

### Spring Preparations for Summer

The sun is shining and the birds chirping. Pretty soon, those of us in the Northeast will be thinking about summer, and that includes our guests. March was a great month with some stellar performances, especially in the Southeast. We have also made some substantial improvements in our service as measured in on-time performance and general feedback. Keep up the great work!

We also just completed our regular "Train the Trainer" flight operations meeting in Oxford. I was genuinely impressed with the enthusiasm and professionalism that our flight operations leadership displayed. We are consistently getting better, safer, and more responsive to our guest's needs, which is something we can all be proud of.

As we roll into April, keep up the momentum and focus to make this upcoming summer season the best ever.

Fly safe and Goodspeed,  
Eric



### Another Successful Spring Ticket Book Sale

Last month, Tradewind ran our annual Spring Ticket Book Sale, encouraging travelers to save by purchasing discounted tickets to Nantucket and Martha's Vineyard for the upcoming year. Not only did we achieve our goal within the 4 day sale, but we immensely surpassed it. Total gross sales beat our Spring sales goal by almost 150%, with a 49% increase from last year's Spring sale. Combined with our Fall Sale, revenue sales were 24% more than the previous year!

Thank you to all the teams who made this Spring Sale a success. Keep up the great work, and we look forward to continuing this momentum into the rest of the year.

### 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.

### March Fast Facts

2,456  
FLIGHTS FLOWN

10,467  
PASSENGERS FLOWN

510  
CHARTERS BOOKED

71,600  
WEBSITE VISITS

### Monthly Photo Contest!

This month's winner is **Chris Roe**, who submitted this beautiful shot of a Tradewind wing over Anguilla, a destination we always need more photos of! 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](mailto:Marketing@flytradewind.com). Multiple entries a month are encouraged! Photos should be Tradewind themed (destinations, aircraft, team, etc.) 1 winner will be chosen at Marketing's discretion for photos submitted the previous month.



Keep up with everything going on at Tradewind!

Follow us @flytradewind



# Upcoming Events



## FUTURE AVIATORS DAY: BRING YOUR CHILD TO WORK DAY

Tradewind will be hosting an event next month to encourage team members to bring their children to work, and introduce their children to the world of aviation!

**DATE:** Tuesday, April 21st

**TIME:** 12:00 PM - 3:00 PM

**PLACE:** Oxford, CT

Please contact Tyler Dos Santos (tdossantos@flytradewind.com) for any questions.

## March New Hires

Welcome to our newest Tradewind team members: Brian Sanchez, Josette Williams, Troy Donovan, Jan Oliver, Scott McLaine, Danielle Gilmore, Joe Gutowski, Caroline Kozlow, Gerardo Nieves Del Rio, Alexandra Levy, Johnadrian Torres Ferrer, Connor Lyons, Ian Raul Ortiz Cruz, Fernando Mendoza, Cullen Dalton, Nicholas Hamilton, Ryan Davis, Daniel Klick, and John Keating.

We are thrilled to welcome you all to the Tradewind team!

Sending a huge congratulations to the following pilots on their recent Upgrades: Brittany Nagy, Ryan Archer, and Garrett Johnson!



## HR Corner:

April is National Stress Awareness Month, a reminder to prioritize mental well-being and recognize the impact that stress can have on both professional and personal lives. Tradewind offers a comprehensive Employee Assistance Program (EAP) benefit to all team members, which includes confidential, 24/7 support, to support a healthy, balanced work-life environment.

In addition, the EAP benefit also offers assistance with: work and lifestyle support, financial resources such as retirement planning and taxes, legal guidance, and more.

To learn more about the EAP, or to utilize its services:

- Call 877-616-0508 (TRS: Dial 711)
- App: GuidanceNow (WebID: Tradewind)
- Online: [guidanceresources.com](http://guidanceresources.com)

### Other HR Updates:

For team members on Plan 1 of Tradewind's health insurance who may be curious about opening an HSA account (a pre-tax, high-deductible savings account for medical-related expenses), please contact Renee Gregory Malo at [rgregorymalo@flytradewind.com](mailto:rgregorymalo@flytradewind.com).

## IT Corner

The Tradewind IT team is excited to officially welcome Scott McLaine to the team as our Senior Technical Project Manager. Scott will be helping Anne make sure that all of IT's various planned and in-progress initiatives stay on track. We are thrilled to have him onboard!

IT is also working on a cross-functional effort alongside Marketing and the Commercial team to refresh the DialPad phone tree, updating recordings and providing more granular regional routing for our clients.

## Photo Contest Reminder

Don't forget our monthly photo contest! Submit photos for a chance to win a \$25 Tradewind Store credit. These photos are also used across our website, social media, and other marketing initiatives, so your submissions make a big impact.

Email as many photos as you'd like to [marketing@flytradewind.com](mailto:marketing@flytradewind.com).

