

MyFlight135 Makes a Difference for Charter Operators

Rick Belford is a commercial pilot with almost 20,000 hours in a wide range of aircraft including turbojets and turboprops. His aviation career focus is on airmen instruction, pilot examination and consulting. His flight experience includes airfreight, aircraft relocation, aircraft demonstration, maintenance test flight operations, aerial photography, and seaplane activity. Additionally, Rick has managed Part 61 and Part 141 flight schools in the central Florida area, resulting in growth and substantial increases of profitability for each operation.

Q: What is MyFlight135 and how does it help charter operators?

A: MyFlight135 is an innovative product that is just now being rolled out to the aviation community to improve charter operations. MyFlight135 is one of the latest offerings from the MyFlightSolutions family of aviation business systems focusing on the key issues for operators. We focus on increasing efficiency and therefore profitability while ensuring compliance with the FAA, TSA and other regulatory agencies. And we have a strong regard for maintaining a high level of safety.

Q: How can charter operators address the other aspects of their business — maintenance, concierge services, etc.?

A: That's a great question, and really addresses the comprehensive issues facing charter operators. It is common for Part 135 operators to have other aviation business services as well, such as maintenance, FBO, and concierge services. The MyFlightSolutions solution portfolio enables charter operators to select from a menu of charter, training, business relationships, maintenance, FBO and other mission-based factors on the particular needs of the charter operator on a regular basis.

Q: How does your extensive experience in aviation relate to MyFlight135?

A: I have many years of flying experience, as a pilot, instructor, and in many other roles. What has always been on my front burner has been to be safe, operate within the rules, respect my customers, and promote fellow operators in aviation to achieve an efficient and profitable businesses experience. In this example, ensuring that flight crews, aircraft, documents and concierge services are fully prepared for daily operations supports the notion of profitable, and safe, effective service. MyFlight135 uses tools with innovative features that enhance attention to detail and avoid the dreaded 'land mines' for charter operators. Attention to detail is so critical, from the qualifications and currency of crews, to proper maintenance and of course interactions with customers and maintaining their respect.

Q: What is really new with MyFlight135? What is the disruptive value to charter operators?

A: There are two customer-centric approaches to providing the best aviation business solution. There is 'mission-type' functionality that allows for flexible billing and scheduling. It can address dual or single-crew operations, and address owner aircraft crew scheduling for Part 91k

operations. This customer-facing approach is designed to be a complete ‘front side’ product, integrating scheduling, dispatch, check-in, full expense tracking, retail and contract-based billing, and Part 135 compliance for crew and aircraft. Another customer-centric approach for us is that MyFlight135 is cloud based and therefore functional for mobile device operations. I really wish we had this sort of capability earlier in my career!

Q: How can our readers find out more about your company?

A: For more information, visit www.myflightsolutions.com, email us at info@myflightsolutions.com, call us at 801-694-0242 or just stop by Booth #C13337 during the event!! Please let me thank you for the opportunity to talk to you and your readers about a program with which I am truly proud to be associated.

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