

# The Auto **PILOT**

*For The Aviation Enthusiast*



## Angel Flight SOUTH CENTRAL

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**Airport Spotlight:  
Little Rock National**

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**DEBBIE GARY  
Aerobatic Pilot**

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**IndUS Aviation**



*Angel Flight's Butch Smith  
taking off on yet another  
mission of mercy*

By Walter J. Knapp

# North Dallas Aviation

AN ALTERNATIVE TO AGGRAVATING AIRLINES

**According to Keith Dickerson, founder and president of North Dallas Aviation, in the real world of business aviation it's all about efficiency and rapid access to your destinations. "It is about saving your only non-renewable asset – time!"**

If you are a frequent flyer on any airline, you will certainly be able to relate to this situation. You have a mid-day meeting with a customer in Alpharetta, Georgia, a northeast suburb of Atlanta. The meeting, including lunch, should end around 4:30 p.m. and then you're free to return home to Dallas.

A blast of music eradicates your hard-earned deep sleep and you slam the snooze alarm for a few more seconds of rest. Bleary-eyed, you focus on the red LED lights staring back at you: 4 a.m. Already packed, you dress and groom as best you can at this unreasonable hour, and by 4:45 you're heading for Dallas Fort Worth International. Normal travel time to the airport is forty-five minutes, which should get you there about an hour and a half before your 7 a.m. departure. Not quite the recommended two hours, but probably still okay.

Fortunately, it's only a day trip, so when you board the flight, you have no need for precious overhead space; your briefcase fits nicely under the seat in front of you. Shortly after 7 a.m., your big airliner pushes back and you ready yourself for the two-hour flight to Atlanta's Hartsfield-Jackson International, located seven miles south of the city. By 10:45, you've completed the necessary paperwork for your rental car and are sitting in the drivers seat, map unfolded, trying to figure out how to get to Alpharetta. An hour later, with a few choice words about the Atlanta traffic, you



*Keith Dickerson, founder and president of North Dallas Aviation, wants to make sure every client has the best experience possible.*

wheel into your client's parking lot, somewhat flustered, but just in time for lunch.

Since you weren't exactly sure how long the meeting would last, you booked the 6:40 p.m. flight to return, but everything goes smoothly and you complete the meeting by 3 p.m. You know there is a 5:30 flight, but having already fought the Atlanta traffic once today, you decide to wait until you get to the airport to make any changes. A wise choice, as by the time you actually get to the gate, it's 6 p.m. Oddly, even though the flight monitors all indicate "On Time" for your flight, there is no aircraft at the gate. Finally, an airline employee announces that bad weather at your flight's originating airport has caused a two-hour delay. By the time you drag your weary body back into your house, it's 11 p.m. and your three-hour meeting has cost you 19 hours. No wonder you're tired!

Whether the hero of this saga flew first class or coach, the trip was still 19 hours long. For most business travelers, those are the facts of life and little can be done to change them, but for some, there is a better way.

According to Keith Dickerson, founder and president of North Dallas Aviation, in the real world of business aviation it's all about efficiency and rapid access to your destinations. "It is about saving your only non-renewable asset – time!" A charter company cannot compete cost-wise with the airlines any more than a limo company

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can compete with the metro bus. What it can do, though, is save about half the time spent in the previous scenario, and probably even more. How could you spend an extra nine and a half hours this week?

Dickerson, a five-thousand-hour Airline Transport Rated pilot, recognizes that the key to a successful charter company is service dedicated to making every client's trip the best possible. "Many decisions made by potential customers are not even aviation-related. Things like a clean and modern facility, professional-looking and -sounding employees and a fleet of aircraft that are immaculate are an absolute must. We take tremendous pride in the relationship

we have with our clients." North Dallas Aviation can whisk you around Texas or across the country, including trips to Mexico and Canada, in your choice of aircraft from the KingAir B200 to the Cessna Citation II Jet.

There is an old formula that aviation professionals use in deciding whether or not someone should own an airplane or charter. If you fly more than 200 hours per year, ownership might make sense. If less than 200, consider charter. Keith says that North Dallas Aviation can help with any of the choices. "Many companies make a decision to buy an airplane and then discover that they have actually bought a complete flight department. Unless the owner of the business is a pilot himself and flies the airplane exclusively, they will need pilots. Our management division provides a turnkey aviation department for any company not interested in the hassle of managing its own. If an owner wants additional revenue from the airplane when it is not being used, we can add it to our charter fleet and make ownership more affordable. When it's time to upgrade the company plane, our sales department can assist in the sale of the existing airplane and the acquisition of the new one."

In short, North Dallas Aviation can provide you the expertise you need whether you fly once in a while or once a week. Their professional staff will make sure that your occasional charter trip is the best you have ever had or see that every aspect of the purchase and management of your corporate aircraft is smooth and hassle-free.

For more details, contact North Dallas Aviation at [www.flynda.com](http://www.flynda.com) or call 972-233-3334.

North Dallas Aviation rolls out the red carpet for each of its clients.

