

Essex Aviation Group, Inc. Successfully Represents Client In Obtaining Helicopter & Aircraft Transportation Services

Portsmouth, NH, May 2014— Essex Aviation Group, Inc., recently completed another successful project, representing their client through the process of obtaining helicopter and aircraft transportation services. The client is a northeast based high net worth family office who was introduced to Essex by another advisory firm the family office utilizes.

From the beginning of the selection process, Essex assisted the client by identifying and evaluating various operators capable of satisfying the family's unique helicopter transportation requirements. The process included identifying and evaluating several alternative program structures provided by multiple helicopter operators in order to select which provider would align with their defined transportation needs most effectively, efficiently and favorably. In the end, Essex successfully represented the client in the negotiations and final agreement with Associated Air Group (AAG). AAG has been providing executive travel for more than 20 years, providing helicopter and fixed wing charter flights, fractional ownership programs, aircraft management and helicopter maintenance services from its Teterboro, N.Y., Providence, R.I., and Philadelphia, Pa., locations. With the Northeast's largest fleet of S-76 aircraft, AAG is the only executive helicopter company to own and operate its own FAA Part 145 maintenance facility and is a Sikorsky Authorized Customer Support Center. (www.flyaag.com).

Additionally, Essex assisted the client by evaluating the various options available to meet the family's annual aircraft transportation requirements. The process included identifying and evaluating various proposals from multiple operators in order to select which provider would align most effectively with their defined transportation needs. Essex subsequently represented the client in the negotiations and final agreement with VistaJet US for one of the first memberships to their newly launched aircraft membership program, VISTA ADDITIONAL INFO (www.vistajet.com).

“This client had some unique requirements that had to be taken into consideration during each step of process,” said Lee Rohde, President & CEO, Essex. “We are proud we were able to find the correct solution for each of the client's needs and represent them through the final negotiations of both agreements.”

Essex Aviation Group, Inc. was founded in 2013 with the primary goal of providing clients with the most current industry knowledge and experience, a vital component in evaluating the many options available to meet their business and private aviation transportation needs. Essex has experience advising and representing clients in a wide range of services, including: new or pre-owned aircraft acquisitions, new aircraft completion management, pre-owned aircraft refurbishment and upgrade management, block and ad hoc charter services and more. To learn more, visit <http://www.essexaviation.com/> or call 603-766-1390.