





BEMIDJI AVIATION

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## Short History

1947 Bemidji Airlines Started

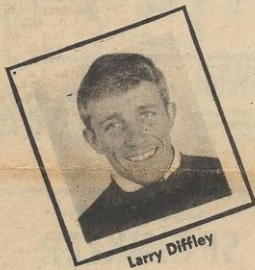


# BEMIDJI AVIATION

SEE OUR LAKE COUNTRY  
FROM THE  
AIR.....

*Discover Flying*

AT THE  
**BEMIDJI AVIATION**  
NOW UNDER NEW OWNERSHIP



Larry Diffley



Mark Shough

- Charter Service
- Air Ambulance Service
- Flight Instruction
- Rentals
- Maintenance
- Fueling
- 24-Hour Service
- National Car Rental



Open 7 a.m. to 9 p.m.

**751-1880**

After Hours .. Phone 751-5672

BEMIDJI AVIATION SERVICES INC.  
SALES • STORAGE • RENTAL



BEMIDJI AVIATION OWNERS. . .Shown with two of their four planes are Larry Diffley (left) and Mark Shough who took over operations at Bemidji Aviation in April.



PRIVATE INSTRUCTION. . .Sue Allquist is all smiles as she gets some pilot instruction from Larry, who is a commercially rated certified flight instructor



# BEMIDJI AVIATION



# BEMIDJI AVIATION

Public Presentation 2017 V1

What we do now

# RAMP SERVICES



# RAMP SERVICES







# AIRCRAFT RENTAL



# MAINTENANCE



# STRUCTURES REPAIR



# PAINT



# ENGINE OVERHAUL



# FIBERGLASS & VACUUM FORM PARTS



# AVIONICS





# PHOTO FLIGHTS



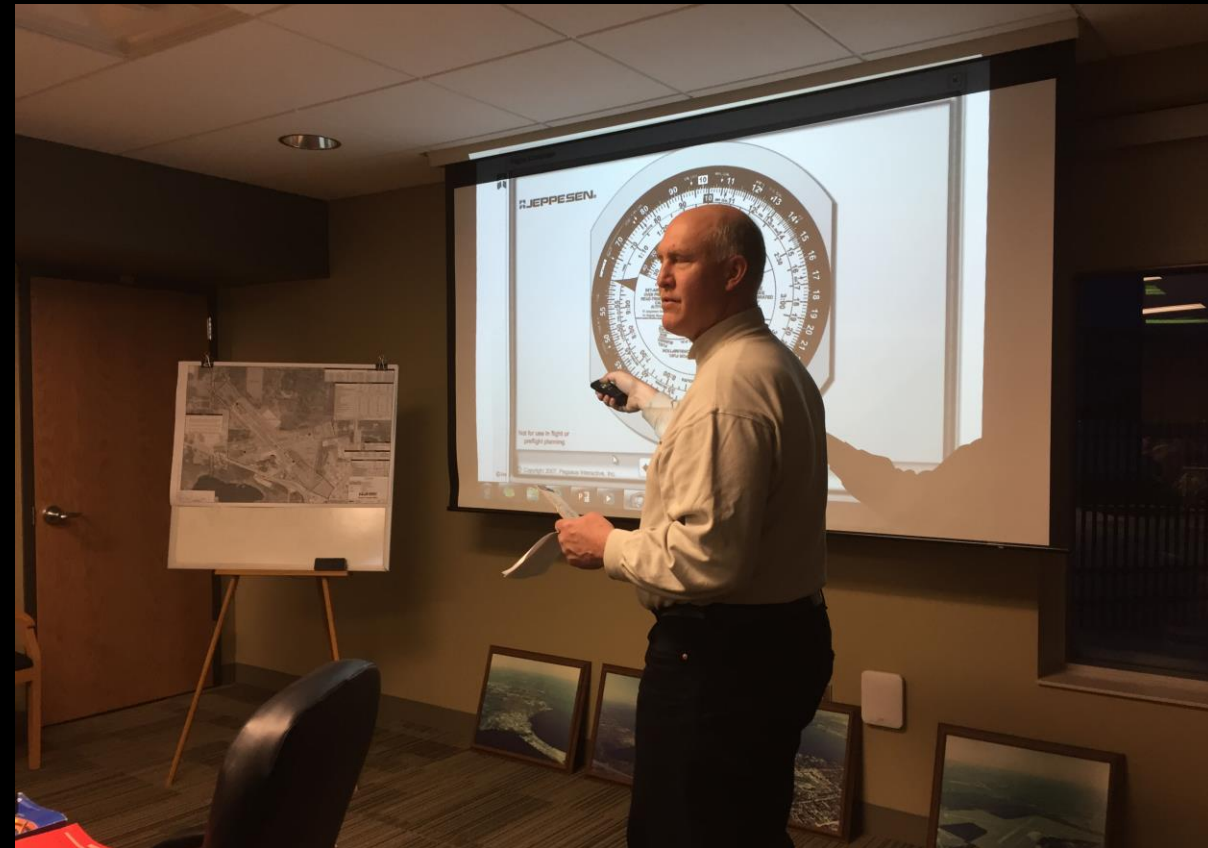
# FIRE DETECTION / SURVEY FLIGHTS



# FLIGHT INSTRUCTION



# GROUND INSTRUCTION



# PASSENGER CHARTERS



# AIR CARGO



# AIR CARGO



# STATS

## • 2016 Numbers

- Aircraft Flew 9700 hours
- Aircraft Flew 13050 Legs
- Carried 6.9 Million lb. of Cargo
- Operate 38 Aircraft
- 67 Employees

