



# fly **OMNI**

SPRING 2019 NEWSLETTER

## OMNI AIR TRANSPORT CONTINUES TO BRING ELITE AIR TRAVEL TO TULSA

### Feature in the Tulsa World

Thanks to the family business, the allure of flight took hold of Dan Burnstein at a young age and never let go. He would go on to become a Learjet captain at 23, and a pilot with over 10,000 hours in the air. Today Burnstein is chief executive officer of Omni Air Transport, the company his father Stan founded in 1983. While the company holds fast to its original mission of safe charter service, it's also grown to meet the wider needs of the private aviation industry offering aircraft management, brokerage and acquisition services to the elite air travel community. "We serve businesses and high net worth individuals, and their travel time to and from places is important," says Mike Skow, President of Omni Air Transport. "There can be people who may be of impaired health and going through airline terminals and the security and the waiting can be difficult for them. For all those reasons, it makes our services here in Tulsa valuable to the community."

### Safety and Service

Omni Air Transport started with one jet. The company now boasts the most modern charter fleet in Oklahoma, composed of 10 late-model jets all with full wireless internet capability. While convenience is the allure, safety is the mission: Omni Air Transport far exceeds FAA requirements, and its long list of safety credentials places it in the top 1 percent of operators nationwide. "Dan's pride, passion and commitment to the company are evident from his approach and his day-to-day involvement," says Jasper Athwal, the company's Vice President of Business Development.

### Tulsa and Beyond

From its home base in Tulsa, Omni Air Transport eventually added locations in Nashville, Dallas and Houston. It offers 24/7 scheduling and sales department, with live help available to clients at any time of day. It grew so efficient, it can now deploy aircraft within 90 minutes during business hours, and two hours at other times. It earned authority from the FAA to operate worldwide and carry 10 or more passengers per aircraft, and it became a contractor with the Department of Defense. It offers the most flexible membership program in the industry, SkyPass, which carries no sign-up fees, blackout dates or expiration, works off a simple base deposit, and offers discounted rates on flight time. It also started a brokerage wing, Omni Aircraft Sales, which has overseen more than 30 transactions in the last 24 months alone. By adding brokerage and acquisition help to its portfolio of aircraft management and Omni Air Transport has blossomed into an end-to-end service supporting the full life-cycle of aircraft ownership. But at its heart, it remains the charter business that Stan Burnstein founded over three decades ago — just bigger and better than ever before. "We are proud of our long presence of being a family business here in Tulsa," his son Dan says, "and we're not planning to go anywhere."

