

THE STANDARD OF EXCELLENCE IN AIRCRAFT CHARTER



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 **STRATOS**  
JET CHARTERS, INC.

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## Who We Are

Stratos Jet Charters, Inc. is a worldwide air charter agency based in Orlando, Florida. We specialize in arranging on demand charter flights on a wide selection of private jet aircraft, ranging from turboprop to large-cabin, ultra long-range jets. As a company, our goal is to build long-term relationships with our clients by providing exceptional service, in-depth industry knowledge, and meticulous attention to detail. We offer a unique alternative to fractional and jet card companies by providing charter flights on-demand.

At Stratos Jets, we do not require any upfront acquisition costs, monthly management fees or long-term contractual obligations. Instead, our on demand charter service allows us to provide our clients with convenience and flexibility, one flight at a time, without the inherent complications of fractional and whole aircraft ownership.

## What We Do

As an on-demand air charter agency, we act on behalf of our clients to arrange charter flights on the safest, most well maintained aircraft, under the command of a highly-experienced flight crew. Our air charter agents can provide access to approximately 2,500 aircraft that have been pre-screened through the Stratos Jets' Approved Vendor Program, the industry's first air carrier due-diligence program.

Because we do not own or operate any of these aircraft, we are able to source the best-positioned aircraft that can meet the individual demands of our clients' itineraries. By analyzing the demands of the charter market, we can readily identify the location of multiple aircraft that can accommodate the specific needs of our clients, whether they need to travel on a tight schedule, acquire the most comfort, or simply obtain the best, available price.

## Why We Are Different

Stratos Jets' company culture is what sets us apart from the rest of the industry. At the core of our company lies the fundamental belief that we were created for a purpose. We believe that in order to achieve our purpose, we must live for something greater than ourselves. As a Christian-based company, we seek to honor God through our relationships with our clients, vendors, and industry peers.

At Stratos Jets, we do what is right, simply because it is right, and this guiding principle has shaped all aspects of our company. This philosophy has enabled us to excel at what we do best: providing honest answers, fair market evaluations and superior service. As a recognized and trusted leader in the air charter industry, we will continue to raise the bar for excellence in private aviation.





## The Convenience of Air Charter

- Increased productivity- conduct business during travel time
- Preferred departure and arrival times
- Save travel time -Eliminate wasted time in commercial airports
- Alternate Airports - Charter utilizes over 5000 airports compared to commercial that can only access 600
- Point-to-Point transportation avoiding layovers
- Enhanced comfortability and luxuriousness; equipped with state of the art technology
- Enhanced safety, security and privacy

## Aircraft Sales

Stratos Jets' aircraft sales department specializes in providing professional guidance in the sale or purchase of all aircraft types, ranging from single engine to light and medium corporate jets. Assisting in the lease-back of corporate aircraft and charter utilization for purchasers is what we do best. Given that we have specialized access to many financing and leasing sources for aircraft, listing your aircraft for sale with Stratos Jets will greatly increase your reach of potential buyers.



## Charter Sales/ Booking

- Our air charter coordinators are highly experienced, and among the most knowledgeable in the jet charter industry
- With in-depth industry expertise, our agents exist to serve as an educational tool for our clients
- Obtaining long-term client relationships is our main focus
- Our personalized approach allows us to cater to the specific needs of each client
- Charter Service Available 24/7 Experienced in providing last minute charter solutions
- Locate the best positioned aircraft at the best possible price
- Pre-screen all aircraft for safety

## Flight Planning

- Personalized service to meet all individual and business requests
- Conduct in-depth safety audits
- Offer full service concierge- from ground transportation and hotel accommodations to gourmet catering and more.
- Carefully examine every detail of your flight plans to ensure a seamless process

## Flight Following

### ***Behind the scenes service excellence to ensure a flawless flight***

- Agent confirms aircraft, crew and catering are in position

### ***Departure***

- Agent notifies assistant of take off

### ***30 minutes prior to arrival***

- Agent confirms ground transfer is in position

## Arrival

- Agent confirms safe arrival and notifies assistant or family members that passengers reached their destination and have entered ground transfer

## Specialize in Group Travel

- Conference and Incentive Group Air Charter
- Business Meeting and Appointment Charters
- Sports Team Jet Charter Travel
- Live Entertainment and Musical Touring Charters
- Corporate Shuttle Programs
- VIP and Royal Group Luxury





## ACANA Member Highlights

### *A Commitment to Best Practices and Professionalism*

ACANA membership is exclusive: Only the finest and most well-established charter brokerages in North America are invited to join. ACANA members are specifically chosen for their excellent business structure, emphasis on consumer education, and most importantly, commitment to best practices and ethics. The stringent membership criteria of ACANA ensures that each member adheres to ACANA's best practices and standards of professionalism. By working with an ACANA member, you can rest assured that your jet charter agency is among the finest in the industry.

### *Financial Stability and Health*

ACANA was founded on the idea that every charter consumer deserves to have confidence in their service provider. For this reason, ACANA requires all prospective and current members to provide certified documentation that proves their financial stability and health as a company. As an ACANA member, we believe that the financial history and standing of your charter agent matters, both in the assurance that you will receive what you have paid for, and in the overall performance and quality of services you receive.

### *Adherence to FAA and DOT Regulations*

Unfortunately, low-cost charter brokers can offer greatly reduced prices by ignoring critical safety and maintenance regulations required by the Federal Aviation Administration (FAA) and the Department of Transportation (DOT). By working with an ACANA member, you are afforded the assurance that such illegal and dangerous practices will never occur. In addition to adhering to all FAA and DOT pilot training and aircraft maintenance requirements, many ACANA brokers, including Stratos Jets, enforce their own enhanced safety standards.





