

# AIRPORTREPORT

AMERICAN ASSOCIATION OF AIRPORT EXECUTIVES

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## UPCOMING EVENTS

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- AAAE Professional Accreditation Seminar ..... Sept. 21
- AAAE F. Russell Hoyt National Airports Conference ..... Sept. 21-23
- Basic and Advanced Aircraft Rescue and Firefighting Schools . Sept. 21-25
- U.S./Europe/Canada Airports/Tourism Development Workshop ..... Oct. 1-3
- AAAE Aircraft and Airfield Deicing Conference and Exposition ... Oct. 5-7

## NOTES

Post your position open ad or resume today at [www.airportjobsonline.com](http://www.airportjobsonline.com)! **Employers:** Have resumes of qualified applicants delivered to your e-mail inbox! **Job seekers:** Receive e-mail notification of jobs that meet your qualifications! Check it out today!

## House Approves DOT Spending Bill Minus AIP

The House of Representatives on Sept. 9 approved by a vote of 381 to 39 the fiscal year 2004 spending bill for the departments of Transportation and Treasury and other general government functions, H.R. 2989.

Prior to House consideration of the bill, the measure included a record \$3.425 billion for the Airport Improvement Program (AIP). However, a jurisdiction squabble led to the elimination from the bill of the entire section containing AIP funding. Specifically, the House Transportation and Infrastructure Committee objected to provisions in the bill funding administration of the AIP program and the small community air service program from AIP—neither of which is authorized by law. They raised points of order against those provisions. Appropriations Committee Chairman Bill Young (R-Fla.) then insisted that the entire AIP section be struck rather than the specific provisions objected to by the transportation committee.

AAAE/ACI-NA legislative staff is hopeful that House and Senate negotiators will settle on an amount for AIP funding somewhere between the \$3.425 billion approved by the House Appropriations Committee and the \$3.5 billion approved by the Senate Appropriations Committee.

The Senate is expected to take up its version of the bill sometime in mid-September.

## Senate Panel Holds Hearing On Security

With the two-year anniversary of the September 11, 2001, terrorist attacks as a backdrop, the Senate Commerce Committee on Sept. 9 called leaders of the Transportation Security Administration (TSA), DOT, Coast Guard and DHS' Customs and Border Protection unit to testify about the progress the government has made to date to enhance transportation

security and to discuss future needs and challenges.

On the aviation security front, a number of senators pressed for information about and urged progress on efforts to fund explosives detection system (EDS) installation and TSA security mandates, to enhance airport perimeter security in order to deal with the threat of shoulder-fired missiles, and to address threats posed by air cargo and general aviation.

In general, there was agreement that progress has been made over the past two years to address aviation and transportation security challenges but that more needs to be done. Several senators and the General Accounting Office noted that gaining adequate resources continues to be the greatest challenge in meeting the security needs for aviation, ground transportation, railroads, pipelines and the maritime industry.

Sen. Trent Lott (R-Miss.), chair of the Senate aviation subcommittee, in his opening comments and again during the question and answer period, expressed his concern about the use of Airport Improvement Program (AIP) funds for aviation security, noting that the situation was necessary on a temporary basis but had long-term detrimental effects on airports and the aviation system. On other airport issues, Lott added that TSA needs to do a better job of ensuring that agency mandates on airports pass the "common sense" test and that they are paid for. Lott also urged TSA head James Loy to reevaluate the agency's use of space at airports, noting that TSA "gobbled up" a lot of airport space that likely is no longer necessary for the agency to maintain.

In response, Loy said that the use of AIP was enormously valuable to jump start security upgrades and appropriate given the need for airports to share in the burden of doing so. Loy added, however, that TSA has no intention of using AIP beyond fiscal year 2003 for EDS installation.

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tion or similar purposes. AIP, Loy said, is "there for another purpose."

Loy noted that some of the pressure on using AIP for security had been alleviated by the Letter of Intent process in place to address EDS installation at airports. His written testimony added, "Since I last appeared before this committee I have been able to sign the first Letters of Intent (LOIs) that TSA has issued to airports.... TSA has established and is applying prioritization criteria to allocate appropriated funds amongst airports through the LOI program. I issued the first series of LOIs to Dallas Fort Worth International Airport, Boston Logan International Airport and Seattle/Tacoma International Airport. I awarded another set for McCarran International Airport in Las Vegas, Denver International Airport, and Los Angeles International Airport and Ontario International Airport in California. These six LOIs, covering seven airports, represent a federal commitment of approximately \$670 million over the next four budget cycles."

In talking about EDS installation and future costs, Loy took issue with the estimated \$5 billion figure Ranking Member Fritz Hollings (D-S.C.) cited early in the hearing. Loy attributed the \$5 billion figure to "airport directors" and said that the more objective estimate was between \$2 billion and \$3 billion. Loy insisted that the \$2 billion to \$3 billion figure would enable TSA to clean up the wake the agency left behind in trying to meet the Dec. 31, 2002, deadline for screening checked baggage.

Sens. Frank Lautenberg (D-N.J.) and Barbara Boxer (D-Calif.), both of whom have been very active in pressing for action to deal with the threat posed by Man Portable Air Defense Systems (MAN-PADS), hit Loy for answers on TSA plans in this area. Loy responded that TSA had implemented an aggressive assessment process at a number of airports and that the agency is actively engaged with FSDs and state and local law enforcement to address possible threats. In his written testimony, Loy noted that "TSA and FAA have helped fund many local airport projects to improve perimeter security, such as construction of perimeter access roads, installation of ac-

cess control systems, electronic surveillance and intrusion detection systems, and security fencing. The realization of and the response to the threat from Man Portable Air Defense Systems (MAN-PADS) is part of our concern and focus on improved perimeter security, an element of the security plan required for each airport."

Cargo and general aviation security remain a concern for a number of committee members, and the General Accounting Office cited both of these areas, along with airport perimeter security, as areas of continued vulnerability. Loy spent a fair amount of time outlining the specifics of TSA efforts on cargo and general aviation security in his written testimony. Most notable is his opposition to proposals that require the physical inspection of every piece of cargo shipped in passenger aircraft. An amendment with such a requirement was included in the House-passed version of the DHS funding bill for 2004, which is pending in a House/Senate conference. Several key lawmakers have expressed a similar view on this issue.

Although the committee did not spend a great deal of time talking about TSA staffing levels, several members alluded to recent staff reductions as evidence that more resources are needed to enhance transportation security. Loy's written testimony notes that, "Our right-sizing effort continues as we work to find the balance between airport and air carrier needs, and staffing requirements for TSA passenger and baggage screeners. After we ramped up to meet the deadlines for federalizing passenger and baggage screening, we had learned much about our staffing requirements.... In light of the fact that TSA met this difficult target of reducing the workforce by 6,000 screeners before the end of this fiscal year, I ask this committee's understanding of our need to pause and stabilize the screener workforce during the next three to six months. This will permit TSA to complete the conversion process of many screeners from full-time to part-time status as we re-shape the workforce. It will also allow us to complete the immediate requirements to hire additional part-time employees to maintain our current levels of screener workforce and to

balance the full-time equivalence (FTE) allocations at the various airports throughout the country."

## Judge Rules Sept. 11 Lawsuits May Proceed

U.S. District Judge Alvin Hellerstein on Sept. 9 ruled that lawsuits can proceed against the Port Authority of New York and New Jersey, certain airport security companies, airlines and Boeing for injuries and deaths resulting from the Sept. 11, 2001, terrorist attacks.

In a lengthy opinion, Hellerstein rejected arguments for dismissal of the lawsuits against the airline and airport security company defendants, saying they "owed a duty of care, not only to their passengers to whom they conceded they owed this duty, but also to victims on the ground."

The judge also stated that, despite Boeing's argument that its cockpit design was not unreasonably dangerous, "Plaintiffs have alleged that it was reasonably foreseeable that a failure to design a secure cockpit could contribute to a breaking and entering into, and a takeover of, a cockpit by hijackers or other unauthorized individuals, substantially increasing the risk of injury and death to people and damage to property. I hold that allegation is sufficient to establish Boeing's duty."

