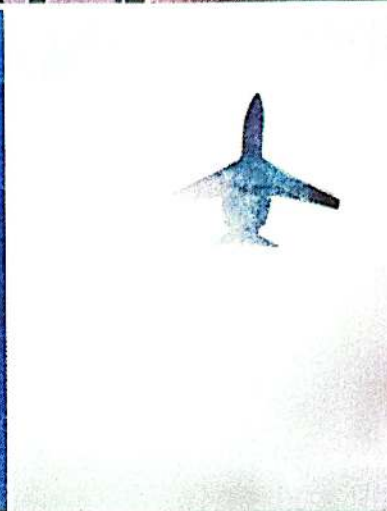
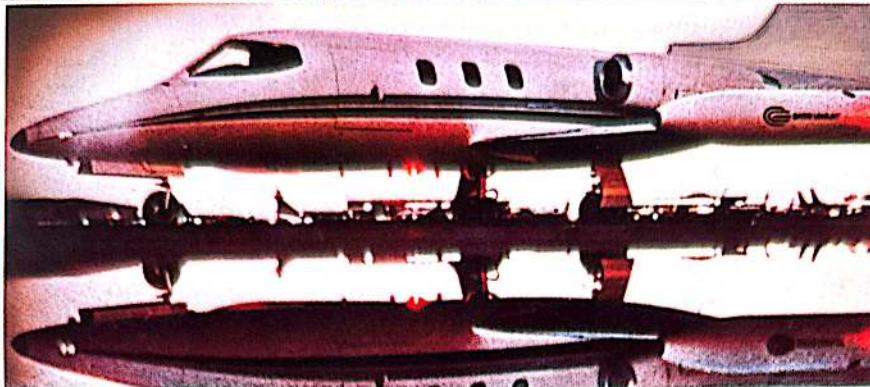
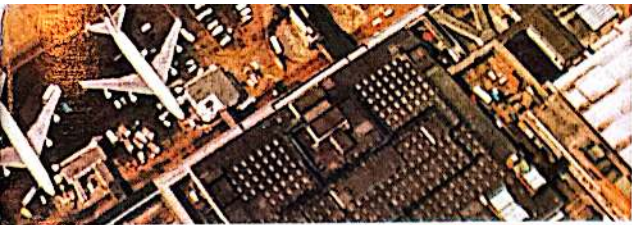




