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March 2018 Newsletter

## Register for the 7th Annual Paragon Network College Bracket Challenge!



The Paragon Network is proud to announce its 7th Annual College Bracket Challenge! This year's grand prize is \$500! The 2nd place winner will receive \$250 and the 3rd place winner will receive \$100!

Pre-register for the challenge today and you will be notified when bracket submissions open. Per NCAA regulations, the submission period is open from Sunday, March 11th at 9:00pm EST to Thursday, March 15th at 12:15pm EST. Register today at [ParagonBracketChallenge.com](http://ParagonBracketChallenge.com)!



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## FBO Members

- |                                |                               |                              |
|--------------------------------|-------------------------------|------------------------------|
| Jet Assist (EGAA)              | Lux Air Jet Centers (KGYR)    | Providence Jet Center (KOQU) |
| XJet (KAPA)                    | Aero Air (KHIO)               | Constant Aviation (KSFB)     |
| Clay Lacy Aviation (KBFI)      | Ross Aviation (KHPN)          | Henriksen Jet Center (KTME)  |
| Yelvington Jet Aviation (KDAB) | Platinum Air Center (KJKA)    | Columbus Jet (KTZR)          |
| DuPage Flight Center (KDPA)    | ProJet Aviation (KJYO)        | Tunica Air Center (KUTA)     |
| Henriksen Jet Center (KEDC)    | Odyssey Aviation (KISM)       | Clay Lacy Aviation (KVNY)    |
| Fargo Jet Center (KFAR)        | Ross Aviation (KLGB)          | Odyssey Aviation (KYIP)      |
| Premier Jet Center (KFCM)      | Silverhawk Aviation (KLNK)    | Odyssey Aviation (MYEF)      |
| National Jets (KFLI)           | Indy Jet (KMQJ)               | Odyssey Aviation (MYNN)      |
|                                | Fontainebleau Aviation (KOPF) |                              |

## Partner FBOs

ExecuJet



Are You an Independent FBO?  
Join Our Network!

*"The Opposite of networking is NOT working."  
- Someone Smart*

Increase your business by expanding your sales team and boosting your performance with exclusive tools.

Participate in bi-annual leadership meetings where on-site department evaluations take place and best practices are shared among fellow awesome FBO members.

Apply enhanced technology to improve your effectiveness in service, sales and operational performance at your FBO.

Utilize over 75 years combined aviation and FBO experience to enhance your operation.

Maintain your individuality by continuing to operate in the way that makes you successful and unique. Bring value to the network by being different.

Interested in becoming an elite member?  
Click here to request more information on how your FBO can join today!

+ [PARAGONFBOS.COM/JOIN](http://PARAGONFBOS.COM/JOIN)



Fun at The Paragon Network SD2018  
Customer Appreciation Soirée

We had an AWESOME turnout at the Paragon Network Customer Appreciation Soiree in Long Beach, CA! Thank you so much to everyone who came out.

Click here to view our slideshow with all of the amazing pics from the party and convention!

### Booth Promotion

Congratulations to the winners of our booth promotion! A special congrats to the Grand Prize Winner of our "Paragon of the Month Club", Karly Idle from Conagra Foods!



+ [VIEW OUR SLIDESHOW](#)

THE WHARF  
**BOAT & YACHT**  
= SHOW =  
March 22 - 25, 2018



COMPLIMENTARY SHUTTLE SERVICE FOR  
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Click here to make your reservation  
251.923.0050 | [KJKA@ParagonFBO.com](mailto:KJKA@ParagonFBO.com)



### National Jets Takes Delivery of New SkyMark Refuelers

National Jets has always prided themselves on working with the best suppliers and truck refueling companies in town. Considering their reputations and the extensive range of operations they carry out, it was expected that the company would be thronged with offers from refuelers when they posted an offer for companies providing refueling trucks to come up with a proposal.

SkyMark Refuelers have been prominent protagonists in the market for truck refuelers and the decision by National Jets to shortlist them does not come across as a surprise. While National Jets are delighted at the agreement between both the companies, the general perception at SkyMark Refuelers is no different. SkyMark Refuelers have been working with reputable clients for quite some time now and are delighted at the addition of having National Jets on their list of clients.

[+ READ MORE](#)



### Odyssey Aviation Nassau - The Gateway to The CARIFTA Games

The Bahamas is hosting the CARIFTA (Caribbean Free Trade Association) Games from March 30th to April 2nd, 2018. The games will bring 500 of the best track and field athletes in the Caribbean and 150 officials from 26 countries. Visit [www.CARIFTABahamas2018.com](http://www.CARIFTABahamas2018.com) for more information.

