

# Aircraft Management



# Expect more from your aircraft management provider

Today's aircraft owners, both individuals and companies, demand more from their aircraft manager. Flight departments must adapt to many rapid changes while maintaining reliability, efficiency, and safety. Aircraft management companies are critical to meeting these demands, and Aurora Jet Partners is ready for today's needs while helping to prepare for the future.

### VALUE PROPOSITION

#### HIGHEST STANDARDS FOR SAFETY, OPERATIONAL EXCELLENCE, AND CUSTOMER SERVICE

Our comprehensive aircraft management service includes hiring your pilots and managing their ongoing currency training, performing maintenance to commercial standards, and ensuring all logistics, legal, and financial accounting aspects are taken care of. We do all of these things, and much more, with meticulous attention to detail in regard to both safety and operational efficiency.

#### INNOVATIVE AND CUSTOMIZABLE

Recognizing the uniqueness of your operation and the need for flexibility, we maintain a customizable approach that provides the optimum level of service for your intended aircraft use and continuously seek out new ways to get the most value for you in return for your investment.

#### DESIGNED FOR TRANSPARENCY

Our aircraft management service is priced on a simple, monthly flat-fee basis. We manage every expense and operating parameter with total transparency. You will see every dollar that has been spent, without any unusual markups or opaque charges. Most understand the value we bring through this level of transparency compared to cost-plus models.





"Aurora Jet Partners has proven to be an excellent aircraft manager for my aviation asset. Whether flying on our own aircraft or another jet in their interchange program, they consistently provide a high level of service and attention to detail that has given me great peace of mind."

—Roger Hardy, CEO of Hardy Capital (Vancouver, British Columbia)









# A management solution designed to fit your exact needs

Whether you are seeking a holistic, turn-key solution or services on demand, we understand the need for a flexible management solution designed around the unique characteristics of your organization. However we support you, you will gain access to a team of aviation professionals who are dedicated to keeping aircraft ready to fly on time, on budget, and with absolutely no compromises to safety.

## SOLUTION OFFERINGS

### WHOLE AIRCRAFT MANAGEMENT

If your business requires an aircraft for its exclusive use, we offer a turn-key flight management service to look after every detail. Our buying power and longevity in the business means your asset will be cared for by one of the most experienced and cost-effective management companies in North America. We can assist you with your aircraft acquisition — often at a lower cost than buying it yourself — and take care of all regulatory requirements to ensure you are flying as soon as possible.

#### AIRCRAFT PARTNERSHIPS

Aurora's aircraft partnerships provide you with all of the benefits of owning your own private airplane without the expense or responsibility that comes with sole ownership. By sharing the use of your investment with one or two partners, you can reduce your costs significantly while still enjoying the benefits of whole ownership. If you already own an aircraft, we can assist you in finding an ideal partner to split the costs with you.

#### SOLUTIONS FOR FLIGHT DEPARTMENTS

Corporations who currently manage their private aircraft inhouse will benefit from our extensive knowledge and expertise gained from managing a fleet of aircraft since 1971. We can manage your risk by providing a safe and flexible operation with unmatched reliability backed up by our diverse fleet of private and commercially operated aircraft. We take a cooperative approach to designing a solution that works for you. Each solution is then evaluated financially through a business case and, if necessary, the impact on your company's business environment is assessed.

# **Enjoy peace of mind with our comprehensive services**

Partnering with Aurora Jet Partners allows you complete freedom from the complexities of day-to-day flight operations. Our comprehensive aircraft management services ensure that every last detail will be looked after so all you have to do is fly.

### SERVICES OVERVIEW

#### FLIGHT CREW/HUMAN RESOURCES

Aurora will hire, train, and schedule enough pilots to match the intended use of your aircraft. We look after scheduling crew for all of your flights, their days off, reserve days, holidays, training time, and travel details when they are on the road. We will book their hotels, rental cars, and airline tickets when necessary so they can focus on planning and operating your flights.

#### DISPATCH/RESERVATIONS

Aurora Jet Partners operates a reservation department that is staffed 24/7 to serve our clients. Our Jetdesk team will look after every detail for your trips. This includes booking the aircraft and crew, arranging customs, and ordering any catering or ground transportation required. Within one hour of making a booking, our Jetdesk team will confirm your basic itinerary in writing.

#### SAFETY MANAGEMENT

Aurora Jet Partners operates under a customdesigned Safety Management System, which is supported by a full-time Safety Manager. Our safety policies go beyond the legal requirements set forth by Transport Canada and are an integral part of our operation. All employees and aircraft under our management are held to the same high standards.

#### CHARTER SALES

When your aircraft is managed by Aurora, we offer you the option of selling charter trips on your aircraft to generate revenue and offset your overhead costs of ownership when you are not using it. We take care of every detail for the charter trip and relieve you of all responsibility and risk for the revenue trip in exchange for a small commission on the sale.

