12, Liberty engines.

Everyone was surprised when the navy brass asked for a seaplane that could fly the Atlantic, something few thought was even possible. The U.S. Navy wanted an aircraft that could hunt down the dreaded German subs that were having their way with cargo ships carrying equipment and provisions

for the conflict in Europe. World War I ended before the flying boats were completed, but the navy wanted to accomplish the unthinkable – fly across the "Sea of Atlantis."

Franklin Delano Roosevelt, the Assistant Secretary of the Navy at the time – and future president – enthusiastically supported the project. One of the Navy men involved in the planning told him: "We're going through an awful lot of red tape to get the money we need to buy parts." Roosevelt replied: "I have the authority to approve purchase orders up to a thousand dollars. When you need more than that, just ask me twice." The best minds went to work. Many of the details were turned over to the Curtiss team but there was an argument about the hull design. The Navy wanted the hull to be both a flight cabin and a boat, but also lightweight and sturdy. A talented Navy design engineer proposed a 45 foot hull with a 10 foot beam, but one critic said: "I would feel safer in a peanut shell." The Navy engineer won the argument and built the hull himself – by hand. Each of the four aircraft was delivered at a cost of \$100,000. The NC-4 was crewed by



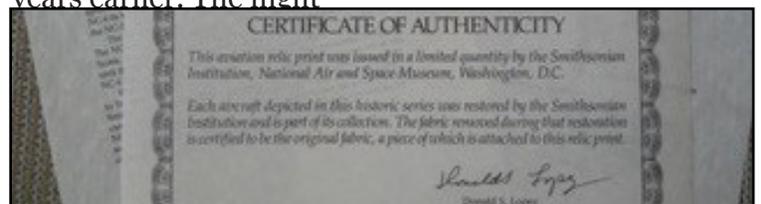
5 naval aviators and one coast guardsman with only the radio man inside the hull, the others were in open cockpits. The flight was plagued almost from the start by bad weather and mechanical problems. As one of the crew said: "With the help of God and in spite of the devil, we will do this little thing." At one point, the NC-1 and NC-3 were flying side by side and because of the zero-zero fog, forced to land in 30 foot waves. Both aircraft were badly damaged and no longer airworthy, but the crews survived and were rescued.

Despite unpredictable weather and in-flight repairs, the NC-4 completed history's first aerial crossing of the Atlantic – landing at Lisbon, Portugal on May 27, 1919. The crew then diverted to Plymouth, England, as a tip-of-the-hat to the town from which the pilgrims sailed to America in 1620 – 299 years earlier. The flight

was a point of pride for naval aviation and front-page news across the U.S. and around the world. It was an amazing accomplishment by 6 remarkable men.

The NC-4 was acquired by the Smithsonian and restored in 1969. The original wing fabric preserved during that restoration is now available to aviation enthusiasts and collectors through Aviation Relic Prints. The NC-4 fabric swatches are documented with a Certificate of Authenticity signed by an officer of the National Air and Space Museum. All proceeds from the website are funding Ceiling and Visibility Unlimited – a weekend aviation camp for at-risk kids.

For more information, visit <https://aviationrelics.com/curtiss-nc-4/> or email Mike at info@aviationrelics.com



How a Near-Miss With Med School Led to an FBO Superstar!

Bert Botta
Editor - In - Chief

This is a combined interview with Betsy Wines, VP of Customer Service and Human Resources at Teterboro, (TEB) NJ and Ken Forester, Owner and President of Meridian Teterboro NJ and Hayward, (HWD) CA.

We interviewed Betsy over the phone and we caught up with Ken while he was in California where he splits his time between Meridian Teterboro (TEB) and his recently opened FBO in Hayward (HWD) California.

One of the reasons I love interviewing people, besides the opportunity to get to know them personally, is that something always pops up that surprises me and adds a new dimension to the interview and the person. It could be a little known personality trait or a passion that is off the wall of the original purpose for the interview. Read on and see if you catch the not so subtle shift of focus at the end...

Betsy: Betsy Wines, Vice President of Customer Service & Human Resources: Betsy started her career at Meridian in 1985 as a flight school dispatcher, was promoted to Customer Service manager shortly thereafter and then to her present position. She is an FBO Advisor to the CAA Board and has been recognized as the #1 CSR by the Professional Pilot PRASE survey 16 times; she's obviously very good at what she does!

Ken: Ken Forester, Owner and CEO of Meridian TEB and HWD: Ken is the son of Ken Forester, Sr., founding father of today's Meridian. Ken has over forty years of experience in the aviation industry. He



graduated from the U.S. Air Force Academy, and served in the U.S. Air Force where he flew the F102. After the military, he later joined his father's company at Teterboro Airport. Ken honors his father's legacy by continuing to grow the company from its aircraft maintenance roots into a full-service private aviation company.

PJP: Bert Botta, PJP Newsletter Editor.

PJP: Betsy, I'm going to be moving between your and Ken's interviews but first here's a few questions. I've heard so many pilots speak so well about Meridian so what can you tell our readers about what makes you so special, and why have you lasted so long?

Betsy: Well, thank you for that Bert. The number of FBO's has changed over the years; when I started 33 years ago there was besides us, Atlantic, Falcon Jet, Teterboro Aircraft Service and Aero

Services. Now we're down to 4 total.

