

# AMAA Newsletter

Winter 1992

Pam Langley, editor

## *Sheets Reelected AMAA President*

Bill Sheets, Big Sandy Flying Service, Big Sandy, was reelected president of the Association of Montana Aerial Applicators (AMAA) Feb. 20 at a board of directors meeting in Helena.

Also elected for another year were **Mike Biggerstaff**, Big B Flying Service, Stanford, vice president; **Jim Heppner**, Frontier Aviation, Dutton, secretary, and **John Semple**, S.B. Spraying, Helena, treasurer. Other members elected to terms on the AMAA board of directors during the annual meeting Jan. 20 in Great Falls are: **Roger Stradley**, Agricola Pennatus, Belgrade, **Buster Ness**, Ag Air Inc., Chester, **Andy Taylor**, Taylor Aviation, Fort Benton, **Boyd Morgan**, Quality Spraying Service, Belgrade, and **Ron Rowland**, G & R Air Spray, Geraldine.

Exofficio directors named to the board are **Lee Ohlinger**, DowElanco, Ulm, and **Jerry Stephens**, DuPont Ag Products, Billings.

## **AMAA Cards**

If you're an AMAA member who has not yet received a membership card, contact either Bill Sheets or John Semple.

Membership cards were distributed during the annual meeting Jan. 20 in Great Falls.

## **First Annual Meeting Success in Great Falls**

The Association of Montana Aerial Applicators (AMAA) first annual business meeting Jan. 20 at the Heritage Inn in Great Falls was a success with about 40-50 aerial applicators along with crop protection company reps and government officials in attendance.

The highlight was an address by **Congressman Ron Marlenee**, Montana's eastern district representative in the U.S. House of Representatives.

Charlie Adams, Missouri, national vice president of the National Agricultural Aviation Association, represented NAAA at the meeting.

**DuPont Ag Products** sponsored refreshments during the meeting while **CIBA-GEIGY** treated us to hors d'oeuvres and **Sandoz** to drinks during the cocktail hour preceding the annual dinner which was sponsored by **DowElanco** and **Miles**. A big thanks to the companies for their participation!

During the business meeting, the bylaws of the association were approved by the membership, a questionnaire was distributed to ask the membership for its concerns, the 1992 board of directors was elected and plans for 1992 were discussed.

AMAA members who did not sign up for committees during the annual meeting and are interested in serving on a committee should contact Bill Sheets, president.

About 45 aerial applicators attended the pesticide workshop the following day. The workshop, which was worth six recertification points, featured a special breakout session for aerial applicators--a first for the workshop sponsored by MABA.

## *Calibration Fly In Planned for April*

After AMAA's first successful calibration fly in in Lewistown last September, another one is being planned for April. A committee has been appointed to work out the details and is looking at the second week in April for the time but has not yet decided on the location.

Committee members are Mike Biggerstaff, John Semple, Roger Stradley, Boyd Morgan and Orville Moore. Watch your mail for dates and details. If you have questions or suggestions, contact any of the committee members.

## **AMAA Board of Directors**

**Bill Sheets**, President  
Big Sandy Flying Service  
PO Box 565  
Big Sandy, MT 59520  
378-2240

**Mike Biggerstaff**, Vice President  
Big B Flying Service  
PO Box 340  
Stanford, MT 59479  
566-2236

**Jim Heppner**, Secretary  
Frontier Aviation  
PO Box 208  
Dutton, MT 59433  
476-3332

**John Semple**, Treasurer  
S.B. Spraying  
2507 Roberts  
Helena, MT 59601  
443-7487

**Roger Stradley**  
Agricola Pennatus  
PO Box 1287  
Belgrade, MT 59714  
388-6733

**F.H. Buster Ness**  
Ag Air Inc.  
PO Box 670  
Chester, MT 59522  
759-5191

**Ron Rowland**  
G & R Air Spray  
PO Box 226  
Geraldine, MT 59446  
737-4488

**Boyd Morgan**  
Quality Spraying Service  
18866 Dry Creek Road  
Belgrade, MT 59714  
388-4449

**Andy Taylor**  
Taylor Aviation, Inc.  
Po Box 134  
Fort Benton, MT 59442  
622-5282

# **Charter Membership Tops 50, Still Growing**

AMAA's charter membership has topped 50 members and is still growing. Together we can make things happen!

Charter membership to date includes 38 aerial applicator and 15 allied industry members.

A membership application is printed in this issue of the AMAA newsletter. If you've not already become a charter member, we encourage you to join today. Dues are \$250 for aerial applicators and \$100 for allied industry nonvoting members of the association.

Allied industry may pay \$250 and receive full voting membership. So far, two company reps--Mike Waring, Hoechst-Roussel, and Dick Englert, Rhone Poulenc--have joined as full voting members.

