

## NEW HORIZONS

NATIONAL NEWSLETTER

CELEBRATING

## 25 YEARS

OF HORIZONS

#### PRESIDENT'S MESSAGE

#### "There are so many of you I wish to extend personal thanks and my heartfelt gratitude."

#### **MIKE ALARIE**

President, Canadian Aerial Applicators Association (CAAA)

hank you to all of our sponsors, exhibitors, speakers and attendees, staff and volunteers whose support allows CAAA to pursue its goals and objectives. A special thanks to JP Astorino and Nicolas Girard for stepping into the President and Secretary/Treasurer's shoes respectively at the AGM while some of us battled a flu bug. To Shauna Prokopchuk, Shara Tardif and the whole ManageWise Team on a job well done.

The 2018 CAAA Conference in Winnipeg was a huge success. By all accounts, it was logistically well-organized, rich in content with a diverse set of speakers and a high-level array of participants. Over 235 delegates got a chance to network and learn from each other. Attendees were treated to a plethora of new launches and inventive products from the 32 exhibitors present. A historic ten technical and educational CEC industry sessions were spread out over the three-day event showcasing our forward-looking and thought-provoking speakers. These sessions are an opportunity for all conference participants to come together and hear from leadon a range of topics.

It was a great experience to have the Honourable Ralph Eichler, Minister of Agriculture, join us for the Awards Luncheon. In his opening remarks, the Minister spoke of the need for a safe, abundant and affordable food supply. Having just announced the \$460 million expansion of the J.R. Simplot potato processing plant in Portage la Prairie a week earlier, Minister Eichler touched on the significant role of agricultural aviation in its quest to feeding a growing world population.

The CAAA wish to cultivate an environment that will encourage and provide support vehicles for those who dream to pursue a career as an agricultural pilot. This year in Winnipeg, three \$2000.00 scholarships were awarded to individuals to meet that end. A special thank you goes out to the Canadian Aviation Insurance Reciprocal, Air Tractor and Thrush Aircraft in their contributions and support for these scholarships.

The looming shortage of skilled pilots facing our industry has been top of mind for some time with

ers offering insight, inspiration, CAAA. As an industry, we must recurrent thinking and future trends main proactive on how to address this real and serious issue that has the potential to undermine the strength of our operator members and the broader prosperity of the industry itself. Coupled with a more seemingly dysfunctional immigration process for hiring foreign pilots, the situation presents us with a renewed imperative to rethink our traditional patterns and habits – not least as it pertains to where we find prospective pilots here in Canada and how we bring them into the

> Collectively, we must ask ourselves whether we hamper our search for talent by being too narrow in our criteria. Do we waste time and resources waiting for the perfect candidate to come along? Rather than seeking the perfect job description, should we not seek new hires demonstrating a capacity to learn a specific role or skill and fit with the company's culture? This approach could provide access to a larger pool of candidates who can be recruited more quickly. To the aspiring individual seeking an exciting career, there has been no better time to become an agricultural pilot for the path provides great oppor-



tunity. The return on investment is tremendous and the prospect of landing a job is of near certainty as long as you're professional.

Speaking about professionals, what a treat it was to have Dylan Sher with us to share his experience about the making of his upcoming documentary entitled, "Before the Plate." He does a masterful job connecting the urban population with the reality of modern agriculture exposing them to the food and people who grow it.

Shortly after viewing Dylan's video trailer, I questioned whether I failed to truly identify my customer. We are all familiar with the following two slogans: "Have you eat-

en today? Thank a Farmer" or, "Had lunch today? Thank an Ag Pilot."

I believe Dylan's message brings the two sides of the food equation together better than anyone I have ever seen. We can learn from his approach and consider a slogan of our own that could read like this: "Have you flown today? Thank a Consumer." There is an old adage "if you keep watch over your pennies, the dollars will take care of themselves." If true, we could interpret this new adage to mean "if you keep watch over the needs of the consumer, the agricultural aviation community will take care of itself."

I wish you all a successful, safe and profitable 2018 season of flying!

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## PROVINCIAL REPORTS

#### **ALBERTA**

All's quiet on the western front...sort of. It is mid-March at this writing, Alberta in general is under a deep blanket of snow. I think it is safe to say it will be a late, soggy start to the growing season, hopefully in turn it will be a busy year for our industry.

A big shout out to the planners of the Winnipeg AGM, packed with info and license credit's and good times. Good to see a good showing of Alberta participant's and catch up with each other.

Our 4A's board has met once by conference call in January, with another scheduled in April. Currently we are planning a media campaign set for this spring to try and share our message with grower's. The point of it will likely be our efforts to provide a reliable safe service to grower's in the midst of ever growing costs due to regulatory compliance and taxation (carbon tax is front of mind). Our intention will be to bring positive awareness to our industry ahead of the growing season.

Our annual 4A's conference is set for November 5-6, 2018, put it on your calendar, it will be a good one.

Best wishes for a safe and successful summer!

#### **DARREN TIEDE**

President, Alberta Aerial Applicators Association (AAAA)

Photo by Mathieu Tremblay





Photo by Fire Boss

#### SASKATCHEWAN

The SAAA was in Prince Albert with the Provincial EMS for Fire Fighting training on Feb. 1 & 2. Fred Bradshaw MLA for Carrot River brought together the Provincial Fire Chiefs and the Aerial Applicators to finally get a SEAT program started in Saskatchewan. Chip Kemper brought two of his Instructors, Richard and Steve with him from Rigby Idaho for a two-day training course. Queen Bee Air Specialties has had an established SEAT Program for decades. Jeff Dickson, M.M.M. CD, Ministry of Government Relations, Assistant Deputy Commissioner also involved with the training will be building a map with locations of the various pilots and companies and who has what qualifications. Jeff has also been doing some research with TC about how SEAT pilots can get Fire Fighting Qualifications placed on their 702 Operating Certificates. From left to right; Steve, Richard, Chip Kemper, MLA Fred Bradshaw.

Richard Wilkins Provincial Specialist – Pesticide Regulatory Crops and Irrigations Branch has informed the SAAA that Danielle Neisz is the new Provincial Pesticide Investigator in Saskatchewan. We look forward to working with Danielle, they will attend our Spring Board meeting.

#### **TED ANDERSON**

President, Saskatchewan Aerial Applicators Association (SAAA) MANITOBA EASTERN CANADA

Happy New Year! 2017 has come and gone and we have started 2018 with a well-attended CAAA conference in Winnipeg, MB. It was a good opportunity for pilots and operators to catch up and visit with our industry partners and vendors.

