



# UTH ROTOR NEWS

VOLUME 5, ISSUE 5

MAY 2011

## Special points of interest:

- FIRST ANNUAL IDAHO AVIATION TRADE SHOW THIS MONTH, WATCH FOR DETAILS!
- MOUNTAIN RIVER RANCH EVENT, "A SALUTE TO THE VETS" WILL BE AT THE END OF MAY!

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## 2011 Annual Utah Helicopter Safety Seminar:

### Journey of Black and Orange

By: Miranda Graves

Since established in 2006 there have been company-wide Utah Helicopter safety trainings. As the company has grown, this training has become a bigger event with more pilots attending each year!



To help introduce the new JPA program (Job Placement Assistance) pilots were also trained on valuable skills for their first industry job. Resume writing, positive attitude and positive thinking were discussed as the future pilots of



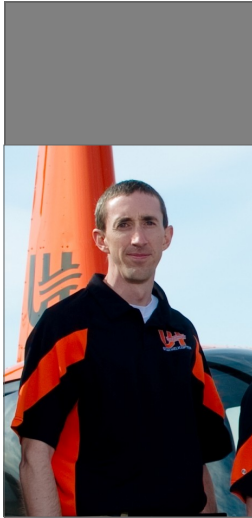
Pocatello Regional Airport experienced an influx in black/orange shirts and khaki pants this month. This sea of black and orange was part of the Utah Helicopter family: management, employees, pilots (CFI) and instructors, –all gathered for the *Annual Utah Helicopter Safety Seminar*.

Safety is the center of all that pilots do and are, so Utah Helicopter makes great efforts to ensure that safety is number one. During the 2011 seminar, owner and Chief Flight Instructor, Brian Peterson reviewed safety policies, procedures and professionalism at Utah Helicopter with his teams. Maintaining the Utah Helicopter high standards continues to be the result of this training. Base Managers also taught aviation topics to their peers-- each bringing their



expertise and skill to the team. A guest speaker inspired pilots by sharing his 'black & orange' journey through aviation and what steps he took and is taking to succeed. Regional Manager, Erin Hudman led the pack in reviewing the exciting company outlook and plans for continued growth. The seminar offered a unique opportunity for students and instructors to be part of the company in a more personal way. Ideas from all were discussed. This feedback continues to make UTH flight school the best.

America soaked it in and applied it to their journey! There were also competitive events throughout the day to inspire skill and keep it fun. Instructors and students enjoyed camaraderie as a team and as competitors. As an April Fool's joke the office staff even had owner and pilot, Gary Hansen, arrested!!! It's a good thing he's got a great sense of humor! The 2011 Annual Safety Seminar was said to be the "best seminar and training so far...full of great information" for our pilots and it just keeps getting better. Safety, vision, determination and motivation are where the helicopter journey begins. Until next year's seminar...FLY SAFE!



**“Communication  
is the most  
important skill in  
life.”**

## CFI TO CFI

# LISTEN

By: Mike Robinson, Base Manager

Suppose you've been having trouble with your eyes and you decide to go to an optometrist for help. After briefly listening to your complaint, he takes off his glasses and hands them to you. 'Put these on,' he says. 'I've worn this pair of glasses for ten years now and they've really helped me. I have an extra pair at home; you can wear these.'

So, you put them on, but it only makes the problem worse.

'This is terrible!' you exclaim. 'I can't see a thing!'

'Well, what's the matter with you? Think positively.'

'Okay. I positively can't see a thing.'

'Boy, are you ungrateful!' he chides.

'And after all I've done to help you!'

What are the chances you'd go back to that optometrist the next time you needed help? Not very good... You don't have much confidence in someone who doesn't diagnose before he or she prescribes.

"Communication is the most important skill in life." Within communication there are four forms: reading, writing, speaking and listening. It is **listening** that I want to put my main focus on. We must "first seek to understand," to actually listen to what someone is trying to say.

"Most people do not listen with the intent to understand; they listen with the intent to reply." How often I fall into this practice. I am so ready to impart what I think is helpful information. "I went through the very same thing. Let me tell you about my experience."

