

# Parachute Equipment Industry Association

An Affiliate of the United States Parachute Association

806 15th St., N.W., Suite 444, Washington, D.C. 20005 (202) 347-5773



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## PARA NEWSBRIEFS

*The Para Newsbrief is an industry publication prepared by the Secretary and mailed to all members. Membership is open to firms in the parachute equipment industry. Applications may be directed to the address above. Newsletter correspondence should be sent to Don Beck, 2509 Riviera Circle, Fort Smith, Arkansas 72903. Or call (501) 452-3987.*

### THE NEWS IN BRIEF

The Salt Lake Meeting was a success and our membership now stands at 26 companies.

PEIA hosted rolls and coffee for the Thursday morning meeting (Helps avoid those long waits in the coffee shop.)

First meeting in our history (other than those when we were trying to get organized) that has run into two days.

Cocktail party hosted by George G. Harris Company and D. J. Associates seemed to be enjoyed by everyone.

Dinner hosted by PEIA was prime rib with goodies and plenty of wine.

Charter Member Companies...Dues will be coming up this month or next. Mail your checks in early. We committed to lots of expenditures in Salt Lake City.

No members of PEIA have ever resigned. The only ones that have left are out of business (Green-Star; Rodriguez and Steinthal).

Minutes of the Salt Lake Meeting are enclosed. I urge those of you that were there to review them and those of you that weren't to study them.

The best free advertising you can get is from sending Hank Asciutto information from your Company for the RIGGERS NEWSLETTER.

The July Meeting of PEIA was set for Monday, July 7. The consensus was that everyone in Richmond would be there to SELL-SELL-SELL during the Boogie, so the meeting will be after the selling is over.

The Government has invited us to attend a recession, sponsored by the Federal Reserve Board, but the consensus at Salt Lake was that we would decline!

Copies of a proposed Revision of The SOP and Part 22, will soon be circulated. Please review these and send your comments back to the Secretary quickly, as we don't have much time until July.

#### MAGAZINES FOUND

Hundreds of old magazines were recently found and will be made available to collectors. The treasure trove of back issues, most in excellent condition, consist of USPA's PARACHUTIST and Lyle Cameron's SKY DIVER magazines. Some date back to the late 1950's.

According to Marie Horan, USPA Museum/Library Curator, these magazines are quite valuable as very few remain in existence today.

Collectors wishing to complete their libraries should write to Dan Poynter (P. O. Box 4232-B, Santa Barbara, CA 93103 USA) for a complete list and prices.

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Lots of members "grumbling" about the date for this last meeting. Too much conflict with Easter, crowded airplanes, "Z" Hills and other Boogies. Hope the Board will see fit to move it back to some "quiet time" ...like January.

PEIA has been approached by a "Professional Management" company. Sounds great, but their rates are a bit too steep for our size and pocket book.

*Maybe death and taxes are inevitable,  
but death doesn't get worse everytime  
Congress meets.*

*It takes all the fun out of money if you have to earn it.*

## MINUTES SALT LAKE CITY MEETING

3 April 1980

- I. The meeting was called to order at 9:10 AM, Thursday, April 3, 1980.
- II. A quorum was established and a list of attendees is enclosed.
- III. Minutes of the previous meeting (Richmond, July, 1979) were approved.
- IV. Election of officers was held and new officers are:
- CHAIRMAN - A. Levinson, G. Q. Security
  - SECRETARY - D. Beck, D. J. Associates
  - TREASURER - R. Paoliello, Continental Air Sports
- COMMITTEES
1. Insurance - Ron Edwards, National Parachute
  2. Technical - Elek Puskas, Para-Flite, Inc.
  3. Membership - Warren Echhorn, Parachute Associates  
John Sherman, The Jump Shack  
Hank Ascitutto, Para-Innovators
- V. Past officer reports:
- BECK reported that it had been a "light" year as far as Chairman activities.
- POYNTER reported on the progress that had been made on publication of PARA NEWSBRIEFS
- PAOLIELLO reported on current finances...
- \$3,041.89 in savings
  - \$1,732.85 in the checking account
- This report was accepted.
- VI. COMMITTEE REPORTS
- A. Insurance
- Ron Edwards (National Parachute Supply) gave an excellent very detailed report. He has worked very hard on this project and it appears that we are very close to being able to get Product Liability Insurance at a reasonable rate. He hopes to have a workable program to present at the July meeting.
- B. Technical
- Elek Puskas (Para-Flite, Inc.) worked very hard on the TSO program throughout last year. He reported that all data has now been submitted to FAA. After much discussion regarding foreign (non-USA) members, it was agreed that the Technical Committee Chairman would keep foreign companies advised of technical information.

