Why Do Companies Utilize Business Aviation?

Business aviation is an essential tool for tens of thousands of companies of all types and sizes in the U.S. that are trying to compete in a marketplace that demands speed, flexibility, efficiency and productivity. The vast majority of these companies—85%—are small and mid-size businesses, many of which are based in the dozens of markets across the country where the airlines have reduced or even eliminated service.

Companies often use business aircraft to supplement airline travel, evaluating the most appropriate option on a mission-by-mission basis. A company’s decision to utilize business aviation for any mission depends on a variety of factors, including availability of commercial service in the departing or arrival destination, the number of sites to be visited in a single day, the number of employees traveling, the need to discuss proprietary matters en route, the need to move specialized equipment and a host of other considerations. The following list details some of the primary reasons companies utilize business aviation as a solution to some of their transportation challenges.

- **Accessing communities with little or no airline service.** Business aviation serves ten times the number of communities served by commercial airlines—5,000 vs. 500.
- **Reaching multiple destinations quickly and efficiently.** Visiting multiple destinations in a single day can be difficult or even impossible to complete with other modes of transportation.
- **Supporting the travel needs of many types of company employees.** An NBAA survey revealed that 72% of passengers aboard business airplanes are non-executive employees. Companies often send teams of employees to a given destination because it is the most cost-effective means of transport.
- **Moving equipment.** When companies need to immediately move sensitive, critical, or cumbersome equipment, business aviation offers the best solution.
- **Ensuring flexibility.** Business people don’t always know in advance where or when opportunities will present themselves. In today’s business environment, companies need to be nimble enough to move quickly. Business aviation provides flexibility for companies that need to ensure employees can respond to changing demands and circumstances.
- **Increasing employee productivity and providing security.** Business aviation allows employees to discuss proprietary information in a secure environment and without fear of eavesdropping, industrial espionage or physical threat. A 2015 Harris Poll survey of companies using business aviation indicated that employees use their time on board to be highly effective and productive, spending nearly two-thirds of their time aloft engaged in work. In fact, 67 percent of these passengers say they are as productive, or even more productive, on business aircraft flights than when they are in the office and nearly 87% say they are less productive on commercial flights, compared to when working in their offices.
- **Keeping in contact.** Many aircraft have technologies that allow employees to remain in communication throughout the duration of their flight. This can be critical for companies managing a rapidly changing situation.
- **Providing a return to shareholders.** Studies have found that businesses which use business aviation return more to shareholders than companies in the same industry that do not utilize business aviation.
- **Schedule Predictability.** Over 3 percent of all commercial airline flights are cancelled and nearly one-quarter are delayed. Today, because of record load factors on commercial airlines, if your flight is cancelled or a delay causes you to miss a connection, the odds of you getting on the next flight are significantly reduced. When the future of a company and its employees is dependent upon you arriving on time, business aviation is an important tool.

As a leader in private aviation for nearly 30 years, West Coast Aviation Services can help customers evaluate the opportunities available to them and their business to make the best use of this essential business tool. They tailor a program specifically for their clients based on their personal travel requirements. Where are your primary destinations? How often do you travel? Do you travel for business, pleasure, or both? Knowing the answers to questions like these, enable them to assist clients in understanding their travel needs to determine the best options available to them.

With its alliance with NBAA Aviation, Southern California’s largest Challenger 604 operator, West Coast Aviation Services charter fleet extends to over 15 charter-ready aircraft ranging in size from turboprops to light-, mid- and large-cabin, long-range jets. Additionally, they have access to a vast number of diverse aircraft types from vetted Part 135 charter operators to offer greater options that can best match the business mission.

West Coast Aviation has the largest King Air 350 fleet in Southern California and in the Western Region. The turboprops offer a great opportunity to introduce aircraft ownership to individuals and businesses through the company’s Shares Program, which is now entering its 15th year. The program has allowed individuals and companies the opportunity to experience ownership often leading to the purchase of an airplane.

They have extended service offerings beyond charter to include shares, sales & acquisition, and maintenance and parts services. Their Part 145 Maintenance Facility which features a 30,000 sq. ft. hangar at the Long Beach Municipal Airport (LGB) was named Southern California’s Hawker Beechcraft Authorized Service Center, specializing in Beechcraft King Air, Baron, and Bonanza aircraft. The maintenance facility is also the authorized vendor for Baasch Engineering and Blackhawk and the dealer for Garmin, Rockwell Collins and Bendix King Avionics among others. Most recently, it was named as a Piper Service Center.