When we "listen," we do it in one of four levels:

- Ignoring... not really listening.
- Pretending... "Yeah. Uh-huh. Right."
- Selective listening... hearing only certain parts of the conversation (maybe hearing what you want to hear)
- Attentive listening... paying attention and focusing energy on the words that are being said

A fifth level should be added... "the highest form of listening, empathic listening." "Empathic listening gets inside another person's frame of reference." Do not confuse empathy for sympathy. "Sympathy is a form of agreement..." Empathic listening does not mean that you have to agree. It means that you are trying to see the world as they see the world.

Communication experts estimate, in fact, that only 10% of our communi-

cation is represented by the words we say. Another 30% is represented by our sounds, and 60% by our body language. In empathic listening, you listen with your ears, but you also, and more importantly, listen with your eyes and with your heart. You listen for feeling, for meaning. You listen for behavior. We all have basic needs... food, water, shelter, temperature, and air. If all the air were to disappear while you were reading this newsletter do you think you would still be interested in what I have to say? No, you would only be interested in getting air. "Survival would be your only motivation." But, because there is air, you are only interested in unsatisfied needs. "Next to physical survival, the greatest need of a human being is psychological survival-to be understood, to be affirmed, to be validated, to be appreciated." Take a minute to listen to your students, coworkers, and visitors. Use that time to understand what they are trying to get across. Resist the urge to jump to conclusions. Watch the tone. Watch the body language. "First seek to understand."

*\*All information, quotations and ideas for listening came from "The 7 Habits of Highly Effective People" by Stephen R. Covey*

## A FEW WORDS...

By: Mike Robinson, Base Manager

I appreciate the opportunity to be Base Manager for the Idaho Falls location. May I take a moment to thank all those who have helped me and continue to help me through my helicopter training. If I could go back in time (to the day I started school) and impart any advice to myself, it would be this:

- Be grateful for the opportunity to fly a helicopter because for every person granted that opportunity there are many who for one reason or another are denied that opportunity.
- Find a mentor, preferably someone who has varied and extensive experience in the field.

- Help your fellow students... by helping you increase your own knowledge.
- Be "100% in the game" from the moment you latch the door til the moment you unlatch the door (if you allow outside influences to distract you then you do a big disservice to yourself).
- Nobody should care more about your education than you.
- Do not judge your progress and skill to anyone else... there will always be someone better than you.
- Don't be so hasty to jump to conclusions... take 24 hours to think it over.
- Communicate, communicate, communicate!
- Keep up your rest and good eating habits.
- Don't rely upon the instructor to figure it out for you... think for yourself!
- Patience is key, especially when learning, teaching and when dealing with weather.
- Each instructor is different and there is always something you can take away from each.
- Take time for yourself
- Appreciate your office administrators and mechanics... just imagine what it would be like without them.
- Relax!!!

- If you are not having fun... stop, reevaluate, seek advice, and make adjustments.
- Learn from your mistakes as well as other mistakes and move on... the key there is to move on!
- The helicopter community is small... do not fall prey to rumors, opinions, or sensationalized stories (only believe half of what you see and nothing of what you hear).

*\*All information, quotations and ideas for listening came from "The 7 Habits of Highly Effective People" by Stephen R. Covey*

# FRUIT AND THE CIRCLE OF FLIGHT

By: Miranda Graves

There are many fruit trees in the world. Some examples off the top of the head would be pear, apple, peach, cherry, plum, orange, mango, date, nectarine, grapefruit, tangelo, etc. Not only are there a plethora of fruit trees, there are also many different sub-categories within a certain fruit. This is evident when you go to the grocery store for apples: pink lady, fuji, granny, royal gala, golden delicious, are just a few. There is a popular saying that you can know a tree by its fruit. If there are cherries on a tree, clearly, that is a cherry tree. You may be asking yourself right now, "So what?! What do fruit trees have to do with helicopters?!!!"

Just to squelch any rumors before they get started, Utah Helicopter is not breaking in to the fruit tree business. In fact, it is quite the opposite. Utah Helicopter's main focus is seeing the success of their pilots...training the best of

the best...of the best... of the best...in the helicopter 'circle of flight.'

Those seeking a helicopter flight school have realized by now that there are a lot of different schools around (much like apple trees). There are fat ones, skinny ones, red ones, green ones, sleazy ones, honest ones, mediocre ones, excellent ones...you get the picture. An effective way to learn about the 'circle of flight' and get to know a school is to visit and see their *fruits*. We invite all to visit any of our four locations and experience the *fruits* of Utah Helicopter Flight School.

