

## **FOR IMMEDIATE RELEASE**

*October 15, 2004*

### **POPA Secures Joint Venture with CAA To Reduce Fuel Costs for POPA Members!**

POPA has negotiated a program to help you substantially reduce your fuel expenditures! Corporate Aviation Association (CAA) is an association of corporate flight departments operating jets. Allen Morris, Chairman of the POPA Fuel Initiative, has requested that their Board consider an exception to include PC-12s. They agreed on a trial basis. CAA is offering a six-month trial membership at no cost. At the end of the six-month trial membership, you either choose to pay a \$400 annual membership fee or allow your membership to expire. Allen has been a trial member for 5 months and definitely plans to pay for permanent membership.

One FBO Allen frequents posted their Jet A fuel price as \$3.20/per gallon. The CAA price is \$2.75/gallon. "If I buy 350 gallons, I save .45¢ per gallon or \$157 in one top off. I have been saving a huge amount on my fuel purchases. I just show my CAA card and pay with my credit card," stated Allen.

CAA has very high standards of ethics and confidentiality in order to assure their relationship with FBOs is a win-win relationship. If any member discloses the fuel price of a specific FBO, or uses that price to negotiate with another FBO, it is considered unethical and the member is expelled. The basics of membership qualifications are:

- You must NOT hold a Part 135 Certificate.
- You must belong to NBAA.
- You must have an e-mail address
- You must use a CAA member FBO.
- You must show your CAA card at time of purchase.
- You must buy a minimum of 200 gallons of fuel per visit.
- You must not disclose the CAA fuel price to another FBO or use that price to negotiate with another FBO.

The first step for those interested is to log onto the CAA website at [www.corpaa.org](http://www.corpaa.org), click on "Trial Membership" and complete your application.