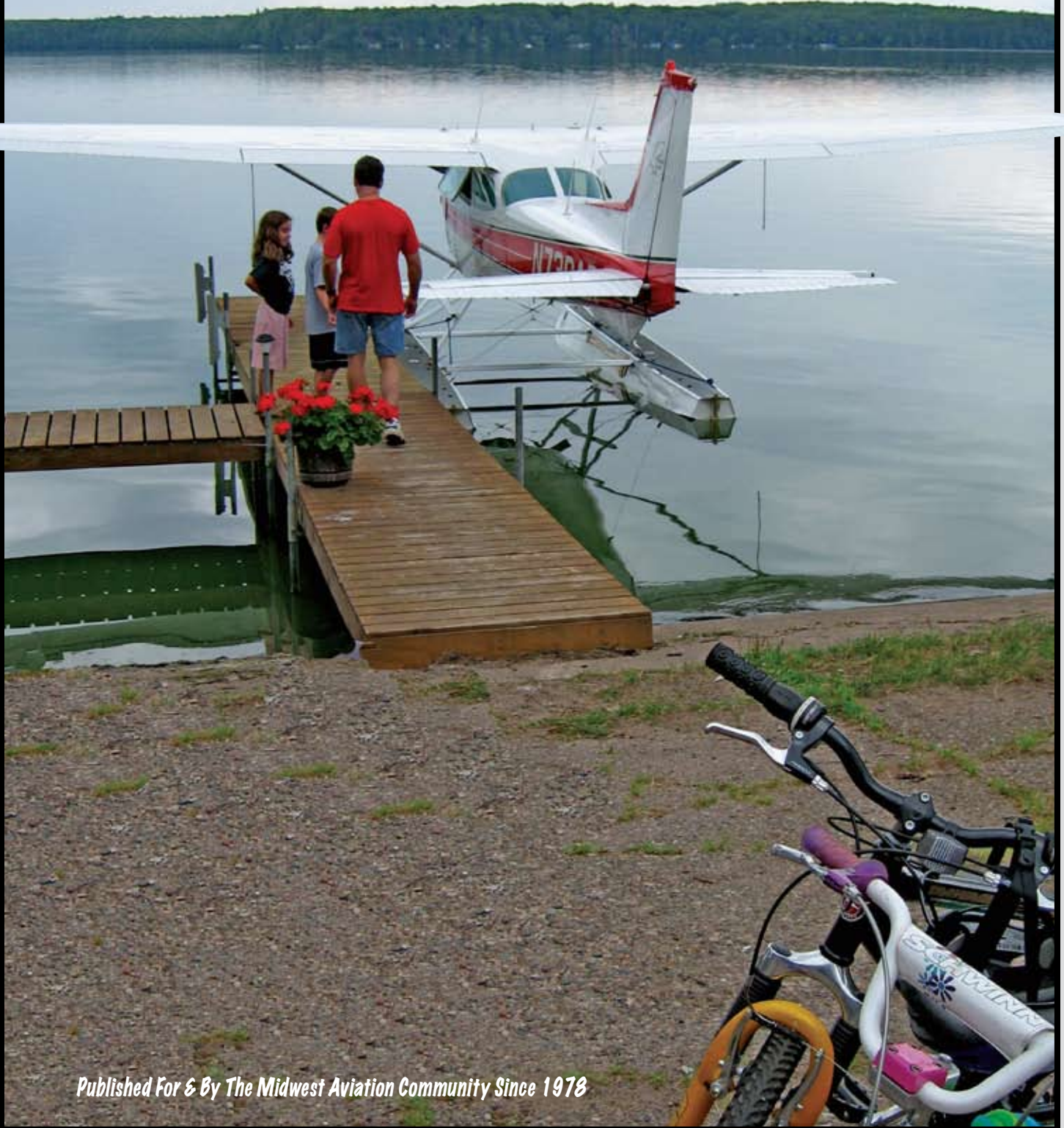


# MIDWEST FLYER

MAGAZINE

JUNE/JULY 2009



*Published For & By The Midwest Aviation Community Since 1978*

midwestflyer.com



# WATA *Difference*

WISCONSIN AVIATION TRADES ASSOCIATION

**“An Individual’s Own Adventure,  
Is An Individual’s Own Achievement!”**

*Sandi Randall  
Romeo Aviation  
Cumberland, Wisconsin*



CUMBERLAND, WIS. – If you do enough of anything in aviation, chances are you can wedge out a career for yourself, even in a rural community like Cumberland, Wisconsin. Sandi Randall teaches primary and advance flight training, in everything from modern glass panel Cirrus aircraft, to her Cessna 150s and her Citabria on floats. For this petite 45-year-old mother of three grown children, there’s no challenge too great, and no door too large to open!