UTH's owners are dedicated to the *fruit* of the school (i.e. their helicopter pilots). The owners are pilots as well, so process and procedures are in constant evaluation to create better learning, safe and successful pilots. In fact, in the last few months Utah Helicopter has seen **eight** of its pilots start their first industry jobs! These skilled pilots are now living their dream and working for

such reputable companies as *Maverick*, *Rotorcraft Leasing*, *Papillion*, and more. There are also pilots from UTH in countries as far away as Abu Dhabi!!

To those who don't know the helicopter industry...the first industry job is a HUGE step in the success of a pilot. UTH has celebrated the progress of their pilots as each moves on in the 'circle of flight.' As those pilots who have acquired the skill and hours move on, the *fruits* of their labors (their students) are there to step-up and take their mentor's place as an instructor. And thus the 'circle of flight' continues.

At Utah Helicopter-pilots, instructors, atmosphere, family values, dedication to student's learning and integrity are just some of the *fruits* you will experience. There are fruit trees all around so REMEMBER: You can know a tree by its fruit. If your passion is in the air, come visit and experience the *fruit* of the 'circle of flight' at Utah Helicopter!

"To those who don't know the helicopter industry... the first industry job is a HUGE step in the success of a pilot."

CHECK US OUT ON THE WEB:  
WWW.UTAHHELICOPTER.COM

OR SEARCH: UTAH HELICOPTER ON FACEBOOK!

## 2011 UTAH HELICOPTER SCHOLARSHIP WINNERS!

Congratulations to our 2011 Utah Helicopter Scholarship Winners!

Ray Ring: Private  
Brooke Rasmussen: Commercial



Britain Potter: Instrument  
Dave Hyde: CFI  
Steve Booth: CFI

We are excited to see your progress!



# UTH RECOGNITION

## UTAH HELICOPTER, INC

HEADQUARTERS (U77):  
2050 NORTH 300 WEST  
SPANISH FORK, UT 84660  
PHONE: 801.794.2480

U42 LOCATION:  
7220 SOUTH 4450 WEST #203  
WEST JORDAN, UT 84084  
PHONE: 801.561.7972

PIH LOCATION:  
1503 A FLIGHTLINE  
POCATELLO, ID 83204  
PHONE: 208.233.4365

IDA LOCATION:  
2381 FOOTE DRIVE  
IDAHO FALLS, ID 83402  
PHONE: 208.227.0300

## WELCOME!

**NEW EMPLOYEE:**  
ELI HOBBS

**NEW BASE MANAGER:**  
MIKE ROBINSON

**NEW STUDENTS:**  
JACOB OLSON  
CLINTON LENKER  
BOYD BROWN

**MOVIN' ON:**  
KADE GOURLEY  
(ONTO PAPILLON!!!)  
MIKE GREENE  
(INDEPENDENT FLIGHT  
INSTRUCTION)  
MIKE BEAUREGARD  
(ROTORCRAFT LEASING  
COMPANY)

## CONGRATULATIONS!

**SOLO:**  
BROOKE RASMUSSEN  
ED WALLACE

**PRIVATE:**  
JESS MOSMAN  
STEVEN JESSOP

**CFII:**  
ELI HOBBS

## HAPPY BIRTHDAY!!!

JAMES MCLAIN  
JAKE CLARK  
DAVE PERKINS  
CARL DOFELMIER  
ROBERT WINDER  
JADE WALKER

## AVIATION ALTITUDE WINNERS!

SCOTT BANNING  
BRENT NEAL  
KADE GOURLEY  
JAKE CLARK

## UPCOMING EVENTS!

FOR MORE  
DETAILS CALL  
801.794.2480!



## ► May 2011

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3	4	5	6	7
MOTHER'S DAY!	9	10	11	12	13	14
15	16	17	18	19	IDAHO FALLS AVIATION TRADE SHOW!	IDAHO FALLS AVIATION TRADE SHOW!
22	23	24	25	26	27	MOUNTAIN RIVER RANCH EVENT!
29	MEMORIAL DAY!	31				