

## The Luxurious Side of Aviation

The German enterprise **EBAS International e.K. (European Business Aviation Services)** is a renowned expert in the provision of individual charter flights that provides a wealth of luxury for its passengers such as onboard entertainment, champagne and caviar, and special equipment. In addition to this the company offers extraordinary flight events with helicopters or hot air balloons and looks after passengers and planes from other airlines.



Our interview partner, founder, and owner of EBAS, Mr. Jochen Petereit, with his wife and co-founder, Mrs. Monika Petereit, onboard a Citation Excel

The history of the company really started in April 2000, when Mr. Jochen Petereit and his wife Monika set up their business for aviation services in the Bavarian town of Unterschleißheim. Three years later, the company opened a branch at the General Aviation Terminal of the Franz Josef Strauß Airport in Munich. Since its inception, the enterprise has achieved an excellent rate of growth. “We achieve our success in three aviation service sectors”, says our interview partner Mr.

Jochen Petereit, the owner of EBAS. “Firstly, we offer business flights within the framework of event and incentive trips (brokerage) – a segment that makes up the lion’s share of 70% of our turnover.” Secondly, EBAS is a licensed handling agent, which means that the company looks after third party airlines and their planes, passengers, and crews (20%). “This includes, for example, catering, refuelling, restroom cleaning and freshwater services and supplying special equip-

ment, etc.”, says Mr. Petereit. “Moreover, we provide hotel arrangements, limousines, passenger transfer services, VIP lounges, interpreters and security staff, flight weather forecasts and news, etc.” Thirdly, EBAS is a renowned specialist for individual and outstanding aviation events (10%). “We plan and organise complete events for special entertainment agencies”, our interview partner tells us. “This can be a sightseeing flight, a flight with a hot air balloon, or flights in historic planes and helicopters. The largest event we have carried out so far was for 450 guests who were flying in three separate planes”, says Mr. Petereit.

For its customers EBAS offers a compact fleet of aircraft. “We have five plane types at our disposal, those being a Citation jet for up to five passengers, a Citation Excel (eight passengers), a Hawker 800 XP (eight passengers), a Challenger 604 (nine passengers), and a Learjet 60 (eight passengers).” Larger planes are available accommodating 30 to 210 passengers. Here, the company operates a D328, a Fokker 100, a Boeing 737, a A 321, or an MD 83. Generally, these clients are businessmen, company executives, celebrities, politicians,

etc. “Consequently, we attach certain significance to a perfect service, the realisation of all of our customers’ ideas, extremely short reaction times, and discounts for clients who frequently decide to use our services”, says Mr. Petereit. “Being a reliable and confidential partner in all areas and offering a service that covers the whole of Europe, we strive to make our new clients active customers.”

In contrast to the luxury classes of large airlines, suppliers of cheap flights will never pose a competitive threat for EBAS. “However, after a slow period in 2003, we are now seeing a strong upward trend, which means that our planes are being chartered and equipped according to individual customer requests up to four times per week”, our interview partner specifies. And Mr. Petereit has also clear views on the future direction of his enterprise. “First of all we want to extend the business aviation segment at our location at Munich Airport. Moreover, we are currently considering the acquisition and operation of our own planes.”



**EBAS International e.K.**  
**General Aviation Terminal**  
**85356 Munich Airport**  
**Germany**