Some exciting news for Manitoba operators was unveiled as Premier Brian Pallister announced a \$460 million expansion to Simplot's potato processing plant in Portage la Prairie.

The increase from a 180,000 square-foot space to a 460,000-square-foot facility will result in the creation of 87 full-time jobs and will necessitate the farming of an additional 18,000 acres of potatoes per year in advance of its late 2019 opening.

Growers, province wide, currently harvest more than 65,000acres of potatoes annually, equating to one fifth of the nation's potato crop, which ranks Manitoba the second largest potato producer in Canada.

Manitoba had a very dry winter, with much "Snirt" a mixture of mostly dirt, with some snow blowing about the countryside. This all came to an end the beginning of March as we received just shy of 1 foot of wet, heavy snow, which has brought joy to many long-faced snowmobilers and the farmers looking forward to their season.

As we gear up for the upcoming season let's all remember that someone is always watching, whether it be a beginner on the ramp, or a junior pilot looking to make his mark, the general public, or enforcement. Let's strive to set a good example, as the actions we take will be repeated by those who look up to us, and the actions caught on tape will live on forever on Facebook and YouTube.

**DAVE FRISCH** 

President, Manitoba Aerial Applicators Association (MAAA)

Photo by CTV Winnipeg



Greetings from the Eastern Canada Chapter of the CAAA.

I would like to say that spring is right around the corner but with the 3rd winter storm bearing down on the Maritimes in 5 days I am not sure all would agree. Even here in Ontario we are experiencing more unwelcome snowfalls and cooler than normal temperatures. It is always a double-edged sword. We need a little more time to get our equipment ready, but some early spring revenue would also be welcome.

I think it is safe to say we all had a pretty successful and informative annual meeting in Winnipeg. It was a good exchange of information, ideas, with some excellent presentations. The weather in Winnipeg also seemed a little more pleasant than some I have attended.

In Ontario we just wrapped up our local farm show. Our competition was right across the aisle from us. A drone manufacturer that I was unfamiliar with had a unit on sale for around \$10,000. It had a 10 litre/2.5 gallon capacity. Speaking with the salesman it didn't appear adhering to label rates, TC or PMRA regulations was much of a consideration at all. Just fill it up with pesticide and go.

With increases in the budworm programs in Quebec and New Brunswick in 2018, and implementation of the private land program in Quebec requiring even more aircraft it looks like it will be a busy spring for many operators across the country. Let's hope a late spring does not delay the start/completion dates.

We welcome the introduction of "Delegate" a Dow insecticide used to control western bean cutworm which can be used in combination with corn fungicides and will not require a permit to apply in Ontario. For those growers that don't book their aerial application a couple of months ahead, will now be able to get some protection for their crop using real time scouting not relying on planning for the worst but hoping for the best.

I wish all a very safe successful season. Accidents do not need to become a foregone conclusion as part of our industry. Do your recurrent training, don't push the parameters, and treat your equipment with the respect and care it deserves. It will go a long way in ensuring you arrive home safely at the end of your day.

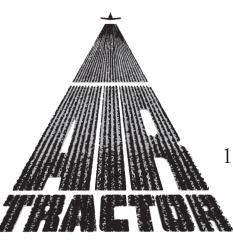
#### PAUL ZIMMER

### "Remember to celebrate the milestones as you prepare for the road ahead"

**NELSON MANDELA** 



hey say you don't know where you're going until you know where you've been. While looking through past issues of CAAA National Newsletter, as it was known before it became New Horizons, the President's Report from 24 years ago could have been written today. It references speaking with the media (before today's social media!) as well as dealing with noise complaints; while also emphasizing operators helping other operators in need and the importance of mentorship.



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ow many people get in their car or truck in the morning and pull out of the driveway thinking, "Today I think I may have an accident." Hopefully, not many drivers on the road think this way. I hope most people consider themselves competent enough behind the wheel that they aren't expecting to have an accident.

Accidents are unfortunate when they happen, but they can happen anywhere at any time. It's even more unfortunate when an accident happens in an already highly visible agricultural aircraft and the resulting publicity is not handled in a professional manner.

There was one such occurrence this summer where an ag plane crashed and was written off. The pilot luckily walked away from the wreck. The pilot, maybe still in a somewhat dazed state, made some comments to the media (TV, radio and newspaper) that made many of the ag operators in the Prairies cringe when they heard them via one of those 3 sources. I hesitate to repeat the comments for fear they may further ingrain some of the misconceptions about our industry in people's minds. On the other hand, here are a couple of hints from me, a very inexperienced person when it comes to dealing with the media:

- Never say something like: "I expect to have two or three more crashes before I retire." This is not a positive attitude.
- Never make comments like: "It's a dangerous job, but I am well paid." That makes you sound like a greedy mercenary who has no interest in agriculture.
- If you can't be positive about the

industry and the people working in it, don't say anything. Remember that what you say can affect all of the members if the industry.

Finally, if you are dumb-founded by the crash, remember the phrase: "No comment".

An issue that will always be with us is that of low flying. Although, for the most part, we seem to be able to carry on our business, it is one that may become worse as time goes on.

I was recently approached by the local newspaper with regard to a low-flying complaint around my immediate area. The pilot was flying in a safe manner and was not doing anyone harm. Granted, there was a bit of noise associated with the operation that may have been annoying for a few minutes. The reporter from the paper lived in the area where the spraying was taking place and decided to add a little more stress to an already stressful period of time.

The resulting article hit the paper the next day. While reading the article, it amazed me how we could have gotten so much positive publicity a week earlier because we were the savior for the farmers combating the Bertha armyworm, and now we were terrorizing the residents of the city and spreading toxic pesticides all over the Province.

The ending comment of this story is that, if you are or aren't following the rules to the letter, you may have to defend your actions. What some people see as aerobatics and unnecessary maneuvers are really just part of our everyday jobs which we carry out in a safe and professional manner.

Now it is time to take my hat off to the industry I am a part of. We had a major outbreak of Bertha armyworms in our area past August. As a result, I had to get some fellow aerial applicators in to give me a hand. These pilots were able to come to an area that they were unfamiliar with and save thousands of acres of canola from destruction. All during this time, they operated in a professional manner that made me proud to be a part of the operation. As I saw these things happening, it made me wonder what other industry there is where the operators are so mobile that they can be there to help a fellow pilot in such a short amount of time and do it in a manner that must be commended.

