

The Strategic Connection

**X APPROACH
FBO USER CONFERENCE**

MIAMI, FLORIDA | APRIL 2ND-4TH 2024

Don't Miss Out

Embark on a journey through an action-packed agenda, where attendees will immerse themselves in enlightening discussions led by the brightest minds in business aviation. Delve into riveting conversations encompassing groundbreaking technological innovations, operational excellence, safety enhancements, and the cutting edge in training and marketing strategies.

This year's forum challenges the status quo, asserting that the landscape of managing and operating FBO businesses is undergoing a transformative shift. The emphasis is clear – adaptability is paramount. As the industry evolves, so must our approach. Join the discourse that shapes the future of business aviation management at this extraordinary event.

[Interested in Learning More?](#)

DON'T MISS OUT ON FUEL DISCOUNTS FOR 2024!

PARAGON PREFERRED

Paragon Network FBOs Become Certified in Gulfstream Handling

The Paragon Network® is proud to announce that seven FBOs have successfully completed the comprehensive ground handling and servicing training for Gulfstream aircraft. ProJet Aviation (KYO), MAGNUM FBOs in Bratislava (LZIB) and Vienna (LOWV), and the ExecuJet Spain locations – Barcelona (LEBL), Girona (LEGE), Ibiza (LEIB), and Valencia (LEVC) demonstrated exceptional dedication by completing both mid-cabin and large-cabin training modules.

Gulfstream, in association with FlightSafety International, has meticulously developed these online courses tailored for line service technicians, covering all models of large-cabin Gulfstream and mid-cabin Gulfstream aircraft.

[Continue Reading the Press Release](#)

OPA-LOCKA REGIONAL FORUM JAN. 31, 2024

Attending Members & Partners

NATIONAL JETS Booth S109 | **ODYSSEY AVIATION** Booth S523 | **CONTINENTAL AIRWAYS** Booth S624 | **ImmaculateFlight** Booth S628

GGT WORLDWIDE Booth S634 | **PJI Pilot John INTERNATIONAL** Booth S704 | **XIFBO** Booth S719 | **POLARIS AERO** Booth S725

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GGT to Attend KOPF Regional | **NBAA** | **Opa-Locka, FL**

GGT WORLDWIDE is excited to announce that we will be exhibiting at NBAA's Opa-Locka Regional Forum. Along with our team, we will bring our passion, expertise, and innovative spirit to the Regional event. With the ski season here and trips to the Caribbean on the rise, be sure to stop by S634 to discuss secure chauffeured services and potential seasonal challenges. From snow tires and chains to private water boat transfers, the GGT Operations team is uniquely prepared to meet your passengers' specific trip needs.

Don't forget to stop by to meet the GGT Sales team at S634. They are excited to see you in The Sunshine State.

[GGT Worldwide](#)

Simplify your Avionics Testing!

Pilot John INTERNATIONAL

Updated Guide to Air Data Test Sets

Don't get grounded by downtime! PJI offers a complete line of air data test sets from leading manufacturers to simplify your pitot-static testing. Our cutting-edge avionics test equipment elevates safety, slashes maintenance costs, and keeps your fleet soaring. Plus we have in-stock adapters and test units available for rental, purchase, or finance. Get an overview of these essential tools; click below for a guide to air data test sets, or visit [pji.com](#) today and get a customized quote from one of our passionate team members!

[Guide to Air Data Test Sets](#)

Navigating the 2024 World Economic Forum

The prestigious annual World Economic Forum is set to take place from January 15-19, 2024, in scenic Davos-Klosters, Switzerland. Drawing together global business leaders and heads of state, this event experiences a significant influx of business aviation traffic, making advanced planning essential. Here's your comprehensive guide to navigating the challenges and making the most of your attendance at this exclusive event.

Our latest blog provides a comprehensive guide to navigating the challenges of arriving and departing from this exclusive event. Learn about our hassle-free option, ExecuJet Aviation Group at St. Gallen-Altenrhein Airport (LSZR).

Don't miss out on this invaluable guide! Read our blog now and ensure your travel is a seamless success!

[Read the Blog](#)

Happy New Year

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Not Starred

Are You Missing Out on Fuel Discounts?

If you are a Paragon Preferred customer and currently using FuelerLink, it is crucial to contact FuelerLink to ensure that you can view the Paragon rates in your system. By doing so, you can take advantage of the exclusive discounts and benefits offered by Paragon member FBOs.

Did you know that you can save Paragon FBOs as favorites in FuelerLink by clicking on the star icon? This favorites feature can help you save time when searching for FBOs you frequently visit.

If you have questions about Paragon Preferred, please contact preferred@paragonaviationgroup.com.

Meet Crystal at the KOPF Regional!