OMNI
International
Jet
Trading
Floor





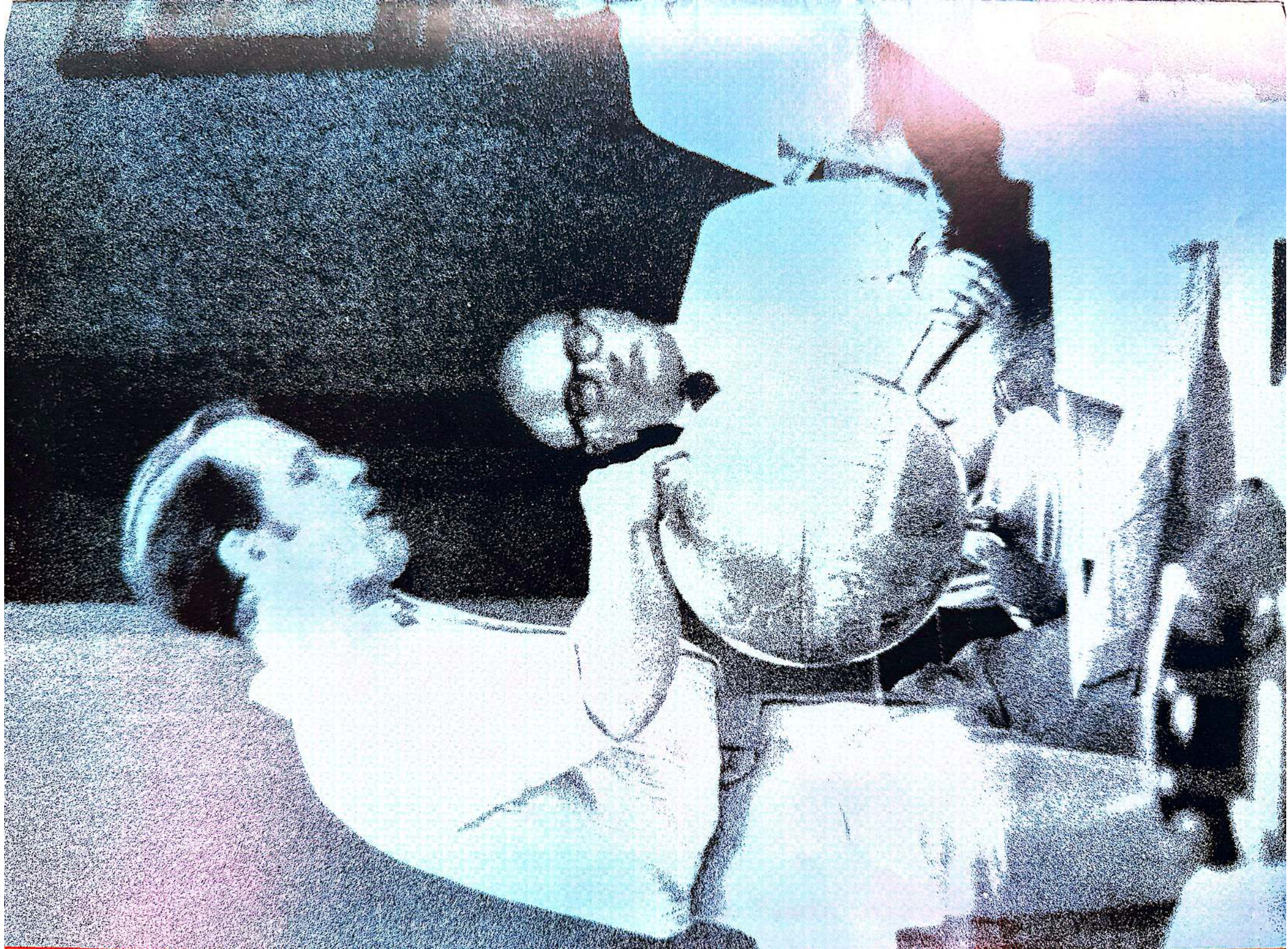
TOKYO HONOLULU KONA

FROM THE PRESIDENT

Visitors to OMNI's Trading Floor invariably say that our operation has to be seen to be appreciated. Even though the OMNI welcome mat is always out, we know that many of you can't take advantage of the opportunity to visit the floor. For those interested in first-hand knowledge but unable to visit our facility we proudly present this overview of OMNI.

OMNI occupies a unique position in aircraft sales, both commercial and governmental. Our concept of international representation for aircraft buyers and sellers has survived the test of time. Since its inception in 1963, OMNI has provided the catalytic "third-party link" essential to the closing of successful aviation sales and purchases.

In this presentation, we hope to show you what has made OMNI a vital element in the marketing and procurement of new and previously flown aircraft. Since all of you cannot accept our open invitation to visit the OMNI Trading Floor, we will try here to give an insight into our operation and the matchless services we can provide.



"We had outgrown our Jet Commander and felt we needed a larger plane to serve our needs and it was through Omni that we were able to secure a Falcon Fan Jet eminently suited to our needs."

Mike Hughey
Imperial Oil Company

"We appreciate very much Omni's contribution to the replacement of our Falcon with a Gates Lear Jet in a complicated, three-cornered deal. Omni's handling of their part of the transaction left nothing to be desired."

Arthur B. Tillman
Senior Vice President
Diamond Shamrock Corp.



The third party agent has achieved its purpose and done a good job when both the buyer and the seller in a transaction are completely satisfied. This kind of satisfaction is OMNI's constant goal. And OMNI attains its goal through the **Jet Trading Floor**, an efficient and effective aircraft marketing system which assures maximum benefits to both parties.

OMNI offers both buyers and sellers access to the world aircraft market.

Those who conduct their transactions through the OMNI International Jet Trading Floor gain the benefit not only of dealing with the most skilled and knowledgeable professionals in the business but also access to the most advanced technology in the fields of aviation, communications, and marketing.

Our staff of **Marketing Information Directors** can bring a buyer or seller up to date on any of the latest aviation developments which might affect an aircraft transaction. When the seller works through OMNI's **Director of Appraisals**, he has access to all the technical and financial staff backup necessary to conclude a successful sale. Trades in aircraft are underwritten by OMNI and international purchases are backed up by irrevocable bank letters of credit. At the same time, buyers who utilize OMNI's services can look to the industry's most creative **Aircraft Sales Directors**, all pilot/businessmen, to cope with every conceivable difficulty or problem encountered in a transaction. The OMNI Sales Director is supported by an **Accounting and Finance Department** staffed with CPAs . . . an **Engineering Department** equipped to provide specifications, performance analysis and contractual services . . . and a **Marketing Department** aimed at creating and focusing interest in your aircraft.

"Considering the distance and the complexity of the sale wherein Washington, D. C., Tokyo and Manila were involved, we are glad that a professional group like yours have expertly handled the sale of our aircraft."