This summer I received many calls from pilots who were interested in buying an aircraft and becoming an aerial applicator. Try as I might to convince them to get a job with an established applicator until they gain experience, I think most of my words fell on deaf ears, do pilots have an ego that makes it difficult for them to admit they don't know it all and can still learn from someone?

Our insurance fund has made it possible for established operators to hire new pilots and have them insured. It does not, however, encourage or offer insurance to a new pilot starting a business with no prior experience.

Since drift insurance is mandatory, this means that they must get the insurance elsewhere, which is not likely, or get some experience first. We feel that this is a positive step in making our industry more credible. Plus, we feel less accidents that are hard on the pilot and the industry are likely to occur if those running business are experienced operators, and the new pilots get some practical experience with these operators.

#### JON BAGLEY

Past President, Canadian Aerial Applicators Association (CAAA)

#### **CAAA 2018**

## ANNUAL CONFERENCE & TRADESHOW

he 2018 CAAA Conference and Trade Show was one that will not soon be forgotten. The CAAA President promised mild temperatures last year and for the first time in many visits to Winnipeg we did not have a blizzard! The conference program was packed with informative education sessions, offering a record ten (10) credit sessions! The exhibitors' hall was bustling with networking opportunities. The banquet and auction had a special presentation from Dylan Sher providing a sneak peak of the documentary 'Before the Plate'. With the highest attendance rates in years, the conference was a huge success.

Day one began with sessions offered by Pratt & Whitney Canada Inc., Yorkton Aircraft Maintenance, Bayer Crop Science and Transport Canada's UAS Task Force. The awards luncheon began with a welcoming address from the Manitoba Minister of Agriculture, The Honourable Ralph Eichler. Minister Eichler was able to speak on items directly related to the aerial application industry and presented one of the CAAA scholarships. The awards luncheon also honoured individuals nominated by their peers in recognition for going above and beyond with their dedication to the industry. Congratulations to all recipients! (listed on the following pages) Do you know someone that should be recognized? Be sure to watch for the nomination announcements next fall. The afternoon continued with the annual CAIR Safety Seminar. Day one concluded with the exhibitor grand opening where delegates had the opportunity to mingle with exhibitors and enjoy a cocktail!

Day 2 opened with the CAAA Annual General Meeting and covered important Association information. The NAAA President, Gary Jerger, was in attendance and provided a NAAA update for our members. Dr. Clint Hoffmann, sponsored by Syngenta with his presentation on Spray Application Technology completed the morning.

Following lunch, Manitoba Agriculture presented on

Agronomic Do's and Don'ts. The spousal program also took place with a Winnipeg Wine Tour.

The conference banquet began with Dylan Sher, speaking on his documentary "Before the Plate". Before the Plate attempts to close the gap in perception between the urban consumer and farming in Canada. Modern consumers are increasingly interested in where and how their food gets to them, but accurate information is hard to come by and often feels out of reach. Before the Plate follows young farmers and industry experts in order to show the general population what a modern Canadian farm operation looks like and answer the most pressing questions consumers have about their food. The film will follow food staples of the Canadian diet all the way from the farm to the harvesting and processing operations, and showcase the final product at Canoe, one of Toronto's most prestigious restaurants. The goal is to submit the finished documentary to the Toronto International Film Festival, as well as other influential film festivals in 2018. The project will follow various types of agriculture, including both organic and conventional practices to answer some of the biggest questions related to farming in our society. As an added bonus the filmmakers spent time with long standing CAAA member Paul Zimmer and his team and we very much look forward to seeing the final project!

Following dinner, the fun continued with the live auction! Energy was high and the auction was once again very successful, thanks to both our sponsors and the many purchasers.

The conference concluded on day three with the CAIR Annual General Meeting and a session led by Dr. Dennis Gardisser on Requirements for Fungicide/Insecticide Applications

Thank you to all our amazing sponsors for their continued support. Without them the conference would be not a success! Also, thank you to all delegates for your attendance. We look forward to seeing you next year in Montreal, QC.

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10 New Horizo

## Congratulations 2018 CAAA AWARD RECIPIENTS

The following awards were presented at the **CAAA Awards Luncheon** 





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#### **DIAMOND SPONSOR AWARD**



Photo (above): Yves Houde (right) receiving Diamond Sponsor Award from Resby Coutes (left), on behalf of Pratt & Whitney Canada



Photo (above): Nicolas Girard receiving Wings of Agriculture Award from Jeff Farr and Clairon Seib, on behalf of Benoit Tetreault Diamond Sponsor Award is presented to a single sponsor who provides the most significant support during the year through the CAAA Partnership Package.

**Recipient:** 



#### **WINGS OF AGRICULTURE AWARD**

Wings of Agriculture Award is presented for outstanding professionalism in agricultural aviation by an active member of the association, sponsored by Mid-Continent Aircraft Corporation

Recipient: Benoit Tetreault

**Nominated by:** Jeff Farr

This year's recipient of the 'Wings of Agriculture' award started taking his private license in 1979. He completed his commercial, multi, ifr and instructor rating in about 1 year. He then worked as a flight instructor until he decided it was time to fly a helicopter. He returned home and used a helicopter to spray apple orchards, parks and shelterbelts. He then branched into fixed wing aerial spraying.

Fast forward many years and I had the opportunity to work with him. His organization and attention to detail is second to none. His shop is as organized as any I have ever seen. Specific spots for tools, parts labelled and itemized with lists where they are located and the quantities available. Did I say shop, I meant to say his 4 portable shops!

Now to the operation: checklists, spreadsheets, nozzle placement and setting sheets, calibration code change work sheets and the list goes on and on, impeccably organized, and now I know why.

In 2017 he looked after the single largest ag aircraft fleet in Canada... 35 aircraft, pilots, ground crew and base managers on 9 different bases.

Always moving from base to base in his Beechcraft baron to troubleshoot, repair and keep the fleet running smoothly.

Safety is high priority. He always listens to and stands up for any concerns that his pilots or crew may have.

He still found time for a visit, a story or two and of course some laughs all while looking after the operation.

I am thankful for the experience I had and anyone who has the opportunity to work with him will definitely see the level of professionalism he brings to our industry!



#### M.V.P. AWARD

The Award of Excellence is presented in recognition of an individual's contribution to the betterment of agricultural or forestry aviation in Canada.

