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AirSprint
PRIVATE AVIATION

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Strong Bilateral Trade Forecast for Canada and U.S.

Trade fosters investment and job creation

Through 2011, Canada continued to be the largest trading partner with the United States, followed in rank order by China, Mexico, Japan and Germany. Over 8 million U.S. jobs and another 2 million Canadian jobs are directly linked to over \$480 billion in bilateral trade that has resulted from the longstanding U.S.-Canada trade relationship.

Across the AirSprint service region in the southwestern U.S. of California, Nevada, Utah, Arizona, Texas, New Mexico, Colorado and Oklahoma, the impact of U.S.-Canada trade represents \$75 billion and an estimated 2.1 million jobs.

With AirSprint's U.S. headquarters located in Scottsdale, Arizona, it was no coincidence that AirSprint chose to partner with the Scottsdale-based Canada Arizona Business Council (CABC). Glenn Williamson, a dual Canadian/U.S. citizen, serial entrepreneur and longtime Arizona resident, founded the nonprofit almost eight years ago. With a by-invitation-only membership of CEOs in both the U.S. and Canada, the results-oriented CABC is in business to facilitate trade relationships, university partnerships and direct investment in both markets. With its impressive track record of success, the CABC's economic development model is being emulated by private groups in California, Nevada and Texas.

"Back when we were getting started, trade statistics were much harder to assemble, but I knew intuitively that Arizona was underperforming in trade, tourism and direct investment with Canada," said Williamson. Recounting the early days of the CABC, Williamson recalled how he enlisted three to four likeminded businessmen to join him in launching a relentless crusade across multiple channels of commerce and government to elevate awareness for the immense trade potential between Arizona and Canada.

WELL POSITIONED FOR TRADE GROWTH

By applying his unique vision, passion and networking prowess, Williamson established the CABC long before the current economic environment wrought today's red hot climate for trade opportunity and direct investment. Presently, Canada is Arizona's second largest international trading partner behind its southern neighbor, Mexico. Bilateral trade between the state of Arizona and Canada represents \$2.3 billion annually. "The CABC has a stated goal of raising those stakes to \$5 billion in the next few years," said Williamson. As a result of the U.S.-Canadian dollar parity and the historically low real estate values in Arizona, cash-flush Canadians are actively investing in Arizona real estate and bilateral trade opportunities while Americans are extending their reach into the lucrative Canadian market.

The CABC's unique expertise is "networking to make deals happen" for large scale investors and companies who wish to do business in the Canada-U.S. trade space. AirSprint CEO Judson Macor would be pleased to connect AirSprint owners to the highly diversified member network, including CEOs, university partners and government officials, who so ably represent the Canada Arizona Business Council.



Glenn Williamson, CABC
Founder and CEO



HAVE A QUESTION? AirSprint owners may direct CABC related inquiries to AirSprint CEO, Judson Macor at jtm@airsprint.com.



AirSprint Supports Thunderbird Charities

When the last ball drops at the 2012 Waste Management Phoenix Open, the fun and charitable giving will continue on. AirSprint Private Aviation is pleased to sponsor the Post Open Pro-Am on February 6th, where avid golfers will have the opportunity to play in the footsteps of their favorite pro golfers on the TPC Stadium Course.

The Post Open Pro-Am is a great tradition, and will benefit two Phoenix non-profits, Desert Voices and the First Tee.

Former Waste Management Phoenix Open Tournament Chairman, Director of CLV, Inc., a premium bicycle company for PIVOT Cycles and BH Bikes, and AirSprint owner Tim Louis said, "This group of golfers probably has the most fun of all as they play through the holes that they witnessed during tournament week while benefiting Thunderbird Charities."

AirSprint is also hosting a hospitality venue throughout tournament week for its owners and guests to enjoy the "Greatest Show on Grass."



DID YOU KNOW?

Pilatus Aircraft Ltd. was founded in Switzerland in 1939, with the very first flight of the Pilatus PC-12 taking wing on May 12, 1991.

For Thomas, travel
is a way of life.