**Y. Suzuki, Gen. Mgr.
Toyo Menka Kaisha, Ltd.
Manila Branch**

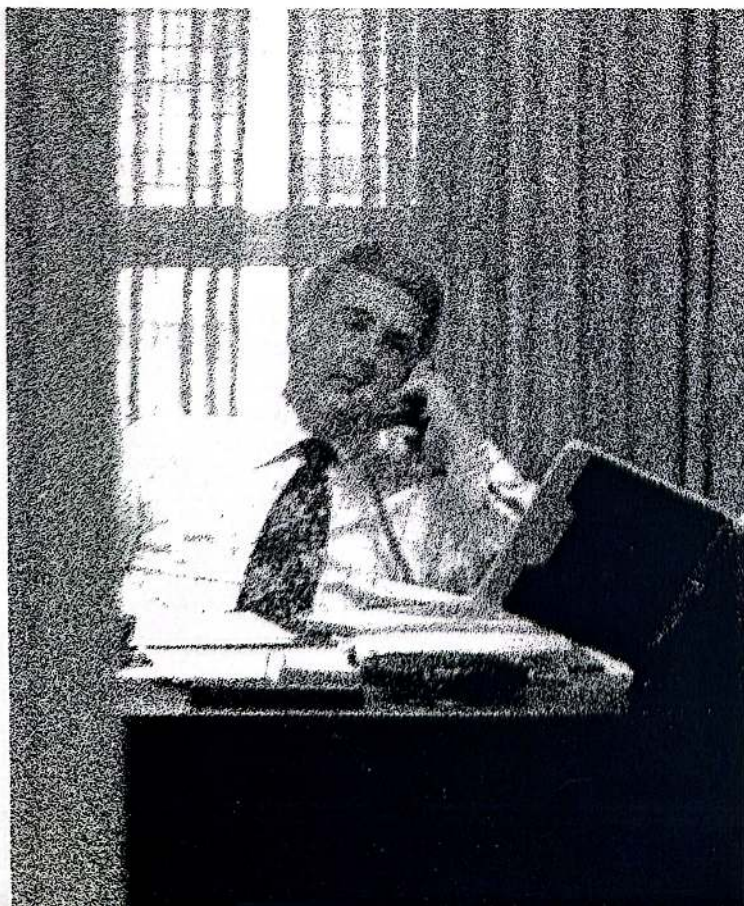


It takes experience to trade in the international aircraft market...

OMNI knows how.

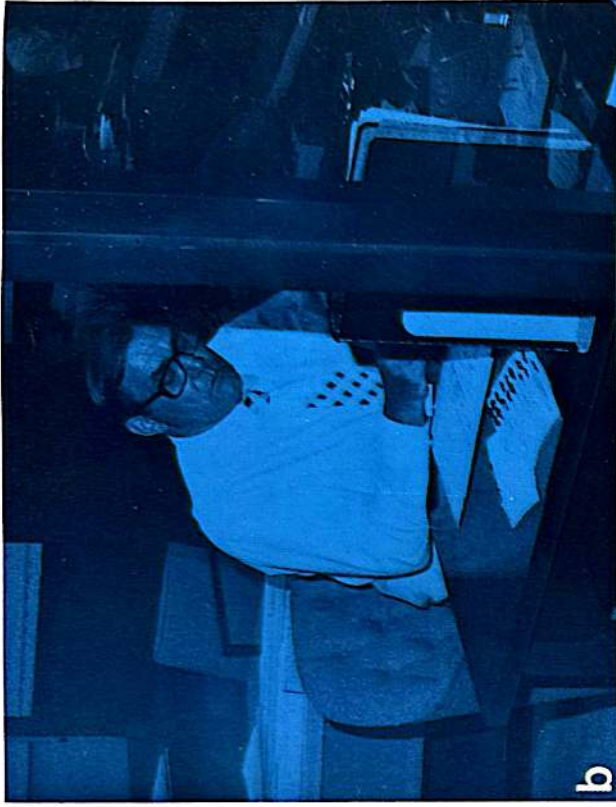
The complexion of the aircraft marketing business is ever changing. What is true of the business today may not be true next year, next month, or even next week. The aircraft market is erratic and fluctuates based on many economic and other factors. It has a character all its own and an astute observer quickly realizes that market events are not just one-time occurrences but are rather a part of an on-going business flow, composed of all marketing developments which take place around the world. OMNI is fully aware of all the complexities of this business flow. In fact, that is why it exists.

It is OMNI's responsibility to monitor continuously the pulse of the business flow throughout the world aircraft market. More and more aircraft buyers and sellers who come to the Trading Floor are discovering that the potential market is not restricted to the limited area of their personal or business contact. OMNI takes great pride in introducing them to the world marketplace. For those who want to purchase aircraft, the Trading Floor makes available the entire world's listings; for sellers, OMNI provides access to all potential buyers worldwide.