Recipient: James (Jim) Wood
Nominated by: James Pottage

Anyone who know Jim Wood, knows he has a passion for agriculture and aviation. Jim has grown his farm and several other businesses from scratch with hard work, dedication and integrity. Jim's quality leadership and high expectations have been a recipe for success in agriculture and aviation.

Jim has operated a spray business for over 30 years and is an accomplished fixed and rotary wing aerial application pilot. He has created the opportunity to give many pilots their start in the aerial application business. He is a great mentor to his 10 fulltime employees that help manage Provincial Airways' AOC and AMO certificates.

Jim has always been an advocate for a strong aerial application industry and has been dedicated to the industry associations. I believe these characteristics embody excellence in this industry, and I am pleased to nominate Jim for this award.

M.V.P. Award recognizes a non-flying individual support staff of a CAAA member who demonstrates an outstanding contribution to the teamwork approach of an aerial application operation in Canada.

**Recipient:** Christine Frisch **Nominated by:** Dave Frisch

Christine has always taken it upon herself to ensure that all pilots at Jonair are fed and watered throughout the season at Jonair. Christine takes us all in like her own family and can be found driving across the yard in the ranger with a box full of hamburgers, hot dogs and cold drinks.

Christine makes all the pilots feel at home, making them feel like part of the family and part of a team.



The Pilot of the Year Award recognizes an active CAAA individual member who is a pilot with more than 5 years of experience and has demonstrated dedication and professionalism throughout their career as an agricultural pilot.

Recipient: John Floyde

Nominated by: Dave Frisch

John has always shown dedication and professionalism throughout his career as a forestry, and ag pilot. Johnny has always been a good mentor for younger pilots and takes great pride in his quality of work. He takes great pride in his aircraft and treats it as his own.

Johnny takes pride in his position at Jonair and is very reliable. He is always there when we need him. John Floyde is an excellent candidate for the 2018 Pilot of the Year.

#### **JUMPSEAT AWARD**

Jumpseat Award recognizes an individual, group or an allied member, who through personal effort and dedication, have made substantial contributions to the agricultural aviation industry and its national association.

**Recipient:** Queen Bee Air Specialties, Chip Kemper and Joy Hancock

Nominated by: Bryan Dion

Queen Bee has always been a supporter of our provincial associations, and a strong supporter of the CAAA. Chip and Joy always assure excellent support to our fleet by assuring parts are readily available and keep our industry running smooth!





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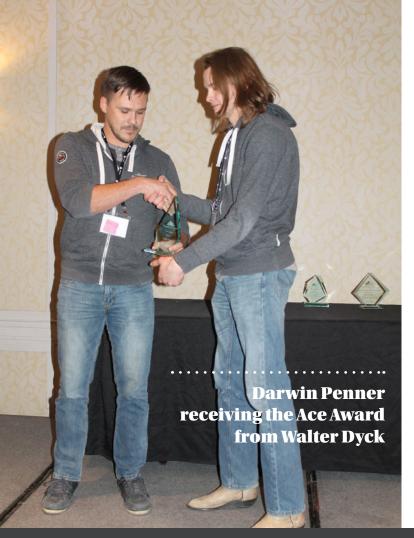






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Ace Award is presented to a pilot with five years or less experience who demonstrated great tenacity and willingness to accept "any position around the hangar that may lead to a flying job", in their quest to become a professional Ag-Pilot.

Recipient: Darwin Penner

Nominated by: Walter Dyck

Darwin Penner has worked on the ground at Jonair for 3 summers now. He has obtained his commercial pilots license and is anticipating taking the AG course.

Darwin never complains, takes ANY job that needs to be done is always available; 7 days a week all summer long.

As much as I want him to get into a seat, I will be sad to not have him mixing for me anymore.

#### CAAA SCHOLARSHIPS

"With the generosity of our sponsors, we were able to present 3 Scholarship in 2018!"

The goal of the CAAA Agricultural Aviation Scholarship is to strengthen the aerial application industry by helping CAAA Operators bring new pilots into the profession. Each applicant must be sponsored by a CAAA Operator, and scholarship recipients must use the proceeds for flight training or agricultural coursework at a university, college, community college or other institution of higher learning.

#### THRUSH SCHOLARSHIP

Resby Coutts presents Thrush Scholarship to Jeff Farr on behalf ofAlex Goyette



ALEX GOYETTE 2018 Recipient

I am writing this essay in regards to the Agricultural Aviation Scholarship, where in 250 words the applicant is to describe how the \$2000 fund would be used if won. If selected I would use the scholarship funds to help my progression of becoming an aerial applicator. I am currently nearing the final steps of completing my commercial flight training and will be attending the Battlefords Airspray aerial application course in the upcoming years. In 2016 I worked my first spray season for Farr Air as a loader and I now have the privilege of returning for my third season in 2018. Over these three years I have gained a tremendous amount of experience and knowledge about the industry and have seen firsthand how rewarding it can be for pilots and ground crew alike to work alongside farmers in protecting their agricultural investments.

Being that I am from a farming background and have a passion for flying I am certain that a career in aerial application will be as rewarding as it will be exciting. I look forward to spending my summers helping farmers protect their passion as I pursue mine from the air. I hope that my journey of completing my commercial pilots license and becoming an aerial applicator may be made easier by the aid of this scholarship. Thank you for taking the time to read my essay. I hope it was as much of a pleasure to read as it was for me to write.



Hot start. Generator failure. Flameout. They can spoil any ag pilot's day if you're not ready to deal with them correctly. But with our new factory training programs, you can be. At our dedicated Training Center in Albany, Georgia, we combine teaching in the classroom with time in both our new 510AS advanced flight simulator and in our dual cockpit 510P to create the most comprehensive turbine transition and re-currency training in the industry. We also conduct complete maintenance training as well on every aircraft we build. It's all part of our Ag Aviation Safety Initiative and it's only available at Thrush – where we believe better training leads to safer flying. And that helping you fly safely is our most important mission of all.

For more information about the 510AS advanced flight simulator and our new factory training programs, contact Robert Garrett at 229-789-0480.



