



Quick Turn

Eastern Aviation Fuels • Quarterly Newsletter • 1st Quarter 2013

From The Cockpit



This year has been a busy one for Eastern Aviation Fuels and Shell Aviation. The corporate aviation community met in January at the NBAA Scheduler and Dispatcher Conference held in San Antonio, Texas. “Shell Row” was hopping with activity as over twenty Shell FBOs participated in this gathering of aviation professionals. Sporting western attire the Shell FBOs teamed up to raffle off two iPads each day of the convention. Wednesday night of the convention, we were proud to host a party for our FBOs and industry friends at Howl at the Moon alongside the city’s picturesque Riverwalk. The cocktail party featuring piano bar entertainment was standing room only, and everyone had a great time.

Our next venue was at the NBAA Regional Forum in Long Beach, California. The Shell team was there to highlight our extensive marketing program to prospective FBOs and corporate flight departments. Southern California is a strategic growth area for Eastern Aviation Fuels and Shell Aviation. We are excited about our prospects and look forward to growing the network in this state.

We would also like to take this opportunity to welcome new team member Tracy Daniels. Tracy will



work from our corporate headquarters in North Carolina and will support Tracy Gough and the Contract Fuel Program. Tracy brings a tremendous amount of knowledge and skill from her previous position with a major charter operator. Our Contract Fuel Program will definitely benefit from her extensive experience.

Lastly, we would like to thank all of our customers for your business. Our success and growth through the years can be attributed to you. We appreciate the relationships we have developed with each of you and look forward to a prosperous 2013.

Fly Safe!

Buddy Stallings
Robbie Stallings
Eastern Aviation Fuels





FBO News

Hammond Air Center



Hammond Air Center, KHDC, is the brainchild of Erin Pierce and Paul Cutrer – a couple of pilots that had a passion for aviation.

Several years back, Erin and Paul were flying back from Telluride, Colorado and tankered fuel into Hammond to save their employer money; this was their light bulb moment. Why were they paying less for fuel in Telluride, Colorado, when they are surrounded by refineries in Louisiana? “We eventually determined we could save our employers money and still have enough profit leftover to support an FBO,” says Pierce.

Officially opening on January 21, 2012, Hammond Air Center has made quite a name for themselves. David Blossman, of Abitia Brewing Company, and a base customer says, “I think Hammond Air Center is successful because the people that run it enjoy what they are doing, like

I enjoy brewing beer. These guys are real airplane nuts. I never have to worry about the ground handling of our jet because half of the crew here is certified to fly it.”

To meet growing demands, Hammond Air Center has recently signed an agreement to construct a third aircraft hangar on their ramp. The new hangar will be 7,200 square feet with a 70’ by 20’ door opening.

To learn more about Hammond Air Center visit www.hammondaircenter.com.



Welcome New FBOs

FBO Name	Airport	IATA	City	State
City of Washington	Warren Field	OCW	Washington	NC
Cleveland Municipal Airport	Cleveland Regional Jetport	RZR	Cleveland	TN
Gwinnett Aero	Gwinnett County	LZU	Lawrenceville	GA
Leading Edge Aviation	Tampa Executive	VDF	Tampa	FL
McCreary County Airport	McCreary County Airport	18I	Pine Knott	KY
Shelby County Airport	Shelby County Airport	EET	Calera	AL
Stevens Point Airport	Stevens Point Airport	STE	Stevens Point	WI



New York's Best Kept Secret...

Air Bound Aviation, KCDW, located at the Essex County Airport in Caldwell, NJ is your gateway to New York at just a short 25 minute drive from the city. Allowing cars to pull right up to your aircraft to pick up passengers or unload baggage, Air Bound Aviation will help you get to your destination quicker.

Having been in business for twenty years, Air Bound Aviation has continued to grow and has recently acquired an additional 17,000 square feet of hangar space with 12,000 square feet of hangar floor and an 88' by 26' door. With low hangar fees and a convenient location the FBO is actively seeking new tenants.

The FBO boasts all the amenities customers have come to expect, from WSI Weather and catering to a newly remodeled passenger lobby and pilots lounge. In addition, the FBO offers deicing and onsite rental cars. "Combine our NATA certified line technicians with minimal departure delays, we promise you will receive fast, efficient service with prompt turnarounds," says General Manager, Guyon Nelson.

