



# IAOPA Bulletin

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See our new Web site ([www.iaopa.org](http://www.iaopa.org))

## Athens IAOPA World Assembly highlights GA value and needs

Phil Boyer, president of the International Council of Aircraft Owner and Pilot Associations (IAOPA), speaking at the organization's 24th World Assembly held in Athens, Greece, 9-14 June 2008, stated, "General aviation provides a unique and flexible form of transportation for both individuals and businesses seeking to maximize their time; we connect people to the world of opportunity via a fast, economical and enjoyable form of transportation. We fill in the blanks left by public and commercial transportation."

These remarks were made in a meeting between Boyer and Kostas Hatzidakis, the Greek Minister of Transportation and Communications, who responded that general aviation was an essential form of transportation within Greece that would receive increased attention from his ministry.

Boyer opened the World Assembly with a presentation titled, "General Aviation Has Come a Long Way, But the Journey Will Never End." He made the point that the declining pilot population and coincident reduction of AOPA membership worldwide is cause for concern for all affiliates, but the dream of flight will sustain the general aviation movement for years to come. "We must spread the word regarding the good news of



**The 24th World Assembly attracted 125 delegates, observers, and accompanying persons from 26 of IAOPA's affiliate organizations.**

**The International Council of Aircraft Owner and Pilot Associations represents the interests of more than 480,000 pilots and aircraft owners in 66 countries. Formed in 1962, IAOPA is dedicated to promoting the peaceful uses of general aviation and aerial work worldwide.**



what general aviation has to offer the individual and society as a whole,” Boyer continued. “Publicizing the advantages and benefits of general aviation is a common duty for us. Personal contacts, demonstration of the value we have to offer, and use of innovative media such as the Internet will help us achieve our goals.”

He went on to describe the obstacles and challenges general aviation currently faces and will encounter in the future. “Air traffic management, increasingly crowded airports, high user fees, operational restrictions, rising costs, fuel availability, and environmental constraints confront all pilots and operators. But, there is hope for all of us and that is what we will be discussing this week. We can and must find answers that will keep general aviation a viable form of transportation.”

Boyer was joined by a number of other dignitaries and remotely delivered presentations at the half-day opening session. Among them were the Hellenic Minister of Transportation and Communications and Governor of the Civil Aviation Authority, World Assembly host and President of AOPA-Hellas, European Commission Director of Air Transport, Eurocontrol Director General, Executive Director of the European Aviation Safety Agency, and notable Greek aviation industry leaders. A central thrust of the opening remarks were the promotion of general aviation in both Greece and worldwide.

The assembly attracted 125 delegates, observers, and accompanying persons from 26 of IAOPA’s affiliate organizations, each representing the interests of general aviation pilots and operators within an individual country. The World Assembly is held every two years to permit the board of IAOPA to meet and consider the issues facing aviation and to develop action plans to promote and protect general aviation interests worldwide.

AOPA-Hellas acted as the host organization for the assembly, providing attractive facilities and activities for the delegates during the week-long event. At the end of the assembly AOPA-Hellas sponsored Icarus 2008 at the Tatoi military airfield outside of Athens, the first general aviation Aero Expo in Athens; the successful event provided a fitting end to a productive week of assembly deliberations.

One of the reasons Ms. Yiouli Kalafati, AOPA-Hellas president, chose to host the World Assembly was a desire to improve and expand general aviation in Greece. With just 300 general aviation aircraft in the country and an ideal location and climate, her vision is to create a major flight training center for Europe and to develop greater interest in general aviation within Greece. Kalafati said, “We have



***Ideas for the improvement of Greek general aviation were exchanged in a meeting between David McMillan, Eurocontrol Director General; Kostas Hatzidakis, Hellenic Minister of Transportation and Communications; Yiouli Kalafati AOPA-Hellas President; and Phil Boyer, IAOPA President.***

the ability to become the general aviation center of Europe; the World Assembly is the start of our drive to achieve this goal.”

Boyer said, “AOPA-Hellas President Yiouli Kalafati and her entire organization provided us a wonderful platform from which to conduct our deliberations and a memorable series of events that we will long remember as one of our best assemblies.”

## Presentations

A series of panel sessions highlighted a number of issues critical to general aviation, each featuring three speakers from outside and inside the AOPA community. Discussions among the delegates followed each of the sessions, often leading to resolutions, which will be covered later in this article. All presentation materials used may be viewed on the IAOPA Web site ([www.iaopa.org](http://www.iaopa.org)).

