



BUSINESS LEADERS ON BUSINESS AVIATION





*“**F**or more than 50 years, business aviation has helped me effectively compete all around the world in both golf and in business from my hometown in Latrobe, PA.*

Business aviation has given me an important edge. It has allowed me to be in more places in less time than the competition. As a result, it has given me more opportunities to succeed.

Turns out I am not alone in recognizing the benefits of business aviation. In a highly competitive global marketplace, thousands of successful leaders have come to rely on this important mode of transportation. This publication features the leaders of some of those organizations, and I think it demonstrates something I have been saying for years, ‘No Plane No Gain.’ ”

Arnold Palmer

ENHANCE PRODUCTIVITY



FREDERICK W. SMITH

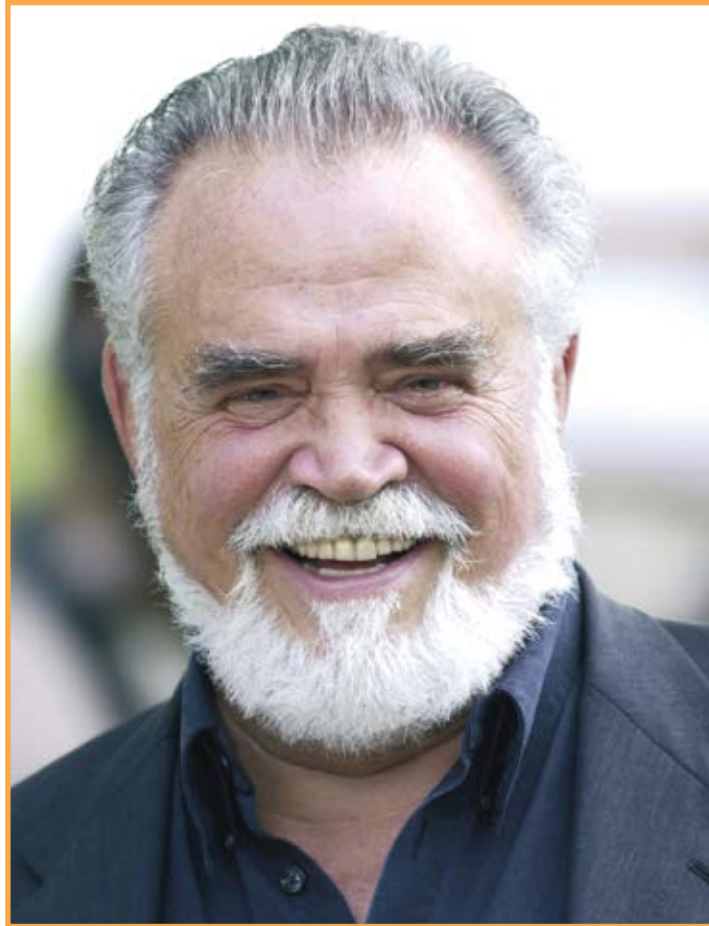
*Chairman and CEO
FedEx Corporation*

“**B**usiness aviation has been an integral part of FedEx’s success since the day we were founded. The military calls it a ‘force multiplier,’ and that’s what business aircraft have been for FedEx. They’ve given us the capability to fight above our weight, and with the enormous global network we have in place today, they allow our people to move around the world in a much more efficient and productive fashion than would have been the case had we not operated with business aircraft.”

FACT:

Among Business Week/Interbrand’s “100 Best Brands,” 98 percent of the companies in the list are business aircraft users.

TURN TRAVEL TIME INTO WORK TIME



HERB KOHLER

*Chairman and CEO
Kohler Company*

“Our company’s accomplishments working on the leading edge, and my usefulness, would be far less were it not for business aviation. Our people in the home office seldom spend more than one day round trip, which enables them to get their rest and have balanced lives while avoiding the congestion of airports.”

FACT:

Surveys have shown that a large majority of companies use business aircraft to fly into locations that have little or no scheduled service.

