#### **VOLUME 1, ISSUE 2**

## The Kama'ilio 'Ana

The Conversation
To communicate the news of our team's continued contribution in support of our aviation partners and customers.

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## Message from the Executive Vice President

We have once again found ourselves at the end of yet another year. It is always a time to reflect on the past and have hopes and wishes for a brighter year to come.

At Bradley Pacific, we are no different as we look back at our year. It was filled with challenges as the demand for our services are always on the rise. We are in need of additional staff and equipment to meet our customers expectations and some how we find away to get it done. We get it done because of each of you. There are so many shining stars at Bradley Pacific. Some may need a little polish so they will shine brighter but we recognize that with all our efforts, each lead, supervisor, manager along with myself providing the leadership and direction we can all shine brighter.

As we reflect, we need to step back and look at what we have accomplished as a team. Each station is unique in how we provide our services and we have continued to address the issues at each. We have added equipment to every station; our staff is closing in on 150 employees; we have pumped more than 353,000,000 gallons on more than 45,000 aircraft; and we now prepare to close out the year with our annual corporate aircraft extravaganza (you may call it something different). 2006 was not dull.

Hopes and wishes...the brighter year to come....I believe it can be. I believe that we need to be better, not bigger. I believe we need to find the answers to issues that continue to make our daily tasks more difficult. We need to find in each of us a way to communicate so we become the one team each of us wants it to be. I am committed to see this for the coming year.

The New Year will bring additional refuglers and up grade facilities to Maui. Rona will see the start of its new hangar facility. Honolulu will take delivery of its new hydrant servicers, Maintenance and Fuel Operations will move to new facilities and we will start the renovations of our corporate hangar With Hilo receiving direct flights from the mainland and its staffing increase they too will need facility upgrades which are being planned for the New Year. Lihue will see the start of improvements as well with its new lease lot on the new corporate aircraft ramp.

Bradley Pacific Aviation also recognizes Hawaii's economic growth and we must maintain wages and benefits that will allow for recruitment and retention of our team. We must stay competitive in the markets we serve but continue to provide for a real future for its staff. We will continue to move in a positive direction.

We have discussed the introduction of possible partners and we will remain on that path so we may have the financial strength to continue to meet the many goals that we have set for Bradley Pacific Aviation.

On behalf of Bob Yosaitis and I, we would like to thank you all for an incredible year and I look forward to 2007 and all that we can be together. We wish you all a very Merry Christmas and a Happy New Year!

### Benefit Spotlight: AFLAC

Bradley Pacific has always tried to offer excellent benefits to all of their employees. However, standard insurance policies do not cover all expenses if an accident or illness occurs. Bradley offers a special benefit program to eligible employees; this is a voluntary insurance program, funded by you though a payroll deduction.

This program can be very beneficial to you and your family. AFLAC provides an excellent opportunity for you to purchase supplemental insurance benefits at substantial savings. It also allows you to buy products that you may not be able to purchase elsewhere. The premiums you elect may be eligible for pre-tax deductions.

The programs provide that valuable
"cash-in-pocket" needed to cope with
the medical and non-medical expenses
that occur when a serious illness or
injury strikes you or a family member...money to help pay the bills when
you are not earning a full paycheck.
The insurance programs being offered
may help cover some of the gaps in
your health insurance, such as CoPayments and deductibles, as well as
the non-medical costs you may incur.

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All plans are guaranteed renewable (cannot be canceled by the company) and pay cash directly to you, unless assigned, regardless of any other insurance you may have.

These benefits include Accident Insurance, Disability Insurance, and Cancer Insurance.

Accident Policy - This plan pays CASH DIRECTLY TO YOU, in the event of an accident. If you see a doctor within 72 hours of any accident, regardless of severity, you will receive \$120 for an adult or \$70 for a child. This plan covers you 24/7 on or off the job. There is a benefit that pays an accidental death benefit and a hospital confinement benefit, the amount of which is determined by the type of injuries received. There is also an annual wellness benefit.

Cancer Policy - In addition to your medical plan coverage, this plan pays for cancer treatment, in or out of the hospital, covering all types of cancer.

There is no lifetime limit on most benefits. The plan pays everyday there is a treatment for cancer, no matter how long the treatment may be needed. It includes Wellness Benefits for preventive physicals, annual screens, Pap Smear & Mammogram, and PSA tests.

