



AIR AVANCE

THE REAL ALLIANCE

Your timetable is our flight plan



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Why your company should use business charter flights?

- You save up to **70%** travel time
- Unlimited flexibility
- Absolute private atmosphere
- Fast VIP customs clearance
- No waiting for connecting flights
- VIP check-in and no hysterical passengers
- No airport hectic
- No unnecessary overnight stops



Introduction

At **AIR AVANCE** we know how hard it can be for business professionals to meet the challenge of managing the **day-to-day business** with a full schedule.

Business trips are of special importance, since they are time-consuming and often unproductive.

Although holding a meeting online is possible due to the digital possibilities, personal presence on-site is often necessary. The global positioning of companies with subsidiaries, suppliers and clients both at home and abroad requires a high level of flexibility and efficiency from business professionals in order to assume their responsibility. With scheduled flights, however, they are not always able to meet those expectations: inflexible flight schedules and always the same handful of airports determine when, and often where, the meetings can take place. Furthermore, the waiting time at the terminals can only rarely be used efficiently for work due to the lacking privacy.

Thus, business charter flights are an option playing an increasingly important role in addition to scheduled flights. By using the economical Very Light Jets (small private jets for three to six passengers), those charter solutions are also of interest to cost conscious and smaller companies.

This e-book shows you the advantages of business charter solutions, which varieties there are on the market and how you should proceed during a booking. It will help you in finding and booking the best transport solution for your travel needs and those of your company.



RANGE Falcon 900 – Max Range 9'000 km / 4'800 Nm



The advantage of a private jet

Booking a business trip often represents a challenge. A busy schedule and a geographically wide-spread network of subsidiaries, suppliers and clients have to be reconciled.

When it comes to business trips, scheduled flights are still the preferred option. As long as you travel to standard destinations such as London or Paris, this might be understandable. By now, several airlines offer several flights a day to those destinations, which might be enough for many travel needs.

However, if further transport by taxi or limousine is necessary from those destinations, if you have to fly to destinations which are less frequently (or not at all) approached by airlines or can only be reached via stopovers, or if the duration of a meeting cannot be predicted beforehand, you should consider the possibilities and advantages of private jets.

Saving of time

Time is money - so the saying goes. This is especially true for business trips. The time spent at departure lounges, with the search for the check-in desk, at the baggage check-in and the passport and security checks, or at the gate can only rarely be used productively. If you shorten or completely cut out some of those steps, you save a lot of precious time, and thus also money.

Consequently, by chartering a private jet you make sure that your flight is spent productively or, in contrast to a scheduled flight, you can just relax instead of unnecessarily wasting your time at the airport.

Flexibility

Charter flights always offer a high level of flexibility. With private jets, the travel planning is tailored to your needs - and not the other way around. For example, if a meeting should take longer, the jet will wait for you and only takes off once you are on board.

Private jets also travel to smaller airports. This means that not only the larger airports are available, but also the many smaller ones which are often faster to get to. This way, you again save precious travel time, as the onward journey from the airport to the actual destination will be a lot shorter.

This also allows you to attend two or three meetings at different places in one day. This flexibility is not offered by scheduled flights, especially if some of the destinations are only approached on certain days of the week or times of the day.

All in all, this higher level of flexibility means that you can cut expensive additional costs for over-night stays at hotels or further transport by taxi or limousine.

Increased productivity

In today's world of business it is necessary to stay in contact with employees or clients during your

- ✓ No connection flights.
- ✓ No night stops.
- ✓ VIP check-In
- ✓ Unlimited flexibility
- ✓ Save up to **70%** travel time

productive travel time to work longer, to discuss projects uninterrupted or to prepare the next meeting in peace.

Comfort

Booking a jet exactly when you need it in order to transport the desired amount of people is a lot more comfortable than virtually any other means of travel.



Jet4Business not only start from smaller airports that are closer to your point of departure, they also fly more direct routes and land at airports that are closer to your destination. This is way more comfortable than booking connecting flights, especially if you take waiting periods and possible delays into account.

An individual service often allows a direct flight, so you will arrive well-rested and be better prepared for your business obligations.

Privacy

Success in business often requires that travel plans remain confidential. For whichever reason you might need some privacy, a private jet will provide it for you.

Quality of service

The equipment of a private jet surpasses that of a scheduled flight by far. The seats are immensely comfortable and the design turns the travel into pleasure - instead of a tiresome obligation.

