MD O L L A R DEALS

Millions of dollars on the line in an important deal in Southern California. Negotiations after negotiations with the City of LA. And finally there's the break. The Mayor has an interest. Several council members are interested too. In fact they are all conferencing about it right now. "Can you come over right now?"

Well for most, this would be an impossible task. 300 plus miles from Northern to Southern California, at least a five-hour drive. Hardly a productive mode of transportation for a businessperson. A commercial flight? Hmmm. 30 minutes drive to the airport, 30 minutes to park, arrive an hour early. Oh gosh, is there a flight right here right now right where I need to go? Add the hour flight and the half-hour for both luggage and getting a car.

And the half-hour drive. One-way, 4 1/2 hours and everyone has gone home.

For Robert Kushner, pilot, aircraft owner, CEO of National Productions a company which specializes in computer, business and aviation trade shows, it is only 1 hour 20 minutes air time, and his airport is a couple of miles down the street. Bob makes the meeting, and gets the deal. This multi-million dollar contract paid for his aircraft in one flight.



Most of Bob's shows are on the weekends. It used to be he was always gone all weekend taking care of business. With his aircraft, he can fly to his shows first thing Saturday morning. Sometimes he is home by lunch, but always he is home that day. Even if other deals come up, opportunities to follow-up, people to see, transaction to be made, one way or the other, even if it is 2:00 am he is always home to be with his family on Sunday; being with his wife is worth the price of the aircraft.

And, when it is all said and done, it is those deals that drive Bob's passion to be flying, his interest to climb upfront in the cockpit, gauges, power, freedom, Bob's a pilor and loves every minute of it. PIC more than 350 hours a year. Just had his aircraft modified, a larger engine in his Malibu. Ooh, and four blade props. Desire 1000 feet per minute climb, 1500 all the way up? 15,000 in 10 minutes, with a piston single. The Malibu already is a fabulous plane; now with the 10550, 350hp, two turbos for each bank, four blades, now that's a plane for bringing out passion, 230 knots worth, in anyone.

Although Northern California based, most of Bob's business is in the San Gabriel Valley, Los Angeles. In fact he is the number one customer of the Los Angeles County FairPlex. National Productions has a show practically every week.

Bob's West Coast Pilots Expo is May 22nd & 23rd at the LA FairPlex immediately adjacent to the LaVerne Bracket Airport in Pomona, CA. There will be aircraft exhibits on the airport and a regular shuttle from the airport to the FairPlex. A great fly-in-weekend. Sheraton at the FairPlex. Golf across the street. Bring your sweetie for private hot tubs on top of the hill overlooking the San Gabriel Valley. Gazebos, open air, colorful sunsets, lake below, a little bubbly and you have a wonderfully romantic evening. Great restaurants too. An old mine, Pomona Valley Mining Company, has been restored into a restaurant. Built into the side of the hill with a great view. Brackett also has a restaurant on the field.