Though the Super Bowl is months away, Air Bound has already started planning. The FBO will provide additional customer parking and are bringing in more manpower and equipment to help things run smoothly.

Air Bound Aviation will be running a fuel special for all Shell Aviation card holders, so be sure to apply for a card prior to arrival.

For more information visit airboundaviation.com



Important Dates to Remember

APRIL 9-14
Sun 'N Fun
Lakeland, Florida

APRIL 22-24
NATA FBO Leadership Conference & Capital Week for Aviation Business
Arlington, Virginia

APRIL 16-18
ABACE
Shanghai, China

MAY 21-23
EBACE
Geneva, Switzerland

JUNE 6, 2013
NBAA Regional Forum
White Plains, New York

JULY 11, 2013
NBAA Regional Forum
Denver, Colorado

SEPTEMBER 12, 2013
NBAA Regional Forum
Waukegan, Illinois

OCTOBER 22-24
NBAA
Las Vegas, Nevada

OCTOBER 25
ProJet Aviation Education Expo
Leesburg, Virginia



FBO Programs

Contract Fuel News



The Shell Contract Fuel program is continuing to grow. Since January 1, we have brought on approximately 100 new aircraft and 12 new participating FBOs.

Most recently, long time Shell Contract Fuel location, Port City Air, KPSM, in Portsmouth, NH has implemented a No-Fee Policy essentially eliminating the following fees for ALL customers visiting PSM:

- No Landing Fees
- No Fuel Flowage Fees
- No Aircraft Parking Fee First 24-Hours (Location Specific)
- No Passenger Facility Charge Fee
- No Terminal Use Fee

Alongside these savings, Port City Air is committed to improving their service in an effort to exceed customer expectations as well as surpass industry standards.

For the most up to date Contract Fuel card application please visit www.shellaviationcards.com or to learn about how your FBO can benefit from accepting the Shell Contract Fuel Card please contact Tracy Gough or Tracy Daniels by emailing contractfuel@easternaviationfuels.com.



New Contract Dealers

AIR 7	CAMARILLO, CA	CMA
AIR BOUND AVIATION	CALDWELL, NJ	CDW
BUSINESS AIRCRAFT SERVICES	DANBURY, CT	DXR
DIXIE AVIATION	CROSS CITY, FL	CTY
DOMINION AVIATION SERVICES, INC	RICHMOND, VA	FCI
FONTAINEBLEAU AVIATION	OPA LOCKA, FL	OPF
GATLINBURG PIGEON FORGE AIRPORT	SEVIERVILLE, TN	GKT
HOT CREEK AVIATION	MAMMOTH LAKES, CA	MMH
LANDMARK AVIATION	WHITE PLAINS, NY	HPN
LEADING EDGE AVIATION	TAMPA, FL	VDF
OCONEE COUNTY	SENECA, SC	CEU
WESTERN OREGON FLYING SERVICES	ROSEBURG, OR	RBG

AeroClass News



71st Doolittle Raiders Anniversary Reunion

Miracle Strip Aviation, KDTS, in Destin, FL is gearing up for the 71st Doolittle Raiders anniversary reunion. The FBO will be awarding double points to AeroClass pilots visiting during the event purchasing 200+ gallons of fuel. This event is truly a once in a lifetime opportunity as it was announced February 1st that this would be the Raiders last public reunion.

There are numerous events scheduled at the Northwest Florida Fairgrounds in Fort Walton Beach, and five B25s featuring, Panchito, Killer B, Special Delivery, Georgie's Gal, and Yellow Rose, at the airport. The public is invited to view and visit with the crews free of charge and rides will be taking place Wednesday, April 17 - Sunday, April 22 for \$425.

The rides will be on a rotational basis with no need for pre-registration.

For more information on the event please visit www.fwbchamber.org and www.miraclestripaviation.com

New AeroClass FBOs

AIKEN AVIATION	AIKEN, SC	AIK
AIR 7	CAMARILLO, CA	CMA
GWINNETT AERO	LAWRENCEVILLE, GA	LZU
LEADING EDGE AVIATION	TAMPA, FL	VDF
RED MOUNTAIN AVIATION	TIMBERLAKE, NC	TDF
STEVENS POINT AIRPORT	STEVENS POINT, WI	STE
V1 AVIATION	BRIDGEPORT, WV	CKB



Recap: Schedulers & Dispatchers

NBAA's Schedulers & Dispatchers (S&D) Conference, which was held at the San Antonio Henry B. Gonzales Convention Center in San Antonio, TX, provided NBAA Members an

opportunity to meet the individuals who are directly responsible for the scheduling and dispatching of aircraft at flight departments of all sizes throughout the world.