HELP ALL EMPLOYEES SUCCEED



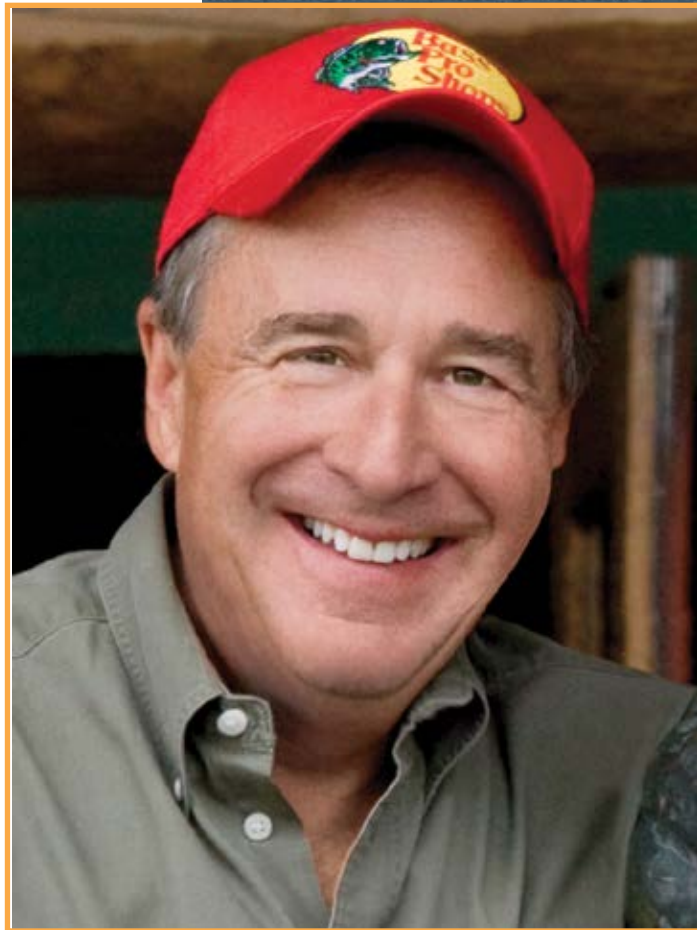
JOE GORDER
*CEO and President
Valero Energy Corporation*

“At Valero, the business airplane is a tool for our employees. We send teams of our people where they need to go quickly and efficiently.”

FACT:

Surveys have shown that the majority of the time, mid-level employees are the passengers aboard business aircraft.

REALIZE YOUR COMPANY'S FULL POTENTIAL



JOHNNY MORRIS

*Founder
Bass Pro Shops*

“**B**usiness aviation is a business tool that helps Bass Pro Shops in its mission to inspire people to love, enjoy and conserve the great outdoors.”

FACT:

Business aviation allows companies to reach clients and customers quickly and efficiently.

STAY CONNECTED



DAVID M. COTE

*Chairman and CEO
Honeywell*

“**T**oday’s demanding business environment requires the same level of connectivity that executives have in the office while in the air traveling to business meetings. At Honeywell, we understand that business aviation is at the forefront of delivering a connected aircraft that enables us to be as productive in the air as we are on the ground.”

FACT:

Business aircraft are like offices in the sky, with cabins set up so employees can discuss projects, collaborate on presentations and stay connected through email, web access and even teleconferencing.

OPTIMIZE EFFICIENCY AND FLEXIBILITY



SHEILA C. JOHNSON

CEO

Salamander Hotels & Resorts

“**B**usiness aviation takes Salamander Hotels & Resorts to new heights by putting us on the ground where we’re needed most.”

FACT:

With business aircraft, travel itineraries can be adjusted in real time, optimizing a company’s ability to serve clients and customers and respond to opportunities.

HELP KEY EMPLOYEES REACH KEY LOCATIONS



JOE F. SANDERSON

*Chairman and CEO
Sanderson Farms*

*“**F**or Sanderson Farms,
business aviation
provides quick and efficient
access to our locations so we
can provide the hands-on
management our industry
demands.”*

FACT:

With business aviation, teams of managers can travel from headquarters to distant facilities for on-site decision-making.

