



CORPORATE FLEET  
SERVICES



Business Aircraft

Sales & Acquisitions

A photograph of the Charlotte skyline at dusk. The sky is a mix of purple, blue, and orange. Several skyscrapers are illuminated with their interior lights, creating a warm glow against the darkening sky. The most prominent building on the left is the Bank of America Corporate Center, with its distinctive Y-shaped top. Other buildings of various heights and architectural styles are visible, some with lit-up windows and others with more uniform lighting. In the foreground, there are some trees and a road with streetlights, suggesting an elevated view from a highway or bridge.

Corporate Fleet Services (CFS) is proud to be the largest and most respected business aircraft broker specializing in the sale and acquisition of corporate aircraft. Located in Charlotte, North Carolina, our company has earned the trust and loyalty of a world-wide network of admired clients, manufacturers and industry leaders.



# EXPERIENCE

## A Complete Solution

CFS offers a variety of services including aircraft listing, aircraft acquisition and short term leasing. Our qualified team is on-hand to assist in all stages of the process, and has the experience to facilitate even the most complex transaction. We are pleased to pass along the benefit of our more than 35+ years in the industry, and to be a much needed solution for our valued clients.







NO. 1 NO. 2 NO. 3 NO. 4  
NO. 1 NO. 2 NO. 3 NO. 4  
NO. 1 NO. 2 NO. 3 NO. 4  
NO. 1 NO. 2 NO. 3 NO. 4



ACTIVE FLT PLAN L/A  
CRZ 40.000 400/7.410  
P/SK 70.000 400/7.410  
D/SK 70.000 400/7.410  
FLD 40.000 400/7.410  
L/SK 40.000 400/7.410

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FLD 40.000 400/7.410  
L/SK 40.000 400/7.410