I get asked this same question a lot. Maybe it's because we're independently owned and Ken is always on site. As your readers will see later in our

interview, Ken's dad was here before him since 1946 and Ken has been here for years so we've had a powerful presence at TEB. And if Ken's not here at TEB you'll see him at our FBO in Hayward, CA. (HWD)

One of the things that I think keeps us successful is we're very hands on. Our managers - Steve, our president, me the VP and the line managers - we don't sit in our offices and bark orders at our people! We all work alongside our team. For example, this morning I was training one of the new customer service people so we were at the counter together

for 4 hours, checking in customers.

I think us being handy and accessible makes a big difference. A lot of our customers recognize that upper management is very involved. On a busy day you'll see Steve out there, shirt and tie on, you'll see the line manager out there, marshaling planes around, throwing chocks, hauling bags, I'm grabbing bags and running them out to curbside; I think that sets the stage for the rest of our team.

If a customer needs a baggage cart and the guy whose job it is to do that is busy doing something, someone else will just go grab a cart and start moving luggage. I think just the fact that the Foresters are so involved and our people have been here so long also gives our customers the feeling that they're special.

PJP: Sure, leading by example. On that note, I'm going to make about a 45 degree turn here and ask you about your opinion on what's happening out at your relatively new Hayward FBO, since Meridian is kind of the new kid on the



Betsy Wines, VP Customer Service & Human Resources

block out there?

Betsy: Ken would probably be the best one to answer that question. But before that, I just want to say that the facility in HWD is beautiful! I went out there and worked for a week. It was amazing. I don't even remember all the types of airplanes I saw, some tail draggers, traffic coming and going every day, flight school planes taking off and landing every day. Then a G5 comes in to land, just a great mix. I got the same feeling that I had back in the old days in TEB, when I first started there 33 years ago.

PJP: Because of Meridian's history at TEB and your new FBO in Hayward, I'm curious if you'll be seeking new business in TEB or you're pretty well satisfied with the status quo. I imagine the answer to that question from Ken will be very different regarding HWD Meridian.

Betsy: We're not really seeking new business in TEB. We get a lot of it through our associations, like CAA and now, through PJP. With PJP we don't seek to try to

have are happy. As I said, we have this tiny ramp so how do we maximize our use of it? We're always looking for more space on the airport; we're looking at rent space to the south of us. We have a hangar over by Jet Aviation that when AIG went out of business we bought that. We acquired hangar 12. We're always trying to get extra space because then we can increase our customer base.

PJP: Do you think that because of your new association with PJP and the increased efficiency of flight crews being able to call ahead and communicate so much better with the PJPFBFO app, that will make your operation more efficient by being able to move aircraft around and plan for arrivals?

Betsy: Yes, a heads up is always nice. We pretty much require a reservation from all of our customers because of our limited ramp space; you won't get on our ramp at certain times of the year if you only let me know 2 hours out. So we like advanced notice. **PJP:** What about in winter

Betsy: Yes, that's not just us, that's everybody! We now have over 100,000 square feet of hangar space when we acquired Hangar 107. And we just built a brand new hangar, but if you get a bad night of weather you're never going to get everybody in. Anybody who's just dropping into TEB doesn't know the system! If you want to get a hotel without planning ahead, that could be a problem.

PJP: There's so much more that we could talk about but this seems like a good time to bring the boss into the conversation so I want to turn to him to get his take on how HWD complements TEB and makes Meridian an even more attractive destination for aircraft and their crews on both coasts.

Betsy: And thank you Bert, I think this will be good for us and it's going to be good for PJP as well.

Ken Forester - Building The Dream & Livin' It!

PJP: Ken "commutes" to work in his Cessna 172 from his home field, the Petaluma, CA airport (O69), to the Hayward FBO. "It's about a 24 minute flight," he says. If this isn't "livin' the dream" I don't know what is! Also Ken, I understand we could have been calling you Doctor Forester if you took the "road less traveled!"

Ken: Yes, when I got out of the Air Force I thought about going to medical school since I had the GI Bill. I had 5 years in the Air Force flying F102's so there was no question I loved aviation. But I was down in New Orleans, working on my MCATs (Medical College Admission Test) when dad



Meridian

called and said, "Richie (who was running the FBO up in TEB) just left; are you interested in coming up and running the operation for me?"

About that time my wife got pregnant with our first child so I kinda needed a job if you know what I mean! So I said to myself, "Five years of medical school versus going up and playing with airplanes for a living; it wasn't much of a choice!"

We had a very small operation at TEB at that point; we had a flight school but dad wasn't running it, he was mostly collecting rent and selling fuel. But when the flight school picked up and left with all the instructors we were left with 10 airplanes, mostly 152's and 172's, and a couple of Cherokees; but they did leave us a couple of gnarly, old school mechanics! We had maybe 50 or so tie downs and half the place was grass. But it was obvious that this wasn't the same place I left in '63 when I went into the Air Force; things were changing. Atlantic aviation was the only big corporate operator there at the time and Teterboro was really a rough-cut diamond at that point. From '74 onward the airport was steadily developing, in kind of a slow, organic way.

"Go West, Young Man!"

PJP: So let's go to how you got to California and how Meridian HWD got started.



convert people we already have to cheaper fuel; we do hope though that it drives new business to us. For us it's always been our focus to make sure the customers we

time? I remember when I was at Netjets it was always a problem getting hangar space in the wintertime; is that still a problem?



