



# Quick Turn

Eastern Aviation Fuels • Summer 2018

## From The Cockpit

As we get older, it seems like summer comes and goes in the blink of an eye. Even as of this writing, the first cold front of the year has ushered in a little cooler air and finally a reprieve from the humidity we associate with living in the south. Similar to the quickening change of seasons, our team has been busy spreading the word about the Shell program at many venues across the U.S.

First, the Shell team exhibited at the NBAA Regional Forum in White Plains, New York.

This location is a veritable “hot bed” of aviation activity as many Fortune 100 companies call this region home. The Shell exhibit was hopping with activity as visitors received the opportunity to win a \$100.00 Visa gift card. We would like to thank the many customers that came by the booth to visit.

EAA Airventure held in Oshkosh, Wisconsin was our next stop. Once again Shell Aviation sponsored the EAA Aviators Club each day of the event. Directly alongside the flight line, the air-conditioned facility provided the perfect vantage point to view the air show each day. The great food and refreshments was a wonderful draw as Shell customers and other aviation enthusiasts filtered in daily to find relief from the late summer heat. We were also excited to have some of the finest aerobatic pilots visit us each day. The AeroShell Aerobatic team signed autographs and posed for pictures with fans. Their presence in the Aviators Club made the week truly special.

On the program front, I am pleased to announce that as of July 1st we assumed control of the Atlas FBO software platform. There had been ample progress made with the development of Atlas over the last year, and now under our management, we plan to further enhance the product and service consistent with the expectations of the Shell FBO network. We believe Atlas gives us a firm foundation to build a software platform that will eventually help each Shell FBO manage their business professionally and efficiently. All customer support, training, maintenance, and enhancements are handled by us. If you are interested in learning more about Atlas FBO software and how it can help manage your FBO operation, please do not hesitate to contact your area sales representative.

Lastly, we would like to thank everyone for their business. The Shell FBO network now stands at over 535 locations. Without your continued support, this growth would not have happened. We look forward to seeing each of you at this year’s NBAA Convention in the Sunshine State.



Fly Safe!

Buddy Stallings  
Robbie Stallings





# FBO Spotlight

## US Navy Renews Contract with Trident Aircraft (ESN)

Easton, MD - Trident Aircraft will continue to provide flight training to The U.S. Naval Academy Powered Flight Program for the next five years. This program is designed to take 1st Class (senior year) Midshipmen with an interest in pursuing Naval Aviation, and put them through a three week program to prepare them for further military flight training.

To date, Trident has trained over 1,000 Midshipman over the past four summers taking students from zero flight time to their first solo. This intensive, fast-paced course is designed to identify and groom future US Naval Aviators.

With corporate headquarters based in Talbot County, Maryland, Trident Aircraft employs 40 personnel year round and surges to over 50 employees during the summer months. The Naval Academy Powered Flight Program creates summer job opportunities for college age certified instructor pilots and aircraft mechanics. Estimated total direct and indirect economic impact of the contract exceeds \$2M annually into Talbot County. Trident's fleet of 41 aircraft range from simple flight training



aircraft to corporate jets, located at five different airports in Maryland and Florida. Trident was founded in 2006 and has become a leading aviation service provider to the US Naval Academy and the general aviation community.

For more information visit [www.tridentaircraft.com](http://www.tridentaircraft.com) or call (410) 604-1333.



### Important Dates to Remember

**September 6**  
Regional Forum  
San Jose, CA

**October 2-4**  
Quality Control Seminar  
Brookfield, WI

**January 29 - February 1**  
Schedulers and Dispatchers  
San Antonio, TX

**September 25-27**  
Quality Control Seminar  
Arlington, TX

**October 16-18**  
NBAA-BACE  
Orlando, FL

**February 12 - February 14**  
NBAA Leadership Conference  
Austin, TX





## Lebanon-Springfield Airport Welcomes 14th Annual Jets Over Kentucky

Lebanon, KY – The 14th Annual Jets Over Kentucky invaded the skies over Lebanon, KY July 8–14, 2018 at the Lebanon-Springfield Airport (612). The “Worlds Grandest Jet Event” featured the largest fuel burning radio-controlled jet show in the world.