PROFILE POINTS

Meet Peter Thomas – Entrepreneur Extraordinaire

Values-based leadership is his passion

Were you to ask Peter Thomas what he considers to be his greatest professional accomplishment of his 40+ year career, he would not likely list the billions of dollars in real estate sales, development and investment that he has orchestrated. Nor would he call forth the academic and philanthropic honors and awards he has received or the best selling books he has published. Most likely he would respond, in his characteristically warm and enthusiastic way, that his greatest accomplishment has been his ability to distill his years of life experience into simple truths that have inspired thousands of people to strive to reach their full potential. These truths, which are so foundational to every aspect of Thomas' life, center around an emerging discipline called Values-based Leadership.

LIVING HIS OWN VALUES

Following the tragic loss of his son to suicide in 2000, Thomas chose to redirect his focus and energy toward social entrepreneurship. "Values-based leadership is at the very heart of who I am, of everything I do and it guides how I interact with others," said Thomas. During this time of great personal loss, Thomas channeled his creative talents to found LifePilot, a venture whose mis-

sion is to help people create the lives they desire by living true to their values. Thereafter, he went on to form the Todd Thomas Institute for Values-Based Leadership at Royal Roads University in British Columbia, Canada in honor of his son. He has further expressed his passion for living one's values in best selling books, including his newest one, *Be Great~The Five Foundations of an Extraordinary Life*.

Thomas is continuously on the move, traveling extensively to mentor CEOs from major corporations and small entrepreneurial businesses to help them integrate personal values into their daily business lives for greater corporate success and personal satisfaction. Among his many achievements, Thomas serves as Chairman Emeritus of the Entrepreneurs' Organization and is a founder and member of the Board of Directors of L3, a global network of proven leaders who work to make the world a better place. In 2010, Thomas was the recipient of the International Caring Award of the Caring Institute in Washington, D.C. And last year, he received a Doctorate of Laws degree for his work in Values-based Leadership from Royal Roads University. Those who know Thomas well know him to be a man who "walks the walk" with a deep commitment to his own values and a sense of great personal joy.

PLACES PETER TAKES THE PILATUS

Two favorite destinations of the Thomas family are British Columbia's sparkling jewels of Roberts Creek on the Sunshine Coast and the town of Nelson in the Selkirk Mountains.

ROBERTS CREEK is a quaint, rural community on the Straight of Georgia just north of Vancouver, which offers a delightful blend of beaches, forests, a vibrant artist enclave and abundant recreational pursuits. **NELSON**, with its Victorian aesthetic, is situated on the tranquil Kootenay Lake nestled into the mountains of southern British Columbia, and is an outdoor sports paradise in any season. Both destinations provide the perfect setting for relaxation and rejuvenation.



Kootenay Lake

Another New Venture for Thomas

In 2011, Thomas launched his latest enterprise, Thomas Franchise Solutions Ltd. (TFS), which synthesizes over 40 years of personal success in the franchise business sector. TFS has established its \$15 million TFS Fund to target investment in innovative franchising concepts. In addition to equity participation financing, TFS provides line of credit financing to promising new ventures. Unlike traditional funding sources or venture capitalists, TFS is able to leverage its world-class network of franchise experts to offer mentorship and guidance to its new franchisee clients.



FIND OUT MORE! Contact Peter directly at peter@thomasfranchisesolutions.com or 480-703-6767 to learn more about franchise financing opportunities.

AirSprint Hosts CABC Meeting

CABC FACILITATES CONNECTIONS

AirSprint was pleased to host the final quarterly member/partner meeting of the Canada Arizona Business Council (CABC) in December 2011 at its airplane hangar facility in the Scottsdale Air Park in Scottsdale, Arizona.

Since AirSprint facilitates business and leisure travel for individuals and companies who are active in and between Canada and the southwestern U.S., they were a natural addition to the prestigious group of CABC international partners. AirSprint and the CABC have enjoyed a strong association following AirSprint's decision to locate its U.S. corporate headquarters in Scottsdale last year.

Quarterly CABC meetings combine member networking with targeted presentations spotlighting emerging bilateral trade opportunities between the two markets. At the fourth quarter gathering, CABC Founder Glenn Williamson welcomed guests and members for a breakfast meeting held amid AirSprint's fleet of Pilatus PC-12 aircraft in the Scottsdale hangar.

