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Stevenson Jacobs
Business Writer, Associated Press
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Washington, DC

Dear Mr. Jacobs:

Your recent article on business aviation (Execs Still Flying Corporate Jets, December 21) presents an inaccurate and misleading picture of business aviation in the United States. It completely misses the reality that, every day, tens of thousands of well-managed and cost-conscious U.S. companies use business aviation to help them survive and effectively compete in an intensely unforgiving marketplace.

Although perceptions may be to the contrary, the fact is that eighty-five percent of the companies that utilize business aviation are small and mid-size. And the passengers on business aircraft are usually salespersons, engineers, technicians and other employees below the senior executive rank.

Business aviation is often used to fly to locations with little or no scheduled airline service. In fact, business aviation reaches ten times the number of communities served by commercial airlines. Business aviation is also routinely used to visit multiple sites in a single day or respond to business situations when time is of the essence.

The basic value of business aviation is that it is a tool that allows companies to do more in less time, and often at a lower cost than other alternatives. It helps companies maximize employee productivity, reduce total travel times and have the flexibility they need to quickly adjust to changing business circumstances and schedules.

This is not to suggest that business aviation is the best transportation option in every instance. Good businesses match the right transportation mode to the mission at hand. Most NBAA Member companies have integrated transportation policies that help them determine the most appropriate mode of transportation in any circumstance. Our surveys have found that companies that use business aviation as a solution to some of their transportation challenges also rely heavily on the commercial airlines, purchasing \$12 billion worth of airline tickets annually.

But business aviation is the most prudent and cost-effective transportation solution in a wide number of situations. That is why it is a critical link in our nation's transportation system and an important tool for businesses of all sizes. It's unfortunate that your story leaves readers with a view of business aviation that reflects none of these realities.

Sincerely,

A handwritten signature in black ink, appearing to read "Ed Bolen".

Ed Bolen
President and CEO
National Business Aviation Association