Over 200 pilots from the United States, Mexico, Canada, Asia, Iceland, Venezuela, Germany and Spain attended this year’s event. This one-of-a-kind show featured scaled down versions of iconic jets, including: F-15s, F-4 Phantoms, B-1 Bombers, F-18 Super Hornets and Stealth Fighters. The show also featured a 13-foot-long version of the SR-71 spy plane valued at over \$100,000.

The event opened with a Fighter Jet Showdown, a full-scale aerobatic jet show including high



speed passes, 9G turns, and simulated bomb runs. Look-but-don’t-touch tours of the private plane tents were offered by some of the pilots showcasing their planes ranging in price from \$20,000 to \$100,000. The Parade

of Lights took place Friday evening followed by a half-hour fireworks display.

For more information visit [www.jetsoverkentucky.com](http://www.jetsoverkentucky.com).





# FBO Programs

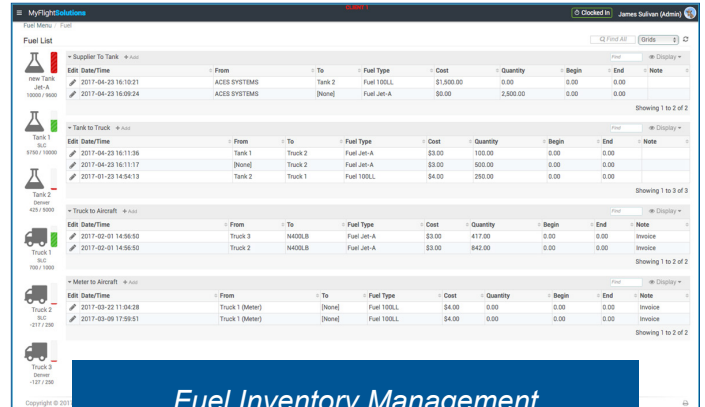
## Atlas FBO Software

Shell branded FBOs, both large and small, will benefit from the Atlas FBO POS software to increase their revenues and profits through the automated handling of many elements of FBO business management.

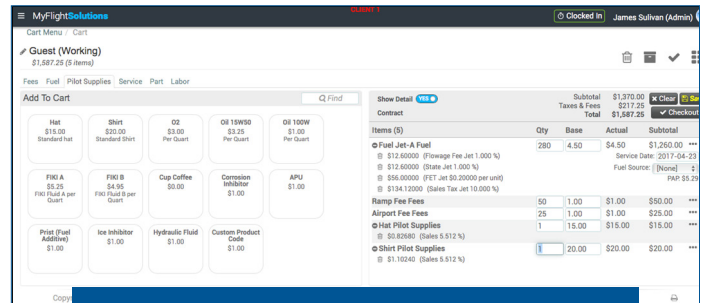
The web-based software is modern and PCI compliant regarding gateway communication to US Bank with Credit Card Vault Security.

Atlas FBO Software features:

- Integration of Shell Cards, bank cards, Air Card and Shell Contract Fuel
- Fuel inventory management
- Item inventory and tax/fee table
- Extensive reporting ability
- Export to Quickbooks
- Customer resource management
- Automated client contract specific pricing
- Robust direct billing, customer statements and recurring invoices
- User friendly cart experience
- Payment processing for fast reimbursement



Fuel Inventory Management



User Friendly Cart Experience

Interested in learning more about Atlas FBO Software?  
 Jim Benepe - JBenepe@easternaviationfuels.com or 307-763-2073  
 Nicole Kassler - NKassler@easternaviationfuels.com or 801-610-6824