DEPARTURE TAKEOFF

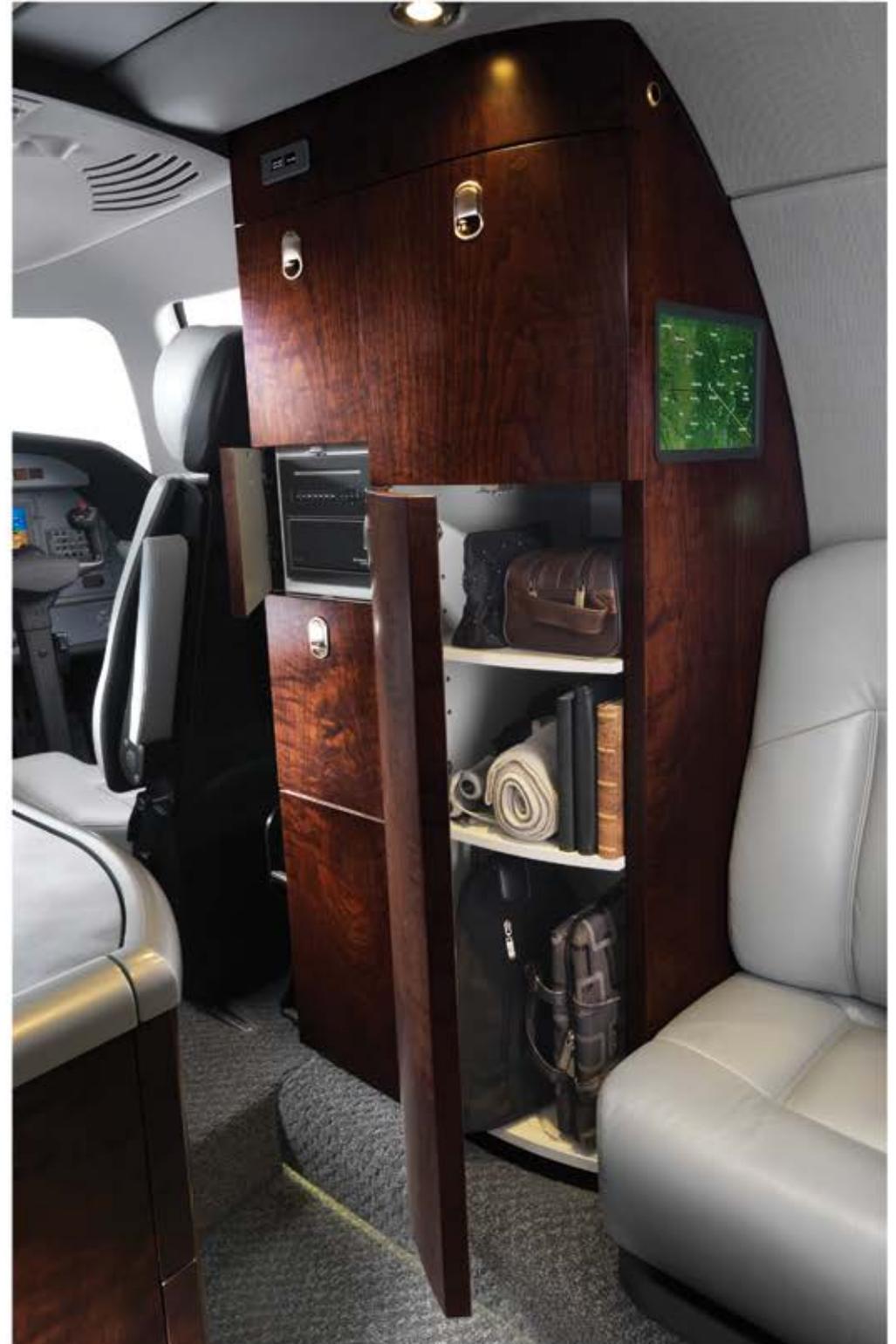
DEPARTURE TAKEOFF

# COMMITMENT

## Aircraft Listing Service

When it comes to listing an aircraft, market knowledge translates directly to sales price. Our commitment to staying ahead of industry trends ensures that our clients are able to sell their aircraft for the best possible price in the shortest amount of time. We are proud to have earned a reputation for quick turn-around time and results that few can duplicate.

- *Produce a detailed market analysis*
- *Review aircraft and records*
- *Create aggressive marketing plans*
- *Handle contracts and negotiations*
- *Oversee the pre-purchase inspection*
- *Manage the closing process*





# ADVOCACY

## Contract and Negotiation

The contract and negotiation process is often very complex. Our team acts as the liaison to ensure a quick and smooth transaction from letter-of-intent through aircraft delivery. With hundreds of satisfied clients across the globe, our clients can be assured of our industry knowledge and ability to effectively represent their interests.

- *Represent large companies worldwide*
- *Facilitate complex transactions*
- *Fulfill buyer and seller needs*
- *Coordinate all closing documentation*
- *Serve generations of repeat clients*





# DILIGENCE

## Knowledge and Expertise

Our team has the technical knowledge and expertise needed to identify and mitigate potential risk for clients. We meticulously maintain a detailed database of all private aircraft sales, maintenance records and market values including previously sold and available aircraft. This database ensures our clients have access to the most up-to-date information affecting their transaction. At CFS, we do the groundwork so you can spend more time in the air.

- *Established 1984*
- *Maintain world wide statistics*
- *Technical maintenance reviews*
- *Intimately aware of aircraft complexities*



“The CFS Team has a broad base of industry knowledge and expertise. They know their aircraft, are in-tune with the market, and don’t shy away from complicated transactions. They have earned their good reputation by displaying integrity, professionalism and the financial ability to deliver on their promises. I always welcome the opportunity to work with the CFS team.”

**Rick Hendrick, Hendrick Motorsports**



A white private jet is parked on a runway, viewed from a low angle. The aircraft's wing, tail, and engine are prominent. The background features a dramatic sky with large, dark clouds and a bright, low sun on the horizon, creating a warm, golden glow. The runway surface is visible in the foreground.

“We came to CFS with a hard sale in a tough economy, and were delighted with the results. They represented our aircraft beautifully in both advertising and personal showings, and attended to every detail before, during and after the sale. There is just something to be said about experience; and it was apparent throughout the process, that we benefited from CFS expertise.”