Following Williamson's welcoming remarks, AirSprint CEO Judson Macor spoke about his company's recent performance since entering the U.S. market in June 2011, saying, "We are very pleased with the significant progress realized in our first 7 months of operations toward our U.S. growth projections."

Also on the agenda was Ken Bennett, Arizona's Secretary of State who was representing Arizona's Governor at the meeting, Director of the Ari-

zona Commerce Authority, Don Cardon, and Canadian Consul General for the southwestern U.S., David Fransen. Each government representative affirmed their commitment to promote future development of Canada-U.S. trade relations.

CABC MEMBERS FOSTER TRADE ACROSS DIVERSE INDUSTRIES

Additionally, four CEO partners shared updates on the progress of their company's cross-market activities, including Mogens Smed of DIRT, Rob Leinbach of Walton International, Tim Lines of Stantec and Tim Boston of Capital Power Corporation. Each executive spoke with strong conviction about the positive outlook for their own company's performance, as well as their favorable assessment of the long-term potential for expanded trade between Canada and the U.S.

Williamson concluded the meeting with his bullish views on the vast potential between Canada and the U.S. by saying, "The future of bilateral trade is bright due in large part to the multiple spheres of excellence found in both economies and our mutual commitment to expand bilateral trade."

AirSprint CEO Macor addresses CABC members and guests.



Inside AirSprint's Arizona hangar



*Andrew Green
AIRSPRINT CANADA*



*Stephen Hartley
AIRSPRINT U.S.*

Spotlighting Our 2011 Employees of the Year

The two outstanding AirSprint employees to receive the 2011 Judson Trimble Macor Customer Service Award are Andrew Green – AirSprint Canada and Stephen Hartley – AirSprint U.S. The annual customer service award is the culmination of a yearlong recognition program for employees who are either nominated by AirSprint owners or fellow coworkers. AirSprint CEO Judson Macor presented each recipient with their Employee of the Year award at the company's holiday party.

ANDREW FLIES CANADIAN ROUTES

Joining the AirSprint team on the night shift of Dispatch for Flight Operations in Calgary, 27 year old Green has been steadily promoted during his 5½ years with the company. Following his lifelong dream to become a pilot, Green attended the two-year intensive flight school program in Kelowna, British Columbia where he received his Diploma in Business and Aviation. While at AirSprint, Green continued to advance his pilot certifications and has flown the Pilatus PC-12, the Piaggio Avanti and, for the last 4 years, the Citation XL/S. Green has a twin sister, is a small business owner, enjoys golf and plays hockey recreationally.

STEPHEN IS BASED IN SCOTTSDALE, AZ

Stephen was in the initial cadre of pilots hired by AirSprint U.S. to support its expansion into the southwestern United States. Hartley's aviation experience in regional aircraft maintenance, piloting in the cargo sector and his time as a flight instructor in Virginia fit hand in glove with the depth of experience AirSprint requires of its pilots. Growing up with plans to become an astronaut made pursuit of his pilot's license a natural career path. A lacrosse goalie in high school and for a year in college on an athletic scholarship, Hartley is currently seeking a volunteer coaching opportunity with young lacrosse goalies. He is originally from Columbus, Ohio, where his family still owns the '73 Nova he restored as a teenager.



LEARN MORE! Visit www.canaz.net for more information about the Canada Arizona Business Council.



WEATHER POINTERS

Ready... Weather or Not

Anticipating weather patterns is essential

Inclement weather and travel delays can often induce a cloudy disposition in some travelers. However, adverse weather conditions only seem to magnify the AirSprint team’s commitment to service excellence. “Operating in an environment with a safety first imperative dictates that our team be agile in seeking creative solutions when deteriorating weather jeopardizes an owner’s scheduled itinerary,” said Nicci Davis, AirSprint’s Director of Flight Coordination.

As soon as a flight is booked, the Flight Coordination team evaluates each airport in the itinerary. AirSprint equipment is well suited to fly into small airports closest to one’s final destination, though the facilities in these smaller airports can vary widely. For example, some remote airports do not support night activity, full winter clearing capabilities or may require a “fly-by” to ascertain if any wild animals are on the runway. This level of detail in preflight planning allows pilots to anticipate the unique features of each and every airport in all weather conditions.

