

Corporate Aircraft Charters

Flying in High Style

A conversation with Larry Libman, President



What is your background in the tourism and transportation industry?

I have been involved in the industry since 1958, when I founded Libman Travel Inc. The company grew to a household name by June 2002, when I sold my shares.

My success was founded on the personalised brand of service I gave to individuals, groups, businesses, and other special-need organisations, such as the film and entertainment industry, who became my clients over the years. It was also to create and develop new niche markets within the travel industry. Some of these markets included, incentive travel, escorted scuba diving packages, adventure travel, and booking of business aircraft charters.

What made you decide to form a company dedicated entirely to the chartering of executive and business aircrafts?

Over the years, while in the retail travel agency business, I received many requests from our clients in the film and entertainment industry to charter private aircraft for their stars, producers, and directors. With Montreal becoming more of a world-class film producing mecca and my agency handling more and more of these film companies' travel requirements, it became a natural progression for them to request all of their travel needs from us. When I sold my interest in Libman Travel, I decided to only pursue the business aircraft charter market. By this time, I was one of the only fully

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experienced individuals in this field in Canada. I had already established a reputation for chartering executive aircrafts, not only from the film and entertainment industry, but from the corporate sector as well. My feeling was, and still is, that the chartering of private aircrafts will continue to grow, especially in Canada. The need for the service is endless.

What are some of the services you provide?

We can arrange charters of any size or type for corporations, the film and entertainment industry, personal use, sports teams (professional and amateur), and groups and associations. Corporate Aircraft Charters has access to over 20,000 aircraft, helicopters, and air ambulances worldwide. What this means is that we can arrange for charters from anywhere in the world to anywhere in the world. Not only do we fly from Montreal to Toronto but, from Chicago to Los Angeles, Houston to Phoenix, Paris to Marseilles, Cairo to Rome, Hong Kong to Tokyo, and any other destinations required. There is a flight seeing division providing aerial tours of the Laurentian Mountains, Eastern Townships and Niagara Falls by Piper Navajo or Cessna 206 float planes. Whale-watching from the air is also available upon request. We also provide helicopter transfers

between downtown Montreal and Île Notre-Dame for the Montreal Grand Prix every June.

In what way can individuals, as well as companies, benefit from your services?

First, is the convenience factor, which becomes obvious when you realise you only have to arrive at the airport 15 minutes prior to departure, whether travelling within Canada or to the U.S. Next is security. The only people on the aircraft are those you have invited to travel with you. The full aircraft is chartered, even if only one person travels. The empty seats are not sold. Then there is flexibility, which allows, for one thing, the changing of schedules while en route. As an example, if the scheduled departure is 8:00 a.m. and one of the passengers is delayed, the aircraft will wait for that person. If the scheduled return of the aircraft is 6:00 p.m. and the person chartering the aircraft decides to return earlier or later, a simple call to the pilot's cell-phone takes care of that problem. Picking up additional passengers at your turn-around point, and bringing them back with you is no problem and doesn't cost more, providing there is sufficient space on the aircraft. In addition, you'd have access to smaller airports, which cannot accommodate commercial airlines, allowing you to arrive much closer to your final destination and saving you travel time and money.

What are the sizes, types and range of your aircraft?

Within our reserve of 20,000 aircrafts, we have access to any size, type, and range of aircraft. We can accommodate four people in a Piper Navajo or up to 350 people in a 747. We have small, medium and large executive jets, such as Citations, Lear 35s, Hawkers, Falcons, Challengers, Gulfstream IVs, Gulfstream Vs and Global Express. We have small, medium, and large turbo props, such as Beechcraft King Air 90, King Air 100, King Air 200 and King Air 350, plus Metroliners,

Jetstream 31s, Convair 580s, Dash 7s and Dash 8s. We also have airliners, such as 727s with executive configuration for 50 passengers, and airbus 319s to accommodate 180 passengers. All of the larger jet aircrafts are capable of flying non-stop across the Atlantic or Pacific.

What are some of the most popular destinations?

With the chartering of private aircrafts, there isn't any one particular destination which is more popular than another. From Montreal, however, on a daily basis the most common destinations are Toronto, Quebec City, New York, Boston, Atlantic City, Washington, Hartford, and Providence. From Toronto similar destinations are common, as well as Cleveland, Chicago, and Winnipeg.

What are the costs of chartering an executive aircraft?

The cost of chartering a private aircraft is based on an hourly rate, not on distance. Normally the charge is only for the time actually flown, with a minimum number of hours required for each day the aircraft is away from its home base. This price can range from \$550 Cdn per hour for a Piper Navajo, to over \$6,000 U.S. for a Gulfstream V. It should also be noted that if an aircraft is required to be away from home base for more than 48 hours, it will normally return to base (empty) and go back (empty) to pick up the passengers for the return trip. This makes the trip extremely expensive and, in most cases, cost prohibitive.

What are some tips our readers might want to make note of?

One should never assume chartering a business aircraft is too expensive. Cost is not the only factor to consider. You should weigh all the variables, such as number of



persons travelling together and the fact that the majority of business aircrafts do not have curfews, therefore the planes can take off and land anytime of the day or night. The inconveniences of a late evening meeting, which might normally require you to miss the last flight home and pay additional

costs for hotel rooms, meals *etc.*, can be eliminated with an after midnight return flight. Also remember, when in doubt always request a quotation. It doesn't cost anything and there isn't any obligation. You might be pleasantly surprised. [CPM](#)

For more information, contact Larry Libman at (450) 771-2324, or (514) 824-5561, or toll-free at (866) 844-2324. He can also be reached by fax at (240) 376-8218 or e-mail at info@corporatecharters.ca. The company Web site is www.corporatecharters.ca.