Hellerstein scheduled a meeting for Sept. 26 with attorneys for the parties to discuss further procedures with the lawsuits.

## AIRPORTREPORT

Editor ..... Holly R. Ackerman

Charles M. Barclay, A.A.E.  
President

AIRPORT REPORT is a twice-monthly publication of the American Association of Airport Executives, the largest professional organization for airport executives in the world, representing more than 2,400 airport management personnel.

Find out more about us on our World Wide Web home page at <http://www.airportnet.org>

## IG Endorses Contract Tower Program

A report issued Sept. 4 by DOT's Inspector General Ken Mead refutes charges leveled by the National Air Traffic Controllers Association (NATCA) that the cost of FAA's Contract Tower Program "is racing wildly out of control."

Mead included safety and operational issues at contract towers in his Aug. 8-Sept. 1 investigation of the program, explaining that safety is the primary mission of all air traffic control (ATC) facilities. In addition, Mead analyzed comparable data for 71 FAA-staffed visual flight rules (VFR) towers.

FAA Administrator Marion Blakey issued a statement saying that the IG's report, "confirms the contract tower program continues to serve the flying public safely and efficiently as it has for more than two decades."

Further, Blakey said, "The report's findings make it clear that contract towers have a very strong safety record. At the same time, they also cost significantly less than federally staffed towers and provide substantial savings to taxpayers—\$173 million to be exact, according

to the IG's report. The report proves that recent charges regarding the contract tower program are wholly without merit. FAA believes it is highly irresponsible to jeopardize legislation that provides critical funding for our entire aviation system in an attempt to add thousands of new employees to the federal payroll."

NATCA has been waging an intense battle to strike down a pending House-Senate conference agreement on FAA reauthorization legislation, claiming that a provision in the agreement paves the way for privatization of the nation's ATC system. The provision maintains the status quo by preserving the option for FAA to add 69 of the 71 FAA-staffed VFR towers to the contract tower program, if the agency determines it can be done safely and efficiently.

On safety issues, Mead's new report stated that, as measured by operational errors/deviations (OEs/ODs), both the contract VFR towers and the FAA-staffed VFR towers fell well below FAA's fiscal year 2002 overall average of 6.70 operational errors for every one million operations handled. Specifically, contract towers had a rate of 0.49 OEs/

ODs per million operations handled, while the 71 FAA-staffed VFR towers had a rate of 2.70 incidents per million operations handled. The FAA-staffed towers most comparable to contract towers had a rate of 2.03 incidents per million operations handled.

Mead found that in fiscal year 2002 the average cost to operate the 189 fully funded FAA contract VFR towers was \$365,608 per tower, while the average cost to operate the 71 FAA-staffed VFR towers was \$1.74 million per tower. If the contract towers in 2002 had been staffed with FAA controllers, Mead said FAA's annual operating costs could have been \$173 million higher.

Rep. John Mica (R-Fla.), chairman of the House aviation subcommittee, praised Mead's report, calling it "An 'A' for the contract tower program." Mica noted, "His report confirms what we already knew—this program is safe and saves the taxpayers money."

Sen. John McCain (R-Ariz.), chair of the Senate Commerce Committee, stated, "The report clearly shows that contract towers are just as safe, or in some cases

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## ((( Wireless Airport Association ))) Conference and Exposition

October 19-21, 2003. Washington D.C.

Don't miss the wireless airport event of the year! This conference brings the leading wireless players together to discuss the challenges and solutions at airports. Take a look at the distinguished list of speakers confirmed so far for the Wireless Airport Association (WAA) Conference! Register today in order to take advantage of the early bird rate and reserve your rooms at the Loews L'Enfant Plaza Hotel before the reduced rate block is filled!!! You can access the registration brochure by clicking here or (<http://www.airportnet.org/depts/meetings/031011brochure.pdf>) or by visiting [www.wirelessairport.org](http://www.wirelessairport.org)!

Speakers include:

### Airports

■ Metropolitan Washington Airports Authority ■ Port Authority of New York and New Jersey ■ Hartsfield Atlanta International Airport ■ Las Vegas McCarran International Airport ■ Dallas/Ft. Worth International Airport ■ Denver International Airport ■

### Vendors

■ Hewlett Packard ■ T-Mobile ■ Sprint ■ AT&T Wireless ■ ARINC ■ IBM ■ Wayport ■ Northrop Grumman ■ SITA ■ TSI Technologies ■ Wise Technologies ■ Roving Planet ■ LGP Allgon ■ Mobile Access ■

### Airlines

■ Delta Airlines ■ Alaska Airlines ■ Southwest Airlines ■

### Government ■ TSA

For more information and to register, visit [www.wirelessairport.org](http://www.wirelessairport.org), or contact Rebecca Khamneipur, WAA, at (703) 824-0500, Ext. 152, or e-mail [rebecca.khamneipur@wirelessairport.org](mailto:rebecca.khamneipur@wirelessairport.org). For exhibitor or sponsorship information, contact Susan Lausch, WAA, at (703) 824-0500, Ext. 128, or e-mail [susan.lausch@wirelessairport.org](mailto:susan.lausch@wirelessairport.org).

safer, as FAA-staffed towers.”

## Airports Dispute Competition Plan Filings

A requirement for medium and large hub airports to file competition plans with FAA does not lead to increased competition and only serves to increase the operating costs of airports and airlines, AAAE and ACI-NA told the Office of Management and Budget (OMB).

OMB is reviewing FAA's continued collection of the plans, which are tied to the airports' receipt of PFC revenue and Airport Improvement Program funds.

The associations noted that, given the dynamic changes taking place in the aviation industry today, including the market share increase of low-fare carriers, “The whole enterprise of collecting information from airports about competition appears outdated, burdensome and misplaced.” The airports added that the requirement was passed as a one-paragraph provision in AIR-21 and has now grown into “a detailed and lengthy unfunded mandate on agencies of state and local government that is not justified by the information learned about competition.” They added that, in the event of a complaint, DOT has all the authority it needs to gather information necessary to settle the dispute.

In addition, the airports said that FAA has substantially underestimated the number of hours it takes for airports to prepare these competition plans.

## Colorado AG Investigates United Dominance

Colorado Attorney General Ken Salazar recently confirmed that his staff is investigating United's dominance at Denver International.

The investigation “Involves questions regarding United's market dominance at DIA (including gate assignments and concourse expansion plans) and certain exclusive marketing provisions in United's contracts with various regional and commuter airlines flying in partnership with United out of DIA,” Salazar said. The probe was reported in the Aug. 31 issue of The Denver Post.

Further, Salazar said, “My office has been looking at and analyzing various competitive issues in local and regional

## AAAE Schedules Meeting in Costa Rica

AAAE is partnering with the U.S. Department of Commerce, FAA and the Costa Rica Ministry of Public Works and Transportation to host an international show Jan. 25-28, 2004, at the Intercontinental Costa Rica Real in San Jose, Costa Rica. The meeting will bring together aviation and airport officials from Latin American countries with U.S. airport, government and corporate officials. Exhibit and sponsorship opportunities are available. For more information, contact Joan Lowden at (703) 824-0504, or joan.lowden@airportnet.org.

air transportation services since shortly after I took office in 1999. Our initial investigation focused on allegations that United had been or was engaged in pricing and marketing practices designed to force low-cost competitors out of specific markets. I have now closed this part of our investigation because of the absence of sufficient evidence that United engaged in illegal predatory pricing.”

United has cooperated with these investigations, Salazar said. “They have provided my office with thousands of pages of documents and have made key personnel available for interviews by my staff. We are also in close communication with Denver Mayor (John) Hickenlooper's office as they attempt to negotiate with United on a number of leases and other issues in connection with United's pending bankruptcy proceeding.”

## Kate Lang Named To FAA Airports Post

Catherine “Kate” Lang has been named FAA deputy associate administrator for airports.

Lang has held several positions within FAA since joining the agency in 1992. For the past four years, she has served as director for the office of airport planning and programming. Other positions Lang has held with FAA include chief of staff to former Deputy Administrator Linda Daschle and deputy division manager for policy and systems analysis in the office of aviation policy and plans.