**Tom Reed, Semcoa**

# EXPERTISE

## Acquisition Services

Professional advice is crucial to navigating the intricacies involved in the acquisition of an aircraft. At CFS, we understand the importance of “buying-right” and are pleased to offer comprehensive acquisition services. From initial assessment to closing, our team is on-hand to facilitate the process and to protect our client’s financial resources.

- *Assess client needs*
- *Recommend appropriate aircraft*
- *Provide detailed market analysis*
- *Perform extensive aircraft evaluation*
- *Make offers and handle negotiations*
- *Govern entire closing process*







# ACCOUNTABILITY

## Pre-purchase Inspections

We feel it is our duty to help protect our client's investment. We go above and beyond the industry standard attending all pre-purchase inspections, to examine the aircraft and scrutinize maintenance records and ultimately save our client's money. All findings and recommendations are communicated to our clients to ensure they have the vital information needed to make an educated decision.

- *Protect client investments*
- *Value maintenance facility relationships*
- *Require high standards for inspections*
- *Execute thorough inspection procedures*
- *Understand log compliance and standards*
- *Provide expert airframe, engine and avionics knowledge*





# TRUST

## Supporting The World's Largest Corporations

We are proud to count among our clients, many of the world's largest corporations and most affluent individuals. Our relationships with our clients are held in the highest regard, and we work tirelessly to preserve the trust they have in us. We continually strive to build and maintain long-term relationships with companies and individuals who value our financial strength and integrity.

- *Fortune 500 companies*
- *Global sales experience*
- *World's largest aircraft dealer*
- *Lifetime sales exceeding \$15 billion*