Ken: Ok; my wife and I try to split our time between Teterboro and Hayward, usually a month in each place. When I'm out here in HWD I commute to work in the 172.

When we shut the flight school down in 2004 we sold off the fleet except for the 172 that I kept and brought out here. The engine was high time so I put a 180 horsepower Lycoming in it along with a Garmin GTN 750, ADS B in and out; it's just a pleasure to use it for "work!" Both Petaluma and Hayward have instrument approaches so it's very seldom that I have to drive. If I do have to drive it's about an hour each way, in good traffic that is.

It's interesting that we're in California since our roots are here. My father's family moved to Southern California when he was one year old so he was raised out here. After the war he and my uncle who were both WWII Army Air Force pilots started an FBO in 1946 in TEB, thinking there was an opportunity there; it was a little grass strip before the runways were paved in '46.

The place was basically a swamp. Dad always told us when we were kids, "We're going back to California, we're not staying in New Jersey."

But we never made it. Another reason we like being out west is because our daughter is here with her three kids. We've also got a son in Queens so we've got both coasts covered! Besides, our daughter needed us because she's got twin girls that were born in 2014 and she's really glad that we're here! So the FBO, the business and the family thing kind of came together around 2013, 2014.

PJP: Did you have Meridian HWD in mind when you bought your home in Petaluma?

Ken: Yes, we had started to negotiate with the city of Hayward in 2012 and by the end of 2013 when we bought the house in Petaluma we had worked out a deal with Hayward to develop this site. It was an old Air National Guard site so we signed a

lease on 15 acres here. But at the time the Air Force still owned the land and they were having problems with pollution and were doing a big cleanup. They didn't know when or if the EPA was going to let them do anything. So about 6 months later, we got the go ahead that the site was clean and we finalized the deal in December of 2014.

Once it was clear that we were going to be on the west coast we gathered up Steve Chando, the President of Meridian, who's been with us since 1987 and Dennis O'Connell, our Air Charter President who's been here since 1985, and we spent some time touring the San Francisco Bay Area, looking at the Hayward, Oakland, San Francisco, San Jose, Napa and Sonoma County airports. The consensus was, "Yes, this is a good idea, let's do it!"

Also by that time Meridian had a fleet of about 20 large cabin, long range airplanes so we felt that it was time to have a presence on the West Coast. Besides, when we checked out Southern California and the FBO situation down there, we came to the conclusion that the competition up here wouldn't be as intense.

PJP: Are you drawing any-

thing from Silicon Valley?

Ken: Yes, we have a lot of flexibility here. We're not far from San Jose and Silicon Valley. You can cross Highway 92 on the bridge to San Mateo and Palo Alto. You can take 880 north or the 580 north and you can be in Oakland or continue across the Bay Bridge to San Francisco. After a game in Levi's stadium in Santa Clara, one of our customers made the drive from there to here in 19 minutes!

PJP: Do you have maintenance here?

Ken: No, we did base a Citation mobile team here this year and we have mechanics that work out of here on individual airplanes. We'd like to have maintenance here at some point but we've got to build a fleet of managed airplanes to be able to justify getting a mechanic on board.

We'd like to eventually duplicate TEB out here, which would mean maintenance, aircraft management, and charter. TEB would be the headquarters but we'll have West Coast based people who can handle the increasing amount of traffic to China and Japan, for example.

PJP: I hear that another "pleasant surprise" with opening up Meridian HWD is the way that Carlos Rodriguez, who runs your operation here, volunteered to come out and open up HWD.

Ken: We weren't sure how we were going to get someone to work in HWD since most of our people on the East Coast have a lot of family there. Then Carlos volunteered to make the move with his fam-





ily and that was an amazing blessing!

He's been with us for about 15 years and was our number 2 line service guy in TEB so he knew the culture. He was also a trainer back there so it was a natural fit for him. He's grown very quickly into a General Manager position, handles everything and has the full support of every department in TEB. He was the point man to be able to help transfer the customer service and safety culture seamlessly out here. Besides, he and his family love it here!

When we first opened up here, we brought all the people we hired for HWD out to the east coast so they could work a couple of weeks there and see how we operate. We handle so many different kinds of airplanes there that they got a chance to experience the culture and see how we fuel and service and so much more.

PJP: Do you find that business has picked up almost organically out here?

Ken: No, we have done a lot of marketing and most of that came out of TEB since they dedicated a lot of their time

and effort to marketing HWD. Hayward was a very underused airport. Until we came here there was just one FBO and they had been here for only 4 or 5 years. But prior to that there were maybe 3 FBO's here but then APP bought everybody out. Those facilities were older and weren't really conducive to handling large aircraft so there was very little jet traffic attracted here; most of it automatically went to OAK, SFO or SJC; there wasn't even a second thought given to Hayward as an alternative.

HWD is a great airport, with a 5700 foot strip, and an LPV and LOC approach. Taxi times are short and delays are almost non-existent since we're so close to the long runway. So it's a great alternative to all three of those airports.

Just today we had two new customers drop in; I don't know how they picked us over APP but they probably knew the Meridian name from TEB. Here at HWD we're just 3 miles from where they were going so they picked us over OAK, which was farther away from where they were headed. There's a lot of potential here so we're going to be patient. We've got a very good crew.