Prior to joining FAA, Lang worked

for the city of Chicago as assistant commissioner of the Department of Aviation.

## DOT Awards AIP Grants To Airports

DOT announced Airport Improvement Program grants totaling \$15.1 million for safety and security projects at Pittsburgh International. A grant of \$11.3 million will be used to enhance security, while an additional grant of \$3.8 million will be used to rehabilitate four taxiways and for the second phase of apron rehabilitation.

Separately, DOT announced \$26.4 million in grants to enhance safety at airports in Missouri. Lambert-St. Louis International received \$10 million to build a runway, while the state received \$16.4 million as a block grant for development projects at smaller airports around the state.

The block grant will be used for projects at the following airports: Washington Airport, \$3.3 million to acquire land to construct a runway and connecting taxiways; Lee's Summit Airport, \$2.9 million to extend, mark and provide lighting for a runway, and Kennett Airport, \$2.5 million to construct a new runway. The balance of the block grant will be used for improvement projects at Missouri airports that will be identified later.

Airports in Texas, Pennsylvania, Iowa and Alaska also have been awarded AIP grants.

Dallas Fort Worth International received \$8.6 million, while \$2.3 million went to Houston's Clover Field. The funds for Dallas Fort Worth, among other projects, will be used to provide security enhancements, conduct a study of the airfield pavement, and construct a deicing containment facility to separate deicing fluid from storm water. The funds for Clover Field will be used to rehabilitate the airport's taxiway. This funding comes under the state block grant program for non-primary airports.

Philadelphia International received \$6 million to install a surface movement guidance and control system.

Council Bluffs (Iowa) Municipal Airport received \$2 million to relocate a road as part of a runway construction project.

Airports in Alaska received a total of

\$21.6 million for safety improvements.

### Lockheed Martin Advances On ATC System

Lockheed Martin said it has achieved government acceptance of phase one of the new system that will control air traffic over U.S. oceanic airspace.

The Advanced Technologies and Oceanic Procedures (ATOP) system will replace FAA's existing systems and procedures that are responsible for separation of aircraft over the oceans.

The ATOP system will manage approximately 80 percent of the world's controlled oceanic airspace, which includes approximately 24 million square miles over the Atlantic, Pacific and Arctic oceans. New capabilities offered by the initial phase of the advanced ATOP system will increase capacity for international air travel and automate the manual processes used today, the company said.

### Denver Opens Sixth Runway

Denver International on Sept. 4 officially opened its sixth runway for regular operations. Runway 16R/34L, which cost \$166 million, is 16,000 feet long and 200 feet wide, making it the largest commercial runway in North America.

The runway will give fully loaded jumbo jets additional length to take off in Denver's altitude during summer months, and also will be able to accommodate the new generation of massive airliners. At full build-out, Denver will have a total of 12 runways.

### Little Rock Installs New Access System

Little Rock (Ark.) National Airport has installed a new, state-of-the-art access control system that utilizes smart card technology coupled with biometric fingerprint recognition.

The fingerprint information is stored on the card and, if the prints do not match, the door will not operate. The system was installed by Advent Systems and utilizes Software House and Biocrypt components.

### Spokane Checkpoint Process Changes

The Transportation Security Administra-

### Registration Now Open For PR Conference

Whether it's a security breach, local conflict or aircraft incident, when news breaks at an airport, a media swarm can appear within minutes. Effective crisis communication, including knowing the latest policy decisions impacting airports and understanding the needs of the "new media," will determine how the traveling public and surrounding community perceive your facility during and after a crisis.

The AAAE Airport Public Relations Conference, scheduled for Oct. 12-14 in New Orleans, will allow airport public relations representatives to hear from the National Transportation Safety Board, FAA and Transportation Security Administration officials, as well as airport crisis communications experts, on how to prepare for and successfully handle an airport communications crisis.

A draft agenda is available at <http://www.airportnet.org/depts/meetings/regforms/1012draftagenda.pdf>. Online registration is available at <http://www.airportnet.org/depts/meetings/regforms/1012reg.pdf>.

tion (TSA) today will begin requiring boarding passes at security checkpoints at Spokane International.

TSA now has 265 airports participating in its "selectee checkpoint" program, which requires passengers to show their boarding passes and a valid government issued photo ID as they enter the security checkpoint. TSA said it will implement the selectee checkpoint in all airports by the first of the year.

### T.F. Green Adds Wi-Fi Access

Wireless broadband Internet access is now available at Rhode Island's T. F. Green Airport, allowing passengers to access the Internet in all public areas of the terminal via a high-speed Wi-Fi system from T-Mobile HotSpot.

Michael Cheston, executive director of the Rhode Island Airport Corp., said the addition of wireless capability in the terminal "is just one of many continuous

customer service improvements planned for our passengers in the coming months."

The airport also announced that its security checkpoint has been reconfigured to improve efficiency. The six magnetometers used to screen passengers are now in a larger area.

The second phase of a program to expand the checkpoint has already begun. A design concept to allow for the installation of more magnetometers is being developed, with construction targeted for completion within 12 months.

The final phase, which will occur over a 24-month period, will entail the construction of exit ramps from the north and south concourse into the baggage claim area. This will create additional space for expansion at the checkpoint by eliminating the present single exit lane.

### Russ Pankey, A.A.E., Retires Aug. 29

Russ Pankey, A.A.E., manager of Grand Canyon National Park (Ariz.) Airport, retired, effective Aug. 29.

Pankey has been involved in the aviation industry for almost 50 years, beginning in 1955 as a station agent for Ozark Airlines. Pankey and his wife Mary will relocate to Sun Lakes, a retirement community south of Chandler, Ariz.

### AAAE Accreditation Workshop Scheduled

If you are enrolled in the AAAE accreditation program and have not completed the first draft of the management research paper, don't miss the opportunity to attend the Oct. 5-10 workshop at AAAE headquarters in Alexandria, Va.

You do not have to have a pre-approved outline in hand. But, if you bring your outline and research data to the workshop, you will have a better chance of completing the first draft of the paper. The accreditation department has mailed a brochure about the workshop to executive candidates who have not completed the paper. If you did not receive it, or for further information, contact Frank Kim at [frank.kim@airportnet.org](mailto:frank.kim@airportnet.org), or (703) 824-0500, Ext. 148.

## POSITIONS OPEN

**AIRCRAFT FIREFIGHTER/AIRPORT OPERATIONS OFFICER**

Yuma, Ariz. Requires certification under FAR Part 139.319, aircraft rescue and firefighting. Applicant will be required to perform firefighting duties for Yuma International Airport. Position also encompasses airport operations, which requires interaction with tenants and customers, monitoring and enforcing federal, state and local rules and regulations. Effective written and communication skills are required. Must have a working knowledge of FARs Part 139 and 77, as well as TSR 1542. Shift work, holidays and weekends are required as a regular course of duty. Must be able to pass a pre-employment drug screen and 10-year criminal history records check. Submit resume and cover letter by Oct. 1 to Yuma County Airport Authority, Attn: Airport Operations, 2191 E. 32nd St., Suite 218, Yuma, AZ 85365.

**AIRPORT OPERATIONS MANAGER**

RDU Airport, N.C. Minimum requirements include five to 10 years of experience in air carrier airport operations, including at least three years of experience supervising professional-level employees; a BA or BS degree in aviation management, business administration or a related field; or an equivalent combination of experience and training, which includes thorough knowledge of federal laws and regulations applicable to airport operations; thorough knowledge of airfield safety requirements, materials and resources necessary to operate an airport; knowledge of management, budget and personnel practices and principals; ability to analyze, interpret and enforce laws, rules, regulations, policies and practices. Plans, directs, organizes, monitors and evaluates the operations department that staffs RDU International Airport during shifts, weekends and holidays; administers the secure access control system and telecommunications functions of the airport; serves as incident commander for crisis situations, air crash scenes, national disasters and terrorist threats in the absence of authority officials. To apply, contact RDU Airport Authority, P.O. Box

80001, RDU Airport, NC 27623.