**Bank of America.**



**LOWE'S**

**WELLS  
FARGO**

**FedEx**<sup>®</sup>  
Express



**CHARLOTTE**  
PIPE AND FOUNDRY COMPANY

**National**  
**Gypsum**  
COMPANY

**Hendrick**  
MOTORSPORTS

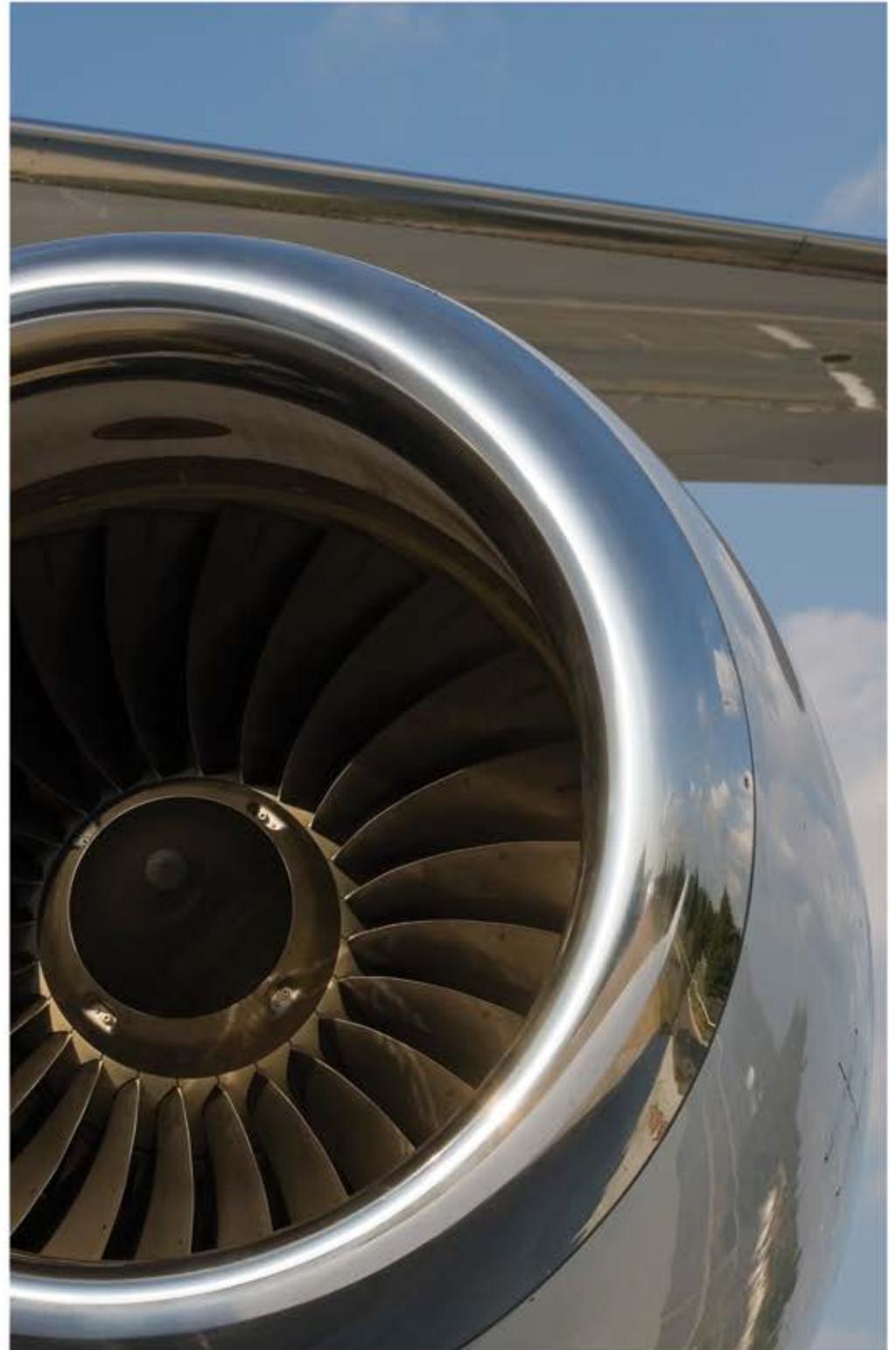


# FLEXIBILITY

## Short Term Leasing

With the varying and unpredictable requirements of business travel, it may not be practical for a company to commit their resources to an aircraft that won't meet their needs long term. CFS is pleased to provide clients with alternative solutions when their specific needs require a more accommodative approach.

- *Capital and operating leases*
- *Supplement the need for additional aircraft*
- *Tax compliance burdens*
- *Lease purchase valuations*





# STRENGTH

## CFS Buys Jets

Corporate Fleet Services is in the unique position to purchase aircraft without the strict limitation of average credit lines. Companies with distressed inventory, individuals anxious to move forward with a new purchase, and those seeking to unburden themselves from payments, are able to mitigate exposure and take advantage of time-sensitive opportunities. We help our clients negotiate from a position of strength, thus resulting in more favorable terms and often, significantly lower prices. We are pleased to be able to facilitate creative solutions and the quickest turn-around time in the industry for our clients.

- *Largest inventory buyer*
- *\$100 million in available credit*
- *Respected business consultants*
- *Highest level of admiration in the aircraft industry*





# REPUTATION

## Honoring Valuable Relationships

Through years of dedication to our clients and manufacturers, CFS has formed valuable industry alliances. We are proud to serve as strategic partners, preferred dealers and members of highly regarded organizations in the aviation industry.

- *Bank of America Preferred Dealer*
- *Cessna Strategic Partner*
- *GE Preferred Dealer*
- *Hundreds of Loyal Corporate Clients*
- *Industry Associations*  
*NARA, NAFA, NBAA*







# CONFIDENCE

## With Experience Comes Confidence

Since 1984, CFS has been buying and selling aircraft both domestically and internationally. We believe our longevity is a product of integrity, hard work, and a genuine commitment to exceeding expectations whenever possible.

Clients are confident in our ability to provide informed recommendations, creative options and unparalleled service in even the most unique situations. Our extensive list of loyal clients and esteemed network of industry partners speaks to our results and the passion with which we conduct business.

Our team has a long history of contributing value to our clients. We have earned their trust and respect and welcome the opportunity to do the same for you. We look forward to learning more about your mission and providing you with the worry-free, personalized service our clients have come to expect from CFS.



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