

Sterling Aircraft Management



Your Aircraft. Your Crew. Your Schedule. 24/7 Readiness.

Custom-designed Sterling Aviation aircraft management programs offer our owner clients the assurance of safety, impeccable maintenance, confidentiality, security and 24/7 aircraft availability. We allow clients to conduct business and enjoy personal lifestyles according to their needs and schedules. We understand, respect and appreciate the value of our clients' time, and the enhanced quality of life that private aircraft provide.





Sterling's "Whole Aircraft" Managed Ownership Concept

Perhaps you're considering aircraft ownership for the first time, or are looking for an alternative to your current aircraft management firm. Whatever your situation, Sterling Aviation would be delighted to tailor a proposal that addresses your unique needs, drawing on decades of experience in private aircraft ownership, operations, management and charter.

For over 20 years, Sterling Aviation has been managing our owners' aircraft in a seamless, safe, confidential and cost-effective manner. We take great pride in simplifying aircraft ownership and its accompanying responsibility, thus allowing our clients to enjoy the benefits, without worrying about the process. From aircraft selection and acquisition, to crew selection, training, maintenance, payroll, regulatory compliance, operational summaries and accounting, Sterling does it all.

The owners of Sterling Aviation also have a strong appreciation of corporate flight departments, having used private aircraft in their own business endeavors (as well as personally) for over 30 years. While we recognize that flight departments may in some cases be preferable to managed aircraft, we also know that an aircraft utilized less than 300 to 400 hours annually is unlikely to be cost-effective to the owner. If this describes your situation, Sterling can help

you generate charter revenue to offset the operating costs of your aircraft investment – all within a framework that meets your needs for personal and business aircraft availability.

As a member of the Sterling family, our owner clients enjoy significant cost advantages from our fuel farm in Milwaukee. We can also offer savings and discounts on other operating costs such as insurance, flight crew and maintenance technician training at Flight Safety International, and maintenance performed by our factory-trained technicians at our FAA approved repair station. Through our National Aircraft Resale Association (NARA) affiliation, we can also pass on discounts for avionics, paint and interior refurbishing.

Whether your aircraft is based with us in Milwaukee or kept in your own hometown, Sterling Aviation stands ready to provide a customized management program.

Sterling Advantages

Experience and Depth

- More than 20 years of accident/incident-free operation.
- President of Sterling Aviation is a seasoned aviation manager and highly experienced pilot and maintenance technician with over 14,000 flight hours; he also holds an A&P (Airframe & Powerplant) license and an IA (Inspector Authorization).
- Check Airmen on staff.
- Flight crews are assigned to specific aircraft; most aircraft are assigned four pilots, allowing for "back to back" scheduling.
- 24/7 dispatch capability.
- Privately held, Midwest-based company that always puts client interests first.

Safety

- Safety is Sterling Aviation's highest priority and will never be compromised.
- Key managers (Director of Flight Operations, Chief Pilot and Director of Maintenance) are actively involved in all aspects of your aircraft and its operation.
- Pilots undergo rigorous classroom and simulator training on a regular basis at Flight Safety International.
- Ongoing in-house pilot training keeps our crews apprised of current regulations, security and safety advisories.
- Extensive pre-employment background checks along with regular flight, physical and drug testing.
- Regular audits by the FAA, Wyvern, and General Motors ensure independent confirmation of our safety commitment.
- All crew members undergo TSA (Transportation Security Administration) training to ensure your safety, security, confidentiality and privacy
- Sterling's facility and your aircraft are protected with electronically controlled access, state of the art security cameras and alarm system.

Cost-effectiveness

- Custom-tailored annual budget developed for each individual owner and aircraft.
- Aggressive marketing and sales programs, including Internet trip quoting, help increase charter revenue and offset ownership costs.
- Customs and TSA overflight permits on all Sterling member aircraft allow convenient, cost-effective non-stop flights from "south of the border" to Milwaukee.
- Potential cost savings possible by outsourcing corporate flight department responsibilities to Sterling Aviation.
- "Preferred Owner" fuel pricing from Sterling Aviation's twin 12,000-gallon fuel farms.



- Negotiated pricing for fuel, crew hotels and rental vehicles on the road.
- Preferred hull and liability insurance through Sterling Aviation's fleet rate pricing.
- Negotiated discounts for flight and maintenance crew training at Flight Safety International.
- Negotiated discounts on avionic, paint and interior refurbishments.
- Special owner-to-owner utilization discounts on other aircraft managed by Sterling Aviation.
- Crew income earned when your aircraft is used for charter trips.
- Strict cost control and auditing for services purchased from outside providers.
- Negotiated vendor discounts go directly to owner's credit.

Maintenance and Regulatory Compliance

- Maintenance performed by factory-trained technicians at our FAA approved repair station.
- In-house computerized maintenance program assists factory programs to ensure compliance of all air worthiness directives, service bulletins, time-limited component changes and periodic maintenance.
- Flight logs, aircraft logs, operations manuals and all other FAA required records for your aircraft are fully maintained by Sterling.
- Oversight of all outside aircraft maintenance.

Accountability

- Easy-to-read monthly statements covering all aspects of your aircraft operation.
- Monthly revenue and utilization report along with consolidated financial accounting and billing.
- Access to Sterling Aviation's subscription-based aircraft tracking system that pinpoints the location of your aircraft at all times.
- Management audit of all goods, services and invoices.
- Tax collection and remittance associated with your revenue-producing flights.

A True Turn-Key Management Solution

Sterling Owner's Advantage Program

At Sterling Aviation, every one of our owner clients is treated as an individual, with an aircraft management plan customized to his or her unique needs and travel profile.

Those who entrust their aircraft to our care can be assured of peace of mind, knowing that experienced professionals are handling all aspects of aircraft operations, maintenance and administration including:

Crew hiring

Training

Salary management

Health insurance administration

Periodic maintenance inspections

Crew and aircraft scheduling

Accounting

Regulatory compliance

With Sterling Aviation serving as your single point of coordination for scheduling and logistics – including catering, ground transportation and other services – our owner clients experience the advantages of a true turn-key management solution.

Benefits of Participation

- Significant fuel savings at MKE.
- Flight Safety International crew training at preferred rates.
- Insurance savings resulting from advantageous fleet rates.
- 24/7 aircraft availability with our Flight Safety trained crews.
- Real savings on maintenance at our 24/7 FAA approved repair station.
- Special owner-to-owner discounted charter rates.
- Office space available for owner's crew.
- Access to our modern flight planning facilities.
- Luxuriously appointed passenger lobby and conference room with wireless Internet access.
- Aviation Concierge to handle special requests for catering, ground transportation, in-flight movies, hotel reservations and other services.
- Cabins meticulously cleaned, detailed and restocked to owner specifications after every flight.
- Indoor heated owner parking.
- Car wash and detailing available.





Our clients have entrusted us to impeccably maintain and safely operate one of the most complex pieces of machinery man has invented. We must always take this responsibility very seriously. There can be no compromises.



Charter • Management • Acquisition • Maintenance

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