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FIRST AVIATION SERVICES

SOMETHING VERY NEW AT TETERBORO AIRPORT:
FAS IS WAITING FOR YOU.

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FIRST

AVIATION SERVICES

By Drew Stekete

Something *Very* New at Teterboro Airport:

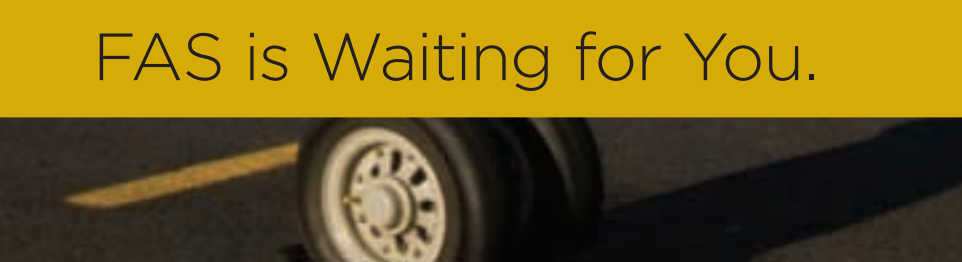


“We have a lot of pride in this place. It’s personal.”—James Gaddis, Gaddis Wind Associates Ltd., Architecture and Interior Design.

Luxury was but one of architect James Gaddis’ design goals for First Aviation Services’ (FAS) new terminal and FBO at Teterboro Airport (TEB)—New York’s most proximate business and GA hub located just west of the city.

Many “corporate jet nests” boast appointments suitable for their high-end clientele. Yet as business flying suffers increasingly critical public scrutiny, First Aviation Services is positioned to offer one-of-a-kind privacy and security features, plus straightforward, spacious functionality—a rare amenity at the often-cramped TEB.

FAS is Waiting for You.





Bill Thomas, FAS's managing director/CEO.

“Our customers are conscious of security these days and high-profile people want their privacy, even when traveling,” says Bill Thomas, who was once TEB’s director of operations when the airport was run by Johnson Controls and now works as First Aviation Services’ managing director and CEO. “And by including many key staff in our planning and design, this place really works for everyone—passengers, crews and employees.”

This modern facility has been engineered for efficiency. Although TEB’s newest terminal, FAS had been on the field for decades as “Beechcraft East” at the end of an old, cluttered west-side row of buildings on Industrial Avenue. Expanding Runway 19’s clear zone took that property, however, and the FBO was forced to relocate.

It was time to move to TEB’s newer south side—although doing so was



Although many people think FAS is a private complex, it’s open to the public.



(Above) Once TEB’s smallest competitor, FAS is now its largest. (Right) A freeway through the Meadowlands Sports Complex provides a shortcut from FAS to NYC.

a near-miracle in the crowded but environmentally sensitive New Jersey Meadowlands area. A three-year effort achieved both the permits and wetlands remediation necessary to construct a new 24-acre facility, which contains 225,000 square feet under one roof. As a result, TEB’s once-smallest FBO competitor became its largest.

Aside from opening up new airport land, FAS also gained a midfield location at TEB, where crossing runways can stretch taxi times. Its 22-acre ramp lies just south of Taxiway Golf, which spans the airport between its runways. Taxiing into FAS, pilots find a spacious, organized ramp with wide, color-coded taxi lanes and drive-thru parallel parking—a decidedly different scene from the typical Teterboro experience where airplanes, cars and limos often seem tucked into every nook and cranny.

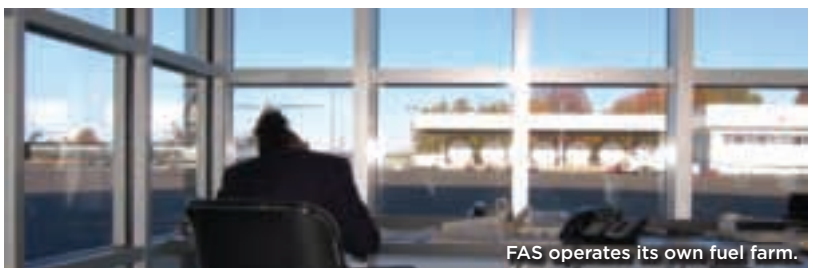
“When I first started doing design work for the old FBO, traffic was mostly smaller piston aircraft and King Airls. Today, it’s mostly larger corporate jets,” says Gaddis. “Regardless of new buildings and terminals on



the airport, ramp and parking space is still at a premium here—except in this new design.”