To learn more, contact West Coast Aviation Services at (800) 352-6153 or visit www.wcas.aero.
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“A buyer’s market continues.”

Vref Market Leader Report Q1 2016

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This Is the Best Time in Years to Buy a Business Jet

What’s behind the buyer’s market and how you can benefit

If you missed recession-era opportunities to buy a business jet for a much lower cost, the pendulum has swung back your way. According to the UBS Business Jet Survey, prices for new and pre-owned aircraft have returned to 2009 lows, and will likely stay there through this year. Before you reach for your checkbook, however, you’ll want some background—beginning with some of the reasons why the jet market is stuck at low altitude while the equities market soars.

FOUR FACTORS DRIVING PRICES DOWN

1. There are fewer buyers in an uncertain economy. The new and used aircraft market is global, and while the U.S. economy is doing reasonably well, much of the rest of the world is lagging. China, the Middle East, the Eurozone—Brexit isn’t helping either.

2. There are a lot of planes out there. According to the General Aviation Manufacturers Association, more than 15,000 business jets have been delivered since 1994, with a peak before the economic meltdown of 1,317 planes in 2007. Even 25-year-old corporate jets typically have fewer than 12,000 hours on them. Properly maintained, their airframes will easily have a life of 25,000 hours, or more.

3. Manufacturers are reluctant to slow production. Long development lead times, loss of talent, and market perception are just some of the reasons manufacturers hesitate to cut production. Instead, they discount their prices. So even though the number of corporate jets have increased steadily since 2012, you can acquire a new jet today for much less than four years ago. For example, you can purchase a new Gulfstream G450 for under $29 million, and a C530 for less than $47 million.

4. Some buyers bulk up pre-2008 jets requiring avionics and interior upgrades. This is a misperception that masks an opportunity. You can buy and then modernize an older jet for millions less than the cost of a newer plane with identical features and capabilities.

ATTRACTIVE FINANCING AND LOW FUEL COSTS

Business jets are more cost-effective than cars. Historically low interest rates allow attractive financing, and operating costs have declined as well, thanks to low fuel prices—typically the biggest single line item of direct operating cost. And, of course, new jets are becoming increasingly fuel efficient.

MOVING FROM FRACTIONAL TO WHOLE OWNERSHIP

When jet prices were high, some buyers turned to fractional jet ownership programs. The world has changed, and if you are exiting a fractional program and fly more than 150 hours annually, whole ownership will offer greater flexibility and personalization at a much lower total cost.

WHAT WILL YOUR JET COST TO OPERATE?

Purchase price is just one factor in the cost of ownership. Operating costs include fuel, insurance, crew, maintenance and other expenses. The good news is you can offset these costs by making your plane available for charter when you’re not using it. For an idea of what your true operating costs might be, here are five examples of jets in different price ranges:

LOW FUEL COSTS

ATTRACTIVE FINANCING AND
LOW FUEL COSTS

The cost of proper representation is forgotten far sooner than the pain of being poorly represented.

RICHARD HODKINSON,
Clay Lacy Aviation

TIMING IS EVERYTHING

This buyer’s market won’t last forever. Prices will stabilize and then increase, and interest rates can only go up. If you are interested in a business jet aircraft, there may never be a better time to buy. The sales experts at Clay Lacy are ready to help.

For more information visit claylacy.com or call (818) 989-2900.

ESTIMATING YOUR ANNUAL OPERATING COSTS

Jet Size Pre-owned Acquisition Price Model Operating Expenses Charter Offset Operating Expenses with Offset

Light $3MM Learjet 45XR $1,194,339 $549,100 $645,239
Mid $2.9M Hawker 800XP $1,381,250 $557,175 $824,075
SuperMid $10.9M Falcon 2000EX EASy $1,565,941 $775,200 $790,741
Large $12.9M Gulfstream G450 $2,089,658 $1,209,375 $1,080,283
Long-Range $21M Gulfstream G550 $2,230,632 $1,372,750 $857,882

1. Assumes 200hrs/y Owner, 200hrs/y Charter
2. Does not include cost of capital, depreciation, property taxes or tax shields
3. Includes Wi-Fi, engine and APU programs, avionics warranty and subscriptions

This is the Best Time in Years to Buy a Business Jet

The cost of proper representation is forgotten far sooner than the pain of being poorly represented.

