

# Intelligence

## BCA Fast Five *By William Garvey*

### Jet-A and Avgas Per Gallon Fuel Prices January 2009

Jet-A			
Region	High	Low	Average
Eastern	\$7.57	\$3.49	\$4.93
New England	\$5.99	\$3.46	\$4.46
Great Lakes	\$5.56	\$2.85	\$4.23
Central	\$5.50	\$3.25	\$4.12
Southern	\$5.99	\$3.22	\$4.54
Southwest	\$5.18	\$3.10	\$4.24
NW Mountain	\$5.85	\$2.80	\$4.30
Western Pacific	\$5.66	\$3.24	\$4.43
<b>Nationwide</b>	<b>\$5.91</b>	<b>\$3.18</b>	<b>\$4.41</b>

Avgas			
Region	High	Low	Average
Eastern	\$8.47	\$3.55	\$5.24
New England	\$6.91	\$3.59	\$4.71
Great Lakes	\$7.66	\$3.70	\$4.91
Central	\$6.75	\$2.99	\$4.49
Southern	\$6.96	\$3.17	\$4.91
Southwest	\$6.50	\$3.29	\$4.53
NW Mountain	\$7.49	\$3.49	\$4.83
Western Pacific	\$7.92	\$3.67	\$4.95
<b>Nationwide</b>	<b>\$7.33</b>	<b>\$3.43</b>	<b>\$4.82</b>

The tables above show results of a fuel price survey of U.S. fuel suppliers performed in Jan. 7, 2009. This survey was conducted by Aviation Research Group/U.S. (ARG/US) and reflects prices reported from FBOs nationwide. Prices are full retail and include all taxes and fees.

For additional information, contact  
ARG/US at (513) 852-5110  
or on the internet at  
[www.aviationresearch.com](http://www.aviationresearch.com)



**David Pasahow**

*Principal, Blue Line Advisors, Dallas*

A private pilot at 17, Pasahow washed airplanes and changed oil on Twin Beeches throughout his undergraduate years at Kenyon College. After graduating he sold satellite circuits for Western Union and began his own successful business before becoming an executive recruiter, ultimately rising to senior partner at Heidrick & Struggles. An MBA, he formed his own firm in 2004, specializing in the aerospace industry. His clients have included Cessna, Rockwell Collins and NORDAM, among others. A 20-year member of the Experimental Aircraft Association board, he flies "as much as I can, but not nearly enough."

### 1 How would you characterize the conditions and mood of the business aviation workforce?

**Pasahow:** I focus on white-collar employees — sales personnel, managers and executives — and those people are scared, with those who work in businesses controlled by private equity groups facing a greater degree of personal uncertainty than those in public companies. Those people involved in customer-facing assignments or those who can influence the backlog have tremendous value, whereas those, say, in the supply chain, public affairs or human resources probably have a higher degree of anxiety now.

### 2 What advice have you for a flight department manager?

**Pasahow:** Be worried about your position, and not because of your performance. The continuation of the department might be determined by factors completely beyond your control. So, stay sharp on the issues facing the industry. Know the economics of your department, and be able to articulate how it adds value to the corporation. Manage your department's optics, that is, the impression it makes on others. And realize your next job might involve serving business aviation clients in a different role, perhaps running an OEM's service center, or a fleet for a fractional.

### 3 And your advice for those people who have been given pink slips?

**Pasahow:** Your legacy is heavily influenced by

your last days of employment, so don't be a jerk. Complete the checklist — put the control locks in and switch the master off. Line up references within the company. Keep in mind that a third of all jobs are filled internally, a third by outside parties like me and a third through informal networks. So, network. Be prepared to talk about your career, your roles, strengths and accomplishments in 10 minutes or less. It's amazing how few people can do that, yet it's really important. Keep your options open to doing something different, and in a different location. Life is not a series of straight lines. Finally, be strong. Job loss is one of the big stressors, and could ultimately involve others including marriage and financial trouble and relocation. But you'll get through it.

### 4 If good people leave the industry for good, might not the impact be considerable and long term?

**Pasahow:** That's a big concern. We run the risk of losing people with transferable skill sets — those in financial, human resource and supply chain activities, for example. And those who came to the industry from the outside as a part of our expansion, if they leave, they won't return. And that's a particular loss because they were our new thinkers.

### 5 Why the name Blue Line Advisors?

**Pasahow:** When flying a multiengine airplane, you have to get your speed above the blue line to have control. I like to have control, and my clients like it, too.