On almost all of the bigger jets you are able to transform the seats and sofas into comfortable beds, which enables you to use overnight flights to relax. On bigger jets, the inner area is divided into different sections, which allows for people to lay down in the back while the others reside in the front.

Furthermore, the cabin crew offers an excellent service quality and caters to the individual wishes of the traveler.

More time for your family

Being able to quickly travel from one business destination to the next is one thing, but there is another advantage of travelling on a private jet: having more time for your family.

Finding the right balance between work and private life is a difficult task for many leading managers - personal assistants who take care of business and private appointments know all too well how often it comes to conflicting dates in a schedule.

By booking a faster and more efficient travel option, you spend less time waiting for flights, there are less delays and you will not be on the way between the office, the airport and your home as often.

Fact: private jets help travelling business professionals to spend **more time** with their families and at the same time attend the next appointments well-rested.

Less stress during your travels

When travelling with scheduled flights, you often have to wait for a long time until the plane takes off. A private jet means extremely short check-in and check-out periods, you can directly take your luggage on board with you and you will know the other travelers (unless you travel alone). You will therefore not be disturbed by the noise of strangers.

Those advantages - privacy, security and a short travel time - leads to significantly less stress during your travels, because everything is geared towards your needs and wishes.

The different booking models

There are different models of how you can use private jets for your travel needs. The market mainly differentiates between **three models**:

1. Fractional or full ownership

This model is directed towards frequent flyers who spend more than 400 hours a year on private jets.

2. Flight package

With a flight-package you buy a package of flight hours (usually 20 - 50), which you then have to use up within a fixed period of time. This model is geared towards users who travel by private jet more than 50 hours a year.

3. On-Demand Charter

This model is the most flexible one, because - you book it on demand. This option is used by companies that request the highest possible amount of flexibility.

Cessna Citation "CJ3+"

2 Crew / 6 (+2) Pax



Falcon "900LX"

2 Piloten / 1 Flight Attendant / 17 Pax



Charter booking

Booking a private jet is as easy as booking any other means of transportation. However, as there are some preparations that have to be made in order to travel with a private jet, some information is necessary in order to enable a flight that suits your requirements.

Required information

The following information is required by your charter provider to offer you the best solution:

- place of departure and destination, or destinations if there are several you want to travel to
- number of passengers
- When is the trip planned? If there is no precise date yet, you just state the planned travel date or the intended duration of the trip.

Beside this basic information, charter providers will possibly ask you the following questions, so you should think about your answers beforehand:

- We offer also limousine or helicopter at the place of departure and at the destination.
- Any other special requests?
Ask us....



Information you should inquire from the provider

If you compare charter providers and request several offers, you should ensure that you get all the important information.

Ask the provider which jet type he recommends. This way you know if the jet optimally suits your travel needs.

Do not let the provider offer you just one jet, but rather a selection of possible alternatives.

Ask if there are any visa restrictions at your planned destinations and what you have to look out for.

Obtain information about the desired airport. For example, are there any restrictions in case of bad weather?

Some airports cannot be approached during times of limited visibility.

Jet types

Very Light Jets

Very Light Jets offer 4 to 5 passengers an agile option for non-stop flights of up to 3 hours. Their travel speed is only minimally slower than that of airliners.

Cessna Citation "MUSTANG"

2 Crew / 4 Pax



Light Jets

Light Jets are designed to economically transport 6 to 8 passengers on non-stop flights of up to 4 hours. They travel only slightly slower than airliners.

Cessna Citation "CJ2+"

2 Crew / 6 Pax



Super Light Jets

The Super Light Jet is a fast means of transportation for 6 to 9 passengers for non-stop flights of up to 5 hours. The flight speed can be compared to that of an airliner. The room for luggage might be limited at full capacity.

Lear Jet "75"

2 Crew / 8 Pax



Midsize Jets

A Midsize Jet efficiently transports 7 to 10 passengers on non-stop flights of up to 6.5 hours. The jets are as fast as airliners, entertainment media, accommodations for sleeping and meetings as well as a private wash- and restroom. Additionally, a flight attendant belongs to the standard on board. The luggage space is designed for normal amounts of luggage.

Cessna Citation "CLS"

2 Crew / 8 Pax



Super Midsize Jets

A Super Midsize Jet offers a comfortable alternative for 8 to 12 passengers on non-stop flights of up to 7.5 hours. The flight speed is equal to or higher than that of airliners. With entertainment media, accommodations for sleeping and meetings as well as private wash- and restrooms, Super Mid-size Jets offer a service on board. The luggage compartment offers enough space for normal amounts of luggage.

