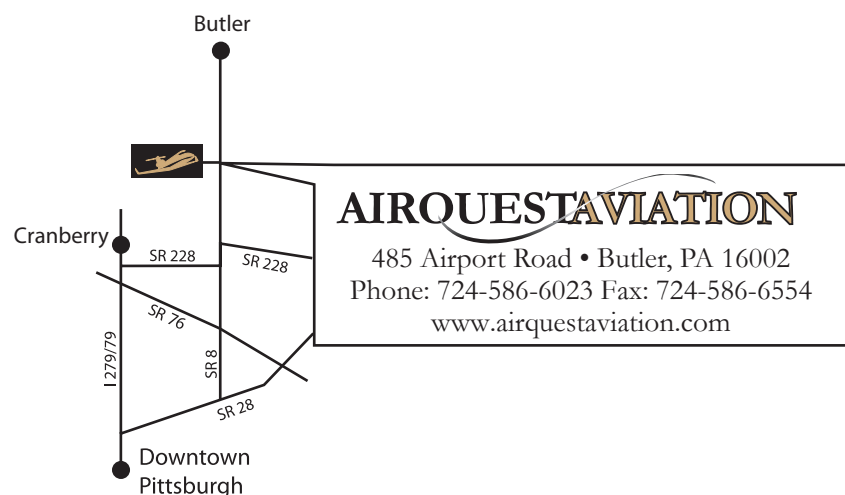


## AIRQUEST AVIATION WANTS TO HEAR FROM YOU!

AirQuest Aviation wants to hear from you! Have you had an address or phone number change, do you have an email address you would like to submit to begin receiving our online communications?

Please email [Cindy@airquestaviation.com](mailto:Cindy@airquestaviation.com) if you have any changes to your contact information or to be added to our email blast. Special promotions and offers will be emailed out to those who sign up! Don't miss out!

Also, during this first quarter of 2010, AirQuest Aviation will be sending out surveys to our existing customers. Your feedback is valued as we want to continue to strive to meet and exceed your expectations, while continuing to grow our services and programs in a manner that will benefit all our customers. Please keep an eye out for this survey – we appreciate your time in completing the survey and look forward to hearing from you!



Conveniently located 20 minutes from Cranberry Township and located 25 miles from Downtown Pittsburgh.

**Business Travel:** Charter Services • Aircraft Management • Sales & Acquisitions  
**FBO Services:** Concierge • Ground Support • Maintenance • Flight School

## ENHANCING THE POWER OF MOBILITY...IT'S WHAT WE DO

# AIRQUESTAVIATION

Winter 2009/2010

INTELLIGENT TRAVEL  
**360°**



Long security lines, lengthy delays and decreasing frequency to smaller cities . . . Today's commercial airline travel is tolerable at best. But AirQuest Aviation's Charter 360° of Service is offering an easy answer to executives looking to maximize their productivity and efficiency.

The solution is providing "seamless air travel" to those who need the advantage of face-to-face interaction to excel in today's challenging market environment. The combination of speed, flexibility and effectiveness of business aviation allows key executives and their teams more time to foster relationships, visit multiple destinations in one day and improve their quality of life by returning home in the evening.

AirQuest Aviation offers the Charter 360° of Service which enhances your power of mobility. Think of it as a way to maximize your efficiency by placing key members of your team in the right place at the right

time. With the Charter 360° of Service, it is easier and more affordable to get where you need to go without sacrificing time or money.

In the National Business Aviation Association's (NBAA) most recent study, "Business Aviation: An Enterprise Value Perspective," these facts were published:

- Business aviation serves ten times the number of communities (more than 5,000 airports) served by the commercial airlines (about 500 airports).
- A typical frequent business traveler flying from one of the 25 busiest U.S. airports can expect to lose one or more hours of productive work or personal time on the average trip. Airports and airline schedules are designed to route travelers in a way that minimizes airline costs and not in a way that optimizes traveler productivity.
- The need for air travel continues

to grow, from 465 million annual domestic passengers in the U.S. in 1990 to 750 million in 2008. By 2021, according to the FAA, some 1 billion passengers will fly in the U.S. Over 40 percent will be business travelers.

- More than 26 percent of all airline flights were delayed, diverted or cancelled in 2008, according to U.S. Department of Transportation statistics.
- Airline business class and walk-up fares have increased over the last 10 years, and are not being offset by a similar improvement in traveler productivity.