Quality Assurance

Jet Fuel and Jet Fuel Additives – Part Two

Courtesy of Gammon Technical Products, Inc. Reprinted from The GAMGRAM

Several years ago a new employee asked me if we kept any jet fuel around for testing purposes. I said yes, of course. He asked if he could have some, just a few ounces. I said sure, but asked what for? His answer was, “I thought if I just put an ounce or so in my motorcycle it would really make it go fast.”

If you aren’t smiling right now, you’re fairly new to the industry.

My answer was, “It would be a lot like putting diesel fuel in your motorcycle.” It took a long time to convince him that jet fuel was not a wonder product, it is really quite like kerosene. He was thinking of nitro-methane.

But a lot of people do not know what kind of fuel “jet fuel” actually is. Many people in the industry don’t know the difference between different jet fuels.

Jet fuel was not always a kerosene-like product. The first truly functional jet aircraft was the German ME – 262. It was based on an English engineer’s turbine engine design. It ran on gasoline. The British development team of the same era was also working with gasoline.

The decision to change to a more kerosene-like product was made for three reasons, safety, space, and cost. Gasoline is more flammable; it has fewer BTUs of energy per gallon and was more in demand for use in cars, so kerosene was a better choice as a fuel for jet engines.

Over the years, the industry has developed several different jet fuels in the world, made under these specifications; ASTM-D1655, Mil DTL-83133E, DEF STAN 91-91 (UK military), CG5B-322 (Canadian jet B), GOST 10227 (Russian) and a Chinese specification. There are also U.S. Military fuel standards such as the “JP-”fuels, which (for our purposes here) range from JP-10 for cruise missiles. ASTM-D1655 allows for three basic Jet Fuels. The following are the basic specifications.

Specification	Jet A ASTM D1655	Jet A-1 ASTM D1655	JP-8	JP-5	JP-4	Jet B
Flash Point Min	100.4°F 38°C	100.4°F 38°C	140.4°F 38°C	140°F 60°C	N/A	N/A
Freeze Point Max	-104°F -40°C	-116.6°F -47°C	-116.6°F -47°C	-114.8°F -46°C	-136.4°F -58°C	-122°F -50°C
Density At 15°C Kg/m3	775 to 840	775-840	775 to 840	788-845	751-802	751-802

As you can see, Jet A and Jet A -1 are the same except for freeze point. A point here; freeze point is not the temperature when fuel freezes, as the fuel is warmed from a lower temperature, it is the point where the last apparently frozen fuel melts. (Actually the point when the last crystals of paraffin disappear).

Hot Tips: Fuel Ordering

Did you know you can order fuel

24 hrs a day/7-days a week

BY PHONE

Mon-Fri.: 8:00 am - 9:00 pm (EST)

Saturday: 8:00 am - 12:00 pm (EST)

call 1-800-334-5732

AFTER HOURS

call 1-800-334-5732

ON THE WEB

www.easternaviationfuels.com

PARTS SUPPLY

Eastern Aviation Fuels carries a full range of supplies and parts for fuel farms as well as refuelers. Our suppliers include:

- Gorman-Rupp
- Velcon Filters
- Gammon Technical Products
- Hannay Reels
- Betts Valves
- OCV
- Thiem
- Liquid Controls

For more information or to order, call 1-800-334-5732 and ask for the parts department.





Jet Fuel and Jet Fuel Additives – Part Two *continued from page 6*

Jet B and JP-4 are now used most often only in very cold climates, where Jet A type fuels will not vaporize well. It is difficult to start an engine if the fuel will not vaporize easily.

JP-8 is Jet A-1 with three additives, conductivity improver/static dissipater, corrosion inhibitor and anti-icing additive.

JP-5 is much like Jet A fuels, but with a higher flash point (temperature when it vaporizes readily) of 140°F (60°C). This makes it a safer fuel for use aboard ships. This is not limited to aircraft carriers, there are many smaller ships capable of launching helicopters and Harrier VTOL fighters. In addition helicopters are fueled in flight (HIFR) from a variety of ships including destroyers.

