



For Immediate Release:

Assent Aeronautics Launches Aircraft Brokerage and Transaction Advisory Business Unit: Taps Two Aviation Veterans

Launch Signals Significant Investment in Aircraft Acquisition and Sales Advisory Business, Where Assent will Leverage Proprietary Aircraft Operations and Maintenance Data Streams to Deliver Predictive Value Analytics for Clients. Assent Predicts Return of Robust Pre-Owned Aircraft Market.

Fort Worth, Texas, October 9th, 2019 – Assent Aeronautics announced today that it has launched a new aircraft transaction advisory business unit to deliver data driven aircraft brokerage and transaction advisory services to the private aviation sector, and has tapped aircraft sales and acquisition expert, Jake Banglesdorf to lead the effort as Vice-President and Samson Whitfield as a principal broker.

“Jake has built a reputation as an epic communicator and a straight shooter who is passionate about treating his clients, team members and other aviation professionals, like family.” Said W. Hulsey Smith, President of Assent Aeronautics. “As a third-generation private aviation professional, Jake has experience working in nearly every facet of private aviation, and we are proud to have him lead our aircraft brokerage and advisory business.”

In addition to Mr. Banglesdorf, Assent Aeronautics has tapped, industry veteran Samson Whitfield to join the firm as a Principal in the aircraft brokerage business. Assent Aeronautics is investing heavily in the new business unit and anticipates hiring between eight and ten principal brokers, and a number of support staff members in the coming year. With the addition of full-service aircraft brokerage, Assent Aeronautics now offers the full suite of services including Aircraft Management, Out-Sourced Director of Aircraft Maintenance Services, and full-service aircraft brokerage and transaction advisory support.

Data Driven Approach:

Assent Aeronautics has fifteen plus (15+) years and approximately 50,000+ flight hours of proprietary aircraft operations and aircraft maintenance data that forms the base of its research and analytics capabilities. The Company intends to lever the data trove to deliver predictive analytics for its clients in the areas of aircraft valuation, operating costs, and asset management—delivering clarity and mitigating risk for clients upfront, before money is on the table in an aircraft transaction.

“Teaming up with the tremendous operational experience of Assents’ aircraft maintenance and management staff will deliver truly differentiated aircraft brokerage and transaction advisory services. This is why I accepted the role leading this business unit” Said Banglesdorf “It is extremely rare to find an aircraft brokerage firm who has a full time in-house technical team supporting and overseeing pre-purchase inspections and daily aircraft operations. I expect that our brokerage service will increase awareness of our aircraft management and maintenance business, and vice-versa, a synergy that we are extremely confident will allow us to better serve our clients.”

Assent Aeronautics’ approach will “demystify” the overall aircraft ownership experience, specifically in the sales and acquisitions process. Delivering transparency, clarity and exceptional representation in each transaction with the help of Assent’s full-time technical team is the objective.

Pre-Owned Aircraft Market Assessment:

“The pre-owned business aircraft market as a whole while slowing was incredibly robust up until the end of Q2, since that time we have seen a precipitous drop in transaction activity, both pre-closing and closing. Based upon our proprietary data, we believe the market is currently in a squeeze. Specifically, this squeeze is a result of the disparity between the seller’s perceived asset value and buyer’s ultimate take price. There is a growing pent up demand on the buy side, and a significant shadow inventory on the sell side. Once the squeeze breaks, perhaps under pressure to close transactions by EOY, we anticipate a return to the robust market activity of 2018 and the 1st half of 2019.” said Smith.

ABOUT ASSENT AERONAUTICS:

Assent Aeronautics is a family owned company, founded in 2004 and headquartered in Fort Worth, Texas, with distinct business units in Aircraft Brokerage, Aircraft Transaction Advisory Consulting, Aircraft Management and Aircraft Maintenance.

Assent Aeronautics has a proven track record of success. “We trace our heritage back to a private family flight department in the 1940’s”. The founding family of Assent Aeronautics has been operating its own aircraft for nearly 70 years. “I even slept on the floor of our aircraft as a boy, so you can safely say, it’s our family’s blood”. After numerous requests from companies and individuals to manage their aircraft, Assent was founded to help aircraft owners and operators maximize dispatch reliability and safety while saving money through more efficient expense forecasting and full-time expert technical supervision.

Our Vision is simple: Deliver Certainty. Eliminate the mystery, hassle, and superfluous cost of aircraft ownership by innovating the way the aviation industry does business: through transparency, precision, and efficiency. In short, we deliver results by supporting every customer’s aircraft as we do our own.

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