There is no better time than now to find out how the Charter 360° of Service can enhance your power of mobility. Contact AirQuest Aviation today by calling 724.586.6023 or email to [info@airquestaviation.com](mailto:info@airquestaviation.com) to learn more.

INTELLIGENT TRAVEL  
**360°**

## CONCIERGE 360° - SPRING PROMOTION!

### Jet Fuel Promotion through March 31

Purchase 200 gallons (one time purchase) and receive \$0.20 off per gallon.

Purchase 400 gallons (one time purchase) and receive \$0.40 off per gallon.

### AvGas Fuel Promotion through March 31

Purchase 50 gallons or more (one time purchase) and receive an AvFuel Travel Mug or AvFuel Hat (while supplies last).

Reminder: Call ahead to request Car Service arrangements from the Concierge! From rental cars to sedans or limousines, we are happy to assist you in fulfilling your car service needs.

Whether KBTP is your home base, you are a recurring visitor or you are just flying through, AirQuest Aviation is ready to assist you with all of your fuel, car and lodging (and more) needs!

## MAINTENANCE 360° AIRCRAFT LOG, STARDATE 2.1.2010

By Nathan Courtney

Did you know that the majority of an aircraft's value is upheld through the maintenance records attached to the aircraft? Not only is it imperative that there are log books documenting the work that has been done to the aircraft since it was manufactured, but just as important is the quality of the log books. All too many times log books are lost or the quality of the books themselves have deteriorated due to constant moving or improper storage. The log books should be complete and current, tracking proper times pertaining to the aircraft. If dates, cycles and hours that are accrued on the airplane are not carefully tracked, an airplane's value can quickly diminish.

AirQuest Aviation offers several services to help owners and operators maintain aircraft log books. Within AirQuest Aviation's newly constructed maintenance facility, a fire-protected aircraft record storage room has been incorporated. This storage area provides maximum security and storage potential. We also offer aircraft management which includes the monitoring of times, dates and cycles of the airplanes. We submit the maintenance entries into the books automatically when maintenance is completed, therefore eliminating the hassle for owners. Another service offered is log book scanning, which transfers your aircraft's records to a digital format, thus enhancing the security and viewable convenience of your records.

Don't forget last quarter's article regarding "Inactivity" being the biggest threat to your aircraft. If your aircraft has been sitting over the winter, call AirQuest Aviation and ask for a pre-flight inspection and ground-run today!

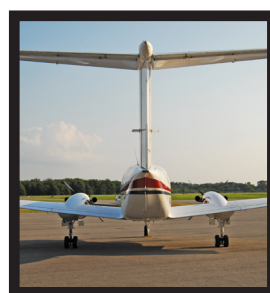
## CHARTER 360° AIRCRAFT JOINT OWNERSHIP

By Clayton Findon

What is better than using a private aircraft to make your personal and professional life more efficient, productive and enjoyable? How about doing so at a third or a quarter of the cost? Aircraft joint ownership allows a group of individuals (we recommend no more than 4) to collectively own and operate an aircraft.

**The Major Benefits of Aircraft Joint Ownership: Cost Savings** to the partners involved. Sharing the fixed costs (purchase, hangarage, insurance, maintenance) across the ownership group lessens the burden as compared to individual ownership.

**Unlimited Use.** Unlike fractional programs, where you pay to use an aircraft for a period of time, joint ownership provides you with the potential for unlimited use, and an asset to sell



upon completion of the program. This gives you the possibly to recapture some of your initial investment, and depending on market conditions, the opportunity to turn a profit.

**Your Aircraft.** You are flying in your personal aircraft, not different aircraft depending on what is available with that company's fractional program.

Considering current market conditions, AirQuest Aviation feels that now is the perfect time to move into your first (or next!) aircraft. Alternative pricing, relative to historic trends, along with depreciation incentives make now the time to act!

If you have contemplated purchasing an aircraft, contact AirQuest Aviation. We are available to assist you in evaluating your individual or groups' needs, the appropriate aircraft to fit those needs as well as the logistics of aircraft identification, pre-buy inspection, delivery, management and more. AirQuest Aviation works to facilitate and manage the needs of individuals, established (or those being formed) owner groups and specializes in King Air, Citation and Cirrus aircraft.