Crystal Kubezcka
Vice President of Sales

Contact Information

[Schedule a Meeting with Crystal](#)

Aviation Safety is Paramount for Any Operator

Safety is paramount with the FAA and it is the primary issue that the FAA scrutinizes with respect to Part 91 and 135 operators. Owner/operators are in position – and arguably have an obligation – to set the tone when it comes to operational safety. The entity chosen to manage the aircraft, whether for charter operations or solely under Part 91, can make a big difference in how well the aircraft is maintained, the quality pilots that fly the aircraft, and the overall level of service rendered. This is all incredibly important from a safety perspective.

[Continue Reading](#)

HAPPY 27TH BIRTHDAY

ODYSSEY AVIATION

Meet with FlightBridge at NBAA-SDC 2024

Are you planning on attending NBAA's Schedulers and Dispatchers Conference in Fort Worth this March? If so, we'd love to meet with you and show you what's new in FlightBridge.

With FlightBridge, pilots and operators can easily arrange their trip-related services, all in one place, and benefit from significant time and cost savings. From hotel bookings with access to pre-negotiated rates and flexible cancellation policies, to group hotel bookings with separate names, credit cards, and loyalty numbers, to streamlined FBO communication and rental cars with FBO delivery, FlightBridge makes trip logistics easy.

[Click here](#) to book a meeting and learn why 10,000+ business and private aviation users worldwide rely on FlightBridge.

[Book a Demo](#)

POLARIS AERO

SMS

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-Steve Jobs

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New Year, New Safety Focus

We've seen several very public safety mishaps in the news lately. From runway mishaps to maintenance shortcomings to OEM quality problems. Aviation involves inherent risk, so the best thing to do is to foster diligence in managing it. This is where Safety Management Systems come in. As we begin another year, there is no better time than now to renew your organization's safety focus and refine the processes by which you achieve that.

Safety Management Systems (SMS) are designed to identify risks to your operation and put in place risk controls and/or corrective actions to be as safe as possible. There are four (4) main components of achieving a solid safety program. It's important to realize that the standards tell you "what to do" but do not dictate "how you do it". This is the flexible aspect that allows your organization to handle SMS in a way that is right-sized to your operational needs and mission.

Policy: The first component is to have a corporate policy that identifies safety as a core value of the organization and the corporate culture that is nonpunitive and supportive of everyone raising their hand when they see a safety concern.

Promotion: The second component is predicated on the way you promote safety to your workforce on an ongoing basis. Everyone on the flight line needs to be informed about information to be safe. Safety promotion is key to training your employees to perform at their best and with safety at the core. Safety Promotion is also about maintaining constant communication of new safety information, updated regulations or equipment specifications, and the overall safety performance of the organization toward its stated goals.

Risk Management: Safety reporting is vital to your organization. This component of SMS relies on your team being able to easily submit safety reports about problems they see or issues they are concerned about. Your safety manager can then assess the report and do a hazard analysis to determine where the problem comes from and what should be done about it. It's important that you are reporting even near misses and "little things" because the causes of these things can often times be the same causal factors that lead to big problems. Encouraging your team to report anything and everything affords you the best chance to find latent issues that can be addressed before they become something that causes damage or injures someone.

Safety Assurance: This is about making sure your team is doing what it's supposed to be doing and following the trained procedures and abiding by the stated policies. It's also about monitoring the progress your organization is making toward its safety goals. January is the perfect time of the year to reset your safety goals and objectives and the respective safety performance indicators (SPIs); Examples might be to reduce the number of fatigue-related incidents by 50% or reduce hangar rash expenditures by 30%. Your organization should identify which SPIs are pertinent to your needs.

Polaris Aero is here to assist with your safety program. Let's strive for the safest 2024 for all! For more information about Polaris Aero products and services, visit polarisero.com or contact sales@polarisero.com

[Polaris Aero](#)

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Chicagoland Hangar Coming Spring of 2024

Progress continues on the newest hangar complex at DuPage Airport (KDPA) in West Chicago IL. We are currently seeking interest in any operator looking for an entire 24,000 sq. ft. hangar bay and 3900 sq. ft. of office space which can be customized to your operating needs. Completion is scheduled for May 2024.

In the coming weeks, they will also begin to fill out our community storage side of the complex. This will be on a month-to-month basis and include access to the hangar and 1 to 2 offices for each tenant plus common space intended for all tenants to use. These will include a general commissary area and reception space.

KDPA is perfectly situated for anyone doing business in and around the Chicagoland area. It features the 2nd longest runway (7577x150 ft) in Chicagoland, second only to O'Hare, a 24-hour FAA control tower and onsite 24-hour ARFF protection.

The DuPage Flight Center is staffed 24-hours per day for all line services needed including type I and type IV de-ice service.

[DuPage Airport \(KDPA\)](#)

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PARAGON PREFERRED

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