CARIFTA is also coinciding with Spring Break making March one of the busiest months of the year at Odyssey Aviation Nassau. There is always plenty to do and see while visiting the 700 islands of the Bahamas. Check out the websites below for the latest events and things to do in The Bahamas!

[www.Bahamas.com](http://www.Bahamas.com)

[www.MyOutIslands.com](http://www.MyOutIslands.com)

[www.BahamasNightLifeNow.com](http://www.BahamasNightLifeNow.com)

[www.BahamasLocal.com](http://www.BahamasLocal.com)

[+ MAKE YOUR RESERVATION TODAY!](#)

**SXSW. 2018**  
**MARCH 9-18**



Reserve Your Spot Today at  
Henriksen Jet Center (KEDC)!  
[AwesomeFBOs.com/KEDC](http://AwesomeFBOs.com/KEDC)



### ProJet Aviation (KJYO) Increases Peace of Mind with Omnilert

When a threat to regular airport operations occurs, ProJet Aviation has to reach many geographically dispersed people simultaneously and instantaneously with a well-crafted, accurate, and informative message.

Safety management is a critical component to ProJet's success and Omnilert has been a key partner in streamlining irregular and emergency notifications to hundreds of key stakeholders at a moment's notice.

"What surprised me the most is that Omnilert has become a major customer service enhancement," says Gilad. "Many customers have told me that they have rarely received so much timely and accurate information from an airport operator. Our employees love it because it will reduce their stress if something bad were to happen. I love it because it gives me peace of mind that the right message will be sent for any situation that may arise. It will allow our team to focus on what they do best - taking care of our customers."



### Worldwide Coverage, World-Class Service

For more than 26 years, AEG has offered single-supplier convenience as a marketer of aviation jet fuel and related services. Their company has the specialized expertise to meet their customer's fuel requirements and credit needs on a 24-hour a day basis, 365 days a year at over 2,700 locations.

Beyond fuel services, AEG offers a suite of ancillary services such as fuel management, tax services, and trip support that includes flight planning, ground handling, over flight permits, local supervision at airports and the coordination of all third party services.

Learn more about AEG Fuels' first-class services at [www.AEGFuels.com](http://www.AEGFuels.com).

[+ READ THE FULL CASE STUDY](#)



### National Jets in Fort Lauderdale is Currently Hiring

National Jets is currently hiring for the following positions at their award-winning FBO. National Jets is an equal opportunity employer offering competitive pay and excellent benefits. Click on any of the links below to learn more about each position.

[Ground Support Equipment \(GSE\) Mechanic](#)

[Manager of Flight Control](#)

[Guest Services Representative](#)

[Line Service Technician](#)

To learn more, visit [NationalJets.com/Employment](http://NationalJets.com/Employment) or forward your resume to Reggie Nichols at [RNichols@NationalJets.com](mailto:RNichols@NationalJets.com).

[+ NATIONALJETS.COM/EMPLOYMENT](http://NationalJets.com/Employment)

[+ AEGFUELS.COM](http://AEGFUELS.COM)



### Hangar Space Available at XJet (KAPA) and Aero Air (KHIO)

In need of hangar space in the Colorado region? Keep XJet at Centennial Airport (KAPA) in mind for transient hangar space! XJet is the only FBO on the field able to guarantee hangar. They also get diversions or overflow from all mountain airports and are able to accommodate them in the hangar. Visit [ParagonFBOs.com/KAPA](http://ParagonFBOs.com/KAPA) or call +1.303.649.9538 to learn more today!

Visiting Oregon and need hangar space? Aero Air at Portland Hillsboro Airport (KHIO) has long and short term hangar space available. They currently have one hangar (85x90) available with an attached office, as well as transient hangar space. Visit [ParagonFBOs.com/KHIO](http://ParagonFBOs.com/KHIO) or call +1.503.640.3711 to learn more today!

[+ READ MORE](#)



## AVIATION

### **Congratulations to the Following Fontainebleau Aviation Employees on their Continued Growth!**



#### **Jason Sahl** **FBO Operations Manager**

With over 13 years of aviation experience, Jason joined Fontainebleau Aviation with thorough experience in Operations and Fuel Quality Control. His evolution within the company branches from overseeing Fuel and Quality Control to Line Service Manager. Jason will take his knowledge and apply it by joining us as the Operations Manager. Within his new role, Jason will oversee productivity levels and overall operational efficiency.