Embraer "Legacy"

2 Crew / 10 Pax



Heavy Jets

Heavy Jets are the relaxing option for 9 to 15 passengers. They fly non-stop for up to 10 hours and are comparable to the speed and equipment of Super Midsize Jets. However, some of the seats can be transformed into beds, thus offering more possibilities to relax on board. Also, limitations on the amount of luggage are non-existent.

Falcon "2000"

2 Pilots + 1 Flight attendant / 14 Pax



Ultra-Long-Range Jets

Ultra-Long Range Jets offer 10 to 19 passengers a luxurious alternative for intercontinental flights of up to 14 hours.

On board, gourmet food, communication and entertainment media, sleeping and meeting accommodations as well as one or two private wash-and restrooms are available.

A flight attendant makes sure that everything on board meets your expectations.

There are next to no limitations on the amounts of luggage.



Global Express "XRS"

2 Pilots + 1 Flight attendant / 19 Pax

The right jet type for your needs

In order to find the right type of jet for your trip, you have to take the amount of passengers and especially the travel distance into account.

Furthermore, **the service on board** is an important aspect. Very Light Jets are agile and cost-effective but also offer less amenities on board than the Mid-size or Heavy Jets.

Thus, you should define your needs as detailed as possible and also talk about the to your charter provider. They help you with their experience and are able to offer you the most suitable jets.

Which jet type is the best for you?

Ask the experts from AIR AVANCE



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Conclusion

Increasingly busier schedules and ever greater Distances between the individual branches of a Company brings about new challenges. Despite the by now technological possibilities of attending online meetings, a personal presence on-site is often unavoidable.

Trips to different places within one day or to destinations where there are no large airports nearby cannot satisfyingly be covered by scheduled flights and onward transportation on the ground. The in- efficiency is just too high due to unsatisfying flight schedules, long access routes to the airport and the place of the meeting as well as unproductive hours at the airport and the hotel.

As an answer to this, private jets offer a viable alternative to the hitherto used scheduled flights. Furthermore, a charter solution that is optimally tailored to your individual travel needs is often also an economically viable solution as expenses for overnight stays and the amount of unproductive travel time can be reduced to a minimum.



About **AIR AVANCE**

As an independent company, we can offer highly specialized aviation management services, both in the private and the commercial area. We take on special individual orders as well as complete asset management. Furthermore, we offer consulting services, discrete charter flights around the clock as well as the acquisition and selling of private jets.

We can offer decades of experience in the field of private jet management and are on the one hand small enough to personally know our clients, but on the other hand large enough to be able to provide attractive conditions - even at partner companies. We are completely independent and promote a transparent, client-oriented "open books" business culture. With us there are no hidden costs or belated price increases - our clients are able to look into all invoices for their used services at any time.

Our board members have direct customer contact and thus personally guarantee the quality of service that we offer our clients at our head office at Altenrhein-Airport. www.airport-stgallen.com



Overview of current jets

AircraftName	Range (km)	Cruise (km/h)	Max Flt time	Height	Cabin(m) Width	Length	Baggage (m3)	Production Start
Ultra LongRange	Pax:10-19	Flttime:9:30-13:30				All-in: EUR 6'400 - 8'700/h		
Gulfstream G650 ER	13'600	982	13:01	1.95	2.59	16.33	5.52	2014
Gulfstream G550	11'600	941	12:01	1.89	2.23	13.39	6.40	2003
Bombardier Global 6000	11'500	935	12:01	1.90	2.49	14.74	5.38	2011
Bombardier Global 5000	9'100	946	9:01	1.90	2.49	12.94	5.52	2004
Dassault Falcon 5X	9'650	954	10:01	1.98	2.59	11.83	4.39	2017
Dassault Falcon 900LX	9'000	893	10:01	1.88	2.34	10.11	3.60	2010
Heavy	Pax:8-15	Flttime:6:30-8:30				All-in: EUR 5'300 - 6'400/h		
Gulfstream G450	8'150	935	8:01	1.88	2.23	12.29	4.79	2005
Embraer Legacy 650	7'250	850	8:01	1.83	2.11	15.19	8.10	2010
Bombardier Challenger 850	5'500	850	6:01	1.85	2.49	14.76	5.52	2006
Dassault Falcon 2000LXS	7'700	907	8:01	1.88	2.34	7.98	3.71	2014
Dassault Falcon 2000S	6'400	907	7:01	1.88	2.34	7.98	3.71	2013
Embraer Legacy 600	6'250	843	7:01	1.83	2.11	15.19	8.10	2002
Bombardier Challenger 650	7'500	904	8:01	1.85	2.49	8.66	3.26	2015
SuperMidsize	Pax:8-12	Flttime:6:30-7:30				All-in: EUR 4'700 - 5'200/h		
Gulfstream G280	6'400	904	7:01	1.90	2.19	7.87	4.36	2011
Bombardier Challenger 350	6'050	870	6:01	1.85	2.19	8.72	3.00	2014
Bombardier Challenger 300	5'950	882	6:01	1.85	2.19	8.72	3.00	2003
Hawker Beechcraft 4000	6'450	870	7:01	1.83	1.98	7.62	3.23	2008
Embraer Legacy 500	5'700	865	6:01	1.83	2.08	8.18	4.38	2014
Dassault Falcon 50EX	6'200	889	6:01	1.80	1.85	7.16	3.26	1997

