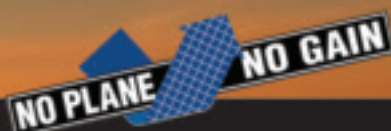


# TOP TEN

**Ten great leaders  
from ten great organizations  
share ten great reasons  
to use business aviation.**





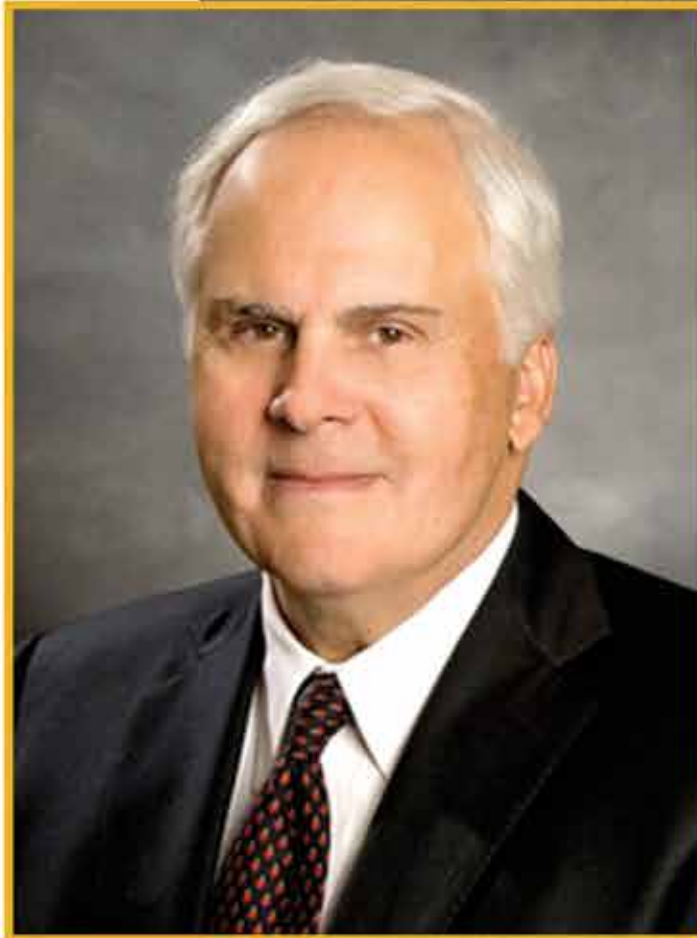
**F**or more than 50 years, business aviation has helped me effectively compete all around the world in both golf and in business from my hometown in Latrobe, PA.

*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 organizations have come to rely on this important mode of transportation. This publication highlights 10 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**

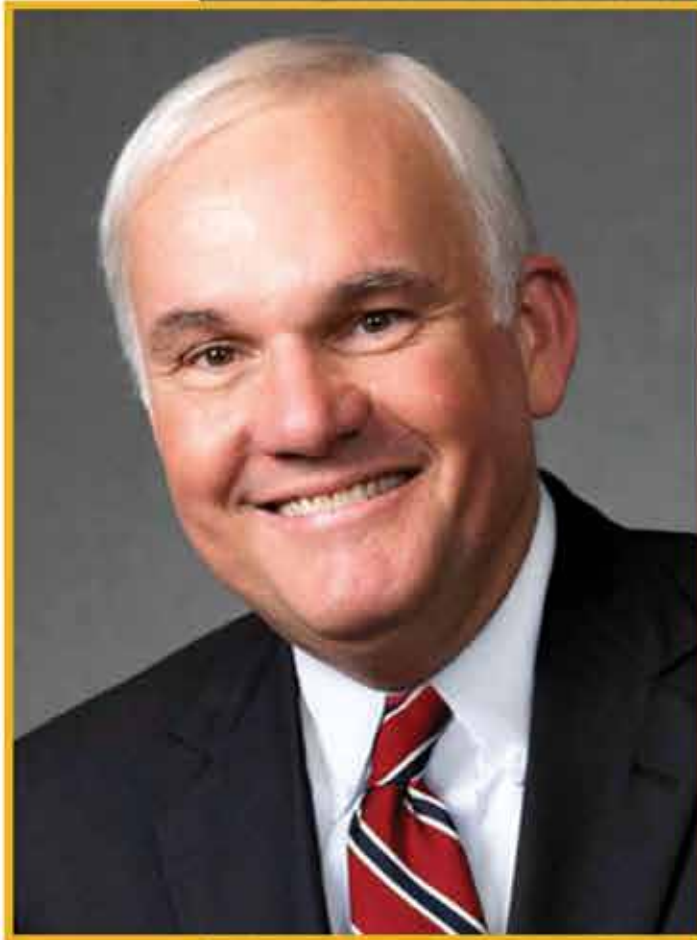
*Chairman and CEO  
FedEx Corporation*

*“**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.*

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

# GO GLOBAL



**ELLEN KULLMAN**

*Chair of the Board and CEO  
DuPont*

*“Since 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.*

# 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.*

# 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.*

# 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.**

# BEAT THE COMPETITION



**JIMMY W. HAYES**

*President and CEO  
Cox Enterprises*

*“**B**usiness aviation is an enabling tool that helps managers and employees do their jobs better. Proprietary information can be discussed en route. People can prepare for meetings, solve problems and connect with co-workers on the ground. The plane is literally a flying office. That’s why I’m a passionate believer in business aviation.”*