**Airspace and Air Traffic Management:** Leading the group was David McMillan, director General of Eurocontrol, who spoke of the continuing development of a modernized air traffic system in Europe through the SESAR project. He made the point that general aviation interests, especially IAOPA-Europe, were well represented as stakeholders in the planning and execution of improvements to the system. Jyrki Paajanen, European Commission Air Traffic Management Manager, spoke of the EC’s oversight responsibility for air traffic management issues and how it affected general aviation. He emphasized their commitment to general aviation as evidenced by their recent policy paper addressing the sustainable future for general aviation in Europe. Martin Robinson, AOPA-U.K. chief executive officer, spoke about specific problems with the airspace



*World Assembly delegates and guests shown during a field trip to Santorini Island, Greece.*

including, non-standardized airspace classification and design, unsafe airspace application, denial of VFR operations in certain types of airspace with little rationale for the denials and what the European single sky may mean for general aviation.

**The Environment:** This session considered the effects and potential restrictions of gaseous emissions, toxic pollutants and noise. Karsten Theil, ICAO-European regional director, provided a detailed and useful look at current ICAO initiatives in the field. While ICAO is not heavily interested in gaseous emissions from piston-powered aircraft it continues to monitor the effects of noise on the population. Frank Hofmann, IAOPA Representative to ICAO, gave a brief presentation on his interaction with ICAO on the subject, stating that the rapid growth of all of aviation had caused many States to demand greater involvement from international organizations, including ICAO. While there is little current interest in light aircraft emissions, we must be reminded that the world of general aviation is an essential form of transportation and not just a rich man's hobby. If we forget this we could easily become a target for future regulations. AOPA-U.S.'s Melissa Rudinger echoed the previous speakers opinion that general aviation was not a major target for regulators, but that leaded fuel was becoming a major target for elimination in the United States. Alternative fuels must be developed that will be more environmentally friendly.

**Regulatory Issues:** Karsten Theil began the session with a thorough and enlightening discussion of how ICAO develops and modifies the standards and recommended practices used by the 190 States who abide by the Chicago Convention governing international civil aviation. He stressed the point that ICAO does not make the standards but merely provides a forum in which the States collectively develop them. He noted that IAOPA had a major voice in

the discussions leading up to the standards but had no vote in their passage. Jryki Paajanen provided the European Commission's view of how the European Aviation Safety Agency made regulations and how the EC exercised its oversight process. He emphasized the need for organizations such as IAOPA to actively engage in the rule-making process to ensure their voice was heard. Again, he pledged the EC's commitment to general aviation as evidenced by their sustainable future policy statement. Anton Koutsoudakis, Hellenic CAA director of flight standards, finished this panel session with a presentation titled, "Trying to Implement." The presentation focused on the difficulties of the national regulator in accommodating the directives of ICAO, EC, EASA, and its own national requirements while listening to the needs of the system user/stakeholders.

The presentation provided a useful perspective for those working with regulators.

**Obtaining and Retaining Members:** Rudolf Gerber, AOPA-Switzerland president, opened the presentation noting that this subject is of critical importance to all IAOPA affiliates because of increasing restrictions imposed on general aviation, rising fuel prices and a heavier regulatory burden we all endure. He emphasized the need to stay close to prospective members and to actively serve existing ones. Kevin Psutka, COPA president, emphasized the need to understand the market for members using detailed statistical data to completely explore potential and existing pilot populations and what their needs are. Further, survey both member and non-members to get a real feel for their concerns and desires. Phil Boyer, IAOPA and AOPA-U.S. president provided insights shown in the membership section, below.

**New Technology Requirements:** This discussion drew substantial interest from delegates because of the financial and operational impact on general aviation. Michael Erb, AOPA-Germany managing director, noted that most new requirements for added equipment fall short of the capabilities of electronic devices commonly available to the general consumer; his point was that more forethought must be used in determining future requirements. Sam Parkin, Eurocontrol manager of stakeholder relations, provided a brief look at new devices that may be required for operations in European airspace. Finally, Randy Kenagy, AOPA-U.S. chief of staff for Government Affairs discussed the merits of ADS-B, questioning the value of the device for general aviation operations as currently envisioned.

**Taxes, Fees, And Charges For General Aviation**

**Operations:** The last panel session explored the background for future application of the range of items that make flying increasingly costly. Gustav Real, Real Audit



## Secretariat News

### Secretary General meets with ICAO president

While participating in the recent ICAO Aviation Security Panel meeting IAOPA Secretary General John Sheehan and IAOPA Representative to ICAO Frank Hofmann met with ICAO President Roberto Kobeh Gonzalez to thank him for his support of general aviation activities and attention issues affecting these types of operations. The president pledged his continuing attention to and support of general aviation issues.

Sheehan presented the president with a framed photograph of a light aircraft to continually remind him of his origins. In his thanks Kobeh stated, "How could I forget about this type of aviation? This is where I got my start."

