



LAFANA NEWS

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VOLUME 2 FEBRUARY 2005

UPCOMING EVENTS

FEBRUARY 2ND - 1ST WEDNESDAY - LAFANA MEMBERSHIP MEETING @ EL RINCON DEL MAR @ 7:00 PM - 13742 SW 152ND STREET, MIAMI (NEW LOCATION)

FEBRUARY 9TH - 2ND WEDNESDAY - FAA SAFETY SEMINAR @ 7:00 PM TO 9:00 PM AT F.S.D.O. 19, 8600 NW 36TH STREET, 3RD FLOOR, MIAMI. DOOR PRIZES.

FEBRUARY 12TH & 13TH - SATURDAY & SUNDAY - LAFANA FLY-OUT TO THE CHAPTER 71'S OVERNIGHT FLY-IN AT X-46 (OPA-LOCKA WEST) SEE ARTICLE ON PAGE #7.

FEBRUARY 19TH - 3RD SATURDAY - LAFANA'S MONTHLY FLY-IN @ X-51U IS MOVED TO THE THIRD SATURDAY BECAUSE OF THE OPA-LOCKA WEST FLY-IN EARLIER, A GREAT BREAKFAST - STILL ONLY \$3.00. EAT WITH ALL YOUR FLYING BUDDIES AT 0830 HRS AND THEN SOME GREAT ENTERTAINMENT AT 0930 HRS. DURING THE LAFANA FAA SAFETY SEMINAR FEATURING ALFRED KILLIAN - HERPATOLOGIST SEEN ON TV'S ANIMAL PLANET TO SHOW US "SURVIVAL IN THE BOONIES!" - DOOR PRIZES TOO!

FEBRUARY 26TH - 4TH SATURDAY - LAFANA'S MONTHLY FLY-OUT - SEE FEB. 12th & 13th.

OVER THE HORIZON

MARCH - 12th & 13th - LAFANA PIG ROAST

APRIL - 12th - 18th - SUN-N FUN

FOR INFORMATION, CALL CAP'N BOB AT (786) 473-9461 (CELL)

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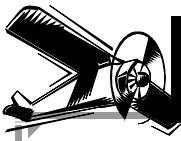
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Lafa OFFICERS FOR 2005

- PRESIDENT: RON ANDERSEN**
- VICE-PRESIDENT: BOB MUSGROVE**
- TREASURER: PAUL DAVIES**
- SECRETARY: CLAIRE ANDERSEN**
- SAFETY OFFICER: BARRY HAWKES**
- AUDITOR: DORIS BUBEL**
- MEMBER AT LARGE: MIKE CHIN**
- PUBLICITY OFFICER: ADLER CONSTANT**
- NEWSPAPER EDITOR: CLAIRE ANDERSEN**
- FLY-IN & FLY-OUT CHAIRMAN: JOHN BUBEL**



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**THE PRESIDENT’S PEN
BY: RON ANDERSEN**

Lafa had three aircraft on display and five others flying overhead at this year’s Fruit and Spice Park’s Natural Art Festival. The festival opened Saturday morning with perfect weather. We spent all weekend answering questions and handing out brochures about flying, Lafa and EAA. The thing I enjoy most at this type of event is talking about the early days of aviation with some of the senior pilots that always attend. Since I fly an open aircraft that cruises around 40 mph out of a grass strip, I can relate to the early pioneers. The little kids are fun to see as well. They always look so excited when I let them sit in my plane. You can almost tell by their expressions which ones will be looking into aviation for a career. The festival always brings interesting people to our display.

Chapter 71’s overnight Fly-In to Opa-locka West is coming on February 12th and 13th. Last year’s event was a big success with good food, flying competitions and raffle prizes. I’m expecting this year’s event to be just as good as last year’s. The karaoke after dinner is always a big hit. If you can’t fly in, you can still drive in. There’s always something going on and it’s a great way to spend the day or the entire weekend.

Lafa’s Annual Pig Roast is coming up in March. This year we’ve been invited to hold the event at Richard’s Field. If you’ve never been to Richard’s, this is a good opportunity. Richard’s Field is a laid back private grass strip in south Dade with an interesting array of aircraft. It brings you back to an era when flying was a lot less technical and more fun. Mark your calendar to come out, have some roasted pig and see what flying was like 50 or more years ago.