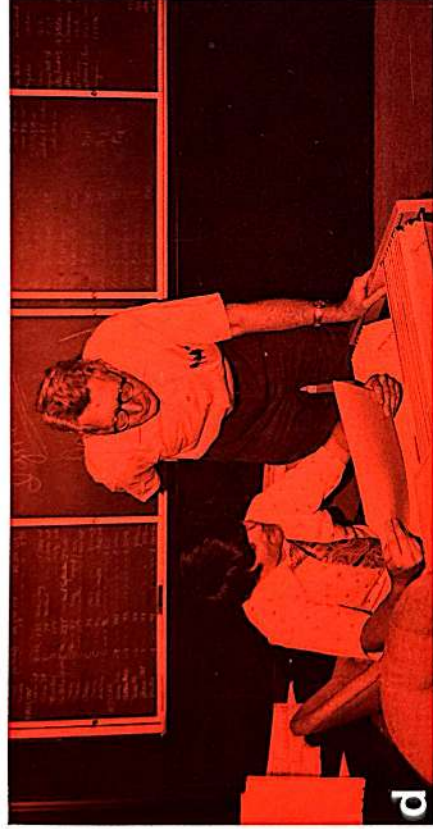




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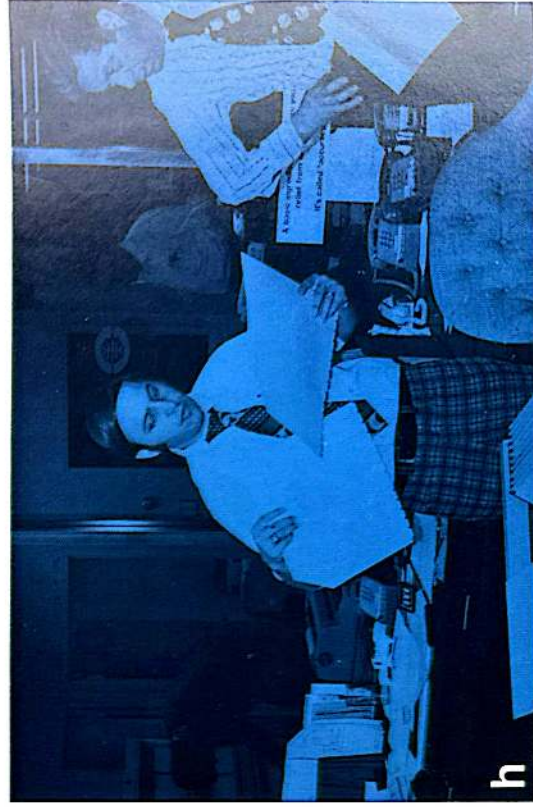


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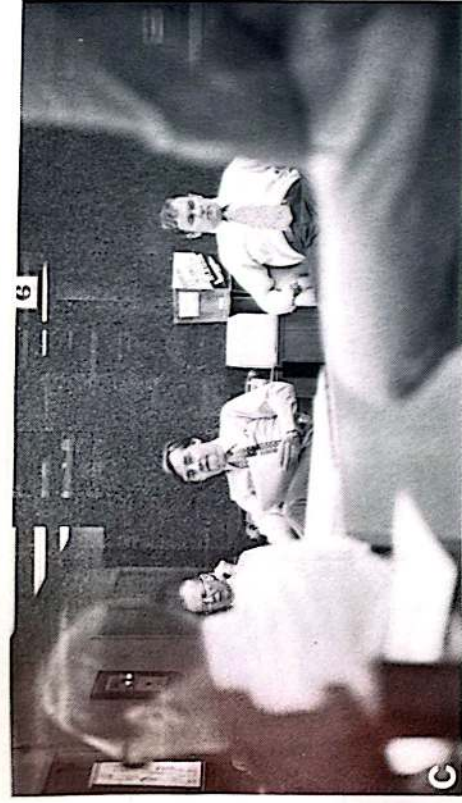


e

- a.** Leadership in creative sales development.
- b.** Aircraft purchasing expertise backed by years of experience.
- c.** Jet Trading Floor market analysis session.
- d.** Daily market information development.
- e.** Exclusive marketing agreement progress audit.
- f.** Sales engineering and customer service monitoring.
- g.** Jet Trading Floor team marketing conference.
- h.** Spot aircraft evaluations and appraisals.
- i.** CPA/Financial service activity.
- j.** Marketing and communications information backup.
- k.** Daily contact with aircraft owners and operators.

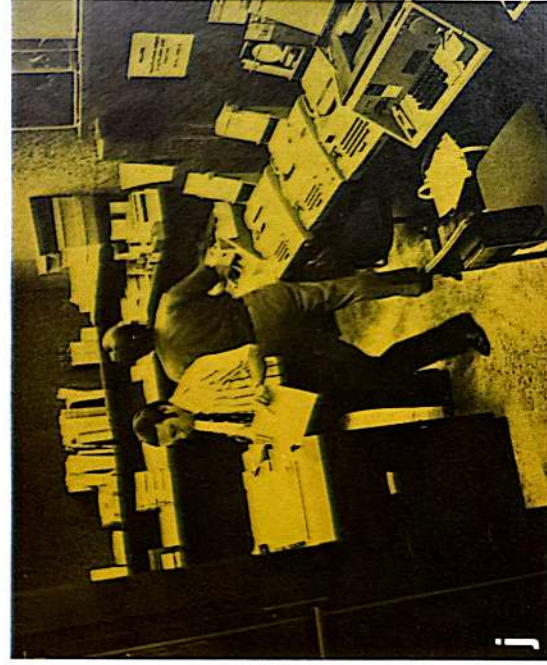


h



"I can now understand why a visit accomplished more than all the correspondence in the world. I agree your operation must be seen to be believed. I now know the definition of a 'first class operation.' You certainly do have one. Each member of your staff that I had the pleasure to meet was both gracious and professional."

