



Luxury Aircraft

PRIVATE CLIENT PROGRAM

Joseph Catanese | Private Client | 9/18/2018

Luxury Private Client Proposal
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About Luxury Aircraft

Luxury Aircraft Solutions is an aviation organization which specializes in **jet charter flights**, aircraft sales and aircraft management. As a leading authority in our industry, we supply a wide range of aircraft for many different types of clientele ranging from private individuals, world governments and Fortune 500 companies. We arrange charter flights embracing your needs on an individual basis. Here at Luxury Aircraft Solutions we pride ourselves upon understanding our client's needs. A charter is never a package you simply purchase, but a specialized solution that is custom tailored for each and every trip.

Our Philosophy.

"We do our business, so you can do your business" Luxury Aircraft leads the industry because we continuously maintain and develop new techniques and technology to help source the proper aircraft option to match your business and personal travel requirements. We hold ourselves to a premier standard industry wide. **Our #1 Priority: Passenger Safety.** Luxury Aircraft Solutions takes pride in providing the highest levels of safety for our passengers. Aircraft we source are checked through a compliance report and we can provide the ARGUS or WYVERN rating as well. This is a must for any traveler to feel confident in choosing an aircraft for their trip. When it comes to safety- We spare no detail.

We Provide Solutions.

Because Luxury Aircraft Solutions is not an aircraft manufacturer or operator, we have the flexibility to choose the best, safest and most reliable aircraft available in the industry – Customers have the choice of helicopter, piston, turbo-prop, very light jet, light jet, mid-size jet, super mid-size jet, heavy jets and commercial aircraft; We'll help you determine the type that is best for you. **"Our customers are our reason for being here."** We dedicate time to being available to you 24/7 365 days per year. You will always be able to contact a dedicated specialist to arrange your travel needs.

Experience and Network

Luxury Aircraft has combined 25+ years of business aviation experience chartering every kind of private aircraft into various destinations. Our wealth of knowledge ensures we have the expertise to handle every and any trip that might arise.

Luxury Aircraft has a reach of over 5000 private jets globally. Where ever your travels might take you Luxury will be there.

Safety and Security

Luxury Aircraft is committed to the safety, privacy and security of you and your aircraft. Our company has high standards with internal compliance practices that check the AOC (Aircraft Operating Certificate) and insurance certificates of each airplane.

Your safety is our priority, which is why we set high standards for the aircraft that operate flights inside the Luxury Aircraft network. Since inception Luxury Aircraft, has never had an accident.

Daily Operations

Our charter team has a priority to make your trip priority. You will have a designated representative from start to finish on every flown trip. **You will be able to book catering, ground transportation and hotels at your convenience with your Luxury Aircraft representative.** Your representative will keep you informed regarding any aircraft movements to make your trips successful.

Our flight department is available 24/7 to provide the best customer service. They are available 24/7 to flight follow and contact FBO and ground handlers to keep up to date operational movements.



Luxury Aircraft Private Client

Luxury Aircraft's Private Client program is designed to simplify the way you buy charter. It guarantees private business jet travel requiring just one call to Luxury Aircraft with the comfort and assurance your travel plans are secure. Select the aircraft size most convenient to your needs knowing you have the flexibility to interchange into larger or smaller cabins that may best support your plans.

Most notable about Luxury Aircrafts Private Client program has a 15% Round Trip Discount.

No blackout dates, no capital investment, no aircraft positioning fees, fully refundable at any time, predictable travel costs and all flight related fees such as handling, crew expenses and standard catering are included.

Luxury Aircraft Private Client can purchase in blocks of, 5 hours, 10 hours, 25 hours, 50 hours, 75 hours and 100 hours. The benefits of the Luxury Aircraft Card over Retail Charter

- Guaranteed Availability
- Global Access to aircraft
- **15% discount on roundtrip flights**
- Occupied Hour Pricing (Not charged for position or ferry flights)
- Debit Account (pay up front then account is debited)
- All-In Flight Related Pricing (no additional variable charges typically associated with traditional charter such as landing fees, overnights charges or standard catering fees)
- Fully Refundable (minus used portion)
- Total Convenience in "One-Stop Shopping"

Why Fly with Luxury Aircraft

- Safety Driven - IS-BAO Stage 3, ARG/US Platinum Rated, & Wyvern Wingman
- Flexible – Ability to source the right aircraft for every trip no matter the itinerary
- Responsive – Live-voice flight support service specialist 24/7
- Global – Operations – U.S., So. America, Europe, Middle East, & Asia

Luxury Aircraft Private Client – Cost Overview

Aircraft	Hourly Rate
Turboprop One Way Rate	\$3,300
Light Jet One Way Rate	\$4,195
Midsize Jet One Way Rate	\$5,144
Super Midsize Jet One Way Rate	\$7,225
Heavy Jet One Way Rate	\$9,261

Costs associated with Luxury Aircraft Private Client charter services:

Federal excise tax is invoiced when applicable (current 2018 rate is 7.5%)

Domestic Leg Segment tax calculated per person/ per leg (current 2018 rate is \$4.10)

Fuel surcharge varies by the aircraft size, current 2018 fuel surcharges are:

- Turbo Prop \$655 Per Hour
- Light Jet \$765 per hour
- Midsize Jet \$994 per hour
- Super Mid Jet \$1,075 per hour
- Large Jet \$1,185 per hour

Variable fees such as fuel surcharge, associated federal and local taxes, ground transportation, etc. are invoiced monthly. Your statement is sent each month showing flight activity, charges and the balance remaining.

