

Private Jet Services welcomes aboard Arise Air in strategic partnership

Private Jet Services (PJS), a brokerage and consulting firm based in New Hampshire, is forming a strategic partnership with Massachusetts brokers Arise Air. President of Arise Air Bryan Ellis will act as director of executive aircraft operations for PJS and all Arise Air employees will work out of the PJS corporate headquarters.

Ellis will oversee executive jet vendor relationships and sourcing for PJS, and notes that: "Arise Air customers will have the opportunity to work with PJS' experienced flight concierge department giving them access to aircraft ranging from light executive jets to vip configured airliners."

He adds: "I am thrilled to join PJS. It has been a leader in the private aviation space for quite some time and I am looking forward to introducing my Arise Air clients to the unmatched customer service PJS provides. My goal as director of executive jet operations will be to ensure that both Arise Air and PJS customers have unrivalled access to the newest and safest jets available for charter."

PJS founder and ceo Greg Raiff says: "Bryan's expertise will help PJS maintain its competitive edge and continue to provide an unbeatable customer experience."



Greg Raiff sees the partnership as a significant move as it aligns two strong players with the goal of



The LunaJet team celebrates its ARGUS broker certification

LunaJets becomes first non-US online platform to achieve ARGUS broker certificate milestone

Geneva airport based start-up company LunaJets has become the first European private jet online booking platform to obtain ARGUS broker certification.

"LunaJets is very proud to achieve this important milestone," says founder and ceo Eymeric Segard. "I must thank ARGUS and especially all my colleagues at LunaJets, for without their hard work and dedication this certification would not have been possible. This proves that the procedures and values at LunaJets meet the strictest standard of professional conduct in the industry. We always considered this

certification rating as a way to further improve the intermediary role we hold between operators and our loyal clientele."

Segard continues: "We receive this certification as a better and stronger charter broker than we were before, and the first outside the United States. Operators and clients alike will now feel safer and more reassured to deal with LunaJets, in the knowledge that our business values are honest, well-intentioned and professional. We sincerely thank ARGUS and BACA for their dedication to regulate what is, unfortunately, a very unregulated industry."

Joe Moeggenberg, president and ceo of ARGUS International Inc, welcomed LunaJets as the first European certified charter broker: "LunaJets has demonstrated exceptional commitment to the charter operators and clientele they work with on a daily basis through their steadfast adherence to industry best practices."

"Also a BACA member, LunaJets has helped set the standard within the charter broker industry to provide operators and consumers with charter brokers they can trust, and that are truly dedicated to providing cost-effective, secure air transportation."

BlackJet Technology expands its network service

Florida based private jet seat booking service BlackJet Technology Inc is expanding its network to include service between White Plains, New York and Fort Lauderdale, Florida, in response to heavy customer demand over the past several months.

BlackJet ceo Dean Rotchin says the company has experienced a strong demand in Westchester County from day one: "We are very happy to provide greater convenience by adding White Plains' Westchester County airport to the Blackjet service network. Adding a guaranteed service from White Plains is an important milestone in our development."

The growth of Stellar Labs

After a year in development, Stellar Labs, based in Palo Alto, California, has launched its air charter market-place platform and app. The company has raised around \$10 million, \$7 million of which came from venture capital firms. "Start-up costs are low," says ceo Paul Touw, "because developers are forgoing the large paychecks they would otherwise command in favour of equity."

Stellar Labs is a completely digital

FOR PROFESSIONALS IN CHARTER FLIGHT PROCUREMENT

CHARTER:BROKER

ISSUE 13 DECEMBER/JANUARY 2016

INSIDE THIS ISSUE:

BROKING UEFA 2016

**The sun never sets on
Le Bas International**

**First non-US broker gains
ARGUS certification**

PLUS A ROUND-UP OF PASSENGER AND BUSINESS AIR CHARTER NEWS