**William H. Gosnell, Manager
Southwest Aviation Department
Royal-Globe Insurance**





"The recent purchase of our Sabreliner 60 through your fine organization once again proves strongly the element of supporting services of your organization."

William H. Lane, Pres.
Riviana Foods

The market is there, but support services are essential to OMNI provides them.

OMNI creates an atmosphere that is conducive to trading. Although buying and selling aircraft is an infrequent activity for most who have aviaional requirements, a very concentrated and time-consuming effort is required to develop the resources to deal with all the eventualities entailed. That is where OMNI comes in, for the buyer or seller who approaches the Trading Floor can be assured of all the necessary support services.

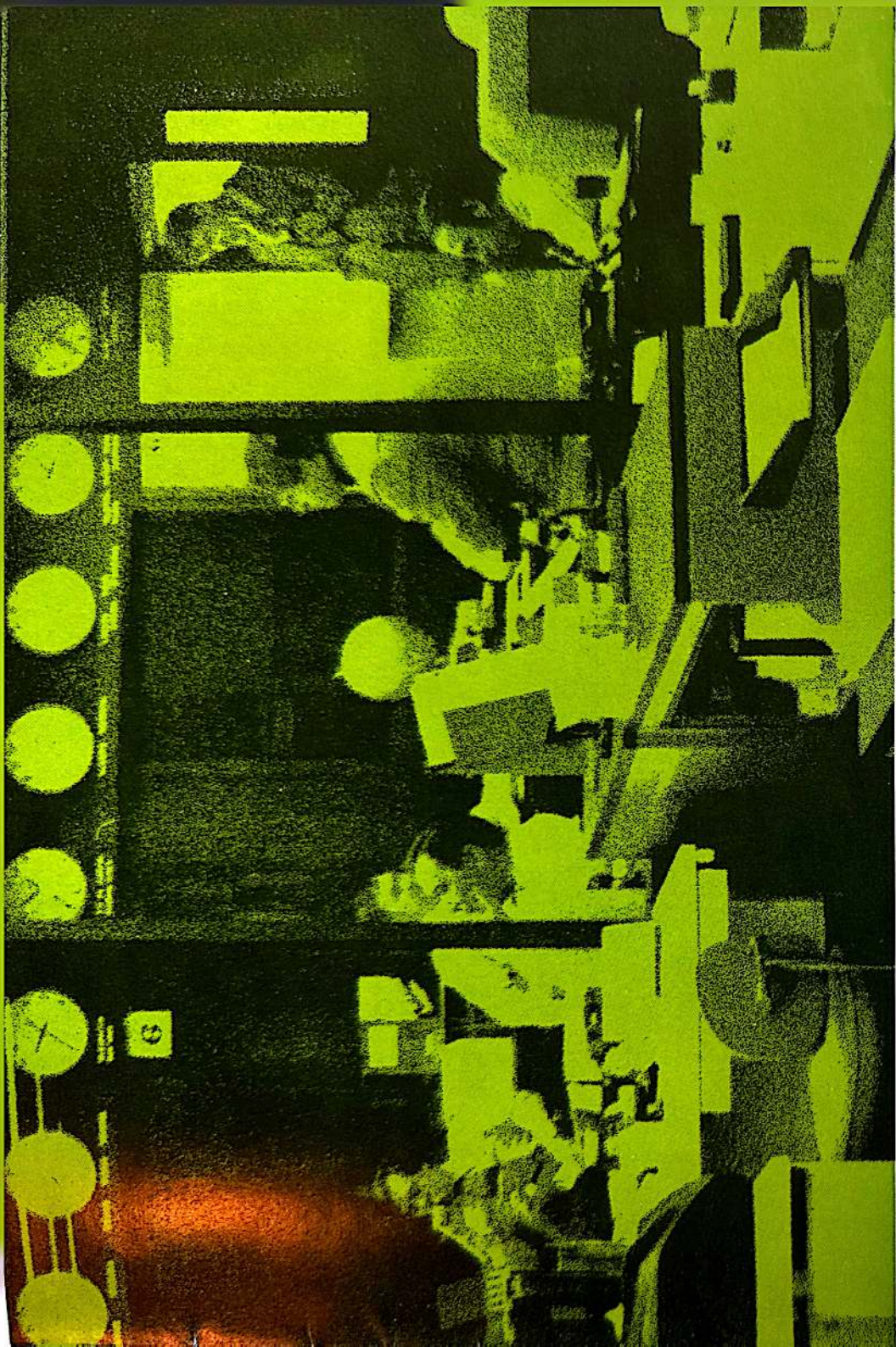
OMNI takes trades.