**AIRPORT PLANNER**

Immediate opportunity in Hunt Valley, Md., office to provide assistance in master planning, site selection, airport feasibility studies and general on-call planning assistance for air carrier, regional and general aviation airports in the mid-atlantic region. Requires BS/BA, minimum of five years of airport planning experience, strong communication and writing skills, willingness to travel. Company offers competitive salary and immediate enrollment in its comprehensive benefits plan. To apply, submit resume with salary expectations to [debbie\\_hoskinson@urscorp.com](mailto:debbie_hoskinson@urscorp.com). EOE M/F/V/D.

**AIRSIDE OPERATIONS SPECIALIST I**

Port of Portland, Ore. Under general direction of manager, airfield operations supervises and monitors the day-to-day airfield activities at Portland International Airport (PDX) in areas of safety, airfield control, and inspections. Ensures compliance with federal aviation regulations pertaining to airports, specifically FAR Parts 139 and 77, as well as TSA regulations. For additional information, visit [www.portofportland.com](http://www.portofportland.com).

**AVIATION ENGINEER**

Knight Piésold, an international engineering consulting firm, is seeking an aviation engineer for its Denver, Colo., office. Send resume and salary requirements to [hr@kpco.com](mailto:hr@kpco.com), or fax to (303) 629-8789. The company offers a competitive salary and benefits package. Website: [www.knightpiesold.com](http://www.knightpiesold.com). EEO/AA.

**DEPUTY AVIATION DIRECTOR**

Phoenix, Ariz. Apply by Oct. 17. Currently seeking deputies in operations (includes airside and landside operations, parking, security, police and fire), and facilities and services (responsible for the maintenance, repair, and cleaning of all city facilities and grounds at Phoenix Sky Harbor International Airport and two auxiliary airports.) Phoenix Sky Harbor International Airport has a worldwide reputation for excellence, serving more than 36 million passengers, partners with over 500 tenants, and ne-

gotiates and manages over \$500 million in revenue agreements. City of Phoenix Personnel Department, 135 N. 2nd Avenue, Phoenix, AZ 85003, visit the city's website at [www.phoenix.gov](http://www.phoenix.gov), or call (602) 262-6277.

**DEPUTY AVIATION DIRECTOR - DESIGN/CONSTRUCTION SERVICES**

Phoenix, Ariz. Apply by Oct. 17. Deputy is responsible for all phases of the design, development and construction efforts for all three city of Phoenix airports and facilities. Phoenix Sky Harbor International Airport has a worldwide reputation for excellence, serving more than 36 million passengers, partners with over 500 tenants, and negotiates and manages over \$500 million in revenue agreements. Visit the city's website at [www.phoenix.gov](http://www.phoenix.gov), pick up application materials at 135 N. 2nd Avenue, Phoenix, AZ 85003, or call (602) 262-6277.

**EXECUTIVE OFFICE MANAGER**

Metropolitan Washington Airports Authority. As a member of the executive office leadership team, the executive office manager provides confidential and trusted organizational and strategic support to the president/chief executive officer and the executive vice president/chief operating officer. Uses initiative and works independently to research and track various issues, projects and programs requiring executive action or input. Develops and maintains relationships with board members and their staffs, authority vice presidents and their direct reports and other contacts to facilitate progress or resolve issues, projects and programs on behalf of the executive office. Keeps the CEO and COO informed of critical concerns, progress, or deadlines. Manages the administrative operations of the executive office, including preparing and monitoring the office budget and supervising secretarial staff on a daily basis. For additional information, visit <http://airportnet.jobcontrolcenter.com/jobdetail.cfm?job=1638907>.

**REGISTERED ENGINEER**

Kansas City, Mo. Manages and/or oversees airside and landside design and construction projects at Kansas City Interna-

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Federal Aviation Administration • American Association of Airport Executives • Airports Council International-North America  
Air Transport Association • National Air Transportation Association

# 12<sup>TH</sup> ANNUAL AIRCRAFT AND AIRFIELD DEICING CONFERENCE AND EXPOSITION

October 5-7, 2003 • Washington, D.C. • Mtg. #030804

This annual symposium is the premier deicing conference for the U.S. aviation industry. It is planned and coordinated by four leading aviation associations in close coordination with the FAA. The meeting brings together all of the important players from the many different integrated sectors of the aviation industry, including the FAA, airports, airlines, FBOs, the military, consultants, equipment/chemical manufacturers and others.

The conference will include updates on current and proposed FAA and Environmental Protection Agency regulations, airport and tenant relationship issues, case studies from airports, facility design and construction matters, technical committee reports, technology updates, chemical innovations and more.

The conference focuses on management, coordination and cooperation, and provides an opportunity for the exchange of ideas between planners and decision makers from around the country.

Last winters severe weather posed great challenges to the aviation industry and searching and finding solutions and opportunities has become an essential part of planning for the future. Financial challenges and potential new environmental regulations are also a consideration in this future landscape. Over the last few years, new and different operational plans, inter-organizational coordination and millions of dollars worth of regulatory requirements and local demands have impacted our aviation system.

Conference speakers will include representatives from airports, airlines and FAA, as well as attorneys, engineers and consultants. The conference will feature an exhibit hall with companies displaying products and services ranging from chemical manufacturing to consulting services to reclamation system engineering.

Regardless of the specific nature of your operations, deicing involves many parties at the airport and affects your operations in a number of ways. With increasing regulation, financial constraints, environmental pressures and new technologies, you can't afford to miss the 12th Annual Aircraft and Airfield Deicing Conference and Exposition.

All meetings and events will take place at the J.W. Marriott Hotel. The registration fee includes all handouts, the opening reception, two continental breakfasts, coffee breaks and one luncheon.

**For further program information, contact Claudio Ternieden** at (703) 824-0500, Ext. 198, or email [claudio.ternieden@airportnet.org](mailto:claudio.ternieden@airportnet.org). **For further registration information, contact** **Jonna Swan** at Ext. 185, or email [jonna.swan@airportnet.org](mailto:jonna.swan@airportnet.org). **For exhibit information, contact** **Greg Mihelic** at Ext. 136, or email [greg.mihelic@airportnet.org](mailto:greg.mihelic@airportnet.org).

## Draft Agenda

Subjects and times are tentative

### SUNDAY, OCTOBER 5

12 - 5 p.m.

**Exhibitor Set-Up**

4:30 p.m.

**Registration Opens**

5:30 - 7 p.m.

**Exhibit Opening and Reception in the Exhibit Hall**

### MONDAY, OCTOBER 6

8 - 8:45 a.m.

**Continental Breakfast in the Exhibit Hall**

8:45 - 9:15 a.m.

**Welcome and Opening**

9:15 - 10:15 a.m.

**Regulatory Update**

10:15 - 10:45 a.m.

**Coffee Break in the Exhibit Hall**

10:45 a.m - 12 p.m.

**Conference Session**

12 - 1:30 p.m.

**Lunch in the Exhibit Hall**

1:30 - 2:30 p.m.

**Conference Session**

2:30 - 3:15 p.m.

**Standards Update**

3:15 - 3:45 p.m.

**Coffee Break in the Exhibit Hall**

3:45 - 5 p.m.

**Deicing Technology Case Study**

### TUESDAY, OCTOBER 7

8 - 8:30 a.m.

**Continental Breakfast in the Exhibit Hall**

8:30 - 9:30 a.m.

**Airport/Airline Case Study**

9:30 - 10:30 a.m.

**Airport/Airline Case Study**

10:30 - 11 a.m.

**Coffee Break in the Exhibit Hall**

11 a.m.

**Exhibit Move Out**

11 a.m. - 12 p.m.

**FBO Panel**

12 p.m.

**Conference Adjournment**

**\*\* A more detailed agenda will be available closer to the conference date.**

**Register On-Line at:**

<http://www.airportnet.org/calendar>

Federal Aviation Administration • American Association of Airport Executives • Airports Council International-North America  
Air Transport Association • National Air Transportation Association

# 12<sup>TH</sup> ANNUAL AIRCRAFT AND AIRFIELD DEICING CONFERENCE AND EXPOSITION

October 5-7, 2003 • Washington, D.C. • Mtg. #030804

**Hotel reservations**—Rooms are being held at the J.W. Marriott Hotel, 1331 Pennsylvania Avenue, NW, Washington, DC 20004, phone: (202) 393-2000. All attendees will receive a special rate of \$210 single/double. **Reservations must be made by September 12, 2003, in order to guarantee this rate.** Reservations made after this date can only be honored on a space and rate available basis. To make your hotel reservations, call the hotel directly at (202) 393-2000 and identify yourself as part of the AAAE group.