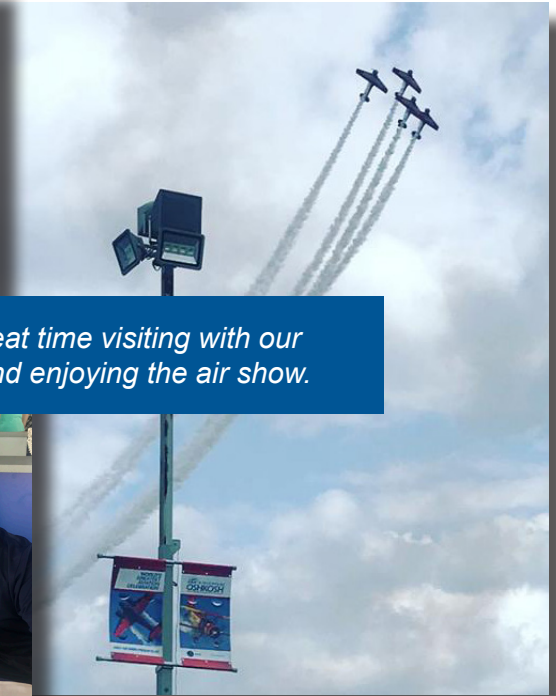
## Welcome New Shell Branded FBOs

FBO Name	Airport	IATA	City	State
Modern Transportation	Owensboro-Davies County	OWB	Owensboro	KY
CB Aviation Inc DVO	Gnoff Field Airport	DVO	Novato	CA
Hutt Aviation	Minden-Tahoe Airport	MEV	Minden	NV
FlightLevel RI-OQU	Quonset State Airport	OQU	North Kingstown	RI
FlightLevel RI - SFZ	North Central State Airport	SFZ	Smithfield	RI
FlightLevel RI - UUU	Newport State Airport	UUU	Middletown	RI
FlightLevel RI - WST	Westerly State Airport	WST	Westerly	RI
Northern Nevada Aviation	Minden-Tahoe Airport	MEV	Minden	NV





## EAA AirVenture 2018



*We had a great time visiting with our customers and enjoying the air show.*

## Welcome New Contract Fuel Locations



- |  |                       |
|--|-----------------------|
| Woodstock Aviation (MSV)                 | Monticello, NY        |
| Shelbyville Municipal (SYI)              | Shelbyville TN        |
| Davis Field Aviation (MKO)               | Muskogee, OK          |
| Signature Flight Support (MKC)           | Kansas City, MO       |
| Trident Aircraft Services (ESN)          | Easton, MD            |
| Lake City Gateway Airport (LCQ)          | Lake City, FL         |
| Hutt Aviation (MEV)                      | Minden, NV            |
| Dare County Municipal Airport (MQI)      | Manteo, NC            |
| Spartanburg Downtown Memorial (SPA)      | Spartanburg, SC       |
| Corporate Air Center (BVS)               | Burlington, WA        |
| Arkadelphia Municipal Airport (ADF)      | Arkadelphia, AR       |
| Lakeview Aviation (EFK)                  | Newport, VT           |
| Lakeland Aviation (ARV)                  | Minocqua-Woodruff, WI |
| Charlotte-Monroe Executive Airport (EQY) | Monroe, NC            |
| Direct Flight Solutions (M54)            | Lebanon, TN           |

*Interested in adding your FBO to our Contract Fuel list?  
Contact our Contract Fuel Department today at 252.633.0066*



# Quality Assurance

## Filter Vessel Concerns

*Courtesy of Gammon Technical Products The GAMGRAM, No. 69*

We had a call from a customer: "Your filters aren't working. I don't get any improvement on membrane color and we have a customer complaining." This is the sort of phone call that makes a filter manufacturer or salesman cringe. The reason is that he or she knows that 99% of the time, it isn't the element's fault, it is a fuel problem such as mixed fuels. But today, problems with the vessel hardware are often the cause.