## **FACT:**

*Among Fortune magazine's “100 Best Places to Work,” 86 percent are business aircraft users.*

# BUILD STRONG RELATIONSHIPS



**CLAYTON M. JONES**

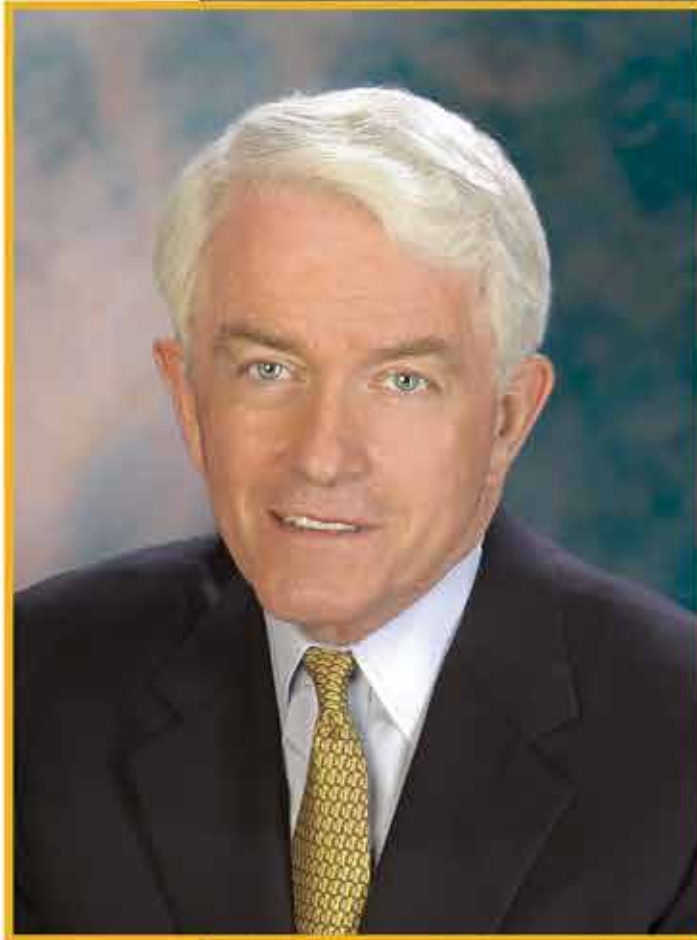
*Chairman of the Board  
Rockwell Collins*

*“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.*

# CONNECT COMPANIES & COMMUNITIES



**THOMAS J. DONOHUE**

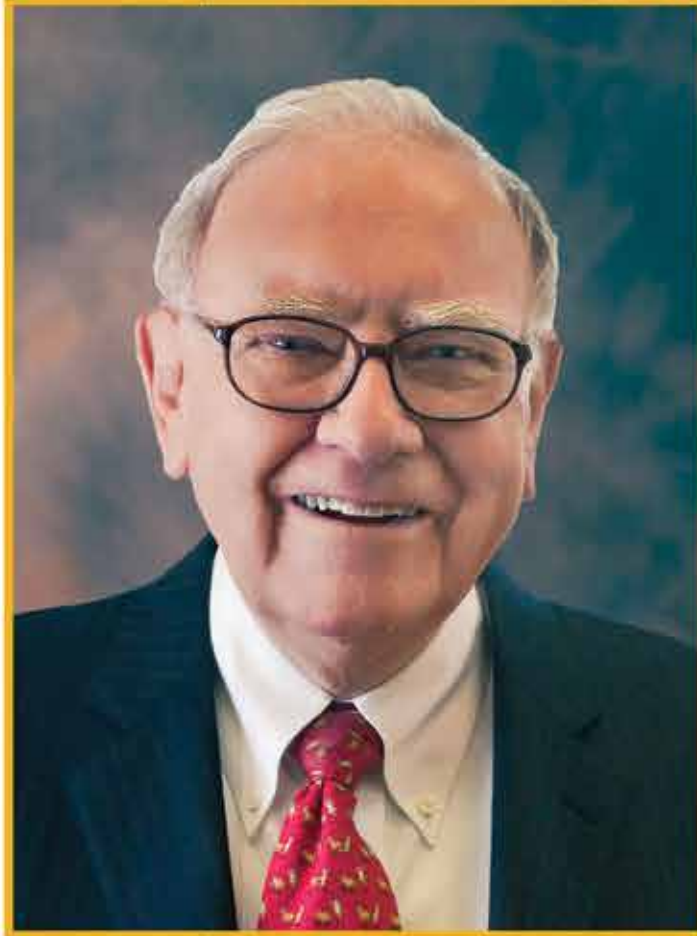
*President and CEO  
U.S. Chamber of Commerce*

“**B**usiness 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.*

# GET FACE TO FACE




**WARREN E. BUFFETT**

CEO  
*Berkshire Hathaway, Inc.*

*“**B**erkshire has been better off by my having a plane available to go and do deals. We have done deals we would not have done if we had not had a business airplane. In business, as in life, you’re just not as likely to see eye to eye if you’re not face to face.”*

## **FACT:**

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

The background of the entire page is a photograph of a sky. It features a color gradient from a pale blue at the top to a warm orange at the bottom, suggesting a sunrise or sunset. Scattered throughout the sky are various cloud formations, including thin, wispy cirrus clouds and denser, more textured cumulus clouds, particularly on the left side.

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