Aircraft to be traded are moved quickly with OMNI, because OMNI provides all the backup services a buyer needs. OMNI's ready market for many models

assures the aircraft owner who is moving up or down the ability to dispose of his present airplane quickly and at the highest world bid available. With many transactions taking place on the Floor simultaneously, it is very possible that an aircraft to be traded can provide the missing link in reaching a satisfying arrangement for all parties concerned.

OMNI finances.

Because it has banking associations of long standing and a financial department that shops the money market, OMNI can buy any aircraft for cash and offer complete financing services which might be unobtainable elsewhere. OMNI is where banks go for

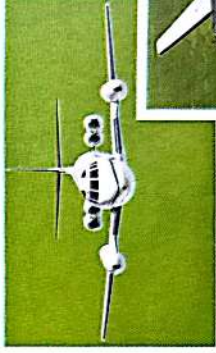


develop its potential...

critical data required for financing aircraft. OMNI is also a leasing specialist.

Omni's Technical Services

Frequently an aircraft that is for sale, lease or trade can be marketed successfully with some modifications to the user's specifications. With a Technical Services Department that has international contacts, Omni can offer both procurement and management of any aircraft modification. These services also include interior renovation, painting, and spare parts services.



Is your average business trip less than 1,500 miles?

FIRST CLASS MAIL

ATTENTION -
-PILOT

FIRST CLASS MAIL
PAID 8¢

PAID 8c
MAIL
FIRST CLASS

The Incomparable Sabreliner

**ACCESS
TO THE
WORLD
JET**

S₂INNO

FALCON

DOMINI'S TRADING FLOOR

NEW OFFERING UN...

ans ~ Ocean
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st

81 JE
C-9-C

Get on top of it with

"Your diligent efforts in this matter were responsible for bringing us together with a buyer during a period when the sale of the Jet Commander was experiencing a soft market."

**A. Sarkis, Director, Traffic
Crucible Steel**

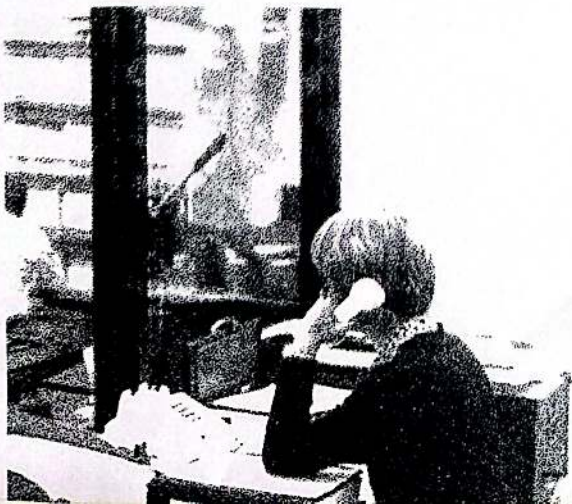
OMNI's marketing programs penetrate.

Knowing where all the available aircraft are is vital. Knowing where all the potential customers are is no less important. Bringing the two together is the stuff of which OMNI's success is made. And the job of bringing the two sides together falls largely to OMNI's Communications and Advertising Programs.

The aircraft market is ever growing and ever changing. In order to keep its public informed of currently available aircraft, OMNI conducts a variety of direct mail and information programs. Through these programs, much of OMNI's network of nationwide contacts is built. Old customers are kept abreast of new developments; potential buyers and sellers are exposed to the most efficient system of aircraft marketing in the world.

In addition, OMNI advertises in all important aircraft magazines, most major business publications, and business-oriented newspapers throughout the world. The sales development program also includes a regular direct mail campaign, disseminating regular monthly pictorial color brochures of all aircraft currently listed on the Trading Floor. Many special promotional pieces, too, are produced: OMNI regularly mails to over 20,000 aviation-oriented, interested buyers and sellers. OMNI Information Directors and Executive Sales Directors then follow through on all inquiries generated by these mailings.

OMNI also participates in all major aircraft conventions, with special emphasis on the NBAA Convention . . . OMNI is an NBAA member.



"Your sales team apparently 'gets the jump' on all other aircraft sales organizations and your data concerning the aircraft movement picture is certainly voluminous. Omni seems to us, from our experience, to be about 10 years ahead of your competitors."

John F. Bridges, President
Jet America, Inc.