PJP: Is 5700 feet enough to get a big Gulfstream out of here to go to the Far East?

Ken: I think so; most airplanes can operate out of 5700 feet. There might be a few times, when the airplane has full fuel and passengers that it might not work but not often. And there's usually a pretty consistent wind right down Runway 28 and the temperatures stay fairly low here. We haven't had anyone come in and say we can't operate out of here. Even Teterboro runways aren't that long; they have 7000 and 6000 foot runways so we're only 300 feet less than the short one. And our runways have recently been repaved, grooved and newly painted.

It's analogous to TEB in that we're the only private business airport without commercial traffic in the area. In the New York metropolitan area corporate pilots don't like to be # 15 in line behind jumbo jets like they are at Newark. TEB is only 15 or 20 minutes away from downtown Manhattan.

Like Teterboro, we have the advantage of being a private business airport without commercial traffic. We'll see how this evolves since Oakland is certainly going to be adding a lot of commercial traffic as well as San Jose, so more corporate travelers are going to see HWD as a great alternative. For example, if you're a jet departure flying out of Oakland the tower requires you to taxi all the way across the commercial area and take off on runway three zero. That adds about 10 minutes to your taxi and departure time. That's only one of the factors

in our favor here at HWD.

What's Next?

PJP: What do you see down the road for Meridian HWD Ken?

Ken: One of the main things that works in our favor is the quality of our people and word of mouth advertising. The fact that Betsy has been number one in the voting for customer service, except for one year, for the last 17 years spreads the word about our quality of service. And Victor Seda, our evening guy in TEB, is always within the top five in customer service polls. I'm always amazed at how we can consistently get two people in the top five; no other FBO does that. That reputation also helps our aircraft management. We have people who say, "I used to fly into your place and I'm buying an airplane and you guys always treated me great so would you manage my airplane for me!?"

PJP: And you're going to be doing charter out of here?

Ken: Yes, we're developing management airplanes here. We want to make HWD a managed airplane charter hub as well as our charter operation in TEB since we have airplanes based in Bedford, in New Hampshire, and Manchester. We have a Falcon 900 based in Manchester, a Falcon 900 based in Centennial and Denver, and a Challenger 650 in Opa Locka. But we want to have a base presence here so that was one of the justifications for building the FBO so people wouldn't say that we're just a bunch of East Coast guys dropping in to do business here; we wanted to make a home out here, that's really our goal.

Meridian (Cont.)**A 'Classic' Kind of Guy!**

PJP: Ken, I think this just about does it but before we finish up I want to make good on my promise to provide a surprise to our readers to round out your interview. Even though this didn't come up until almost the end of our interview, I think this part of your personality is something that our readers will appreciate and that's your passion for classic cars, specifically "Buck", your 1932 Ford, three window coupe. "Buck went from CA to NJ to CO to NJ and back to CA. He spent the winter of 1942 in a ditch on the road up to Mt. Whitney when my father owned him and he was my senior year car at the USAFA in 1967."

PJP: I can especially relate to "Buck" since I built a 1932 Ford, "Deuce" 5 window coupe as a 17 year old kid that turned out, through sheer luck, to be the fastest car in San Francisco, at least for 6 months or so before the 1957 Chevrolet Corvette, with the Duntov cam engine dusted me off and I went, tail between my legs, into the Navy!

And don't forget my ride in "Buck" when we get back to Petaluma!



Ken Forester's "Buck"

Brian Z.
PJP Contributor

Hello PJP Readers:

I am Brian Z, the former chair to the Chicago Area Business Aviation Associations (CABAA) Scholarship and Mentoring Committee. I thought you might include this in your newsletter. Since this is through social media I would prefer my last name not be posted with this should you choose to use it.

The Chicago Area Business Aviation Association (CABAA) is a very active local chapter of the NBAA. We are based in Chicago and work with all of Illinois and surrounding states. We have a membership list of over 700 including individuals and local flight departments. CABAA hosts many networking events, educational events, and our annual Safety Day.

One such event is the annual CABAA Golf Outing that fully supports our Scholarship and Training Award program. Each year with partnership from FlightSafety, CABAA distributes over \$60,000 in scholarship funds.

Brian Z. Talks CABAA Scholarships!

Last year this included five \$7,500 financial scholarships, a Citation Excel SIC Initial Professional Training Award, Citation Sovereign Professional Maintenance Initial Training Award, and a Scheduler and Dispatcher Initial Training Award. Our financial scholarships are

at CABAA.COM and be sure to mention to anyone who might be interested in aviation that these scholarships are out there. NBAA and many local chapters offer similar scholarships such as ours.

Kind regards,
Brian Z



open to graduating high school seniors through college undergrads. The FlightSafety professional training awards are open to graduating college seniors and anyone who graduated from an aviation school in the previous five years.

The 2019/2020 offerings will be posted in early January and applications are generally due in early May. Scholarships are then distributed in early August. CABAA began their scholarship program in 2010 and has since then changed the lives of many students on the business aviation path.

I was one of those winners. In 2013 I received the FlightSafety SIC Initial which I was able to turn into a PIC Type rating on the B350. I now have over 1500 hours PIC time in the B350 and have recently added a G550 Type Rating to my certificate. Without the support of an organization such as CABAA, I would likely be flying for the airlines instead of an awesome part 91 flight department. Please look for the applications

Hey PJP!