**Airline reservations**—American Airlines and Delta Air Lines have been selected as the official air carriers for this meeting. Attendees can receive 10% off American's and Delta's full coach fare or 5% off all other published fares. Rules and restrictions apply. To take advantage of American's and Delta's special fares, call American Airlines directly at (800) 433-1790 from 6 a.m.-1 a.m. eastern standard time daily and refer to star file #34H3AB; call Delta Air Lines directly at (800) 241-6760 from 8 a.m.-11 p.m. eastern standard time daily and refer to file number 191132A.

**Ground transportation**—There are several methods of transportation available from Ronald Reagan National Airport to the J.W. Marriott Hotel. The first is a cab ride, which takes approximately 15 minutes and costs \$12-\$15. The second is via SuperShuttle, which costs \$9 one way. SuperShuttle reservations can be made by calling (800) BLUE VAN. The third is via the subway (Metro)—take the blue line toward Addison Road to the Metro Center Station, which is two blocks away from the hotel. Avis Rent-A-Car is the official rental car company for this meeting. To make reservations or for further information, please call Avis at (800) 331-1600 and reference J097316.

NOTE: AAAE reserves the right to cancel this program if the number of registrants is insufficient. In this event, we will notify all registrants and refund the registration fee in full. **However, any costs incurred by the registrant, such as hotel cancellation or airline penalties, are the responsibility of the registrant.** Confirmation letters will be faxed to attendees.

**Future correspondence will be sent to the below address, fax number and/or e-mail address.**

Nickname for Badge \_\_\_\_\_ E-Mail Address \_\_\_\_\_

Full Name \_\_\_\_\_

Title \_\_\_\_\_

Airport/Company \_\_\_\_\_

Address \_\_\_\_\_

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

Telephone Number \_\_\_\_\_ Fax Number \_\_\_\_\_



Please indicate any special needs to participate and attach a description of your needs.

*Registrations and cancellations must be submitted in writing. Refund requests received before 09/19/03 are subject to a \$125 processing fee. There will be no refunds after this date. Substitutions will be accepted without penalties and no-shows will be billed. For all inquiries regarding cancellations and refunds, please contact the AAAE Meetings Department at (703) 824-0504.*

## REGISTRATION FEE *(in U.S. funds drawn on a U.S. bank)*

(includes all handouts, the opening reception, two continental breakfasts, coffee breaks and one luncheon)

- 1.  AAAE/ACI-NA/ATA/NATA members ....\$420
- 2.  Military/FAA Employees ..... \$320
- 3.  Non-members ..... \$525

**This course is worth nine credits in the AAAE Continuing Airport Management Education Unit (CEU) program.**

## SPONSORSHIP OPPORTUNITIES

- 1S.  Exhibit Opening and Reception in the Exhibit Hall.....\$2,500
- 2S.  Lunch in the Exhibit Hall.....\$1,750
- 3S.  Continental Breakfast in the Exhibit Hall.....\$1,300
- 4S.  Coffee Break in the Exhibit Hall.....\$1,200

## PAYMENT METHOD

Enclosed is my check payable to AAAE       Purchase Order # \_\_\_\_\_

Upon receipt of this form, please charge my *(circle one)*:    American Express    MasterCard    Visa

Cardholder Name \_\_\_\_\_

Account Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

**RETURN TO: AAAE • 601 Madison St., Suite #400 • Alexandria, VA 22314 (USA) or Fax to (703) 820-1395** *Photocopies of this form will be accepted. AAAE accepts registration regardless of race, religion, sex, physical disability and national or ethnic origin. This includes but is not limited to admissions, employment and educational services.*



## American Association of Airport Executives

# 2003 AIRPORT RETAIL CONFERENCE

December 9-10, 2003 • New Orleans, Louisiana • Mtg. #030601

**“Airport Food, Retail and All That Jazz!”** Come to New Orleans, where food is king and learn how to ensure your airport is benefitting fully from the surge in airport food and beverage sales. What better place than the “King City” to learn about the latest trends in airport food and beverage. Learn if food service at your airport needs to be revamped to accommodate new passenger demands.

And what better place than New Orleans to learn about the newest trends in speciality retail. Hear how mixing retail speciality items with food service can increase overall revenues. Never before has it been so crucial to have the right mix of food and retail in your airport terminal. Have your tenant guidelines become too lax? Learn what other airports are doing about it!

And we have invited a celebrity chef to discuss what will make passengers say “Food is King” at your airport!

**The conference will immediately follow the AAAE/Airport Minority Advisory Council 10th Annual Airports Economic Forum.** The Economic Forum ends with a lunch on Tuesday, December 9. Sessions for both the Economic Forum and the Retail Conference will take place in the Hotel Inter-Continental New Orleans.

This is the forum where experts from airports, concessionaires and consultants come to discuss major issues in airport concessions and you can network with people involved in every aspect of airport retailing. Hear first hand what works at airports and what doesn't. This meeting will be valuable for airports small and large, retailers, food and beverage operators, developers, consultants—anyone involved in airport concessions.

**Tabletop Exhibit Opportunities**—This conference will feature tabletop exhibits where retailers, concessionaires and consultants can display their information and products.

The conference will begin at 1 p.m. on Tuesday, December 9, and conclude at 5 p.m. on Wednesday, December 10. Registration fees include a welcome reception, one luncheon, coffee breaks and all handout materials. Business casual attire is suggested. Confirmation of your registration will be faxed.

For additional program information, contact Joan Lowden, AAAE, (703) 824-0500, Ext. 137, or e-mail [joan.lowden@airportnet.org](mailto:joan.lowden@airportnet.org). For further registration information, contact Kate Hood, AAAE, at Ext. 174, or e-mail [kate.hood@airportnet.org](mailto:kate.hood@airportnet.org).

### 2003 AIRPORT RETAIL CONFERENCE AGENDA

*(subject to change)*

#### TUESDAY, DECEMBER 9

- 1-1:30 p.m. Registration
- 1:30-2:30 p.m. The Strength in Food and Beverage
- 2:30-3 p.m. Coffee Break in the Exhibit Area
- 3-4 p.m. New Concepts in Food and Beverage  
—Airport and Non-Airport Venues
- 4-5 p.m. Airport Case Studies
- 6-7 p.m. Reception with the Exhibitors

#### WEDNESDAY, DECEMBER 10

- 8-8:30 a.m. Registration and Coffee with the Exhibitors
- 8:30-9:15 a.m. Trends in Specialty Retailing
- 9:15 - 10 a.m. Measuring Your Program's Performance
- 10-10:30 a.m. Coffee Break with the Exhibitors
- 10:30-11:30 a.m. Importance of Market Surveys—  
Know Your Customer!
- 12-1:30 p.m. Luncheon and Visit with the Exhibitors
- 1:30-2:30 p.m. Mixing Food and Beverage with  
Retail—Does It Work?
- 2:30-3:30 p.m. Key Contract Terms/Conditions  
that Benefit Airports and Concessionaires
- 3:30-4 p.m. Coffee Break with the Exhibitors
- 4-5 p.m. What's Next? A Wrap-up Roundtable
- 5 p.m. Meeting Adjournment

**REGISTER ON-LINE!**  
[www.airportnet.org/calendar](http://www.airportnet.org/calendar)



# American Association of Airport Executives AIRPORT RETAIL CONFERENCE

December 9-10, 2003 • New Orleans, Louisiana • Mtg. #030601

Register On-Line at:  
www.airportnet.org

**Hotel reservations**—Rooms are being held at the Hotel Inter-Continental New Orleans, 444 St. Charles Avenue, New Orleans, LA 70130, phone (504) 525-5566. All attendees will receive a special rate of \$166 single and \$176 double occupancy. **Reservations must be made by November 14, 2003, to guarantee this rate.** Reservations made after this date can only be honored on a space available basis. To make your reservations, call the hotel directly at (504) 525-5566 and identify yourself as part of the AAAE group.

