



Associate Member Council

Terry Hibler

Chairman

Associate Member Council

Dear Associate Member:

On behalf of the Associate Member Council of RACCA I would like to welcome you and thank you for your membership in this organization. I'd also like to spend a moment reviewing what we are all about. We are growing each year. Since we first met in Florida in 2003 we have seen some spectacular growth in interest in this segment of our aviation industry.

We have also survived some extraordinary challenges, such as the MU-2 possible grounding, Caravan icing issues, bad press, TSA, pilot shortages, and other issues. Each of these had (or still has) the potential to have a direct effect on our companies. Most of us joined RACCA to be in a position to sell our wares to the RACCA Airline Members, however we have all discovered this is more of a "symbiotic" relationship than a simple "here I am, come buy my product" membership.

We would like you to think of RACCA as a "large" family of men and women (more on that later) doing their best to see that the Air Cargo industry does flourish and with that our own companies can reap the associated economical benefits. As with any family, however, if a member gets in trouble the other members should rally around and give assistance.

For example, if there is a particularly damaging rule being contemplated in Washington it might help if the Associate Members join in a "grass roots" call upon our elected officials giving them the "real story" (which will be announced by RACCA) in an effort that those officials will know it simply isn't a small organization they are affecting.

Conversely, if an Associate Member has an issue, such as a new regulation being contemplated on how to repair a part that will have a damaging effect on our business, we expect the RACCA Board of Directors to help us by carrying our message to Washington regulators that might be able to "rethink" that proposed regulation.

As you know we hold a Spring Meeting every year for all Members. It is usually in May or June and has predominately been in the Scottsdale area. This event has rave reviews from those that attend, from our regulatory folks from Washington, and from the industry. There is also a Fall Meeting for the RACCA Airline Members Board of Directors and a conference call meeting of the Associate Member Council (more on that later).

We hope you have noticed that RACCA is like a “normal American family” (think back in the Ozzie and Harriett days) where the “head of the family” is seen at all events. This means the “Presidents, CEO’s, owners, etc.” attend each part of the event, from the opening reception to breaks, meals, and “team building events”. It is more often at other events (RAA comes to mind) that you will get to wave at those people from a distance, so continue to take advantage of the unique experience that RACCA provides!

Also at the Spring Meeting in 2007 it was decided that the number of booths would be kept between 55 and 60 for future Spring Meetings. We started with no booths in 2003 and had 54 booths in 2007! This will ensure each of the “buyers” will have time to spend with you “sellers”. You may also have also found that some of your fellow members displaying their wares are in the market for your product (or you for theirs) so take advantage of that too. Booths will become a prized possession so when it is offered we urge you to apply for one right away.

Last year we started a new “Passport” program, where the carriers (customers) have to fill visit booths and receive a number of stamps in their “Passport” to be entered into a drawing for a prize on the last day of the show. In 2009, that was a notebook computer and since the winner had to be present it meant there were more opportunities for you to get to know your prospect. This year there will be multiple prizes!

RACCA Associate Members also have an Associate Member Council. This Council’s job is to be the liaison between the Airline Member Board of Directors and the Associate Members. We tell the Board what is on the mind of the Associate Members (as a whole or even individually if appropriate) and act as a conduit from the Board back to the Associate Members.

You are invited to apply, via the Chair of the AMC, to be on that council if you are able, willing, and have the desire to give extra time and effort away from your personal business/life to help lead and guide our part of RACCA. As current Chair, I would be happy to hear from you and discuss with you a little more about that.

Hope to see you at the next Spring Conference on May 5th and please feel free to give me a call or e-mail if you have any questions, suggestions, or if you would like to join the Associate Member Council.

Best regards,

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