TRADEWIND Company News

NOVEMBER 2026



Welcome, November

Greetings Tradewind Team!

I am writing this introduction on Halloween and yet, nothing is scary! Our summer business has continued strong into the fall, and the winter is ramping up quickly. As I tour around our bases, I am continually impressed by how far we have come in the past few years. Indeed, Tradewind has tripled in size in that short time. A new generation of Tradewind is growing and maturing right beneath my eyes, and I could not be prouder. You all should share this pride ... it is something that will follow you for a lifetime.

Keep up the great work, fly safe and personal, and Godspeed!

- Eric



Preliminary Ticket Book Sale Results: Goal Achieved!

We are excited to share the preliminary results from this year's Annual Ticket Book Sale, held October 20 through November 3, 2026. We officially surpassed our revenue goal, with revenue increasing 30.7% and tickets sold increasing 22.0% compared with last year. This outstanding milestone reflects the continued support of our returning clients and the incredible hard work and dedication of our team.

The success of the Annual Ticket Book Sale is truly a testament to how each and every person shows up and delivers a Fly Personal experience. Thank you to everyone who contributed to making this year's sale such a success!

Monthly Photo Contest!

This month's winner is **Jack Sullivan,** who submitted this shot of our Pilatus aircraft under the SpaceX Rocket launch. Congratulations! You will receive a $25 Tradewind Swag Store gift card directly deposited into your account. Send us photos from your travels, and you could be next month's winner!

MONTHLY PHOTO CONTEST:

All team members can participate! Please send largest image size possible to Marketing@flytradewind.com.

Multiple entries each month are encouraged! Photos should be Tradewind themed (destinations, aircraft, team, etc.) One winner will be chosen at Marketing's discretion for photos submitted the previous month.



OUR MISSION:

We are aviation enthusiasts who have turned our passion for flying into the leading regional private airline. We provide personal air travel—both private and scheduled service—throughout North America and the Caribbean. Founded in 2001, we believe that every single flight is an opportunity to create an exceptional client experience with our people, planes, and personal service. Our unique approach to flying is less harrowing than flying commercial and more intimate than flying private. It is flying personal. And it is what we strive for every day.

October Fast Facts

1,807
FLIGHTS FLOWN

6,055
PASSENGERS FLOWN

532
CHARTERS BOOKED

74,266
WEBSITE VISITS

Keep up with everything going on at Tradewind!

Follow us @flytradewind

Upcoming Events

Monthly Lunch

Tradewind will be providing lunch for our hardworking team on a **monthly basis**. Come enjoy some yummy food—you've earned it!

DATE: Tuesday, December 1
TIME: 12:00 PM
PLACE: 5 Juliano Drive, Oxford, CT

Holiday Parties

Save the dates! More details coming soon!

Southeast Holiday Party: Tuesday, December 8th
Caribbean Holiday Party: Thursday, December 10th
Northeast Holiday Party: Friday, December 18th



New Hires, Promotions, and Upgrades

Welcome to all of our newest Tradewind team members: Jaelyn Otero, Alisha Anazagasty, Jonathan Sanchez, Dalitza Baez Borroto, Misza Delgado, Juan Torres Orozco, Mariana Santana Huertas, Joel Ivan Fernandez, Jose Aponte, Thaisha Hernandez, Jakzel Irizarry Hernandez, Mason Norris, Bernardo Calderon, Jheremy Lugo Mendizabal, Deniel Ayala Walker, Edwin Roman Del Valle, and Madison Ramos.

We are also excited to welcome new pilots to the team: Sebastian Lugo Rubio, Diego Huertas Pacheco, Sebastian Toro, Jacob Wells, Alyssa Herrmann, Kristina Delp, Eric Shelhamer, Cary Drucker, Patrick Lynch, and Caleb Verreth.

Congratulations to Anthony Moro Otero and Connor Rozzi on their recent pilot upgrades, and to our newest Standards Captains: Mark Krzeczowski, Cristian Dragota, Ka'inoa Reid, and Logan Murphy.

Finally, congratulations to Greace Diaz on an exciting new promotion!

HR Corner + Benefit Spotlight

November is Men's Health Awareness Month.

As we welcome November, let's remember that early detection makes all the difference in preventing Prostate and Testicular cancers.

Did you know:

- Testicular cancer is the leading cancer in men 15-44.
- Every hour, a male is diagnosed with testicular cancer in the US alone.
- About 1 in 250 men will develop testicular cancer at in their lifetime.
- Signs of testicular cancer can include an ache in the abdomen, back, or groin.
- Testicular cancer is 95% curable when detected early.

Stay safe and healthy: Make good use of your Tradewind benefits and prioritize your annual physical exam. Need to find a doctor? Find care here.

Not on our Medical Plan? All team members can access medical provider care guidance and resources through the Employee Assistance Program.

Well-Being Resources for the Holiday Season

As the holiday season gets underway, schedules can fill up quickly. Remember to take time for yourself and explore the resources available through GuidanceResources.

- **Hurry Sickness:** Feeling pressure to get everything done at once? Learn simple daily practices that can help you slow down, reset, and better manage a busy season. Learn More
- **Holiday Stress:** The holidays can bring added stress, grief, caregiving responsibilities, or simply a lot to juggle. These resources can help you navigate the season and care for yourself along the way. Learn More
- **Build Your Well-Being Plan:** Take a quick assessment through the "Assess Me" feature on guidanceresources.com and receive a personalized well-being plan based on your individual needs. Login Today

IT Updates

Ticket Book Sale Reporting: Our Salesforce team partnered closely with Sales Operations to migrate the Ticket Book sales pipeline, management, and reporting out of Excel and into Salesforce Sales Cloud, supported by Power BI dashboard reporting.
This represents an important foundational shift toward more efficient processes, better visibility, and stronger data-driven insights.

