



# PRO SPORTS DEDICATED CHARTER CASE STUDY

**THE CHALLENGE:** An NHL team had chartered with five different providers over as many years. Every year they were forced to “reinvent the wheel” with their crew, the dispatchers and the changing airport staff.

Prior to chartering, they used a dedicated aircraft, but this came at a huge cost. With the team’s minimal flight hours, the aircraft often sat unused, creating endless mechanical issues and no backup aircraft.

They had also previously used a larger fleet that did not offer a dedicated aircraft. However, a coach-configured aircraft frequently showed up with no advanced notice when a VIP configuration was part of the agreement.

In short, the team needed a dedicated service model without the exorbitant price tag.

**IN SHORT, THE TEAM NEEDED A DEDICATED SERVICE MODEL WITHOUT THE EXORBITANT PRICE TAG.**





## CASE STUDY

### PRO SPORTS DEDICATED CHARTER

#### THE SOLUTION:

The NHL team contacted PJS to explore its options. PJS identified several areas where the team could improve its aviation experience, including:

- Bulk purchasing power.
- Dedicated in-flight service.
- VIP aircraft guarantee.
- Contingency fleet.



#### THE RESULT:

PJS provided charter access to a fleet of identical aircraft dedicated to its professional sports clients, all of which were in the same VIP configuration, ensuring no risk of coach seating. PJS also provided the NHL team with a dedicated crew and Flight Concierge to guarantee consistent service. All members of the team, including coaches and management staff, had their favorite drink and snack waiting at their seat prior to boarding.

PJS created a dedicated service model and offered identical contingency aircraft in the chance of mechanical issues while greatly reducing the team's annual travel overhead.

Private Jet Services Group (PJS) is a corporate aviation consultancy providing mission-critical flight services to a global clientele of corporations, professional and collegiate athletic teams, live entertainment tours, governments, and others who recognize the cost of their transportation is far exceeded by the cost of failure. PJS procures on behalf of those clients both VIP and standard configured airliners, regional aircraft, as well as light, midsize, and large cabin executive jets. PJS acts as agents for its clients in negotiating and facilitating transportation with licensed air carriers. PJS does not own or operate aircraft.

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The PJS team is available to meet  
your needs 24 hours a day.

Call or email us any time if you would  
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