

*Proven Professionals. Trusted Partners.*



## Two Centuries of Success Ready to Serve You

When you partner with Holstein Aviation, you immediately accrue multiple benefits from all of the knowledge, experience and capability gained through:

- ✓ **250** years of total experience
- ✓ **56,000** combined flight hours
- ✓ **3,500** transactions
- ✓ **\$8** billion in revenue

Team members possess type ratings in light, medium and long range / large cabin heavy jets from nearly all major aircraft manufacturers. These individuals are also known across the aviation industry for their integrity, capability and professionalism.

## Astute and Experienced Professionals

Holstein Aviation team members have held senior management positions at leading companies throughout the aviation industry:

- Corporate flight departments
- Air charter companies
- Aircraft fractional ownership
- Fixed base operations (FBO)
- Maintenance, repair and overhaul (MRO) providers
- Fixed- and rotary-wing aircraft manufacturers (OEMs)
- Manufacturers of gas turbine engines
- Commercial airlines

## Consultation

### One Size Does NOT Fit All

No two companies or individuals are alike; nor are their aviation requirements, operating environments or financial parameters. You may be new to business aviation or a seasoned aviator or maintenance professional successfully managing a large flight department. Perhaps you fall somewhere in between.

Regardless, everyone has one thing in common – the need to capture specific expertise in a specific area that may be unfamiliar to you; or, where you have only been through a particular process on occasion. In either case, your needs will be met, and exceeded, by the team of knowledgeable professionals at Holstein Aviation.

#### No Cost Consultation

Unlike some, perhaps many, there is never any cost to you just for getting to know us. Only when we truly add value and provide a beneficial service should you expect to provide compensation.

#### The Holstein Approach

Not until we know everything about you, your situation, needs, requirements, parameters, restrictions, and operating history can we proceed. Nor will we. Then a well-defined goal is established and a structured, rigorous process is implemented:

- ▶ Questions, questions, questions
- ▶ Listen, then listen some more
- ▶ Probe for unrealized issues
- ▶ Input from users, non-users and stakeholders
- ▶ Search for unidentified opportunities
- ▶ Analyze, debate and evaluate
- ▶ Develop a thorough and actionable plan

#### Any Need. Any Time.

Most clients seek our assistance and expertise in one or more of several basic functional areas:

#### Evaluate the use of business aviation assets.

Analyze the potential value and benefits of utilizing business aviation assets for non-users. Provide expertise to experienced operators on fleet rationalization, equipment upgrades, and refurbishment of every aircraft type from light jets to large cabin, long-range models.

#### Buy a business aircraft.

Partnering with the Holstein Aviation team brings you one of the most thorough and rigorous acquisition programs and processes anywhere in the business aviation industry. The result is the best available aircraft in the least amount of time at the lowest possible cost.

(Continued on reverse)

### The Holstein Aviation Difference

**Connections, contacts, credibility and capability.** The Holstein Aviation team knows the industry and the people. We also know how to connect you with the right buyer or resource.

**Unrivaled service and support.** Log in to your own personal, private and secure portal at [www.HolsteinAviation.com](http://www.HolsteinAviation.com) 24/7/365 for access to electronic files with all the documents relevant to your project.

**The whole team is on your team.** Every team members' knowledge, experience, expertise and contacts are utilized on your behalf.

**Knowledgeable specialists.** Specific team members who know everything about specific, and complex subjects, such as contracts and marketing, are dedicated to your project for faster and error free completion.

**Global coverage and cooperation.** Holstein Aviation team members and affiliates are located around the world for you. That global knowledge ensures full and complete marketplace intelligence and connections.



*Holstein Aviation team members have flown the line, and instructed, trained and managed flight departments.*

#### **Lease or Lease out a business aircraft.**

One of the best and most expedient means (short- or long-term) to access the benefits that business aviation provides, this is also one way to avoid a sizeable initial expenditure. Additionally, you gain actual operational experience. Leasing out your aircraft is also an excellent method for owners to preserve asset values in a challenging economy while preserving cash flow.

#### **Sell an aircraft or a fleet.**

With the Holstein Aviation team comes some of the most innovative and creative marketing programs and processes in the business aviation industry. Everything and anything you need to know to make the best decision is accessible 24/7/365 via your personal, private and secure portal on [www.HolsteinAviation.com](http://www.HolsteinAviation.com) in an electronic file folder that is continually updated with:

- Market information and forecasts
- Pricing histories
- Aircraft specifications
- Comparable sales data
- Individual product analysis
- Cash flow projections
- Contractual documents
- Pre-buy inspection status and findings
- Market updates.

#### **Obtain supplemental flight capability.**

As many ways as there are to increase the supply of available flight time and number of seats, there are at least that many to come up short, commit to an overly expensive option, or, worst of all, to expose your passengers to higher levels of risk – all needless. The right solution might be:

- Charter
- Jet cards
- Fractional ownership
- Interchange agreement
- Block hour purchases or ownership
- Short-term leasing
- An innovative approach that we create and customize for you from a combination of some or all of these options.

#### **Recruitment or outplacement assistance.**

In theory, every pilot or technician with the required prerequisites who meets the FAA minimum standards is qualified to work for you. But what about that little thing called “fit”? That’s why we screen for **Capability**, **Compatibility** and **Culture**. Only the right individuals with the greatest potential to be a high-value, low risk hire are presented.

1. Will they be **compatible and** fit in?
2. Can they embrace, enhance and embody your corporate **culture**?
3. Is the individual **capable** of understanding who you are and what you are all about?



*Holstein Aviation executives' backgrounds encompass senior level management positions from all segments of business, general and commercial aviation.*