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For over 30 years Castle & Cooke Aviation has perfected the art of luxury private air travel and has excelled in bringing quality service to our customers. Through our unique network of Fixed Based Operations (FBOs) in California, Hawaii and Washington, the company prides itself on providing nonstop excellence and nonstop elegance at all of its locations.

Castle & Cooke Aviation’s largest FBO and corporate headquarters is located at the Van Nuys Airport. Being one of the busiest private aviation airports in the world, Castle & Cooke’s Van Nuys FBO is staffed with well-trained, experienced professionals, passionate about the quality of service given to their customers. The company’s luxurious facility at the Van Nuys FBO is equipped with significant ramp and hangar space and it recently expanded its presence at the airport by adding 25,000 sq. ft. of hangar and office space and a VIP lounge. Castle & Cooke Aviation Van Nuys, not only serves its tenants, but also the continuous traffic in and out of the airport itself. More so a day, 7501, its newest VIP facility, coupled with its North and South bases, are able to accommodate the increasing amount of traffic at the Van Nuys Airport.

The South base was Castle & Cooke Aviation’s first FBO and is fully staffed and operational, 24 hours a day, 7 days a week. Amenities and services include: aircraft fueling and support, concierge/lounging, rental cars, lobby and reception areas, shuttle service, executive conference room, and many more. This is Castle & Cooke’s largest facility and features elegant traditional modern interior designs, full of color, art and history. This South base is located within the airport itself and not open to the public streets of Van Nuys. This unique location is well hidden from the public eye, giving passengers a sense of security and exclusivity. For the frequent traveler driving in, boarding the aircraft and jetting off in a short amount of time, efficient and safe operations are key.

Castle & Cooke Aviation’s North base is primarily used upon request of the customer and/or when circumstances dictate. The North base is a fully operational FBO with a beautiful lobby/waiting area, reception desk, refreshment center, a flight planning room as well as its own ramp and gate access. It is also located midfield just north of the Van Nuys Airport control tower with easy access off the taxiway, directly onto our ramp.

Castle & Cooke Aviation’s newest VIP facility, known as 7501, is excellent for larger groups, traveling in and out of Los Angeles whether it be for business or pleasure. While likely to be used for aviation purposes, the facility is also available for private parties, networking events, or business meetings. The 7501 facility includes a large conference room, reception desk/cocktail bar, fully functional kitchen, industrial refrigerators with a kitchen prepatory room and superb lounging areas for large or small groups. In addition, this facility also includes its own gate entrance and its own ramp space directly off the taxiway. The 7501 facility provides privacy and absolute exclusivity to any individual or group.

Castle & Cooke Aviation FBO operations also include Honolulu Hawaii (PHNL) and Everett Washington (KPAE). Each of these FBOs has its own unique charm and appeal, complete with an enthusiastic, well-trained staff dedicated to maintaining high quality aviation services to the corporate aviation industry.

Castle & Cooke Aviation has a beautiful FBO on the Island of Oahu located at the Honolulu International Airport. This unique Honolulu location is a fully operational FBO that greets its customers with an endearing smile, floral lei and a delicious Hawaiian Mai Tai, it desired. The Honolulu staff is fully trained and more than happy to take care of all your travel requirements when flying in and out of Hawaii.

The Castle & Cooke Aviation FBO in Everett Washington differs greatly from Hawaii locations and limited, so they strive to dedicate themselves to each customer’s time and comfort and achieve success with a passionate team of aviation professionals. Castle & Cooke Aviation achieves nonstop excellence and nonstop elegance, day in and day out.

For more information about Castle & Cooke, visit www.castlecookeaviation.com
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An Overnight Sensation... Eleven Years in the Making

It was truly a "wow" moment. It's this kind of activity that makes Jet Center Los Angeles not just a place to take off and land, but a true destination.

The staff is sent to the Ritz Carlton customer service training school to guarantee top tier performance. This is proof that the company is investing in a lasting relationship with their partners as well as their employees.

Knowing their origins, it's no surprise to discover the corporate culture of Jet Center Los Angeles is fueled by an "I can do that" attitude. The company values hard work, steady growth and hires people that will grow from the inside - like Jocelyn Molina who is currently the Flight Coordinator Manager.

"That's the most enjoyable thing to see. Long ago I remember her at the front desk as the Captain's seat and lure him back into the aviation world."

Sundusky was on a flight "substitution", living in Northern California and working as project manager with a successful contracting company. "Levi called and said, 'I want you to be part of this.'"

