



CHECK PILOT'S MONTHLY

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This month's topics:

Fuel Contamination Checks

Contract Fuel System

CRM: Part 4



Fuel Contamination Checks

Purpose: Any questions?

Background: In this case, the fuel truck sat for two weeks. The Line Crew sumped the truck, but not the hose. Our crew asked for a white bucket test and the hose was contaminated.

Take Away: Continue to do the job and do it right!

Contract Fuel System

What is contract Fuel?

Contract fuel is a negotiated fuel price per gallon between an aircraft operator and a fuel vendor and/or Fixed Base Operator (FBO). This price is generally based on an expected gallon usage per year or per month. Contract fuel or associated fees are also arranged for beneficial arrangements between vendors/FBOs and our Company [AV Flight East (KYIP)].

Fuel Administrator

Heather Seifert, hseifert@kalittacharters.com , 800-525-4882 ext 7676 or (734) 544-3414

The Bidding Process

Contract fuel prices found on our trip sheets are generally established in one of three ways.

- 1) Local agreements with a single vendor
- 2) Regional or multiple airport agreements with a vendor (i.e. Laredo, Brownsville, Del Rio)
- 3) Vendor proposed rates (Signature Level 5)

In short, contract fuel is generally a less expensive option than buying retail. Why pay full price? Sometimes retail is cheaper or your only option.

The Fuel Release

There are five methods for paying for fuel:

Direct billing: The vendor sends a bill directly to Kalitta Charters bypassing the flight crew.

Cash: Used by exception at austere airports or during emergency operations (i.e. hurricane relief)

Credit card: This is a current standard purchase method.

Contract fuel card: A card provided by a fuel vendor that operates as a credit card limited to fuel and service purchases at specified FBOs.

Fuel release: A fuel release is an authorization from a vendor (i.e. World Fuels) to buy fuel and services at specified FBOs and a prearranged price per gallon. These authorizations come in two flavors: Open release and release-per-purchase.

An Open Fuel Release is generally issued at a specific FBO to a specific company (i.e. Kalitta Charters) for a specified period of time (one month, one year, etc.). This means the flight crew isn't required to secure a fuel release or provide a method of payment (just pick up your receipt). An example is Phillips Into-Plane at Shreveport, LA.

For a Release-per-Purchase Fuel Release, Flight Following is required to call or email the fuel vendor. The vendor will send an authorized release to a specific FBO to cover the cost of fuel and services (AEG Fuels at KMDW) during each visit. A sample one-time fuel release is attached below.



Order #681989

AEG - New FO#681989 for KMDW - A/C #N298CK - ETA 8/21/2021

FUELER: ATLANTIC AVIATION
ATTN: OPS ON DUTY
FAX:
PH:

CC: ATLANTIC AVIATION
FAX:
PH:

FROM: FUEL OPS
COMPANY: AEG
RETURN FAX: 305-262-6080
PHONE: 305-913-5253
EMAIL: dispatch@aegfuels.com

Please release AVIATION TURBINE FUEL for the following customer on the:
AEG / ATLANTIC AVIATION ACCT as per the following:

CUSTOMER: 1800 / KALITTA CHARTERS
CARD NUMBER: 7770018000010001 EXP DATE: 6/1/2022
LOCATION: CHICAGO - KMDW
A/C REGISTRY: N298CK
A/C TYPE: LJ35
HANDLER:
DESTINATION:
QUANTITY: As Requested.
SCHEDULE: ETA: 8/21/2021 AOG
ETD: 8/21/2021 1300 - LCL
FLIGHT NUMBER:
NOTES/COMMENTS:

Please confirm receipt of order via e-mail to dispatch@aegfuels.com and provide fuel tickets as soon as possible to expediting@aegfuels.com. Thank you for your prompt assistance in this matter.

Regards,
FUEL OPS, AEG
701 Waterford Way, Suite 490
Miami, FL 33126
V: (+1) 305-913-5253 F: (+1) 305-262-6080
dispatch@aegfuels.com www.aegfuels.com

This FUEL release is subject To Associated Energy Group, LLC's General Terms and Conditions (a copy of which is available for review at <http://www.aegfuels.com>)

How do you know which method to use during your trip?