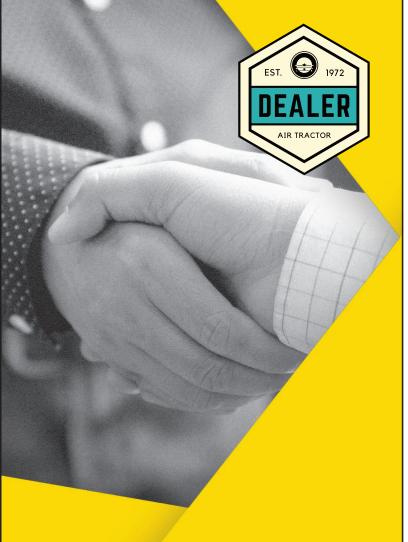
Built the best, to fly the best.

#### Hon. Ralph Eichler presents Air Tractor Scholarship to Mark Westwood



MARK WESTWOOD 2018 Recipient

I am applying for this scholarship to help further my career in Aerial Application. Six seasons as a crowd crew, among other roles, have laid a solid groundwork, upon which I intend to build a career as an aerial applicator. Having spent a few years studying other sectors of the aviation industry, I have found aerial application much more enjoyable to learn about. The intersection of agriculture and aviation combines two of my great passions. Raised on a farm, only flying could distract me from the appeal of the family farm. Leaving the family farm was very difficult but has allowed the opportunity to focus on helping the producers we serve. Since I began loading aircraft, I have been granted many opportunities to broaden my skillset in agriculture. The opportunity to add aerial application will greatly increase my ability to serve our customers. Attending the Professional Agricultural Pilot Training Course at Battlefords Airspray this spring will mark the culmination of a total of nine years work building my flying qualifications to reach a point where I am able to transition into a flying career. Attending this course will only be the start of my education as an aerial application pilot, one that I am confident will continue to challenge and fascinate me for many years to come. Should I receive one of the CAAA Agricultural Aviation Scholarships for 2018, I would be very grateful, as it would make the transition to a flying position much easier.



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#### CAIR SCHOLARSHIP

Jon Bagley
presents CAIR
Scholarship to
Jason Lazenby on
behalf of Daniel
Hamilton



DANIEL HAMILTON 2018 Recipient

I have two passions in life; farming and aviation.

I had the privilege of growing up on a mixed farm near Olds Alberta. This was a great opportunity; enabling exposure to a multitude of hands on experiences starting at a very young age. Cliché; but I agree that farming becomes a part of your blood.

Fresh out of high school though farming was always in the back of my head, I had decided that I wanted to experience a different job. I did my private pilot's license the summer 2006 doing flight lessons in the mornings before baling hay the rest of the day. I was accepted and enrolled into the Mount Royal Aviation diploma in the fall and received my Commercial, Multi and Instrument ratings.

My first flying job was doing pipeline right of way inspections out of the Edmonton International for Airborne Energy Solutions (now called OpsMobil). After this I moved up to Fort McMurray flying

single pilot in a Navajo and First Officer on the Twin Otter and King Air 200 for G-Sky Aviation. After G-Sky Aviation closed its doors my draw back to agriculture was re-affirmed.

I have been very privileged to have the aviation experience I have received. This stated; I was also eager to get back to the family farming business; but my ultimate goal going forward is to combine my two passions into one with aerial application. This was confirmed after working as a loader for Royco Air Service this past summer. The Lazenby were great ambassadors to the industry and demonstrating the benefits of what a career flying aerial application aircraft provides. This scholarship would go towards my aerial applicators course this spring with Battleford Airspray. Following the course my intention is to fly the Piper Pawnee for the Royco Air this upcoming spring. I am very excited to combine my two passions; farming and aviation.



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### STRENGTHENING MENTORSHIP

#### **JEANNE MARTINSON**

Author, Leadership Lessons Learned from Downton Abbey

n the British television series, Downton Abbey, set at the time of World War I, the character Alfred Nugent joined the staff at Downton Abbey as a footman, although he was formally trained as a waiter in a hotel. Having never worked as a footman prior to his arrival, he appeals to the butler, Mr. Carson, for instruction. He is enthusiastic to learn new skills and to perform his tasks to the best of his ability. When Mr. Carson is instructing Alfred on spoons, Thomas, the other footman, overhears the learning session and comments, "You're taking a lot of trouble with young Alfred, Mr. Carson. I feel quite jealous." Thomas assumes that Mr. Carson is showing favoritism towards Alfred by mentoring him.

At the time of Downton Abbey, many crafts or trades were learned through mentorship, both by watching and following good examples and through direct training and apprenticeship. A good leader didn't expect an employee to understand the entire job or be able to do the job perfectly without ongoing training or mentoring.

It is easy for a leader or manager to mentor those who are enthusiastic and likable. It is less easy to mentor those who seem disgruntled or not fully engaged in their role. However, without mentorship, these latter employees will be even less likely to be engaged and successful if they do not feel competent in their duties.

#### STRENGTHENING MENTORSHIP

"If a leader does not take an active role in mentorship and leaves the training to other staff, **they miss the opportunity to resolve poor performance as it arises.**"

he leader may pick his most successful or senior staff member to train the new hire, but that still might not be the best choice. Although it takes time and effort, when a leader considers the cost of rework or mistakes an employee may make in the future, it is prudent to take charge of their development to ensure success.

#### Four steps in the learning process from not knowing to full competence and confidence are:

- 1. There is considerable direction from the leader to the learner. If the learner has minimum knowledge of the task, he needs to be told what to do, how to do it, when and why. The leader decides and communicates direction. To not do so would leave the learner feeling unsupported.
- 2. Once the learner has basic knowledge and experience of the task, the leader then listens to the learner's input prior to making the decision.
- 3. As the competence and confidence of the learner grows, the leader moves into the role of coach where he helps clarify the decision before it is carried out.

4. Full delegation is where the employee feels both competent and confident enough to make the decision completely on their own.

Is your work environment open to mentorship? In some organizations, the leader may have to articulate who mentors whom and how employees access mentorship.

Mentorship must be seen as fair and available to all - not as favoritism or an opportunity for one-on-one time with a superior to develop a more personal relationship. Mentorship time should be dedicated to actual skill development versus personal conversation or relationship building.

Golfing is not mentorship - unless you work at a golf course.

Mentorship is when we talk about work, when teaching work skills on work time. Managers who 'mentor' employees while doing leisure activities and call it 'mentorship' create confusion regarding the definition of mentorship. Whether the manager intended it or not, other employees may perceive such activities as favouritism.

A leader needs to be diligent regarding how they manage their mentorship processes to avoid misperceptions, both by the learner and other employees.