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QUICKEE QUIZ

BY: CAP'N BOB

- 1) When carburetor heat is used in an aircraft engine, what happens?
 - a) The engine RPM's drop because of the leaner mixture.
 - b) The fuel/air mixture becomes richer.
 - c) The fuel/air mixture becomes leaner.

- 2) Using fuel lower in octane than specified by the engine manufacturer will most likely cause..
 - a) detonation.
 - b) lower cylinder head temperatures.
 - c) a mixture of fuel and air that is not uniform in all cylinders.

(Answers on Page #4)

Lafa CLUB INSTRUCTORS WITH TRAINERS

* TYPE	NAME	** CLASS	TRAINER	PHONE #
AFI	Tony Anderson	ACL/ACS	Drifter / Quicksilver / Kolb Mk III	(305) 361-3909
AFI	Dick Bronnenberg	WSL	Trike	(954) 328-7468
AFI	John Bubel	ACL	Flitestar	(305) 322-2207
BFI	Andy Corsetti	ACL	Drifter	(954) 435-3736
BFI	Michael Harwood	ACL	Powered Parachute	(305) 613-9592
BFI	Alex Kinghorn	ACL		(305) 408-1003
BFI	Ricardo Martinez	WSL/ACL	Trike / TBA	(305) 255-6462
BFI	Ron Russell	ACL	Challenger II	(305) 823-2997
BFI	Jose Torrado	ACL	Challenger II	(305) 556-8702
BFI	Adler Constant	ACL	Aventura II	(305) 383-0976

* BFI = Basic Flight Instructor
 * AFI = Advanced Flight Instructor
 * A&P = Airframe & Powerplant

** ACL = Aerodynamic Control Land
 ** ACS = Aerodynamic Control Sea
 ** WSL = Weight Shift Land

**FLYING FIRSTS
FOR THE MONTH OF
FEBRUARY**

By: Cap'n Bob

<u>DATE</u>	<u>YEAR</u>	<u>EVENT</u>
FEB. 3RD	1982	A Soviet MI-26 helicopter lifts a record 125,153.8 lbs. to 6,562 ft.
FEB. 8TH	1933	Boeing Airliner model 247.
FEB. 10TH	1938	Squadren Leader J.W. Gillan flies a Hawker Hurricane 327 miles in 48 min., averaging 408 m.p.h.
FEB. 11TH	1911	Vivian C. Walsh makes her first flight in New Zealand.
FEB. 19TH	1982	Boeing Twin Jet Airliner model 757.
FEB. 26TH - 27th	1988	Around the world speed record of 36:08:34 hours by Allen Paulson and crew in a Gulfstream IV.

ANSWERS TO QUICKEE QUIZ ON PAGE 3

- 1) Carburetor heat means heated or less dense air to the carburetor...The answer is "B".
- 2) instead of the fuel burning smoothly, the lower octane burns out of control (pinging, knocking)... the answer is "A" detonation.

"Never fly faster than your guardian angel"

Barbara Musgrove

Lafa MEETING MINUTES

DATE: 1/05/05

OFFICER PRESIDING: Ron Andersen

CALLED TO ORDER: 1930 hrs.

SILENT ROLL CALL: 5 total

MEMBER INTRODUCTIONS: None

<i>Ron Andersen</i>	<i>Rich Bragassa</i>
<i>Paul Davies</i>	<i>Roal Lee</i>
<i>Bob Musgrove</i>	

TREASURER'S REPORT: Passed around, accepted.

SAFETY OFFICER REPORT: Painting - Spray at correct temperature as per manufacturer's recommendations. Don't paint indoors, paint is toxic and highly explosive.

OTHER REPORTS: None

COMMITTEE REPORTS: None

OLD BUSINESS: Fruit and Spice Park display - Ron & Claire to display their aircraft as well as Barry Hawkes to display his aircraft. Barry will call Ricardo Martinez to see if he will display his aircraft. Because of Chapter 71's overnight Fly-in, Lafa's monthly Fly-in breakfast will be rescheduled for Feb. 19th. Safety seminar to be about reptiles and amphibians. Lafa's Annual Pig Roast rescheduled for March 12th. Ron to e-mail Alex to verify date.

NEW BUSINESS: None

MEETING ADJOURNED: 2055 hrs.

