AVFLIGHT

Prepared for

Gunnison-Crested Butte Regional Airport

10/14/15

AVFLIGHT

- Executive Team
- Company Overview
- Avflight Difference
- Expertise
- Differentiators by Market Segment
- Meeting Requirements. Exceeding Expectations.

Executive Team

75+ years combined experience

Carl Muhs

President

Over 25 years of aviation experience, including senior-level management positions at major airlines and FBOs throughout the US.

Joe Meszaros

Regional Director

20+ years of FBO, airline operations and management expertise.

Darin Everett

Regional Manager

With Avflight for over 10 years.

One of the inital IS-BAH auditors.

Aaron Maurer

Regional Manager

Close to 15 years with Avflight.

Chairs the “Avflight GO Team” for new market openings.

Overview

- Established in 1995
- Own and operate a chain of high-end FBOs located in the US and Europe
  - Lease holding over 2 million sq. ft.
  - Storage capacity of over 1M gallons
- A working relationship with all major airlines
- Privately owned
- Backed by Avfuel – Global fuel supplier with over 40+ years cultivating industry relationships

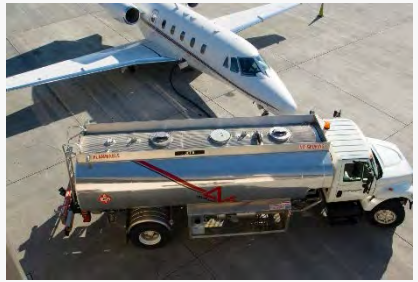
Locations

Akron – Canton, OH **(KCAK)**
Belfast, N. Ireland **(EGAC/BHD)**
Detroit, MI **(KDET)**
Durango, CO **(KDRO)**
Flint, MI **(KFNT)**
Grand Forks, ND **(KGFK)**
Harrisburg, PA **(KMDT)**
Lansing, MI **(KLAN)**
Roswell, NM **(KROW)**
Saginaw, MI **(KMBS)**
Salina, KS **(KSLN)**
Traverse City, MI **(KTVC)**
Ypsilanti, MI **(KYIP)**

The Avflight Difference

Enhanced Customer Experience

We will provide a memorable visit for our guests and their passengers. Our day begins and ends with a customer experience lesson.



Limitless Resources

Avfuel's connectivity enables us to leverage resources far beyond your average FBO chain. Whatever you need. *We can do it.*

Safety

Safety is our top priority. Our training protocols are the best in the business. We are also qualified ISBAH auditors.

Flexible Pricing

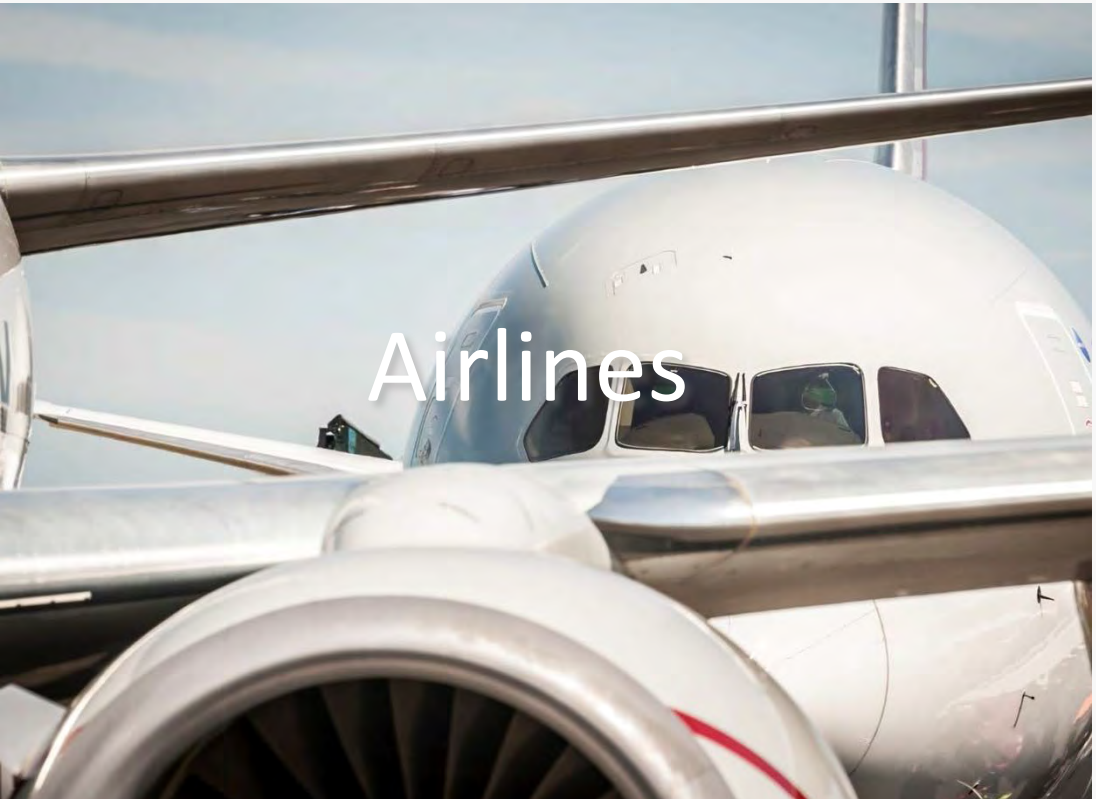
Our relationship with Avfuel also enables us to *lower your fuel cost and simplify your purchasing*.