GO MULTIPLE PLACES IN A DAY



ANDREW C. TAYLOR

*Executive Chairman
Enterprise Holdings*

“**E**nterprise is all about helping people and companies get where they need to go, when they need to get there. We are there for them, and business aviation is there for us. Using business aircraft allows us to visit three and four cities in a single day, and that’s just not possible with any other mode of transportation.”

FACT:

Surveys have shown that many companies use a business airplane to fly mostly into small community airports not served by the airlines.

MOVE PARTS AND EQUIPMENT



DAVID MACNEIL

*Founder and CEO
WeatherTech*

*“**B**usiness aviation has been an essential tool in helping to make WeatherTech a world-class brand. It has allowed me to move sensitive equipment in a timely fashion.”*

FACT:

Business aircraft can be used to move parts and equipment that are too big to fit in an airliner's overhead bin or too delicate to store in a cargo hold.

QUICKLY TURN IDEAS INTO ACTION



THOMAS KLEIN

*President
Klein Tools, Inc.*

*“**O**perations within Klein Tools are made much more productive and efficient through our use of business aviation.”*

FACT:

With business aircraft, employees can quickly make travel plans to pursue new ideas and potential markets.

BE IN THE RIGHT PLACE AT THE RIGHT TIME



BAHRAM AKRADI

*Chairman and CEO
Life Time Fitness*

*“**B**y allowing me to be
in more places in less time,
business aviation keeps Life Time
Fitness a strong and healthy
company.”*

FACT:

Studies have shown that average annual revenue growth is higher for companies using business aviation than for companies that do not use business aviation.

TRAVEL SECURELY



LOUIS R. CHÊNEVERT

*Chairman and CEO
United Technologies Corporation*

“In today’s global economy, business leaders of global companies like United Technologies must travel extensively to serve their customers effectively and take advantage of opportunities as they arise around the world. Business aviation affords our busy executives the most efficient means of transportation and provides the secure, collaborative environment they need to be productive while traveling.”

FACT:

Among Fortune magazine’s “World’s Most Admired Companies,” 95 percent are business aircraft users.

INCREASE MOBILITY



BRIAN MCCOY

CEO

McCoy's Building Supply

*“**W**ith 87 locations in five states, business aviation allows me to be face-to-face with team members and customers.”*

FACT:

Business aviation allows a company to strategically deploy employee teams to simultaneously meet competing demands at multiple locations.

MAXIMIZE EFFICIENCY



ANTHONY J. ALEXANDER

*President and CEO
FirstEnergy*

“B*usiness aviation is a valuable tool FirstEnergy uses to better manage our travel time and improve employee productivity.”*

FACT:

Surveys have shown that employees very often use their time onboard company aircraft more effectively and productively than when they are on airline flights.

ACCESS ANY TOWN, ANYTIME



DR. MICHAEL GREGORY

*Chairman
Apogee Physicians*

“Ours is not just an airplane. It is a lifeline to medically under-served communities that span four time zones.”

FACT:

Business aircraft are able to fly into thousands of airports in communities across the U.S.

ENSURE SUCCESS COMPANYWIDE



DR. ED SCHWEITZER

*President
Schweitzer Engineering Laboratories*

“**A**ll over the world, business aviation helps SEL make electric power safer, more reliable and more economical. Our company is 100-percent employee owned, and over 2,000 of our employee-owners have flown on SEL’s company planes.”

FACT:

Surveys have shown that the majority of the time, top company executives are not the people on board business aircraft.

BEAT THE COMPETITION



MONTE KOCH

*Vice Chairman and Co-Founder
Auction.com*

“**A**uctions are competitive.
Business aviation
helps Auction.com succeed.”

FACT:

*A business airplane helps a company be more nimble,
efficient and successful than its competitors.*

OPERATE FROM ANYWHERE



WILLIAM G. CRUTCHFIELD, JR.

*Founder and CEO
Crutchfield Electronics*

“General aviation
enables us to grow
Crutchfield Electronics to
better serve our customers.”

FACT:

With business aircraft, companies can be located in smaller towns, yet still reach clients and customers in larger markets.

