Executive Jet Management Generated Over $1 Million in Charter Revenue For 26 of its Managed Aircraft Owners

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Ferndale, WA (Vocus) June 19, 2007 -- Executive Jet Management (EJM) reported that 26 client aircraft in its charter fleet each generated over $1 million in charter revenue in 2006.

Out of the 26, one aircraft generated more than $4 million, and seven generated more than $2 million, according to Executive Jet Management.

Albert C. Pod, EJM President and CEO said, "Executive Jet Management offers more charter opportunities because we have more charter demand than anyone else. Building on over 40,000 flight hours a year, EJM confirms operational requirements and monitors all charter flights from start to finish."

Pod said all of EJM's management clients display similar traits. "Our management clients are eager to make their aircraft available to EJM for charter when they are not being used for the owners' own trips. The aircraft are based in accessible locations and feature well-appointed and modern cabins."

Executive Jet Management manages aircraft in nearly 60 locations throughout the country to meet the growing demand for private jet charter services from corporate travel schedulers, charter broker/operators and corporate flight departments.

The $1 million revenue producing aircraft were one Challenger 604, six Gulfstream IV-SPs, one Gulfstream 200, one Gulfstream III, one Falcon 2000, two Falcon 900EXs, one Falcon 900B, two Falcon 50s, one Hawker 800XP, three Citation Xs, one Citation VII, one Citation Excel, one Citation XLS, two Citation Sovereigns and two Citation Ultras.

The aircraft are based in geographically diverse locations including New York, New Jersey, Florida, Texas, California, Illinois, Arizona, Colorado, Connecticut, Maryland, Virginia, Ohio, Indiana, South Carolina, and Wisconsin reflecting the regions where Executive Jet Management experiences the majority of its charter demand.

The owners include an entertainment/media company, capital investment firm and a security brokerage firm among others. Pod said that the revenue owners earned from EJM's use of their aircraft, for the most part, was utilized to offset ownership costs.

One of the clients that generated more than $1 million in charter revenue last year was a Gulfstream IV-SP, owned by a entertainment/media firm and based in New Jersey, which has been on the EJM charter certificate since 2004. Mike Covello's, the Gulfstream owner's chief pilot, attributes the cost-saving income to "Executive Jet Management's ability and flexibility to generate charter business anywhere the plane is located and on short notice."

"Executive Jet Management is very good at filling the gaps between our owner's flying needs. He flies to the west coast quite often for a limited number of days. Rather than sitting idle, EJM is able to arrange charter trips
within our owner's trip."

Covello added, "EJM has been doing a minimum of 350 hour of charter annually with our aircraft and is creative in fitting charter around our owner's personal flying needs. So it was important to go with an organization that has the lift and flexibility to maneuver around our schedule. There are not too many companies that can do it. EJM has been a perfect fit in fulfilling our needs."

Lisa Denny, EJM's Vice President, Sales, who works closely with Covello, said a key to its successful operation with the Gulfstream IV-SP is the outstanding partnering relationship between the two organizations. "One of the reasons we do so well is that we are able to arrange international trips for four days for example. That can generate 18 to 20 hours of charter in the bank for the G-IV. We do a lot of charter for the G-IV across the US, and internationally."

Another $1 million charter revenue producer is a Citation X owned by Azlon III, LLC, a venture capital firm in Austin, Texas, which has been on the EJM charter management certificate since May 2006. Owner/Pilot Walt Thirion particularly likes the fact that EJM has the size to negotiate volume discounts that translates into large savings on fuel. "Fuel savings was one of the main attractions that led me to EJM," he said. "I knew they were able to get the charter business. When I spoke to other charter operators it was really hit and miss. They wouldn't guarantee us a certain number of charter hours. EJM was willing to guarantee."

Thirion said EJM's opening of a charter service and sales office in Dallas this year will help him generate even more revenue, as EJM's charter use of his aircraft continues to grow.

Thomas Bayer, EJM's Vice President, Sales, works with Thirion and Azlon's other two pilots. "Having Mr. Thirion's Citation X available to EJM for charter gives us a great foothold in Texas for our new Dallas charter office," he said. "The Citation X is a popular charter aircraft for EJM because of its speed and range. This aircraft is perfectly aligned with our Texas clients' needs."

"EJM is delighted that Mr. Thirion enjoys the value of the sizeable volume discounts that EJM extends to him," Bayer said. "If we can make the operation of his aircraft more economical, he can feel better about making it more available for charter to us. There is no doubt that lowering his direct operating costs and increasing his yearly charter remuneration, makes for a happy aircraft owner and a great relationship."

What sets $1 million charter revenue clients apart from those owners and operators who do not reach that total is a level of commitment to the charter program. The $1 million revenue producers accept an obligation for their aircraft to deliver a service.

"Those organizations that exceed the million dollar plateau of charter service go the extra step in making their aircraft available to Executive Jet Management in order to fly as much charter as possible," said Ronald Silverman, EJM's Senior Vice President, Client Services. "We look for late model aircraft that can 'free-float' in the system. These are owners who use their aircraft infrequently or who are able to concentrate their usage and can release the aircraft for periods of time to maximize any charter opportunities that come along. We then can move these aircraft throughout our system, from one location to another, to meet requests for charters."

Executive Jet Management, a leading provider of worldwide private jet charter and aircraft management services, is a wholly owned subsidiary of NetJets Inc., a Berkshire Hathaway company. Drawing on more than 40 years of experience, Executive Jet Management is dedicated to the highest level of safety, security and
service. The company has achieved ISO 9001:2000 certification, demonstrating its commitment to service quality and continuous improvement in all areas of the business.

For its tenth consecutive year, Executive Jet Management earned the "Best Charter Service" award from Professional Pilot magazine subscribers. This award is a reflection of the company's continued focus on customer service. Executive Jet Management has also been recognized as a "Best of the Best" air charter company for the third straight year, in the 2007 Robb Report Luxury Portfolio issue.


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