Additives are allowed in jet fuels the most commonly used world-wide is Stadis 450, a conductivity improver to

help make ground equipment safer by dissipating static electricity in the fuel faster.

Other additives are:

1. Corrosion inhibitor (actually used to improve the “lubricity” of the fuel to reduce wear on the fuel system components, such as pumps and valves.
2. Anti-icing additive (to prevent condensed water from forming as ice crystals and clogging fuel systems in small aircraft not equipped with heat protection).
3. **Biocides such as Biobor (to kill microorganisms).**

A new additive type is being explored which is designed to allow improvement in the engines. To understand this, you must first understand that fuel breaks down at high temperatures and can clog the injection nozzles. A major requirement in jet engine design is to keep that temperature down, not an easy

task since the fuel burns at a very high temperature just as it leaves the injector nozzle. The US military has had great success with an additive (made by Betz Dearborn) most commonly called “+100.”

This additive permits the fuel to pass the thermal stability test (JFTOT) at a temperature 100°F higher than commercial jet fuel. This margin permits increased engine performance without hazardous deposit accumulation. It is a required additive in the new high performance fighters. Work is proceeding on the benefits of this additive in commercial aircraft, and large scale tests are underway by Betz and Shell Oil Company.

Additives are not used to improve jet fuel performance, but to address the needs of the industry, certain aircraft, and under certain conditions. They widen the range of use for this simple fuel. It is critical that we don’t forget to keep these additives clean and free of contamination before they are added to fuel, and that we add them at the correct levels.

Quality Control Seminars

Quality Control Procedures, Record Keeping Techniques, Hazmat Shipping Certification for 1203 & 1863 products, Annual SPCC, and FAR 139.321 certification plus various guest speakers:

April 3–5, 2013
Tunica, MS
Harrah’s Conference Center
Contact Margie James at 662-587-3160

May 21–23, 2013
North Kingston, RI
Contact Steve Tibbetts at 401-500-0555

June 4–6, 2013
Charlotte, NC
Charlotte Coliseum Renaissance
Contact Ed Babb at 864-423-0130

June 27–29, 2013
Sacramento, CA
Contact Mick Kendall at 252-671-9990

November 13–15, 2013
Bowling Green, KY
Contact Steve Johnson at 615-477-7266

Thank you from your Quality Control Team:

Michael Mattern:	865.806.5640
Steve Berry:	252.670.0913
Grant Funderburk:	252.671.7156





Regional Sales Representatives

VICE PRESIDENT SALES & MARKETING

Mike Allen
Mobile (919) 740-9306
mallen@easternaviationfuels.com

CUSTOMER SERVICE MANAGER

Lynn Weyerhaeuser
Mobile (252) 670-6556
lynnw@easternaviationfuels.com

CONTRACT FUEL SALES

Tracy Gough
Mobile (561) 212-5494
tracy@easternaviationfuels.com

DIRECTOR OF MARKETING

Elly Johnson
Mobile (252) 671-0404
elly@easternaviationfuels.com

WEST COAST

Mick Kendall
Mobile (252) 671-9990
mkendall@easternaviationfuels.com

DEEP SOUTH

Margie James
Mobile (662) 587-3160
mjames@easternaviationfuels.com

ATLANTIC COAST

Eddie Babb
Mobile (864) 423-0130
ebabb@easternaviationfuels.com

OHIO VALLEY

Steve Johnson
Mobile (615) 477-7266
sjohnson@easternaviationfuels.com

MIDWEST

Bill Kovac
Mobile (262) 902-8682
bkovac@easternaviationfuels.com

NORTHEAST

Steve Tibbetts
Mobile (401) 500-0555
stevet@easternaviationfuels.com

SOUTHEAST

Matt Cowan
Mobile (256) 690-6597
mcowan@easternaviationfuels.com

SOUTHWEST / GULF COAST

Byron Gray
Mobile (972) 358-6809
byron@easternaviationfuels.com

FLORIDA

Jim Blore
Mobile (954) 304-2792
jblore@easternaviationfuels.com



online
easternaviationfuels.com
by phone
1-800-334-5732
by fax
252-633-3125



Eastern Aviation Fuels
P.O. Box 12327
New Bern, NC 28561

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