Personal Sickness Indemnity Plan This plan pays a certain amount when a person incurs a charge for things like a physician visit, periodic health exams and routine physicals. There is no lifetime maximum, and major diagnostic exams, surgeries, hospital stays and rehabilitation may be covered under this plan. Cash is also paid to you when ambulance and air ambulance services are utilized.

You choose how long before benefits start, duration, and what amount is paid. All of the policies listed can fit into everyone's budget. Please see your human resources or admin. person for more information about these programs.



You may sign up for AFLAC during Bradley's open enrollment period in May, and all employee's are eligible.



Congratulations to these people who have reached company milestones with Bradley Pacific! We couldn't be the company we are today without hardworking individuals like you. Names, years worked and anniversary dates are listed.

## Bradley Anniversaries this Quarter

#### **KOA**

- Nikki Elarionoff- 2yr. Oct 18
- David Kama- 2 yr. Oct 6
- Chad Place- 2 yr. Oct 22
- Katie Reskusich- 5 yr. Dec 3

#### HNL

- Joshua Freitas- 1 yr. Dec 22
- Brandon Lee- 7 yr. Nov 1
- Kevin Lum- 7 yr. Nov 8
- Phillip Santiago- 2yr. Oct 22
- Nicole Spencer- 1yr. Oct 21
- Clinton Suyetsugu- 1yr. Dec 22

#### OGG

- Gary Yoshimura- 2 yr. Oct 25
- John Adoja- 2 yr. Oct 26
- Carol Averill- 1 yr. Nov 1
- Brooke Curry- 2 yr. Nov 16
- Dan Nono- 1 yr. Nov 28
- Francine Maddela- 5 yr. Dec 3
- Darryl Tyler- 1 yr. Dec 12

#### LIH

Clifford Dizon—1 yr. Oct 24

#### Corrections

Last newsletter, there were some people that should have been included in the anniversary column, but were missed. The editor apologizes for the inconvenience.

#### Congratulations in HNL to:

- Joey Flores– 2 yr. Aug 20
- Pam Guard- 2 yr. Sep 20
- Byron Ho- 7 yr. Sep 27
- Jonathan Jicha- 7 yr. Sep 29
- Tofi Lefau- 3 yr. Sep 30
- Alexis Parayno- 6 yr. Aug 6

### Congratulations in KOA to:

• Leslie Aguiar- 2 yr. Sep 25

#### MARKETING NEWS: 2006 NBAA CONVENTION by Mi Kosasa

The NBAA (National Business Aviation Association) Convention is held annually and is NBAA's largest event.. It was held in Orlando's newest Convention Center this October and the attendance was a recordbreaking 30,000+ people!

As the largest event, it gets the most exposure in the aviation community. The Orlando Convention Center is a million square feet facility and every inch of it was used for the exhibits – there were 2,000+ exhibitors. In addition to the exhibition hall, there was a static display of about 50 aircraft for sale at the Orlando Executive Airport.

Suzanne Olaso, Juliana Perez, Tom Anusewicz and I represented Bradley Pacific Aviation at the three-day convention. Andrea (Maier) Gilligan, who formerly worked for Bradley Pacific Aviation, was also part of our team.

What exactly do we do at this convention, you ask?

With our large banner and boxes of silk flowers, shell and silk flower leis, business cards, brochures, two tablecloths, and a koa bowl to hold potential clients' business cards in tow we arrive two days before the con-

potential clients' business cards in tow, we arrive two days before the convention starts so we can set up our 10x10 booth space with these items.



Mi Kosasa, former employee Andrea (Maier) Gilligan, Juli Perez and Suzanne Olaso all from the Honolulu Office, pose with some friends at Bradley's booth in Orlando.

When the Convention begins, our day starts with an early morning wake up call at 0530, we grab a quick breakfast in the hotel, we smile as we catch the shuttle bus to the convention center, sit next to potential customers and speak to perfect strangers, we smile and smile and we are at the booth from 0800-1700, we smile at everyone who comes our way, we eat our lunch at the booth, we are on our feet (with high heels!) all day!!!! and, we manage to squeeze in a few bathroom breaks during the day.

We attend reception events at night and are up early each morning so we can be at our booth when the exhibit hall opens. We smile and talk to perfect strangers hoping to find out about their company, aircraft fleet and ask them for their business and their business cards. We continue to smile and talk and smile and talk...and, trying to memorize names and data about each potential customer.

