

*Comprehensive Security Blueprint for General Aviation*



**NEWS RELEASE**

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PREMIER JET AT MCCLELLAN-PALOMAR AIRPORT

TO OPEN SECURE JET CENTER, HANGARS, OFFICES

Navigance Provides Security Solution For  
New \$33-Million-Dollar Premier Jet Project

CARLSBAD, Calif. -- Premier Jet, which is introducing a unique approach to leasing airport hangars and offices at its McClellan-Palomar Airport project, has chosen Navigance Technologies Group's SAFE™ (Secure Aviation Facilities Environment) security system for the new \$33-million-dollar, 15-acre Jet Center project in North San Diego County. The Jet Center is scheduled to open in early 2006.

This is the first of several high-profile general aviation (GA) organizations that will use the wireless SAFE security system, Navigance managers say.

Premier Jet's new Jet Center will include 61,000 square feet (sq. ft.) of offices and 132,000 sq. ft. of hangar space. All facilities are offered on pre-paid 30-year leases -- an uncommonly long-term lease in the aviation industry, providing excellent anti-inflation protection for occupants.

Premier Jet executives say the company's Fixed Base Operation will be an up-scale facility. The Jet Center's ground floor will include an elegant customer service area and pilot facilities, in addition to the 19 finished hangars ranging from 3,000 sq. ft. to 15,000 sq. ft.

The second floor of the Jet Center will consist of 14 offices from 1,500 sq. ft. to 5,000 sq. ft., with spacious lobbies, hallways and elevators.

All hangars will be in "move-in" condition, completely finished with painted epoxy floors, drywall interiors and full lighting. Hangars will feature state-of-the-art, heavy duty insulated fabric Mega doors that roll up and down silently for full-width access.

Security at Premier Jet will include perimeter fencing, lighting, the latest in internet-enabled, remote-control, pan-

tilt-zoom (PTZ) digital cameras with silent alarms, electronic access controls on all gates and 24-hour digital video surveillance recording. The web-based security system can be monitored remotely.

"This is Class-A office and hangar space," said Richard Lee Sax, Premier Jet president. "We expect fast-moving, aviation-related businesses to make this their headquarters, rather than just airport satellite offices."

The new facilities will be "smart buildings" -- pre-wired and equipped with advanced telephone, computer networking, and closed-circuit and satellite television systems, and will be "as significant as an upscale hotel," Sax said.

According to Bob Jandebour, Navigance president, the SAFE wireless security network will dovetail with Premier Jet's communication's system. "The whole project is integrated seamlessly to be cost-effective," he said.

#### **NEW FACILITIES MANAGEMENT APPROACH**

Premier Jet is changing the way that aviation facilities are leased, Sax said. "Our key selling point is offering a pre-paid lease, something unique in the industry," he said. "Rents have been escalating and tenants want to avoid short-term leases because they know that rents could significantly increase with each lease renewal.

"Our tenants lease airport space for 30 years, just like buying a home--financing to keep payments at today's market.

"Our tenants can lock in their hangar and/or office rents for 30 years. It's a win-win proposition - new to the aviation industry and to FBO'S in particular."

By combining office and hangar space, the Premier Jet facility appeals to time-conscious business leaders.

"For our tenants, time is everything," Sax said. "They use private jets for convenience. At Premier Jet, that convenience factor is multiplied by proximity to their office. An executive can fly to a business meeting and upon his return he is only a few seconds way from his office."

#### **NAVIGANCE SAFE SECURITY SOLUTION A KEY**

Premier Jet knows that security is a key to selling combined headquarters offices and aviation facilities, Sax said.

"After the terrorist attacks of 9/11, we started over with our original plans. Federal law enforcement, TSA and FAA, plus county and city agencies all reviewed our plans, suggested changes and approved our state-of the-art SAFE security plan.

"Cars, planes and people no longer will freely intermix as they used to, although aircraft owners still can drive cars directly to their jets - at least for the time being," he said.

At Premier Jet, every door will be "watched" by digital cameras and the data continuously stored on digital video recorders. Every door and gate access point will require a key or microchip-coded card to open. Video cameras also can be installed inside each hangar for interior security, Sax said.

Premier Jet saw the advantage of security cameras in London, where police quickly identified transit-system bombing suspects, thanks to an extensive network of cameras.

Premier Jet tenants will be able to view camera-equipped hangars from anywhere, via a password-protected internet site. Secure remote-video viewing is available using a specific IP address to ensure that no one else can tap into the video.

"This offers Premier's tenants a powerful safety and security surveillance tool by piggybacking access on the Premier Jet SAFE security video system," Jandebour said.

#### **MORE INFORMATION**

For more information on Premier Jet or Navigance, please contact: Premier Jet, 2192 Palomar Airport Road, Carlsbad, CA 92011. Phone (800) 951-9557 or (760) 930-0123.

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September 28, 2005