ADVERTISING/COMMUNICATIONS

Creative conceptualization. Copy writing and graphic design. Direct mail programs. Media research and programming. Sales presentations. Photography and aircraft type photo files. Graphic art production.

MARKETING

Market analysis and program development. Buy/sell communications origination. Coordination of total marketing efforts. Recording of actions taken to stimulate buys and sales of specific aircraft. Data analysis for market development purposes.

MARKET RESEARCH

Market Information Directors call all aircraft owners and operators to develop information regarding market. Provide helpful information to interested parties regarding state of the art.

FINANCIAL SERVICES

Omni operates its own finance and leasing companies. Arranges financing through international banks and lending institutions. Structures purchases and sales for best financial advantage to our customers.

EXECUTIVE SALES DIRECTORS

Businessmen/pilots who develop sales by participation as a "third party" to bring about a satisfactory transaction for both buyer and seller. Sales directors are well experienced in all aspects of aviation, financing, leasing and related business applications.

TECHNICAL SERVICES

Performs aircraft appraisals. Provides technical assistance in hundreds of situations arising when trading aircraft on the international market. Guidance in aircraft alteration, customization and mechanical and technical requirements.

TRADING FLOOR

Registration of new aircraft coming on the market. Registration of customers wanting to purchase or trade aircraft. Assignment of sales directors to specific trading activities. Purchasing of aircraft for special needs registered on the trading floor.

ADMINISTRATIVE SUPPORT

Computer Back-up for research, sales and marketing. Secretarial support services. Communications assistance. CPT letter program. Mailing.

COMMUNICATIONS CENTER

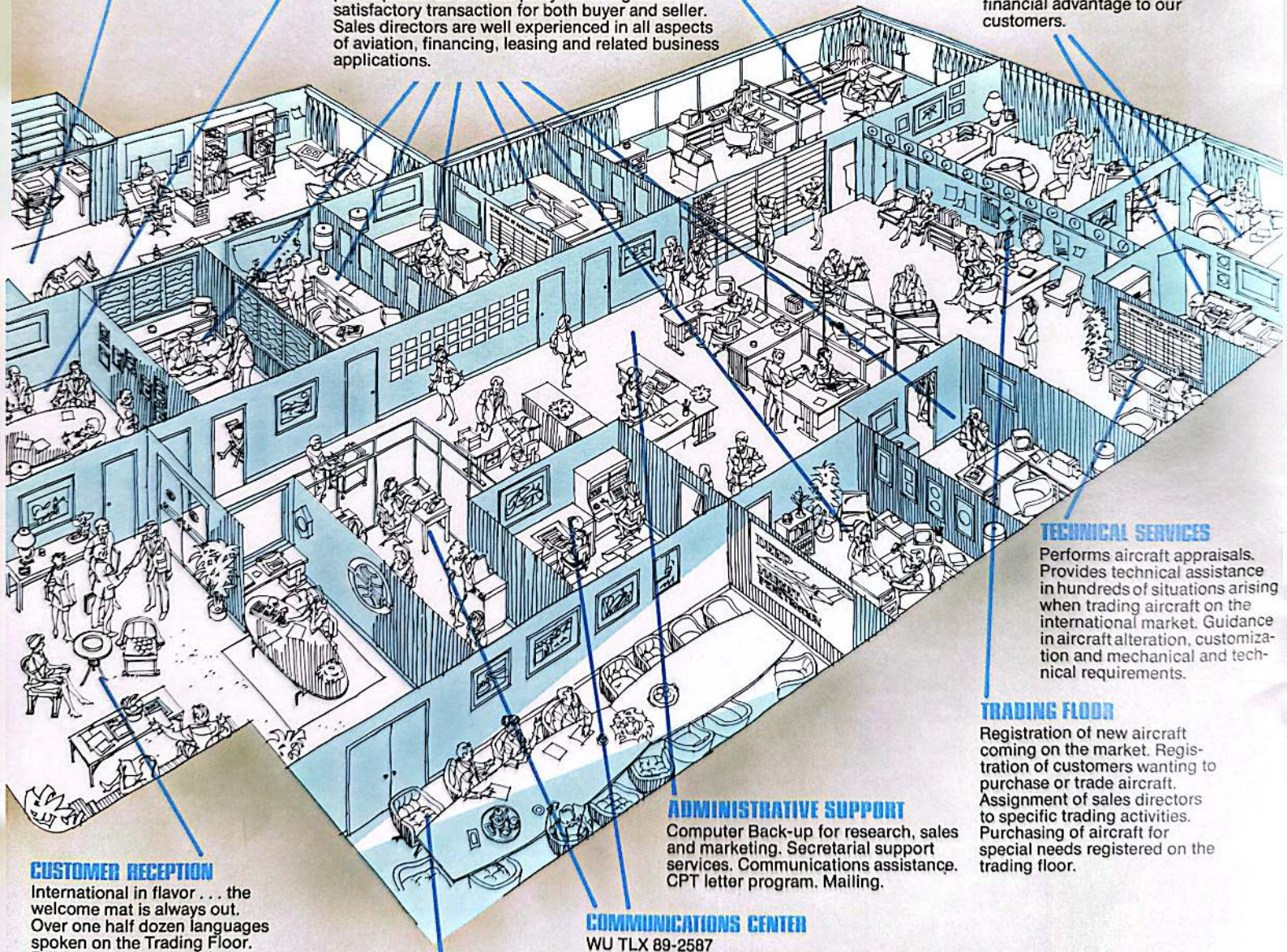
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WU TWX 710-822-9236
ITT TLX 440299
RCA TLX 248647
CABLES: OMNIJET WASH 20037

