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“No schedule?... no problem...”
The world of air travel beyond
scheduled services.

- Our clients buy £200 million of air travel annually.
- NONE of this is spent on scheduled services.
- How ? - 100% sole use aircraft charter
- Why ? – Lets look at what is driving this buying behaviour?

Because the client becomes the airline planner

- No city pair? Create your own direct route.
- Too far to the major hub?..... Use a local airport.
- Inconvenient departure times?..... Set your own
- Impossible to do a day return?... Make it possible.
- Infrequent daily service?..... Choose your own days.
- No group capacity?..... Make your own capacity.
- No business class?..... Set your own standard.
- Whether its a private jet for six, an airliner for, 500, or a cargo plane for 100 tonnes.
- Our clients don't fit around the scheduled airline, they make the aircraft fit around their needs.

Because the client set their own service standard

- (Upgrade Upgrade Upgrade)
- Now you are in control of the schedule, control the customer experience
- Create business class where none exists
- Increase seat pitch
- Upgrade catering / free bar
- Tailor made IFE / corporate cabin branding
- 20 minute check in
- Dedicated check in
- Offsite check in.
- Use a private terminal, even for larger groups
- No names required on booking.

What does this look like in practice?

- 15,000 passengers into Cannes over 3 weeks. Fully branded car launch.
- 15 passengers Southampton – Eindhoven weekly corporate shuttle on a 19 seat aircraft.
- Premiership football team playing a match in deepest Russia.
- Small groups of oil company executives pioneering negotiations in Azerbaijan, Siberia, or Algeria.
- Six bankers, 18 meetings, three days.
- Kilimanjaro – Leeds, six passengers.
- 100 Tonnes of mobile phones Hong Kong – Rio, NOW..

Summary – Food for thought

- £200 million p.a. 100% non scheduled.
- Because the client becomes the airline planner.
- Because the client sets their own service standard.
- Because to their business..
“The cost of not doing it is greater than the cost of doing it”.
- “No schedule?... no problem...”
- The world of air travel beyond scheduled services.

Thank you