Expertise

15+ years professional ground support and related services to the general and commercial aviation industry

- Deicing
- Comprehensive Airline Administrative Operations
- Provision of Fuel to all Major Airlines
- Pre-board Screening
- Commercial Ground Handling
- Commissary / Provisioning for Flight Departments
- Large Military Operations
- On-site Catering
- ISBAH Auditing
- On Call Maintenance
- Fuel Storage Tank Cleaning
- OEM Aircraft Testing

Differentiators by Market Segment



Differentiators for Airlines

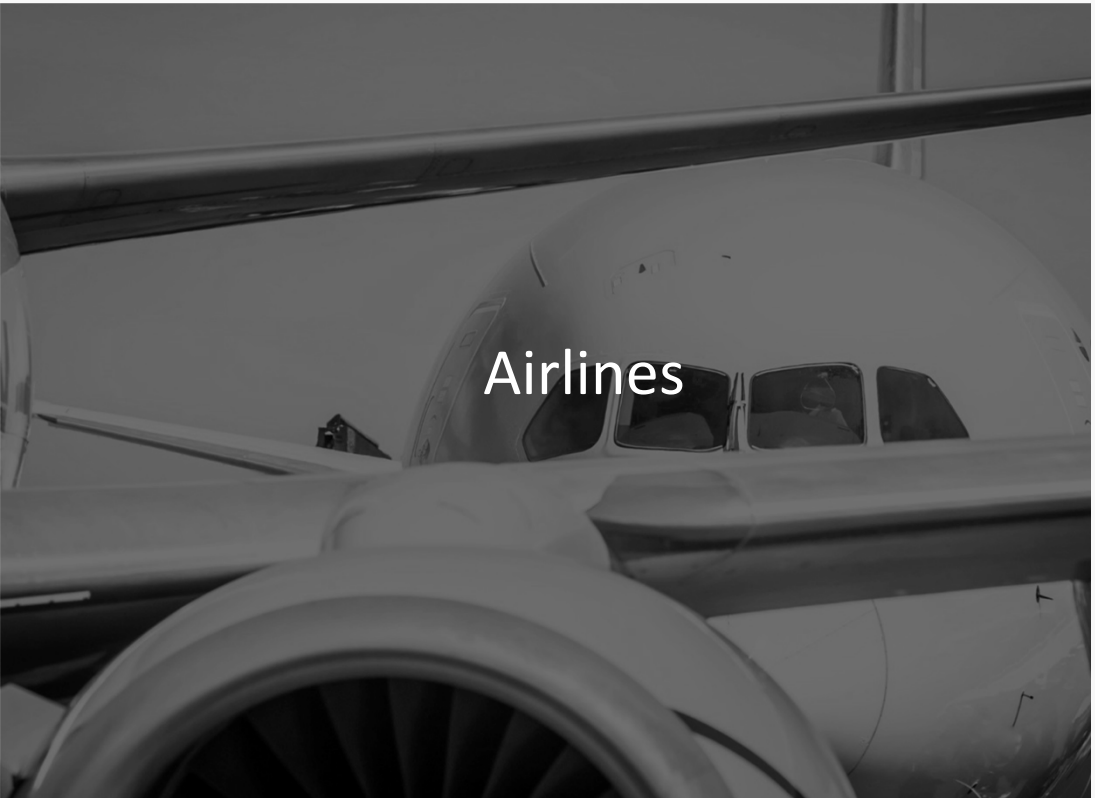
Safety
Proprietary in-house training system and dedicated training team. **Always** consistent with current standards.