The easiest way to verify your payment method is to review the fueler information on your trip paperwork. The sample below shows Signature Level 5 (credit Card) and Avfuel (Avfuel contract card). Generally, if you have a fuel card that matches the fueler information on your trip sheet, a fuel release is not required. If the information does not match a card in your "tin can," you will be asking Flight Following for a fuel

release or paying retail with a credit card. Our professional Flight Following department is only a phone call away if you have any questions while on a trip.

Overseas operations are slightly more predictable. You will most likely need a fuel release for that specific day and aircraft number for each separate vendor. Carry a paper copy with you and have it available for the handler at each fuel stop outside the United States.

FUELER INFORMATION

Leg # 1	SIGNATURE FLIGHT SUPPORT [Signature Level \			
<u>BKL</u>	P/	216-861-2030	F/	216-861-3417
Leg # 2	ROSS AVIATION [AvFuel]			
<u>LNK</u>	p/	402-475-8600	F/	402-475-1422
Leg # 3	Signature Flight Support [Signature Level V]			
<u>SJC</u>	P/	669-800-1992	F/	407-942-1134

Fuel Vendors

Some of our current fuel vendors: Phillips, World Fuel Corporation, Shell, Avfuel, AEG Fuels, Epic

Key Take-Aways for Buying Fuel

- 1) Always get a receipt or fuel slip. Follow up the next day if required or have dispatch assist.
- 2) If the fuel prices on your trip sheet are out of date, call or email Heather. Her information is listed above.
- 3) According to the Fuel Administrator, we no longer have to get separate receipts for fuel and other services. The fuel vendors have agreed to waive the administrative processing fees for services other than fuel. This means you can use your fuel card to pay for fuel and fees so we have only one receipt
- 4) Monitor the fuel price separation values. Compare the cost of the handling fee versus buying extra gallons to reach the next lowest tier if it is feasible. Consider an additional gallon or two if the next tier starts at #01 (e.g. 201-400, 401-500, etc.)

Cost Analysis: The table below shows an example of how much money a single captain can save in one week.

A WEEK IN THE LIFE OF A CHARTER CAPTAIN									
	Flight	Total estimated fuel at 1400 lbs/hr avg	Gallons	Kalitta Rate/2.95	\$4.50	\$4.75	\$4.80	\$5.04	\$5.36
Day 1	6.0	8400	1235.29	\$3,644.12	\$5,558.82	\$5,867.65	\$5,929.41	\$6,225.88	\$6,621.18
Day 2	7.2	10080	1482.35	\$4,372.94	\$6,670.59	\$7,041.18	\$7,115.29	\$7,471.06	\$7,945.41
Day 3	7.0	9800	1441.18	\$4,251.47	\$6,485.29	\$6,845.59	\$6,917.65	\$7,263.53	\$7,724.71
Day 4	5.8	8120	1194.12	\$3,522.65	\$5,373.53	\$5,672.06	\$5,731.76	\$6,018.35	\$6,400.47
Day 5	4.5	6300	926.47	\$2,733.09	\$4,169.12	\$4,400.74	\$4,447.06	\$4,669.41	\$4,965.88
Day 6	7.3	10220	1502.94	\$4,433.68	\$6,763.24	\$7,138.97	\$7,214.12	\$7,574.82	\$8,055.76
Day 7	5.0	7000	1029.41	\$3,036.76	\$4,632.35	\$4,889.71	\$4,941.18	\$5,188.24	\$5,517.65
				\$25,994.71	\$39,652.94	\$41,855.88	\$42,296.47	\$44,411.29	\$47,231.06