## 2018 SAFETY PERFORMANCE



3,363

ACCIDENT FREE HOURS FLOWN



95,545

ACCIDENT FREE HOURS WORKED



1,885

FLIGHT RISK ASSESSMENTS



190

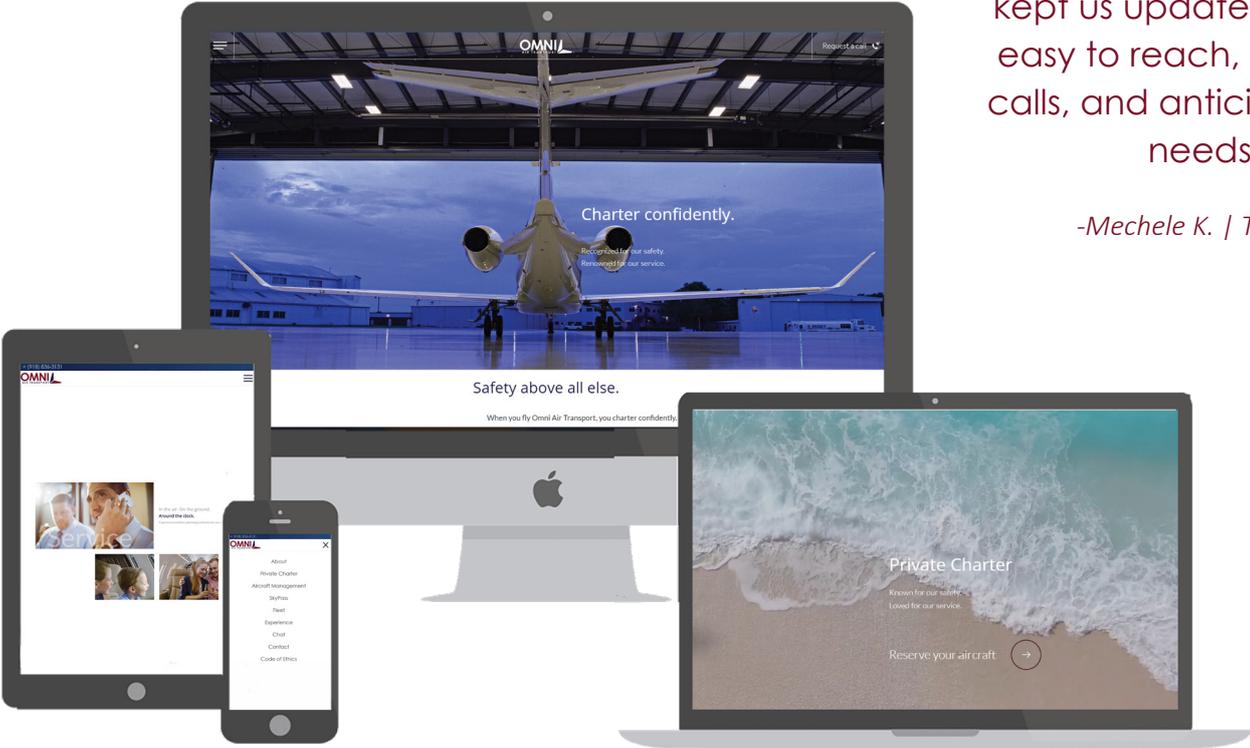
GROUND RISK ASSESSMENTS

# OMNI AIR TRANSPORT HAS A NEW WEBSITE

Omni Air Transport launched a new website this year. The new site provides an improved user experience through mobile optimization, content organization and interactive features. We are proud to offer our clients more detailed information about our fleet, company history, team and SkyPass membership program. The functionality and usability of the site adds value to the client process from booking to return. Come check it out and see for yourself [www.flyomni.com](http://www.flyomni.com).

“Omni Air Transport handled everything, all aspects of our flight, and kept us updated. They’re easy to reach, return our calls, and anticipated our needs.”

-Mechele K. | Tulsa, OK



## Jasper Athwal Promoted to VP of Business Development

Omni Air Transport is pleased to announce that Jasper Athwal has been promoted to Vice President of Business Development. Since moving to Tulsa and joining Omni, Athwal has received the Innovation Award through Tulsa Global Entrepreneurship week and was named one of the Tulsa’s 40 under 40 in Oklahoma Magazine’s April 2016 issue. Jasper’s innate business sensibility and outstanding track record in international business development is the reason he’s in charge of strategic direction and planning for growth at Omni. “I take my position of VP of Business Development very personal,” says Athwal, “Omni has become a way of life for me and my goal is continue the momentum that this company was founded on 35 years ago.” Prior to joining Omni, Jasper successfully lead a UK-based company to international expansion and after moving to Tulsa, served as COO for a regional contract security company. “Whether it’s client services, brand building or sales and marketing initiatives, Jasper is a crucial asset to our team here at Omni and I am excited to see where he takes us.” President Mike Skow said.



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## OMNI AIR TRANSPORT EXCELS THROUGH AUDIT SEASON

2018 audits culminated with the out-brief from the Department of Defense (DoD) audit.

Omni Air Transport participates in a series of required audits twice a year. Due to Omni's strong commitment to safety, these audits are highly regarded and taken very seriously. The most recent audit season ended with a final audit from the Department of Defense (DOD). During that audit both the Operations and Maintenance auditors left with glowing remarks.

### REMARKS FROM AUDITORS:

*"From a guy coming from Air Force One...those are clean airplanes."*

- After touring the airplanes in the hanger.

*"Can't ensure quality more than checking before each flight. Nobody in our program checks the fuel quality before every flight."* - While assessing our fuel Safety and conservation program.

*"I could have eaten off of that floor."*

- When addressing the cleanliness of the hanger and facility.

*"Your electronic training records are perfect, we are going to recommend to the FAA to allow 100% electronic records."* - When addressing our use of the flight operations system to maintain and track all currency transactions.

*"You crews are clearly top notch and take pride in what they do!"* - After conducting a cockpit observation, our first in four years, at the end of our five day audit.



