



Packer Games Highlight Executive Air's Role In Green Bay

Executive Air at Austin Straubel International Airport, Green Bay, Wis., has gone through tremendous growth over the past 10 years. Back in the 1960s, Executive Air was a one-hangar facility. Executive Air has since added two hangars and private corporate offices. In addition, it has relocated its maintenance to a brand new hangar, which was completed in 2004. Executive Air firmly believes that their growth has come from its customer service and friendliness. Sales have increased to \$2.5 million a year.

The company's approach is simple... make customers feel relaxed and comfortable during their visit. It starts by welcoming customers with prompt and courteous line service, hot coffee and fresh-baked cookies. Executive Air also has two crew cars for pilots to get around Green Bay during the day.

The hangar facilities at Executive Air are immaculate! General Manager Mark Jaraczewski says, "we try to keep the Disney World atmosphere where if an employee sees a piece of paper on the floor or on the ground, they pick it up. By keeping a clean environment, it shows that you care about your customers, employees and your organization. We receive many comments about the cleanliness of our facility and our employees take great pride in it." Executive Air has approximately 50,000 sq feet of hangar space, which can accommodate everything from a Cessna 150 to a G-5. Executive Air has recently installed high efficient lighting

in all of its hangars. Projected cost savings in energy is \$8,000 per year.

Executive Air has also been very fortunate to have the ability to handle large events that come to town. For example, they handled the Presidential Campaign (Air Force One), handled the Super Bowl charters for Packer Fan tours, and many other major events. Jaraczewski says, "having the ability to handle all types of events makes our FBO very spe-

PILOT SAFETY

Airshow Performer Sponsors Safety Clinic

EDEN PRAIRIE, MINN. – As pilots, we attend airshows each year in awe of the aerobatic flying skills of professional airshow performers. They make some of the most complex maneuvers look simple, and through tremendous showmanship, they entertain us. While performers don't urge pilots who are not trained to try any of their maneuvers, they do wish to instill confidence in all pilots to help them get through difficult and unanticipated situations and emergencies.

Airshow performer, Mike Wiskus of Minneapolis, believes in flight safety so much that each year he organizes a clinic to address flying "fear," and how to overcome its nega-

cial. It opens the doors to all functions of our business."

Green Bay Packer games are definitely Executive Air's biggest event. On a Monday night game, they can expect up to 75 aircraft. In a three-hour window before game time and in a three-hour window after game time, it is very busy, says Jaraczewski. Executive Air adds additional staff in its customer service and line departments on football weekends. During a game, Executive Air provides pilots with some type of tailgate meal (brats, hot beef sandwiches, or Brett Favre chili).

Executive Air's maintenance business has also increased dramatically over the years. Operations performed start at basic engine changes, annuals, and phase inspections on turbines. Their new maintenance hangar has helped with the flow of the business. Executive Air currently has seven mechanics on staff.

The future looks bright for both Executive Air and its customers. □

tive effects. He combined the event with a trade show, and invited nationally-renown aerobatic pilots Wayne Handley and Rich Stowell to speak, in addition to himself.



(L/R) Brent Behn, of BEHN Companies (ourplane.com) with insurance agent, Kevin Gruys, airshow performer, John Klatt, and guest speaker, Wayne Handley.

The event was held February 25 at ASI Jet Center at Flying Cloud Airport in Eden Prairie, Minn.

Handley, an award-winning performer, aerobatics instructor and Hollywood stunt pilot, described how he has been able to survived poten-