Randall’s qualifications include an Airline Transport Pilot Certificate, CFII, MEII, SESI, and experience as a traffic control dispatcher, NATCO flight engineer, FAAST Wings Phase I Instructor, corporate pilot, airline pilot, and flight instructor. She is certified in the Avro RJ85 and Cessna 340, and has experience in the King Air E90. Randall was an International Aerobatic Club safety director for the first “Doug Yost Competition” in Rice Lake, Wis., and is

experienced flying floatplanes in Canada and Alaska. She even flew regional jets for Mesaba Airlines for a while, but quickly realized that flight training was what she enjoyed the most, and she wanted to run her own flight school.

Randall is a 2000 graduate of Minnesota State University-Mankato with a Bachelor of Science Degree in Aviation-Professional Pilot and Aviation Business Management. She also received training at Minneapolis/St. Paul International Airport (MSP) in airport operations as an intern while going to college.

Randall grew up in both Minnesota and Wisconsin, and says that she likes the country freedom of Cumberland, Wisconsin, but the city pace of the Twin Cities. “I enjoy clients from both environments, and watching them achieve their goals and dreams in aviation,” said Randall. “It’s extremely fun and the changing challenges keep me constantly learning day after day. Flight instruction, both

casual and high tech, has made me grow to feel complete, professionally.”

Randall said that after she became a Certified Flight Instructor for Instruments (CFII) and obtained her multi-engine instrument rating, she searched out nearby airports to find the right environment for her flight school. “That’s when I found Cumberland, Wisconsin (UBE), or Cumberland found me, which is relatively close to my home on Blake Lake – 10 nm northeast of Balsam Lake.” Randall has her primary seaplane operations at Blake Lake, and also uses Paradise Landing at Balsam Lake.

Randall found her first student who owned a Cessna 337 push-me/pull-me, and worked from the terminal building until she saved enough money to rent a cold storage hangar for a Cessna 152 she got on leaseback. With the help of a local bank, Randall got a loan a few months later and bought a Cessna 150. “I was truly off and rolling,” said Randall.

As business picked up, Randall purchased her own heated hangar with a very small office, “but it was mine!” she said. Seven years and two Cessna 150s later, she built an office addition to her hangar. “The elbow-room was awesome, but I figured that baby steps in growth had to come first, and if the customers didn’t come to me with a tiny, older office, they weren’t gonna come to a new building.” As word got around, the students came, and she says she owes a lot of her success to the students who believed in her.

The decline in airline travel has helped her flight training business tremendously, Randall noted. “People would rather learn to fly and fly their own aircraft, than depend on the airlines,” she said.

In addition to instructing in conventional aircraft like the Cessna 150, and tail-draggers and floatplanes (she also owns a Citabria 7GCBC on floats), Randall maintains a close working relationship with the folks at Cirrus Design, and has specialized in training in Cirrus aircraft since 2001. Her goal is to someday instruct

in very light jets (VLJs). Randall is a Cirrus Certified Flight Instructor (CCIP/CSIP) and qualified to instruct in both the Avidyne and Garmin G1000/Perspective Synthetic series of avionics.

Randall is primarily a “one-man band,” and as any small business person, she is faced with rising insurance costs and declining coverages. She feels that the language in policies is so tightly written, the cost outweighs the benefits. “We need some sort of clause or cap that would keep things within realistic proportions – protections on personal versus business risks.”

Among the people Randall looks up to the most are Bill Mavencamp of Wright Aero, Maple Lake, Minn. and St. Cloud Aviation in St. Cloud, Minn., and her advisor at Minnesota State University at Mankato, John Roberts, who believed in her. She also thanks the Cumberland Airport Commission for supporting her efforts. Neither of Randall’s parents were pilots, and she wished she had gotten her mother in an airplane before she passed away.

“I’ve grown a lot through a lot of default,” said Randall. “I have ended up feeling pretty darn happy with my accomplishments, and with the accomplishments of the students I have helped to realize their dreams. I just like helping people...that’s what my company is...I don’t represent the crash course and never will. I portray a thorough, high-level of experience training in whatever the individual needs to feel complete. An individual’s own adventure, is an individual’s own achievement!”

“Persistence is who I am...shut a door on me and I will bank hard right or left and open the next one.”

In addition to owning Romeo Aviation, Inc., which is celebrating its 10th anniversary in 2009, Randall has worked with Airshares Elite in Minneapolis, Minnesota, since 2007, as the manager of fractional flight training and sales.

For additional information on flight training or fractional aircraft ownership, call or email Sandi Randall at 715-554-0454, sandi@romeoaviation.com (www.romeoaviation.com). □

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