In 2007, at the tipping point of the economy, no one knew what "this" was going to be. But Sundusky was intrigued. He missed flying. "Every day I would see a plane overhead or look over my shoulder and think, what do I do on it?" Now, he said, "I'm not missing out on anything." Quite the opposite.

With proximity to downtown, TESLA and Space X as neighbors, and the recent announcements of two new stadiums being built nearby, Jet Center Los Angeles is perfectly situated.

In August, Will Ferrell and Magic Johnson broke ground on a new 22,000 seat soccer venue in the former LA Sports arena space. Beginning 2018, this will be home to the LA Football Club (LAFC), as part of the Major League Soccer (MLS) expansion.

And of course, the LA Rams "City of Champions" Stadium is coming in just next door.

When we heard that Stan Kroenke (LA Rams Owner) had bought 60 acres nearby, we said to each other: "Imagine if the Rams built a stadium nearby, what would that be like?" They're about to find out.

Hawthorne is the airport closest to the new stadiums, so their arrival will be a game changer. "When he compares the escalation of Jet Centers Los Angeles and Advanced Air apart from others. You could say the business operates like an FBO with OCD, driven by a relentless attention to details. They pride themselves on an all-encompassing white glove concierge service that extends from the runway to the freeway."

This means the plane is serviced and detailed flawlessly; even the managed aircraft owner's car is fueled with VIP amenities and waiting for them when they land.

When their customers want a bite, the Eureka! Tasting Kitchen is conveniently located in Jet Center Los Angeles. It has been wowing drivers and critics alike, and is consistently one of the best reviewed food destinations in the area, another example of partnership and relentless attention to details.

From fuel to fries, Jet Center Los Angeles customers expect the best and they get it. Customer service excellence is anchored by Ryan Emshue who heads up "Project Thunder Rising" with the sole purpose of elevating this personalized concierge level of service.
At our Van Nuys location, “full-service FBO” is an understatement.

We are here to meet your every need as a traveler. Before or after your flight, you’re welcome to use our well appointed private offices, the conference room, or indulge in pure R&R in our exclusive lounge.

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Van Nuys Airport Tenants Gear Up for Healthy Growth

The Federal Aviation Administration recently released its Aerospace Forecast Report for Fiscal Years 2016-2036 finding that overall air travel will increase over the next two decades. The long-term outlook for general aviation, fueled by turbine aircraft activity, remains favorable with moderate annual growth projected for the active fleet.

Significant progress has been made on several major development projects, resulting in the improvement of the airport's facilities, services and workforce.

“Los Angeles World Airports is committed to developing VNY in a way that provides ongoing economic benefits to airport businesses, community members and the entire San Fernando Valley,” said VNY Interim Airport Manager Flora Margheritis. “These new development projects are a perfect example of how to create high-skilled jobs, strengthen the airport’s infrastructure and fuel the regional economy.”

Jet Aviation, a wholly owned subsidiary of General Dynamics, was awarded a 30-year lease to operate a full service fixed based operator facility at VNY. The company will build a 10,000 square-foot LEED Silver certified terminal and two 40,000 square-foot hangars and associated back shop and office space, all to be completed by the end of 2018. The company will offer domestic and international handling, complete line service, executive conference rooms, crew lounge, flight planning room, business center and 24/7 guarded entry to the airport and ramp.

On July 1, 2016, Aeroplex/Aerolease Group broke ground on a $7.5 million, 3-acre development project that will complement the company’s adjacent 6-acre leasehold developed in 2008 as a private aviation center. Scheduled for completion in March 2017, the expansion will include hangar space to accommodate a full range of aircraft; customizable shop, office, terminal and conference space; expanded aircraft ramp and staging areas; and a private, gated entrance. The improvement project will create approximately 100 high-skilled jobs.

Clay Lacy Aviation’s new $10 million, 6-acre South Campus is now in service. The facility features a private entrance and VIP terminal, expanded aircraft ramp, two executive jet hangars and additional office, training and meeting space. A large portion of the hangar and office space has been leased. The remaining space is going through the final permitting process, with tenant improvement construction coming soon. The company’s new 40,000 square-foot hangar and two acres for completion in 2018, the final phase will include retail stores, a restaurant and new hangars.