****Fuel savings over the fleet can run into the hundreds of thousands of dollars per year****

****Safety is always the primary concern****

Sample Fuel Sheet

Location	Phone	Fax	Remarks	Price	Updated
BKL					
BURKE LAKEFRONT SERVICES			DOD Approved; JAA & JAA W/ FSII-		05/21/21
SIGNATURE FLIGHT SUPPORT	216-861-2030	216-861-3417	Signature Level V; 1-999999	\$5.58	07/28/21
BNA					
SIGNATURE FLIGHT SUPPORT	615-361-3000	615-361-1857	DOD Approved; JAA & JAA W/ FSII-		05/21/21
ASIG	615-275-2546	615-275-4274	DHL	\$0.00	09/14/20
Menzies - \$300 Cargo Ramp callout fee	6152752546	615-275-4274	AEGFuels; 1-999999 Cargo ramp	\$2.90	07/28/21
SIGNATURE FLIGHT SUPPORT	615-361-3000	615-361-1857	AEGFuels; DC9 & Larger 1-99999	\$3.18	07/28/21
SIGNATURE FLIGHT SUPPORT	615-361-3000	615-361-1857	Signature Level V; 301-999999	\$5.42	07/28/21
ATLANTIC AVIATION	615-360-8109	615-360-8154	AvFuel; 1001-1500	\$5.58	07/28/21
SIGNATURE FLIGHT SUPPORT	615-361-3000	615-361-1857	Signature Level V; 1-300	\$5.63	07/28/21
ATLANTIC AVIATION	615-360-8109	615-360-8154	AvFuel; 501-1000	\$5.69	07/28/21
ATLANTIC AVIATION	615-360-8109	615-360-8154	AvFuel; 301-500	\$5.79	07/28/21
ATLANTIC AVIATION	615-360-8109	615-360-8154	AvFuel; 1-300	\$5.89	07/28/21
ATLANTIC AVIATION	615-360-8109	615-360-8154	AVGAS; 1-9999 RETAIL	\$6.16	07/28/21
LNK					
ROSS AVIATION	402-475-8600	402-475-1422	AvFuel; 1-99999	\$3.96	07/14/21
ROSS AVIATION	402-475-8600	402-475-1422	AvFuel; 1-99999	\$3.96	07/14/21
ROSS AVIATION	402-475-8600	402-475-1422	AvFuel; 1-99999	\$3.97	07/14/21
DUNCAN AVIATION	800-228-4277	402-479-1637	AvFuel; 1201-99999	\$4.08	07/14/21
DUNCAN AVIATION	800-228-4277	402-479-1637	AvFuel; 801-1200	\$4.18	07/14/21
DUNCAN AVIATION	800-228-4277	402-479-1637	AvFuel; 401-800	\$4.28	07/14/21
DUNCAN AVIATION	800-228-4277	402-479-1637	AvFuel; 1-400	\$4.33	07/14/21

Pop Quiz: Which fuel vendors are DoD approved?

Point of Interest: Note the different tiers/price breaks based on location and fuel vendor.

Crew Resource Management: Part 4

By Dan London, Contributing Author

CRM - Teamwork

How does teamwork fit into our profession and our company? We fly airplanes in our Part 135 operation with multiple pilots. Generally there's a Captain and a First Officer and sometimes on longer flights there are additional pilots. The Captain is undoubtedly the team leader and the First Officer is a team member. We function as a team to combat threats and errors. Through teamwork (CRM) we identify threats and errors and assess risk. Teamwork is not an individual sport. It requires active participation of both the Captain and First Officer. It requires the Captain to lead and the First Officer to help the Captain put into action and attain the goals of the mission. Other members of the team are management, mechanics, ground services, dispatchers and ATC.

The Captain sets the tone of how a crew is to function. It is imperative that the Captain establish through briefings what he/she expects of the crew and create an atmosphere where crewmembers feel comfortable to speak up and state opinions, ask questions, and challenge if necessary. This does not mean that First Officers should resist the authority of the Captain, but ask questions if not completely clear on a situation, point out errors and threats possibly unknown to the Captain in a respectful manner and voice assessments about known risks.

What makes a good team? Pilot skills (proficiency), adherence to SOPs, ability to communicate with one another, effective monitoring, ability to detect threats and errors, situational awareness and adaptability. Stay ahead of your aircraft. Never take your aircraft any place your mind hasn't been five minutes earlier. If you're performing a whifferrill, you did not stay ahead of the aircraft.



What's coming next?

- 1) F-Model Falcon 20 differences.
- 2) Continuing education: Earn a degree....seek another rating....keep moving forward!!
- 3) Send any comments or suggestions to mhandren@kalittacharters.com Send any submissions for the newsletter NLT 15 Sep 2021.
- 4) CRM Part 5



Pop Quiz

What is the difference in technique to recover from a stall under the following conditions?

- 1) You are on approach at 5000 MSL and 2000 LBS below maximum landing weight.
- 2) You are climbing from FL340 to FL380 at ISA +20 and encounter clear air turbulence causing the front of the aircraft to pitch up past 10 degrees.

LET'S DO WHAT WE DO BEST.....WE FLY!!!!