The pay-off? There’s 80-percent less aircraft towing at FAS. More than 150 operations a day can be handled with no tugs at all: Pilots just taxi in, park and later taxi directly out to a ramp exit that spans the entire parking area. There’s little potential for frequent repositioning and possible “wingtip rash,” and no bottleneck at a traditional taxiway-width ramp exit.

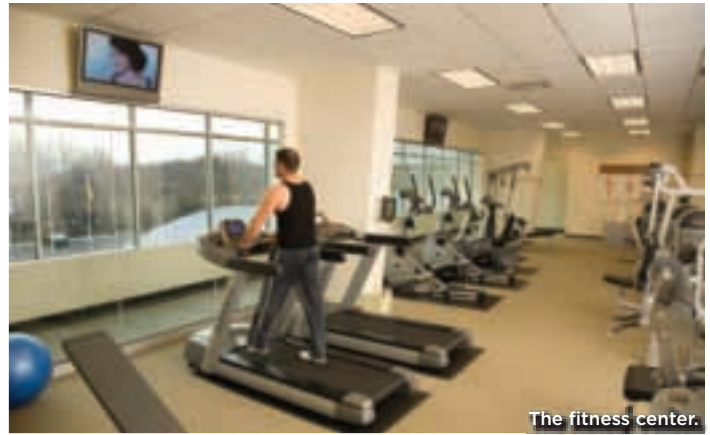
Similar facilities serve the landside. Parking for more than 150 cars is located right next to the terminal/hangar complex. There are even 12 limousine spots right outside the terminal door in a protected arrival/departure area. Under



FAS operates its own fuel farm.



Luxury was only one of Gaddis's concerns when he designed the terminal.



The fitness center.

the cover of a large portico, three parties of corporate CEOs can board or unload side-by-side at the door with no waiting.

Even the drive away from the airport is different. TEB's traditional west-side FBOs are served by two often-gridlocked highways, NJ Route 17 and US 46. Although First's south-side location is convenient to those routes, it also offers another attractive option: a brief local shortcut leading to the wide-open six-lane freeway through

"When I first started doing design work for the old FBO, traffic was mostly smaller piston aircraft and King Airls. Today, it's mostly larger corporate jets."
—James Gaddis.

the Meadowlands Sports Complex. Route 3 and New York's Lincoln Tunnel are then just minutes away.

"The south-side FBO is still 'the new guy on the block' for those accustomed to the old routes to the city," says Thomas. "Heading southeast on local streets for a mile or two, though, gives you a head-start into New York and avoids some of that congestion on those traditional routes."

The south-side location is especially close to many premium hotels and the relaxing Harmon Meadow campus of hostilities, restaurants, shopping and theaters—a favorite of RON crews with an evening or day to kill. This aspect of FAS provides a real break for clients who want to escape the "hustle-and-bustle" of the area. However, direct low-cost bus service (and rush-hour, bus-only lanes) can have you in midtown Manhattan in minutes.

Convenience aside, there's more to First Aviation Services than just a "pretty face" or a new way to travel from the airport. Its design shields passengers and aircraft from prying eyes—be they curious onlookers, the media or perhaps even a business competitor. FAS is located a quarter mile away from public streets and hidden behind fenced, wooded airport land. Approach via the airport's access road is controlled by a manned 24-hour Port Authority checkpoint at the airport perimeter. "With so many high-profile people using our facility, our design protects them at whatever level of security and privacy they need," says Thomas.

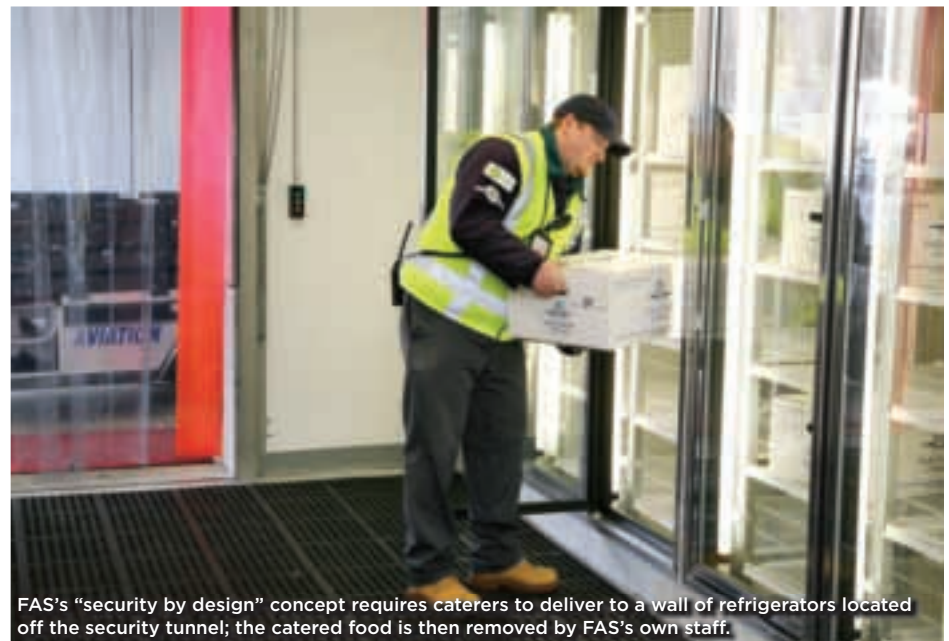
The hangar/terminal complex itself shields the ramp from on-airport traffic and even from FAS's own parking area. There, auto loading and unloading is hidden in a deeply recessed courtyard under a large, protective portico.