BUILD STRONG RELATIONSHIPS



CLAYTON M. JONES

*Chairman of the Board
Rockwell Collins*

“*In today’s highly competitive global environment, building strong relationships is critical to achieving business success. Whether it’s reaching out to customers from our Cedar Rapids, IA, headquarters or connecting our leaders with employees located around the world, business aviation allows us to be there when it matters most.***”**

FACT:

Among Business Week magazine’s “50 Most Innovative Companies,” 95 percent are business aircraft users.

EFFECTIVELY MANAGE A WIDESPREAD OPERATION



R. THOMAS BUFFENBARGER

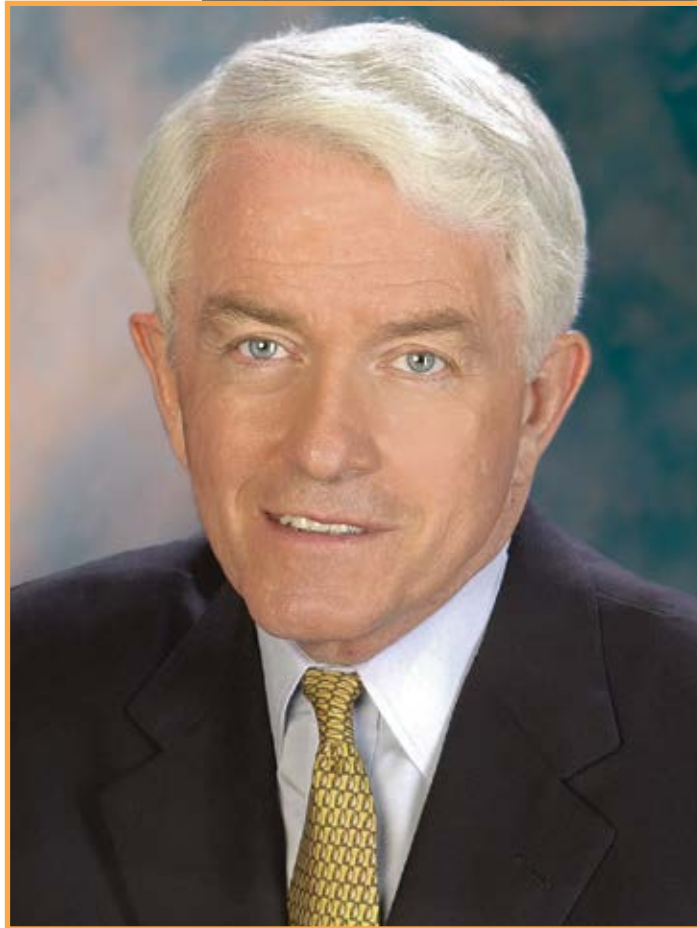
*International President
International Association of Machinists
and Aerospace Workers*

“*In any organization, it’s always important for the leadership to meet personally with employees – when you have an international organization with 700,000 members, that can be a challenge. That’s where business aviation comes in – our union’s airplane has helped its leadership get in front of members in every U.S. state, Canadian province and 25 countries beyond. That kind of ability to manage our organization is critical to its success, today and in building toward the future.*”

FACT:

A business airplane can allow employees to quickly meet with people in company facilities that are located many hours’ drive from one another.