CONFERENCE ROOM

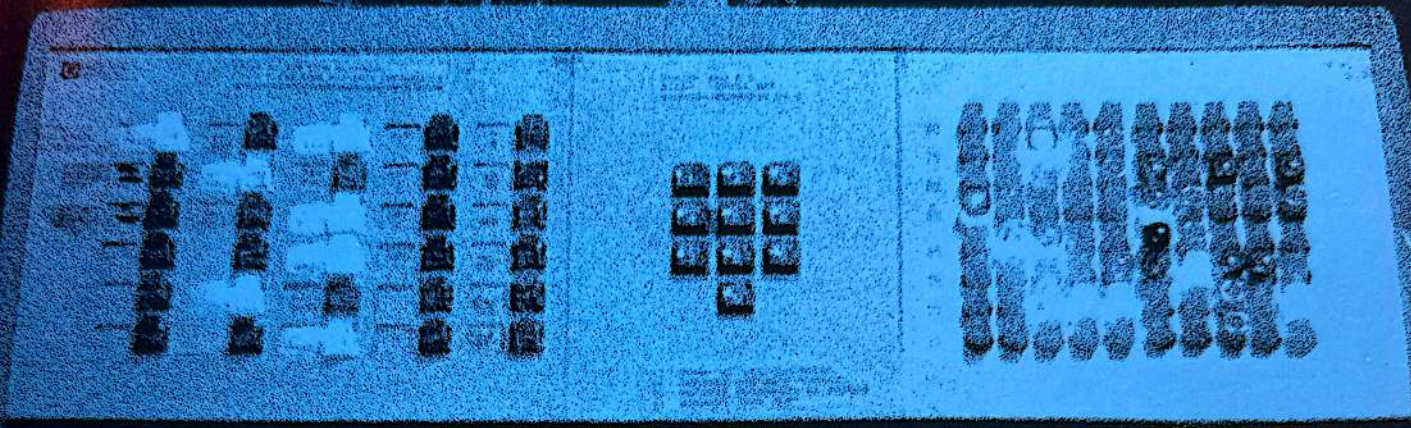
Conference capacity from 24 to 30 persons. Audio/Visual equipped. Quiet and separated from the busy flow of the Trading Floor.

CUSTOMER RECEPTION

International in flavor... the welcome mat is always out. Over one half dozen languages spoken on the Trading Floor. Private offices and conference rooms provided for OMNI customers.



Hello, Omni Jet Trading Floor...



APPRAISALS

Daily trading activities sharpen the appraisal skills of Omni experts. These skills are available by calling the Omni Trading Floor. Financial institutions are welcome to use this service. All are welcome to call when a need exists.

PURCHASING

Efficient trading assures sellers of the highest cash price for their used aircraft. Omni can and will buy any size jet or jet fleet on the spot. Call the Trading Floor anytime.

LEASING

Short term, mid and long term leases and rentals. Each lease tailored to the need of Omni customers. The most innovative aircraft leasing group in the world. Leasing is an Omni specialty and the Jet Trading Floor is the place where it happens.

MARKETING

The Jet Trading Floor represents a complete breakaway from traditional high-cost aircraft sales techniques. Marketing—the aggressive arm of the Omni operation—makes possible efficient, economical aircraft sales. Your "access to the world market" is through an Omni Marketing Specialist.

TRADING

Aircraft trading is Omni's primary business. The Jet Trading Floor, a unique place, is "making a market" for the first time in the history of jet aircraft sales. All other Omni functions serve to support the "Floor." Trade on the international market—Trade on Omni's Jet Trading Floor.

FINANCING

Omni staffs a group of CPA, financial experts. Omni also has its own in-house tax-counsel. This imaginative team supervises the assembly of some very sophisticated financial packages. Instant computer back-up supports even the most complicated programs designed by Omni experts. Omni's strong credit and financial position assures best available rates.

OMNI

INTERNATIONAL JET TRADING FLOOR

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WU TLX 89-2587 • WU TWX 710-822-9236 • ITT TLX 440299 • RCA TLX 248647

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