Ted Strong (Strong Enterprises, Inc.) presented his new compatibility chart. It is very good and has required many hours of work, but Ted regrets the empty spaces and reports that much more input is required from manufacturers to complete it.

Mike Johnston (The Jump Shack, Inc.) gave a report on rip cord pull forces and metal vs plastic ripcord handles.

Manley Butler (Butler Parachute Systems) gave a report on sewn joint strength tests and on wind tunnel testing of pilot chutes.

Andy DeLuca (representing The Altitude Shop) gave a report and film on lines hanging on main container side flaps.

There was some discussion regarding further funding of this project by PEIA. The project was left in the hands of the Technical Committee for further study.

Reports of the Technical Committee were accepted.

C. Membership

Alan Levinson (G.Q. Security Parachutes, Inc.) reported on a new proposal for a membership SOP. After much discussion it was tabled to be put in with the entire SOP and Part 22 revision to be done by the Executive Committee. Levinson reported the following companies are now officially members of the PEIA;

BUTLER PARACHUTE SYSTEMS, INC. (Manley Butler)

GUARDIAN PARACHUTE (represented by Dan-San Abbott)

PARACHUTE ASSOCIATES, INC. (Warren Eichhorn)

WESTGAARD PARACHUTE ENTERPRISES, INC. (Dean Westgaard)

THE R. W. SHOP (Don Meyer and Frank Strimenos)

This brings the official total to 26.

This report was accepted.

D. Rigging Newsletter

Chairman Hank Asciutto (Para-Innovators) reported he has only had enough information to publish two Riggers Newsletters the past year, and he ~~needs~~ more info from manufacturers before he can do more. He advised he will not "create" info just to publish a newsletter, YOU must provide it.

The last newsletter was distributed to 279 riggers.

Discussion was held regarding addition of ASO's and IE's.

The Chairman will continue to push on this but needs help.

This report was moved, seconded and accepted.

E. Awards

Chairman Joe Smith (Joe Smith Parachute Sales & Service) was not able to reach Salt Lake City (when you have time to spare...travel by air) so his report was tabled until the July meeting.

## VII. Unfinished Business

- A. PEIA Bank Account. Dick Paoliello (Continental Air Sports) and Al King (USPA) recommended that the USPA set up a separate PEIA checking account and that all working funds be transferred to that new account as soon as possible. All PEIA financial transactions will be directed through that account and will be accounted for by the USPA Deputy Executive Director and the PEIA Treasurer. This proposal was moved, seconded and accepted.
- B. Product Liability  
Ron Edwards will continue to explore this. He will need your cooperation on forms sent out from insurance carriers. They must be filled out and returned.
- C. Riggers Association  
This was covered by Hank Ascitutto in his report and this program is now under his direction.
- D. Equipment Compatibility  
Ted Strong covered this under the Technical Committee report.
- E. Advertising Program (Membership Development)  
Chairman Ron Edwards reported that because of the press of the insurance program and earning a living he had not had much time for this. After much discussion it was moved, seconded and approved that PEIA would fund an additional \$1,000.00 into this program and that Warren Eichhorn would try to find time to get the program off the ground. Warren will report on his progress in July.

Further business was postponed until the following day.

*It's a great country,  
but you can't live in  
it for nothing.*

*Will Rogers*

*Work spares us from three great evils: boredom, vice and need.*

VOLTAIRE

The meeting reconvened at 9:30 AM, 4 April 1980. A quorum was present.

VIII. New Business

A. Legal Defense Fund Grant Criteria

Al Levinson (G.Q. Security Parachutes, Inc.) chaired a lengthy discussion on this subject, but no decision on Grant Criteria was reached. It was moved, seconded and approved by the membership that an additional \$500.00 be put into this fund. The Secretary was directed to write Al King a letter requesting this action. The Grant Fund Criteria will be undertaken by the Executive Committee as part of the new SOP.