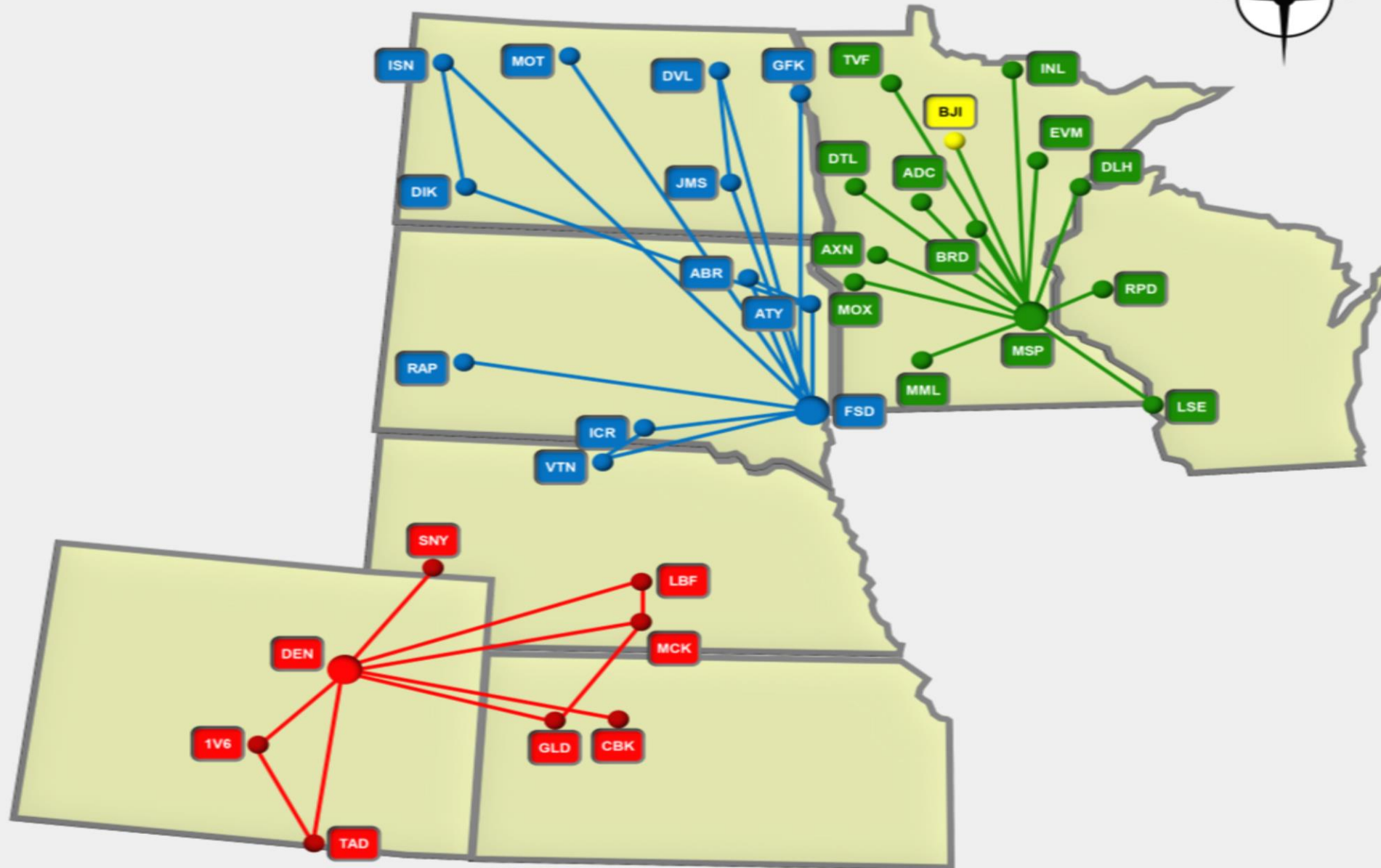
## 2017 Numbers

Operate 59 Aircraft  
Employ 120+ people  
18,265 Flight Hours Expected  
11 Million lb. of Cargo



# BASI ROUTE MAP

NOT TO SCALE



# WHAT KIND OF CARGO PLANES WE USE



# AVIONICS UPGRADES




# THE CARGO PILOT




# ATTRIBUTES

- Willingness to learn
  - We are seeing an attitude of “we learned it all in college”
  - Disbelief it can be different than Part 91
  - Willingness to step outside their comfort zone with education
    - Get the real world experience
- Communication
  - Ask the questions & listen to the answer



Faith is like instrument flying,  
just do what the good book  
says and it will be there.



# CHALLENGES

- Candidates
  - Best –
    - Live where they are based
      - Smaller towns
      - Have already experienced life (whether is flying or bigger life)
      - Life Balance – locate themselves in an area they enjoy & where the airplane is based
      - So hung up on their goal, that they don't pay attention on their way
      - Family challenges and fit will change, jobs and schedules
      - Single
      - Married w/ No kids
      - Married w/ Kids
        - Young
        - Older
        - Realizing that family is first, the schedule has to be met, so good communication is a must to balance the life issues

# TIME BUILDING

- Routes
  - Up to 1000 hours of PIC turbine a year
    - This is a full time 5 to 6 days a week flying





# PILOT WORK EXPERIENCE

- It's Full Time employment

# AIRPLANES – EVERY DAY!



# MAKE LIFE LONG FRIENDS

Jeff and I have known each other since 2000.

He is our lead pilot for our Denver operations.



# PILOT WORK EXPERIENCE



Sun Rises



Night Time



# WORK LIFE BALANCE

Why I fly Cargo?



I don't miss much