**Airline reservations**—American Airlines and Delta Air Lines have been selected as the official air carriers for this meeting. Attendees can receive 10% off American's and Delta's full coach fares or 5% off all other published fares. Rules and restrictions apply. To take advantage of American's and Delta's special fares, call American Airlines directly at (800) 433-1790 from 6 a.m.-11 a.m. eastern time daily and refer to star file #47D3AA; call Delta Air Lines directly at (800) 241-6760 from 8 a.m.-11 p.m. eastern time daily and refer to file number 191132A.

**Ground transportation**—An airport shuttle picks up outside of baggage claim, costs \$13 one way and makes stops at several area hotels. Passengers should check in at the desk in baggage claim. Alternatively, a cab ride costs \$28 one way for one to two individuals. The ride from the airport to the hotel takes approximately 30 minutes, depending on traffic, and the shuttle may take considerably longer if it has to make stops at several different hotels. Avis Rent-A-Car is the official rental car company for this meeting. To make reservations or for further information, please call Avis at (800) 331-1600 and reference J097316.

**NOTE:** AAAE reserves the right to cancel this program if the number of registrants is insufficient. In this event, we will notify all registrants and refund the registration fee in full. **However, any costs incurred by the registrant, such as hotel cancellation or airline penalties, are the responsibility of the registrant.** Confirmation letters will be faxed to attendees.

**Future correspondence will be sent to the below address, fax number and/or e-mail address.**

Nickname for Badge \_\_\_\_\_ E-Mail Address \_\_\_\_\_

Full Name \_\_\_\_\_

Title \_\_\_\_\_

Airport/Company \_\_\_\_\_

Address \_\_\_\_\_

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

Telephone Number \_\_\_\_\_ Fax Number \_\_\_\_\_



Please indicate any special needs to participate and attach a description of your needs.

*Registrations and cancellations must be submitted in writing. Refund requests received before 11/21/03 are subject to a \$125 processing fee. There will be no refunds after this date. Substitutions will be accepted without penalties and no-shows will be billed. For all inquiries regarding cancellations and refunds, please contact the AAAE Meetings Department at (703) 824-0504.*

### REGISTRATION FEE (in U.S. funds drawn on a U.S. bank)

(includes all handouts, coffee breaks, the opening reception and one luncheon)

- |   |  |
|---|--|
| 1. <input type="checkbox"/> AAAE member ..... \$310 | 2. <input type="checkbox"/> AAAE Member/ARDF* Member ..... \$290 |
| 3. <input type="checkbox"/> Non-member ..... \$365  | 4. <input type="checkbox"/> Non-member/ARDF* Member ..... \$340  |

\*ARDF—the Airport Research and Development Foundation    5.  Tabletop Exhibitor ..... \$750  
(includes registration for one person)

**This course is worth nine credits in the AAAE Continuing Airport Management Education Unit (CEU) program.**

### PAYMENT METHOD

Enclosed is my check payable to AAAE     Purchase Order # \_\_\_\_\_

Upon receipt of this form, please charge my (circle one):    American Express    MasterCard    Visa

Cardholder Name \_\_\_\_\_

Account Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

**RETURN TO: AAAE • 601 Madison St., #400 • Alexandria, VA 22314 (USA) or Fax to (703) 820-1395.** Photocopies of this form will be accepted. AAAE accepts registration regardless of race, religion, sex, physical disability and national or ethnic origin. This includes but is not limited to admissions, employment and educational services.

# 2001-2002 Rates and Charges Survey

How do concession revenues at my airport compare with other similarly situated airports? Are my fuel flowage fees above or below average? Is my airport spending more or less per enplaned passenger than other airports?

The answers to these questions and many, many more will be at your fingertips when you order the latest Survey Report. AAAE has teamed up with Infrastructure Management Group, Inc. to bring you the most complete, user-friendly resource for airport rates and charges in North America! This past winter, a record 347 airports across the US and Canada completed comprehensive surveys detailing their rates and charges as well as revenues and expenses in nearly every area of their operations. Now you can have access to all of that information!

*For the third year, the AAAE Rates and Charges Survey Report is being offered online, as well as in print. When purchasing the published version, online access is free of charge. The online Report is an exciting product that allows users to instantly compare specific airport rates and charges data as well as other cost data across individual states, regions or the entire country with just a few clicks of the mouse. In addition, survey results are available to download and manipulate in an excel spreadsheet.*

## ORDER FORM

### 2001-2002 AAAE Rates and Charges Survey Report

**Yes**, I would like to order the 2001-2002 AAAE Rates and Charges Survey Report.

**Select one:**

- Participating Airport ..... \$30                       Non-participating Airport ..... \$300
- AAAE/Corporate Member ..... \$500                       Non-Member ..... \$999

\* Please add \$3.75 to your order for shipping and handling

**Shipping and Billing Information** (Please type or print all information)

Name \_\_\_\_\_ Title \_\_\_\_\_

Airport/Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Country \_\_\_\_\_ ZIP \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

**\*\*Important Note:** The online Report can be accessed at <http://www.airportnet.org/randc03/login/index.htm> Your "User ID" and "Password" will be enabled within 1 business week after your order is received and payment is verified. AAAE members will use their member numbers for "User ID" and zip codes for "Password". AAAE's webmaster will e-mail User IDs and Passwords to non-members.

**Method of Payment**

- Purchase Order # \_\_\_\_\_  Check enclosed (made payable to AAAE)
- Please charge my (check one):     Visa                       MasterCard                       American Express

Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

Signature \_\_\_\_\_

Name as it appears on card \_\_\_\_\_

**Mail or Fax to:**                      AAAE Rates & Charges Report  
 601 Madison Street  
 Alexandria, VA 22314  
 phone: (703) 824-0500  
 fax: (703) 820-1395

**Office use only: 02 Rates**

# THE AIRPORT MANAGEMENT PRIMER

## SECOND EDITION!!

If you're like most individuals who are new to the aviation industry, you may know very little about airports and how they operate. And no wonder. Airports are complex. And very few operate in the same way. But there are some basic facts about airports that are the foundation of *all* airports—those things that are common to the industry, not to individual airport locations.

To provide a straightforward presentation of these basic facts, we initially produced the first and second editions of *The Airport Handbook*, and subsequently *The Airport Management Primer*. Now we are very pleased to announce our latest and most up-to-date publication on this subject, *The Airport Management Primer, Second Edition*, the first hard-back version of this popular educational resource.

This second edition of *The Primer*, like its predecessors, was written with airport commissioners, executives and consultants in mind, as well as anyone else with an interest in the airport industry. Presented in clear, concise language, this primer is *the* resource for the airport industry and provides a useful overview of issues such as airport ownership; the organizational and economic structure of airports; the relationship between airport management and the major airport users; regulatory and environmental responsibilities, and future directions for the industry.

*The Airport Management Primer, Second Edition*, provides more than 100 pages of fact-filled guidance about the airport industry. It features a new chapter on benchmarking and updated information on airport operations, maintenance and environmental issues. Clear, non-technical answers also are provided for frequently asked questions, such as how can an airport improve its level of air service, and when should an airport provide a service with its own employees rather than seek the services of a concessionaire?

Authored by Sam Hoerter, A.A.E., director of airports at Charleston International Airport in South Carolina and a frequent speaker at AAAE seminars on the subject of airport management, this publication is a must for industry newcomers, as well as an excellent source of information for candidates seeking the Accredited Airport Executive (A.A.E.) designation. The book also forms the basis for AAAE's annual workshop, *Airport Management 101*.

*The Airport Management Primer, Second Edition*, is available for \$70 per copy for individuals whose airport is not a member of AAAE's Airport Research and Development Foundation (ARDF) or \$60 per copy for ARDF members. For five or more copies, you pay only \$50 per copy if your airport is not a member of ARDF and \$40 for ARDF members. Prices in effect until 12/31/03. To order your copy(s) of the primer, complete the order form below. For more information, contact **Jessica Grass** at (703) 824-0500, Ext. 123.