#### AIRCRAFT MAINTENANCE

Aurora takes care of all of the associated maintenance work on your aircraft, from pre- and post-flight work to scheduled and unscheduled maintenance. Our staff ensures your aircraft is airworthy and ready to go on your schedule. If your aircraft requires maintenance away from base, Aurora will dispatch one of its own Aircraft Maintenance Engineers or organize an approved third-party maintenance organization to perform the repair on site.

#### HANGARAGE

Wherever you want to base your aircraft, we will locate a hangar suitable for your specific needs and negotiate fuel pricing from local suppliers using our fleet discount.

#### **REGULATORY COMPLIANCE**

As the aircraft manager, Aurora assumes legal custody and control of your aircraft from a Transport Canada perspective. We take on the responsibilities required to operate safely and legally in compliance with Canadian Aviation regulations and the regulations for each jurisdiction in which you will travel.

#### ONLINE OWNER PORTAL

As a managed aircraft owner, you have 24/7 access to a custom-built calendar that indicates the daily location of your aircraft, your own flight reservations, and charters that you have approved. You can also track other aircraft in the fleet and be notified of planned maintenance and potential crew issues such as holidays and training events. This portal can be accessed by any smartphone, tablet, or computer.

#### TECHNICAL RECORDS/PUBLICATIONS

Our dedicated team maintains technical records, produces all manuals directing company operations and publishes to an Electronic Flight Bag.

#### ACCOUNTING & EXPENSE MANAGEMENT

Aurora has an experienced and detail-oriented accounting department who will take care of paying all of the expenses related to your aircraft, then flow all of the costs directly through with no mark-up. We look after all of the vendor relationships and chase suppliers if a correction is required. With Aurora as your aircraft manager, you will also benefit from our tremendous volume discounts worldwide on items such as fuel, pilot and maintenance training, and insurance rates.

#### AURORA JET EXCHANGE

Opting into our interchange fleet access program allows you to use another owner's aircraft as a backup when your aircraft is unavailable due to an existing trip or maintenance. Each owner "borrows" the other's aircraft when needed, and if there are cost differences between the aircraft, they can settle up on a periodic basis. Aurora Jet Exchange provides the option of infrequently using another's aircraft without the need for a more formal and restrictive charter contract.



"Travelling with Aurora for the past decade has allowed me to maintain a healthy balance between my personal life and my professional obligations... Aurora plans and coordinates the whole complex package."

—Paul Douglas, Chairman of PCL Construction Board of Directors (Edmonton, Alberta)

# Our focus on safety management

### SAFETY MANAGEMENT SYSTEM (SMS)

Aurora Jet Partners offers the highest level of safety and peace of mind in operating our fleet. We were one of the first Canadian business aviation operators to deploy a company-wide Safety Management System (SMS) before it was a regulated requirement. Combined with a steadfast focus on safety within the organization from the board level to the front line, safety is woven into the fabric of our company culture.

Drawing on the experience gained from decades of safe operations in Morningstar's large cargo operation, and the best practices from our decades of experience in private air travel, Aurora has developed and refined operational processes and SOPs to industry-leading standards.

Our Safety Management System guides our operations and provides real-time feedback to front-line staff and management teams. This system is supported by every employee in our flight department, as well as a full-time Safety Manager.

### CERTIFICATIONS

Our safety policies go beyond the legal requirements set forth by Transport Canada and are an essential part of our operation. All departments, employees, and aircraft under our management are held to the same high standards and operate with a zero-tolerance threshold for potential safety issues.

In addition to ARGUS Platinum safety certification, Aurora holds Stage-3 certification from IS-BAO (International Standards for Business Aircraft Operations), providers of the highest safety certification and audit standards attainable in business aviation.















# **About Aurora Jet Partners**

Aurora Jet Partners is a Canadian-owned and operated business aviation company with roots going back to the early 1970s. We specialize in aircraft management, acquisitions, sales, fractional and partner ownership, and charters.

We operate a fleet of modern business aircraft across Canada and take pride in the long-lasting and mutually beneficial relationships we have with our clients. Our fleet types range from the four-seat Embraer Phenom 100 up to 13-seat large cabin Heavy Jets such as the Bombardier Global 5000 and 6000. We can operate any aircraft type for our valued clients based anywhere in Canada.

Our sister company (Morningstar Air Express) operates a fleet of light, midsize, and large cargo jets and turbo-prop aircraft nationwide on scheduled daily service for FedEx. Together these highly experienced and stable aviation enterprises offer a proven track record of safe, efficient, and customer-focused service to our long-term clients.

Aurora Jet Partners sits on a solid aviation foundation with longstanding employees and a financially sound shareholder group. Our successful and well-established shareholders are also highly-valued customers who continually hold us to the very high standard our clients have come to expect.





# **Contact us today about your private air travel needs.**

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