Know of something going on in YOUR Local Aviation Community?

We'd love to know!

Send us info like upcoming events, latest news and photos from your community to be featured in the PJP Newsletter!

bert@privatejetpilots.com





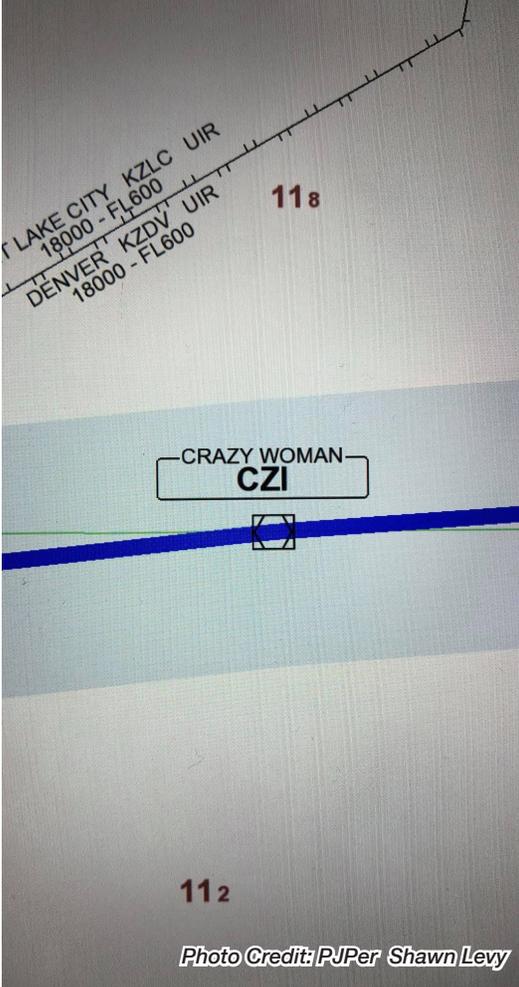
Member Submissions

15

Hey PJP! We LOVE your photos and want to see more of 'em! Keep the content coming for your shot to be featured in next month's PJP Newsletter! Keep the blue side up!



Photo Credit: PJPPer Monte N Stefani Bowling



112

Photo Credit: PJPPer Shawn Levy



Photo Credit: PJPPer Ruben Khachatryan



Photo Credit: PJPPer Jon W.



Photo Credit: PJPPer Rick Shoemaker



Bert Botta
Editor - In - Chief

Harry: Harry Ketchel, President, Founder Ketchel Air, Charleston, SC, FAA Airframe & Powerplant Licensed Mechanic and Inspection Authorization, US airways and JetBlue aircraft maintenance experience, 11 years piloting experience, 14 Years maintenance experience

PJP: Bert Botta, PJP Newsletter editor

PJP: Harry, I hope you don't mind the title of your interview! I just think it captures the journey that you've been on to become one of the best, go-to AOG maintenance guys in the business!

Even before I found out about how you got started I was really looking forward to doing this interview with you since you're the first maintenance guy I've interviewed. But it was even more special because I was a gearhead, twisting wrenches as a teenage kid, before I was a pilot so I can totally relate.

Another special thing about you and your business is that business owners like you who are also pilots bring a special credibility and a trust factor to your clients that you know their airplane from both angles, as a pilot and as a tech expert.

After reading over our interview and spending hours transcribing this, I'm impressed with your ability to hang in there through some really challenging times

It's a privilege to get up each day and do this exciting work. Every day presents new challenges and forces me to take a unique approach, like an ever-changing puzzle. My diverse background, which spans maintenance and piloting, gives me the skill set I need to solve the puzzle efficiently and effectively. The work I do is a point of pride, and so I'm focused and fastidious, but I never miss an opportunity to have fun and be grateful that I get to live out my passion."

Harry Ketchel— Aircraft Problem Solver @ KetchelAir.com

and situations. I love the part of your story where you started out working out of....whoops, can't give this away, gotta read on!

Your persistence and your resulting success will give a lot of inspiration to anyone thinking about an aviation career, either as a pilot or a mechanic.

I'd like for you to share with our readers what makes you good at what you do as well how you can make our guys lives on the road much less stressful if they have a tech issue.

Why don't you start out with how you got your start and how you went from maintenance to pilot and back again a few times and how you kept your passion for aviation alive during this time.

Harry: Thanks. I think the title's great because it's my story and I think people will relate to it and hopefully it will inspire someone to go for whatever their passion is.

So, I think the reason I can relate to you jet guys so much is because I'm a pilot at heart. I soloed at 17 and then went on soon after to get my private license. I

actually got my pilot license before I got my driver license! Not only that but my mom has been a flight attendant for United for 47 years and when I was young she would take me on trips with her and, you know, in those days you could get in the cockpit so she'd bring me up there and the captain would sit me down in the left seat, pretty big stuff.