NAME \_\_\_\_\_ AAAE MEMBER # \_\_\_\_\_

AIRPORT/COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY/STATE/ZIP \_\_\_\_\_

PHONE \_\_\_\_\_ FAX \_\_\_\_\_ E-MAIL \_\_\_\_\_

Please send me \_\_\_\_\_ copies of the handbook at \$ \_\_\_\_\_ per copy. TOTAL AMOUNT: \_\_\_\_\_

METHOD OF PAYMENT (*payment or purchase order number must be received before order will be shipped*):

Payment enclosed (*payable in U.S. funds drawn on a U.S. banking institution*)

Purchase Order No. \_\_\_\_\_

Charge my (*please circle*)      American Express      Visa      MasterCard

Name (*as it appears on card*) \_\_\_\_\_

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature (*of cardholder*) \_\_\_\_\_

MAIL OR FAX THIS FORM TO: AMERICAN ASSOCIATION OF AIRPORT EXECUTIVES • 601 Madison Street, Suite 400 • Alexandria, VA 22314, Attn: Ellen Horton • 703/824/0504 • Fax 703/820/1395

## American Association of Airport Executives Conferences and Educational Programs

Scheduled as of 9/9/03 • Dates and locations are subject to change

**Registration information is published approximately three months before the program.**

For further information, you may contact AAAE at (703) 824-0504, unless otherwise noted, or you may obtain registration forms for our meetings by calling our fax-on-demand number at 1-800-470-ARPT.

Please review our web site located at <http://www.airportnet.org> for additional meeting information.

**\*\* CEU credits apply only to Accredited Airport Executives (A.A.E.s) \*\***



✦ Denotes a meeting just added to the calendar

### 2003

September 20-23—San Diego, California *Westin Horton Plaza*

September 20-21 **AAAE Basics of Small Airport Management Workshop (12 CEU credits)**

September 21 **AAAE Professional Accreditation Seminar**

September 21-23 **AAAE F. Russell Hoyt National Airports Conference (12 CEU credits)**

Sponsorship  
Opportunities  
Available

September 21-25—Pittsburgh, Pennsylvania

*Embassy Suites Pittsburgh Airport*

**Basic and Advanced Aircraft Rescue and Firefighting Schools** sponsored by FAA/AAAE/Northeast Chapter AAAE  
**(21 CEU credits)**

October 1-3—Bucharest, Romania *Hotel Sofitel Bucharest*

Exhibit and  
Sponsorship  
Opportunities  
Available

**U.S./Europe/Canada Airports and Tourism Development Workshop** sponsored by Bucharest Optopeni International Airport, Tarom Airlines, Romania Ministry of Transportation, Romania Office of Civil Aviation, AAAE and IAAE **(9 CEU credits)**

October 5-7—Washington, D.C. *JW Marriott*

Exhibit and  
Sponsorship  
Opportunities  
Available

**AAAE Aircraft and Airfield Deicing Conference and Exposition (9 CEU credits)**

✦ October 6-10—Alexandria, Virginia *Sheraton Suites Alexandria*  
**AAAE Accreditation Paper Workshop**

✦ October 12-14—New Orleans, Louisiana *Chateau Sonesta*  
**AAAE Airport Public Relations Conference and Crisis Management Workshop (9 CEU credits)**

October 12-14—Sun Valley, Idaho *Sun Valley Resort*  
**AAAE/Northwest Chapter AAAE Resort Airports Conference (9 CEU credits)**

✦ October 19-21—Washington, DC *Loews L'Enfant Plaza*  
**Third Annual Wireless Airport Association Conference and Exposition**

Exhibit and  
Sponsorship  
Opportunities  
Available

October 19-21—Williamsburg, Virginia

*Colonial Williamsburg Lodge*

**AAAE Sound Insulation Symposium (9 CEU credits)**

Exhibit and  
Sponsorship  
Opportunities  
Available

✦ October 19-21—Honolulu, Hawaii *Hawaii Prince Hotel Waikiki*  
**AAAE/FAA Basic Airport Safety and Operations Specialist School (18 CEU credits)**

October 26-28—Washington, DC *JW Marriott*  
**AAAE/Spiegel & McDiarmid Annual Basics of Airport Law Workshop (15 CEU credits)**

October 27-29—Savannah, Georgia *Hilton Savannah DeSoto*  
Oct. 27-28 **AAAE Airfield Construction Management Workshop (9 CEU credits)**

Oct. 28-29 **AAAE Airport Pavement Maintenance and Evaluation Workshop (9 CEU credits)**

November 2-4—Savannah, Georgia *Hilton Savannah DeSoto*  
**Second Annual AAAE Airport Trainers Forum (9 CEU credits)**

November 3-5—Charlotte, North Carolina  
*Holiday Inn Woodlawn*  
**AAAE ARFF Train the Trainer School: Teaching Basic ARFF (9 CEU credits)**

November 2-8—Irving, Texas *Radisson DFW South*  
**AAAE/South Central Chapter AAAE Accreditation/Certification Academy Written Exam Review**

✦ November 3-8—Location TBD, Florida  
**AAAE Airport Certified Employee (A.C.E.)—Operations Review Course (30 CEU credits)**

November 5-7—Las Vegas, Nevada *Embassy Suites Las Vegas*  
**AAAE/Southwest Chapter AAAE Non-Hub/General Aviation Conference (12 CEU credits)**

November 9-12—Prague, Czech Republic *Prague Marriott*  
**Ninth Annual U.S./Central Europe Airport Issues Conference** sponsored by AAAE, IAAE, U.S. Department of Commerce, U.S. Embassy-Prague, Czech Airports Authority **(12 CEU credits)**

Exhibit and  
Sponsorship  
Opportunities  
Available

November 16-19—Fort Lauderdale, Florida  
*Wyndham Bonaventure Resort*  
**Advanced Airport Safety and Operations Specialist School** sponsored by FAA and AAAE **(15 CEU credits)**

## American Association of Airport Executives Upcoming Conferences and Seminars (continued)

December 7-10—New Orleans, Louisiana

*Hotel Inter-Continental New Orleans*

Dec. 7-9 **Airports Economic Forum** sponsored by  
AAAE and Airport Minority Advisory  
Council (**12 CEU credits**)

Sponsorship  
Opportunities  
Available

Dec. 9-10 **AAAE Retail Conference (9 CEU credits)**

December 8-10—Fort Lauderdale, Florida

*Wyndham Bonaventure Resort*

**AAAE Aviation Security for Law En-  
forcement Officers Training**

✈ December 11—Alexandria, Virginia

**AAAE Airport Security Coordinator  
School**

✈ December 12—Crystal City, Virginia

**AAAE Security Summit**

### 2004

January 11-15—Kauai, Hawaii

*Hyatt Regency Kauai Resort*

**Aviation Issues Conference  
(21 CEU credits)**

Sponsorship  
Opportunities  
Available

January 18-21—Tucson, Arizona *Marriott University Park Hotel*

**AAAE/FAA ARFF Chiefs School  
(15 CEU credits)**

Exhibit  
Opportunities  
Available

January 21-23—Tucson, Arizona *Marriott University Park Hotel*

**AAAE/FAA Airport Emergency Planning  
and Response School (12 CEU credits)**

Exhibit  
Opportunities  
Available

✈ January 24-25—Monterey, California *Monterey Plaza Hotel*

**Southwest Chapter AAEE 44th Annual  
Airport Management Short Course**

For program information, e-mail Scott Smith,  
A.A.E. at [scott.smith@mail.co.ventura.ca.us](mailto:scott.smith@mail.co.ventura.ca.us); for  
registration information, e-mail Hazel Johns,  
A.A.E. at [hjohns@ci.santa-barbara.ca.us](mailto:hjohns@ci.santa-barbara.ca.us)