***IAOPA Secretary General John Sheehan (right) presents ICAO President Roberto Kobeh Gonzalez with a general aviation aircraft photograph.***



Principal, provided an excellent tutorial for fuel and use taxes in Europe, concentrating on the philosophy of taxation within the European Union. Lars Hjelmberg, AOPA-Sweden, urged a pragmatic approach to taxation, advocating finding out what the politicians want and showing them that general aviation brings value to the community. He asked delegates to adapt general aviation to adapt to current national and international requirements to show that we are responsible stewards of the environment. AOPA-U.S.'s Randy Kenagy provided background and prospects for user charges in the United States, a controversy that has been active for several decades without any real resolution.

A series of updates on topics of interest were provided by the following individuals:

- Safety—Bruce Landsberg, AOPA Air Safety Foundation executive director
- Unmanned Aerial Systems—Frank Hofmann, IAOPA representative to ICAO
- European Light Aircraft Regulations—Jacob Pederson, AOPA-Denmark president
- European Legislation—Aurnas Degutis, AOPA-Lithuania president and MEP

Again, these presentations may be found on the IAOPA Web site ([www.iaopa.org](http://www.iaopa.org)).

## Resolutions

Assembly delegates deliberated a number of issues affecting general aviation and issued nine resolutions, which will be used to guide international general aviation interests in the future.

**IAOPA, at its 24th World Assembly in Athens, Greece, resolves:**

...

To extend its appreciation to the following individuals and organizations for their excellent services and sponsorship:

- Yiouli Kalafati, President AOPA Hellas

- Marina Zompanaki, AOPA Hellas World Assembly Coordinator
- Billy Costas, AOPA Hellas Treasurer
- AOPA Hellas volunteers
- Hellenic Ministry of Transportation and Communications
- Hellenic Ministry of Tourism
- Hellenic Civil Aviation Administration
- Hellenic Air Force
- AirBP
- Aegean Airlines
- Olympic Airways Services
- Athens International Airport

...

To thank the following representatives for their insight, support and participation:

- I. Andrianopoulos, Governor of Hellas CAA
- Daniel Calleja, Director Air Transport – European Commission
- Patrick Goudou, Executive Director – EASA
- Nancy Graham, Director ICAO Air Navigation Bureau
- K. Hatzidakis, Hellenic Minister of Transportation and Communication
- Anton Koutsoudakis, Director Flight Standards, Hellenic CAA
- David McMillan, Eurocontrol Director General
- Jyrki Paaanen, European Commission Air Transport Directorate Administrator of Air Traffic Management
- Gustav Real, Real Audit Principal
- Antonis Simigdalas, Chief Operating Officer – Aegean Airlines, ERA President
- Karsten Theil, ICAO European Regional Director
- G. Zografakis, Egnatia Aviation, JAA FTO

...

To urge ICAO, State, and military regulatory authorities responsible for classifying airspace to:

- Classify airspace at the lowest possible level commensu-

- rate with the type of operations conducted
- Involve stakeholders and use their input when developing airspace classification policies, standards and locations
- Coordinate airspace classification policy with nearby States and regional groups
- Design airspace using risk assessment and cost benefit analysis techniques.

...

To urge the appropriate regulatory authorities to require air navigation service providers and airport operators to:

- Fully disclose the financial components of proposed projects or added charges.
- Prepare and publish a segmented cost-benefit analysis for each project/charging scheme. The segmentation is required to evaluate the effect and efficacy of charges/fees on each segment of the user community.
- Provide a formal and effective means of redress for disputed charges/fees should be available and clearly spelled out in any proposal.
- Charge users only for services actually required and received.
- Consult all user groups regarding changes to existing charges.

...

To support the efforts of AOPA-Philippines in urging the Civil Aviation Authority of the Philippines (CAAP) to take into consideration current and past World Assembly resolutions as may be applicable to the adoption of regulations to govern general aviation.

...

To urge international and national authorities to implement regulations regarding aircraft in distress that permit affordable and practical alternatives to Emergency Locator Transmitters for general aviation, including devices and/or monitoring systems that do not have to survive a crash in order to provide a reasonable alerting and locating function, and

...

To permit aircraft owners to select an alerting and locating option that is appropriate for their type and area of operations.

...

That the State regulatory authorities, including European Commission, should encourage the collection and publication of meaningful general aviation data so that in the future proportionality decisions can be reached more readily.

...

- To express deep satisfaction with the positive developments in the field of general aviation in Russia.
- To offer cooperation and support from IAOPA during the rule-making process in Russia.
- To stress that public investment into airport infrastructure should be accompanied by specific assurances of equal access for all users to the airport infrastructure.

...

That national security and aerodrome authorities are urged to:

- Ensure general aviation aircraft are parked in non-security restricted areas on aerodromes.
- Provide access to general aviation aircraft through non-security sensitive perimeter access points.
- Abolish mandatory handling requirements for general aviation aircraft.
- If mandatory handling is required, the cost of such handling should not be passed on to the general aviation operator.
- Absorb or otherwise fund the cost of handling charges if mandatory handling cannot be eliminated.