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#### LET'S TALK ABOUT SAFE TO SPRAY

### "Crop dusting has evolved into aerial application."

#### **JESSICA FREEMAN**

Executive Director, Colorado Agricultural Aviation Association (CAAA)

t is springtime again and you may have spotted low flying aircraft in rural areas. Agricultural aircraft are used to conduct aerial application services, also known as crop dusting services. There are many misconceptions about the aerial application industry, but the Colorado Agricultural Aviation Association (CoAAA) is here to provide the industry facts.

"Crop dusting" doesn't begin to describe the way the industry has developed since it began in 1921. For one thing, most applications today are in liquid form, so the word "dusting" doesn't say enough. For another, today's aerial applicators do much more than their predecessors did. The best term for them might be "Crop Doctors," because they must administer the proper, targeted treatment, at the correct dosage and time, to keep the plants healthy. Aerial applicators work closely with farmers, ranchers, agronomists, and crop consultants to plan and execute a treatment plan for a threatened crop.

Aerial applicators perform many vital tasks such as seeding crops and/or cover crops; fertilizing crops, rangeland, and/or forests; protecting crops with disease control products; performing public health spraying (an example would be mosquito control); forestry seeding, fertilizing, and protection; aerial firefighting; and weed mitigation. Aerial applicators are capable of working over most types of geographic terrain-production farmland, ranch land, state and federal lands, mountains, and waterways. The agricultural aircraft often volunteer to help in surprising ways. Last fall two aircraft came from Fort Morgan to assist firefighters in suppressing a grassfire by Kersey, Colorado, with aerial water drops. Volunteer aerial firefighting is used in cases of emergency and it is just one example of how aerial applicators volunteer to support their local communities.

Aerial application is often the safest, fastest, most efficient and most economical way to treat a crop when pests or disease threaten it. Applying products by air supports low till or no till farming practices, and it allows access to a crop when the field is too wet for landbased equipment to safely enter. The rainy spring in 2015 made most field access nearly impossible, so aircraft were called in to prevent massive wheat crop loss to a fungus called Striped Rust.

Remember, anything added to a crop has a cost (economic input),

so farmers will only pay for needed services to seed, feed, or protect their crop if the cost of crop damage exceeds the cost of making the application. This concept of using economic threshold allows farmers to use only what is necessary for the crop in a specific growing season. What was necessary to protect a crop in 2015 may not be used in 2016 depending on weather, pests, diseases, etc.

Agricultural aircraft are a tool used by well trained professional pilots certificated by the FAA to make low altitude flights in support of agriculture, forestry, or public health. The average aerial applicator pilot has 21.3 years of experience and the average aerial application business owner/pilot has 27.4 years of experience in the industry. Ag pilots have their commercial pilots' licenses and must also be registered as commercial pesticide applicators in the states where they make applications. New pilots take an average of three to five years to receive pilot certifications and receive mentoring by an aerial applicator before the new pilot is given the responsibility to perform active aerial application jobs. The new pilot typically works on the ground crew learning the business for one to five years before earning the op-



portunity to get into an agricultural aircraft. New pilots learn the business from the ground up.

Today's aerial applicators fly both helicopters and fixed-wing aircraft especially designed for this purpose. These aircraft range in price from \$100,000 to \$1.5 million. They are ruggedly built to handle 30 to 100 takeoffs and landings every day from rough landing strips and they offer protection and good visibility for the pilot. Today's ag aircraft use sophisticated precision application equipment such as GPS (global positioning systems), GIS (geographical information systems), real-time meteorological measurement systems, flow control valves for variable-rate applications, single-boom shutoff valves, and smokers to identify wind speed and direction. Spray equipment such as nozzles are heavily researched, factory tested, and professionally calibrated to provide optimal coverage patterns for each individual aircraft.

Why do we need crop protection products to grow our food and other crops? The world population continues to grow at a fast pace. Today there are 7.4 billion people, but it is estimated that by 2025 there will be 8.1 billion, with the population in 2050 projected to reach 9.6 billion people. World food needs will double, but land area suitable for farming is not increasing. To produce future food, fiber and bio-fuels and leave room for wildlife, we

must increase production on the land we are now using. High-yield agriculture, which includes the use of crop protection products, benefits the environment by producing maximum crop yields from a small amount of land.

Crop protection products, both conventional and organic, such as fungicides, insecticides, and herbicides, may be used in aerial applications. All crop protection products must meet tough safety standards. Only one in 20,000 pesticides actually survives the eightto 11-year process of development, testing and registration by the U.S Environmental Protection Agency (EPA). According to Phillips Mc-Dougall, it costs \$256 million to bring a new crop protection product to market. The aircraft apply a diluted solution of the crop protection product to ensure complete and even coverage over the entire application area.

Nearly 900 scientists and program officials from the EPA make sure that products are properly registered to comply with federal law. Once on the market, they are monitored by the EPA, the Food and Drug Administration (FDA), and state pesticide enforcement agencies. This stringent regulatory system ensures the safety of our food, the safety of the products to the environment, and the safety of the workers that mix, load, and apply the products.

Contrary to what consumers may think, organic farmers employ the services of aerial applicators on organic crops, using approved organic pesticides to prevent any infestations from starting. Like conventional farming, timing is crucial and when spraying needs to be done for organic fields, it needs to be done quickly. A survey by the National Agricultural Aviation Association found that nearly one in four (23%) aerial application companies sprayed an organic field in 2015. According to the National Organic Program (NOP), which is overseen by the USDA, organic crop pests, weed and diseases must be controlled primarily through management practices including physical, mechanical and biological controls. According to the NOP when these practices are not sufficient, a biological, botanical or synthetic substance approved for use on the "National List" may be used. Substances that may be used include horticulture oils, sulfur, copper, pyrethrum, rotenone, Bt and Spinosad.

The next time you see a working agricultural aircraft, feel free to appreciate the beauty of a professional job well done. Our pilots live, raise their families, and eat the local food produced in the same communities where they work, because they know it is safe to spray.

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## THE FUTURE for Crop Protection Companies



ERIC SFILIGOJ Editor, CropLife | March 5, 2018

or the past three years now or so, the agricultural marketplace has been pre-occupied with all the mega-mergers going on within the industry. As the Big Six has been whittling down to a Big Four/Five, there has been plenty of attention paid to how these various deals would eventually go down, what products/lines would end up with new owners, and where the newly-combined companies would be based (in the U.S. or in other parts of the world).

Of course, all this begs a simple question — what happens next? Looking at things on a company-by-company basis, here's some food for thought.