**WARNING:** Make sure the vessels are ventilated and properly safe for entry, as well as obtaining all needed permits for confined space entry and personnel exposure. This is especially important if you are filtering leaded avgas, but all fuels represent a hazard.



Both plain filters and filter separators are wonderful technology. They remove dirt smaller than blood cells, smaller than the eye can see. Filter separators allow less than 1/1000 of one percent (10 ppm) of water, regardless of the inlet concentration.

**INTERNAL HARDWARE** - All filter vessels have internal element hardware. These should be removed and inspected periodically. These mount, seal and space the elements.

Spider plates are used to keep the elements spaced correctly and so that they cannot work loose or hit one another - or the vessel wall. Replace them if missing, not only do they hold the elements, they prevent static buildup that causes damage to the elements, interior coatings and help prevent fires inside the vessel. See GamGram 007 and 015.

Some filter separators have aluminum manifolds with hidden gaskets where they mount. All of this hardware (except stainless steel) is prone to corrode and ALL rubber gaskets will fail over time. In our opinion, all hardware should be removed AT LEAST once every 5 years and inspected.

**ACCESSORIES** - There are also accessories on your vessel that must be maintained. These include a pressure relief valve, an automatic air eliminator, manual drain, differential pressure gauge, sampling connections - and on filter separators, a water control device. In cold weather, heaters are used on filter separators to prevent the sump and drain line from freezing.

**Pressure relief valve:** If it leaks, don't plug the outlet! Either get the valve serviced or replace it. Don't change the setting or dismantle unless you can accurately reset the relief point. If it drips, run the outlet to a recovery tank, back to the storage tank or to a sump separator.

**Automatic air eliminator:** If an automatic air eliminator leaks, it may be rebuildable, but most are not. Once



# Quality Assurance



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## *Filter Vessel Concerns continued . . .*

again, if it leaks, don't plug the outlet, service or replace the valve. If it drips, run it to a recovery tank, the storage tank or a sump separator.

**Manual drain valves** should not be plugged if they leak, but replaced. A common safety solution is to put a "camlock" connector and cap on manual drain valves. This allows more security against an accidental opening and contains any leaks.

**Differential pressure gauge/indicator:** Typically, this is a Gammon Gauge, a piston operated differential pressure indicator. All you typically need to do is to check calibration regularly using our procedure.

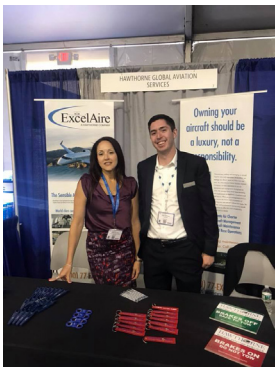
There is a filter in the upper housing which should be replaced regularly. Your standard is set by your company, the ATA-103, IATA or JIG. We recommend at least once every 10 years or if the piston moves slowly under pressurized testing in accord with our test. Cleaning of the gauge should be done with only one material, 3M Scotchbrite.

**Sampling Connections** are pretty simple, if they leak, either replace the seals or replace the quick disconnect. But, it is also important to maintain the dust cap.

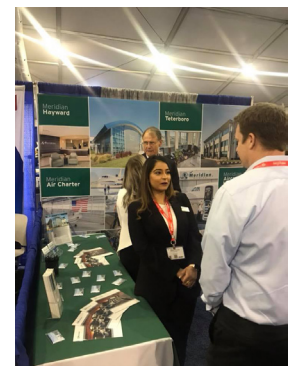
**Water controls** are much more complex. They can tell the difference between water and fuel and they have to stop fuel flow if too much water collects.



## NBAA Regional Forum - White Plains, NY



Shell FBOs were well represented at the NBAA Regional Forum in White Plains, NY in June.





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SINCE THE BEGINNING OF FLIGHT...SHELL IS FLYING



## Quick Turn

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