Closer to the date of travel, preflight routine initiates weather monitoring beginning the day prior to departure to anticipate adverse weather conditions that may prohibit an owner from taking off or landing at their preferred location and scheduled flight time. AirSprint personnel are

highly skilled at tracking weather systems and mapping alternative plans to mitigate weather delays or to incorporate special weather related necessities like an extra fuel stop that may be required en route.

Creative workarounds are always developed to offset potential weather delays without ever compromising safety. Common alternatives may include staying with the original plan if only modest weather delays are anticipated, making a modification to a departure/arrival time or opting to originate the flight from a nearby airport with greater operational capacity.

“While it is undeniable that weather can be unpredictable and last minute weather delays are sometimes inevitable, most often, AirSprint’s Flight Coordination Team is able to anticipate weather delays well in advance of departure to ensure uninterrupted travel for owners,” said Davis. As with all AirSprint travel itineraries, every effort is made to meet the owner’s desired travel requirements for an on-time departure and arrival.

Owner itineraries are monitored well in advance of departure to accommodate weather impacts.

 **OWNERS ENJOY 24/7, YEAR-ROUND ACCESS** Contact the AirSprint Flight Control Center toll-free at 1-877-588-2344 to schedule your next flight.

PLANE TALK

Expanding our Fleet

AirSprint’s state-of-the-art fleet of Cessna Citation XL/S jets and Pilatus PC-12 turbo-prop aircraft gained a new member last month. AirSprint added its 12th Pilatus to the fleet to support company-wide growth projections. “With aircraft staged to serve the full expanse of Canada and the emerging AirSprint markets in the southwestern U.S., optimal fleet management is a critical component of our business,” said Chris Richer, AirSprint President. AirSprint believes the Citation XL/S and Pilatus PC-12 are the finest planes in their class, offering unique advantages in luxury, efficiency and safety that fulfill the AirSprint business model and best serve the travel needs of our owners.



Photo provided by Pilatus Aircraft Ltd.

MEMORABLE LANDINGS

Discover New Destinations

AirSprint has created the *Memorable Landings* column in *To The Point* to showcase unique travel experiences and exclusive offers for AirSprint owners. In consultation with luxury travel expert Chad Clark, *Memorable Landings* will present sumptuous travel destinations for leisure, business cultivation and family travel opportunities, featuring the best in luxury travel across Canada and the Western U.S.

When Santa Fe beckons, *The Inn of the Five Graces* answers the call to perfection. This 24-suite vintage adobe is nestled in historic Sante Fe, next door to the Santa Fe Playhouse, just blocks from the town Plaza, and across from the oldest church in America. Each suite incorporates artistic mosaic tile treatments in its lavish, exotic decor, with wood-burning fireplaces, soaking tubs and walk-in showers in each suite. Seeking to exceed your expectations, *The Inn of the Five Graces* staff attends to the details that contribute to an unforgettable experience. AirSprint owners who book with code AIRSPRINT will receive a complimentary, private guided walking tour of historic Santa Fe.



Photo provided by Inn of the Five Graces.

www.fivegraces.com

Best of the Inn:

Room to Book: The Luminaria House
In Room Breakfast: Signature dish, Huevos Rancheros
Relaxation Nook: An Ayurvedic massage in the Inn’s Tibetan inspired spa

Must See Santa Fe:

Shopping: Canyon Road Galleries for world class southwestern art
Culture/Art: Georgia O’Keefe Museum, American Indian Arts Museum, Santa Fe Opera House (summer)
Day Trip: 12th Century Anasazi Ruins with cliff dwellings and petroglyphs
In the Area: Mountaintop Taos, NM is delightful in any season
Sporting: Mountain trail rides on horseback or mountain bike
Adventuring: Hot Air Ballooning
Festivals: Folk Art Market (July), Indian Market (Aug.), Wine and Chili (Sept.)

 **TO PLAN YOUR SANTA FE EXPERIENCE,** contact Chad Clark at 602-266-4000 or cclark@chadclarktravel.com. Or, contact the AirSprint Flight Control Center to book your flight at 877-588-2344.

DID YOU KNOW? Clyde Cessna designed the first cantilever aircraft wing without a strut or brace in 1927.