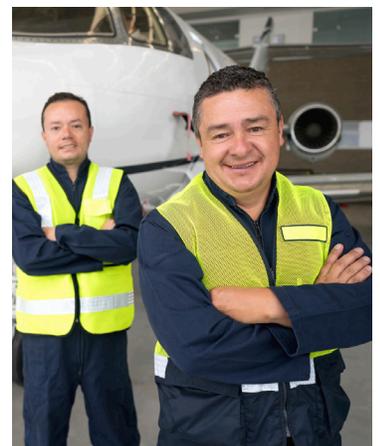
I was born and raised in New York City and went to aviation high school there and then to University of New York in Farmingdale. I started working on my A&P license, right around 9/11 and initially I got it as a meal ticket so I could work my way through school and pay that off while I also got my flying in.

Kind of a side note here, I got my bizjet experience when I was working for a repair station for a couple of years in Farmingdale, working on Gulfstreams, Citations, and Lears and all that fun stuff." After 9/11 it was tough to find a job but I eventually got on with US Airways through a friend of mine and worked there for two and a half years. But when they merged with America West they decided to shut down JFK and it was either take a

furlough or transfer to another station so I decided to take the furlough. But I was only on the street for about a month and a half when I started working for Jet Blue; I stayed there for five and half years. During that time at Jet Blue, a supervisor of mine said to me, "What are you still doing here?" I told him, "I've got a good job Man, it's paying me good, I'm comfortable here; I've got a 401K, health and travel benefits, I can go anywhere in the world..."

He stops me and says, "But I thought you loved to fly!? Don't you want to go see what that's like?" I said, "Yeah, I'd love to but you know, I'm kind of afraid to leave what I got." He goes, "You got to go Man, you don't want to look back and regret not going for it!" That was January 2014 and it sunk in, I wasn't going anywhere at Jet Blue so I hung up my wrenches. I wanted to go flight instruct; so I went down to Flight Safety in Vero Beach and instructed for about a year and then got a job in Charleston, South Carolina working for a guy, running a 135 operation. He had some serious aircraft, a King Air and some others.

Then I come to find out he was doing some shady stuff, like he wasn't paying his client for the charter time he was logging on the aircraft, he wasn't paying the mechanic for maintenance services and some other stuff that made me see the writing on the wall of this place.



But I wanted to continue flying and made it to the last stop of my flying journey. I went to Ameriflight in Dallas and got hired before I found out I was going to make \$9 an hour! It didn't take me long to do the math but I figured I could handle it since they were actually paying better than the regionals at the time. This was right after the Colgan accident forced the ATP flight time changes.

So I figured, ok, I've almost got 1500 hours, I only need about 150 more hours to make it. But I was only averaging about 36 bucks a day at that point! One day I was out in Orange County, California doing my IOE and I could hardly pay for breakfast. I couldn't even afford to put air in my tires! That was it, I'd had it.

I quit Ameriflight and came back to Charleston. But before I left Ameriflight I was talking to some folks about going into the maintenance business and seeing if they wanted to come along with me; I had an idea that we could do some work for the airlines and also do AOG mobile maintenance.

But these guys were pretty comfortable and they didn't want to risk it. So during the time I resumed my flight instructing back here in Charleston I had a request from one of the aircraft owners to do some maintenance

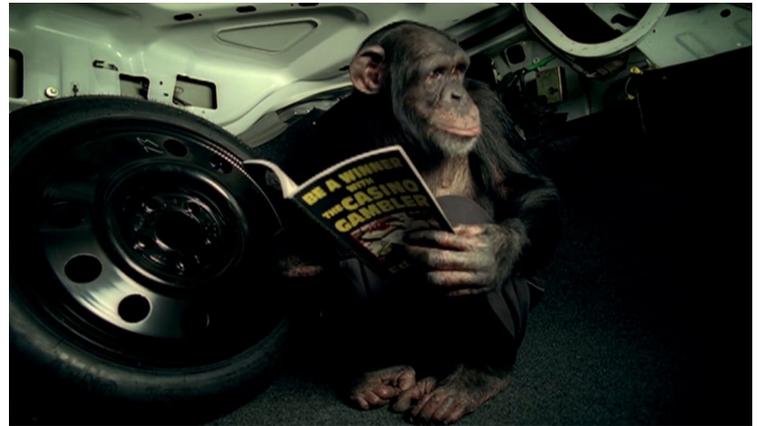
on his airplane, a 100-hour inspection. Flight instructing was good, the extra money was great, but then I called Netjets and some other 135 companies to see if there was more maintenance work to be done. That was it; in addition to Netjets I started doing work for Flexjet, Delta Private Jet, Wheels Up, another company called Exclusive Jet and a few others and I never looked back!

AOG Trunk Monkey!

Harry: When I started out, it's an understatement to say it was on a pretty small scale! I actually started working out of my Nissan Altima with my bright red Craftsman toolbox in the trunk.

When I got that first Netjets call I was super excited! That was around 2015 and it was at Charleston Executive Airport. But I pulled up to this \$45 million dollar Netjets airplane in my Nissan Altima with this setup, and I'm thinking, "I need an upgrade! There's gotta be some used vans out there."

A few days later I was telling my godmother about my plan for a new van so I went down to the Nissan dealership and saw they had a big Nissan NV HD on the lot, with the high roof and I thought, "This would be great and it's actually big enough to be my shop!" But then I'm thinking,



"How am I going to afford this?" At this point I'm just coming out of a financial bind so my godmother said she was willing to cosign for me. But then she says, "Do you really need this or is this just something you want!?"

