

FAIRWAY AVIATION GROUP



- 2003 – Sold my Baron in record time, got my first taste of the “deal.”
- 2003 – Entered the general aviation business with one of the best companies in the industry.
- 2003-2005 – Researched for GAS while learning the business.
- August 2005 – Went to straight sales for GAS.
- Beginning August 2005 – Sold 35 aircraft in 3½ years, including King Air; Citation 500, II, III, V, X, Sovereign; Hawker 700, 800, 800XP; Lear 35A, 40, 45, 60.
- 2006-September 2008 – Business took off. Profit exceeded \$4,500,000 USD.
- June 2008 – Economy begins to meltdown.
- November 2008 – Fairway Aviation Group founded with 10 existing clients.
- July 2009 – Five aircraft available for sale. Assisting three clients with aircraft purchase.

Bringing new technologies to the science of aircraft marketing.

A Lifetime Love of Flight

Throughout my entire life, I have been exposed to or involved with corporate aviation. Like my father and grandfather, I am a pilot. I earned my private pilot's license while attending Marquette University. Upon graduation, I attended Flight Safety International, earning commercial, multi-engine and instrument ratings.

After selling my personal plane in 2003, I discovered a passion for buying and selling aircraft. Entering the aircraft business at General Aviation Services provided extensive training from one of the best companies in the industry. Even though the country was reacting to the tragedy on 9/11 and its aftermath, business was poised to make a move – and it certainly did.

From 2003-2005, I researched for GAS while learning the business and getting real-life training. It was clear that this market was on the brink of going gang-busters. It was business as usual – and we were making lots of money.

In August 2005, I went to straight sales for GAS. In a little more than three years, I sold 35 aircraft, including King Air; Citation 500, II, III, V, VII, X, Sovereign; Hawker 700, 800, 800XP; Lear 35A, Lear 40, Lear 45, Lear 60. While working with such a broad array of aircraft, I learned how much the intricacies of deals can vary from aircraft to aircraft. In the 6-1/2 years I worked at GAS I learned a ton about the business, particularly brokerage. It was like going to the FlightSafety of aircraft brokerage companies.

When, in June 2008, the economy began to meltdown with the sub-prime mortgage crisis and gas at \$4.95/gallon, I began to sense that the business aircraft market was going to take a turn and it did – only much more than anyone could have predicted.

Although some would say that now is a terrible time to start a business, I believe that this is the perfect time to build Fairway Aviation Group. I have a solid book of business, including 10 clients that followed me from GAS.

Fairway specializes in the buying and selling of business aircraft for discriminating clients worldwide. Our professional, client-focused approach is unique and involves the use of new technologies to bring buyer and seller together – wherever in the world they may be. Our goal is to have 8-10 aircraft in inventory at any one time, allowing us to focus our energy on getting your aircraft sold. We have broad experience in all markets and in many parts of the world, including Germany, South Africa, Dubai, Australia, United States and Russia.