

Avery Charter Services Ltd

Case Study



CUSTOMER: **Avery Charter Services Ltd.**

BASED: **Douglas, Isle of Man**

- Avery Charter Services is an established premium charter company based in the Isle of Man that is building up its own aircraft fleet
- The company was looking to expand its charter business with a Hawker 750 light-midsized business jet
- Avery was a returning customer after being impressed by Paragon's service when buying a helicopter



Helping British businesses

Avery Charter Services first turned to Paragon when it purchased a helicopter and was so pleased with the service that it returned when building up its fleet.

Looking to expand into the charter business, Avery sought £1.4 million of support from Paragon towards buying and fully refurbishing a Hawker 750 light-mid-sized business jet.

Once Avery had found an aircraft that fitted its criteria, based on passenger capacity and range, the company liaised with Paragon's Head of Aviation Alison Jones and her team to swiftly make all the necessary arrangements to see that the deal went ahead.

“Our dealings with Paragon were proactive, reliable and professional”

The forward-thinking British company has invested in acquiring aircraft to use for its business and to use for charter.

Matthew Proctor, co-owner of the aircraft, said: “With an aim of having aircraft that will be popular in the short to medium range charter market, Avery was interested in adding a corporate jet into their existing helicopter charter business for some time.

“We first worked with Paragon when we were looking for finance on a helicopter purchase. Paragon was able to structure that funding in line with our requirements.”

John Strowbridge, principal owner of Avery Charter Services, added: “Alison and her team always provided prompt feedback and outline terms on lending requests and, importantly, honoured those lending terms as the transaction progressed to completion.

“They have also been very proactive engaging with all parties on the transactions to assist in getting the deal to a successful completion.

“Our dealings with Paragon were proactive, reliable and professional.”

Meet Alison Jones

Alison who has 15 years' experience in the aircraft financing business said: “We aim to make the whole process of financing an aircraft as smooth and simple as possible, whether it's for individuals, SMEs or corporate clients using a plane or helicopter to help their business grow.

“We pride ourselves on our customer service and this is rewarded by the number of repeat customers that we are seeing, not only to Aviation but to the wider group.

“For those looking to fund an aircraft, Paragon works hard and swiftly to get their finance off the ground.”

What we offer

- ✓ Finance on flight simulators and general aviation aircraft, including fixed wing aircraft and helicopters, as well as business aviation aircraft, including turbo-prop aircraft and corporate jets, starting at a minimum finance amount of £100,000. We can also provide finance on ground handling equipment
- ✓ Solutions to purchase a simulator or aircraft; refinance an aircraft already mortgaged with another funder; or release equity on aircraft owned outright (subject to certain conditions)
- ✓ Seasonal payment plans
- ✓ Flexible terms available and facilities can be structured for a term of between one and seven years
- ✓ Bespoke solutions developed for each individual application to give you the best deal possible



For information on our aviation finance products, contact Alison today on 01959 588 504