Hotels booked are paid by customer direct with a valid Credit Card (Visa, Mastercard, Discover & Amex) **1% cash back that is returned to customer (pending hotel cash back opportunity)**

15 % Round Trip Discount

Luxury Aircraft offers its clients a 15% hourly discount on roundtrips that are booked with two overnights or less.

Example: You are looking at booking a light jet for a corporate meeting and you are flying February 15th and departing February 17th. Your normal hourly rate would be \$4,195 per hour. In this case your hourly rate will drop to \$3,566 per hour for that trip. Plus, applicable taxes and fuel.

Aircraft Interchange Opportunities

The Luxury Jet Card program offers the option to interchange into different aircraft categories than the one you purchased with your travel needs. Your hourly rate adapts to the aircraft category of your choice.



AIRCRAFT CATEGORY	PRIMARY AIRCRAFT	5% DISCOUNTED AIRCRAFT
TURBOPROP 5-8 PASSENGERS UP TO 2000 NM RANGE	King Air 200/250/350 Pilatus PC 12 Cessna Caravan Cessna Grand Caravan Piaggio Avanti / Avanti II	King Air 90/100 Piper Cheyenne TBM 850
LIGHT JET 6-8 PASSENGERS 1300 - 2000 NM RANGE	Citation Encore/Bravo/Ultra CJ2 / CJ3 / CJ4 Hawker 400XP Nextant 400XTi Learjet 31/31A/40/40XR/45/75 Beechjet 400 Premier 1 / 1A	Lear 35 Citation Jet, II, SII, V Falcon 10
MIDSIZE JET 7-8 PASSENGERS 2000 - 2900 NM RANGE	Hawker 800/800XP/850XP/900XP Citation Excel / XLS Embraer Phenom 300 Gulfstream 150 Learjet 60 / 60XR	Gulfstream 100 Citation III / VI / VII Falcon 20 IAI Astra Hawker 700 Learjet 55
SUPER MIDSIZE 8-10 PASSENGERS 3,300 - 3,700 NM RANGE	Citation X / X+ Citation Sovereign Citation Latitude Challenger 300 / 350 Gulfstream 200 / 280 Hawker 4000 Falcon 50 / 50EX	Hawker 1000 Falcon 20
HEAVY JET / LONG RANGE 11-15 PASSENGERS 3600 - 7000 NM RANGE	Falcon 900B/C/EX/Easy Gulfstream IV/IVSP/300/400 Falcon 2000/200EX/2000DX Challenger 604 / 605 Embraer Legacy 600 / 650 Gulfstream V/500/550 Global Express/5000 Global XRS / 6000 Falcon 7X	Challenger 601

PEAK TRAVEL DAYS

Peak Date	Actual Date
New Year's Day (Monday)	January 1, 2018
Day after New Year's Day (Tuesday)	January 2, 2018
Wednesday after New Year's Day	January 3, 2018
Friday before Presidents Day	February 16, 2018
Saturday Before Presidents Day	February 17, 2018
Sunday Before Presidents Day	February 18, 2018
Presidents Day (Monday)	February 19, 2018
Tuesday After Presidents Day	February 20, 2018
Friday before Easter	March 30, 2018
Saturday Before Easter	March 31, 2018
Easter Sunday	April 1, 2018
Monday after Easter	April 2, 2018
Tuesday Before Thanksgiving	November 20, 2018
Wednesday Before Thanksgiving	November 21, 2018
Thanksgiving (Thursday)	November 22, 2018
Friday After Thanksgiving	November 23, 2018
Saturday After Thanksgiving	November 24, 2018
Sunday After Thanksgiving	November 25, 2018
Friday Before Christmas	December 21, 2018
Saturday Before Christmas	December 22, 2018
Sunday Before Christmas	December 23, 2018
Christmas Eve (Monday)	December 24, 2018
Christmas Day (Tuesday)	December 25, 2018
Day After Christmas Day (Wednesday)	December 26, 2018
Sunday before New Year's Day	December 30, 2018
New Year's Eve (Monday)	December 31, 2018
New Year's Day (Tuesday)	January 1, 2019
Day after New Year's Day (Wednesday)	January 2, 2019
Thursday after New Year's Day	January 3, 2019

In Summary

Luxury Aircraft Private Client pricing and benefits offer the client a seamless travel experience. In addition, you will experience services from an exclusive account management team. They are to be considered your air charter concierge. Please also consider the bonus opportunities when working with Luxury Aircraft.

To name a few:

1. Complete coordination and communication of air charter services, ground transportation, catering and hotel bookings that your Luxury Aircraft representative will be taken care of
2. **Insurance: Luxury Aircraft holds non-owned aircraft coverage thorough Marsh USA**
3. One point of communication, Luxury Representative

Your aviation needs very serious, and you deserve the very best. Join the Best. Join Luxury!