

Skyservice — Safety and Service You Can Trust

For over 30 years, Skyservice has been Canada's business aviation leader. Its ability to provide full-service, integrated business aviation solutions to meet the needs of aircraft owners and operators, combined with its focus on safety and service excellence, is what has set it apart.

The organization was founded in 1986 and has grown to have facilities in Toronto, Calgary, Montreal, and Ottawa. Headquarters are located at Toronto's Pearson International Airport, with a second Toronto facility scheduled to open this fall.

Skyservice is dedicated to providing a full range of aviation services including aircraft management, charter, fixed base operations (FBOs), aircraft maintenance for both business and commercial aircraft, and aircraft sales and acquisition.



Aircraft Management

As Canada's company of choice for many leading corporations, Skyservice's turnkey solutions and approach allow clients to receive the best-in-class aircraft management services. Clients can expect to receive outstanding levels of service, experience state-of-the-art facilities, professional support, and accounting transparency.

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Signature Plating — Custom Partner Solutions

Article Courtesy of Signature Plating

Signature Plating has always focused on providing the industry's best customer service and quality. This remains our charge as we go through recent company changes.

The end of the fourth quarter in 2017 was pivotal for Signature Plating on a number of levels. To bolster its already strong market presence, Signature Plating has made changes to the organization including new partnerships and personnel. The focus was to position the company as a capable, international resource for decorative plating, plastic plating, and anodize finishes. This was the beginning of a growth strategy to bring awareness to the company and its expanding capabilities.

Additionally, Signature Plating was refining its message to align with its global efforts. Signature Plating's tag line "Custom Partner Solutions" is a reflection of its corporate values and the high regard by which its customers are viewed.

"All of our customers are partners, and we support their businesses and projects on many levels," says Frank McKnight CFO/ Partner at Signature Plating. "We work with them during all phases of planning and budgeting, and we provide support for them from start to finish." Our customers are our partners and we treat them as such.

Each customer has specific needs. Paul Sahanek, President/Partner at Signature Plating, says, "We are a custom solution based company. Our customers have high expectations put on them and it is our job to support these expectations. We will deliver on time, on



CUSTOM PARTNER SOLUTIONS

budget, and with the quality they require to be successful. If they succeed, then we have done our job. We are responsible for those items they entrust us with and we take that seriously — that's what partners do."

"With a growing customer base, both domestically and internationally, the increased demand for information about Signature Plating also grows," says Zane Leake, Vice President of Sales. "Signature Plating is currently updating its website with additional content and a new look. This will assist those who are looking at Signature Plating services to navigate its many capabilities and to provide them with the exact information they desire."

During the past 14 months, Signature Plating has added the capability to plate ABS and Fire Retardant ABS plastics, expanded its anodize color range, and manufactures metal parts with decorative finishes ready for installation. Signature Plating is always evaluating new technologies to support surface finish trends. The next 12 months will prove once again that Signature Plating is motivated to provide the necessary Solutions for its Partners for the short and long term.

For more information, visit Booth #N3115.

Sherwin-Williams Completes Military Aerospace Coatings Line by Adding Lusterless Topcoat System

New MIL-PRF-85285E, Type I and IV, Class H, F93X4 Lusterless Colors Now Provide Complete System That Can Be Applied to All Military Aircraft Applications

ANDOVER, Kan. — Sherwin-Williams Aerospace now offers a full spectrum of gloss possibilities within its extensive line of military aerospace coatings. The line, which previously introduced gloss and semi-gloss options, is complete with the addition of a lusterless topcoat — all qualified to the U.S. Naval Air Warfare Center (NAWC), Patuxent River, Maryland, military aircraft specification MIL-



PRF-85285E, Type I and IV, Class H.

The latest F93X4 lusterless colors are all high-performance, polyurethane topcoats designed for exterior use on mil-

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Stellar Marketplace — The Independent Business-to-Business Marketplace for Charter Operators, Brokers, and Corporate Flight Departments

At this year's Business Aviation Convention and Exhibition (NBAA-BACE), Silicon Valley-based aviation technology company Stellar Labs is unveiling the Stellar Marketplace, the independent business-to-business marketplace for charter operators, brokers, and corporate flight departments.

The Stellar Marketplace brings trusted partners (charter operators, brokers, and corporate flight departments) together to conduct off-fleet sourcing transactions with unprecedented accuracy, efficiency, and trust. The robust, easy-to-use platform allows buyers and sellers of charter flights to offer, search for, quote, and book available aircraft using real-time pricing, aircraft availability, and safety information. Streamlined workflows reduce the wait time, manual processes, and double data entry common in today's solutions.

"Current off-fleet sourcing solutions have unreliable information, are slowed down with manual processes, or are hard to search," said Stellar's Founder and CEO David Fox. "These issues cause wasted time and loss of sales. Because the Stellar Marketplace pulls reliable, up-to-date information directly from an operator's schedule board, members with off-fleet sourcing needs now have a single source of truth for pricing and scheduling."

The Stellar Marketplace is an independent and neutral electronic exchange, providing unbiased exposure for all members. Members access the marketplace through Stellar's quoting applica-

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tion, a powerful SaaS solution that provides CRM functions, trip building, multiple aircraft and itinerary options, customized quotes, an advanced pricing engine, and feasibility checks. New features, including custom documents, similar quote warning, and floating fleet, are flexible enough to enable the operations of even the largest, complex charter companies. Using Stellar's quoting application and the Stellar Marketplace, operators can now easily compare owned-fleet and off-fleet options to enable the best decision making for every situation.

The Stellar Marketplace is the latest addition to the sharing economy, which is growing fast and here to stay. A recent report by the accounting firm PwC forecasts key sectors of the sharing economy to grow from \$15 billion in 2014 to \$335 billion in 2025. At the heart of leading sharing businesses, like rideshare and accommodation rental services, lies an online marketplace, connecting potential buyers to willing sellers with real-time availability and true upfront cost. The high integrity of Stellar Marketplace data reduces time-consuming and often frustrating steps, providing members with the seamless experience expected of a modern solution.

To learn more about Stellar or the Stellar Marketplace, email info@stellar.aero or visit www.stellar.aero. You can also visit Booth #C11422.