

# FUSETRA



## SUCCESS FOR FUSETRA

### LEARNING FROM EXPERIENCE

To have been there for the past decades is not enough. Only what seaplane related people and organisations have accomplished in that time frame is valid to give them the status of experts. „We have tried this and that but cannot present results now“ is disqualifying for being considered as an expert.

### WHAT IS BEHIND?

Cooperation with organisations who are mostly present in the public opinion due to their failures and ongoing unreasonableness of their unsafe operation should be dealt with great care. Otherwise any further publication with the matter of seaplane flying will lack acceptance of the positive aspects of seaplane flying.

### ACCEPTANCE

We have to go public, to enchant the general public with the personal experience of seaplane flying. With recurrent positive and correct information, presented in different and all possible media. Otherwise the best technology, organisation and the best people behind that will not be successful.

To Enhance Seaplane Flying in Germany/Central Europe

## Situation Report and What Has to be Done

The German Seaplane Day (GSD) was founded in 2009 to enhance Seaplane Flying in Central Europe. This was more than necessary, since the prevalent opinion of the corresponding Association („Verband“): „Let us fly seaplanes as unnoticeable as possible by the public and have FlyIns only outside of Germany“ does not induce anything for the domestic seaplane scene. To go outside the country for all FlyIns might have been easier for a few individuals. It only lead to an increase of personal benefits and was of no use at all to enhance seaplane flying in general.

### The Scene Awakens

## Current Situation After the First GSD

The successful realization of an international European seaplane meeting in Germany was welcomed and recognized by the general public and highly noticed by the press. Yes, you can fly seaplanes in Germany! Funny, that exactly those people who had not believed in the possibility and success beforehand claimed the authorship and recognition for that event afterwards. We still get many inquiries for further actions from international participants after the first GSD.

It also was a successful first step in waking up seaplane related organisations from permanent hibernation. A lot of announcements what can and may be done within the community has taken place since.

Meanwhile other European nations like France are already taking actions: A study group has been set up to find and open up to five water bases for each FIR in France (a total of 25 for the mainland).

This map scheme should ease also transit operations for foreign seaplanes.

### Preconditions to Success

## What Has to be Done

The best engineering and the best organisations will have a hard time against the will of the public. If the general public is not convinced at first hand that a new seaplane base is to their benefit, no organisation and no politician will have the ability to establish a new seaplane base. That is one of the conclusions we found out when implementing the first GSD meeting in Germany – intended only for a weekend.

It is of significant importance to accompany all engineering, political and other business considerations with



positive information on various ways to the general public. Interesting reports and enjoyable stories via TV, radio, internet, Twitter and Blogs have to play a major role in all decisions. Disrespect of this will inhibit the success of all other actions taken.

Working together with people who have proven in the past they can accomplish tasks and do more than chitchat will enable the international seaplane scene to a prospering business. For that we have to think and work together beyond frontiers.