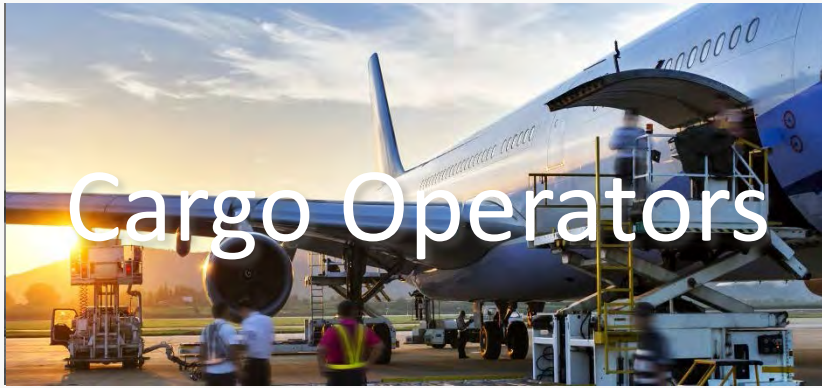
A+ Report Card
We've never received anything less than an A+ in airlines' Key Performance Measures.

Cost
Airlines are forced to be cost sensitive. We have the resources to work with various pricing models.

Experience
Seasoned staff who understands the complexity of airline support and can deliver with utmost efficiency and safety.

Differentiators by Market Segment





Differentiators for Cargo Operators

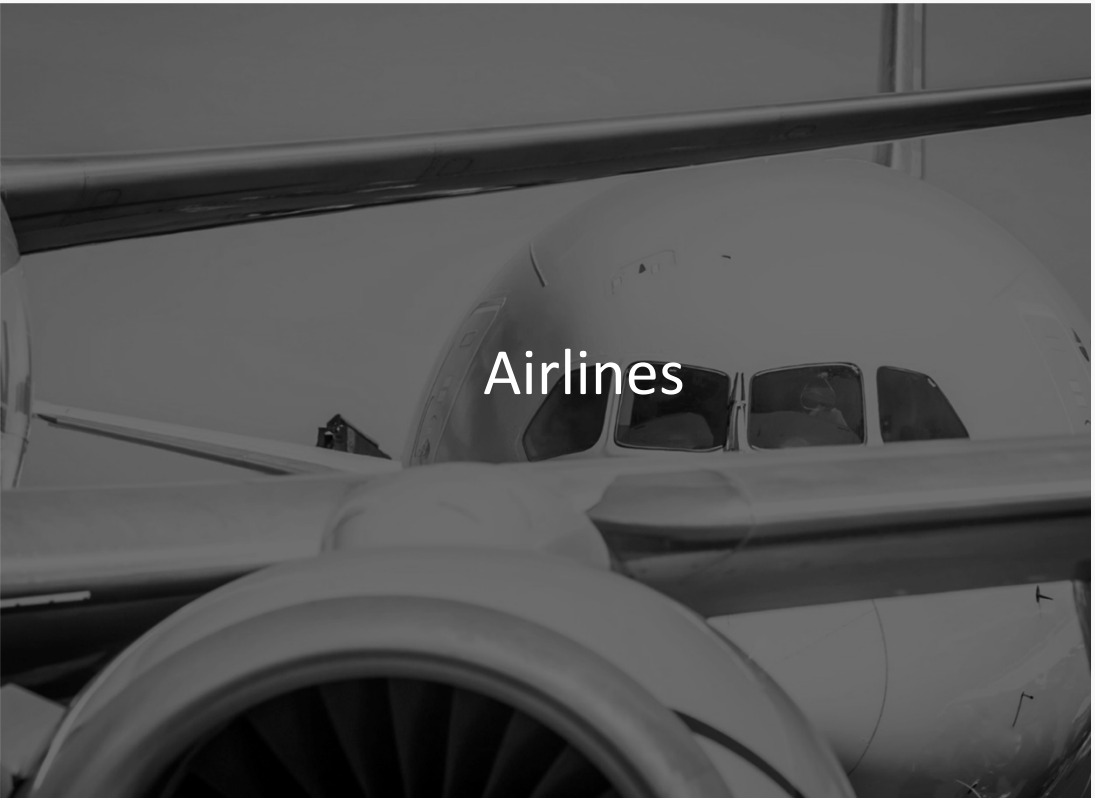
Safety
Proprietary in-house training system and dedicated training team. **Always** consistent with current standards.