## GROUND SUPPORT 360° - MARSHALL, MARSHALL, MARSHALL

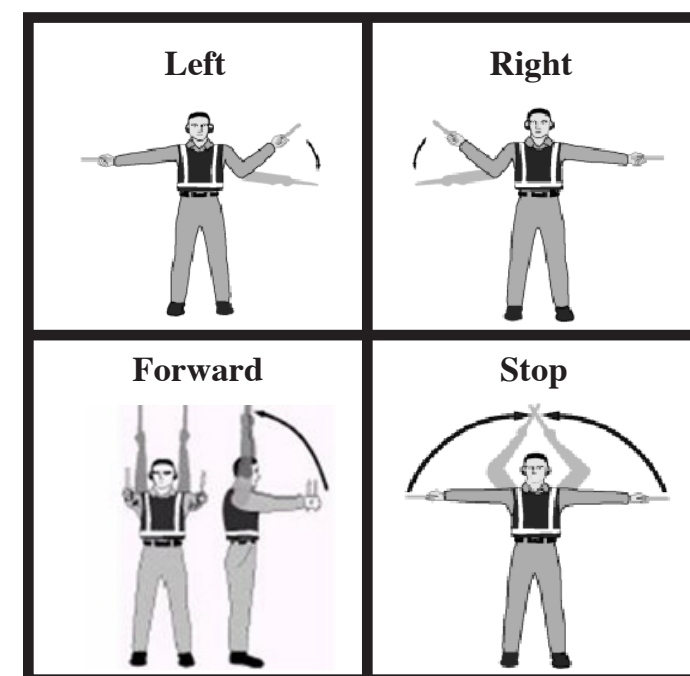
By Herb Callithen

AirQuest Aviation's line team members are experts in what they do. One of the more dangerous jobs on the airport, they constantly balance ongoing aircraft operations on a live ramp, maintaining order, placement and safety, all while offering unsurpassed customer service.

One of the many tools line service team members use are standard marshalling techniques. Marshalling allows for visual communication between line team members and pilots. When an aircraft clears the active runway, line team members contact them via the Common Traffic Advisory Frequency (CTAF) to determine intentions (i.e. duration of stay, fuel needs, special requests, etc.). They will direct the aircraft to a ramp area for parking and will marshal (direct) the aircraft to a final destination, which may be between or beside other aircraft. Although the final responsibility of maneuvering the aircraft while under power is the pilot's, you can rest assured knowing that AirQuest Aviation will guide you safely into position.

Below are just a few examples of standard marshalling techniques. To learn more, speak with one of our line team members, or visit our website, [www.airquestaviation.com](http://www.airquestaviation.com), for a downloadable brochure. AirQuest Aviation's Line Service Team...helping you depart or arrive safely, each and every time.

Stay tuned for next quarter's article addressing the differences between JetA Fuel and AvGas as well as a discussion on fueling planes.



## FLIGHT SCHOOL RECENT ACHIEVEMENTS

By Dan Welms

There is excitement abounding at AirQuest Aviation's Flight School as we announce a new initiative: an FAA Approved Part 141 Training Program for the following courses: Private Pilot and Instrument/Commercial Pilot coming in March 2010! The Part 141 Certification will allow students to obtain their license with fewer hours in a more structured and professional training environment. The Part 141 program can take students through all levels of training and to the Commercial Pilot License with a 50 hour reduction in total time. The Private Pilot course will enjoy a 5 hour cut bringing the total required down to 35 hours. Another large advantage for the Part 141 student is that this course will do away with the 50 hour PIC cross country requirement for the Instrument Rating.

As a prerequisite to obtaining the FAA Part 141 Certificate, AirQuest Aviation underwent extensive rewrites of all flight training documentation, numerous Audits and Examinations to ensure compliance with rigorous FAA requirements. Trainer interviews, school inspections, maintenance facility inspections and sign off and approval on the final program have all been achieved to ensure the proper and safe attributes of the program.



In conjunction with this endeavor, we are currently vetting several regional and national universities with whom we can partner to offer careers in the aviation industry.

Remember, not all flight training occurs in the cockpit. Our on-site PCATD Simulator offers students the ability to become efficient in the comfort of a warm classroom as well as ask questions and press buttons without worrying about the traffic at 2 o'clock or the tower at your 12! And, it's at a fraction of the cost of actual flight instruction. Recently, the simulator has been fitted with a Garmin GNS 430 Module which will enhance student's learning even more.

**Since the last newsletter, there have been many achievements made by our students. Congratulations!** 1 Instrument, 2 Cirrus Transitional Trainings, 1 Commercial Pilot, 4 Private Pilots, 1 Solo, 1 CFI-A

We look forward to continuing to help you make the dream of flight a reality – contact the AirQuest Aviation Flight School today to begin or continue your flight training!