Castle & Cooke Aviation recently undertook a $12 million upgrade with the addition of a new 40,000 square-foot hangar and two acres of ramp space. It also introduced a multi-functional VIP suite providing private airport access, parking, ramp space and luxury amenities to travelers seeking segregation from daily operations. The suite can be used as a private terminal, conference room or event venue.

The addition of U.S. Customs and Border Protection (CBP) services at VNY in May 2015 has enabled major airport operators to add clearance services to their expanded capabilities.

“Collectively, VNY tenants have committed to new development projects valued at approximately $65 million over the next eight years,” Margheritis said. “We will continue to work with airport operators and users to set the industry standard for services, facilities and operational safety.”

For more information about VNY, visit www.lawa.org/vny.

Housed at Signature Flight Support, user fees charged to arriving aircraft fully offset facility improvement and operating costs. CBP is currently clearing an average of 57 aircraft per month.

“When your team needs to arrive ready for business, our team will get them there.”

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For corporate travel, Helinet Aviation’s unparalleled experience, staff and commitment to safety mean you’re covered from the time you take off, to the moment you settle back at home base. With over 25 years of aviation industry expertise, our staff prides itself on custom turnkey solutions. From the small details on a short business trip, to the most intensive production requirements—we’re here to make it all happen—above and beyond.

To book a flight or talk to our flight experts, call 818.902.0229 or info@helinet.com, 24 hours a day, seven days a week.
PRIVATE AVIATION GUIDE

One Call Can Conquer Freeway Traffic to All Southern California Destinations

Time is our most precious commodity. Therefore, it is no wonder that Helinet’s state-of-the-art fleet of twin-engine high speed helicopters and professionally trained pilots are chartered daily by Fortune 500 executives, professional athletes, world leaders and celebrities to efficiently travel to and from their most important appointments with safety and security. Helinet offers transportation solutions to make your day more productive.

In order to make it all happen seamlessly, Helinet’s operational infrastructure has access to land at a myriad of smaller airports and exclusive heliports. Popular waypoints for Helinet’s charter service include downtown Los Angeles, Anaheim, Newport Beach, Santa Barbara, San Diego, Palm Springs, Las Vegas and everywhere in between. On an average day, drive times are cut more than half and in the case of a typical trip from Los Angeles to San Diego during peak traffic, the 45-minute flight as compared to the 4-hour drive means a huge time savings with less stress.

The helicopter versus evening rush hour traffic means that you can be home in time for dinner with the family leading to a better balance between business and personal activities. Aircraft amenities include the option to text from the air or connect your cell phone via Bluetooth to the helicopter’s nose canceling Bose headsets. Individuals who use the helicopter as opposed to the freeway realize measurable competitive business advantages. The efficiency and productivity benefits of helicopter transportation, when compared to the uncertainties of navigating the freeways, allow you to get a week’s worth of personal appearances finished in one day. Helicopter clients are now controlling their own schedules, seizing more opportunities, and achieving crucial face-to-face interaction with colleagues and customers.

For over 25 years, Helinet has been dedicated to meeting every customer’s flight requirements. While convenience is a priority, safety is always the main concern. Helinet has built its reputation on providing clients with the safest and most reliable transportation solutions. Throughout the industry, Helinet is known for an unparalleled quality of service and responsiveness. The company also staffs a 24-hour dispatch center that tracks every flight using satellite flight following to insure the highest level of safety.

More than just a VIP charter service, at its heart, Helinet is the trusted provider of air transportation for Children’s Hospital Los Angeles, flying critically ill children from outlying areas into the city where lives are saved daily. In addition, Helinet provides 24-hour service to world-renowned hospitals where safe and efficient helicopter inter-facility transportation is needed.

Local news stations also count on Helinet to provide breaking news coverage and live aerial images with its fleet of newsgathering helicopters, skilled pilots and camera operators. And, if you have ever seen a helicopter in a major motion picture or television show, it is most likely from the Helinet fleet. The company has worked on hundreds of Hollywood blockbusters, from Transformers to Jurassic World, providing breathtaking aerial footage.

Helinet is truly a network of diverse resources, and offers what few aviation companies can: a consistent philosophy of exceeding customers’ expectations—safely and reliably.

Learn more about Helinet by visiting Helinet.com.

Van Nuys Airport is ranked as one of the world’s busiest general aviation airports, where its tenants offer a full spectrum of aircraft and amenities to accommodate any mission, both domestic and international.

- Close proximity to city business centers
- Easy access to Hollywood & major attractions
- Premier facilities & aviation support services
- Excellent year-round flying conditions

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