

Jet Aircraft Buyer's Guide—Purchase, Charter or Fractional

The decision to purchase a jet for the first time or to upgrade is like any other business decision. It requires careful analysis of your needs, market knowledge, process and strategy. Aviation can provide your company many positive financial benefits although they may be difficult to quantify. Buying the wrong solution can be expensive and not easy to untangle.

The first item is a determination of why I want to consider an aircraft. The second determination is how many hours per year do I think I will use the aircraft. The easiest method of determining hours is to take the number of trips you currently take, find out basic mileages and divide by the speed of the aircraft or your current charter hours/fractional hours.

There are no absolutes in aviation however as a general rule of thumb, if you fly 150 hours or less the whole aircraft might not be the best solution. Might not be is determined by questions like is my flying going to expand over the upcoming years, would I consider chartering out time on my aircraft to offset costs? The average aircraft owner flies between 250-400 hours per year.

If you decide fractional/charter is best the following is the basic checklist to get you started.

- Safety—Argus/Wyvern or other recognized auditors' highest levels of safety ratings. These firms look at training, maintenance and operational issues.
- Availability—How many of the aircraft do they operate of the type you want to fly and are they readily available.
- Fleet—How many aircraft in their fleet. For a fractional company what is their "sold in service ratio".
- Age of aircraft and include oldest aircraft, not just average age.
- Service—Reputation for service is subjective, but ask for delays, missed trips, what back up plans they have for an aircraft with a mechanical.
- Price—Make sure to understand the full cost of the trip. Find out all of the fees to calculate your "all in" trip cost.

Hawkeye Aircraft Acquisitions specializes in the buy-side of the transaction, 30-years of experience allow us to evaluate your new solutions while assisting with the disposal of your current aircraft. Our product is the peace of mind that the most informed decision was made through objective analysis and you have maximized your value in the transaction.