**ACANA**

AIR CHARTER ASSOCIATION OF NORTH AMERICA

## *The Value of Working with ACANA Members*

As a consumer of private aviation, you have a choice when it comes to selecting an air charter service provider. Having confidence in the jet charter agent you choose to do business with is an important part of that decision.

In recent years, the air charter industry has grown to include many, new charter brokerage firms. Unfortunately, many are more interested in making a one-time profit than in providing an honest, reliable charter service.

These charter brokers offer rock bottom prices for services that are likewise at the bottom. Consumers who fly with these brokers are at risk that their broker may have failed to perform due-diligence for safety, or even failed to arrange an aircraft at all,

leaving them without an aircraft the day of your flight. With these concerns in mind, Stratos Jets has taken an active leadership role in the Air Charter Association of North America (ACANA).

ACANA, the industry's first and only self-regulatory organization is comprised of the finest and most reputable charter brokerages in North America. ACANA members work together to promote best practices and ethics to the growing number of charter brokers emerging throughout the air charter industry.

Stratos Jets, along with all ACANA members, adhere to the highest standards of integrity, ethics and professionalism, thereby setting the benchmark for excellence in the air charter industry. We are proud to be a leading member of ACANA, and to

represent the best of what the industry has to offer.

The philosophy of building close, long-term relationships with our clients has been a hallmark of our business since its inception, and we are pleased that more charter agencies are joining ACANA. Moving forward, we will continue to set the benchmark for professionalism and excellence in charter aviation and encourage all brokers to join our efforts.

At Stratos Jets, our goal is to educate our clients about ACANA, so that they can make wise, informed decisions for private jet charter. We ask that you will put every charter broker to the test by asking if they are a member of this prestigious organization. Please visit [flyacana.org](http://flyacana.org) for more information about ACANA.





## Proud Wyvern Broker

Stratos Jets is one of the few Wyvern-authorized brokers in the air charter industry. As a Wyvern broker, we have access to the information required to book a Wyvern-compliant flight. We can also provide our clients with a PASS report which verifies that the operator, aircraft and crew chosen for your trip meet the rigorous safety requirements of The Wyvern Standard.

The Wyvern Standard is a safety standard whose requirements far exceed the regulatory requirements for commercial air charter operations and maintenance. The requirements of The Wyvern Standard were developed in conjunction with the most sophisticated and demanding flight departments in the world. Stratos Jets is proud to be a Wyvern broker and to provide the highest level of safety assurance in the industry.



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At Stratos Jets, our first priority is to ensure our clients' safety. We developed the Stratos Jets' Approved Vendor Program (AVP) to identify and endorse Part 135 air carriers that meet our safety standards, which are the strictest and most stringent in the air charter industry.

The mission of Stratos Jets' AVP is to ensure our clients' personal safety by routinely auditing our vendors' aircraft, operational history, maintenance standards and insurance levels. We utilize the stringent membership criterion of the AVP to verify that our vendors comply with all of our safety standards. By conducting our due-diligence for air charter safety, we are able to provide the highest level of consumer confidence and safety assurance in private aviation.

The membership criterion for an air carrier to become a Stratos Jets' AVP is intentionally strict. First, all of our approved vendors must adhere to Federal Aviation Administration (FAA) Part 135 and Department of Transportation (DOT) regulations, the standards for which aircraft safety -- operating, maintenance, regulations and licensing -- are measured.

Our approved vendors are required to demonstrate their commitment to passenger safety by maintaining a minimum of \$25 million of liability insurance on turboprop aircraft and \$50 million on all other private aircraft. In addition, our vendors must have a proven track record

for safety, with no prior history of accidents or violations in the past three years.

The AVP also outlines requirements regarding flight crew training and experience. (All of our flight crew requirements are listed in the adjacent table). Our flight crew requirements exceed those of the FAA, and were designed to grant our clients with access to the most experienced, well-trained flight crew in the industry.

Once we identify a potential approved vendor, we utilize a Wyvern or ARG/US third-party safety audit to verify that all of our requirements are met

before inducting the operator into our program. Wyvern and Aviation Research Group (ARG/US) are the leading third-party, independent safety auditors that specialize in conducting on-site safety audits.

Since its inception, Stratos Jets' AVP has raised the bar for air charter safety and has standardized best practices and insurance levels for air carriers nationwide. At Stratos Jets, we will continue to promote the strict covenants of the AVP to provide a safer, better air charter experience for our clients.



<i>Approved Vendor Flight Crew Requirements</i>		
<i>Flight Crew Requirements</i>	<i>Pilot-In-Command (PIC)</i>	<i>Second-In-Command (SIC)</i>
Total Time	3000 Flight Time Hours	1000 Flight Time Hours
Total Time as PIC	1500 Flight Time Hours	500 Flight Time Hours
Total Time in Type as PIC	250 Flight Time Hours	N/A
Ratings	Airline Transport Pilot (ATP) with appropriate category, class and type rating	Airline Transport Pilot (ATP) preferred; Commercial, Multi-Engine, Instrument mandatory
Medical Certificate	Current First Class	Current Second Class
Training	FAA approved annual ground training, simulator based program to include Cockpit Resource Management (CRM), Control Flight Into Terrain (CFIT), Aircraft Landing Accident Reduction, (ALAR), upset and wind shear.	N/A
Additional Training (Simulator)	Annual simulator based.293 and semiannual simulator based.297	Annual simulator based 61.55

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