✈ February 18-20—Denver, Colorado

**AAAE/ACC Airport Planning, Design  
and Construction Symposium  
(15 CEU credits)**

Sponsorship  
Opportunities  
Available

February 22-24—Fort Lauderdale, Florida

**AAAE/Southeast Chapter AAEE  
Finance and Administration Conference  
(12 CEU credits)**

March 22-23—Washington, D.C. *Loews L'Enfant Plaza Hotel*

**AAAE/ACI-NA Spring Washington  
Conference (9 CEU credits)**

March 28-30—Corpus Christi, Texas

**South Central Chapter AAEE Annual  
Conference and Exposition** Contact Amy  
Gazin at (361) 289-0171, Ext. 1239  
**(15 CEU credits)**

Exhibit and  
Sponsorship  
Opportunities  
Available

✈ April TBD—Denver, Colorado

**AAAE Sponsor Assurances, Leasing  
Policies and Minimum Standards  
Workshop**

April 4-8—Victoria, British Columbia, Canada

**Northwest Chapter AAEE Annual  
Conference and Exposition (15 CEU  
credits)**

Exhibit and  
Sponsorship  
Opportunities  
Available

✈ April 18-20—Atlantic City, New Jersey

**FAA Airport Technology Transfer  
Conference and Exposition**

Exhibit and  
Sponsorship  
Opportunities  
Available

April 25-27—Pensacola, Florida

**Southeast Chapter AAEE Annual  
Conference and Exposition (15 CEU  
credits)**

Exhibit and  
Sponsorship  
Opportunities  
Available

✈ May 9-11—Vancouver, British Columbia, Canada

*Sheraton Wall Centre*

**U.S./Canadian Senior Airport Manage-  
ment Forum (12 CEU credits)**

Exhibit  
Opportunities  
Available

June 21-24—Las Vegas, Nevada *Las Vegas Hilton*

**76th Annual AAEE Conference and  
Exposition (24 CEU credits)**

Exhibit and  
Sponsorship  
Opportunities  
Available

July 18-22—Sacramento, California *Holiday Inn Capitol Plaza*

**Southwest Chapter AAEE Annual  
Conference and Exposition** Contact Gina  
Swankie at (916) 874-0791 **(15 CEU credits)**

Exhibit and  
Sponsorship  
Opportunities  
Available

July 25-28—Panama City, FL *Marriott Bay Point*

**35th Annual Florida Airports Council  
Annual Conference and Exposition**

Exhibit and  
Sponsorship  
Opportunities  
Available

✈ August 12-15—Wisconsin Dells, Wisconsin

*Chula Vista Resort*

**Great Lakes Chapter AAEE Annual  
Conference and Exposition (15 CEU  
credits)**

Exhibit and  
Sponsorship  
Opportunities  
Available

✈ August 21-25—Portland, Maine *Holiday Inn by the Bay*

**Northeast Chapter AAEE Annual  
Conference and Exposition (15 CEU  
credits)**

Exhibit and  
Sponsorship  
Opportunities  
Available

**POSITIONS OPEN***(continued from page 6)*

tional Airport (MCI) and Charles B. Wheeler Downtown Airport (MKC). The department is developing plans for a new inline checked baggage screening system, automated access control system and consolidated rental car facility at MCI. Initial planning is underway to extend the runway safety area and realign the taxiway system at MKC. It is anticipated that the individual selected for this position will be involved in these projects or similar types of efforts. The work will also include consultant selection, reviewing project plans and specifications, managing contract deliverables and payments, monitoring construction efforts and coordinating consultant and contractor work. Limited design on some projects also may be part of the responsibilities of this position. Position closing date is Sept. 30. For additional details, visit <http://airportnet.jobcontrolcenter.com/jobdetail.cfm?job=1635135>.

**SENIOR MILITARY PLANNER**

Mead & Hunt, a highly successful and recognized national consulting firm, is experiencing unprecedented growth. Because of this success, the firm is seeking a highly motivated senior-level military planner to expand the company's services to military clients throughout the United States. This position is located in the firm's Madison, Wis., office and will require travel throughout the country. For additional information, visit <http://airportnet.jobcontrolcenter.com/jobdetail.cfm?job=1587074>.

**BUSINESS OPPORTUNITIES**

**The Connecticut Department of Transportation** may require consultant services for various transportation related activities during calendar year 2004. Consulting firms having a desire to provide such services must be prequalified by the department. A listing of categories of services for prequalification and the format for submittals may be obtained by contacting the consultant selection office at (860) 594-3017, or visiting the department's internet website at [www.dot.state.ct.us](http://www.dot.state.ct.us).

Deadline for submittals is Nov. 15.

**Hillsborough County (Fla.) Aviation Authority** is accepting letters of interest for a project to update the airport safety forecasts, airfield demand/capacity analysis, airfield delay savings analysis, airfield improvements benefit cost analysis, passenger and employee surveys, airfield, terminal and airport support facilities requirements, Part 77 and Terminal Instrument Procedures (TERPS) airspace analysis, airport layout plan drawings, environmental assessments and capital improvement programming. Qualified consultants desiring consideration for this project must give written notification in the form of a letter of interest to: Dan Noettl, Manager, Planning and Development, Hillsborough County Aviation Authority, P.O. Box 22287, Tampa, FL 33622. The letters of interest must be received no later than 5 p.m. Sept. 25. For additional information, go to the authority website at [www.tampaairport.com](http://www.tampaairport.com); contracts & business information; RFP/RFPQ/RFI information on or after Oct. 15.

**The Metropolitan Washington (D.C.) Airports Authority** has issued requests for proposals for two projects. RFP R3-03-02 – branch banking and automated teller machine services concession at National and Dulles airports. The deadline for proposals is 1 p.m. EST Sept. 30. RFP R3-03-03 – marketing, leasing and management of food services concessions, Dulles Airport. The deadline for proposals is 1 p.m. EST Oct. 17. Additional information regarding these projects can be obtained from the authority's website at [www.mwaa.com/contracting/concessions.htm](http://www.mwaa.com/contracting/concessions.htm), or by contacting Mike Giardina at (703) 417-8672.

**The Peninsula Airport Commission**, Newport News, Va., is requesting proposals for a financial feasibility study for the construction of a parking garage at Newport News/Williamsburg International Airport, 900 Bland Blvd., Newport News, VA 23602. Proposals will be accepted until Oct. 3. Additional information is available from Mark Falin, airport manager, (757) 877-0221, fax (757) 877-6369, or e-mail [mfalin@nnwairport.com](mailto:mfalin@nnwairport.com).

**The city of Phoenix Aviation Department** is seeking experienced aviation consultants to participate in an upcoming request for qualifications to establish a qualified vendors list for aviation consulting firms. Aviation consultant services includes a range of topics that will include, but are not limited to, consultants who specialize in environmental, security, finance, airside and landside operations, terminal design, noise mitigation, retail/concessions, airside and landside facility programming, airspace, parking and airport master planning. Request for qualification documents will be available Sept. 30, with proposals due on Oct. 31. A pre-submittal meeting will be held at 10 a.m. MST Oct. 3 in the Phoenix Aviation Advisory Board room, located on the West Mezzanine of Terminal 3. Information on qualification documents may be obtained at the department's website at <http://phoenix.gov/AVIATION/rfps/index.html>. Contact Sharon Wiegel at (602) 273-2748 for any questions.

**The Savannah (Ga.) Airport Commission** is seeking letters of interest for the installation, operation and maintenance of public pay telephones at Savannah/Hilton Head International Airport. Telephones must be installed and in operation prior to Dec. 31, 2003. Interested parties must send a written request for a copy of the Savannah Airport Commission's Request for Proposal – Public Telephones. The request for proposal must be completed and returned to the Savannah Airport Commission no later than Oct. 17. A mandatory pre-proposal conference will be held at 10 a.m. Oct. 3 in the Savannah Airport Commission conference room. The letter of interest should be addressed to Patrick S. Graham, Executive Director, Savannah Airport Commission, 400 Airways Avenue, Savannah, GA 31408.

**CONGRATULATIONS**

**New A.A.E.s**—Congratulations to Melinda Montgomery, A.A.E., West Trenton, N.J.; Maria Renner, A.A.E., Morristown, N.J.; Jeffrey Bourk, A.A.E., Portland, Maine, and Craig Williams, A.A.E., Alexandria, Va., who have successfully completed all three phases of the accreditation process.



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