



## **Aircraft wet leasing (A.C.M.I)**

*One-day course*

*If you are wet leasing commercial aircraft (ACMI) in or out this is a course you cannot afford to miss.*

**AIRCRAFT  
REQUESTS**

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## The course

“Aircraft wet leasing” (ACMI) is a one-day intensive, thoroughly enjoyable and motivational training course that delivers essential knowledge on how to be successful in Aircraft wet leasing.

“Aircraft Wet Leasing” (ACMI) takes the perspective both of the lessor and the lessee!

You are most likely working for an airline wet lease or charter department that wet leases aircraft in and out, or a brokerage firm involved in ACMI deals. Perhaps you are considering a career move to such an exciting environment! Are you working for a department that email addresses of the type acmi@ or charter@ are in use? There you are! This course is for you!

## The syllabus

“Aircraft Wet Leasing” (ACMI) is an essential course both for experienced commercial executives irrespective of their seniority level and newcomers.

The course is straightforward, pleasant and information-rich!

We will teach you how to:

- » What ACMI is, beyond the acronyms, when and what is sold and bought, variations in the offerings and legal barriers in plain English for salespeople!
- » price ACMI deals by involving other departments within the airline. Wet leasing is a team project!
- » quickly sell your aircraft under wet lease (ACMI) conditions,
- » deal with complex ACMI projects.
- » to agree (as a lessee) within your organisation on the exact requirements for an ACMI aircraft, how to incorporate them in your request for proposals and how to allow for contingencies.
- » add or perceive value in a wet lease deal and avoid selling or buying purely on price
- » to prepare read understand and negotiate ACMI contracts

- » assess the financial impact on the lessee and lessor regarding revenue, costs and the impact on cash-flow.
- » calculate the real cost of an ACMI, which is not the dollars per block hour and the crew expenses only!
- » qualify lessees and lessors and how not to lose your money in a wet lease deal.
- » project manage ACMI deals and involve the various entities within the airline (an approach tailored to both lessees and lessors)

During the course, we touch upon commercial, financial, operational and legal aspects that should concern commercial acmi and or charter executives.

By the end of this exciting one-day course lessors will be able to sell more ACMI deals, to more qualified customers, receive their expected revenue and repeat business.

Lessees will be able to draft better requests for proposals, assess the operational and commercial viability of the responses, and ensure that they are dealing with qualified lessors that deliver on their promise. Ultimately lessees should be able to receive wet-leased aircraft that are operationally and commercially fit for the desired operation through an expected financial deal.

Together with the participants we summarise the course and discuss action plans for their airline accounts. The participants will receive a certificate of completion and a course manual that contains course notes, templates and a project management methodology. Each participant is entitled to a half an hour free telephone consultation.

Call today our training specialists on +44 1476 347070 to discuss your needs and receive a quote!

## **Course delivery options**

Two options are available:

### **On-site**

For companies that wish to have their executives trained in their premises.

### **Live Instructor-Led Online Course**

Our instructor-led online classes allow you to attend the course from home or the office without the need to travel.

This is a live, hands-on, interactive class led by the same instructors that deliver the on-site course. The course format and materials received are identical! The only difference is that you and your instructor are not in the same room!

We employ an easy to use state of the art video conferencing facility that you can access from your PC, tablet or cell phone with no additional software installations. Just click on the link that you will receive after your registration and there you are!

Through your access, you will be able to see and hear everything the instructor does, as well as to interact with the instructor and fellow participants

The live online course is delivered in different time zones. Just visit the course calendar section of our site. If your time zone is not there, or you wish to participate in a different date let us know!

## **About Aircraft Requests Ltd**

The company was formed in England in January 2009. Our shareholders have been active in air transport consulting since 1992.

Our main activities include:

- airline and airport business consulting
- aviation training
- account development planning
- aviation CxO mentoring and coaching
- aviation executives interim placement

## **Leadership**

Marcos Caramalengos is the CEO of Aircraft Requests Ltd. and the senior trainer. He is an Aeronautical Engineer (BEng Hons) graduated from Kingston University and an MSc holder in Air Transport Management from Cranfield University. He is a member of the Royal Aeronautical Society. Marcos is the brains behind the "Selling to Airlines", "Aircraft Wet Leasing" and "Commercial Aircraft Chartering" training courses. His expertise includes commercial airline operations, airline business planning for start-ups and mature airlines, route and fleet planning. Marcos has advised numerous airlines in commercial and strategic aspects.

Aircraft Requests Ltd, 3 Castlegate, Grantham, Lincolnshire, NG31 6SF, England

+44 1476 347070  
[www.facebook.com/sellingtoairlines/](https://www.facebook.com/sellingtoairlines/)

[info@aircraftrequests.com](mailto:info@aircraftrequests.com)  
Twitter: @sellingtoair