**ChemChina/Syngenta.** Now that this deal is complete, it looks as if China is planning to more enthusiastically embrace seed traits and CRISPR technologies. However, in recent weeks, another large Chinese crop protection company, Sinochem, has announced intentions to merge its operations with ChemChina in 2018. This would create a \$120 billion behemoth in the market. It would probably also mean significant product divestitures for both companies to win the necessary regulatory approvals from some countries around the globe. Either way, ag retailers would likely see more Chinese-branded crop protection products entering the U.S. market.

**Dow/DuPont.** Another done deal. At present, the combined companies are undergoing "right-sizing," cutting expenses and overhead. Once this is complete, however, plans are for this single company to split into three distinct companies, with one focused exclusively on agriculture. Expect this to take place sometime between the end of 2018 and the middle of 2019.

**Bayer/Monsanto.** This merger has hit a few snags with regulators in Europe. Despite the fact that Bayer has already agreed to sell sev-

eral assets to BASF to make this deal happen, the company is now anticipating a demand for further divestitures before any regulatory blessings are received. This will likely include some of the company's vegetable seed lines, according to market watchers.

BASF. Once the Bayer / Monsanto deal happens, BASF will find itself involved in the seed market with the acquisition of LibertyLink traits. Look for the company to push hard to grow this brand — and perhaps acquire even more seed assets from Bayer and/or Monsanto along the way.

**FMC.** FMC has always been a solid player within the crop protection marketplace. However, now that the company has acquired several research and development assets and in-the-pipeline products from the old DuPont, most market observers expect FMC to become a major marketer of brands and new products over the next few years.

And finally, for the smaller crop protection companies outside these Big Five, there might be more opportunities to acquire products. The bottom line — it will be an interesting couple of years ahead for all of us...

Keep the following information handy in your CAIR file to assist you during the 2018 spraying season.

CAIR inquiries should be directed as follows:

For questions regarding CAIR safety seminar, CAIR videos, meeting information or general inquires contact:

**CAIR** 

P.O. Box 21085

Edmonton, AB T6R 2V4

**Phone:** 780-413-0016 **Fax:** 780-413-0076

**Email:** info@canadianaerialapplicators.com

The 2018 CAIR Safety Seminar was held in Winnipeg, MB in conjunction with the CAAA Annual Conference and Trade Show. Various topics were discussed including hazards of moving pilots to larger turbine aircraft and professional and safe conduct in agricultural aviation.

The seminar was recorded and is now available on the CAAA Website Members Only Page for any pilots who were unable to attend the seminar. If you have any questions, please contact the CAIR Office at 780-413-0016.



For questions regarding insurance coverage, applications and claims contact:

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#### CAAA MENTORSHIP PROGRAM

**JON BAGLEY** 

The CAAA's Mentorship Program provides a confidential source of experience sharing and mentoring to all new applicators. The CAAA has gathered names of individuals who have agreed to act as mentors and talk confidentially with applicators throughout the upcoming season. The individuals listed below are available to speak with any applicator on a totally confidential basis. Please contact anyone of them if you have questions or need direction during the season.

**CLARION SEIB** 

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Bus:	306-786-7007	Bus:	780-352-7833	Bus:	306-598-2033
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#### **TURBINE DROMADER AIRCRAFT**

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#### PZL DROMADER AIRCRAFT

**1987 PZL Dromader M-18A**, 3344 Hrs Total Time, Engine: WSK PZL Model , SZ-621R-M18- (131 S.M.O.H.), Prop: Hamilton Standard 23E50-473, (O-S.O.H.)

**1987 PZL Dromader M-18A,** 2247 Hrs. Total Time, Engine: WSK PZL Model ASZ-6121R-M18, (949 S.M.O.H.), Prop: Pezetel Model AW-2-30 (94 S.O.H.)

**1987 PZL Dromader M-18A**, 2791 Hrs. Total Time, Engine: WSK PZL Model ASZ-621R-M18 (184 S.M.O.H.), Prop: Hamilton Standard Model 23-E50-505 (231 S.O.H.)

**1981 PZL Dromader M-18**, 1424 Hrs. Total Time, Engine: WSK PZL Model ASZ 621R-M18 (1115 Since New), Prop: PZL Model AW-2-30 (50 S.O.H.)

**1985 PZL Dromader M-18A,** 3136 Hrs. Total Time, Engine: WSK PZL Model ASZ-621R-M18 (891 S.M.O.H.), Prop: PZL Model AW-2-30 (200 S.O.H.)

1980 PZL Dromader M-18, 2121 Hrs. Total Time, Engine: WSK PZL Model ASZ-612R-M18 (41 S.M.O.H.), Prop: Hamilton Standard 23E50-505 (216 S.O.H.)

**1982 PZL Dromader M-18,** 2 Seat Trainer Aircraft, 266 Hrs. Total Time, Engine: PZL Model ASZ-621R-M18 (462 S.M.O.H.), Prop: WSK PZL Model AW-20-30 (23 Total Time), Aircraft converted to a 2 seat cockpit under Turbines Inc. STC#SA1198GL by extending AFT cockpit

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**1980 PZL Mielec M-18,** 1755 Total Time, Engine: WSK PZL Model ASZ-621R-M18 (1092 T.T.S.N.). Last Annual Done 9-5-2001

**1980 PZL Dromader M-18,** 1352 Total Time, Engine: WSK PZL ASZ-621R-M18 (499 S.M.O.H.), Last Annual July 2002

**1980 PZL Dromader M-18,** 981 Hrs. Total Time, Engine: WSK PZL Model ASZ-621R-M18 (981 T.T.), Last Annual 2002

All three aircraft are complete and will have disassembled props.