PLEASE SEND YOUR MEMBERSHIP
APPLICATIONS OR RENEWALS (\$35)
TO:

Lafa
P.O. BOX # 924266

How To Get....And Keep Students

By Rob Mixon

Often we forget that we are in the flight school business. Oh sure, we know we are flight instructors, and that what we do is teach, so we must be considered a school.

When we look at the term "flight school business" we often delegate or prioritize in that order. We put "flight" first because that is why we became flight instructors. Second we often think of "school" because teaching flight is how we earn our paycheck. The "business" part is something most of us would rather delegate to someone else! In fact it is the "business" part that makes the flight school possible.

When we think of expanding by purchasing another aircraft we are usually thinking of increasing our business. Often we are thinking how neat it would be to expand to that S2B Pitts Special or Lake Amphibian! (Wonder who we visualize flying that new equipment?) Now let's come back down to earth and work with what we have, even if it is that little straight tail Cessna 150 that is in need of a paint job. Let's look at some ways that we may increase our business and profit. Sorry about not purchasing that new airplane...You may have to just settle for your little Cessna 150's new paint job and keeping it clean!

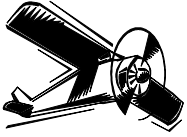
We may offer a specialized market along with our regular flight instruction. A specialized market may include tailwheel training and endorsements, aerobatics, Light Sport Aircraft, or specialize in specific antique classic or high performance training. Remember to respect your student's time when they are scheduled. Make sure they get more than their monies worth when in the air! How many times do you send a new student looking other places to purchase their first log book? Why not have some available?

Word of mouth is by far the best form of advertising. Make sure that each student becomes a salesperson for you and your flight training. Find out what your student's needs are with each flight. Do they have any fear of stalls, crosswinds, etc.? By addressing the student's fears and needs you are demonstrating personal attention and showing the student that you care about them, their well being, and their progress.

How many times have you run into a former student who says, "I would like to fly again" only to say to them, "Sure, give me a call when you are ready." Why not hand out your business card so they will have a ready reminder of your telephone number. It really would not be out of line to ask if they would like to schedule some flight time. In sales it is called "closing the deal." After all we are in the **business** of sales.

An often overlooked area is to send out a newsletter in email or snail mail form to the list of students you are required to maintain by FAR's. While you are looking at that list you might have additional contact information including their birth date. What better birthday present than some flight time!

(Continued on Page 7)



(Continued from Page #6)

When they receive the little "Happy Birthday" note it may plant the seed in their mind that they need to get back into flying...especially if you give them a \$5 or \$10 discount because of their birthday!

How will students know that you are a professional flight instructor? Develop a website and place the web address on your car or truck. You may use magnetic signs on the door or a decal on the rear window. Be affiliated with other aviation organizations that may list you as a recommended flight instructor. Volunteer to give presentations about aviation subjects to schools and groups for free. Many schools have a continuing education department where you might actually get paid to teach a course about flying or flight training--remember to hand out your business cards and any flyers with information about the training you offer. Be sure to include your experience and background in the information you hand out.

One of the easiest and most overlooked way to tell the public, and your students, that you are a professional flight instructor is to purchase shirts and jackets from NAFI. With the winged NAFI logo in red and blue, especially on one of their white shirts, a look of professionalism is added without saying a word. The shirts also come in red and blue. This is a small investment that will keep the idea "professional" in front of the public and your students every time you are around the airport. (My wife said that I cannot wear them to formal dinners!)

Remember that the "**business**" in flight school business is just as important as the "**flight school**."

CHAPTER 71'S OVERNIGHT FLY-IN FEBRUARY 12TH & 13TH

Our sister EAA Chapter 71 is again having it's Annual Fly-In at X-46. They always have a fun event with fantastic food, raffle prizes, flying competitions and great evening entertainment.

The pilots flying up will have ground support provided by Barry Hawkes. Thanks Barry! He will be at the X-51 Airport Manager's office around 0700 hrs, Saturday the 12th.

Barry will take our marked camping gear, fuel cans, etc. up to Opa-Locka West which is on the east side of US 27, just north of the intersection of Krome Ave. (SR 997) and US 27.

We are requested to use the X-51 Manager's office for loading, so we can leave our vehicles/trailers protected overnight.