B. SAE Meeting site offer

Dan Poynter (Poynter Publications, Inc.) reported in Para Newsbriefs, Vol. 2 #1 (10 Jan. 80) that SAE has invited us to hold our meetings in conjunction with theirs. Your Secretary was instructed to write thanking them for this honor, but declining due to the schedule set by the SOP for our meetings.

C. USPA/PEIA Contract

After much discussion it was moved that the Executive Committee (Levinson, Beck, Paoliello) would review and rewrite as required, then letter poll members to arrive at a new contract to be voted on at the summer meeting. The approved draft will be presented to the USPA Board for their fall meeting. This was seconded and approved.

D. M & D Committee Poster Project

Joe Svec reported that the first posters were provided by G. Q. Security Parachutes and that as soon as these are distributed (by the Conference Directors) he will be looking for some more from another manufacturer.

E. Membership SOP

Deferred to Executive Committee

F. PARACHUTIST - PEIA Ads

It was moved that the placement, design and total responsibility for the PEIA ads be placed with the PEIA Secretary for placement during the next twelve months with a total budget of \$1,500.00. This was seconded and carried.

## G. Next Meeting

After much discussion it was resolved that the next meeting will be at 9:00 AM, Monday, July 7, 1980, Richmond, Indiana. Site to be announced.

A MOTION TO ADJOURN WAS UNANIMOUSLY CARRIED.

## PEIA ATTENDANCE ROSTER

Salt Lake City Hilton

3 April 1980

DAN POYNTER	Parachuting Publications, Inc.
HAROLD McELFISH	McElfish Parachute Service
MANLEY C. BUTLER, JR.	Butler Parachute Systems
RON EDWARDS	National Parachute Supply, Inc.
TROY LONEY	Centaurus Corporation
JOHN W. RANDALL	The Altitude Shop
DAN-SAN ABBOTT	Guardian Parachute
I. JEAN BECK	D. J. Associates, Inc.
TOM CAMPAU	Midwest Parachute
R. C. PETERSON	G. Q. Security Parachutes, Inc.
RANDE DELUCA	The Altitude Shop
AL KING	United States Parachute Association
WARREN T. EICHHORN	Parachute Associates, Inc.
MARION "SHORTY" JANOUSEK	Lincoln Parachute Loft
HANK ASCIUTTO	Para-Innovators
KEN COLEMAN, JR.	Strong Enterprises, Inc.
TED STRONG	Strong Enterprises, Inc.
MIKE JOHNSTON	The Jump Shack, Inc.
GARY DOURIS	Advanced Air Sports Products, Inc.
ELEK PUSKAS	Para-Flite, Inc.
DICK PAOLIELLO	Continental Air Sports
ALAN LEVINSON	G. Q. Security Parachutes, Inc.
DON BECK	D. J. Associates, Inc.

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## ARE YOU ON THE LIST? ? ?

<u>NAME</u>	<u>PEIA MEMBERS</u>	<u>DATE JOINED</u>	<u>RENEWED</u>
Advanced Air Sports		7/79	
The Altitude Shop, Inc.		5/77	
Butler Parachute Systems		4/80	
Centaurus Corporation		7/79	
The Chute Shop		8/77	
Continental Air Sports, Inc.		7/77	
D. J. Associates, Inc.		4/77	
G.Q. Security Parachutes, Inc.		5/78	
Guardian Parachutes		4/80	
George G. Harris Corporation		7/79	
Joe Smith Parachute Sales & Service		5/77	
The Jump Shack, Inc.		5/77	
Lincoln Parachute Loft		4/77	
McElfish Parachute Service		4/77	
National Parachute Service		5/77	
Parachuting Publications		1/79	1/80
Para-Flite, Inc.		4/77	
Para-Gear Equipment Company		7/77	
Para-Innovators		5/77	
Parachute Associates, Inc.		7/79	
Relative Workshop, Inc.		6/77	
The R. W. Shop		4/80	
Stewart Systems		7/79	
Strong Enterprises		5/77	
Midwest Parachute		7/79	
Westgaard Parachute Enterprises, Inc.		4/80	



He who has a thousand friends,  
Has not a friend to spare,  
And he who has one enemy  
Will meet him everywhere.

*Ali Ben Abu Taheb*