## RYAN LINN

### Promoted to Director of Aircraft Sales

Linn's proven track record as a Sales Representative along with his success in brokerage, acquisitions, market analysis and data research made him a perfect fit for Director of Aircraft Sales. "It's an exciting time to be a part of Omni Aircraft Sales," says Linn, "We are taking a proactive approach to our sales and marketing strategies and I am confident it is going to make us an even bigger player in aircraft brokerage and acquisitions". Ryan puts client needs first, always respecting their time and understanding the importance of investments. "I treat our clients time and money as if it were my own. My goal in every transaction is to maximize our clients potential and safeguard his or her investment." "Making Ryan a Director of Aircraft Sales was an obvious decision for us. He has proven himself an asset in aircraft sales for Omni and I am continuously impressed with the professionalism and thoroughness he provides to his clients and brings to each transaction". President Mike Skow said.

## Save More, Fly More.



- Inclusive, fixed rates
- No hidden fees
- Fully refundable
- Fleet wide eligibility
- No Membership Fee

## PLAN YOUR NEXT EXPERIENCE WITH OMNI AIR TRANSPORT

- PGA Championship | May 13-19 | Farmingdale, NY
- Indy 500 | May 26 | Speedway, IN
- Bonnaroo | June 13-16 | Great Stage Park, TN
- Summerfest | June 26-July 7 | Milwaukee, WI
- Cheyenne Frontier Days | July 19-20 | Cheyenne, WY
- US Open Tennis | Aug. 26-Sept. 8 | Flushing, NY
- NY Fashion Week | Sept. 5-13 | New York, NY



# HOW TO RECOGNIZE ILLEGAL CHARTER OPERATIONS *and the steps you can take to avoid them*

## TYPES OF ILLEGAL CHARTER

There are two types of illegal charter, formal and informal. Both can mean serious legal implications for both the consumer and the operator. We will take a look at some of the more common types of these illegal operations and how you can recognize and avoid them.

### Formal

- **Illegal Dry Leases** - Purporting to lease an aircraft with no crew when, in reality, the lessor enters into a prohibited commercial wet lease since the lessor actually insisted the customer use its crew and aircraft.
- **Excessive Timeshare Agreements** - Under Part 91 of the Federal Aviation Regulations, owners are allowed to charge certain expenses for each flight under their timeshare agreements. These include fuel, oil, lubricants, and other additives, and an additional charge equal to 100 percent of the costs for fuel, oil, lubricants, and other additives used for each flight. Charges exceeding these allowances are considered illegal.

### Informal

- Agreement with a friend or family who pays the aircraft owner directly, exceeding the allowances in 14 CFR 91.501.
- Part 91 (charter broker) where they are the actual air carrier for an outside party.
- Part 135 operating commercial operation outside the scope of the air carrier's authority. i.e. larger aircraft operating outside of the air carrier's authorization area.

## RISKS OF FLYING WITH AN ILLEGAL CHARTER

- Not certified by the FAA.
- A non-commercial operator carries a different type of insurance than a commercial operation so in the event of an accident your claim may not be covered.
- Possible Internal Revenue Service and Border Protection problems.
- In extreme cases possible revocation of FAA certificates and possible prison sentence.

## HOW TO IDENTIFY AN ILLEGAL CHARTER

- Check the FAA website to verify what type of authorization an operator has.
- Ask your charter for a copy of its air carrier certificate and/or air carrier number.
- After the flight if you receive multiple bills for a single flight it may be a sign of suspicious activity.
- Look for FET charges, an illegal charter won't typically charge FET.
- Extraordinarily low prices and/or fees not in line with other charter quotes.
- Coaching from anyone associated with the charter company on what to say if a FAA inspector meets the aircraft at its destination.

## FLY WITH OMNI

When you fly Omni Air Transport, you charter confidently. With over 35 years of operational excellence, we are known for our unceasing commitment to flight safety and exceptional service. You can see it in our highly experienced pilots, crew and maintenance team, and you can feel it in our young, Wi-Fi equipped aircraft and modern cabins. Above all, you will fly with confidence knowing our fleet holds the top 1% of all flight safety accreditations.

Top 1% of all safety accreditations.



ARGUS Platinum since 2004



Initial IS-BAO certification in 2010  
IS-BAO Stage III since 2016



Wyvern Wingman since 2015



DOD Preferred Charter Operator since 2015

Illegal charters take many forms and can pose risks to both consumers and operators.