#### **DISASSEMBLED AIRCRAFT**

**1985 Dromader PZL M-18A,** 2910 Hrs TT, Engine: WSK PZL Model ASZ-621R-M18 (655 S.M.O.H.), Last Annual 2007. Aircraft has the wings and control surface off at this time

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#### CLASSIFIEDS

#### **AIR TRACTOR 401 PILOT WANTED**

**Posted by:** Bp Airspray Ltd

**Email:** bpairspray@hotmail.com

**Phone:** (306) 227-3980

I require two qualified commercially licensed professional agricultural aerial applicator for the 2018 spray season. Applicants must have 3 years experience and a minimum of 500 ag hours experience. Must have excellent working knowledge of bantam gps, accident free record, be proficient in writing and speaking english. Applicants must be able to perform physically in a fast paced work environment. Education: Canadian commerical pilots license, Saskatchewan pesticide applicators license Duties: to fly fixed winged agricultural aircraft safetly and efficiently with bantam gps, to work with customers to create work orders, to work in a professional manner with the support ground crew, to perform daily checks on aircraft being flown. To keep work logs in a orderly fashion and to be available when conditions are optimum, also to keep a valid Canadian commercial pilots license and provincial pesticide license Wages: paid monthly rate is \$75.00 an hour, 40 hours a week, overtime with remuneration. wages based on acres sprayed Acres sprayed in a season depend a upon weather and farm economy, workers comp is required by law

#### PILOT WANTED FOR THE 2018 SPRAY SEASON TO FLY PA 25-250 AND PA 36-400 $\,$

**Posted by:** Brennan Jardine

Email: brennanjardine@hotmail.com

**Phone:** (306) 862-6701

PIlot required for 2018 season to fly Pawnee-250 and Brave 400 for 2018 season. Send resume to brennanjardine@hotmail.com. Telephone 306-290-4469 or 306-862-6701.

#### **PILOT - 702 TURBINE AG PILOT**

**Posted by:** Miccar Aerial Ltd.

**Email:** devan@goodspiritair.com

**Phone:** (306) 786-3345

Pilot – 702 Miccar Aerial Ltd. is looking for Turbine Ag Pilots for the 2018 season. We pride ourselves on providing safe and efficient aerial application services to farmers of the Yorkton and surrounding areas. The following minimum requirements should be met; - Valid Commercial pilots license; - 500 Hrs Pilot in Command; - Professional Aerial Applicator Training Course; - Saskatchewan Pesticide Applicator License; - Industry Experience either ground or flight; - Proficient in English; Position is seasonal and starts June 1, 2018 to September 30, 2018. Wages are in accordance with our company pay schedule (\$3,390.00 bi-weekly). Training will be provided to the selected pilots in accordance with the approved company training program. Applicants that meet all the above requirements please submit a resume using the career page on our website. www.miccaraerial.com/careers Thanks, Miccar Aerial Ltd. Yorkton, SK S3N 2V6 www.miccaraerial.com

#### **CLASSIFIEDS**

#### PROFESSIONAL TURBINE AG PILOTS

**Posted by:** Kindersley Air-Spray

**Email:** advanced.aviation@sasktel.net

**Phone:** (306) 463-4600

KINDERSLEY AIR-SPRAY LTD. is currently seeking 3 professional pilots to join our team for the 2018 spray season to operate 510P aircraft. These positions are full time seasonal with an anticipated start date June 1st 2018 through to September 31st 2018.Canadians and Landed immigrants with all requirements will be given first preference but foreigners may apply. APPLICANTS MUST HAVE: 5 years or more experience, a minimum of 1000 hours turbine agricultural experience; an excellent working knowledge of SATLOC GPS, must be accident free within previous 5 years be a member of the SAAA and CAAA and be proficient in numeracy and reading, writing and speaking English. They must also be competent at task planning, organizing, decision making. Applicants must be physically able to perform a physically demanding job in a fast-paced environment. CREDENTIIALS: - Canadian Commercial Pilots Licence or equivalent - Saskatchewan Aerial Pesticide Applicators Licence - Alberta and Manitoba Aerial Pesticide licence would be an advantage - Clean safety and accident record for the past five years - Proficient in SATLOC GPS systems - Minimum 750 Turbine Ag Hours 1000 hrs overall Ag time - Must be able to maintain journey logs as required by Transport Canada - Applicants must able to complete other duties related to the position, deal with staff and customers in a professional manner - Proficient in speaking, reading and writing English DUTIES: to fly a fixed wing turbine agricultural aircraft safely and efficiently with the SATLOC GPS flight computer, to work with customers to create spray orders, to work in a professional manner with ground support crews, to perform daily checks on a turbine powered aircraft, to keep work logs in an orderly fashion, to be available to work when conditions are optimum, to keep current Canadian Commercial Pilots Licence and provincial pesticide applicators licence, and to mentor junior and first year pilots. WAGES: Paid Monthly. Rate is \$75.00 per hour, 40 hours per week, overtime with remuneration. Wages are based on acres sprayed. Acres sprayed in a season depend upon weather and farm economy. Bonuses based on performance. Workers Compensation coverage as required by law. EMPLOYMNET TERM: Seasonal Full Time anticipated from June 1st to September 31st Please apply by email only at advanced.aviation@sasktel.net Web site www.kindersleyair-spary.com Saskjobs.ca order No.5603255 APPLY BY: Jan 31 2018 Only successful applicants meeting all requirements will be contacted. KINDERSLEY AIRSPRAY, Hangar 4 Kindersley Regional Airport, KINDERSLEY. SK Canada.

#### PILOT WANTED

**Posted by:** Roland Jenson

**Email:** rolandjenson@hotmail.com

**Phone:** (306) 867-7725

Pilot required for 2018 season at Outlook Sask. To fly piston AT301/600 Thrush. Send resume to Rolandjenson@hotmail.com

#### JOB WANTED: AIRPLANE & HELICOPTER AG-PILOT - HIGH EXPERIENCED

**Posted by:** Luis Urrutia Martin

Email: luisurrutiamartin@gmail.com

**Phone:** +50230321302

My name is Luis Urrutia, 45 year old, +7,000 flight hours on ag spraying, mostly AT602, and also very well experienced on AT502 & Thrush 510P for banana & sugar cane fields spraying since 1999, Ag Pilot on helicopters also, airline transport pilot on FAA and ICAO, +13,000 flight hours in total. Satloc Bantam and G4 operator, flow control and inteliflow operator. FAA & OACI current 1st class medicals Never had an accident I don't have Canadian working permits but will love to begin any process to become eligible. I'm open to move to a place with my wife and kids in order to settle down and get a long term working relationship. Certainly a family person, good manners and good worker, no drugs or alcohol issues ever. Thanks for your kindly attention My best regards. Att Luis Urrutia +502 30321302 Guatemala, Central America

#### 4500 HOUR AG PILOT SEEKS EMPLOYMENT

Posted by: Henco Du Plessis

**Email:** hencodoepie@gmail.com

Phone: +27647698762

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**Posted by:** James DeHart

**Email:** jamesdehart@rogers.com

**Phone:** (705) 241-4025

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