By contrast, some other TEB terminals and ramps are highly visible, just feet from public streets.

First Aviation Services' concept of "security by design" doesn't end there, however. Vehicular access to aircraft is controlled by a sally port double-gated tunnel that runs through the terminal building. Caterers, for instance, never reach the ramp. Instead, they deliver to a double-sided wall of refrigerators located off the security tunnel. First's own staff then removes catering supplies ramp-side for delivery to aircraft.

"Some passengers may even choose to avoid the lobby altogether, transferring from their limo into a FAS ramp vehicle for the ride through our security tunnel right to the aircraft," adds Robert DeStefano, director of Line Service.

The entire terminal is protected by more than 125 security cameras monitored and recorded 24/7. All doors are locked, opened only with assigned



FAS's "security by design" concept requires caterers to deliver to a wall of refrigerators located off the security tunnel; the catered food is then removed by FAS's own staff.



The A&P maintenance staff is on duty all day, every day.

electronic security keys. But Gaddis adds, “We haven’t made things cumbersome.”

His sentiment is certainly true for transient arrivals, but based tenants get a real surprise: The facility—measuring nearly three football fields in length—can be traversed completely indoors. There’s no need to go out, get in a car or even put on a coat, which is a real plus during a nasty Tri-State winter. From hangar floor to hangar offices, terminal lobby, fitness center or maintenance shop—it’s all together under one roof.

The fitness center and its crew showers are just one element of top-notch accommodations. There are several

conference rooms, crew rest and briefing areas. The terminal’s functional design has been nominated for an award because of its practical customer-care benefits.

“Management was a perfectionist on this,” says Gaddis. “The point was to make the FBO experience as positive for passengers and crews as possible.” That goal also demands special features for continuous operational reliability. During one of those famous New York-area blackouts, FAS can generate its own dual-redundant backup power. There’s also an on-site fuel farm with 150,000 gallons of AirBP Jet A. Because of this, First doesn’t have to worry about weather, traffic or occasional supply problems affecting refueler trips back and forth to off-site, third-party distributors.

And if you ever need an air-start at TEB, FAS is the only place to go. Its A&P maintenance staff is on duty 24/7 to get you started or provide any Part 145 maintenance desired in their 40,000-square-foot service hangar. Even engine changes are easy with the facility’s 10,000-pound capacity overhead crane.

“Our spacious, modern maintenance operation is ready for anything, anytime,” says Bill Dunne, First Aviation Services’ director of maintenance.

To this end, First Aviation Services is a Gulfstream-approved supplier and also services Cessna, Falcon, Hawker,

Learjet and Raytheon-Beech business aircraft. There’s no state sales tax on parts for aircraft more than 6,000 pounds MGTW.

“When utility power fails or you need an air-start, other FBOs will send you here anyway,” explains Thomas. “Why not start with us first?”

Thomas also welcomes new based tenants to First Aviation Services’ three open-span 40,000-square-foot hangars with available offices and parking right outside. Even Gulfstream and Global Express operators will find the accommodations roomy.

Recently, the terminal/FBO has been winning new customers by offering the lowest fuel prices on the field. And unlike some competitors—who specifically disclaim any guarantee on their websites—FAS stands behind its prices posted on AIRNAV.

Still, many flight crews often taxi past the big red “FIRST” sign facing the roll-out end of Teterboro’s Runway 24. The misconception is that First Aviation Services is a private complex open only to fractional jets. Operations since 2007, in fact, have been low-key while longtime owners Joe and Florence Ritorto were engaged in the process of selling their FBO masterpiece to Goldman Sachs. Thomas now invites those flight crews to stop by, saying “Come on in. We’re open for business.” ➔

Maintenance Hangar photo by BobGigliomePhotography.com; Limo Boarding photo by BetzPhotography.com.



First Aviation Services offers a private, protected arrival/departure area.