Security Improvements: Cybersecurity continues to improve as we further secure our private network and monitor vulnerabilities that may impact us. The team also responded quickly and efficiently to a critical security flaw detected in countless websites across the globe to ensure our systems were properly patched, further mitigating the risk of exposure to external threats.

WinAir Release: The Technology team joined several MX team members in London, Ontario in October to get firsthand knowledge and experience with the upcoming major release of WinAir v8. One of the major enhancements promised is API connectivity, which should pave the way for many improvements and integrations with the system in the coming months. More to come on this topic!

Anniversaries

Congratulations to our team members who celebrated anniversaries in October!

13 Years: Tom Jarecki
11 Years: Mike Mullins
Juan Ortiz
10 Years: Andrew Wyton
7 Years: Paola Dumeng
5 Years: Elliott Barber
Ayouni Lebron
4 Years: Ashley Acerbo
Kenny Lanzo Fuentes
Kelmy Vega
3 Years: Raul Carattini Figueroa
Noah Parks
2 Years: Luis Feliciano Aquino
Evan Jackson
1 Year: Bryce Caffrey
Luis Feliberty Santana
Roberto Fred Torres
Roberto Martinez Rosado
Loida Ortiz
Carter Petro
Ane Salloum Ibrahim
Jhaden Syndor
Andrea Vazquez
Sylkia Velazquez
Lucas Wirz



New Route Launch: Fort Lauderdale to Nassau

We're expanding! Next month, on December 10th, Tradewind will launch daily nonstop flights between Fort Lauderdale and Nassau, making travel to the Bahamas even more convenient. Since opening our Southeast base three years ago, we've **quadrupled our flight offerings** across the region and continue to grow our South Florida and Bahamas network.



Job Openings

For full position details, job descriptions, and to apply, please visit the Tradewind career page. Please feel free to share these job postings on your own LinkedIn. Thank you!

Title	Location	Status
Assistant Chief Pilot - Northeast	HPN	Full-time
Pilot FT - PC-12 First Officer	HPN	Full-time
Senior Accounting Manager	OXC	Full-time
Ground Instructor	OXC	Full-time
Senior Manager, Technology Delivery	OXC	Full-time
Simulator Instructor	Tampa, FL	Full-time
Aircraft Mechanic III (A&P)	OXC, HPN, SJU, SUA	Full-time
Fleet & Ground Operations Support Agent	SJU	Full-time
Aircraft Mechanic- Night Shift	OXC/HPN	Full-time
Aircraft Mechanic	SUA	Full-time
Maintenance Controller	OXC	Full-time
Aircraft Detailer	SJU	Full-time
Parts Personnel	SUA	Full-time
Scheduler	OXC	Full-time
Scheduled Service Supervisor	OXC	Full-time
Scheduler - 3rd Shift	Remote	Full-time
Customer Service Supervisor	SJU	Full-time
Ramp Supervisor, San Juan Station	SJU	Full-time
Passenger Representative - Seasonal	SJU	Part-time

Did you know that Tradewind offers referral hiring bonuses?

"Team members receive $1,000 for referring pilots 30 days after the candidate has successfully completed training. For non-pilot positions, team members receive $1,000 following the completion of the new hire's first year.

Safety Corner

Key Trends, Reporting Insights, and Safety Takeaways in October

Omni Reporting at a Glance

October's reporting activity continued to reflect a healthy safety culture across the operation. Each report gives us a clearer picture of where risk is emerging and where our defenses are working. Every report gives us a chance to spot hazards, learn, and address risks before someone gets hurt. Thanks for making safety personal and contributing to safety improvements across our operation.



Top Reported Event in October: Go-Arounds

Go-arounds continued to be one of our most reported events in October, with 10 reports representing 10 distinct occurrences. Traffic spacing and runway conflicts were the leading themes in October's go-around reports, particularly at HPN and TEB. Recurring factors included late speed changes, S-turns, and intersecting runway traffic. Some reports also highlighted unclear instructions during resequencing.
The takeaway: Anticipate changing conditions, stay ready to discontinue an approach, and seek clarification when instructions are unclear. A go-around is a safety tool, not a failed landing.

October Safety Reporting Emerging Theme

October's safety reports highlighted several situations where what was requested or expected did not match what was delivered. Examples included fueling discrepancies, incorrect customs paperwork, baggage handling, and passenger-assistance arrangements. Across these different activities, a common theme emerged: acknowledgment of a request did not always mean everyone shared the same understanding, or that the needed action had been completed.

A strong handoff makes clear **what is needed, who owns the next step, and how completion will be confirmed.** For safety-critical details, repeat back the specifics and verify the result rather than relying on assumptions. When plans change or multiple teams are involved, clarify responsibility and communicate unresolved issues before proceeding. Closing the loop helps prevent a small misunderstanding from becoming a larger operational problem. **When in doubt, pause and clarify:** every team member should feel empowered to stop an activity, ask questions, and involve the appropriate person until the correct course of action is understood. Neither schedule pressure nor an assumption that "someone else has it covered" should replace that clarity. Speaking up is a sign of professionalism and a shared commitment to safety.

Thank you for your continued attention to safety. Your reports, questions, and suggestions support ongoing learning and improvement across the operation. As we head into November, let's maintain that focus and continue making safety personal.

MAKE SAFETY PERSONAL - REMAIN VIGILANT and DISCIPLINED | Michael Giovannini, Director of Safety