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 destinations, 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 – 3,000 vs. 300.
- **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 is often 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 these questions will enable them to assist clients in understanding their travel needs to determine the best options available to them.

With its alliance with RMR 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 10,000 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 Bauback 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 Q12016

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Richard Hodkinson
Vice President
818.946.3754
rhodkinson@claylacy.com
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 Surveys, 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 35,000 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 prices of factory new aircraft 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 at pre-2008 jets requiring avionics and interior upgrades. This is a misconception that masks an opportunity. You can buy and then modernize an older jet for millions less than the cost of a new plane with identical features and capabilities.

ATTRACTION FINANCING AND LOW FUEL COSTS

Business jets are more cost-effective than you have been in years. 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:

WHAT IF YOU WANT TO SELL A JET?

If you have an aircraft to sell, you may be discouraged. Don’t be. Even in a slow market you can get a good price for your plane. If you are upgrading don’t focus on the lower price you’re getting for your aircraft. Focus on the lower price you’re paying for the next jet. The spread is what matters and it’s less in a down market. The key is to partner with an established business aviation firm that has a global reach to find qualified buyers or sellers.

That leads us to the most important conclusion: the tremendous insights a full-service business aviation company brings in helping you buy, manage, maintain or sell a private jet. They are familiar with the real-world costs of ownership, and will be with you after the acquisition to ensure you made the right purchase.

EXPERT GUIDANCE YIELDS MAXIMUM VALUE

When it comes to jets, nothing should be taken for granted. A successful sale or acquisition demands extensive operational and regulatory knowledge, constant attention to crucial details, and global contacts and business relationships to find and capitalize on every opportunity. jet ownership is complex, requiring expertise in safety, crew recruitment, flight coordination, avionics and airframe maintenance, insurance, regulatory issues and international handling, and a host of other specialized areas.

Founded in 1968, Clay Lacy Aviation has owned and operated, bought and sold, nearly every make and model of business jet, and established strong relationships with buyers, sellers, and market leaders worldwide. Consider the world’s most experienced operator of private jets. Clay Lacy offers jet charter, aircraft management, sales and acquisitions, refurbishment and modernization, and maintenance services. In addition, the company has a fixed-based operation (FBO) and FAA repair station at Van Nuys Airport in Los Angeles and Seattle Boeing Field, as well as maintenance facilities in San Diego.

With one of the largest fleets of managed aircraft in the United States, Clay Lacy is uniquely positioned to help you purchase and operate the right jet at the best price, provide consistent charter offset and ensure you have the best ownership experience.

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

<table>
<thead>
<tr>
<th>Jet Size</th>
<th>Pre-owned Acquisition Price</th>
<th>Model</th>
<th>Operating Expenses</th>
<th>Charter Offset</th>
<th>Operating Expenses with Offset</th>
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<tr>
<td>Light</td>
<td>$33MM</td>
<td>Learjet 450</td>
<td>$1,194,339</td>
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<td>SuperMid</td>
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<td>Falcon 2000EX EASy</td>
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<tr>
<td>Long-Range</td>
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<td>Gulfstream G550</td>
<td>$2,230,632</td>
<td>$1,372,750</td>
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</table>

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
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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. Helinet’s aircraft travel at nearly 200 miles per hour, above it all, and the view is spectacular.

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, seeing 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.

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An Overnight Sensation ... Eleven Years in the Making

**PRIVATE AVIATION GUIDE**

**SPOTLIGHT**

**PRIVATE AVIATION**

Something big is taking off in Hawthorne. We’re not talking about the KingAir 350, although you’ll definitely find a few of those when you come to the NBAA show at the Los Angeles Convention Center. No, the Falcon 7X — lifting off from the runway at Jack Northrop field — is another story.

We’re talking about Jet Center Los Angeles is elevating the Hawthorne Airport to a happening hub of transportation and entertainment.

In this town, it’s hard to keep something special under the radar. Once considered Los Angeles aviation’s best kept secret, word is spreading as the company expands its footprint, business relationships and takes partnership opportunities to a new level.

You could say it’s having a moment.

If the real story involves more than a decade long pursuit of blood, sweat and tears (and millions of dollars) and features a collective of people who share perseverance, professionalism and a passion for aviation.

It began simply enough, David Wehrly and Greg Geiser were looking for a hangar for their aircraft. Wehrly approached the once thriving but seemingly forgotten strip of land called the Jack Northrop Field and purchased a spot along a location for a aircraft, he volunteered to become ‘interim’ Hawthorne City Airport manager. That’s when he connected with Kemmy Real Estate, and in 2005, the partners took over the master lease for the airport and started to revitalize the property.

Thousands of miles away, young Levi Stockton, 23, was working as a commercial pilot for a commuter airline when Wehrly, Geiser and their partners hired him to fly their King Air 350.

Stockton, armed with a youthful ‘I can do anything’ attitude, approached the men about getting their own charter certificate. He drew up a business plan and presented it to the owners. Their response: “Let’s give it a shot.”

They’re about to find out.

In 2009, at the tipping point of the economy, no one was sure what ‘this’ was going to be. But Sandusky was intrigue. He missed flying. “Every day I would see a plane overhead or look over my shoulder and think, man what am I doing?” Now, he said, “I’m not missing out on anything.” Quite the opposite.

With proximity to downtown L.A., Tesla Space and 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 Rama “City of Champions” Stadium is coming in just next door.