CONNECT COMPANIES & COMMUNITIES ALIKE



THOMAS J. DONOHUE

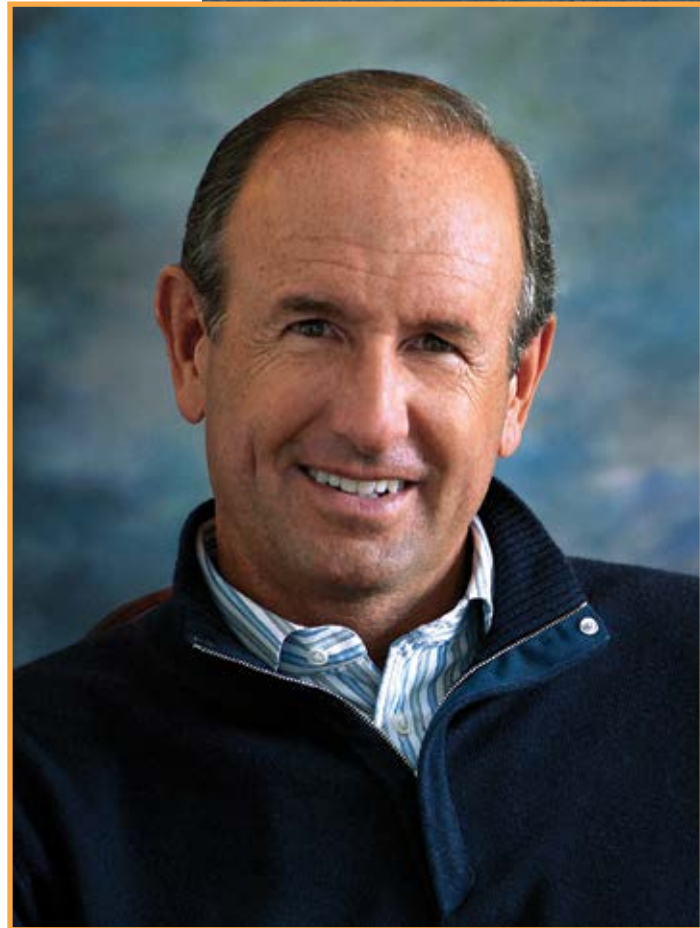
*President and CEO
U.S. Chamber of Commerce*

“Business aviation is an important transportation tool for small, medium and large organizations all across the United States. It helps companies and communities everywhere connect and compete at the speed of business. **”**

FACT:

The average business aircraft passenger has taken 15 business trips in the past six months that involved travel by air.

REDUCE TIME ON THE ROAD



DICK DEVOS

*President
Windquest Group*

“**B**usiness aviation
is magic when
people and time count most.”

FACT:

With business aviation, employees can hold meetings in different cities one day and be back in the office the next day.

GO GLOBAL



ELLEN KULLMAN

*Chair of the Board and CEO
DuPont*

“**S**ince its founding in 1802, DuPont has grown from a single location in Wilmington, DE, to become a global company that employs more than 60,000 people in facilities across the United States and around the world. Business aviation has been key to helping the company grow, compete and succeed in an increasingly global marketplace.”

FACT:

Among the CRO's "100 Best Corporate Citizens," 90 percent are business aircraft users.

EFFECTIVELY MANAGE DISTANT FACILITIES



THOMAS FRIST, JR.

*Founder
HCA*

“Some 200,000 HCA employees deliver high-quality health care services in more than 160 hospitals and 100 surgery centers from Florida to Alaska. Since we began in 1968, business airplanes have enabled us to quickly transport critically sick or injured patients. They have also put our doctors face to face with patients in communities that may not be well served by commercial airlines. With business aviation, we can do more than build a better company; we can better the human condition.”

FACT:

Among Business Week magazine's "25 Best Customer Service Companies," 90 percent are business aircraft users.

GET FACE TO FACE



WARREN E. BUFFETT

CEO

Berkshire Hathaway, Inc.

“**B**erkshire has been better off by my having a plane available to do deals.”

FACT:

Studies have repeatedly shown that companies using business aircraft reliably outperform similar companies that do not use business aircraft.

“Business aviation is an essential American industry – one that creates jobs, fosters economic development, provides a transportation lifeline for towns across the U.S. and helps people and communities in crisis.

Equally important, business aviation enables companies of all sizes to be more nimble and competitive. It saves time, increases productivity, provides flexibility and helps companies reach for new opportunities.

In short, a business aircraft is the sign of a well-run, forward-thinking company. It's no wonder, then, that the vast majority of the most innovative, recognized and admired companies use business aviation.

NBAA thanks the leaders who appeared in this publication.”

EDB



www.noplanenogain.org



PAID FOR BY THE NATIONAL BUSINESS AVIATION ASSOCIATION