### **AMAA Charter Members are:**

<b>Ag Air Inc., Chester</b>	<b>Agricola Pennatus, Belgrade</b>
<b>Agwagon Inc., Bozeman</b>	<b>B &amp; B Enterprises, Valier</b>
<b>Baldwin Spraying, Ismay</b>	<b>Big B Flying, Stanford</b>
<b>Big Sandy Flying</b>	<b>Dillon Ag Application</b>
<b>Elgen Aerial, Culbertson</b>	<b>Farm Spray Service, Big Sandy</b>
<b>First State Co., Cut Bank</b>	<b>Flying Farmer, Chester</b>
<b>French Aero, Hobson</b>	<b>Frontier Aviation, Dutton</b>
<b>G&amp;R Air Spray, Geraldine</b>	<b>Gliko Aerial, Belt</b>
<b>High Plains, Shelby</b>	<b>Hutchinson Spray, Hingham</b>
<b>J &amp; J Aerial, Brady</b>	<b>J &amp; L Aviation, Hardin</b>
<b>Joliet Flying, Joliet</b>	<b>Lincoln Spraying, Gildford</b>
<b>Lohse Air Spray, Carter</b>	<b>Moore Quality Flying, Roundup</b>
<b>Mountain Ag, Hamilton</b>	<b>Nelson Spraying, Chester</b>
<b>Newton Ag Inc, Lewistown</b>	<b>Nitumo Helicopter, Choteau</b>
<b>Pearcy Aviation, Miles City</b>	<b>Pluhar Aerial, Angela</b>
<b>Quality Spraying, Belgrade</b>	<b>Russaero Flying, Malta</b>
<b>S. B. Spraying, Helena</b>	<b>Taylor Aviation, Fort Benton</b>
<b>Weibert Aerial, Hardin</b>	<b>Yellowstone Air, Big Timber</b>
<b>John Drydal, Shelby</b>	<b>Russell Pederson, Circle</b>

<b>Rhone Poulenc, Billings</b>	<b>Hoechst Roussel, Great Falls</b>
<b>DowElanco, Ulm</b>	<b>DuPont, Billings</b>
<b>DuPont, Great Falls</b>	<b>FMC, Greely, Colorado</b>
<b>Miles Inc., Billings</b>	<b>Sandoz, Great Falls</b>
<b>Westchem, Billings</b>	<b>Wilbur Ellis, Billings</b>
<b>Wilbur Ellis, Great Falls</b>	<b>Wilbur Ellis, Minot</b>
<b>Gallatin Farmers, Belgrade</b>	<b>Helena Aircraft, Helena</b>
<b>Sky Tractor, Hillsboro, ND</b>	

## **Safety Tip.....**

A new season is upon us! Remember to take it easy the first few loads until you're sure you have your flight proficiency back.

**IF YOUR GROSS PROFIT IS:**

	5%	10%	15%	20%	25%	30%
<b>If you cut your price:</b>						
<b>Percent</b>	<b>Percent</b>	<b>Percent</b>	<b>Percent</b>	<b>Percent</b>	<b>Percent</b>	<b>Percent</b>
1	25.0	11.1	7.1	5.3	4.2	3.4
2	66.7	25.0	15.4	11.1	8.7	7.1
3	150.0	42.9	25.0	17.6	13.6	11.1
4		66.7	36.4	25.0	19.0	15.4
5		100.0	50.0	33.3	25.0	20.0
6		150.0	66.7	42.9	31.6	25.0
7		233.3	87.5	53.2	38.9	30.4
8			114.3	66.7	47.1	36.4
9			150.0	81.8	56.3	42.9
10			200.0	100.0	66.7	50.0
11			275.0	122.2	78.6	57.9
12			400.0	150.0	92.3	66.7
13				185.7	108.3	76.5
14				233.3	127.3	87.5
15				300.0	150.0	100.0

**EXAMPLE:**

If your present gross margin is 20 percent and you cut your selling price five percent, locate 5 percent in the left hand column. Now follow across to the column headed 20 percent. You will find you will need to sell 33.3 percent MORE units to earn the same gross profit as at the previous price.

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## **AMAA Membership Application**

Name \_\_\_\_\_ Phone \_\_\_\_\_

Business \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Send \$250 for 1992 AMAA membership to: AMAA, PO Box 5415, Helena, MT 59604

## CDL Workshops Scheduled

AMAA members have all received information on the Commercial Drivers License (CDL) Workshops being sponsored throughout the state by the Montana Agricultural Business Association (MABA).

Workshops designed to help pass the written exam are being conducted in Wolf Point Feb. 25 and Havre Feb. 27 and are scheduled for Billings on March 2, Helena on March 9, Kalispell on March 11 and Great Falls on March 11.

**Who Needs a CDL?** In Montana, anyone driving a vehicle over 26,000 lbs. GVW, a school bus, a bus carrying more than 16 including the driver, or a vehicle carrying hazardous material in quantities that require placarding except farmers under specific conditions and vehicles with SME plates.

Hazardous material as defined by the U.S. DOT includes fuel and some, but not all, pesticides in placardable quantity.

The deadline for compliance is April 1. The fine for noncompliance is a minimum of \$2,500 and can be \$5,000 and six months in jail.

AMAA members may attend the workshops for \$35 because of joint membership in MABA. Nonmembers pay \$70.

While relief might be provided in Washington D.C. from the CDL requirements for ag related businesses--especially for seasonal workers--it is safest to be sure now you are in compliance.

## AMAA Legislative, Regulatory Activities

While the Montana Legislature is not in full session this year, nevertheless AMAA legislative and regulatory activities on your behalf continue. John Semple, AMAA's rep for NAAA, traveled to Washington D.C. Feb. 21 to represent you. Bill Sheets is involved with a committee that is working on containment regulations for dealer and applicator sites and we also are involved in work on the preemption of local pesticide regulation issue.

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