When we heard that Stan Kroenke (LA Rama Owner) had bought 60 acres, 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; not only does it change the way they do what they already do so well. They are known for a relentless attention to details - from the big picture to the minutia.

This is what sets Jet Center 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 experience 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 land.

When their customers want a bite, the Eatrek! 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 even more. Two unique events are celebrated by Ryan Endres who heads up “Project Thunder Rising” with the sole purpose of elevating this personalized concierge level of service.

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. Not long ago I remember her at the front desk at Jet Center Los Angeles. We are building something from the ground up. Our goal is to not just hire people to fill a space but give them an opportunity to make it a career,” said Sandusky.

Cris Lopez, line service manager and employee one said, “This is what keeps me here. To look at what has been built. I’m just glad to be a part of it.”

The personal history of the men at the helm and their commitment seems to be a guiding principle for the environment they are nurturing. They value longevity and loyalty in everything they do, especially their relationships with clients.

This is different than how most companies approach the business. Whereas some companies see a plane, they see a relationship. People have personal relationships with their planes. And Advanced Air and Jet Center Los Angeles build relationships with both the people and the plane.

Since he started out representing owners, Stockton is certain that will always be at the heart of the company. Those relationships are built on trust and transparency. The trust extends from the safety of the plane to faith in the partnership. And transparency means, if something is wrong, they have a conversation about it and fix it.

“We believe the plane is their pride and joy, so we take pride in it too,” Stockton said the same thing about every relationship they enter: “I want this airplane on my certificate for life.”

We want quality partners. We look at the entire picture when looking to add aircraft to our fleet. Our goal is to over-deliver. If we are not the right operation, due to location of the aircraft, aircraft type or other factors, we point the owner toward one that is a better fit. We want to maximize every asset for a lifetime.”

Sandusky added, “We’re so grateful to have our customers’ business. As we grow, we remember where we came from. Back in 2010, we’d get a jet a week and we’d be thrilled. We put everyone on it - to put on the best show we could.” They still do.

Unlike many competition FBOs, Jet Center Los Angeles is not a franchise or a chain. This is a group of folks who care about people who care about airplanes. The “flying solo” approach allows them to control their own destiny and has motivated them to push their credentials and ratings even higher.

Last year they became only the 2nd FBO in the country to go through the rigid and respected ISPAH audit. Meanwhile, Advanced Air is ISPAO certified and received a Platinum rating from ARG/US, one of the world’s most prestigious third-party vetting system for charter operations given to less than 4% of worldwide operators. They are also an Air Charter Safety Foundation (ACSFI) audit registered operator.

Both Stockton and Sandusky are still active pilots and fly the line. They stay in the game simply because they love it. As a result, they stay focused on what’s happening in the air as well as on the ground. This passion for flying keeps them ahead of the curve — and competition — in all things, including technology.

For example, Sandusky said, “We are moving to an all Wi-Fi fleet, and have already upgraded to the most modern avionics and are looking for ways to continuously improve.”

Stockton is proud of the collaborative community of people and partners that form the foundation of the companies. “We found a way to create a business out of what we love and share that with our partners and employees.”

When he compares the escalation of Jet Center Los Angeles with flying a KingAir 350, Sandusky has no hesitation, “We’re still climbing. We haven’t reached Chase altitude yet.”

He paused and smiled, “We’ve come a long way but we have a long way to go.”

For more information about Jet Center Los Angeles and Advanced Air Charters, visit www.jetcenterla.com and www.advancedaircharters.com
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- Accessing communities with little or no airline service. Business aviation serves ten times the number of communities (more than 5,000 airports) served by commercial airlines (about 500 airports). This means business aviation allows companies to locate plants or facilities in small towns or rural communities with little or no commercial airline service. Since nearly 150 communities have lost airline service in the past year, this is important.

- Reaching multiple destinations quickly and efficiently. Companies that need to reach multiple destinations in a single day may elect to use business aviation, because that type of mission could be hard or 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 aircraft 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 or critical equipment, business aviation is often the best solution.

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A leader in service
A partner in community

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
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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.

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More Than Three Decades of Excellence Through Fixed Base Operations

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 throughout 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 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’s newest VVIP facility, known as 7501, is excellent for larger groups, traveling in and out of Los Angeles. This facility 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 services its tenants, but also the continuous traffic in and out of the airport itself 24/7. In 1985, its newest VVIP facility, coupled with its North and South bases, is able to accommodate the increasing amount of traffic at the Van Nuys Airport.

The Castle & Cooke Aviation FBO in Everett, Washington (KPAE) is a fully operational, airline-sized 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, if 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 and California, but still carries the same professionalism, experience and passion within the team members as all the rest do. The Everett FBO is a fully operational, full service FBO with amenities, hangar and ramp space available to transient and tenant customers. It features a very large fuel storage facility and airline-sized truck, along with remote access to self-serve AVGAS. Everett handles and fuels aircraft from the largest Boeing 747, all corporate private jet models, down to small single engine aircraft.

Each unique FBO provides outstanding customer service, efficient operations and elegant facilities with privacy and absolute exclusivity. At Castle & Cooke Aviation, the team understands that its customers’ time is valuable 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
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.

Against these current conditions, Van Nuys Airport (VNY) tenants are gearing up for steady economic growth. 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 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 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 is currently clearing an average of 57 aircraft per month.

“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 losa.org/aviation.