**Marketing is especially in need of photos of Martha's Vineyard, our Bahamas routes, and the BVI.**

We can't wait to see your submissions, and thank you for your participation in advance!

# Anniversaries

Congratulations to our team members who celebrated anniversaries in March!

- 21 Years:** Adam Schaefer
- 19 Years:** Douglas Krenz
- 12 Years:** Grace Richardson
- 10 Years:** Tara Evans
- 7 Years:** Brian Rechiene
- 5 Years:** Thierry Desgranges  
Maria Meyer
- 4 Years:** Tiffany Hebert  
Alejandro Vidal
- 3 Years:** Enrique Nazario  
Cristian Santiago Valdes  
Christopher Greaux  
Juan Morales-Munoz  
Dan Collins  
Wojciech Czerwinski  
Jesse Robinson  
Ryan Wilson
- 2 Years:** Courtney Green  
Dan Church  
Jacson DelRio  
Elijah Dovbush  
Dylan Stenerson  
Alex Jenkins  
Justin Ruan  
Liam Whelton
- 1 Year:** Ray Karim  
Ryan Archer  
Garrett Johnson  
Ginger Bouk Law



## 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
<a href="#">Pilatus PC-12 First Officer</a>	HPN/SJU	Full-Time
<a href="#">Northeast Regional Chief Pilot</a>	HPN	Full-Time
<a href="#">Southeast Regional Chief Pilot</a>	SUA	Full-time
<a href="#">Director of Station Operations - Eastern US and Bahamas</a>	OXC	Full-time
<a href="#">Scheduled Service Coordinator</a>	OXC	Full-time
<a href="#">UAT Engineer</a>	OXC	Full-Time
<a href="#">Facilities Specialist</a>	OXC	Full-time
<a href="#">Director of Scheduling &amp; Dispatch</a>	OXC	Full-time
<a href="#">Scheduling Manager</a>	OXC	Full-Time
<a href="#">Dispatcher</a>	OXC	Full-Time
<a href="#">Marketing Coordinator</a>	OXC	Full-time
<a href="#">Maintenance Controller</a>	OXC	Full-time
<a href="#">Maintenance Supervisor</a>	OXC	Full-Time
<a href="#">Business Analyst</a>	OXC	Full-Time
<a href="#">Aircraft Mechanic- Night Shift</a>	OXC/HPN	Full-Time
<a href="#">Ramp Assistant</a>	HPN	Seasonal
Concierge	<a href="#">ACK, BED, HPN</a>	Seasonal
<a href="#">Line Service Technician</a>	MVL	Seasonal

**Did you know that Tradewind offers referral hiring bonuses?**

Team members receive \$1,000 for referring pilots following 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.



## Proactive Safety Reporting

In March, **56 safety reports** were submitted, an increase from **43** in the previous month. Over the past year, we have seen a steady increase in team member participation in safety reporting. This growth provides valuable insight into risks within our operation and allows us to address concerns earlier—before they escalate.

We track two types of safety reporting: **reactive and proactive**. Both are essential to maintaining a safe operation, and if you noted in last month's Safety Corner, increasing safety reporting is one of our goals for 2026.

**Reactive safety reports** are submitted after an incident, injury, or equipment damage occurs. These reports allow us to investigate what happened, identify root causes, and implement corrective actions. They also lead to improvements in procedures and training, ensuring lessons learned benefit the entire organization.

**Proactive safety reports** focus on identifying hazards, unsafe conditions, or near misses before an incident occurs. Reporting concerns early helps correct issues before someone is injured or equipment is damaged, and is one of the most effective ways to reduce risk.

### Proactive Reporting in Action for March

There was an increase in proactive reporting in March, which reflects a strong and supported safety culture. In March, **six proactive safety reports** were submitted, including:

- Two pilots at different locations identified unsecured fuel caps during preflight inspections after the respective FBO fueled the aircraft. In both cases, the fuelers were notified and the issue was corrected before departure.
- A report identified improper stowage of a life raft on an executive-configured aircraft, prompting the need for clearer stowage guidance.
- A pilot found the tail stand unsecured in the aft section of the aircraft during preflight, potentially preventing damage to the battery or interference with flight control cables.
- A ramp team member in San Juan noticed a lopsided baggage cart. Inspection revealed a bent support mount, and the cart is being repaired.

**Thank you to the pilots, ramp team members, and all team members who took the time to submit safety reports in March.** Your attention to detail and willingness to speak up is helping to prevent incidents and consistently strengthens our safety culture every day.

Each of these reports addressed a potential hazard before it resulted in damage, delay, or injury.

If something doesn't look right—even if no incident has occurred—**report it**. Your actions make a measurable difference and reinforce that safety is a shared responsibility across our entire operation.

**MAKE SAFETY PERSONAL - REMAIN VIGILANT and DISCIPLINED,**

Michael Giovannini  
Director of Safety