I said, "No, I really do need this because I'm working out of my car and I can't afford to destroy it because I'm leasing it and it will cost me a lot of money." And that was the moment of truth for me; I said, "I just gotta do it." So I transferred my Craftsman toolbox and whatever else I had at that point into the van and slowly began building it out until there was a bigger tool box in there now! I started making some money and I kept making the payments and pretty soon, four years later, I'm really in business with my mobile repair shop!"

PJP: Are you strictly mobile or do you work out of a fixed base or both?

Harry: I do both. I started Mobile On Demand Aircraft Maintenance here in Charleston. For example, say a client broke down and he calls me from Hilton Head, which is about a 2-hour drive from here. He says, "We've got a windshield heat fault, I need help." I go get a work order from their maintenance department then they call and say, "We'd like you to go down and check this out." So down I go, diagnose the problem and the client normally calls in the parts, we get them the next day, we fix the airplane and they're on the

road again."

PJP: You know, you might have worked on my airplane when I was at Netjets! The first airplane I flew when I was there was the Citation VII – we called it the fastest thing between service centers! But one time we broke down somewhere in the Southeast, I can't remember where, but what I do remember is leaving the hotel, coming out to the airport to check on the plane and seeing the cowling off with a couple of guys standing on a skinny little ladder, poking around inside the engine. Hey, you might have been one of those guys, who knows! Let's talk about what's your range from Charleston, how far do you go for repairs?

Harry: We basically cover the Southeast and the next logical progression was going into Florida since it's number one by volume in the winter and number two just because it connects on the map. We get a lot of requests for Jacksonville, St. Simons Island, Savannah, Asheville, NC, Myrtle Beach, you name it.

The farthest we've been is Wilmington, North Carolina and that's a four-hour drive. We have a hangar in Vero Beach now and what's good about that is we've got a range and radius from there where we can get to all the central Florida cities pretty easy.



KETCHEL AIR
MAINTENANCE & MANAGEMENT
FOR YOUR WINGS

- AOG RAPID RESPONSE
- AIRCRAFT MAINTENANCE
- PHASE INSPECTIONS
- REPAIRS

- AIRCRAFT MANAGEMENT
- AVIONICS
- AIRCRAFT INTERIOR & EXTERIOR DETAILING

843-743-1779

www.KetchelAir.com

PJP & Ketchel Aero

PJP: Talk to me a little bit about your relationship with PJP and how that works for both of you?

Harry: I was down in Fort Lauderdale and I was sitting at the Rustic Inn, having lunch and a gentleman walks in, Bruce O'Brien. He was a PJP member and I started talking to him about flying and he invited me to the group. He said he'd like to mentor me, hook me up with people who might be able to use me. Since then I like to read the forums and I learn what's going on and it keeps me up to speed on what's going on in the industry and helps me to better understand the customers that I serve.

PJP: Have you found that business is coming your way because of your association with PJP?

Harry: I haven't gotten a lead from PJP yet but Jeff and I talked about partnering up in some way but then I got busy and I still have to follow up.

So when I started thinking about the Florida market and I finally got my hangar up there after negotiating with the city, trying to cut through all the red tape and city politics I finally got a chance to talk to Jeff. We started to talk about how we could partner up and one day when I was down around West Palm, I gave him a call just to see if he was home and he answered and said, “I'm home, why don't you just come on over and let's talk?”

So Julius and I went over to his house and spent a few hours just talking about everything from flying to maintenance and just getting to know one another. Jeff is just so personable and the way he welcomed me into his home was great.

We started talking about the pos-

sibility of partnering up with PJP and me supporting some of his endeavors. And he helped me out by being able to market myself to PJP as a resource. I told Jeff, “Here take my credit card for the ad” and he said, “No, let me help you out first.”

There's not a lot of guys like that you know. It's amazing how many people out there will try to get you to pay for something up front, try to get your money and then you have to chase them down to get anything done.

Some guys see you've been a success, and they pitch you on something like, “Hey if you work with me, I can make you a million bucks!” Jeff was different, he said, “We'll get to that part later, let me show you what I can do for you first.” There was a genuineness, something special about this place.”

The Future

PJP: What do you see happening in your business in the future?

Harry: I see a great opportunity between me and PJP to build some kind of a partnership because maintenance, good maintenance, is always something that is needed and to have someone like myself be part of PJP and be known as someone you guys can trust is huge for both of us. Besides as I said before I'm a pilot at heart and I have my own airplane now so hanging out with you guys and working with you



Photo Credit: PJPPerRajPatel



keeps me connected.

PJP: I see the relationship between you and PJP as a natural since there's no one else here that does what you do. It's kind of like you have an exclusive entrée into the 7000 members, and growing everyday.

Harry: When you're stuck on the road and you don't know what to do, you can call the service center but you're in some remote location and they might say, “Well, we got some people ahead of you but we can get out to you in probably 3 or 4 days.” So you say, “Let's call Harry!”

You've got a go to guy now when you need one. You've got someone that you know is a pilot and a maintenance guy so he knows our situation and he understands airplanes deeper than just a regular mechanic; I think it's going to be a very good thing for both of us because you guys are everywhere!”

PJP: Not only that but if you get stuck somewhere you've got a lifeline; you can just plug into the Facebook app and find out who's

in your area and you might get a place to stay, you can get recommendations, etc. so yeah, it's a very cool, mutually beneficial relationship.