AircraftName	Range (km)	Cruise (km/h)	Max Flt time	Height	Cabin(m) Width	Length	Baggage (m3)	Production Start
Midsize	Pax:7-10	Flttime:3:30-6:30			All-in: EUR 3'300 - 5'000/h			
Cessna Citation X (750)	5'650	976	5:01	1.73	1.68	7.16	2.32	1996
Cessna Citation Sovereign (680)	5'150	848	6:01	1.73	1.68	7.70	3.82	2004
Embraer Legacy 450	4'750	848	5:01	1.83	2.08	7.32	4.24	2015
Hawker Beechcraft 900XP	5'300	837	6:01	1.75	1.83	6.50	1.42	2007
Cessna Citation Latitude (680A)	4'650	815	5:01	1.83	1.95	6.63	2.83	2015
Bombardier Learjet 60XR	4'350	861	5:01	1.75	1.80	5.39	1.36	2006
Hawker Beechcraft 750	4'000	828	4:01	1.75	1.83	6.49	2.24	2008
Cessna Citation XLS+ (560XL)	3'050	817	3:01	1.73	1.68	5.64	2.55	2008
Cessna Citation Excel	2'700	800	3:01	1.73	1.68	5.64	2.55	1998
Citation VII (650)	3'200	835	3:01	1.74	1.68	5.61	1.51	1992
SuperLight	Pax:6-9	Flttime:3:30-4:30			All-in: EUR 3'100 - 3'500/h			
Bombardier Learjet 75	3'800	861	4:01	1.50	1.56	6.02	1.84	2014
Bombardier Learjet 45XR	3'550	861	4:01	1.50	1.56	6.02	1.84	2003
Embraer Phenom 300	3'300	839	3:01	1.50	1.55	5.23	2.41	2009
Cessna Citation CJ4 (525C)	3'750	835	4:01	1.45	1.47	5.28	2.18	2010
Light	Pax:6-8	Flttime:2:30-4:15			All-in: EUR 2'300 - 2'800/h			
Nextant 400XT (remanufactured HS400A/XP)	3'750	872	4:01	1.46	1.52	4.72	1.59	2012
Cessna Citation CJ3 (525B)	3'200	770	4:01	1.45	1.47	4.78	1.84	2004
Hawker Beechcraft 400XP	2'550	833	3:01	1.45	1.50	4.72	1.59	2004
Cessna Citation CJ2+ (525A)	2'500	774	3:01	1.45	1.47	4.14	1.95	2005
Hawker Beechcraft Premier IA	2'200	861	2:01	1.65	1.68	4.11	2.18	2006
VeryLight	Pax:4-6	Flttime:2:30-3:15			All-in: EUR 2'000 - 2'400/h			
Honda Jet	2'000	778	2:01	1.51	1.52	3.70	1.87	2015
Embraer Phenom 100	1'850	722	2:01	1.50	1.55	3.35	2.01	2008
Cessna Citation M2 (525)	2'450	741	3:01	1.45	1.47	3.35	1.30	2013
Cessna Citation CJ1+ (525)	2'000	720	2:01	1.45	1.47	3.35	1.27	2005
Cessna Citation Mustang (510)	1'700	630	2:01	1.37	1.40	2.97	1.78	2006



Floor plan Embraer Legacy 650



Floor plan Falcon 900EX