## Awards

Awards are presented at each assembly to recognize superior performance by AOPA officers and members. The following awards were presented by Phil Boyer at the closing banquet on 13 June:

IAOPA Host Award—Yiuli Kalafati, AOPA-Hellas president: For extraordinary accomplishment in hosting a successful, enjoyable and memorable 24th World Assembly.

### IAOPA Service Awards

- Issei Imahashi, AOPA-Japan president—For long and faithful service to the general aviation community in Southeast Asia and the Aircraft Owners and Pilots Association of Japan.
- Jacob Pedersen, AOPA-Denmark president—For exceptional liaison with the European Aviation Safety Agency (EASA) and excellence in service to the members and pilots in Denmark.
- Michael Erb, AOPA-Germany managing director—For outstanding representation of the general aviation community in Europe on the issues of 8.33 and SESAR.
- Martin Robinson, AOPA-U.K. chief executive officer—For tireless, energetic, and excellent representation of the entire European general aviation community before all government and aviation entities throughout Europe.

IAOPA Golden Pencil Award—Pamela Campbell, IAOPA-Europe recording secretary and flight crew licencing representative: Was inducted into the prestigious order of the long-suffering scribe with the highest of honors [Ms. Campbell has acted as world assembly recording secretary since 1987].

John Sheehan, IAOPA secretary general, presented Phil Boyer with a special album of photographs and statements recounting the 10 World Assemblies over which President Boyer presided. Most of the items included in the album were supplied by delegates attending this assembly.

## 25th World Assembly host bids

At the conclusion of the World Assembly business matters presentations were made by representatives of AOPA-Israel, Korea, and Pakistan offering to host the next assembly to be held in 2010. The Secretariat will evaluate the bids and announce the location of the next World Assembly in early 2009.

## Membership

### Obtaining new members

Phil Boyer made a presentation at the World Assembly aimed at assisting affiliates in obtaining and retaining members. His main thrust is to create excitement among prospects and members through sweepstakes, lotteries, and giveaways for equipment, flight training, and even actual aircraft. If you evaluate the cost vs. benefit of these programs the costs usually represent a good investment in terms of members acquired and retained.

#### Principal points:

- Request a free list of AOPA-U.S. members residing in any IAOPA affiliate to use in soliciting local members.
- Offer your members a subscription to *AOPA Pilot* magazine on which your association can make a profit.
- Meet and renew members on the Internet. AOPA-U.S. has reduced the amount of display advertising and direct mail in favor of more Internet/email solicitation.
- Offer joining and renewal premiums—baseball caps, flight equipment bags—inexpensive items yield big rewards on new and renewal members.
- Work of critical political and regulatory issues to attract the attention of the pilot population.
- Try Internet search engine optimization—getting prospects to your Web site fast and first.
- Social media marketing—Stories on Facebook, YouTube, MySpace, etc.

Finally, Boyer said, your existing members are your best salesmen. Use them to market for you—offer premiums for prospective members, give them promotional materials to pass to fellow pilots and leave at airports, provide them with selling points to attract members. If your members are pleased with what they receive from your association they are likely to tell others. Relational selling is often

the best method—pilot-to-pilot conversations are a powerful sales technique.

## Safety Corner

### Pilot Decision Making

*From the desk of John Sheehan,  
IAOPA Secretary General:*

When I first arrived at the Air Safety Foundation in 1980 we had just received a FAA contract to explore pilot decision making processes. I interviewed scores of pilots and flew a dozen missions in which we artificially introduced situations requiring decisions. The lessons we learned during this year-long exercise had a profound effect of me, exposing me to pilot thought processes, especially those that could be considered faulty.

It's a sad fact of aviation that, every year, approximately 75 percent of all aircraft accidents are caused by pilot error, with a very large number the direct result of poor decisions. The good news is that making superior decisions about flying doesn't require superhuman skill or exceptional judgment—just the ability to anticipate and recognize basic problems, and then take timely action to correct them. The following publications provide very readable insights into the pilot decision making process that will help you improve your skills and those of others:

AOPA Air Safety Foundation's *Do the Right Thing—Decision Making for Pilots*  
([www.aopa.org/asf/publications/advisors.html#sa24](http://www.aopa.org/asf/publications/advisors.html#sa24)).

The FAA's "Airplane Flying Handbook"  
([download.aopa.org/epilot/2004/8083-25\\_chap16.pdf](http://download.aopa.org/epilot/2004/8083-25_chap16.pdf))

Transport Canada has an excellent series of publications on the subject:

([www.tc.gc.ca/civilaviation/systemsafety/pubs/pdm/menu.htm](http://www.tc.gc.ca/civilaviation/systemsafety/pubs/pdm/menu.htm)).

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