PJP: How do you see your relationship with PJP going forward?

Harry: It's a great way to build a partnership, to be able to support each other's business because as I told you, I'm a pilot at heart since I started flying before I picked up the wrenches. But I love the way things came together since I have my own airplane now and I can still work on them.

Flying from Vero Beach to a job site in Charleston sure is better than driving!

PJP: I think we've just about covered everything on Harry Ketchel and Ketchel Air. I really enjoyed doing your interview especially because you're the first maintenance profile in our newsletter. I know that this coverage is going to be good for Ketchel Air and for PJP.

I look forward to working together in the future. And now's a good time to do a pitch for your ad in the newsletter!

Check it out PJP'ers and if you need Harry, we're sorry that you broke down but you'll definitely be in good hands! Put his number - 917-825-3576 - in your phone and have it handy, you never know when you might need him!

Harry: I've enjoyed this interview a lot. I think it's really neat to be able to tell my story and get the word out to you guys. I think it's gonna be a wonderful journey together. And I'm excited to see what happens from the interview.

Welcome to PJP! How Can We Help?

As a wrap to this, your second issue of the PJP Newsletter we wanted you to know that we're much more than a bunch of pretty faces around here! Here's a letter from one of our PJP members, Captain Jordan LaMotte on how PJP helped him, not just continue flying after his flying job went away but how he now gets to fly international, something that he wasn't able to do with his last job.

out a job and after scouring the many job forums and submitting a bunch of applications, I remember seeing other posts about similar scenarios and the out pouring of help that they had received from the PJP community.

So I chose to utilize this source about 2 weeks before I figured I would be losing my job. After grinding out applications for other jobs with no real response I chose to reach out to the PJP group. Here's what I posted:

"Looking for a full time Pilot Position preferably a Large Cabin International company on the West Coast (SoCal) that is willing to type. I have been told that these elusive unicorn gigs do exist but hoping for the best and an opportunity. I

"I have been a member of PJP since early 2014 when I was invited to join by a friend of mine. I don't comment or post very often but I do see a lot of the comments and posts from others. I recently found myself with-



have 4259TT, 2750 ME, 1200 TPIC, TTPIC 1750. If anyone has leads or is willing to help I will provide beverages of the nights desire to anyone that helps me land a gig."

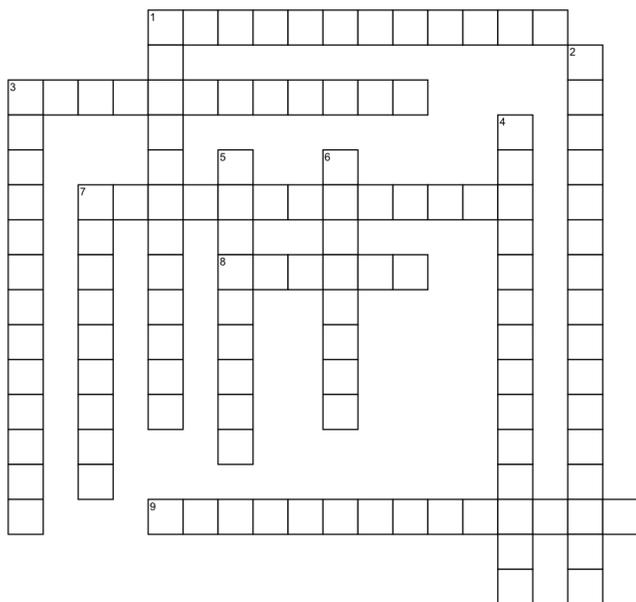
Immediately I had a huge response from friends and colleagues reaching out to me, vouching for my skills, knowledge, and personality as a pilot. This was a huge help.

I interviewed at a few places and ultimately, through a contact in this group, I managed

to get a job offer without even having to formally interview! I started class on 2/4 and graduated on 2/26 as a PIC in the GIV for an operator out of SNA. I will finally be able to live my dream of flying internationally in the Gulfstream and couldn't be any happier."

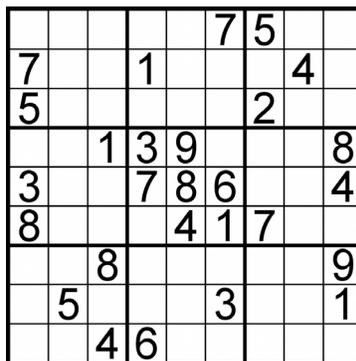
Respectfully,

History of Aviation



ACROSS

- An engine builder who was the first person to fly a powered plane over one kilometer (2 wds.)
- In Paris on October 23, 1906 he flew the first powered flight in Europe almost 200 feet. (2 wds.)
- First woman to fly non-stop across the Atlantic Ocean
- How many seconds did the first Wright brothers flight last?
- What duo achieved the first heavier-than-air, powered, manned flight? (2 wds.)



DOWN

- Considered the father of aviation, he discovered the drag and lift vector (2 wds.)
- First person to complete a solo flight across the Atlantic
- Built and successfully flew the first model plane powered by a gasoline engine (2 wds.)
- German who made over 2,000 successful glider flights (2 wds.)
- What is the common name of the place where the Wright brothers flew on December 17, 1903! (2 wds.)
- Flew the first helicopter in 1907
- First jet-propelled airplane in the United States