All of us – Suzanne, Juli, Andrea and myself - feel privileged and honored to represent Bradley Pacific Aviation at the NBAA Convention! We are tasked with marketing the company to increase the business and help Bradley Pacific Aviation maintain its viability.

With an average of a 16 hour-workday and 4 hours of sleep each night, by the end of the 3<sup>rd</sup> and final day of the NBAA Convention, we are all ready to take a vacation! Our cheeks hurt from smiling so much and our brains are taxed with so much data yet, through it all, we are energized and enthused to have seen our familiar customers who praise the service we all have provided them over the years and potential customers who promise to give us that one chance we ask of them.

Knowing that we all have the same commitment to service excellence, it truly is a delight to market Bradley Pacific Aviation that is made up of all of YOU! YOU have helped to create the fine reputation in the aviation industry that we have come to enjoy and for that, I express my sincere gratitude!



#### Teamwork...

"Never doubt that a small group of thoughtful, committed people can change the world. Indeed. It is the only thing that ever has."

-Margaret Mead

In Maui, David Pahia, Val Lincoln, Chinta Zepty, Carol Averill, Del Nono, Keone Kele, Farran "Mahi" Rossetti, Matt Bantalin and Kawika Balmoja all hang out for a brief moment before heading out or coming off of the ramp.

#### Who's in Hilo?

On November 20th at approximately 1700/1730 hours, Bradley Pacific personnel along with Air Service personnel helped fuel this famous back-up political passenger plane. "It was a good experience for new employees to fuel a 747 plane." wrote Carol from the Hilo Station. Here is a picture of the aircraft that we fueled.





Kevin Schorn, Bradley Pacific's Environmental, Safety and Health Manager

## Kevin's Safety Corner

To help prevent accidents and on the job injuries, a new program will be commencing on January 1, 2007 and each quarter thereafter, for every active employee of Bradley Pacific Aviation, Inc. The program will be called the "Accident and Injury Free Reward Program", and here is how it will work. All active employees are eligible to receive a reward for having no lost days or the least amount of lost days due to a work-related accident/injury or illness. All active employees will be divided into randomly selected groups made up of all island locations. (All Officers, Directors, and the Manager of Environmental Safety and Health are ineligible) Groups will be made up of approx. 20 employees, and the participants for each group will change every quarter. An employee must be employed for the entire quarter to qualify.

The top three (3) groups will receive a reward:

First Group:

Equal share of \$1,000.00

Second Group:

Equal share of \$500.00

Third Group:

Equal share of \$250.00

(For example: If each group has 20 employees in the group, each employee in the first group would receive \$50, second group \$25 and the third group \$12.50. The monies will be equally divided by the number of employees in each group; some groups may have more employees than others.)

In the event of a tie, a drawing will be held to determine the winners. Posting of the names in each of the six (6) groups will be made as follows:

January 1, 2006 for January-March 2007
March 15, 2007 for April-June 2007
June 15, 2007 for July-September 2007
September 15, 2007 for October-December 2007

This is a new program and we will be trying to make it work for everyone. The money may be given out as a check, or put into the following payroll check. This program is subject to change and will be reviewed quarterly. It is in the best interest of each and every employee to help this program succeed.



#### Big News!

Congratulations are in order for the following people who have had big events happen in their life:

- → Congratulations to Keone Kele and his wife on Maui who had a 20.5 inch baby boy on December 13<sup>th</sup>. Noa Kyle Aliimalu Kele weighed in at 7 pounds 13 ounces. This is Keone's second child. Congratulations Keone!
- → Congratulations to Frank Torres of Honolulu who got married on December 16th! We are so happy for you and your new wife.
- → A congratulations also goes out to Montezuma Benally of Honolulu who recently had a beautiful baby girl. He will be very busy with his new daughter and all of the corporate activity this season.

Brooke's Brain Busters:



What is the best selling aircraft in the world?

\*The winner will receive a pat on the back from Brooke. Answer to be given in the next newsletter.

## Coal-Based Jet Fuel Approaches Ready Ramp by Douglas Page

\*Taken from Ground Support Worldwide Magazine, October 2006 edition

University researchers have successfully powered a helicopter jet engine with fuel derived from at least 50 percent bituminous coal, a percentage that could go half again as high. "We have shown in tests that the mix can go to at least 75 percent coal," said Harold H. Schobert, professor of fuel science and director of Penn State's Energy Institute. The fuel, provisionally named JP900, is produced in one of two processes under investigation by Schobert. Both processes use light cycle oil, a petroleum by-product and coal derived refined chemical oil a by-product of the coke industry. The researchers mix those two components and then add hydrogen. When distilled, jet fuel seeps off as a distillate. Schobert's coal-based fuel provides several advantages over existing military and commercial jet fuel.