Time is money and customer satisfaction
Time is of the essence for cargo operators and we have a 15+ year proven track record for meeting the demand of our cargo customers.

Handle up to 747
We are experienced with every type of cargo operator from turbo props to wide bodies.

US Customs Bonded
We can handle domestic and international freight.

Differentiators by Market Segment



Differentiators for Military

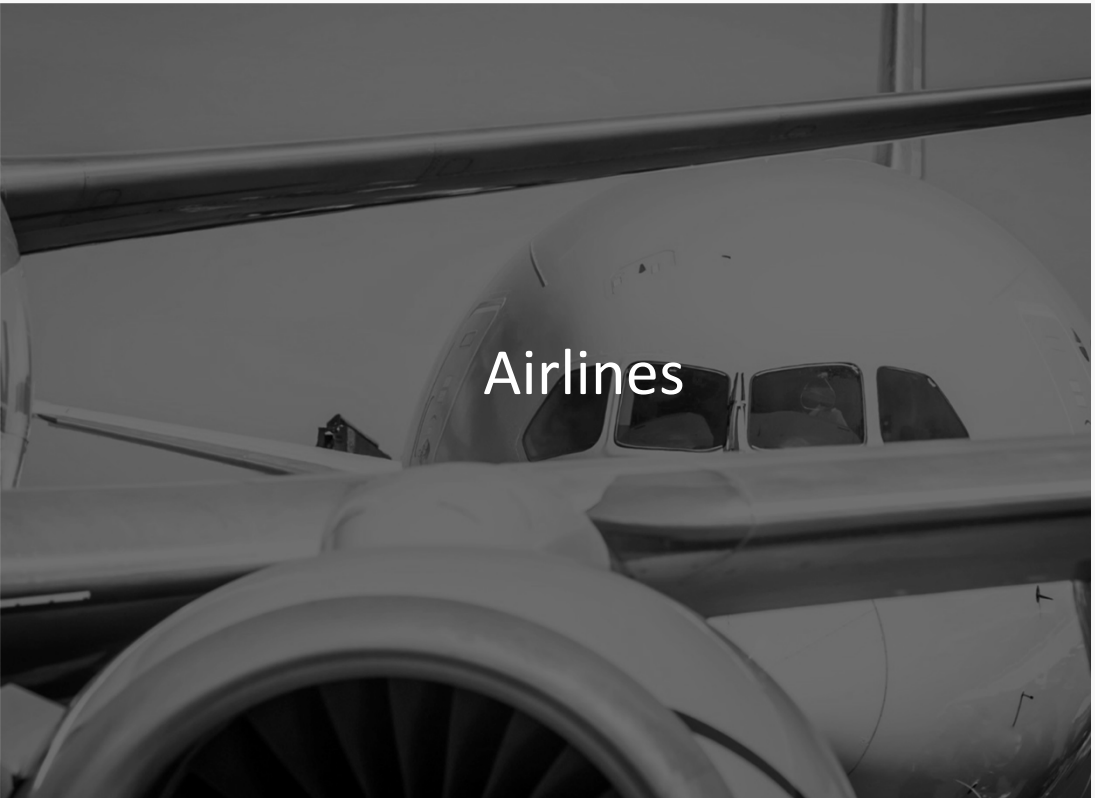
Safety
Proprietary in-house training system and dedicated training team. **Always** consistent with current standards.

Large Runways
Large scale military operations appreciate our Roswell and Salina locations.

Security
Operating from 14 CFR Part139 certified airports, our security infrastructure exceeds any requirements.

Concierge and Coordination
Our team specializes in hosting large scale operations/movements.

Differentiators by Market Segment



Differentiators for Flight Departments

Safety
Proprietary in-house training system and dedicated training team. **Always** consistent with current standards.

We work for the flight department
Flight departments consider us an extension of their own support team.

Passenger Standards
We can deliver quick, impeccable service to impress even the most discerning passenger.

Wow factor
We go above and beyond to help flight departments meet the demands of their businesses. Anything they need – we'll find a way.

We strive to exceed the expectations of every partner and customer.

How do we do this?

We get to know your business.
We aim to fully understand every requirement.

We recruit accordingly.
Knowledge and experience is essential for us.

We provide airline representatives.
We secure and place airline station management.

We train employees.
We invest in regular professional training.

We can be anywhere we need to be.

We clearly outline customer and partner requirements and leverage every resource to meet them.

Avflight Headquarters

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