#### **Michael Chung** **Line Service Manager**

Michael joined the Fontainebleau AViation Team in the summer of 2012. As a member of line service, he thrived within the department and soon evolved into the Assistant Line Service Manager position. Today he continues to grow with the company by joining us as Line Service Manager. In his new role, Michael will manage and coordinate aircraft support operations for new members and passengers flying into the FBO. He will also ensure that line service operations and personnel meet safety and brand standards.



#### **Oscar Le Rois** **FBO training & Quality Control Manager**

As the new FBO Training and Quality Control Manager, Oscar will manage and coordinate the training of aviation and aircraft support for all FBO personnel. In his new role, he will evaluate training requirements in order to create new training materials based on the facility needs, as well as any FBO projects. Oscar dedicated several years to the line service department as a member of the line and then line lead.



## PARAGON NETWORK CUSTOMER REVIEWS

★★★★★ I spent a few days tied down at Yelvington during the week of the 2018 Daytona 500, and I must say it was one of the best FBO experiences ever. EVERY SINGLE PERSON that I encountered at Yelvington was helpful and happy, from the line staff to the front desk... Seriously, the people are what make a business a pleasure to deal with, and even though I was just in a piston single, they made me feel as important as the myriad of jets on the ramp. My rental car was pulled up to the plane almost before I shut down. The desk staff took the time to get to know me and to greet me by name when I came in. After a 6-hour day of flying, the warm cookies and massage chair made me hesitant to leave the airport for my hotel. This was a very convenient FBO to use for the races, as they have a police escorted shuttle to and from the track on all of the race days for the 500 weekend. There was a \$175 event fee, on the day of the 500 (call ahead to check). Thank you everyone at Yelvington!

- *John S. on Yelvington Jet Aviation (KDAB)*

★★★★★ 20 miles away we had to divert to Lincoln due to our original airport being closed. The manager, we called on the radio and asked them to order a pizza for our passengers as the one they ordered was at the now closed airport. Upon landing the pizza was walking in the door and Will and his team took wonderful care of us. They fueled us, emptied our trash, and refreshed our ice so we were out of there in under a half hour. Our passengers even remarked how fast they got everything done. Thanks!

- *Dale W. on Silverhawk Aviation (KLNK)*

★★★★★ Was working on an issue with my plane on January 22nd. Appreciated the courteous help of Lineman Carson. Thanks!

- *Kent C. on Henriksen Jet Center (KEDC)*

★★★★★ Absolutely great service. Car was driven to my little old GA prop plane. Treated like a VIP. Other FBO didn't want props, only jets. Ross stepped up with a reasonable overnight fee, and great service. Very nice facilities.

- *Montgomery L. on Ross Aviation (KLGB)*

★★★★★ A great service oriented FBO. The huge canopy arch to load/unload is unbelievable under the hot Texas sun or a rainstorm. A special shout out to Fred and Bruce and Charly. There is even a weekend discount for 100LL fuel.

- *Robert A. on Henriksen Jet Center (KTME)*

★★★★★ We are a Part 91 Hawker 800 Jet Operation. Odyssey is by FAR the BEST FBO on the field. We have used the others and can not compare. Fantastic facility, from the ladies at the front desk, to the line crew. Everyone were very helpful and professional. Also great prices!!

- *Luis F. on Odyssey Aviation (KISM)*

★★★★★ We received the royal treatment from Fontainebleau FBO; from the line to the front desk, everyone was welcoming and wonderful. A special thanks to Aneika, for going above and beyond. Even though we are a high performance single engine piston, we received the "Global 8000" attention. Thank you.

- *Bob M. on Fontainebleau Aviation (KOPF)*

★★★★★ As a retired airline pilot, now flying a private jet, I have visited many FBO's around the world. This FBO is among the top 10 worldwide!

- *Ross A. on Henriksen Jet Center (KTME)*

★★★★★ Awesome experience at Odyssey. They quickly answer emails with fees (if any) and they greet

you at your airplane with your rental car. All is set when you arrive and depart. We spent several days there and communication was great, personal service fantastic. We'll be back to see all - Sam, Debra, Sheri, Ansel and Axel know what customer service is all about! Thanks!

- **Barry L. on Odyssey Aviation (KISM)**

The Paragon Network™ is a distinguished group of carefully vetted independent FBO's that provide a first-class experience for general aviation travelers worldwide. FBO Network Members enjoy increased business through group networking efforts while providing additional benefits to based customers. Each independent fixed base operator joining The Paragon Network™ goes through a comprehensive audit of their facility and FBO services to ensure the quality of the member base. The Paragon Network™ is facilitated by Paragon Aviation Group™.