Photo courtesy of Energy Institute, Penn State University.

Tests show that coal-based JP900 has a flash point higher than required for JP8, a lower viscosity and freezing point and a higher smoke point. The coal-based fuel is also lower in aromatics - compounds such as benzene and toluene - than conventional jet fuels and is almost sulfur free.

"Combustion tests show that JP900 meets or exceeds almost all specification for JP8 and Jet-A," Schobert said. Schobert presented his results at the March meeting of the American Chemical Society in Atlanta. These tests showed that JP900 has a flash point higher than required for JP8, a lower viscosity and freezing point and a higher smoke point. The coal based fuel is also lower in aromatics compounds such as benzene and toluene, than

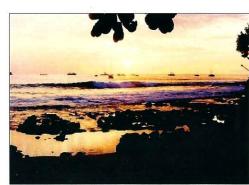
conventional jet fuels and is almost sulfur free. From an energy point of view, JP900 produces almost exactly the same BTU as JP8. Coal-based fuels could also reduce dependence on imported for jet fuel purposes by about one half, a benefit looking all the more attractive now that the price of oil has soared to all-time highs.

Tailoring this fuel to meet JP-8 specifications basically means that it would also be equivalent to Jet-A or Jet A-1. Therefore, it could be used, in principle at least, as a replacement for those current commercial fuels. Schobert said commercialization depends on two factors. The first is being able to "qualify" the fuel for use and the second, economics. "We do not yet have a solid economic evaluation of this fuel," he said. So far, Schobert has produced only 500 gallons of a prototype fuel, and that was shipped to the Air Force Research Laboratory, Wright Patterson Air Force Base, for testing. While the JP900 fuel was created for and funded by the military, it could eventually find its way into wing tanks of commercial jetliners. "I can tell you that two major U.S. airlines have expressed some interest in this fuel and I have briefed some fairly high level managers from one of them," Schobert said. Schobert declined to name the airlines, but said they are national or international carriers.

## A Big Mahalo For...



A Big Mahalo goes out to Rosett Frohn in Kona who single-handedly designed most of the new layout for our newsletter. With her help, time and talent, the newsletter looks great and it will be used for many issues to come. Thanks Rosett!!



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Bradley Pacific Aviation, Inc. (BPA) is a privately held Hawaii Corporation operating as a "fixed base operator (FBO) at all major airports within State of Hawaii since 1998.

The company provides quality fuel services to general a viation and commercial aviation customers.

The core values of Bradley Pacific Aviation are to conduct business with the highest level of integrity and ethical standards. These core values are the foundation for the relationship with our employees, customers and vendors

We are proud to provide quality services to the aviation community and to be a member of the business community in Hawaii.



# Bradley welcomes all new employees hired in this quarter at all of our 6 island locations!

In Honolulu we welcome: Gene Agbayani, Eugene Healy, David Kaawa, Nicole Olaso, Rachel Ortega and Austin Tengbergen!

In Hilo we welcome: Terry Nielson and Roxane Wong!

In Kona we welcome: Paul Aceret, Adam Friedman, David Ousley and Trevor Taylor!

In Lihue we welcome: Darci Beed and Larry Warren!

In Maui we welcome: Brett Erickson, Dinea Evans, Richard Ferdinant, Patrick Ibarra,

Mary-Beth Seavy, Wilson Tadeo and Jeff Visitacion!

## Welcome to a great team!

Need a caption? Each issue we will run a picture but the words will have to be yours! Whatcha got?

We will print the best or maybe even the worst!



Last issue we ran 2 pictures, and after careful consideration, we'd like to thank Adrian & Eugene from HNL for the following comments...

#### Thanks for the lift guys!



Got any story ideas, pictures, or suggestions for the next newsletter? Want to contribute yourself? Let your admin person or station manager know! We'd love to hear what you think of this newsletter and to get your ideas for the next one.

Dang!! I shouldn't of had two bowls of chili for lunch!\*



Submitted by: \*Adrian Martinex

<sup>a</sup>Eugene Healy

## Job Openings at Each Station

- Commercial Fuelers at KOA, LIH, HNL, OGG
- Mechanic & Mechanic Assistant at OGG, HNL
- Line Service Assistant at OGG