

Does Your Small Business Need a Light Aircraft?

Typically, when people think of a business aircraft, they usually think of a business jet. But for most small companies, a jet cannot accomplish travel requirements as effectively and efficiently as a light aircraft. And depending on your specific travel needs, you can save both time and money with a small business airplane.

If you have a regional company with employees or customers in a variety of locations, a high performance light aircraft seating 4-6 passengers can cut your drive time by 70%-75% and will almost always get you places less than 500 miles away quicker than the airlines.

Interested? Here are a few things you should consider...

A Light Aircraft Is A Time (Saving) Machine

"Time isn't the main thing. It's the only thing." – Miles Davis

If you find yourself traveling on an airliner or driving hours to respond to customers, you'll save significant time by having a light airplane to use in your business.

Light aircraft have access to almost 5,200 public use airports while airlines serve only 503 commercial airports in the US. In most cases, a small aircraft allows you to travel directly to the city serving your client and not a commercial airport an hour or more away.

When you travel by small plane, you walk (or drive) up to your airplane with your bags... and you go! There are no remote parking requirements, no check-in lines, no security lines, no early check-in time requirements, and no lining up to board the aircraft. Typically, within 5 minutes of arriving at the airport, you are taxiing out for departure.

And when you arrive at your destination, if the facility can't provide you a courtesy car (typically at no charge), you can arrange to have a rental car waiting for you and forget the hassle and the time normally required to rent a car at a major commercial airport.

A Light Aircraft Increases Your Efficiency... and Effectiveness.

"Efficiency is doing things right; effectiveness is doing the right things." – Peter Drucker

If you're operating from, or going to, an airport served by the airlines but requiring at least one connecting flight to reach your final destination, it's often possible to cut a three day business trip down to one. Just the wait time alone, an hour at both ends on a one way flight, equates to 340 miles of travel in a high performance light aircraft.

Couple this time savings with the ability to bring additional people along with you at no additional cost, and the savings in both money and manhours adds up quickly and significantly.

Respond Quickly And Impress Your Customers

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Seeing your customers face to face is always better than a phone or an email conversation. It’s proven that face-to-face communications result in better business, and an airplane can help you accomplish these meetings efficiently.

Additionally, a light aircraft allows you to respond quickly to any emergent issues that may arise with a client. If you operate a service business, a light aircraft is the quickest way to get you in front of your client and any issue they may be having at the time.

Take Your First Step!

Contact Aircraft Associates and let us leverage our 40+ years’ experience utilizing light aircraft in business aviation to show you how a light airplane can help you grow and improve your enterprise. Whether you're an experienced pilot or have no personal flight experience whatsoever, we can guide you through the multiple ways to efficiently and cost effectively put an airplane to work in your business.